

United Way of Marathon County, Inc.

Financial Statements and
Supplementary Information

Year Ended December 31, 2020
(With Comparative Totals for 2019)



United Way
of Marathon County

WIPFLI

Independent Auditor's Report

Board of Directors
United Way of Marathon County, Inc.
Wausau, Wisconsin

Report on the Financial Statements

We have audited the accompanying financial statements of United Way of Marathon County, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2020, and the related statements of activities, functional expenses, and cash flows for the year then ended and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Marathon County, Inc. as of December 31, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States.

Report on Summarized Comparative Information

We have previously audited United Way of Marathon County, Inc.'s 2019 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated May 1, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of organization data on pages 18 and 19 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we do not express an opinion or provide any assurance on it.

Wipfli LLP

Wipfli LLP

May 6, 2021

Wausau, Wisconsin

United Way of Marathon County, Inc.

Statement of Financial Position

December 31, 2020 (With Comparative Totals for 2019)

Assets	2020	2019
Cash	\$ 877,836	\$ 814,719
Certificates of deposit	793,662	783,998
Beneficial interest in assets held by foundation	799,333	752,145
Unconditional promises to give - Net:		
Campaigns:		
Current year, net	1,618,554	1,673,400
Prior year, net	229,643	131,596
Grants receivable	2,822	24,036
Accounts receivable - Other	159,255	210,009
Interest receivable	2,454	1,419
Prepaid expenses	19,667	20,296
Equipment at cost, less accumulated depreciation of \$272,040 in 2020 and \$249,725 in 2019	41,837	56,401
TOTAL ASSETS	\$ 4,545,063	\$ 4,468,019
Liabilities and Net Assets		
Liabilities:		
Impact grants and designations payable	\$ 1,600,000	\$ 1,600,000
Designations payable to United Ways	193,857	241,067
Accounts payable	32,536	13,485
Accrued and other liabilities	55,894	69,433
Total liabilities	1,882,287	1,923,985
Net assets:		
Without donor restrictions:		
Undesignated	596,805	338,435
Designated by the governing board	799,333	752,145
Total without donor restrictions	1,396,138	1,090,580
With donor restrictions	1,266,638	1,453,454
Total net assets	2,662,776	2,544,034
TOTAL LIABILITIES AND NET ASSETS	\$ 4,545,063	\$ 4,468,019

See accompanying notes to financial statements.

United Way of Marathon County, Inc.

Statement of Activities

Year Ended December 31, 2020 (With Comparative Totals for 2019)

	Without Donor Restrictions	With Donor Restrictions	Totals	
			2020	2019
Public support and revenue:				
Public support:				
Net campaign	\$ -	\$ 2,438,557	\$ 2,438,557	\$ 2,646,922
Miscellaneous campaign	70,472	-	70,472	74,060
Grants	324,289	-	324,289	148,280
Change in beneficial interest in assets held by foundation	86,514	-	86,514	121,004
Contributions - Other	134,284	294,320	428,604	324,206
Total public support	615,559	2,732,877	3,348,436	3,314,472
Net assets released from restrictions	2,919,693	(2,919,693)	-	-
Other revenue:				
Interest income	13,305	-	13,305	15,534
Contracted services revenue	100,804	-	100,804	96,806
Total other revenue	114,109		114,109	112,340
Total public support and revenue	3,649,361	(186,816)	3,462,545	3,426,812
Distributions and expenses:				
Program services:				
Impact grants to agencies and grantees	1,636,222	-	1,636,222	1,596,663
Community services	192,592	-	192,592	253,312
Community impact	424,904	-	424,904	405,514
211	289,293	-	289,293	280,421
Volunteer services	89,676	-	89,676	85,740
RSVP	73,714	-	73,714	79,079
Total program services	2,706,401	-	2,706,401	2,700,729
Supporting services:				
Management and general	355,741	-	355,741	434,565
Fund-raising	281,661	-	281,661	247,965
Total supporting services	637,402	-	637,402	682,530
Total distributions and expenses	3,343,803	-	3,343,803	3,383,259
Change in net assets	305,558	(186,816)	118,742	43,553
Net assets at beginning	1,090,580	1,453,454	2,544,034	2,500,481
Net assets at end	\$ 1,396,138	\$ 1,266,638	\$ 2,662,776	\$ 2,544,034

See accompanying notes to financial statements.

United Way of Marathon County, Inc.

Statement of Functional Expenses

Year Ended December 31, 2020 (With Comparative Totals for 2019)

	Program Services						Supporting Services		Totals	
	Impact Grants	Community Services	Community Impact	211	Volunteer Services	RSVP	Management and General	Fund-Raising	2020	2019
Salaries	\$ -	\$ -	\$ 245,266	\$ 170,004	\$ 36,260	\$ 47,339	\$ 203,257	\$ 162,605	\$ 864,731	\$ 869,902
Employee benefits	-	-	38,569	28,682	1,659	10,146	32,739	25,570	137,365	102,607
Payroll taxes	-	-	17,655	11,469	2,790	3,349	14,986	11,705	61,954	64,358
Total salaries and related expenses	-	-	301,490	210,155	40,709	60,834	250,982	199,880	1,064,050	1,036,867
Impact grants to agencies and grantees	1,636,222	-	-	-	-	-	-	-	1,636,222	1,596,663
Campaign	-	-	21,395	-	-	-	18,161	14,185	53,741	89,772
Professional fees	-	17,898	14,437	-	256	280	12,255	9,572	54,698	49,852
Supplies	-	131,032	3,480	159	37,801	974	2,954	2,307	178,707	189,246
Telephone and communications	-	-	2,397	2,418	499	508	2,034	1,589	9,445	8,484
Postage and shipping	-	170	2,580	160	299	683	2,190	1,711	7,793	10,279
Printing and publications	-	877	1,078	12,821	538	1,961	915	715	18,905	10,256
Occupancy	-	27,200	29,128	16,392	3,178	3,178	24,725	19,311	123,112	137,278
Travel	-	1,292	-	456	128	127	-	-	2,003	2,053
Conferences, conventions, and meetings	-	4,010	88	-	32	298	75	58	4,561	25,333
Insurance	-	-	1,558	1,817	379	2,002	1,323	1,033	8,112	8,245
Maintenance	-	131	17,868	10,674	5,790	2,290	15,167	11,846	63,766	64,009
Information and education	-	9,400	1,450	34,232	-	434	1,231	961	47,708	76,667
United Way of America and Wisconsin dues	-	-	18,663	-	-	-	15,842	12,373	46,878	38,114
Miscellaneous	-	582	408	9	67	145	346	230	1,787	8,046
Total before depreciation	1,636,222	192,592	416,020	289,293	89,676	73,714	348,200	275,771	3,321,488	3,351,164
Depreciation	-	-	8,884	-	-	-	7,541	5,890	22,315	32,095
Total functional expenses	\$ 1,636,222	\$ 192,592	\$ 424,904	\$ 289,293	\$ 89,676	\$ 73,714	\$ 355,741	\$ 281,661	\$ 3,343,803	\$ 3,383,259

See accompanying notes to financial statements.

United Way of Marathon County, Inc.

Statement of Cash Flows

Year Ended December 31, 2020 (With Comparative Totals for 2019)

	2020	2019
Cash flows from operating activities:		
Change in net assets	\$ 118,742	\$ 43,553
Adjustments to reconcile change in net assets to net cash from operating activities:		
Depreciation	22,315	32,095
Distribution received from assets held by foundation	40,325	35,000
Net change in beneficial interest in assets held by foundation	(87,513)	(121,004)
Changes in operating assets and liabilities:		
Unconditional promises to give	(43,201)	214,828
Grants receivable	21,214	(4,947)
Accounts receivable - Other	50,754	57,742
Interest receivable	(1,035)	(350)
Prepaid expenses	629	820
Impact grants and designations payable	(47,210)	(53,299)
Accounts payable	19,050	(7,975)
Accrued and other liabilities	(13,539)	(5,203)
Total adjustments	(38,211)	147,707
Net cash from operating activities	80,531	191,260
Cash flows from investing activities:		
Net increase in certificates of deposit	(9,664)	(91,365)
Capital expenditures	(7,750)	(3,300)
Net cash from investing activities	(17,414)	(94,665)
Net change in cash	63,117	96,595
Cash at beginning	814,719	718,124
Cash at end	\$ 877,836	\$ 814,719

See accompanying notes to financial statements.

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 1: Summary of Significant Accounting Policies

Principal Activity

United Way of Marathon County, Inc. (the "Organization") is a nonprofit, community-based volunteer organization whose purpose is to provide leadership to maximize Marathon County's capacity to address the human care needs of its residents.

Basis of Accounting

The Organization follows accounting standards contained in the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC). ASC is the single source of authoritative accounting principles generally accepted in the United States (GAAP) for nongovernmental entities in the preparation of financial statements in accordance with GAAP.

Use of Estimates in Preparation of Financial Statements

The preparation of the accompanying financial statements in accordance with GAAP requires management to make certain estimates and assumptions that directly affect the results of reported assets, liabilities, revenue, and expenses. Actual results may differ from these estimates.

Comparative Financial Information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2019, from which the summarized information was derived.

Receivables and Credit Policy

Contributions, grants, accounts receivable - other, and interest receivables are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on a 10-year historical average adjusted by management estimates of current economic factors. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to contributions receivable.

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 1: Summary of Significant Accounting Policies (Continued)

Property, Equipment, and Depreciation

The Organization follows the practice of capitalizing all expenditures for equipment with individual costs in excess of \$500 per item. The fair market value of donated assets is similarly capitalized. Depreciation expense totaled \$22,315 for the year ended December 31, 2020, and was computed on the straight-line method at rates which allocate the basis of depreciable assets over their estimated useful lives. When assets are sold or otherwise disposed of, the cost and related depreciation or amortization are removed from the accounts, and any resulting gain or loss is included in the statement of activities. Costs of maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed currently.

The Organization reviews the carrying values of property and equipment for impairment whenever events or circumstances indicate that the carrying value of an asset may not be recoverable from the estimated future cash flows expected to result from its use and eventual disposition. When considered impaired, an impairment loss is recognized to the extent carrying value exceeds the fair value of the asset. There were no indicators of asset impairment during the year ended December 31, 2020.

The Organization reports gifts of property and equipment as support without donor restrictions unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash and other assets that must be used to acquire long-lived assets are reported as support with donor restrictions. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions - Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board has designated, from net assets without donor restrictions, net assets for a board-designated endowment.

Net Assets With Donor Restrictions - Net assets subject to donor (or certain grantor) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both.

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 1: Summary of Significant Accounting Policies (Continued)

Revenue Recognition

Contributions, including promises to give, are considered conditional or unconditional, depending on the nature and existence of any donor or grantor conditions. A contribution or promise to give contains a donor or grantor condition when both of the following are present:

- An explicit identifying of a barrier that is more than trivial and must be overcome before the revenue can be earned and recognized
- An implicit right of return of assets transferred or a right of release of a donor's or grantor's obligation to transfer assets promised, if the condition is not met

Conditional contributions are recognized when the barriers to entitlement are overcome. Unconditional contributions are recognized as revenue when received.

Unconditional contributions or conditional contributions in which the conditions have been substantially met or explicitly waived by the donor are recorded as support with or without donor restrictions, depending on the existence and nature of any donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized.

Public Support and Impact Grants to Organizations

Annual campaigns are conducted each fall to raise support for the following year's impact grants to participating agencies and grantees. All campaign contributions are considered net assets with donor restriction for use in the following year and are released from restriction in the current year to the extent of impact grants approved for the following year. Unconditional promises to give are recorded as receivables in the year pledged. Conditional promises to give are recognized only when the conditions on which they depend are substantially met. Promises to give whose eventual uses are restricted by the donors are recorded as increases in with donor restrictions. Unconditional promises to give to be collected in future periods are also recorded as an increase to with donor restrictions and reclassified to without donor restrictions when received, unless the donor's intention is to support current-period activities. Contribution income is recognized in the year that the unconditional promise is received. Impact grants payable to agencies and grantees are recorded in the financial statements at the time of approval by the Board of Directors, which is usually in the year of the campaign, by recording an expense and a liability in equal amounts. The Organization may approve multi-year allocations and consider future allocations beyond two years to be conditional based on the success of the campaign.

Contributed marketable securities, materials, equipment, and services requiring specific expertise are recorded as contributions at their estimated fair values at the date of donation. At December 31, 2020, \$42,134 has been reflected in the financial statements for these donated items.

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 1: Summary of Significant Accounting Policies (Continued)

Public Support and Impact Grants to Organizations (Continued)

In addition, many individuals volunteer their time and perform a variety of tasks that assist the Organization with specific assistance programs, campaign solicitations, and various committee assignments. No amounts have been reflected in the financial statements for these donated services since they do not meet the criteria for recognition.

Allocation of Functional Expenses

Program expenses are charged in these functional expense areas based on time studies:

Community impact - Service projects, agency communications, and Impact team process.

Management and general - All general office administration and procedures, including general purpose Board meetings and executive committee meetings.

Fund-raising - Campaign and other fund-raising activities.

Program expenses are charged directly to the following functions:

Community services - Community Coalitions, initiatives, programs, and projects housed within the Organization such as: Early Years, Emerging Leaders, Housing and Homeless Coalition, Hunger Coalition, LIFE, Partnership in Youth, Ready to Read, and Women United.

211 - Telephone referral service of professional service providers and sources of funding.

Volunteer services - Bundles of Joy, Volunteer Connection program, and Workplace Volunteer Council.

RSVP - Volunteer program involving persons aged 55 and over.

Fair Value Measurements

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an ordinary transaction between market participants at the measurement date. A three-tier hierarchy prioritizes the inputs used in measuring fair value. These tiers include Level 1, defined as observable inputs such as quoted market prices in active markets; Level 2, defined as inputs other than quoted market prices in active markets that are either directly or indirectly observable; and Level 3, defined as unobservable inputs in which little or no market data exists, therefore requiring an entity to develop its own assumptions. The asset's or liability's fair value measurement within the hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 1: Summary of Significant Accounting Policies (Continued)

Unemployment Compensation

The Organization has elected reimbursement financing under provisions of the Wisconsin unemployment compensation laws. The Organization maintains a \$15,000 certificate of deposit in escrow to meet state funding requirements. The certificate of deposit expires March 31, 2022.

Tax Status

The Organization is a nonprofit organization exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Organization is also exempt for Wisconsin income tax purposes.

The Organization does not believe it has any material uncertain tax positions requiring recognition or measurement in accordance with GAAP.

New Accounting Pronouncement

In February 2016, the FASB issued Accounting Standards Update (ASU) No. 2016-02, *Leases* (Topic 842). This ASU requires organizations to recognize all leases with terms greater than one year as assets on the statement of financial position with a corresponding liability resulting in a gross up of the statement of financial position. This new standard, based on a proposed extension, is effective for financial statements issued for annual periods beginning after December 15, 2021. The Organization is currently evaluating the impact of the provisions of the ASU.

Subsequent Events

Subsequent events have been evaluated through May 6, 2021, which is the date the financial statements were available to be issued.

Note 2: Liquidity and Availability of Financial Resources

The Organization has \$4,483,559 of financial assets available within one year of the statement of financial position date available for general expenditure consisting of cash of \$877,836, unconditional promises to give of \$1,848,197, accounts and other receivables of \$164,531, and short-term investments of \$1,592,995. Of the financial assets, \$1,266,638 are subject to donor restrictions that make them unavailable for general expenditure within one year of the statement of financial position date. The receivables are subject to time restrictions but will be collected within one year.

The Organization has a goal to maintain financial assets, which consist of cash and short-term investments, on hand in case of an economic downturn. The Organization's contingency policy states the Organization shall maintain 15% to 25% of total unrestricted operating expense and program funding in reserves. The Organization has a policy to structure its financial assets to be available for general expenditures, liabilities, and other obligations as they come due.

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 3: Fair Value Measurements

Following is a description of the valuation methodologies used for assets measured at fair value on a recurring basis. There have been no changes in the methodologies used at December 31, 2020.

The beneficial interest in assets held by foundation is determined based on the net asset value of equity and fixed income shares held by the Community Foundation of North Central Wisconsin, Inc. (the "Foundation").

The following table sets forth by level, within the fair value hierarchy, assets measured at fair value on a recurring basis as of December 31, 2020, follows:

	Assets at Fair Value as of December 31, 2020			
	Level 1	Level 2	Level 3	Total
Beneficial interest in assets held by the Foundation	\$ -	\$ -	\$ 799,333	\$ 799,333

A reconciliation of Level 3 investments can be found in Note 4.

Note 4: Beneficial Interest in Assets Held by Others

The United Way Endowment Fund

On August 29, 1991, the Organization entered into an agreement with the Foundation to establish an endowment fund. Pursuant to the terms of the agreement, the Organization contributed donor-restricted funds to the Foundation on August 30, 1991. The purpose of the fund is to further carry out the charitable purposes of the Organization and the Foundation. The fund is designated by the Foundation as "The United Way Endowment Fund." The Foundation has powers necessary to carry out the purposes of the fund, including the powers to invest and reinvest monies.

The Organization's Board of Directors may recommend and request distribution of all or part of the endowment; however, ultimate expenditures are the responsibility of the Foundation. Upon the Organization's written request, the Foundation shall distribute the funds of the endowment fund.

The Foundation receives an annual fee from 1% to 1.5% of the average value of assets managed under \$100,000, depending on the fund, and 1% of the average value of assets managed over \$100,000, regardless of the fund.

The Organization has recorded an asset for the fair value of the funds transferred by the Organization to the Foundation to establish the endowment for the benefit of the Organization. The endowment fund's contribution income from other donors, where variance power is not granted to the Foundation, is recognized by the Organization, including the fund's earnings and expenses.

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 4: Beneficial Interest in Assets Held by Others (Continued)

An analysis of the 2020 activity of the endowment fund is as follows:

Support and revenue:	
Contributions	\$ 1,000
Investment income	9,368
Net realized gain on investments	2,390
Net unrealized gain on investments	74,755
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Contributions and net investment income	87,513
Expenses:	
Administrative fee	7,525
Distributions to the Organization	32,800
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Excess of support and revenue over expenses	47,188
Endowment at December 31, 2019	752,145
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Endowment at December 31, 2020	\$ 799,333
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United Way Leave a Legacy Fund

On January 1, 2001, a donor contributed to the Foundation assets in the amount of \$500,000 intended to establish the United Way Leave a Legacy Fund (the "Fund"). The Fund is established for the purpose of providing lasting support of the Organization's annual fund-raising campaign. The Foundation has been granted variance power by the donor, which includes all powers necessary to carry out the purposes of the Fund, including the powers to invest, reinvest, and expend monies. As a result, these assets are not reflected on the books of the Organization.

The Organization's Board of Directors, based on operating needs, may recommend and request distribution from the Fund; however, ultimate expenditures are the responsibility of the Foundation. Distributions from the Fund will not normally exceed the income for any fiscal period unless there are unusual circumstances that justify a distribution of principal.

The Foundation receives an annual fee of 1.5% of the average value of assets managed under \$100,000 and 1% of the average of assets managed over \$100,000.

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 4: Beneficial Interest in Assets Held by Others (Continued)

An analysis of the 2020 activity of the Fund maintained at the Foundation is as follows:

Support and revenue:	
Investment income	\$ 7,201
Net realized gain on investments	1,838
Net unrealized gain on investments	57,723
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Contributions and net investment income	66,762
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Expenses - Administrative fee	5,394
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Excess of support and revenue over expenses	61,368
Fund at December 31, 2019	553,308
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Fund at December 31, 2020	\$ 614,676

Note 5: Unconditional Promises to Give

Unconditional promises to give consist of the following:

	Without Donor Restrictions	With Donor Restrictions	Total
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Campaigns:			
2020 campaign	\$ 899,997	\$ 838,557	\$ 1,738,554
Less - Allowance for uncollectibles	120,000	-	120,000
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Totals	\$ 779,997	\$ 838,557	\$ 1,618,554
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Campaigns:			
2019 campaign	\$ 349,643	-	\$ 349,643
Less - Allowance for uncollectibles	120,000	-	120,000
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Totals	\$ 229,643	-	\$ 229,643

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 6: Net Assets With Donor Restrictions

Net assets with donor restrictions are available for the following purposes or periods:

2020 campaign to be used for 2021 activities	\$	838,557
Adopt a Classroom		6,235
Bundles of Joy		31,887
Community impact		12,330
Early Years		15,840
Emerging Leaders		51,104
Housing and Homelessness Coalition		23,470
Hunger Coalition		65,946
LIFE Project		39,289
Partnership in Youth		39,403
Ready to Read		47,900
Retire United		18,169
Women United Campaign		29,490
Workplace Volunteer Council		43,517
Workshops		3,501
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Total	\$	1,266,638

Note 7: Net Assets Released From Donor Restrictions

The following net assets were released from donor restrictions:

2019 revenue used for 2020 activities	\$	1,046,922
2020 revenue allocated to agencies and grantees		1,600,000
Adopt a Classroom		7,140
Bundles of Joy		10,186
Community impact		3,588
Early Years		1,899
Emerging Leaders		29,665
Housing and Homelessness Coalition		2,787
Hunger Coalition		130,470
LIFE project		489
Partnership in youth		13,088
Ready to Read		10,641
Retire United		54
Women United Campaign		33,426
Workplace Volunteer Council		27,338
Workshops		2,000
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Total	\$	2,919,693

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 8: Net Campaign

Campaign support consists of the following:

2020 campaign	\$ 2,525,338
Less:	
Amounts raised on behalf of other organizations	24,449
Estimated uncollectible unconditional promises to give	62,332
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Net campaign support	\$ 2,438,557
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Note 9: Paycheck Protection Program Loan

In March 2020, the Coronavirus Aid, Relief, and Economic Security (CARES) Act created and funded the Small Business Administration Paycheck Protection Program (PPP) to provide loans designated to help small businesses cover their near-term operating expenses and to provide an incentive to retain their employees during the COVID-19 crisis.

The Organization applied the revenue recognition policy as described in Note 1 and considered this to be a conditional award with the condition being the incurrence of eligible expenditures. The Organization applied for and was approved for a loan of \$187,600. During the year ended December 31, 2020, the Organization incurred eligible expenditures of \$187,600, which were recognized as grant revenue on the statement of activities. The entire loan was forgiven on November 2, 2020, in accordance with the program.

Note 10: Retirement Plan

The Organization has a 403b Thrift Plan that covers substantially all of its employees. The Organization contributes 2% of salary and up to an additional 2% as a 50% match of an employee's contribution. The Organization's contribution to the retirement plan totaled \$31,216 for the year ended December 31, 2020.

Note 11: Operating Leases

The Organization leases an office facility under the terms of a five-year, noncancelable lease that expires in September 2025. The lease, which is classified as an operating lease, provides for annual base rent payable in monthly installments. The Organization also leases office space for Community Closet under the terms of a five-year, noncancelable lease expiring in September 2025. The lease provides for annual base rent payable in monthly installments.

United Way of Marathon County, Inc.

Notes to Financial Statements

Note 11: Operating Leases (Continued)

Future minimum payments under terms of these leases are as follows:

2021	\$	82,000
2022		84,000
2023		86,000
2024		88,000
2025		67,000
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Total	\$	407,000

Rent expense totaled \$123,112 for the year ended December 31, 2020.

Note 12: Concentration of Credit Risk

The Organization maintains cash balances at several local financial institutions. Interest-bearing accounts at these institutions are insured by the Federal Deposit Insurance Corporation (FDIC) for up to \$250,000. At times, balances may exceed FDIC insured levels. Management has assessed the creditworthiness of these institutions and does not feel the deposits are subject to significant risk.

Note 13: Major Revenue Source

Two donor organizations consisting of commercial entities and their employees accounted for 26% and 10% of 2020 net unconditional promises to give, aggregating approximately \$413,000 and \$169,000, respectively.

Note 14: Business Conditions

Beginning in March 2020, the United States economy began suffering adverse effects from the COVID-19 crisis including financial markets, supply chains, businesses, and communities. Specific to the Organization, COVID-19 may impact various parts of its 2021 operations and financial results. Management believes the Organization is taking appropriate actions to mitigate the negative impact. However, the full impact of COVID-19 is unknown and cannot be reasonably estimated since these events are still developing.

United Way of Marathon County, Inc.

Organization Data

December 31, 2020

Date of Incorporation	July 17, 1957
State of Incorporation	Wisconsin
Location of Office	Wausau, Wisconsin
Authorized Capitalization	None
Nature of Business:	

Mission and Vision Statements

Mission: Unite people and organizations in Marathon County to build a stronger community and strategically invest in education, income, and health priorities to improve lives now and into the future.

Vision: Marathon County is a safe and caring community where everyone achieves success in school, is financially secure and has good health.

To achieve this mission and vision, the United Way of Marathon County will:

- Grow financial resources
- Develop opportunities for engagement and relationships with donors
- Excel in efficiency in operations including excellence in governance, staffing, leadership, and strategic planning
- Increase communications efforts to build the brand and image of United Way
- Define measurable goals that show the impact of how we are advancing the common good in the county
- Build on partnerships and collaborations to make progress on goals

United Way of Marathon County, Inc.

Organization Data (Continued)

December 31, 2020

OFFICERS*

President	Jim Waldron
President - Elect	Chris Pfender
Immediate Past President	Matt Heywood
Campaign Chairman	Shanna Yonke
Vice President Finance; Secretary/Treasurer	Denis Crevier
Vice President Marketing	Janel Thoun
At Large Community Officer	Dr. Swati Biswas
Vice President Community Impact	Julie Bliss
Executive Director	Jeff Sargent***
Associate Campaign Chairman	Ryan Gallagher

BOARD OF DIRECTORS

Jen Auner	Audrey Kavanagh	Dan Peters
Rob Elliot	Kevin Kraft	Jenny Redman-Schell
Janet Felch	Jon Krueger	Amanda Sahr
Brian Funfar	Jeremy Lewitzke	Diane Sennholz**
Dave Greene	Michael Loy	PaHnia Thao
Dr. Lisa Grill Dodson	MaiGer Moua	
Nancy Kaiser	Peter Mouw	

*All officers are members of the Board of Directors

**Voting agency representative

***Non-voting