

**UNITED WAY OF LEE COUNTY, INC.**  
**FINANCIAL STATEMENTS AND  
SUPPLEMENTARY INFORMATION**  
**YEARS ENDED DECEMBER 31, 2020 AND 2019**



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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
United Way of Lee County, Inc.  
Fort Myers, Florida

### **Report on the Financial Statements**

We have audited the accompanying financial statements of United Way of Lee County, Inc., which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years 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 of America; 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.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to the financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' 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 financials statement 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 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 Lee County, Inc. as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

**Other Matters**

*Other Information*

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The allocations to agencies is presented for purposes of additional analysis and is not a required part of the financial statements. The schedule of expenditures of federal awards, as required by Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, is also presented for purposes of additional analysis and is not a required part of the basic financial statements. The allocations to agencies and the schedule of expenditures of federal awards are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the financial statements. Such information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

**Other Reporting Required by Government Auditing Standards**

In accordance with *Government Auditing Standards*, we have also issued our report dated March 11, 2022, on our consideration of United Way of Lee County, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the result of that testing, and not to provide an opinion on the effectiveness of United Way of Lee County, Inc.'s internal controls over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering United Way of Lee County, Inc.'s internal control over financial reporting and compliance.

*CliftonLarsonAllen LLP*

**CliftonLarsonAllen LLP**

Fort Myers, Florida  
March 11, 2022

**UNITED WAY OF LEE COUNTY, INC.  
STATEMENTS OF FINANCIAL POSITION  
DECEMBER 31, 2020 AND 2019**

<b>ASSETS</b>	<u>2020</u>	<u>2019</u>
Cash and Cash Equivalents	\$ 1,562,947	\$ 1,201,122
Escrow Cash	-	-
Pledges Receivable:		
2021-2022 Campaign Less Allowance for Uncollectible Pledges of \$-0-	-	-
2020-2021 Campaign Less Allowance for Uncollectible Pledges of \$221,760	3,738,244	73,500
2019-2020 Campaign Less Allowance for Uncollectible Pledges of \$564,369 for 2020 and \$289,381 for 2019	1,130,857	4,878,142
2018-2019 Campaign Less Allowance for Uncollectible Pledges of \$584,548	-	842,498
Prepaid Expense	42,128	76,840
Donated Inventory	359,432	233,676
Due from Other Agencies	670,863	115,707
Beneficial Interest in Designated Endowment Assets Held by Others	113,264	103,677
Board-Designated Endowment	2,643,959	2,431,330
Land, Building, and Equipment, Net	<u>1,194,240</u>	<u>1,215,283</u>
Total Assets	<u><u>\$ 11,455,934</u></u>	<u><u>\$ 11,171,775</u></u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 678,202	\$ 315,737
Donor Designations Payable	89,544	83,896
Paycheck Protection Program Loan	445,300	-
Total Liabilities	<u>1,213,046</u>	<u>399,633</u>
<b>NET ASSETS</b>		
Without Donor Restrictions:		
Undesignated	(863,245)	(860,824)
Board-Designated Endowment	2,757,223	2,535,007
Invested in Land, Building, and Equipment	1,194,240	1,215,283
Total Unrestricted	<u>3,088,218</u>	<u>2,889,466</u>
With Donor Restrictions:		
Time-Restricted for Future Periods	7,154,670	7,882,676
Total Net Assets	<u>10,242,888</u>	<u>10,772,142</u>
Total Liabilities and Net Assets	<u><u>\$ 11,455,934</u></u>	<u><u>\$ 11,171,775</u></u>

See accompanying Notes to Financial Statements.

**UNITED WAY OF LEE COUNTY, INC.**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**YEAR ENDED DECEMBER 31, 2020**

	Without Donor Restrictions	With Donor Restrictions	Total
<b>REVENUE AND SUPPORT</b>			
Annual Campaign - Current Year:			
Contributions and Pledges	\$ -	\$ 7,453,764	\$ 7,453,764
Less: Donor Designations	-	(89,544)	(89,544)
Less: Uncollectible Pledges	-	(221,760)	(221,760)
Net Campaign Revenue - Current Year	-	7,142,460	7,142,460
Annual Campaign - Prior Year:			
Contributions and Pledges	10,511,881	(8,255,243)	2,256,638
Less: Donor Designations	(188,209)	83,896	(104,313)
Less: Donor Designations Non United Way	(337,379)	-	(337,379)
Less: Uncollectible Pledges	(934,402)	300,881	(633,521)
Net Campaign Revenue - Prior Year	9,051,891	(7,870,466)	1,181,425
Total Campaign Contributions, Net	9,051,891	(728,006)	8,323,885
Other Income:			
In-Kind Donations	5,191,412	-	5,191,412
Rental Income	4,920	-	4,920
Program Grants	3,078,715	-	3,078,715
Investment Income	337,614	-	337,614
Miscellaneous Income	181	-	181
Total Other Income	8,612,842	-	8,612,842
<b>NET ASSETS RELEASED FROM RESTRICTIONS</b>	-	-	-
Total Revenue and Support	17,664,733	(728,006)	16,936,727
<b>EXPENSES</b>			
Program Services:			
Agency Allocations	6,303,203	-	6,303,203
Less: Donor Designations	(188,209)	-	(188,209)
Net Agency Allocations	6,114,994	-	6,114,994
Other Allocations and Agency Relations	111,786	-	111,786
Other Program Services	4,801,765	-	4,801,765
In-Kind Distributions	5,065,656	-	5,065,656
Payments to National and State			
United Way Organizations	144,804	-	144,804
Total Program Services	16,239,005	-	16,239,005
Support Services:			
Fundraising	674,627	-	674,627
Management and General	343,964	-	343,964
Building Expenses	208,385	-	208,385
Total Support Services	1,226,976	-	1,226,976
Total Expenses	17,465,981	-	17,465,981
<b>CHANGE IN NET ASSETS</b>	198,752	(728,006)	(529,254)
Net Assets - Beginning of Year	2,889,466	7,882,676	10,772,142
<b>NET ASSETS - END OF YEAR</b>	\$ 3,088,218	\$ 7,154,670	\$ 10,242,888

See accompanying Notes to Financial Statements.

**UNITED WAY OF LEE COUNTY, INC.**  
**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**YEAR ENDED DECEMBER 31, 2019**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b>REVENUE AND SUPPORT</b>			
Annual Campaign - Current Year:			
Contributions and Pledges	\$ -	\$ 8,255,243	\$ 8,255,243
Less: Donor Designations	-	(83,896)	(83,896)
Less: Uncollectible Pledges	-	(300,881)	(300,881)
Net Campaign Revenue - Current Year	<u>-</u>	<u>7,870,466</u>	<u>7,870,466</u>
Annual Campaign - Prior Year:			
Contributions and Pledges	10,324,687	(7,808,430)	2,516,257
Less: Donor Designations	(741,718)	46,834	(694,884)
Less: Uncollectible Pledges	(570,926)	257,508	(313,418)
Net Campaign Revenue - Prior Year	<u>9,012,043</u>	<u>(7,504,088)</u>	<u>1,507,955</u>
Total Campaign Contributions, Net	9,012,043	366,378	9,378,421
Other Income:			
In-Kind Donations	3,174,323	-	3,174,323
Rental Income	47,985	-	47,985
Program Grants	833,024	12,210	845,234
Investment Loss	502,199	-	502,199
Total Other Income	<u>4,557,531</u>	<u>12,210</u>	<u>4,569,741</u>
<b>NET ASSETS RELEASED FROM RESTRICTIONS</b>	<u>122,684</u>	<u>(122,684)</u>	<u>-</u>
Total Revenue and Support	13,692,258	255,904	13,948,162
<b>EXPENSES</b>			
Program Services:			
Agency Allocations	7,232,769	-	7,232,769
Less: Donor Designations	(741,718)	-	(741,718)
Net Agency Allocations	<u>6,491,051</u>	<u>-</u>	<u>6,491,051</u>
Other Allocations and Agency Relations	218,883	-	218,883
Other Program Services	2,481,021	-	2,481,021
In-Kind Distributions	2,990,503	-	2,990,503
Payments to National and State			
United Way Organizations	121,082	-	121,082
Total Program Services	<u>12,302,540</u>	<u>-</u>	<u>12,302,540</u>
Support Services:			
Fundraising	772,374	-	772,374
Management and General	306,286	-	306,286
Building Expenses	234,413	-	234,413
Total Support Services	<u>1,313,073</u>	<u>-</u>	<u>1,313,073</u>
Total Expenses	<u>13,615,613</u>	<u>-</u>	<u>13,615,613</u>
<b>CHANGE IN NET ASSETS</b>	76,645	255,904	332,549
Net Assets - Beginning of Year	<u>2,812,821</u>	<u>7,626,772</u>	<u>10,439,593</u>
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 2,889,466</u>	<u>\$ 7,882,676</u>	<u>\$ 10,772,142</u>

See accompanying Notes to Financial Statements.

**UNITED WAY OF LEE COUNTY, INC.  
STATEMENT OF FUNCTIONAL EXPENSES  
YEAR ENDED DECEMBER 31, 2020**

	Program Services					Support Services					Totals	
	Allocations Agency Relations	United Way 211	United Way Volunteer Center	Community Building/UW Houses	VITA	Payments to Affiliated Organizations	Total Program Services	Fundraising	Management and General	Building		Total Support Services
Salaries	\$ 196,955	\$ 956,387	\$ 282,417	\$ 331,541	\$ 103,389	\$ -	\$ 1,870,689	\$ 416,511	\$ 130,157	\$ 44,941	\$ 591,609	\$ 2,462,298
Employee Benefits	34,255	166,317	49,118	57,105	17,981	-	324,776	71,659	21,811	7,815	101,285	426,061
Payroll Taxes	15,593	75,720	22,360	25,996	8,186	-	147,855	32,723	10,305	3,558	46,586	194,441
Total	246,803	1,198,424	353,895	414,642	129,556	-	2,343,320	520,893	162,273	56,314	739,480	3,082,800
Annual Agency Allocations	5,961,075	-	-	-	-	-	5,961,075	-	-	-	-	5,961,075
Auto and Travel	258	423	4,116	4,188	1,128	-	10,113	4,786	436	-	5,222	15,335
Buildings Maintenance	-	139	-	25,289	-	-	25,428	-	583	43,227	43,810	69,238
Depreciation	161	722	186	277	98	-	1,444	460	31,862	60,002	92,324	93,768
Direct Assistance	-	457,122	-	-	-	-	457,122	-	68,573	-	68,573	525,695
Dues and Subscriptions	-	7,272	160	200	-	-	7,632	512	980	-	1,492	9,124
Grants to Others	-	-	-	1,974,224	-	-	1,974,224	-	-	-	-	1,974,224
In-Kind Distributions	-	-	-	5,065,656	-	-	5,065,656	-	-	-	-	5,065,656
Insurance	-	-	-	6,498	-	-	6,498	-	2,786	20,734	23,520	30,018
Meetings	59	228	590	2,230	121	-	3,228	502	596	-	1,098	4,326
Office Supplies	6,255	9,639	15,319	45,273	13,377	-	89,863	20,681	17,736	335	38,752	128,615
Other	-	106	-	76	61	-	243	35,705	150	-	35,855	36,098
Payments to National and State United Way Organizations	-	-	-	-	-	144,804	144,804	-	-	-	-	144,804
Postage	2	328	147	1,231	372	-	2,080	7,967	1,606	-	9,573	11,653
Printing	159	2,718	605	756	2,348	-	6,586	19,835	105	36	19,976	26,562
Professional Fees	10,348	24,694	4,540	7,291	3,688	-	50,561	59,803	23,938	655	84,396	134,957
Rent	-	-	-	27,940	-	-	27,940	-	-	-	-	27,940
Rental Maintenance	-	1,399	-	5,167	-	-	6,566	-	9,178	11,462	20,640	27,206
Telephone	1,660	23,360	2,380	10,587	991	-	38,978	3,483	20,970	379	24,832	63,810
Training	-	841	-	-	569	-	1,410	-	2,192	-	2,192	3,602
Utilities	-	52	-	14,182	-	-	14,234	-	-	15,241	15,241	29,475
Total Expenses	\$ 6,226,780	\$ 1,727,467	\$ 381,938	\$ 7,605,707	\$ 152,309	\$ 144,804	\$ 16,239,005	\$ 674,627	\$ 343,964	\$ 208,385	\$ 1,226,976	\$ 17,465,981

See accompanying Notes to Financial Statements.



**UNITED WAY OF LEE COUNTY, INC.  
STATEMENT OF FUNCTIONAL EXPENSES  
YEAR ENDED DECEMBER 31, 2019**

	Program Services						Support Services				Totals	
	Allocations Agency Relations	United Way 211	United Way Volunteer Center	Community Building/UW Houses	VITA	Payments to Affiliated Organizations	Total Program Services	Fundraising	Management and General	Building		Total Support Services
Salaries	\$ 153,480	\$ 699,729	\$ 185,718	\$ 267,391	\$ 91,384	\$ -	\$ 1,397,702	\$ 421,931	\$ 156,271	\$ 51,283	\$ 629,485	\$ 2,027,187
Employee Benefits	28,641	131,100	35,054	48,994	16,928	-	260,717	76,811	28,977	9,382	115,170	375,887
Payroll Taxes	11,726	53,097	13,892	20,154	7,076	-	105,945	32,725	12,413	4,028	49,166	155,111
<b>Total</b>	<b>193,847</b>	<b>883,926</b>	<b>234,664</b>	<b>336,539</b>	<b>115,388</b>	<b>-</b>	<b>1,764,364</b>	<b>531,467</b>	<b>197,661</b>	<b>64,693</b>	<b>793,821</b>	<b>2,558,185</b>
Annual Agency Allocations	6,491,051	-	-	-	-	-	6,491,051	-	-	-	-	6,491,051
Auto and Travel	2,023	1,127	4,539	4,984	1,272	-	13,945	10,542	1,259	-	11,801	25,746
Buildings Maintenance	-	346	-	37,488	-	-	37,834	-	609	46,228	46,837	84,671
Depreciation	161	722	186	277	98	-	1,444	460	32,930	63,635	97,025	98,469
Direct Assistance	-	659,861	-	-	-	-	659,861	-	-	-	-	659,861
Dues and Subscriptions	-	560	370	797	-	-	1,727	1,343	769	-	2,112	3,839
In-Kind Distributions	-	-	-	2,990,503	-	-	2,990,503	-	-	-	-	2,990,503
Insurance	-	-	-	4,639	-	-	4,639	-	2,832	30,317	33,149	37,788
Meetings	620	2,270	402	1,384	858	-	5,534	1,238	4,267	-	5,505	11,039
Office Supplies	10,485	10,597	26,212	25,037	12,532	-	84,863	62,753	14,127	399	77,279	162,142
Other	37	600	1,049	200	2,000	-	3,886	42,467	-	-	42,467	46,353
Payments to National and State United Way Organizations	-	-	-	-	-	121,082	121,082	-	-	-	-	121,082
Postage	18	269	9	68	147	-	511	25,624	4,034	-	29,658	30,169
Printing	-	1,813	-	411	-	-	2,224	28,265	-	300	28,565	30,789
Professional Fees	8,487	14,248	2,301	1,850	2,045	-	28,931	58,268	22,779	347	81,394	110,325
Rent	-	-	-	29,940	-	-	29,940	-	-	-	-	29,940
Rental Maintenance	-	1,536	-	715	-	-	2,251	-	13,795	11,348	25,143	27,394
Telephone	3,205	26,539	2,602	8,629	1,318	-	42,293	9,347	7,082	752	17,181	59,474
Training	-	93	688	5,417	1,466	-	7,664	600	4,142	-	4,742	12,406
Utilities	-	-	-	7,993	-	-	7,993	-	-	16,394	16,394	24,387
<b>Total Expenses</b>	<b>\$ 6,709,934</b>	<b>\$ 1,604,507</b>	<b>\$ 273,022</b>	<b>\$ 3,456,871</b>	<b>\$ 137,124</b>	<b>\$ 121,082</b>	<b>\$ 12,302,540</b>	<b>\$ 772,374</b>	<b>\$ 306,286</b>	<b>\$ 234,413</b>	<b>\$ 1,313,073</b>	<b>\$ 13,615,613</b>

See accompanying Notes to Financial Statements.

**UNITED WAY OF LEE COUNTY, INC.**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED DECEMBER 31, 2020 AND 2019**

	2020	2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Revenue and Support:		
Campaign Contributions	\$ 9,261,845	\$ 8,712,537
Investment Income	70,598	101,456
Program Grants	3,078,715	845,234
Other Revenue	5,101	47,985
Payments and Expenses:		
Payments to Agencies	(6,109,346)	(6,477,114)
Operating Expenses	(5,794,386)	(4,021,819)
Net Cash Flows Provided (Used) by Operating Activities	512,527	(791,721)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Capital Expenditures	(95,233)	(23,087)
Securities Purchases	(611,290)	(251,271)
Securities Sales	665,677	278,635
Payments from (to) Other Agencies	(555,156)	27,810
Net Cash Flows Provided (Used) by Investing Activities	(596,002)	32,087
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from Paycheck Protection Program Loan	445,300	-
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	361,825	(759,634)
Cash and Cash Equivalents - Beginning of Year	1,201,122	1,960,756
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	\$ 1,562,947	\$ 1,201,122
<b>RECONCILIATION OF CHANGE IN NET ASSETS TO</b>		
<b>NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ (529,254)	\$ 332,549
Adjustments for Noncash Items:		
Depreciation	93,768	98,469
Provision for Uncollectible Pledges	1,156,162	871,807
Realized Endowment (Gain) Loss	2,747	(37,874)
Unrealized Endowment Gain	(269,763)	(362,869)
Loss on Disposal of Fixed Assets	22,508	-
Changes in Assets and Liabilities:		
Pledges Receivable	(231,123)	(1,527,747)
Prepaid Expenses	34,712	(10,841)
Other Asset Accounts	(135,343)	(193,764)
Donor Designations Payable	5,648	13,937
Accrued Expenses	362,465	24,612
Net Cash Flows Provided (Used) by Operating Activities	\$ 512,527	\$ (791,721)

See accompanying Notes to Financial Statements.

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Organization**

United Way of Lee County, Inc. (the Organization) is the designated United Way fundraising organization for Lee, Hendry, Glades, and Okeechobee Counties, Florida. The Organization provides funding for member agencies based upon a yearly allocation amount.

**Basis of Preparation**

The Organization reports information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions.

**Net Asset Classifications**

Resources for various purposes are classified for accounting and financial reporting purposes into net asset categories established according to their nature and purpose as follows:

*Without Donor Restrictions* – Net assets not subject to donor-imposed restrictions. Such assets are available for any purpose consistent with the Organization’s mission.

*Net Assets with Donor Restriction – Time Restricted for Future Periods* – Net assets subject to specific, donor-imposed restrictions that must be met by actions of the Organization and/or the passage of time. Such assets normally fund specific expenditures of an operating or capital nature.

*Net Assets with Donor Restriction Into Perpetuity* – Net assets subject to donor-imposed restriction requiring they be maintained permanently by the Organization. Such assets are normally restricted to long-term investment with income earned and appreciation available for specific or general Organization purposes. The Organization does not have any such net assets as of December 31, 2020 and 2019.

**Annual Campaign**

United Way receives the majority of its funding resources by conducting an annual campaign among businesses and individuals residing in Lee, Hendry, Glades, and Okeechobee Counties, Florida. Funds raised that are not specifically designated to qualified agencies are allocated to community programs and services based on assessed needs, as determined primarily by volunteer committees.

An annual campaign is conducted from the latter part of the year into the first few months of the subsequent year. The amounts raised are used to fund the agency allocations in the subsequent year.

The annual campaign contributions and pledges received or receivable as of December 31 are recorded as net assets with donor restrictions and are transferred to net assets without donor restrictions in the year of the allocation to participating agencies.

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Donor Designations**

Donors to the campaign may designate all or part of their contributions to specific unaffiliated agencies. Accordingly, any amounts designated to unaffiliated agencies are not included as agency allocations and are recorded as a deduction from campaign contributions and gross allocations on the statements of activities. The amount of donor designations to specific unaffiliated agencies that remain unpaid at year-end is included in the statements of financial position as Donor Designations Payable.

**Liquidity**

Assets are presented in the accompanying statements of financial position according to the nearness of conversion to cash, and liabilities according to the nearness of their maturities and resulting use of cash.

**Cash Balances and Cash Equivalents**

The Organization considers all cash accounts subject to immediate withdrawal to be cash equivalents. The Organization may have bank deposits in excess of federally insured limits.

**Pledges Receivable**

Pledges receivable that are expected to be collected within one year are recorded at their net realizable value. Based on prior experience, the Organization expects that certain pledges receivable will be uncollectible. Using this experience, the Organization has computed a percentage of total pledges receivable to estimate their allowance for uncollectibles. It is reasonably possible that the estimate of uncollectible pledges will change in the coming year.

**Board-Designated Endowment**

The Organization's investments in the board-designated endowment consist principally of publicly traded debt and equity securities. These investments are reported at fair value. Investment income or loss, which includes gains and losses on investments, interest and dividends, is included in the statements of activities as an increase or decrease in net assets without donor restrictions unless their income or loss is restricted, in which case it is reflected as an increase or decrease in restricted net assets.

**Land, Building, and Equipment**

Land, building, and equipment are stated at cost. Depreciation is computed using the straight-line method over periods approximating the useful life of the assets.

**Donated Assets**

Donated assets are reflected as in-kind contributions at their estimated values at the date of receipt. No amounts have been reflected in the financial statements for donated services. A substantial number of volunteers donated significant amounts of their time in the Organization's fundraising campaign and funds allocation process. The value of the donated assets in excess of in-kind distributions is reflected as inventory in the statement of financial position. In-kind contributions totaled \$5,191,412 and \$3,174,323 for the years ended December 31, 2020 and 2019, respectively.

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Income Taxes**

The Organization is designated as a 501(c)(3) charitable organization by the Internal Revenue Service and is exempt from federal and state income taxes. The Organization follows the income tax standard for uncertain tax positions. The Organization has evaluated its tax positions and determined it has no uncertain tax positions as of December 31, 2020 and 2019.

**Beneficial Interests in Designated Endowment Assets Held by Others**

Beneficial Interests in Assets Held by Others are recorded at fair value. Interest income and market value change earned on the beneficial interest is recorded in the Organization's statements of activities.

**Fair Value Measurement**

The Organization follows the disclosure requirements for fair value measurements as required by generally accepted accounting principles. These requirements define fair value, establish a framework for measuring fair value, establish a fair value hierarchy based on the quality of inputs used to measure fair value, and require expanded disclosures about fair value measurements.

Financial assets and liabilities recorded on the statements of financial position are categorized based on the inputs to the valuation techniques as follows:

*Level 1* – Financial assets and liabilities are valued using inputs that are unadjusted quoted prices in active markets accessible at the measurement date of identical financial assets and liabilities. The inputs include those traded on an active exchange, such as the New York Stock Exchange, as well as U.S. treasury and other U.S. government and agency mortgage-backed securities that are traded by dealers or brokers in active over-the-counter markets.

*Level 2* – Financial assets and liabilities are valued using inputs such as quoted prices for similar assets, or inputs that are observable, either directly or indirectly for substantially the full term through corroboration with observable market data. Level 2 includes private collateralized mortgage obligations, municipal bonds, and corporate debt securities.

*Level 3* – Financial assets and liabilities are valued using pricing inputs which are unobservable for the asset and inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset. Level 3 includes private equity, venture capital, hedge funds, and real estate.

Subsequent to initial recognition, the Organization may remeasure the carrying value of assets and liabilities measured on a nonrecurring basis to fair value. Adjustments to fair value usually result when certain assets are impaired. Such assets are written down from their carrying amounts to their fair value.

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Fair Value Measurement (Continued)**

Professional standards allow entities the irrevocable option to elect to measure certain financial instruments and other items at fair value for the initial and subsequent measurement on an instrument-by-instrument basis. The Organization adopted the policy to value certain financial instruments at fair value. The Organization has not elected to measure any new financial instruments at fair value.

**Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires the use of estimates based on management's knowledge and experience. Due to their prospective nature, actual results could differ from those estimates.

**Grants**

A portion of the Organization's revenue is derived from cost reimbursable federal and state contracts and grants, which are conditioned upon certain performance requirements and/ or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when the Organization has incurred expenditures in compliance with specific contract or grant provisions. Amounts received prior to incurring qualifying expenditures are reported as refundable advances in the statement of financial position. As of December 31, 2020, the Organization did not have any conditional grants that have not been recognized as revenue in the statement of activities because conditions have not been met.

**Subsequent Events**

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through March 11, 2022, the date the financial statements were available to be issued.

**NOTE 2 BENEFICIAL INTEREST IN DESIGNATED ENDOWMENT ASSETS HELD BY OTHERS**

During 1995 and 2001, the Organization transferred funds to the Southwest Florida Community Foundation for investment purposes. The Southwest Florida Community Foundation holds variance power over the funds and is holding the funds for the benefit of the Organization. Future benefits of these funds remain on the books of the Organization as the funds were originally donated to the Organization. The amounts are recorded at fair market value. The balance at December 31, 2020 and 2019 was \$113,264 and \$103,677, respectively.

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 3 BOARD-DESIGNATED ENDOWMENT (INVESTMENTS)**

The Organization has also placed monies with financial institutions. The investments in these financial institutions consist of cash and publicly traded securities and are reflected at market value. All of these investments are considered to be board-designated endowment. The investments consisted of the following at December 31:

	Market Value	
	2020	2019
Marketable Equity Securities	\$ 2,104,284	\$ 1,906,474
Fixed Income Bonds	443,063	430,450
Cash Equivalents	96,612	94,406
Total	\$ 2,643,959	\$ 2,431,330

  

	Cost	
	2020	2019
Marketable Equity Securities	\$ 1,360,601	\$ 1,416,034
Fixed Income Bonds	419,584	423,491
Cash Equivalents	96,612	94,406
Total	\$ 1,876,797	\$ 1,933,931

The components of the Organization's investment income (loss) are presented below:

	2020	2019
Investment Earnings	\$ 70,598	\$ 101,456
Realized Gain (Loss)	(2,747)	37,874
Unrealized Gain	269,763	362,869
Total	\$ 337,614	\$ 502,199

**NOTE 4 LAND, BUILDING, AND EQUIPMENT**

Land, building, and equipment are composed of the following at December 31:

	2020	2019
Land	\$ 29,192	\$ 29,192
Building	1,959,657	2,215,236
Leasehold Improvements	85,233	-
Furniture and Equipment	200,004	190,004
Computers and Software	60,689	60,689
Vehicles	31,567	31,567
Network Costs	14,965	14,965
Total	2,381,307	2,541,653
Less: Accumulated Depreciation	(1,187,067)	(1,326,370)
Total	\$ 1,194,240	\$ 1,215,283

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 4 LAND, BUILDING, AND EQUIPMENT (CONTINUED)**

The Organization's capital assets are depreciated over the following time frames:

Building	25 Years
Furniture and Equipment	5 to 7 Years
Computers and Software	3 to 5 Years
Vehicles	5 Years

**NOTE 5 RESTRICTIONS ON NET ASSETS**

Net assets restricted by donors for future periods, are composed of 2020 campaign pledges restricted for 2021 program and support services.

**NOTE 6 RETIREMENT PLAN**

The Organization has a 401(k) profit sharing plan that covers eligible employees over the age of 21 with at least one year of service. Under this plan, the Organization matches 100% of eligible employee contributions that do not exceed 3% of their compensation, plus 50% of eligible employee's contributions between 3% and 5% of their compensation. The plan also provides that the Organization may make an annual discretionary profit sharing contribution of up to 3% of eligible employee's compensation. For the years ended December 31, 2020 and 2019, the Organization elected to make the maximum profit sharing contribution resulting in a total contribution to the plan of \$112,041 and \$100,337, respectively.

**NOTE 7 GRANTS**

The Organization was the recipient of the following grants during the years ended December 31:

	2020	2019
Help Me Grow Grant	\$ 146,440	\$ 163,129
Disaster Recovery Grants	2,097,523	-
Hendry County Building Grants	68,583	70,107
Lee County Department of Human and Veteran Services Grant	45,000	45,000
211 Navigator Grant	2,542	2,500
VITA	82,609	70,544
FEMA	83,326	5,879
Lee County EOC Grant	242,254	5,900
Community School Funds	165,687	-
We Care Grant - We Care Program	14,515	-
Storm Assistance Grants	-	478,845
Florida Veterans Peer Initiative	130,236	113,804
Total	<u>\$ 3,078,715</u>	<u>\$ 955,708</u>



**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 8 FAIR VALUE MEASUREMENTS**

The following table presents the classification of the Organization's investments as of December 31, 2020, in accordance with the levels described in Note 1 to these financial statements:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Marketable Equity Securities	\$ 2,104,284	\$ -	\$ -	\$ 2,104,284
Beneficial Interest in Designated Endowment Assets Held by Others	-	-	113,264	113,264
Fixed Income Bonds	443,063	-	-	443,063
Total	<u>\$ 2,547,347</u>	<u>\$ -</u>	<u>\$ 113,264</u>	<u>\$ 2,660,611</u>

At December 31, 2020, the Board-Designated Endowment on the statement of financial position included \$96,612 of cash equivalents.

The following table presents the classification of the Organization's investments as of December 31, 2019, in accordance with the levels described in Note 1 to these financial statements:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Marketable Equity Securities	\$ 1,906,474	\$ -	\$ -	\$ 1,906,474
Beneficial Interest in Designated Endowment Assets Held by Others	-	-	103,677	103,677
Fixed Income Bonds	430,450	-	-	430,450
Total	<u>\$ 2,336,924</u>	<u>\$ -</u>	<u>\$ 103,677</u>	<u>\$ 2,440,601</u>

At December 31, 2019, the Board-Designated Endowment on the statement of financial position included \$94,406 of cash equivalents.

	<u>Beneficial Interest in Assets</u>	
	<u>2020</u>	<u>2019</u>
Purchases	\$ -	\$ -
Interest Income, Dividends, and Gain	9,587	9,944
Transfers In	-	-
Transfers Out	-	-

<u>Instrument</u>	<u>Fair Value</u>		<u>Principal Valuation Technique</u>	<u>Unobservable Inputs</u>
	<u>2020</u>	<u>2019</u>		
Beneficial Interest in Assets	\$ 113,264	\$ 103,677	Market Price at Close of Business	Amount and Timing of Distributions from Community Foundation

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 9 BOARD-DESIGNATED ENDOWMENT**

As of December 31, 2020 and 2019, the board had designated \$2,757,223 and \$2,535,007, respectively, of net assets without donor restrictions as a general endowment to support the mission of the Organization.

As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the board to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions. The Organization has no donor-restricted endowment.

The Organization classifies as board-designated endowment net assets (a) the original value of gifts designated by the board as endowment, (b) the original value of subsequent gifts to the board-designated endowment, and (c) accumulated investment earnings and/or losses to the board-designated endowment in accordance with board designations.

In deciding on the proper treatment of the endowed funds, the Organization considered the following factors in making a determination to appropriate or accumulate endowment funds:

- (1) The purposes of the Organization;
- (2) The long-term and short-term needs of the Organization in carrying out its purposes;
- (3) The general economic conditions;
- (4) The possible effect of inflation or deflation;
- (5) The other resources of the Organization; and
- (6) Perpetuation of the endowment.

The following is a summary of the Organization's endowment fund activity and investments for the years ended December 31:

	<u>2020</u>	<u>2019</u>
Endowment Investment Assets - Beginning of Year	\$ 2,535,007	\$ 2,151,684
Changes in Market Value	269,657	420,443
Investment Earnings	81,318	90,917
Withdrawals from the Fund	(114,804)	(114,259)
Investment Management Expenses	(13,955)	(13,778)
Endowment Investment Assets - End of Year	<u>\$ 2,757,223</u>	<u>\$ 2,535,007</u>

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 9 BOARD-DESIGNATED ENDOWMENT (CONTINUED)**

**Investment Objectives and Strategies**

The Organization has adopted an investment policy to provide guidelines for investing endowment assets. Under this policy, as approved by the board of directors, the endowment assets are invested in a manner to maximize return within reasonable and prudent levels of risk, and with proper monitoring and assessment of associated costs; follow an investment policy based on total return, not yield; realize sufficient total return to help support a broad level of programs and services; and provide seed money for new ventures. To achieve these objectives, the Organization follows an asset diversification plan, sets performance benchmarks for investments managers, and has established various asset quality and limitations thresholds.

**Distribution Policy**

The Organization has adopted a spending policy to provide guidelines for distributing funds from the Endowment Fund. Under this policy, as approved by the board of directors, the funds available for distribution during any one year will be limited to a percentage of the market value of the Fund's balance that is based on a three-year annual average.

The market value for this purpose will be determined net of the fees for investment and account management. Additionally, any unexpended funds from those available for distribution in a given year will be accrued and will continue to be considered available for distribution in subsequent years unless otherwise designated by actions of the finance committee with approval of the board of directors. Annually, the board of directors may approve the transfer of an amount up to 5% of the three-year average balance of the Fund, as calculated to the campaign.

**NOTE 10 RELATED PARTY TRANSACTIONS**

The Organization maintains a bank depository account at a financial institution in which an Organization board member was an officer during the years ended December 31, 2020 and 2019. The bank depository account balance held at this financial institution at December 31, 2020 and 2019 totaled \$19,760 and \$19,940, respectively.

The Organization maintains a money market account at a financial institution in which an Organization board member was an officer during the years ended December 31, 2020 and 2019. The money market account balance held at this financial institution at December 31, 2020 and 2019 totaled \$109,151 and \$184,065, respectively.

The Organization maintains a money market account at a financial institution in which an Organization board member was an officer during the years ended December 31, 2020 and 2019. The money market account balance held at this financial institution at December 31, 2020 and 2019 was \$20,057 and \$20,040, respectively.

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 10 RELATED PARTY TRANSACTIONS (CONTINUED)**

The Organization maintains, either directly or through a custodial relationship, a brokerage account utilized to receive and sell security donations with a financial institution through a brokerage firm in which an Organization board member was an officer during the years ended December 31, 2020 and 2019. Security donations received and deposited into this brokerage account during the years ended December 31, 2020 and 2019 totaled \$169,906 and \$115,683, respectively. The brokerage account balance held at the financial institution at December 31, 2020 and 2019 totaled \$19,822 and \$4,770, respectively.

As of December 31, 2020 and 2019, campaign contributions from board members totaled \$1,029,187 and \$942,491, respectively.

**NOTE 11 LIQUIDITY**

The Organization regularly monitors the availability of resources required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing activities as well as the conduct of services undertaken to support those activities to be general expenditures.

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following at December 31:

	2020	2019
Cash and Cash Equivalents	\$ 1,562,947	\$ 1,201,122
Pledges Receivable	4,869,101	5,794,140
Board-Designated Endowment Distributions	114,804	114,259
Total	\$ 6,546,852	\$ 7,109,521

See Note 10 for a description of the Organization's board-designated distribution policy.

**NOTE 12 PAYCHECK PROTECTION PROGRAM**

Grants from the government are recognized when all conditions of such grants are fulfilled or there is a reasonable assurance that they will be fulfilled. On April 13, 2020, the Organization received a loan through Iberia Bank in the amount of \$445,300 to fund payroll through the Paycheck Protection Program (the PPP Loan). The PPP Loan bears interest at a fixed rate of 1.0% per annum, has a term of two years, and is unsecured and guaranteed by the SBA. Payment of principal and interest is deferred until the date on which the amount of forgiveness is remitted to the lender or, if the Organization fails to apply for forgiveness within 10 months after the covered period, then payment of principal and interest shall begin on that date. These amounts may be forgiven subject to compliance and approval based on the timing and use of these funds in accordance with the program.

**UNITED WAY OF LEE COUNTY, INC.  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020 AND 2019**

**NOTE 12 PAYCHECK PROTECTION PROGRAM (CONTINUED)**

Grants related to this program were classified as a note payable as of December 31, 2020. Forgiveness notification for the PPP Loan was received April 30, 2021.

**UNITED WAY OF LEE COUNTY, INC.**  
**ALLOCATIONS TO AGENCIES**  
**YEAR ENDED DECEMBER 31, 2020**  
**(SEE INDEPENDENT AUDITORS' REPORT)**

	Agency Allocations			
	United Way Directed	Donor Directed	Covid Relief	Total
211 Palm Beach/Treasure Coast	\$ 5,000	\$ -	\$ -	\$ 5,000
Abuse Counseling and Treatment (ACT)	350,950	-	-	350,950
AFCAAM	20,000	-	-	20,000
Agape Home	13,500	-	-	13,500
AHF / ICAN	90,000	-	-	90,000
Alliance for the Arts	10,125	-	-	10,125
Alvin A. Dubin Alzheimer's Resource Center	75,875	9,615	-	85,490
American Red Cross Florida's Southern Gulf	67,500	2,000	-	69,500
Amigos Center	55,000	-	-	55,000
AMLkids Southwest Florida	-	49	-	49
Beacon of HOPE	39,500	-	-	39,500
Big Brothers Big Sisters of St. Lucie,	5,000	-	-	5,000
Big Brothers Big Sisters of the Sun Co	87,919	-	-	87,919
Blessings in a Backpack, Lee County	37,500	-	-	37,500
Bonita Springs Assistance Office	64,000	1,000	500	65,500
Bonita Springs United Way House	22,917	-	-	22,917
Boy Scouts of America, Southwest Florida Council	134,584	1,000	-	135,584
Boys & Girls Clubs of Lee County	184,069	10,000	10,000	204,069
Café of Life	25,000	7,500	-	32,500
Cancer Alliance of Naples	11,000	-	-	11,000
Cape Coral Caring Center	8,500	-	10,000	18,500
Castle	7,250	-	-	7,250
Catholic Charities of Lee, Hendry & GI	99,776	-	-	99,776
Child Care of Southwest Florida	96,550	300	5,000	101,850
Children's Advocacy Center of Southwest Florida	362,100	4,000	-	366,100
Children's Home Society of Florida - Treasure Coast Division	12,000	-	-	12,000
Children's Home Society of Florida - Southwest Division	152,026	-	-	152,026
Children's Network of SWFL	53,000	-	5,000	58,000
Community Cooperative	366,000	16,564	30,000	412,564
Deaf & Hard of Hearing Center	14,000	-	-	14,000
Dr. Piper Center for Social Services	52,918	9,615	-	62,533
Dress for Success	7,500	500	-	8,000
Early Learning Coalition of Indian River, Martin and Okeechobee Counties	4,500	-	-	4,500
Early Learning Coalition of Southwest Florida	75,834	-	-	75,834
Epilepsy Services of Southwest Florida	24,000	-	-	24,000
Eva's Foundation (Closet)	5,000	-	-	5,000
F.I.S.H. of Sanibel-Captiva	52,500	5,600	-	58,100
Family Initiative	7,500	-	-	7,500
FGCU Foundation/PSEP/Scholars Program	21,253	-	-	21,253
Florida Treatment for Change	10,000	-	-	10,000
Friendship Centers	64,607	-	-	64,607
Girl Scouts of Gulfcoast Florida	23,083	500	-	23,583
Good Wheels	18,245	-	-	18,245
Goodwill Industries of Southwest Florida	85,046	9,615	5,000	99,661
Guardian ad Litem Foundation	34,500	-	-	34,500
Gulf Coast Humane Society	45,000	100	5,000	50,100
Harry Chapin Food Bank of Southwest Florida	160,845	31,054	20,000	211,899
Health Planning Council	21,000	-	-	21,000
Subtotal	<u>3,183,971</u>	<u>109,013</u>	<u>90,500</u>	<u>3,383,485</u>

**UNITED WAY OF LEE COUNTY, INC.**  
**ALLOCATIONS TO AGENCIES (CONTINUED)**  
**YEAR ENDED DECEMBER 31, 2020**  
**(SEE INDEPENDENT AUDITORS' REPORT)**

	Agency Allocations			Total
	United Way Directed	Donor Directed	COVID Relief	
Subtotal from Previous Page	\$ 3,183,971	\$ 109,013	\$ 90,500	\$ 3,383,485
Healthy Families	13,000	-	-	13,000
Healthy Start of Southwest Florida	150,367	-	-	150,367
Healthy Start Coalition, Okeechobee	3,500	-	-	3,500
Helping People Succeed	2,000	-	-	2,000
Hibiscus Children's Center	13,500	-	-	13,500
HOPE Clubhouse	30,500	-	4,500	35,000
Hope HealthCare Services	85,500	-	-	85,500
Hospice of Okeechobee	16,000	-	-	16,000
Human Trafficking Awareness Partnerships	16,857	-	-	16,857
I WILL Mentorship Foundation	21,434	4,000	-	25,434
IMPACT For Developmental Education	129,000	-	-	129,000
Interfaith Charities of South Lee	75,000	-	-	75,000
LARC	258,000	12,115	-	270,115
Lee County Human and Veteran Services	28,000	-	-	28,000
Lee County Legal Aid Society	99,000	-	-	99,000
Lee County School District/Social Norming Project (Paper Check)	25,000	-	-	25,000
Lehigh Community Services	102,600	-	1,000	103,600
Lighthouse of SWFL	80,150	9,615	-	89,765
Literacy Council of the Gulf Coast	157,917	-	-	157,917
Lutheran Services	25,000	-	-	25,000
Martha's House	17,000	-	-	17,000
Meals of Hope	15,000	-	17,200	32,200
Midwest Food Bank	15,000	-	35,000	50,000
Multiple Sclerosis Center of Southwest Florida	12,500	-	-	12,500
My Aunt's House	10,500	-	-	10,500
NAMI Lee County	64,000	-	-	64,000
New Horizons of SWFL	35,419	16,000	-	51,419
Okeechobee Educational Foundation	2,000	-	-	2,000
Our Mother's Home of Southwest Florida	18,500	-	-	18,500
PACE Center for Girls of Lee County	36,750	6,000	5,000	47,750
Partners for Breast Cancer Care	38,000	-	-	38,000
Project Dentists Care	94,000	-	-	94,000
Quality Life Center	25,437	6,500	-	31,937
Real Life Children's Ranch, Inc	15,000	-	-	15,000
RCMA	15,834	-	-	15,834
SalusCare	383,392	9,615	-	393,007
The Salvation Army	75,000	-	-	75,000
Salvation Army of Lee, Hendry & Glades, The	261,800	8,500	-	270,300
Shared Services Network of Okeechobee County	6,400	-	-	6,400
Special Equestrians	33,333	-	-	33,333
Southwest Florida Free Pain Clinic	16,667	-	-	16,667
The Heights Center	57,500	6,000	-	63,500
The Lee County Coalition for a Drug-Free Southwest Florida	5,818	250	-	6,068
The Sky Family YMCA FM and Bonita	146,677	-	-	146,677
Treasure Coast Food Bank	9,500	-	-	9,500
Tykes and Teens	5,000	-	-	5,000
United Cerebral Palsy of Southwest Florida	4,720	-	-	4,720
Valerie's House	18,500	600	-	19,100
Wellfit Girls	6,250	-	-	6,250
Total	<u>\$ 5,961,794</u>	<u>\$ 188,209</u>	<u>\$ 153,200</u>	<u>\$ 6,303,203</u>



**INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS***

Board of Directors  
United Way of Lee County, Inc.  
Fort Myers, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of United Way of Lee County, Inc., which comprise the statement of financial position as of December 31, 2020, and the related statements of activities, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated March 11, 2022.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered United Way of Lee County, Inc.'s internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of United Way of Lee County, Inc.'s internal control. Accordingly, we do not express an opinion on the effectiveness of United Way of Lee County, Inc.'s internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.



**Compliance and Other Matters**

As part of obtaining reasonable assurance about whether United Way of Lee County, Inc.'s financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

**Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*CliftonLarsonAllen LLP*

**CliftonLarsonAllen LLP**

Naples, Florida  
March 11, 2022



**INDEPENDENT AUDITORS' REPORT ON COMPLIANCE FOR EACH MAJOR  
FEDERAL PROGRAM AND REPORT ON INTERNAL CONTROL OVER COMPLIANCE  
REQUIRED BY THE UNIFORM GUIDANCE**

Board of Directors  
United Way of Lee County, Inc.  
Fort Myers, Florida

**Report on Compliance for Each Major Federal Program**

We have audited United Way of Lee County, Inc.'s (the Organization) compliance with the types of compliance requirements described in the *OMB Circular Compliance Supplement* that could have a direct and material effect on each of the Organization's major federal programs for the year ended December 31, 2020. The Organization's major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

**Management's Responsibility for the Financial Statements**

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

**Auditors' Responsibility**

Our responsibility is to express an opinion on compliance for each of the Organization's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Organization's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for major federal programs. However, our audit does not provide a legal determination of the Organization's compliance.

**Opinion on Each Major Federal Program**

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended December 31, 2020.

### **Report on Internal Control Over Compliance**

Management of the Organization is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Organization's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over compliance.

*A deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program or state project will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies.. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses or significant deficiencies. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

*CliftonLarsonAllen LLP*

**CliftonLarsonAllen LLP**

Naples, Florida  
March 11, 2022

**UNITED WAY OF LEE COUNTY, INC.**  
**SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS**  
**YEAR ENDED DECEMBER 31, 2020**

FEDERAL Pass-through Entity Federal Program	CFDA NUMBER	Contract Gant NUMBER	Federal Expenditures
<b>U.S. DEPARTMENT OF THE TREASURY</b>			
<i>Passed Through Lee County, FL</i>			
COVID-19 Coronavirus Relief Fund	21.019	SLT0050	\$ 2,037,573
COVID-19 Coronavirus Relief Fund	21.019	102470	49,950
<i>Direct</i>			
Volunteer Tax Assistance (VITA)	21.009	19VITA0013	53,457
Volunteer Tax Assistance (VITA)	21.009	21VITA0047	29,152
Total Programs - U.S. Department of Treasury			2,170,133
<b>U.S. FEDERAL EMERGENCY MANAGEMENT AGENCY</b>			
<i>Passed Through FL Department of Children and Families</i>			
FEMA Crisis Counseling Program	93.982	LH809	71,405
<i>Direct</i>			
Emergency Food and Shelter National Board Program	97.024		11,922
Total Programs - U.S. Federal Emergency Management Agency			83,326
<b>U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES</b>			
<i>Passed Through Crisis Center of Tampa Bay</i>			
MYFLVET	93.959	MFVDCF	28,832
<i>Passed Through Health Planning Council of SWFL, Inc.</i>			
Affordable Care Act Navigator	93.332	NAVCA190357-01-DD	2,542
Total Programs - U.S. Department of Health and Human Services			31,374
<b>U.S. STATE DEPARTMENT OF CHILDREN AND FAMILIES</b>			
<i>Passed Through Crisis Center of Tampa Bay</i>			
MYFLVET	93.959	MFVDCF	82,876
Total Programs - U.S. Department of Children and Families			82,876
Total Expenditures of Federal Awards			\$ 2,367,710

See accompanying Notes to Schedule of Expenditures of Federal Awards.

**UNITED WAY OF LEE COUNTY, INC.**  
**NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS**  
**DECEMBER 31, 2020**

**NOTE 1 BASIS OF PRESENTATION**

The accompanying schedule of expenditures of federal awards (the "Schedule") includes the federal award activity of Example Entity under programs of the federal government for the year ended December 31, 2020. The information in this Schedule is presented in accordance with the requirements of 2 CFR Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Example Entity, it is not intended to and does not present the financial position, changes in net assets, or cash flows of Example Entity.

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance for all awards with the exception of Assistance Listing 21.019, which follows criteria determined by the Department of Treasury for allowability of costs. Under these principles, certain types of expenditures are not allowable or are limited as to reimbursement. Negative amounts shown on the Schedule represent adjustments or credits made in the normal course of business to amounts reported as expenditures in prior years. The Organization has not elected to use the 10% de minimis indirect cost rate as allowed under the Uniform Guidance. During the year ended December 31, 2020, there were no funds passed through to sub recipients.

**UNITED WAY OF LEE COUNTY, INC.  
SCHEDULE OF FINDINGS AND QUESTIONED COSTS  
YEAR ENDED DECEMBER 31, 2020**

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***Section I – Summary of Auditors’ Results***

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***Financial Statements***

1. Type of auditors’ report issued: Unmodified
2. Internal control over financial reporting:
- Material weakness(es) identified? \_\_\_\_\_ yes        x   no
  - Significant deficiency(ies) identified that are not considered to be material weakness (es)? \_\_\_\_\_ yes        x   none reported
3. Noncompliance material to financial statements noted? \_\_\_\_\_ yes        x   no

***Federal Awards***

1. Internal control over major federal programs:
- Material weakness(es) identified? \_\_\_\_\_ yes        x   no
  - Significant deficiency(ies) identified that are not considered to be material weakness(es)? \_\_\_\_\_ yes        x   none reported
2. Type of auditors’ report issued on compliance for major federal programs and state projects: Unmodified
3. Any audit findings disclosed that are required to be reported in accordance with the Uniform Guidance? \_\_\_\_\_ yes        x   no

**UNITED WAY OF LEE COUNTY, INC.  
SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)  
YEAR ENDED DECEMBER 31, 2020**

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***Section I – Summary of Auditors’ Results (Continued)***

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***Identification of Major Federal Programs***

**CFDA Number**

**Name of Federal Program or Cluster**

21.019

COVID-19-Coronavirus Relief Fund

Dollar threshold used to distinguish between  
Type A and Type B programs/projects was:  
Major Federal Program

\$ 750,000

Auditee qualified as low-risk auditee pursuant to  
the Uniform Guidance?

           yes

      x       no

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***Section II – Financial Statement Findings***

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Our audit did not disclose any matters required to be reported in accordance with *Government Auditing Standards*.

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***Section III – Findings and Questioned Costs – Major Federal Programs***

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Our audit did not disclose any matters required to be reported in accordance with the Uniform Guidance.