

2018 ANNUAL FINANCIAL OVERVIEW

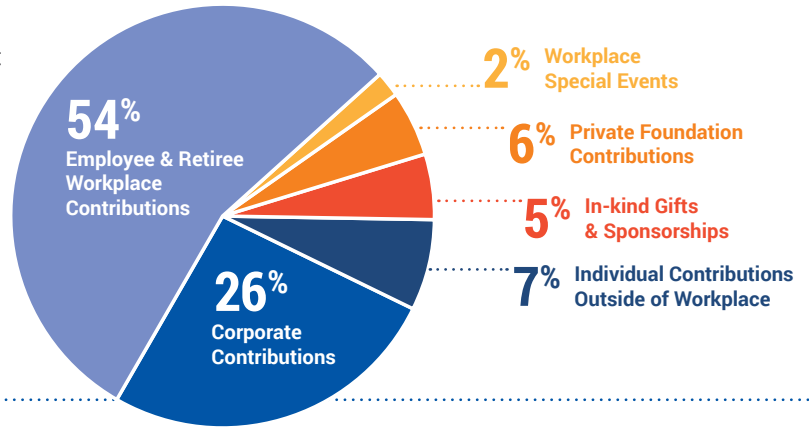
United Way fights for the health, education, and financial stability of every person in every community.

We win by Living United. By forging unlikely partnerships. By finding new solutions to old problems. By mobilizing the best resources. And, by inspiring individuals to join the fight against their community's most daunting social crises.

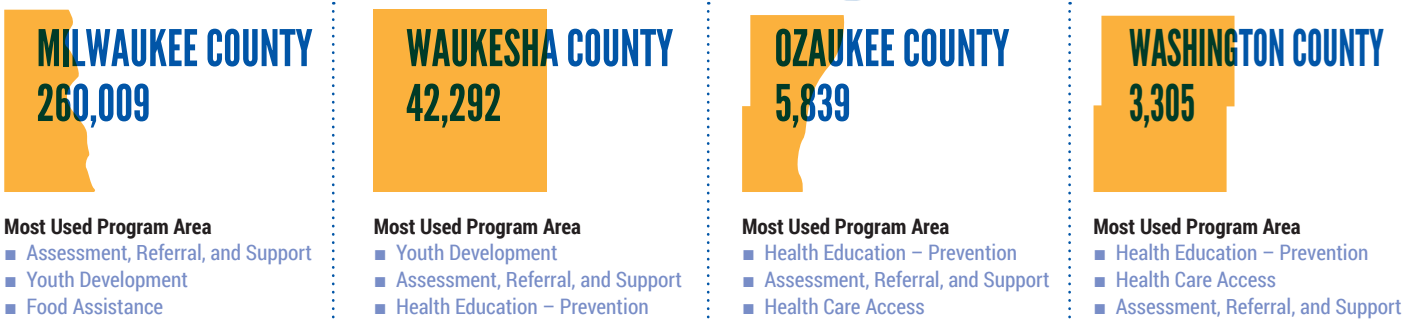
In 2018-19, United Way of Greater Milwaukee & Waukesha County will provide funding to:

- More than 120 health programs
- More than 60 education programs
- More than 50 financial stability programs

2018 FUNDING SOURCES



PEOPLE SERVED IN OUR FOUR-COUNTY AREA *



*An additional 144,172 individuals were served in our local community who did not provide a ZIP Code at intake.

2018 BOARD OF DIRECTORS

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Generation Growth Capital, Inc.*

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Lynn Sprangers, Community Volunteer

Peggy N. Troy, Children's Hospital of Wisconsin

Robert J. Valcq, Wells Fargo Bank

Gregory M. Wesley, Medical College of Wisconsin*

Thomas J. Westrick, GE Healthcare

Raymond L. Wilson, Retired, PwC*

*Executive Committee

STATEMENT OF ACTIVITIES

Year End June 30, 2018

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	
Public Support & Revenue	Campaign Revenue				
	Gross campaign results	\$ 51,012,976	\$ 2,655,380	\$ -	\$ 53,668,356
	Less: Donor designated funds	(18,335,696)	(465,665)	-	(18,801,361)
	Net campaign results	32,677,280	2,189,715	-	34,866,995
	Less: Provision for uncollectible pledges	(903,419)	(23,206)	-	(926,625)
	Net campaign revenue	31,773,861	2,166,509	-	33,940,370
	Contributions received in prior period now released from restriction	1,915,608	(1,915,608)	-	-
	Service fees - Campaign	479,214	-	-	479,214
	Memorials and bequests	195,988	-	4,250	200,238
	Sponsorship of United Way events and activities	831,002	-	-	831,002
	Total campaign revenue	\$ 35,195,673	\$ 250,901	\$ 4,250	\$ 35,450,824
	Non-campaign Revenue				
	Dividends and interest income	\$ 266,676	\$ 9,668	\$ -	\$ 276,344
	Net realized and unrealized gains (losses) on investments	791,153	51,395	-	842,548
	Transfer to unrestricted for disbursement of temporarily restricted funds	-	-	-	-
	Rental income	148,600	-	-	148,600
	Grants	1,308,496	-	-	1,308,496
Other income	164,487	-	-	164,487	
Release from restrictions	895,681	(895,681)	-	-	
Total non-campaign revenue	\$ 3,575,093	\$ (834,618)	\$ -	\$ 2,740,475	
Total public support and revenue	38,770,766	(583,717)	4,250	38,191,299	
Expenses	Program Services				
	Gross program investments	\$ 44,521,602	\$ 465,665	\$ -	\$ 44,987,267
	Less: Donor designated funds	(18,335,696)	(465,665)	-	(18,801,361)
	Net program investments	26,185,906	-	-	26,185,906
	Community impact	1,968,690	-	-	1,968,690
	Volunteer Engagement	876,429	-	-	876,429
	Grants	925,934	-	-	925,934
	Total program services	\$ 29,956,959	\$ -	\$ -	\$ 29,956,959
	Supporting Services				
	Fund raising	\$ 4,693,098	\$ -	\$ -	\$ 4,693,098
	Management and general	2,043,052	-	-	2,043,052
Total supporting services	\$ 6,736,150	\$ -	\$ -	\$ 6,736,150	
Total expenses	36,693,109	-	-	36,693,109	
Change in net assets	\$ 2,077,657	\$ (583,717)	\$ 4,250	\$ 1,498,190	
Net assets at beginning of year	27,207,759	2,739,992	1,219,507	31,167,258	
Net assets at end of year	\$ 29,285,416	\$ 2,156,275	\$ 1,223,757	\$ 32,665,448	

STATEMENT OF FINANCIAL POSITION

June 30, 2018

Assets	Current Assets	
	Cash and cash equivalents	\$ 5,139,761
	Investments	13,273,677
	Pledges receivable - net	13,223,443
	Prepaid expenses and other	708,445
	Total current assets	\$ 32,345,326
	Pledges receivable, less current portion	\$ 279,575
	Investments - Endowment fund	4,637,087
	Investments - Other	400,000
	457(b) plan participant assets	131,984
Beneficial Interest in Endowment held by others	210,479	
Land, building, and equipment - net	1,929,056	
Total assets	\$ 39,933,507	
Liabilities	Liabilities	
	Donor designations payable	\$ 3,906,177
	Amounts payable under fiscal agent responsibilities	2,090,228
	Other amounts payable	886,622
	Accrued expenses and other current liabilities	253,048
457(b) plan participant liability	131,984	
Total current liabilities	\$ 7,268,059	
Liabilities & Net Assets	Net Assets	
	Undesignated	\$ 497,030
	Investment in land, building, and equipment	1,929,056
	Accumulated net growth in permanently restricted net assets	736,403
	Board designated for allocations to agencies and partners	23,516,838
	Board designated endowment fund	1,908,096
	Waukesha Property Endowment	258,554
	Board designated for capital improvements	439,439
	Total unrestricted	\$ 29,285,416
	Temporarily restricted	\$ 2,156,275
Permanently restricted net assets	1,223,757	
Total net assets	\$ 32,665,448	
Total liabilities and net assets	\$ 39,933,507	

Mission: United Way of Greater Milwaukee & Waukesha County changes lives and improves our community by mobilizing people and resources to drive strategic impact in health, education, and financial stability.

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Greater Milwaukee & Waukesha County