

# 2019 ANNUAL FINANCIAL OVERVIEW

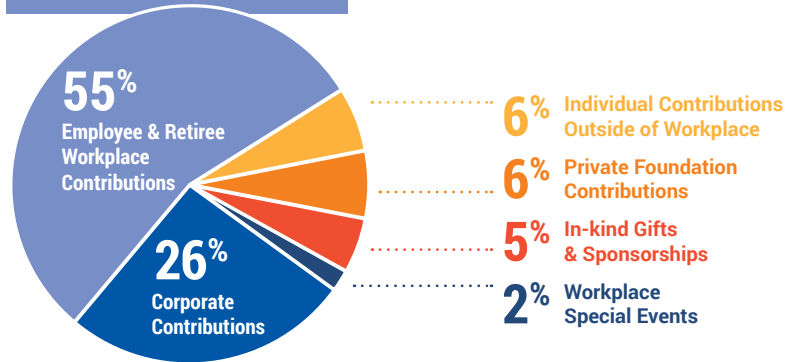
United Way fights for the health, education, and financial stability of every person in every community.

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 2019-20, United Way of Greater Milwaukee & Waukesha County will provide funding to:

- More than 105 health programs
- More than 90 education programs
- More than 45 financial stability programs

## 2019 FUNDING SOURCES



## PEOPLE SERVED IN OUR FOUR-COUNTY AREA \*



\*33,809 individuals were served in our community who did not provide a ZIP Code at intake or identified as homeless. An additional 245,983 individuals were served by IMPACT 2-1-1.

## 2019 BOARD OF DIRECTORS

### Board Chair

**Cory L. Nettles**  
Generation Growth Capital, Inc.\*

### Immediate Past Chair

**Gregory S. Marcus**  
The Marcus Corporation\*

### Vice Chair/Chair Elect

**Linda E. Benfield**  
Foley & Lardner LLP\*

### Secretary

**Kelly H. Grebe**  
Community Leader\*

### Treasurer

**Scott A. Wrobbel**  
Deloitte\*

### United Way President & CEO

**Amy L. Lindner**  
United Way of Greater Milwaukee & Waukesha County\*

### United Way Chief Operating Officer

**Filippo Carini**  
United Way of Greater Milwaukee & Waukesha County\*

**Steven G. Booth**, Baird

**Daniel J. Bukiewicz**, Milwaukee Building & Construction Trades Council, AFL-CIO

**Thomas J. Cardella**, Retired, Tenth and Blake Beer Company, MillerCoors\*

**Cheryl R. Carron**, Sodexo

**Michael G. Carter**, Northwestern Mutual

**Sheila D. Cochran**, Retired, Milwaukee Area Labor Council, AFL-CIO

**John M. Dunn**, GE Healthcare

**Pamela S. Fendt**, Milwaukee Area Labor Council, AFL-CIO\*

**Kevin J. Fletcher**, WEC Energy Group

**John W. Florsheim**, Weyco Group Inc.

**Michael Flynn**, First Business Bank\*

**Cristy Garcia-Thomas**, Advocate Aurora Health

**David W. Gay**, EY\*

**Cecelia I. Gore**, Brewers Community Foundation\*

**Jacqueline Herd-Barber**, Community Leader\*

**Nancy Hernandez**, ABRAZO Multicultural Marketing & Communications / Hispanic Collaborative

**Catherine A. Jacobson**, Froedtert Health

**Jasmine M. Johnson**, MSM, ManpowerGroup

**Suzanne Kelley**, Waukesha County Business Alliance

**John Kissinger**, GRAEF

**Commissioner Jeanette Kowalik, PhD, MPH** City of Milwaukee Health Department

**Margaret R. Kurlinski**, Godfrey & Kahn S.C.

**Donald W. Layden**, Baird Capital / Quarles & Brady LLP\*

**Matthew S. Levatic**, Harley-Davidson, Inc.

**Sheriff Earnell R. Lucas**, Milwaukee County Sheriff's Office

**Jay M. Magulski**, Landmark Credit Union\*

**John W. Miller**, Arenberg Holdings LLC

**Blake D. Moret**, Rockwell Automation\*

**Wayne T. Morgan**, Baker Tilly Virchow Krause, LLP

**George R. Oliver**, Johnson Controls\*

**Jeffrey D. Peelen**, Quarles & Brady LLP

**Christopher C. Piotrowski**, Community Leader

**Dr. Keith P. Posley**, Milwaukee Public Schools

**Jonas Prising**, ManpowerGroup

**Michael Rowe**, American Transmission Company

**Steven S. SaLoutos**, U.S. Bank

**Bernie Sherry**, Ascension Wisconsin

**Thelma A. Sias**, Retired, WEC Energy Group

**Judson M. Snyder**, BMO Harris Bank

**Peggy N. Troy**, Children's Wisconsin

**Robert J. Valcq**, Wells Fargo Bank

**Gregory M. Wesley**, Medical College of Wisconsin\*

**Thomas J. Westrick**, GE Healthcare

**Stacy P. Williams**, Baird / The Hodge Williams Group

\*Executive Committee

# STATEMENT OF ACTIVITIES

Year End June 30, 2019

		Without Donor Restrictions	With Donor Restrictions	Total	
Public Support & Revenue	Campaign Revenue	Gross campaign results	\$ 50,983,313	\$ 3,127,680	\$ 54,110,993
		Less: Donor designated funds	(21,805,253)	(1,460,697)	(23,265,950)
		Net campaign results	29,178,060	1,666,983	30,845,043
		Less: Provision for uncollectible pledges	(988,190)	(89,268)	(1,077,458)
		Net campaign revenue	28,189,870	1,577,715	29,767,585
	Non-campaign Revenue	Contributions received in prior period now released from restriction	509,835	(509,835)	-
		Service fees - Campaign	501,214	-	501,214
		Other Contributions, Memorials and bequests	153,762	99,308	253,070
		Sponsorship of United Way events and activities	840,819	-	840,819
		<b>Total campaign revenue</b>	<b>\$ 30,195,500</b>	<b>\$ 1,167,188</b>	<b>\$ 31,362,688</b>
Program Services	Dividends and interest income	\$ 299,613	\$ 53,708	\$ 353,321	
	Net realized and unrealized gains (losses) on investments	599,001	108,222	707,223	
	Grants	1,302,209	-	1,302,209	
	Other income	42,466	-	42,466	
	Release from restrictions	1,007,920	(1,007,920)	-	
<b>Total non-campaign revenue</b>	<b>\$ 3,251,209</b>	<b>\$ (845,990)</b>	<b>\$ 2,405,219</b>		
<b>Total public support and revenue</b>	<b>33,446,709</b>	<b>321,198</b>	<b>33,767,907</b>		
Expenses	Supporting Services	Gross program investments	\$ 47,047,702	\$ 1,460,697	\$ 48,508,399
		Less: Donor designated funds	(21,805,253)	(1,460,697)	(23,265,950)
		Net program investments	25,242,449	-	25,242,449
		Community impact	1,931,268	-	1,931,268
		Volunteer Engagement	1,068,248	-	1,068,248
	Program Services	Grants	819,452	-	819,452
		<b>Total program services</b>	<b>\$ 29,061,417</b>	<b>\$ -</b>	<b>\$ 29,061,417</b>
		Fund raising	\$ 4,552,174	\$ -	4,552,174
		Management and general	2,405,169	-	2,405,169
		<b>Total supporting services</b>	<b>\$ 6,957,343</b>	<b>\$ -</b>	<b>\$ 6,957,343</b>
<b>Total expenses</b>	<b>36,018,760</b>	<b>-</b>	<b>36,018,760</b>		
Change in net assets	\$ (2,572,051)	\$ 321,198	\$ (2,250,853)		
Net assets at beginning of year	28,549,013	4,116,435	32,665,448		
<b>Net assets at end of year</b>	<b>\$ 25,976,962</b>	<b>\$ 4,437,633</b>	<b>\$ 30,414,595</b>		

# STATEMENT OF FINANCIAL POSITION

June 30, 2019

Assets	Current Assets	Cash and cash equivalents	\$ 5,128,576
		Investments	12,350,745
		Pledges receivable - net	12,176,867
		Prepaid expenses and other	553,313
		<b>Total current assets</b>	<b>\$ 30,209,501</b>
	Long-Term Assets	Pledges receivable, less current portion	\$ 187,660
		Investments - Endowment fund	4,923,607
		Long-Term Receivable	400,000
		457(b) plan participant assets	47,197
		Beneficial Interest in Endowment held by others	208,166
Land, building, and equipment - net	2,119,836		
<b>Total assets</b>	<b>\$ 38,095,967</b>		
Liabilities & Net Assets	Liabilities	Donor designations payable	\$ 4,364,058
		Amounts payable under fiscal agent responsibilities	2,438,771
		Other amounts payable	561,514
		Accrued expenses and other current liabilities	269,832
		457(b) plan participant liability	47,197
	<b>Total current liabilities</b>	<b>\$ 7,681,372</b>	
	Net Assets	Undesignated	\$ 137,913
		Investment in land, building, and equipment	2,119,836
		Board designated for programs and initiative funding	21,106,244
		Board designated endowment fund	2,027,460
Waukesha Property Endowment		316,882	
Board designated for capital improvements	268,627		
<b>Total without donor restrictions</b>	<b>\$ 25,976,962</b>		
With donor restrictions	\$ 4,437,633		
<b>Total net assets</b>	<b>\$ 30,414,595</b>		
<b>Total liabilities and net assets</b>	<b>\$ 38,095,967</b>		

**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