



United Way of Greater Richmond & Petersburg

Financial Statements

June 30, 2025 and 2024



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UNITED WAY OF GREATER RICHMOND & PETERSBURG

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
United Way of Greater Richmond & Petersburg
Richmond, Virginia:

Opinion

We have audited the accompanying financial statements of the United Way of Greater Richmond & Petersburg (the "Organization"), which comprise the statements of financial position as of June 30, 2025 and 2024, and the related statements of activities, cash flows and functional expenses for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the United Way of Greater Richmond & Petersburg, as of June 30, 2025 and 2024, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

Auditor's Responsibilities for the Audit of the Financial Statements, Continued

Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Supplemental Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplemental information provided on pages 29 through 34 is presented for the purpose of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits 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. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.



October 6, 2025
Glen Allen, Virginia

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statements of Financial Position
June 30, 2025 and 2024

<u>Assets</u>	<u>2025</u>	<u>2024</u>
Current assets:		
Cash and cash equivalents	\$ 278,640	\$ 332,058
Cash and cash equivalents - EnergyShare	3,482,511	2,870,487
Pledges receivable:		
Campaign 23/24 - net of allowance of \$200,901	-	964,703
Campaign 24/25 - net of allowance of \$127,257	903,933	36,000
Other receivables	5,075	126,030
Other assets	<u>50,130</u>	<u>35,960</u>
Total current assets	4,720,289	4,365,238
Beneficial interest in trusts (Note 2)	1,196,986	1,158,066
Investments (Note 3)	7,484,473	7,177,602
Leasehold improvements and equipment at cost less accumulated depreciation (Note 4)	191,636	112,470
Right-of-use operating lease assets, net (Note 11)	988,946	282,659
Right-of-use finance lease assets, net (Note 11)	<u>30,698</u>	<u>33,147</u>
Total assets	<u>\$ 14,613,028</u>	<u>\$ 13,129,182</u>

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statements of Financial Position, Continued
June 30, 2025 and 2024

<u>Liabilities and Net Assets</u>	<u>2025</u>	<u>2024</u>
Current liabilities:		
Allocations payable	\$ 998,725	\$ 1,000,000
Designations payable	245,832	3,156,639
Accrued expenses	88,489	42,817
Accounts payable	9,881	22,433
Funds held for Energy Share (Note 5)	3,482,511	-
Funds held for others (Note 5)	107,767	14,280
Operating lease liabilities (Note 11)	146,883	222,414
Finance lease liabilities (Note 11)	<u>19,890</u>	<u>20,235</u>
Total current liabilities	5,099,978	4,478,818
Operating lease liabilities, net of current portion (Note 11)	850,747	106,265
Finance lease liabilities, net of current portion (Note 11)	<u>11,489</u>	<u>13,471</u>
Total liabilities	<u>5,962,214</u>	<u>4,598,554</u>
Net Assets:		
Without donor restrictions (Note 6):		
Beneficial interest in trusts	363,439	363,439
Board designated:		
Community Reserve Fund	1,000,000	1,000,000
United Way operations	5,601,192	5,853,095
Leasehold improvements and equipment	<u>191,636</u>	<u>112,470</u>
Total board designated	<u>6,792,828</u>	<u>6,965,565</u>
Total without donor restrictions	<u>7,156,267</u>	<u>7,329,004</u>
With donor restrictions (Note 7):		
Annual campaign designated for future periods	-	100,750
Beneficial interest in trusts	833,547	794,627
Other with donor restrictions	<u>661,000</u>	<u>306,247</u>
Total with donor restrictions	<u>1,494,547</u>	<u>1,201,624</u>
Total net assets	<u>8,650,814</u>	<u>8,530,628</u>
Total liabilities and net assets	<u>\$ 14,613,028</u>	<u>\$ 13,129,182</u>

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statements of Activities
Year Ended June 30, 2025, with Comparative Totals for 2024

	Without Donor Restrictions	With Donor Restrictions	2025 Total	2024 Total
Revenues, gains and other support:				
Gross campaign pledges 2024 / 2026		\$ 4,415,851	\$ 4,415,851	\$ 4,909,346
Less donor designations	-	(991,597)	(991,597)	(1,511,778)
Less provision for uncollectible pledges	-	(127,697)	(127,697)	(203,437)
Subtotal campaign revenue 2024 / 2026	-	3,296,557	3,296,557	3,194,131
Energy Share contributions (Note 5)	-	-	-	6,257,996
Less donor designations - Energy Share	-	-	-	(6,257,996)
Subtotal Energy Share contribution	-	-	-	-
Gross campaign pledges prior year's:				
Contributions received	144,378	-	144,378	110,680
Recovery of designation expense	122	-	122	989
Less donor designations	(33,095)	-	(33,095)	206
Subtotal prior year's campaign revenue	111,405	-	111,405	111,875
Contributions received released from restrictions	4,516,601	(4,516,601)	-	-
Donor designations	(991,597)	991,597	-	-
Provision for uncollectible pledges	(127,697)	127,697	-	-
Net current period campaign	3,397,307	(3,397,307)	-	-
Gross campaign pledges future year	-	-	-	144,750
Less donor designations	-	-	-	(44,000)
Subtotal future year's campaign revenue	-	-	-	100,750
Total campaign revenue	3,508,712	(100,750)	3,407,962	3,406,756
Contributions	45,000	962,203	1,007,203	758,050
Net public support	3,553,712	861,453	4,415,165	4,164,806
Grants from governmental agencies	-	238,892	238,892	150,000

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statements of Activities, Continued
Year Ended June 30, 2025, with Comparative Totals for 2024

	Without Donor Restrictions	With Donor Restrictions	2025 Total	2024 Total
Other revenue:				
Third party processing fees	\$ 375,000	\$ -	\$ 375,000	\$ 375,000
Sponsorships	-	-	-	34,000
Miscellaneous	47,525	2,479	50,004	188,645
Contributions, in-kind	-	197,731	197,731	181,117
Investment income, net	727,772	-	727,772	378,485
Trust income	32,796	-	32,796	32,432
Unrealized gain, investments	179,099	-	179,099	587,638
Unrealized gain, beneficial interest in trusts	-	38,920	38,920	44,996
Endowment income	258,225	-	258,225	271,844
Designations from other United Ways	21,027	-	21,027	26,852
Fees from donor designations	9,361	-	9,361	28,179
Net other revenue	<u>1,650,805</u>	<u>239,130</u>	<u>1,889,935</u>	<u>2,149,188</u>
Net assets released from restrictions (Note 8)	<u>1,046,552</u>	<u>(1,046,552)</u>	<u>-</u>	<u>-</u>
Net public support and other revenue	<u>6,251,069</u>	<u>292,923</u>	<u>6,543,992</u>	<u>6,463,994</u>
Allocations and expenses:				
Program services:				
Gross allocations	\$ 2,991,597	\$ -	\$ 2,991,597	\$ 9,769,774
Less donor designations	<u>(991,597)</u>	<u>-</u>	<u>(991,597)</u>	<u>(7,769,774)</u>
Net allocations	2,000,000	-	2,000,000	2,000,000
Community planning and allocations	887,337	-	887,337	495,544
Community initiatives	<u>1,490,812</u>	<u>-</u>	<u>1,490,812</u>	<u>1,349,119</u>
Total program services	<u>4,378,149</u>	<u>-</u>	<u>4,378,149</u>	<u>3,844,663</u>
Supporting services:				
Fundraising	1,431,068	-	1,431,068	1,259,225
Management and general	<u>614,589</u>	<u>-</u>	<u>614,589</u>	<u>815,370</u>
Total supporting services	<u>2,045,657</u>	<u>-</u>	<u>2,045,657</u>	<u>2,074,595</u>
Total expenses	<u>6,423,806</u>	<u>-</u>	<u>6,423,806</u>	<u>5,919,258</u>
Change in net assets	(172,737)	292,923	120,186	544,736
Net assets, beginning of year	<u>7,329,004</u>	<u>1,201,624</u>	<u>8,530,628</u>	<u>7,985,892</u>
Net assets, end of year	<u>\$ 7,156,267</u>	<u>\$ 1,494,547</u>	<u>\$ 8,650,814</u>	<u>\$ 8,530,628</u>

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statement of Activities
Year Ended June 30, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
Revenues, gains and other support:			
Gross campaign pledges 2023 / 2025	\$ -	\$ 4,909,346	\$ 4,909,346
Less donor designations	-	(1,511,778)	(1,511,778)
Less provision for uncollectible pledges	-	(203,437)	(203,437)
Subtotal campaign revenue 2023 / 2025	<u>-</u>	<u>3,194,131</u>	<u>3,194,131</u>
Energy Share contributions (Note 5)	-	6,257,996	6,257,996
Less donor designations - Energy Share	-	(6,257,996)	(6,257,996)
Subtotal Energy Share contribution 2023 / 2024	<u>-</u>	<u>-</u>	<u>-</u>
Gross campaign pledges prior year's:			
Contributions received	110,680	-	110,680
Recovery of designation expense	989	-	989
Less donor designations	206	-	206
Subtotal prior year's campaign revenue	<u>111,875</u>	<u>-</u>	<u>111,875</u>
Contributions received released from restrictions	11,319,811	(11,319,811)	-
Donor designations	(7,769,774)	7,769,774	-
Provision for uncollectible pledges	(203,437)	203,437	-
Net current period campaign	<u>3,346,600</u>	<u>(3,346,600)</u>	<u>-</u>
Gross campaign pledges future year	-	144,750	144,750
Less donor designations	-	(44,000)	(44,000)
Subtotal future year's campaign revenue	<u>-</u>	<u>100,750</u>	<u>100,750</u>
Total campaign revenue	3,458,475	(51,719)	3,406,756
Contributions	<u>380,000</u>	<u>378,050</u>	<u>758,050</u>
Net public support	<u>3,838,475</u>	<u>326,331</u>	<u>4,164,806</u>
Grants from governmental agencies	<u>-</u>	<u>150,000</u>	<u>150,000</u>

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statement of Activities, Continued Year Ended June 30, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
Other revenue:			
Third party processing fees	375,000	-	375,000
Sponsorships	34,000	-	34,000
Miscellaneous	188,645	-	188,645
Contributions, in-kind	501	180,616	181,117
Investment income, net	378,485	-	378,485
Trust income	32,432	-	32,432
Unrealized gain, investments	587,638	-	587,638
Unrealized gain, beneficial interest in trusts	-	44,996	44,996
Endowment income	271,844	-	271,844
Designations from other United Ways	26,852	-	26,852
Fees from donor designations	28,179	-	28,179
Net other revenue	<u>1,923,576</u>	<u>225,612</u>	<u>2,149,188</u>
Net assets released from restrictions (Note 8)	<u>749,416</u>	<u>(749,416)</u>	<u>-</u>
Net public support and other revenue	<u>6,511,467</u>	<u>(47,473)</u>	<u>6,463,994</u>
Allocations and expenses:			
Program services:			
Gross allocations	\$ 9,769,774	\$ -	\$ 9,769,774
Less donor designations	<u>(7,769,774)</u>	<u>-</u>	<u>(7,769,774)</u>
Net allocations	2,000,000	-	2,000,000
Community planning and allocations	495,544	-	495,544
Community initiatives	1,349,119	-	1,349,119
Total program services	<u>3,844,663</u>	<u>-</u>	<u>3,844,663</u>
Supporting services:			
Fundraising	1,259,225	-	1,259,225
Management and general	<u>815,370</u>	<u>-</u>	<u>815,370</u>
Total supporting services	<u>2,074,595</u>	<u>-</u>	<u>2,074,595</u>
Total expenses	<u>5,919,258</u>	<u>-</u>	<u>5,919,258</u>
Change in net assets	592,209	(47,473)	544,736
Net assets, beginning of year	<u>6,736,795</u>	<u>1,249,097</u>	<u>7,985,892</u>
Net assets, end of year	<u>\$ 7,329,004</u>	<u>\$ 1,201,624</u>	<u>\$ 8,530,628</u>

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statements of Cash Flows Years Ended June 30, 2025 and 2024

	<u>2025</u>	<u>2024</u>
Cash flows from operating activities:		
Change in net assets	\$ 120,186	\$ 544,736
Adjustments to reconcile change in net assets to net cash from operating activities:		
Unrealized net investment gain	(179,099)	(587,638)
Reinvested investment income, net	(727,772)	(378,485)
Unrealized gain on trusts	(38,920)	(44,996)
Depreciation	33,949	34,892
Amortization of finance lease right-of-use assets	25,175	19,517
Changes in operating assets and liabilities:		
Pledges receivable	96,770	55,206
Other receivables	120,955	219,772
Other assets	(14,170)	14,622
Allocations payable	(1,275)	(237,500)
Designations payable	(40,321)	(56,568)
Accrued expenses	45,672	(3,502)
Funds held for pension termination	-	(1,689,939)
Accounts payable	(12,552)	10,960
Operating lease assets and liabilities, net	(37,336)	(23,110)
Funds held for EnergyShare	612,025	-
Funds held for others	93,487	(201)
	<u>96,774</u>	<u>(2,122,234)</u>
Net cash provided by (used in) operating activities		
Cash flows from investing activities:		
Purchase of investments	-	(455,140)
Payments from beneficial interest in trusts	-	605,139
Net proceeds from sale of investments	600,000	-
Purchase of leasehold improvements and equipment	(113,115)	(5,234)
	<u>486,885</u>	<u>144,765</u>
Net cash provided by investing activities		
Cash flows from financing activities:		
Payments on finance lease liabilities	(25,053)	(19,288)
	<u>(25,053)</u>	<u>(19,288)</u>
Net change in cash and cash equivalents and restricted cash	558,606	(1,996,757)

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statements of Cash Flows, Continued
Years Ended June 30, 2025 and 2024

	<u>2025</u>	<u>2024</u>
Cash and cash equivalents and restricted cash - beginning of year	\$ 3,202,545	\$ 3,509,363
Cash restricted for pension termination (Note 9) - beginning of year	<u>-</u>	<u>1,689,939</u>
Cash and cash equivalents and restricted cash, beginning of year	<u>3,202,545</u>	<u>5,199,302</u>
Cash and cash equivalents and restricted cash - end of year	<u>\$ 3,761,151</u>	<u>\$ 3,202,545</u>
Supplemental disclosure of cash flow information related to leases:		
Cash paid for amounts included in the measurement of lease liabilities:		
Operating cash flows from operating leases	\$ 222,414	\$ 215,936
Operating cash flows from finance leases	1,522	1,126
Financing cash flows from finance leases	<u>26,575</u>	<u>20,414</u>
Total cash paid for amounts included in the measurement of lease liabilities	<u>\$ 250,511</u>	<u>\$ 237,476</u>
Operating lease right-of-use assets obtained in exchange for lease liabilities	<u>\$ 882,721</u>	<u>\$ -</u>
Finance lease right-of-use assets obtained in exchange for lease liabilities	<u>\$ 22,727</u>	<u>\$ 24,710</u>
Non-cash items:		
Funds transferred from Designations Payable to Funds Held for Energy Share	<u>\$ 2,870,486</u>	<u>\$ -</u>

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statements of Functional Expenses Year Ended June 30, 2025, with Comparative Totals for 2024

	Program Services			Support Services			2025 Total	2024 Total
	Community Planning and Allocations	Community Initiatives (see Supplemental Schedule)	Total	Fundraising	Management and General	Total		
Gross allocations	\$ 2,991,597	\$ -	\$ 2,991,597	\$ -	\$ -	\$ -	\$ 2,991,597	\$ 9,769,774
Less donor designations	(991,597)	-	(991,597)	-	-	-	(991,597)	(7,769,774)
Subtotal	2,000,000	-	2,000,000	-	-	-	2,000,000	2,000,000
Salaries	566,305	498,074	1,064,379	780,996	386,844	1,167,840	2,232,219	1,852,085
Health and retirement benefits	65,575	79,169	144,744	127,001	54,573	181,574	326,318	281,414
Payroll taxes	19,038	52,322	71,360	55,311	19,811	75,122	146,482	136,359
Moving and recruitment	-	-	-	-	485	485	485	412
Specific program expenses	130	405,443	405,573	-	-	-	405,573	452,937
Professional fees	39,465	222,855	262,320	152,847	27,362	180,209	442,529	461,581
Supplies	2,189	9,801	11,990	15,346	1,560	16,906	28,896	33,986
Telephone	2,215	2,291	4,506	2,922	1,530	4,452	8,958	10,534
Postage and shipping	440	1,298	1,738	3,348	139	3,487	5,225	6,462
Occupancy	51,518	53,281	104,799	60,194	35,574	95,768	200,567	192,828
Equipment maintenance	55,245	52,633	107,878	85,874	31,382	117,256	225,134	204,829
Printing and publications	1,000	6,170	7,170	37,467	1,798	39,265	46,435	38,432
Travel and related expenses	2,101	2,367	4,468	4,250	1,050	5,300	9,768	9,620
Conferences, conventions, and meetings	31,700	54,184	85,884	39,431	17,214	56,645	142,529	48,733
Depreciation expense	8,396	8,683	17,079	11,073	5,797	16,870	33,949	34,892
Dues and subscriptions	5,856	4,839	10,695	7,314	4,498	11,812	22,507	4,942
Subtotal	851,173	1,453,410	2,304,583	1,383,374	589,617	1,972,991	4,277,574	3,770,046
Total before UWW dues	2,851,173	1,453,410	4,304,583	1,383,374	589,617	1,972,991	6,277,574	5,770,046
United Way Worldwide dues	36,164	37,402	73,566	47,694	24,972	72,666	146,232	149,212
Total functional expenses	<u>\$ 2,887,337</u>	<u>\$ 1,490,812</u>	<u>\$ 4,378,149</u>	<u>\$ 1,431,068</u>	<u>\$ 614,589</u>	<u>\$ 2,045,657</u>	<u>\$ 6,423,806</u>	<u>\$ 5,919,258</u>

Note: Specific program expenses mainly include external program related costs including contracting for Youth Program Quality Intervention ("YPQI"), payments to energy vendors, and other specific program activities.

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Statement of Functional Expenses Year Ended June 30, 2024

	Program Services			Support Services			Total
	Community Planning and Allocations	Community Initiatives (see Supplemental Schedule)	Total	Fundraising	Management and General	Total	
Gross allocations	\$ 9,769,774	\$ -	\$ 9,769,774	\$ -	\$ -	\$ -	\$ 9,769,774
Less donor designations	(7,769,774)	-	(7,769,774)	-	-	-	(7,769,774)
Subtotal	2,000,000	-	2,000,000	-	-	-	2,000,000
Salaries	313,861	404,763	718,624	624,637	508,824	1,133,461	1,852,085
Health and retirement benefits	36,119	67,081	103,200	103,851	74,363	178,214	281,414
Payroll taxes	23,230	29,768	52,998	47,035	36,326	83,361	136,359
Moving and recruitment	-	-	-	-	412	412	412
Specific program expenses	-	452,937	452,937	-	-	-	452,937
Professional fees	33,076	209,838	242,914	158,662	60,005	218,667	461,581
Supplies	1,068	14,332	15,400	16,799	1,787	18,586	33,986
Telephone	1,353	2,975	4,328	2,837	3,369	6,206	10,534
Postage and shipping	363	1,329	1,692	4,454	316	4,770	6,462
Occupancy	29,124	54,365	83,489	60,966	48,373	109,339	192,828
Equipment maintenance	22,587	29,130	51,717	127,991	25,121	153,112	204,829
Printing and publications	-	3,742	3,742	34,287	403	34,690	38,432
Travel and related expenses	288	3,536	3,824	5,166	630	5,796	9,620
Conferences, conventions, and meetings	6,281	22,619	28,900	12,849	6,984	19,833	48,733
Depreciation expense	5,234	9,770	15,004	10,956	8,932	19,888	34,892
Dues and subscriptions	578	1,155	1,733	1,882	1,327	3,209	4,942
Subtotal	473,162	1,307,340	1,780,502	1,212,372	777,172	1,989,544	3,770,046
Total before UWW dues	2,473,162	1,307,340	3,780,502	1,212,372	777,172	1,989,544	5,770,046
United Way Worldwide dues	22,382	41,779	64,161	46,853	38,198	85,051	149,212
Total functional expenses	<u>\$ 2,495,544</u>	<u>\$ 1,349,119</u>	<u>\$ 3,844,663</u>	<u>\$ 1,259,225</u>	<u>\$ 815,370</u>	<u>\$ 2,074,595</u>	<u>\$ 5,919,258</u>

Note: Specific program expenses mainly include external program related costs including contracting for YPQI, payments to energy vendors, and other specific program activities.

See accompanying notes to financial statements.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements

1. Nature of Activities and Significant Accounting Policies:

Nature of Organization: United Way of Greater Richmond & Petersburg (the “Organization”) helps build capacity in critical programs and services to prepare children, help families and individuals achieve financial stability, and support the health and wellness of older adults. Working together with organizations and individuals throughout greater Richmond and Petersburg, the Organization is changing and improving lives not only in the moment of need, but for the long-term. The majority of revenues come from the annual campaign. The campaign raises both funds with donor restrictions and funds without donor restrictions. The funds without donor restrictions are allocated by local volunteers, who serve on the allocation panels of the Organization’s Planning and Allocations Division, and the allocations are approved by the Board of Directors.

Basis of Accounting: The accompanying financial statements are presented in accordance with the accrual basis of accounting in accordance with accounting principles generally accepted in the United States (“GAAP”) as determined by the Financial Accounting Standards Board (“FASB”) Accounting Standards Codification.

Classifications of Net Assets: The financial statements are presented in accordance with FASB accounting guidance for financial statements of not-for-profit organizations, which establishes standards for financial statements issued by nonprofit organizations. It requires that net assets and related revenue and expenses be classified in two classes of net assets – net assets without donor restrictions and net assets with donor restrictions, based upon the existence or absence of donor-imposed restrictions. A definition and description of each net asset class follows:

Net Assets Without Donor Restrictions: Net assets without donor restrictions are not subject to donor-imposed restrictions. Net assets without donor restrictions include the revenues and expenses of the primary operations of the Organization. Board designated funds as assessed by the Board of Directors are a component of net assets without donor restrictions, and consist of amounts included within the endowment for use of future mission related projects. Additions and disbursements to the board designated funds occur at the discretion of the Board of Directors. The following describes the purpose of each board designation:

- Community Reserve Fund – funds designated for future allocation needs
- United Way operations – funds designated for current operating needs
- Leasehold improvements and equipment – funds designated for future capital purchases and projects.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

1. Nature of Activities and Significant Accounting Policies, Continued:

Classifications of Net Assets, Continued:

Net Assets With Donor Restrictions: Net assets with donor restrictions consist of assets whose use is limited by donor-imposed, time and/or purpose restrictions. Some net assets with donor restrictions include donor-imposed stipulations for specific operating purposes. When a donor restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Other donor-imposed restrictions are perpetual in nature, whereby the donor stipulates that they be maintained permanently by the Organization to use all or part of the income earned on any related investments for general or specific purposes, in accordance with the conditions of each specific donation. Net assets with permanent donor restrictions consist of beneficial interest in trusts of \$833,547 as of June 30, 2025, and \$794,627 as of June 30, 2024.

Pledges and Allocations: Pledges to the Organization, net of estimated uncollectible amounts, are recognized as revenue or gains in the period received and as assets, decrease of liabilities, or expenses depending on the form of benefits received. Allocations to agencies approved prior to the allocation year are deducted from annual campaign support designated for future periods and are reported as liabilities until paid. All contributions are considered available for use without restrictions unless specifically restricted by the donor. Pledges are recorded in the Statements of Financial Position when received, and allowances are provided for amounts estimated to be uncollectible. All uncollected pledges are charged off at the end of the second year following the year in which they were pledged. The amounts estimated to be uncollectible are determined by historical trends and current economic and environmental factors and approved by the Board of Directors. Pledges that are raised by the Organization but paid directly to the designated agency by the company or a third party, totaled \$538,386 and \$492,173 for the years ended June 30, 2025 and 2024, respectively.

Cash and Cash Equivalents: For purposes of the Statements of Cash Flows, the Organization considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash and equivalents.

Cash and Cash Equivalents – EnergyShare: For purposes of the Statements of Cash Flows, the Organization considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash and equivalents for operation of the EnergyShare program. See Note 5.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

1. Nature of Activities and Significant Accounting Policies, Continued:

Use of Estimates: Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual events and circumstances could alter those estimates.

Investments: Investments are comprised of a mutual fund and money market fund and are reported in the statements of financial position at their fair values based on quoted market prices (see Note 3). Investments are exposed to various risks, such as interest rate, market, and credit. Due to the level of risk associated with certain investment securities and the level of uncertainty related to changes in the value of investment securities, it is at least reasonably possible that changes in the risks in the near term could materially affect amounts reported on the financial statements.

Leasehold Improvements and Equipment: Leasehold improvements and equipment are recorded at cost for purchased assets and at fair market value at the date of receipt for contributed assets. Depreciation is computed by the straight-line method over the estimated useful lives of the assets ranging from 5 to 10 years using the straight-line method. Expenditures for maintenance and repairs are charged to expense, while expenses for major improvements are capitalized. The cost and accumulated depreciation are removed from the accounts for property sold or retired and any resulting gain or loss is included in operations.

Donated Services: The Organization received in-kind contributions of \$197,731 and \$181,117 during 2025 and 2024 respectively, which is included in Other Revenue-Contributions, in-kind on the Statements of Activities (see Note 13). A substantial number of additional volunteers have donated significant amounts of their time to the Organization's program services and fundraising campaigns. The value of this contributed time is not reflected in these financial statements because the criteria for recognition under guidance provided by the FASB related to accounting for contributions received and contributions made, has not been satisfied.

Subsequent Events: Management has evaluated subsequent events through October 6, 2025, the date the financial statements were available to be issued, and has determined there are no subsequent events to be reported in the accompanying financial statements.

Tax Status: United Way of Greater Richmond & Petersburg is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and has been determined to be a charitable organization, which qualifies contributions, bequests, and legacies as deductions by the donor for income, estate, and gift tax purposes.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

1. Nature of Activities and Significant Accounting Policies, Continued:

Income Tax Uncertainties: The Organization has adopted FASB guidance related to accounting for uncertainty in income taxes, which clarifies the accounting for income taxes by prescribing the minimum recognition threshold that a tax position is required to meet before being recognized in the Organization's financial statements. In accordance with the guidance, the Organization discloses the expected future tax consequences of uncertain tax positions presuming the taxing authorities' full knowledge of the facts and the Organization's position and records unrecognized tax benefits or liabilities for known, or anticipated tax issues based on the Organization's analysis of whether additional taxes would be due to the authority given their full knowledge of the tax position. The Organization accrues interest and penalties related to unrecognized tax benefits as other noncurrent liabilities and recognizes the related changes in the Organization's assessments as a component of income tax expense. The Organization has completed its assessment and determined that there are no tax positions which would require recognition under the guidance. The Organization is not currently under audit by any tax jurisdiction.

Leases: The Organization follows Accounting Standards Update 2016-02, *Leases (Topic 842)*. ASC 842 requires lessees to recognize a right-of-use asset and lease liability on the Statement of Financial Position for substantially all leases with a term of 12 months or greater. Leases are classified as either finance or operating, with classification affecting expense recognition in the Organization's operations.

The lease liabilities are initially measured at the present value of the future lease payments measured on the discounted basis, as of the lease commencement date. The right-of-use assets are initially measured at the value of the lease liability, adjusted for initial direct lease costs, lease incentives, and prepaid or deferred rent. The Organization elected to use the risk-free discount rate for any leases for which the rate implicit in the lease was not readily determinable. The right-of-use assets and lease liabilities are calculated to include options to extend or terminate the lease when the Organization determines that it is reasonably certain it will exercise those options. In making those determinations, the Organization considers various existing economic and market factors and business strategies as well as the nature, length, and terms of the lease agreements.

Concentration of Credit Risk: Financial instruments which potentially subject the Organization to concentrations of credit risk consist principally of cash and cash equivalents and unsecured receivables.

Management believes the Organization's cash balances are maintained with quality financial institutions in order to offset the risk of loss that may occur when balances exceed the Federal Deposit Insurance Corporation insured limits on each account of \$250,000. The ability to collect pledges resulting from fund raising efforts is affected by general economic conditions in the Richmond-Petersburg, Virginia metropolitan area.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

1. Nature of Activities and Significant Accounting Policies, Continued:

Reclassifications: Certain prior year balances have been reclassified to conform with the current year presentation.

Functional Allocation of Expenses: The cost of providing various program and support activities have been summarized on a functional basis in the Statements of Activities. The Statements of Functional Expenses present expenses by function and natural classification. Expenses directly attributable to a specific functional area of the Organization are reported as expenses of those functional areas, while indirect costs that benefit multiple functional areas have been allocated among various functional areas on several bases and estimates. Costs related to personnel are allocated among functions based upon the percentage of time each employee spends performing each function. Certain supplies and services have been allocated based on usage. Most other costs are evaluated on a per invoice basis to determine what functions have been served.

2. Beneficial Interest in Trusts:

The Organization is the partial beneficiary of two perpetual trusts established by split interest agreements. Split interest agreements are trust agreements established by donors under which the Organization receives benefits that are shared with other beneficiaries. The trust agreements established by the donors provide for a third party to hold the assets. The Organization's share of the market value, which approximates the present value of expected future cash receipts from the trust assets, was \$833,547 on June 30, 2025, and \$794,627 on June 30, 2024, which is classified as net assets with donor restrictions. Income received from these trusts was \$32,796 for the year ended June 30, 2025, and \$32,432 for the year ended June 30, 2024, and is classified as net assets without donor restrictions in the financial statements. In addition, the Organization was notified as being a beneficiary of a charitable remainder trust during the year ended June 30, 2021. The Organization's share of the market value recorded in June 2021, upon notification by the trustee, was \$4,100,000. The Organization received approximately 75% of its share in the trust in September 2021, which totaled \$3,131,422 in cash. The Organization received approximately 15% of its share in the trust in October 2023, which totaled \$605,139 in cash, and is expected to receive the remaining 10% once the underlying real estate held by the trust is sold. The \$4,100,000 was without donor restrictions.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

3. Fair Value Measurements:

The Organization follows FASB guidance on fair value measurements. The provisions of the guidance provide a framework for measuring fair value under GAAP and defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. This guidance requires that valuation techniques maximize the use of observable inputs and minimizes the use of unobservable inputs. This guidance also established a fair value hierarchy which prioritizes the valuation inputs into three broad levels. Based on the underlying inputs, each fair value measurement in its entirety is reported in one of three levels:

Level 1 – Unadjusted quoted prices that are available in active markets for the identical assets or liabilities at the measurement date. The Organization's Level 1 assets include cash and cash equivalents, money market funds and mutual fund shares.

Level 2 – Other observable inputs available at the measurement date, other than quoted prices included in Level 1, either directly or indirectly, including:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets in non-active markets;
- Inputs other than quoted prices that are observable for the asset or liability; and
- Inputs that are derived principally from or corroborated by other observable market data.

The Organization does not hold Level 2 assets or liabilities at fair value on the Statements of Financial Position.

Level 3 – Unobservable inputs that cannot be corroborated by observable market data and reflect the use of significant management judgment. These values are generally determined using pricing models for which the assumptions utilize management's estimates of market participant assumptions.

Mutual funds: Valued at the closing price reported on the active market on which the funds are traded.

Real estate: Valued based on appraisals, broker opinions, and tax values.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

3. Fair Value Measurements, Continued:

Assets measured at fair value on a recurring basis at June 30, 2025 include the following:

	Fair Value Using			Assets at Fair Value
	Level 1	Level 2	Level 3	
Assets:				
Investments:				
Cash equivalents	\$ 1,046	\$ -	\$ -	\$ 1,046
Mutual funds	7,483,427	-	-	7,483,427
Total investments	<u>7,484,473</u>	<u>-</u>	<u>-</u>	<u>7,484,473</u>
Assets held in trusts:				
Cash equivalents	305,680	-	-	305,680
Mutual funds	808,694	-	-	808,694
Real estate	-	-	82,612	82,612
Total assets held in trusts	<u>1,114,374</u>	<u>-</u>	<u>82,612</u>	<u>1,196,986</u>
Total	<u>\$ 8,598,847</u>	<u>\$ -</u>	<u>\$ 82,612</u>	<u>\$ 8,681,459</u>

Assets measured at fair value on a recurring basis at June 30, 2024 include the following:

	Fair Value Using			Assets at Fair Value
	Level 1	Level 2	Level 3	
Assets:				
Investments:				
Cash equivalents	\$ 15,851	\$ -	\$ -	\$ 15,851
Mutual funds	7,161,751	-	-	7,161,751
Total investments	<u>7,177,602</u>	<u>-</u>	<u>-</u>	<u>7,177,602</u>
Assets held in trusts:				
Cash equivalents	278,467	-	-	278,467
Mutual funds	773,695	-	-	773,695
Real estate	-	-	105,904	105,904
Total assets held in trusts	<u>1,052,162</u>	<u>-</u>	<u>105,904</u>	<u>1,158,066</u>
Total	<u>\$ 8,229,764</u>	<u>\$ -</u>	<u>\$ 105,904</u>	<u>\$ 8,335,668</u>

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

4. Leasehold Improvements and Equipment:

Leasehold improvements and equipment consisted of the following:

	<u>2025</u>	<u>2024</u>
Leasehold improvements	\$ 85,736	\$ 85,736
Furniture, equipment and software	<u>262,827</u>	<u>445,507</u>
	348,563	531,243
Less accumulated depreciation	<u>156,927</u>	<u>418,773</u>
Total	<u>\$ 191,636</u>	<u>\$ 112,470</u>

Depreciation expense amounted to \$33,949 and \$34,892 for the years ended June 30, 2025 and 2024, respectively.

5. Funds Held for Energy Share and Others:

Energy Share:

Energy Share is a fuel assistance program that pays for the heating and cooling services of those individuals who cannot financially secure these services on their own. Dominion Energy (“DE”) sponsors the Energy Share campaign. The Organization collects and distributes these contributions and is also the distributing agency for the Energy Share program for several counties in central Virginia and North Carolina.

Prior to August 31, 2024, DE made designated contributions to the Organization to manage the Energy Share program’s funds. These designated contributions were shown as gross Energy Share Contributions on the Statements of Activities prior to 2025.

Effective August 31, 2024, United Way of Greater Richmond & Petersburg and DE executed a new Energy Share agreement whereby the Organization acts as the fiscal agent for the Energy Share campaign. For 2025 and going forward, amounts collected via the campaign, but not remitted at year end are reflected in Funds held for Energy Share on the Statement of Financial Position, instead of Designations payable. Additionally, these funds are no longer reflected as revenues and expenses in the Statements of Activities, and are not reflected in gross revenues within the overhead calculations (see Note 14). This change did not have an impact to change in net assets for 2024 or 2025.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

5. Funds Held for Energy Share and Others, Continued:

Others:

The Organization is also an independent processor for third-party campaigns. Amounts collected, but not remitted at year end are reflected in funds held for others.

Funds held for others are not reflected as revenues and expenses in the Statements of Activities.

Transactions consisted of the following for the years ended June 30:

	2025	
	Energy Share	Others
Balance, beginning	\$ -	\$ 14,280
Transfer from designations payable	2,870,486	-
Amounts received	6,692,635	278,570
Amounts disbursed	(6,080,610)	(185,083)
Balance, ending	\$ 3,482,511	\$ 107,767
	2024	
	Energy Share	Others
Balance, beginning	\$ -	\$ 14,481
Amounts received	-	74,894
Amounts disbursed	-	(75,095)
Balance, ending	\$ -	\$ 14,280

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

6. Net Assets without Donor Restrictions:

Net assets without donor restrictions as of June 30 consisted of the following:

	2025	2024
Edmund A. Saunders Trust	\$ 363,439	\$ 363,439
Designated by the Board of Directors:		
Community Reserve Fund	1,000,000	1,000,000
United Way operations	5,601,192	5,853,095
Leasehold improvements and equipment net assets	191,636	112,470
Total without donor restrictions	\$ 7,156,267	\$ 7,329,004

7. Net Assets With Donor Restrictions:

Net assets with donor restrictions as of June 30 are available for the following purposes or periods:

	2025	2024
Income/Financial Stability:		
WomenRise	174,500	229,250
Workforce Development	486,500	76,997
Trusts		
Frank Brown Trust	544,585	517,503
Laura J Harris Trust	288,962	277,124
	1,494,547	1,100,874
Annual campaign designated for future periods	-	100,750
	\$ 1,494,547	\$ 1,201,624

Net assets with donor restrictions to be held in perpetuity include the trusts at June 30, 2025 and 2024. Such net assets are restricted to investment in perpetuity, the income of which is without donor restrictions.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

8. Net Assets Released from Restrictions:

Net assets released for expenses satisfying the restricted purposes of grants were as follows:

	2025	2024
Expenses satisfying restricted purposes:		
Education/Early Care:		
Kindergarten Countdown Camp	\$ -	\$ 41,578
Everyday Strong	-	95,537
Americorp	75,120	-
Income/Financial Stability:		
WomenRise	193,351	177,855
RIDE United	7,711	8,224
VITA	435,192	396,940
Metrocare	15,000	15,000
Workforce Development	4,000	-
Siemer Foundation	112,500	160,487
Other		
Strategic Engagement	-	361
Reclassifications	203,678	(146,566)
	\$ 1,046,552	\$ 749,416

9. Retirement Plans:

Defined Benefit Plan:

United Way of Greater Richmond & Petersburg administered and sponsored a multiple employer noncontributory defined benefit plan (as defined by ERISA and IRS code), the Defined Benefit Pension Plan of United Way of Greater Richmond & Petersburg and Affiliated Agencies (the "Plan"), which covered substantially all employees of the Organization until the Plan was frozen. Each year, the Organization set the rate of contribution for covered salaries for all affiliated agencies.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

9. Retirement Plans, Continued:

Defined Benefit Plan, Continued: In September 2021, the Board of Directors of United Way of Greater Richmond & Petersburg approved a resolution to terminate the Plan effective as of November 30, 2021. The Plan received a favorable determination from the IRS and completed a payout of benefits to all eligible participants in accordance with the Plan document as of October 21, 2022. In connection with the termination, the Plan Sponsor was required to contribute the difference between the accumulated benefit obligation and the Plan's investment balance. As of June 30, 2023, the balance in restricted cash was the money left over after termination of the Plan and satisfaction of all liabilities, which was distributed back to the participating organizations during 2024. The Organization's share of the refund of excess contributions and an administrative fee into the Plan amounted to \$170,895 and is recorded as miscellaneous revenue on the 2024 Statement of Activities.

Defined Contribution Plan:

In addition, the Organization sponsors a defined contribution retirement plan, which covers all employees who meet eligibility requirements. The plan enables participants to make contributions, and the Organization may make matching contributions. The Organization's contributions to the plan amounted to \$162,020 for the year ended June 30, 2025, and \$135,214 for the year ended June 30, 2024.

10. Line of Credit:

The Organization has available an unsecured line of credit of \$1,000,000. The line of credit has an interest rate of SOFR plus 2.05% per annum subject to a floor of 3%, is due on demand, and renews annually. The next renewal will be on May 23, 2026. There have not been any borrowings against this line.

11. Lease Commitments:

The Organization leases office space under a noncancellable agreement determined to be an operating lease through June 2033 and equipment under noncancellable financing leases.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

11. Lease Commitments, Continued:

Minimum future lease payments consisted of the following at June 30, 2025:

Year Ending June 30:	Finance Leases	Operating Leases
2026	\$ 19,890	\$ 146,883
2027	10,978	131,020
2028	1,722	134,951
2029	-	138,999
2030	-	143,169
Thereafter	-	484,280
Total lease payments	32,590	1,179,302
Less amount representing interest	(1,211)	(181,672)
Total finance and operating lease liabilities	\$ 31,379	\$ 997,630

Weighted-average remaining lease terms and discount rates at June 30, 2025 are as follows:

Weighted-average remaining lease terms (years):	
Operating leases	8.00
Finance leases	1.71
Weighted-average discount rates:	
Operating leases	4.10%
Finance leases	4.12%

The components of lease expense for the years ended June 30 are as follows:

	2025	2024
Operating lease cost	\$ 185,078	\$ 184,343
Finance lease cost		
Amortization of leased assets	\$ 25,175	\$ 19,517
Interest on lease liabilities	1,522	1,126
Total finance lease cost	\$ 26,697	\$ 20,643

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

12. Related Party Transactions:

Fund:

The United Way of Greater Richmond & Petersburg Endowment and E. Claiborne Robins Endowment were organized to support the charitable and educational activities consistent with the mission of United Way of Greater Richmond & Petersburg. The endowment assets are held by the Community Foundation and are not reflected in the financial statements of the Organization. The Board of Directors has the right to request that The Community Foundation return the funds to the Organization. The Community Foundation would then need to take a vote and approve or deny that request. The funds are without donor restriction.

Summary financial information as of June 30, 2025 and 2024 is as follows:

	<u>2025</u>	<u>2024</u>
Fund balance	\$ 7,148,487	\$ 6,737,442

The Organization received grants from the fund totaling \$258,225 and \$271,844 during the years ending June 30, 2025 and 2024, respectively.

13. Donated Services:

The Organization receives significant in-kind contributions of time and pro bono services from members of the community and volunteers related to program operations. Donated services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization. The Organization recognizes in-kind contribution revenue and a corresponding expense in an amount approximating the estimated fair value at the time of the donation.

During 2025 and 2024, the Organization received donated services for tax preparation services and tax preparation software used in the Organization's VITA program, in addition to advertising services. All donated services were utilized by the Organization's programs, and there were no donor-imposed restrictions associated with the donated services. Donated services are valued at the standard hourly rate as determined by the Department of Labor or standard market rates charged for those services to cash-paying customers.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

13. Donated Services, Continued:

The Organization received the following in-kind contributions for the years ended June 30:

	<u>2025</u>	<u>2024</u>
Tax preparer hours	\$ 161,481	\$ 136,921
Tax preparer software	36,250	39,375
Advertising and professional services	-	4,821
	<u>\$ 197,731</u>	<u>\$ 181,117</u>

14. Overhead:

United Way of Greater Richmond & Petersburg provides an overhead measure for analytical review and comparison with other United Ways as established by United Way Worldwide membership standards. The percentage is based on gross revenues less allowance for uncollectible pledges. Overhead expenses include fundraising, management, and general expenses including depreciation, and United Way Worldwide membership dues. The percentages for 2025 and 2024 are as follows:

	<u>2025</u>	<u>2024</u>
Net public support and revenue	\$ 6,543,992	\$ 6,463,994
Unrealized gain on investments, net	(179,099)	(587,638)
Recovery of shrinkage for prior years	(80,491)	(65,280)
Donor designations	991,597	7,769,774
Provision for uncollectible pledges	<u>127,697</u>	<u>203,437</u>
Gross revenues	7,403,696	13,784,287
Less provision for uncollectible pledges	<u>(127,697)</u>	<u>(203,437)</u>
Net revenues	<u>\$ 7,275,999</u>	<u>\$ 13,580,850</u>
Fundraising	\$ 1,431,068	\$ 1,259,225
Management and general	<u>614,589</u>	<u>815,370</u>
Total overhead	<u>\$ 2,045,657</u>	<u>\$ 2,074,595</u>
Percent of net revenues:		
Fundraising	19.67%	9.27%
Management and general	<u>8.45%</u>	<u>6.00%</u>
Total overhead, net method	<u>28.12%</u>	<u>15.27%</u>

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Notes to Financial Statements, Continued

15. Indemnification:

The Organization has certain obligations to indemnify its current and former officers and directors for certain events or occurrences while the officer or director is, or was, serving at the Organization's request in such capacities. The maximum liability under these obligations is limited by the Code of Virginia, and the Organization's insurance policies serve to further limit its exposure. The Organization is not aware of any such obligations.

16. Liquidity and Availability of Financial Assets:

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the Statements of Financial Position date, comprise the following:

	2025	2024
Financial assets available within one year:		
Cash and cash equivalents	\$ 278,640	\$ 332,058
Pledges receivable, net of allowance	903,933	964,703
Other receivables	5,075	126,030
Investments, short-term and liquid	7,484,473	7,177,602
Total financial assets available within one year	8,672,121	8,600,393
Less those unavailable for general expenditure within one year:		
Net assets with donor restrictions	661,000	406,997
Board Designated reserves	1,191,636	1,112,470
Total amounts unavailable for general expenditures within one year	1,852,636	1,519,467
Financial assets available within one year for general expenditure	\$ 6,819,485	\$ 7,080,926

As part of the Organization's liquidity management, it structures its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Organization invests cash in excess of daily requirements in short-term investments. To help manage unanticipated liquidity needs, the Organization has a line of credit in the amount of \$1,000,000 at June 30, 2025 and 2024. The Organization also has investments held at the Community Foundation in the United Way of Greater Richmond and Petersburg Endowment and E. Claiborne Robins Endowment, which could be used if certain conditions are met as described in Note 12. In addition, under certain conditions, board designated reserves totaling \$1,191,636 and \$1,112,470 as of June 30, 2025 and 2024, respectively, could be made available for operations.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Schedule of Net Assets
Year Ended June 30, 2025

	Balance 6/30/2024	Support and Revenue	Allocations and Expenses	Reclassifications	Balance 6/30/2025
Net assets without donor restrictions:					
Edmund A. Saunders Trust	\$ 363,439	\$ -	\$ -	\$ -	\$ 363,439
Designated net assets:					
Community Reserve Fund	1,000,000	-	-	-	1,000,000
United Way Operations	<u>5,853,095</u>	<u>5,103,767</u>	<u>5,546,984</u>	<u>191,314</u>	<u>5,601,192</u>
Total designated net assets	7,216,534	5,103,767	5,546,984	191,314	6,964,631
Leasehold improvements and equipment net assets	<u>112,470</u>	<u>-</u>	<u>33,948</u>	<u>113,114</u>	<u>191,636</u>
Total net assets without donor restrictions	<u>\$ 7,329,004</u>	<u>\$ 5,103,767</u>	<u>\$ 5,580,932</u>	<u>\$ 304,428</u>	<u>\$ 7,156,267</u>

See independent auditor's report.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Schedule of Net Assets, Continued
Year Ended June 30, 2025

	Balance 6/30/2024	Support and Revenue	Allocations and Expenses	Reclassifications	Balance 6/30/2025
Net assets with donor restrictions:					
Education/Early Care:					
AmericCorp	\$ -	\$ 88,892	\$ 75,120	\$ (13,772)	\$ -
Income/Financial Stability:					
Workforce Development - Bob and Anna Lou Schaberg	76,997	-	-	-	76,997
Workforce Development - Virginia Ready	-	413,503	4,000	-	409,503
Metrocare	-	15,000	15,000	-	-
WomenRise	229,250	174,500	193,351	(35,899)	174,500
RIDE United	-	2,479	7,711	5,232	-
VITA	-	430,931	435,192	4,261	-
Siemer Foundation	-	150,000	112,500	(37,500)	-
Trusts					
Frank Brown Trust	517,503	27,082	-	-	544,585
Laura J. Harris Trust	277,124	11,838	-	-	288,962
Other					
Community Impact Planning	-	90,000	-	(90,000)	-
Family Stability Initiative	-	36,000	-	(36,000)	-
	<u>1,100,874</u>	<u>1,440,225</u>	<u>842,874</u>	<u>(203,678)</u>	<u>1,494,547</u>
Annual Campaign designated for future periods	<u>100,750</u>	<u>-</u>	<u>-</u>	<u>(100,750)</u>	<u>-</u>
Total net assets with donor restrictions	<u>1,201,624</u>	<u>1,440,225</u>	<u>842,874</u>	<u>(304,428)</u>	<u>1,494,547</u>
	<u>\$ 8,530,628</u>	<u>\$ 6,543,992</u>	<u>\$ 6,423,806</u>	<u>\$ -</u>	<u>\$ 8,650,814</u>

See independent auditor's report.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Schedule of Summary of Community Initiatives
Year Ended June 30, 2025

	Education / Children and Youth			Income / Financial Stability			
	AmeriCorp	Volunteerism	Total	VITA	Publix	Workforce Development	WomenRise
Salaries	\$ 35,269	\$ 143,175	\$ 178,444	\$ 120,854	\$ 7,301	\$ -	\$ 37,730
Health and retirement benefits	2,895	21,495	24,390	23,185	1,222	-	3,770
Payroll taxes	8,571	9,919	18,490	8,501	660	-	4,664
Specific program expenses	7,300	-	7,300	43,060	13,259	-	206,612
Professional fees	10,550	4,930	15,480	174,835	616	-	6,163
Supplies	-	550	550	7,691	34	-	340
Telephone	-	276	276	689	34	-	345
Postage and shipping	-	23	23	57	3	-	28
Occupancy	-	6,410	6,410	16,024	801	-	8,012
Equipment maintenance	-	5,654	5,654	18,919	707	-	7,068
Marketing materials and advertising	-	-	-	2,170	-	4,000	-
Travel and related expenses	227	1,376	1,603	724	40	-	-
Conferences, conventions and meetings	10,308	12,594	22,902	16,689	368	-	3,993
Depreciation expense	-	1,045	1,045	2,611	131	-	1,306
Dues and subscriptions	-	648	648	1,433	72	-	716
Total before UW Worldwide dues	75,120	208,095	283,215	437,442	25,248	4,000	280,747
United Way Worldwide dues	-	4,500	4,500	11,249	562	-	5,624
Total functional expenses	\$ 75,120	\$ 212,595	\$ 287,715	\$ 448,691	\$ 25,810	\$ 4,000	\$ 286,371

See independent auditor's report.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Schedule of Summary of Community Initiatives, Continued
Year Ended June 30, 2025

	Income / Financial Stability, Continued						Program Expenses
	RideUnited	EnergyShare	Metrocare	Family Stability	EFSP	Total	Total
Salaries	\$ -	\$ 144,860	\$ -	\$ -	\$ 8,885	\$ 319,630	\$ 498,074
Health and retirement benefits	-	24,122	-	-	2,480	54,779	79,169
Payroll taxes	-	17,501	-	-	2,506	33,832	52,322
Specific program expenses	7,712	-	15,000	112,500	-	398,143	405,443
Professional fees	100	25,661	-	-	-	207,375	222,855
Supplies	-	1,186	-	-	-	9,251	9,801
Telephone	-	947	-	-	-	2,015	2,291
Postage and shipping	-	1,187	-	-	-	1,275	1,298
Occupancy	-	22,034	-	-	-	46,871	53,281
Equipment maintenance	-	20,285	-	-	-	46,979	52,633
Marketing materials and advertising	-	-	-	-	-	6,170	6,170
Travel and related expenses	-	-	-	-	-	764	2,367
Conferences, conventions and meetings	-	10,232	-	-	-	31,282	54,184
Depreciation expense	-	3,590	-	-	-	7,638	8,683
Dues and subscriptions	-	1,970	-	-	-	4,191	4,839
Total before UW Worldwide dues	7,812	273,575	15,000	112,500	13,871	1,170,195	1,453,410
United Way Worldwide dues	-	15,467	-	-	-	32,902	37,402
Total functional expenses	\$ 7,812	\$ 289,042	\$ 15,000	\$ 112,500	\$ 13,871	\$ 1,203,097	\$ 1,490,812

Note: The Organization distributes allocable expenses based on the number of full-time employees amongst the various functional areas.

See independent auditor's report.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Schedule of Summary of Community Initiatives
Year Ended June 30, 2024

	Education / Children and Youth				Income / Financial Stability		
	Kindergarten Countdown Camp	Everyday Strong	Volunteerism	Total	VITA	Publix	WomenRise
Salaries	\$ 576	\$ 25,848	\$ 74,701	\$ 101,125	\$ 114,911	\$ 6,895	\$ 29,468
Health and retirement benefits	76	2,174	13,621	15,871	22,293	1,114	2,999
Payroll taxes	72	2,046	5,695	7,813	8,192	506	2,185
Specific program expenses	40,391	39,245	-	79,636	46,964	24,977	117,499
Professional fees	-	8,079	8,532	16,611	153,985	853	7,251
Supplies	-	2,063	892	2,955	10,292	27	108
Telephone	-	271	361	632	722	36	108
Postage and shipping	-	33	44	77	87	4	13
Occupancy	-	5,825	7,766	13,591	15,533	777	2,330
Equipment maintenance	-	3,017	4,023	7,040	8,046	402	1,207
Marketing materials and advertising	-	1,114	82	1,196	202	-	2,344
Travel and related expenses	363	644	1,652	2,659	710	-	34
Conferences, conventions and meetings	100	584	6,408	7,092	2,757	78	10,470
Depreciation expense	-	1,047	1,396	2,443	2,791	140	419
Dues and subscriptions	-	116	229	345	308	15	46
Total before UW Worldwide dues	41,578	92,106	125,402	259,086	387,793	35,824	176,481
United Way Worldwide dues	-	4,476	5,968	10,444	11,937	597	1,791
Total functional expenses	\$ 41,578	\$ 96,582	\$ 131,370	\$ 269,530	\$ 399,730	\$ 36,421	\$ 178,272

See independent auditor's report.

UNITED WAY OF GREATER RICHMOND & PETERSBURG

Schedule of Summary of Community Initiatives, Continued
Year Ended June 30, 2024

	Income / Financial Stability, Continued					Program Expenses	
	<u>RideUnited</u>	<u>EnergyShare</u>	<u>Metrocare</u>	<u>Family Stability</u>	<u>EFSP</u>	<u>Total</u>	<u>Total</u>
Salaries	\$ -	\$ 140,427	\$ -	\$ -	\$ 11,937	\$ 303,638	\$ 404,763
Health and retirement benefits	-	22,411	-	-	2,393	51,210	67,081
Payroll taxes	-	10,214	-	-	858	21,955	29,768
Specific program expenses	8,224	-	15,000	160,500	137	373,301	452,937
Professional fees	-	29,431	-	-	1,707	193,227	209,838
Supplies	-	896	-	-	54	11,377	14,332
Telephone	-	1,406	-	-	71	2,343	2,975
Postage and shipping	-	1,140	-	-	8	1,252	1,329
Occupancy	-	20,581	-	-	1,553	40,774	54,365
Equipment maintenance	-	11,629	-	-	806	22,090	29,130
Marketing materials and advertising	-	-	-	-	-	2,546	3,742
Travel and related expenses	-	133	-	-	-	877	3,536
Conferences, conventions and meetings	-	2,065	-	-	157	15,527	22,619
Depreciation expense	-	3,699	-	-	278	7,327	9,770
Dues and subscriptions	-	409	-	-	32	810	1,155
Total before UW Worldwide dues	8,224	244,441	15,000	160,500	19,991	1,048,254	1,307,340
United Way Worldwide dues	-	15,816	-	-	1,194	31,335	41,779
Total functional expenses	<u>\$ 8,224</u>	<u>\$ 260,257</u>	<u>\$ 15,000</u>	<u>\$ 160,500</u>	<u>\$ 21,185</u>	<u>\$ 1,079,589</u>	<u>\$ 1,349,119</u>

Note: The Organization distributes allocable expenses based on the number of full-time employees amongst the various functional areas.

See independent auditor's report.