UNITED WAY OF GREATER ST. LOUIS, INC.

FINANCIAL STATEMENTS

JUNE 30, 2016

United Way

United Way of Greater St. Louis

Contents

Page

RubinBrown

RubinBrown LLP
Certified Public Accountants & Business Consultants

One North Brentwood
Saint Louis, MO 63105

T 314.290.3300
F 314.290.3400

W rubinbrown.com
E info@rubinbrown.com

Independent Auditors' Report

Board of Directors
United Way of Greater St. Louis, Inc.
St. Louis, Missouri

Report On The Financial Statements

We have audited the financial statements of United Way of Greater St. Louis, Inc., a not-for-profit organization, which comprise the statement of financial position as of June 30, 2016 and 2015, and the related statements of activities, 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. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the 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 financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Greater St. Louis, Inc. as of June 30, 2016 and 2015, 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 of America.

Emphasis of Matter - Prior Period Adjustment

As discussed in Note 1 to the financial statements, the 2015 financial statements have been restated to correct the pension plan and post-retirement plan liabilities and net assets. On the statement of financial position, this restatement had the effect of increasing pension plan and post-retirement plan liabilities and decreasing net assets at June 30, 2015 by $820,947. On the statement of activities, this restatement had the effect of increasing pension and postretirement plan changes other than net periodic benefit costs and reducing the increase in net assets by $820,947 for the year ended June 30, 2015. Our opinion is not modified with respect to these matters.

RubinBrown LLP

November 4, 2016

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF FINANCIAL POSITION

Assets

	June 30, 2016	June 30, 2015 (As Restated - Note 1)
Cash and cash equivalents (Note 1)	$ 4,038,385	$ 7,773,388
Campaign pledges receivable	32,374,375	29,926,980
Allowance for uncollectible pledges	(3,379,151)	(3,475,514)
Other receivables and prepaid expenses	1,115,458	670,604
Certificates of deposit (Note 5)	6,000,000	6,000,000
Charitable remainder trusts (Note 7)	5,203,238	5,379,129
Assets restricted for temporary investment (Note 5)	3,378,091	3,510,210
Investments (Note 5)	28,151,934	26,522,111
Land, building, furniture and equipment (Note 6)	3,688,587	3,635,903
Assets restricted for permanent investment (Notes 5 and 8)	11,166,733	10,408,272
Total Assets	$ 91,737,650	$ 90,351,083

Liabilities And Net Assets

	2016	2015
Liabilities		
Accounts payable and accrued expenses	$ 1,309,671	$ 1,655,253
Payable to United Way Worldwide	278,750	277,818
Allocations payable	25,679,644	26,600,035
Donor designations payable	4,478,178	2,394,149
Pension plan and postretirement plan liabilities (Notes 10 and 11)	6,678,023	3,788,512
Total Liabilities	38,424,266	34,715,767
Net Assets		
Unrestricted:		
Board designated	1,120,584	1,505,843
Net investment in land, building and equipment	3,688,587	3,635,903
Available for operations	23,208,158	26,777,514
Total Unrestricted	28,017,329	31,919,260
Temporarily restricted (Note 9)	14,129,322	13,307,784
Permanently restricted (Note 8)	11,166,733	10,408,272
Total Net Assets	53,313,384	55,635,316
Total Liabilities And Net Assets	$ 91,737,650	$ 90,351,083

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF ACTIVITIES
For The Year Ended June 30, 2016

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Public Support, Revenue And Gains (Losses)				
Public Support				
Annual campaigns	$ 69,151,490	$ 4,795,905	$ 1,000,000	$ 74,947,395
Donor designations	(9,810,747)	—	—	(9,810,747)
Provision for uncollectible pledges	(1,891,452)	(133,405)	—	(2,024,857)
Net Annual Campaign (Note 3)	57,449,291	4,662,500	1,000,000	63,111,791
Estate, trust and other contributions	976,664	4,572,119	—	5,548,783
Total Public Support	58,425,955	9,234,619	1,000,000	68,660,574
Revenue And Gains (Losses)				
Net realized gains (losses) on investments	(11,238)	68,893	—	57,655
Net unrealized gains (losses) on investments (Note 5)	207,342	(5,706)	—	201,636
Investment income	681,721	184,728	—	866,449
Decrease in value of split-interest agreements (Note 7)	—	(175,891)	(241,539)	(417,430)
Total Revenue And Gains (Losses)	877,825	72,024	(241,539)	708,310
Net Assets Released From Restrictions (Note 9)	8,485,105	(8,485,105)	—	—
Total Public Support, Revenue And Gains (Losses)	67,788,885	821,538	758,461	69,368,884
Allocations And Expenses				
Gross funds awarded to agencies	53,038,585	—	—	53,038,585
Donor designations (Note 3)	(3,696,386)	—	—	(3,696,386)
Other programs and grants	3,924,724	—	—	3,924,724
Allocations to agencies and other programs	53,266,923	—	—	53,266,923
Other Program Services:				
Allocations/Grant-making	1,670,680	—	—	1,670,680
Community Solutions	3,303,880	—	—	3,303,880
Volunteer Center	595,537	—	—	595,537
Case Management Services	2,975,604	—	—	2,975,604
Philanthropic Services	336,303	—	—	336,303
Total Program Services	62,148,927	—	—	62,148,927
Supporting Services:				
Fundraising	5,408,904	—	—	5,408,904
Management and general	1,982,655	—	—	1,982,655
Total Supporting Services	7,391,559	—	—	7,391,559
Total Allocations And Expenses	69,540,486	—	—	69,540,486
Increase (Decrease) In Net Assets From Operations	(1,751,601)	821,538	758,461	(171,602)
Pension And Postretirement Plan Changes Other Than Net Periodic Benefit Costs (Notes 10 And 11)	(2,150,330)	—	—	(2,150,330)
Increase (Decrease) In Net Assets	(3,901,931)	821,538	758,461	(2,321,932)
Net Assets - Beginning Of Year (As Restated - Note 1)	31,919,260	13,307,784	10,408,272	55,635,316
Net Assets - End Of Year	$ 28,017,329	$ 14,129,322	$ 11,166,733	$ 53,313,384

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF ACTIVITIES
For The Year Ended June 30, 2015

	Unrestricted (As Restated - Note 1)	Temporarily Restricted	Permanently Restricted	Total (As Restated - Note 1)
Public Support, Revenue And Gains (Losses)				
Public Support				
Annual campaigns	$ 70,920,765	$ 4,616,995	$ 2,000,000	$ 77,537,760
Donor designations	(8,710,499)	—	—	(8,710,499)
Provision for uncollectible pledges	(3,358,959)	(87,481)	—	(3,446,440)
Net Annual Campaign (Note 3)	58,851,307	4,529,514	2,000,000	65,380,821
Estate, trust and other contributions	731,272	3,829,757	—	4,561,029
Total Public Support	59,582,579	8,359,271	2,000,000	69,941,850
Revenue And Gains (Losses)				
Net realized gains on investments	16,012	136,546	—	152,558
Net unrealized gains (losses) on investments (Note 5)	263,641	(74,171)	—	189,470
Unrealized gain on interest rate swap agreement	24,960	—	—	24,960
Investment income	631,260	126,770	—	758,030
Increase (decrease) in value of split-interest agreements (Note 7)	—	173,633	(237,177)	(63,544)
Total Revenue And Gains (Losses)	935,873	362,778	(237,177)	1,061,474
Net Assets Released From Restrictions (Note 9)	9,362,480	(9,362,480)	—	—
Total Public Support, Revenue And Gains (Losses)	69,880,932	(640,431)	1,762,823	71,003,324
Allocations And Expenses				
Gross funds awarded to agencies	53,876,512	—	—	53,876,512
Donor designations (Note 3)	(4,029,440)	—	—	(4,029,440)
Other programs and grants	4,837,774	—	—	4,837,774
Allocations to agencies and other programs	54,684,846	—	—	54,684,846
Other Program Services:				
Allocations/Grant-making	1,778,401	—	—	1,778,401
Community Solutions	1,314,162	—	—	1,314,162
Volunteer Center	603,316	—	—	603,316
Case Management Services	2,320,918	—	—	2,320,918
Philanthropic Services	176,583	—	—	176,583
Total Program Services	60,878,226	—	—	60,878,226
Supporting Services:				
Fundraising	5,026,539	—	—	5,026,539
Management and general	1,834,200	—	—	1,834,200
Total Supporting Services	6,860,739	—	—	6,860,739
Total Allocations And Expenses	67,738,965	—	—	67,738,965
Increase (Decrease) In Net Assets From Operations	2,141,967	(640,431)	1,762,823	3,264,359
Pension And Postretirement Plan Changes Other Than Net Periodic Benefit Costs (Notes 1, 10 And 11)	(1,117,340)	—	—	(1,117,340)
Increase (Decrease) In Net Assets	1,024,627	(640,431)	1,762,823	2,147,019
Net Assets - Beginning Of Year	30,894,633	13,948,215	8,645,449	53,488,297
Net Assets - End Of Year	$ 31,919,260	$ 13,307,784	$ 10,408,272	$ 55,635,316

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For The Year Ended June 30, 2016

	Program Services						Supporting Services			
	Allocations/ Grant-Making	Community Solutions	Volunteer Center	Case Management Services	Philanthropic Services	Total	Fund-raising	Management And General	Total	Total
Gross funds awarded	$ 51,841,901	$ 1,057,531	$ —	$ 139,153	$ —	$ 53,038,585	$ —	$ —	$ —	$ 53,038,585
Less: Donor designations	(3,696,386)	—	—	—	—	(3,696,386)	—	—	—	(3,696,386)
Other programs and grants	3,363,117	474,397	—	87,210	—	3,924,724	—	—	—	3,924,724
Allocations to agencies and other programs	51,508,632	1,531,928	—	226,363	—	53,266,923	—	—	—	53,266,923
Salaries	905,023	1,281,086	284,001	1,382,888	186,974	4,039,972	2,549,289	980,484	3,529,773	7,569,745
Taxes and benefits	401,680	460,763	138,690	787,613	68,357	1,857,103	1,189,163	417,500	1,606,663	3,463,766
Audit and legal fees	6,845	14,780	2,938	9,182	7,250	40,995	23,561	33,863	57,424	98,419
Consulting and other professional fees	80,265	1,100,861	46,522	226,315	23,112	1,477,075	198,029	155,634	353,663	1,830,738
Materials, ads, events and supplies:										
Campaign related	—	—	—	—	—	—	591,874	—	591,874	591,874
Noncampaign related	28,229	92,018	19,653	17,879	3,309	161,088	82,779	20,759	103,538	264,626
Meetings and local travel	23,982	63,688	10,093	29,904	6,338	134,005	66,437	34,494	100,931	234,936
Training and professional development	9,295	19,750	3,732	21,791	1,272	55,840	28,849	9,216	38,065	93,905
Postage	3,301	3,045	1,037	6,508	750	14,641	39,390	10,378	49,768	64,409
Telephone	16,132	13,430	7,339	122,816	2,566	162,283	42,164	19,527	61,691	223,974
Occupancy, equipment rental and maintenance	64,384	81,394	32,742	90,326	12,124	280,970	185,003	94,467	279,470	560,440
Depreciation and amortization	38,924	90,472	13,861	68,899	7,839	219,995	125,787	43,634	169,421	389,416
Insurance	8,695	9,394	3,098	14,191	2,299	37,677	26,784	35,479	62,263	99,940
Other	20,593	24,306	7,580	46,990	5,695	105,164	59,764	64,947	124,711	229,875
United Way Worldwide dues	63,332	48,893	24,251	150,302	8,418	295,196	200,031	62,273	262,304	557,500
Expenses excluding allocations	1,670,680	3,303,880	595,537	2,975,604	336,303	8,882,004	5,408,904	1,982,655	7,391,559	16,273,563
Total	$ 53,179,312	$ 4,835,808	$ 595,537	$ 3,201,967	$ 336,303	$ 62,148,927	$ 5,408,904	$ 1,982,655	$ 7,391,559	$ 69,540,486

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For The Year Ended June 30, 2015

	Program Services						Supporting Services			
	Allocations/ Grant-Making	Community Solutions	Volunteer Center	Case Management Services	Philanthropic Services	Total	Fund-raising	Management And General	Total	Total
Gross funds awarded	$ 53,149,870	$ 631,603	$ —	$ 95,039	$ —	$ 53,876,512	$ —	$ —	$ —	$ 53,876,512
Less: Donor designations	(4,029,440)	—	—	—	—	(4,029,440)	—	—	—	(4,029,440)
Other programs and grants	4,396,074	17,596	—	424,104	—	4,837,774	—	—	—	4,837,774
Allocations to agencies and other programs	53,516,504	649,199	—	519,143	—	54,684,846	—	—	—	54,684,846
Salaries	1,069,463	696,327	308,314	1,096,271	82,475	3,252,850	2,472,412	902,163	3,374,575	6,627,426
Taxes and benefits	296,200	168,046	99,009	461,972	14,676	1,039,903	787,730	239,358	1,027,088	2,066,991
Audit and legal fees	6,179	7,221	2,449	7,434	1,934	25,217	19,060	24,963	44,023	69,240
Consulting and other professional fees	66,670	59,604	38,545	210,318	4,235	379,372	216,870	55,574	272,444	651,816
Materials, ads, events and supplies:										
Campaign related	—	—	—	—	—	—	501,833	—	501,833	501,833
Noncampaign related	23,243	15,255	20,540	48,962	1,698	109,698	59,945	19,206	79,151	188,849
Meetings and local travel	32,869	20,287	10,840	24,969	2,262	91,227	73,439	28,560	101,999	193,226
Training and professional development	1,799	7,661	3,929	10,149	933	24,471	29,060	9,069	38,129	62,600
Postage	7,202	2,588	1,218	4,146	267	15,421	39,723	9,866	49,589	65,010
Telephone	15,265	8,025	5,778	107,671	501	137,240	37,532	14,694	52,226	189,466
Occupancy, equipment rental and maintenance	68,531	39,245	37,088	98,113	3,216	246,193	195,542	76,540	272,082	518,275
Depreciation and amortization	42,612	96,625	14,474	55,623	4,233	213,567	120,459	43,982	164,441	378,008
Interest	2,655	2,114	928	3,273	361	9,331	7,269	9,175	16,444	25,775
Insurance	9,981	7,946	3,488	12,306	1,357	35,078	27,326	34,496	61,822	96,900
Other	58,110	141,101	29,990	48,359	55,157	332,717	225,642	304,711	530,353	863,070
United Way Worldwide dues	77,622	42,117	26,726	131,352	3,278	281,095	212,697	61,843	274,540	555,635
Expenses excluding allocations	1,778,401	1,314,162	603,316	2,320,918	176,583	6,193,380	5,026,539	1,834,200	6,860,739	13,054,119
Total	$ 55,294,905	$ 1,963,361	$ 603,316	$ 2,840,061	$ 176,583	$ 60,878,226	$ 5,026,539	$ 1,834,200	$ 6,860,739	$ 67,738,965

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF CASH FLOWS

	For The Years Ended June 30, 2016	2015 (As Restated - Note 1)
Cash Flows From Operating Activities		
Increase (decrease) in net assets	$ (2,321,932)	$ 2,147,019
Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	389,416	378,008
Contribution of charitable remainder trust	—	(53,138)
Contributions restricted for permanent investment	(1,000,000)	(2,000,000)
Net realized gains on investments	(57,655)	(152,558)
Net unrealized gains on investments	(201,636)	(189,470)
Unrealized gain on interest rate swap agreement	—	(24,960)
Decrease in value of split-interest agreements	417,430	63,544
Pension and postretirement plan changes other than net periodic benefits costs	2,150,330	1,117,340
Changes in assets and liabilities:		
(Increase) decrease in campaign pledges receivable	(2,447,395)	991,750
Decrease in allowance for uncollectible pledges	(96,363)	(96,905)
(Increase) decrease in other receivables and prepaid expenses	(444,854)	900,659
Increase (decrease) in accounts payable and accrued liabilities	(365,079)	864,933
Increase in payable to United Way Worldwide	932	294
Decrease in allocations payable	(920,391)	(1,588,367)
Increase in donor designations payable	2,084,029	1,630,562
Increase (decrease) in accrued pension plan and retirement plan liabilities	739,181	(350,661)
Net Cash Provided By (Used In) Operating Activities	(2,073,987)	3,638,050
Cash Flows From Investing Activities		
Purchases of building, furniture and equipment	(422,603)	(445,268)
Proceeds from sale of investments	11,098,338	17,391,576
Purchases of investments	(12,486,496)	(21,991,115)
Proceeds from sale of assets restricted for temporary investment	3,186,756	2,397,611
Purchases of assets restricted for temporary investment	(3,037,011)	(2,373,848)
Purchase of assets restricted for permanent investment	(1,000,000)	(2,000,000)
Net Cash Used In Investing Activities	(2,661,016)	(7,021,044)
Cash Flows From Financing Activities		
Contributions restricted for permanent investment	1,000,000	2,000,000
Principal payments on long-term debt	—	(2,070,418)
Net Cash Provided By (Used In) Financing Activities	1,000,000	(70,418)
Net Decrease In Cash And Cash Equivalents	(3,735,003)	(3,453,412)
Cash And Cash Equivalents - Beginning Of Year	7,773,388	11,226,800
Cash And Cash Equivalents - End Of Year	$ 4,038,385	$ 7,773,388
Supplemental Disclosure Of Cash Flow Information		
Interest paid	$ —	$ 26,285
Fixed asset purchases in accounts payable	19,497	8,829

1. Summary Of Significant Accounting Policies

Estimates And Assumptions

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Prior Period Adjustment

At June 30, 2015, pension plan and post-retirement plan liabilities were understated. The 2015 statement of financial position was restated to reflect $820,947 of additional pension plan and post-retirement plan liabilities and a corresponding reduction of net assets to reflect an error made by the Defined Benefit pension plan actuary. On the statement of activities, this restatement had the effect of increasing pension and postretirement plan changes other than net periodic benefit costs and reducing the increase in net assets $820,947 for the year ended June 30, 2015. There is no effect on net assets as of July 1, 2014.

Basis Of Presentation

The financial statement presentation follows the requirements of the Financial Accounting Standards Board. The United Way of Greater St. Louis, Inc. (the Organization) is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets. Restricted net assets consist of the following:

Temporarily Restricted Net Assets

Temporarily restricted net assets include gifts for which a donor-imposed restriction has not been met and promises to give for which the ultimate purpose of the proceeds is not permanently restricted. The entire gift, the principal amount given, can be spent in accordance with the donor's restriction.

Permanently Restricted Net Assets

Permanently restricted net assets include gifts, trusts and pledges which require, by donor restriction, that the corpus or the principal be invested in perpetuity and only the income be made available for program operations in accordance with donor restrictions.

Cash And Cash Equivalents

The Organization considers all money market and short-term investments with original maturities less than three months from the date of purchase to be cash equivalents. The Organization invests its cash with financial institutions with strong credit ratings. At June 30, 2016, such balances were in excess of Federal Deposit Insurance Corporation (FDIC) insurance limits by approximately $3,935,000. All of this excess was held in money market accounts invested exclusively in short-term U.S. Government securities and repurchase agreements secured by U.S. Government securities.

Campaign Pledges Receivable

Unconditional pledges receivable are recognized as support in the period the pledges are received. Conditional contributions are recognized as support when the conditions on which they depend have been substantially met.

Pledges receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance. The valuation allowance is computed based upon a five-year historical average adjusted by estimates of current economic factors and applied to individual campaign balances, including donor designations. Those balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to pledges receivable.

Investments And Assets Restricted For Temporary And Permanent Investment

Investments are reported at fair value, which is based on quoted market prices, with the exception of certificates of deposit which are carried at cost, which approximates fair value. Gains and losses on sales of investments are generally determined on a specific cost identification basis. Unrealized gains and losses are determined based on year-end market valuations.

Land, Building, Furniture And Equipment

Land, building, furniture and equipment are recorded at cost or, if donated, at fair value on the date of receipt, less accumulated depreciation. Depreciation on the building, furniture and equipment is computed using the straight-line method over the estimated useful lives of the assets, ranging from 3 to 40 years.

Restricted And Unrestricted Public Support

The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit their use. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Donor Designations

During fiscal year 2015, the Organization implemented “Consolidated Giving” and other modifications to how it processes donor designations. There are now five distinct types of designations:

Regular campaign designations are from traditional workplace campaign donors who may designate some or all of their gifts to specific member agencies. In accordance with accounting standards, these specified designations are not considered to be part of the allocations to agencies and are deducted from campaign results. Payments to member agencies are the greater of their allocation awards or the sum of their designations (Note 3).

“Consolidated Giving” addresses the philanthropic needs of corporations and high net worth individuals to encourage better relationships with the Organization that ultimately lead to increased total funding. Under this model, certain designations, referred to as “pay direct designations”, are accepted and processed at no or low cost to the donor (Note 3). These gifts may be to member agencies, other non-profits or to programs managed by the Organization (Note 3).

The Organization processes some national campaigns for companies headquartered in the Greater St. Louis service area. Payments made to other United Ways for employees of those national companies that are located outside of the Greater St. Louis service area are considered donor designations.

The Combined Federal Campaign is based entirely on donor designations according to the rules of the campaign (Note 4).

Third-party processors manage campaign results processing for some national corporations located in the Organization’s service area. In instances where the Organization performs fundraising efforts and becomes aware of pledge amounts to its member agencies from such companies, it records the campaign revenue and offsets it by third-party processor designations.

The amounts of donor designations under the first four designation types to specified agencies that remain unpaid at year end are included in the statement of financial position as donor designations payable.

Description Of Program Services And Supporting Activities

The following program services and supporting activities are included in the accompanying financial statements, in accordance with the Organization's Mission Statement (Note 2):

Program Services

Allocations/Grant-making - Includes expenditures for ongoing operational funding and one-time grants to member and non-member agencies, administering the funding and providing oversight of other fund distribution programs (i.e., Dollar More, Dollar Help, 100 Neediest Cases).

Community Solutions - Includes expenditures relating to collaborative approaches to deliver improved community-level outcomes in the United Way impact areas of health, education, basic needs, strong communities and financial stability through research, thought leadership, aligned programming and funding, and community mobilization (i.e., Collective Impact, Ferguson & Beyond, Dolly Parton Imagination Library, SLPS Partnership, etc.).

Volunteer Center - Includes expenditures relating to connecting not-for-profit organizations that are in need of either episodic or ongoing volunteer assistance with community members who are able and willing to help. Training and monitoring help to assure the best possible experiences.

Case Management Services - Includes expenditures related to operating a 24-hour health and human service helpline for 99 Missouri counties and 9 Illinois counties, all accessed using a three-digit telephone number (2-1-1), including case management and navigation services for clients. It also includes expenses for the coordination and delivery of ongoing direct assistance funding and of emergency assistance activities in times of crises on behalf of United Way and other funders including governmental, non-profit, schools and related entities.

Philanthropic Services - Includes expenditures relating to the creation and implementation of tailored back office and advisory services for donor-directed investments that may fall outside of the traditional campaign structure, including disbursement of charitable giving, development of giving strategy, impact monitoring and reporting, and management of donor-directed programming.

Fundraising

Provides the structure necessary to encourage and secure financial support from individuals, organizations and corporations.

Management And General

Includes the functions necessary to maintain an equitable employment program; ensure an adequate working environment; provide coordination and articulation of the Organization's program strategy; secure proper administrative functioning of the Board of Directors; and manage the financial and budgetary responsibilities of the Organization.

Expense Allocation

Expenses are charged to program services and supporting activities on the basis of how resources are specifically utilized, as well as periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Advertising Costs

The Organization expenses advertising costs as incurred. Total advertising costs charged against income amounted to $212,257 in 2016 and $194,267 in 2015. These amounts include donated advertising of $86,350 and $52,510 in 2016 and 2015, respectively.

Donated Services

A substantial number of volunteers have donated significant amounts of time to the Organization's program services and to its fundraising campaigns. These services are not recorded in the financial statements since they do not meet the criteria for recognition in accounting standards established for not-for-profit organizations.

Subsequent Events

Management has evaluated subsequent events through November 4, 2016, the date which the financial statements were available for issue.

Income Taxes

The Organization is exempt from federal income taxes on its related, exempt activities under Section 501(c)(3) of the Internal Revenue Code. The Organization's federal tax returns for tax years 2012 and later remain subject to examination by taxing authorities.

Fair Value

The carrying amounts of accounts receivable, campaign pledges receivable, and accounts payable and accrued expenses approximate fair value due to the short period to maturity. Other pledges receivable and beneficial interests in perpetual trusts under split-interest agreements approximate fair value due to the similarity of the discount or interest rates with the rates of return on investments with similar maturities.

2. Organization

The Organization, founded in 1922, is a not-for-profit organization that conducts annual campaigns in the St. Louis region to raise funds to support more than 160 health and human service organizations throughout the city of St. Louis and 15 surrounding counties in Missouri and Illinois. These agency allocations are determined through a citizen review process that involves more than 400 volunteers who are representative of the St. Louis area community. Payments of agency allocations are made in the calendar year following the campaign, matching the timing of most cash receipts from that campaign. The Organization is governed by a volunteer Board of Directors that both evaluates and helps the agency fulfill its mission.

Mission Statement

United Way of Greater St. Louis mobilizes the community with one goal in mind - helping people live their best possible lives.

3. Designations

Campaign designations are processed in several separate and distinct ways as described in Note 1. They are deducted from total campaign results to calculate the campaign available for allocations and operations and ultimately to calculate the net campaign as follows:

	June 30, 2016			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Annual campaign	$ 69,151,490	$ 4,795,905	$ 1,000,000	$ 74,947,395
Less: Pay direct designations	(5,722,456)	—	—	(5,722,456)
Less: 3rd party processor designations	(391,905)	—	—	(391,905)
Campaign available for allocations/operations	63,037,129	4,795,905	1,000,000	68,833,034
Less: Regular campaign designations	(3,696,386)	—	—	(3,696,386)
Less: Provision for uncollectible pledges	(1,891,452)	(133,405)	—	(2,024,857)
	(5,587,838)	(133,405)	—	(5,721,243)
Net Campaign	$ 57,449,291	$ 4,662,500	$ 1,000,000	$ 63,111,791

	June 30, 2015			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Annual campaign	$ 70,920,765	$ 4,616,995	$ 2,000,000	$ 77,537,760
Less: Pay direct designations	(4,244,318)	—	—	(4,244,318)
Less: 3rd party processor designations	(436,741)	—	—	(436,741)
Campaign available for allocations/operations	66,239,706	4,616,995	2,000,000	72,856,701
Less: Regular campaign designations	(4,029,440)	—	—	(4,029,440)
Less: Provision for uncollectible pledges	(3,358,959)	(87,481)	—	(3,446,440)
	(7,388,399)	(87,481)	—	(7,475,880)
Net Campaign	$ 58,851,307	$ 4,529,514	$ 2,000,000	$ 65,380,821

Permanently restricted revenue of $1,000,000 and $2,000,000 for the years ended June 30, 2016 and 2015, respectively, results from new United Way efforts to generate both short- and long-term investments to support the community now and into the future.

Temporarily restricted campaign revenue of $4,795,905 for the year ended June 30, 2016, in addition to regular campaign revenue restricted for future campaigns, includes Consolidated Giving designations to programs managed by the Organization of $1,656,500 and 100 Neediest Cases revenue of $1,384,070. Temporarily restricted campaign revenue of $4,616,995 for the year ended June 30, 2015, in addition to regular campaign revenue restricted for future campaigns, includes Consolidated Giving designations to programs managed by the Organization of $1,363,795 and 100 Neediest Cases revenue of $1,408,332. Only regular campaign designations are netted from campaign available for allocations/operations.

4. Governmental Campaign

In U.S. federal offices and military installations throughout the St. Louis metropolitan area, the designation-driven workplace fundraising campaign is done through the East-West Gateway Combined Federal Campaign (CFC). The Organization is a participating federation in the CFC on behalf of itself and its member agencies. United Way federation agencies received pledges of $263,054 from the 2015/16 campaign and $357,267 from the 2014/15 campaign, both net of expenses and an allowance for uncollectible accounts estimated by the CFC. Total distributions made during the year ended June 30, 2016 from those two campaigns were $11,179 and $341,878, respectively. United Way's share of the distributions was $0 and $24,258, respectively. Total distributions made during the year ended June 30, 2015 from the 2014/15 and 2013/14 campaigns were $23,235 and $310,938, respectively, with United Way's share of the distributions $614 and $21,397, respectively. The 2014/15 CFC campaign was complete by that point. During the 2014/15 and 2015/16 campaigns, the Organization complied with the requirements of the CFC campaign to honor designations made to each member agency by distributing a proportionate share of receipts based on donor designations to each member agency, insofar as they related to accounting matters.

5. Investments

Investments consist of the following:

	2016	2015
Cash and money market accounts - short-term investments	$ 344,116	$ 405,244
Certificates of deposit	7,108,494	7,101,492
Mutual funds:		
Domestic large blend index	17,601,523	16,967,201
Foreign large blend index	4,702,821	4,508,749
Real estate index	2,097,259	1,654,994
Fixed income mutual funds:		
Intermediate-term bond index	12,147,448	10,866,277
	$ 44,001,661	$ 41,503,957

The total cost basis of these investments amounted to $35,154,486 and $32,858,418 at June 30, 2016 and 2015, respectively. These amounts are reported in the statement of financial position as follows:

	2016	2015
Certificates of deposit	$ 6,000,000	$ 6,000,000
Assets restricted for temporary investment	3,378,091	3,510,210
Investments	28,151,934	26,522,111
Assets restricted for permanent investment (Note 8)	6,471,636	5,471,636
	$ 44,001,661	$ 41,503,957

Assets restricted for temporary investment include amounts held relating to Dollar More and Dollar Help, and net gains on endowments, including the Endowment Fund of The United Way of Greater St. Louis, United Way Partnership Endowment, Overhead Support Endowment and Charmaine Chapman Endowment Fund.

Unrealized gains of $201,636 and $189,470 were recorded for the years ended June 30, 2016 and 2015, respectively, to adjust the investments to fair value.

The Organization invests in various investment securities. Investment securities are exposed to various risks, such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that material changes in the values of investment securities could occur.

6. Land, Building, Furniture And Equipment

Land, building, furniture and equipment consists of the following:

	2016			2015		
	Cost	Accumulated Depreciation	Net Book Value	Cost	Accumulated Depreciation	Net Book Value
Land	$ 964,100	$ —	$ 964,100	$ 964,100	$ —	$ 964,100
Building	3,929,733	1,575,415	2,354,318	3,771,872	1,399,756	2,372,116
Furniture and equipment	2,945,644	2,575,475	370,169	2,690,813	2,391,126	299,687
	$ 7,839,477	$ 4,150,890	$ 3,688,587	$ 7,426,785	$ 3,790,882	$ 3,635,903

Depreciation expense amounted to $389,416 and $374,596 for the years ended June 30, 2016 and 2015, respectively.

7. Split-Interest Agreements

The Organization is a beneficiary of four charitable remainder trusts. Upon the death of the last surviving annuitant of each of the trusts, the Organization will receive a specified percentage of the remaining trust balances. At June 30, 2016 and 2015, the Organization's specified percentage of the remaining balances was valued at $5,203,238 and $5,379,129, respectively (Note 9).

In addition, the Organization has a beneficial interest in seven perpetual trusts created by donors. The trust assets are not in the possession or control of the Organization but are held and administered by independent financial institution trustees. The Organization, along with other not-for-profit organizations, is a beneficiary of the trusts. The Organization has recorded the beneficial interest in the perpetual trusts at the Organization's proportionate share of the current fair market value of the trusts, which amounts to $4,695,097 and $4,936,636 at June 30, 2016 and 2015, respectively (Note 8).

The change in value of split-interest agreements was a decrease of $417,430 and $63,544 for the years ended June 30, 2016 and 2015, respectively.

8. Assets Restricted For Permanent Investment

Assets restricted for permanent investment consist of:

	2016	2015
Investments (Note 5)	$ 6,471,636	$ 5,471,636
Beneficial interest in perpetual trusts (Note 7)	4,695,097	4,936,636
	$ 11,166,733	$ 10,408,272

9. Net Assets And Endowments

Temporarily restricted net assets consist of campaign contributions that have not yet been expensed or specifically allocated to Organization agencies as of June 30, 2016 and 2015, as well as contributions that have been restricted by donors for a particular purpose or program and unspent earnings on endowments. Amounts are released from restrictions when the agencies are notified, in writing, of their allocation and when expenses are incurred for program use.

Temporarily restricted net assets are available for the following donor-imposed restrictions:

	2016	2015
Charitable Remainder Trusts (Note 7)	$ 5,203,238	$ 5,379,129
2016 Campaign	2,853,849	—
2015 Campaign	—	1,922,528
United Way Partnership Endowment	2,392,706	2,448,404
Overhead Endowment Fund Earnings	410,157	466,829
Wells Fargo Collaborations	353,806	522,802
Boeing Programmatic Technology	341,880	350,000
GlaxoSmithKline - East Side Thrives	283,065	—
Laclede Gas Company's Dollar Help Program	262,752	162,158
Individual Development Accounts	255,061	121,790
Dolly Parton's Imagination Library	231,036	281,258
Siemer Institute	200,000	100,500
Charmaine Chapman Endowment Fund Earnings	177,488	201,485
Long-Term Recovery Disaster Funding	173,954	55,100
East Side Aligned	120,960	5,898
Ferguson Commission and Forward Through Ferguson Funding	115,975	87,997
Endowment Fund of The United Way of Greater St. Louis Earnings	109,590	—
St. Louis Ready By 21	69,498	84,016
St. Louis Initiative to Reduce Violence	66,269	74,609
Ameren Missouri's Dollar More Program	65,493	160,155
United Way Ferguson Fund	60,453	330,665
David May Employee Trust	55,711	65,711
United Way Collective Impact	50,000	25,000
100 Neediest Cases	46,321	33,706
Citi Financial Head Start	41,227	136,468
Campaign Representatives Program	25,000	3,500
Organized Labor Assistance	24,868	13,565
Financial Education Money Smart Week	11,107	14,986
St. Louis Mental Health Association Scholarships	11,059	11,059
Pfizer Fund	2,710	5,210
The Healthy Youth Partnership	827	413
Heroin Collaborative	—	180,000
Anonymous and Other	113,262	62,843
	$ 14,129,322	$ 13,307,784

Temporarily restricted net assets were released due to satisfaction of restrictions as follows:

	2016	2015
Restricted Campaign	$ 1,690,610	$ 1,707,633
100 Neediest Cases	1,371,455	1,569,690
Laclede Gas Company's Dollar Help Program	1,182,184	969,477
Ameren Missouri's Dollar More Program	759,440	1,105,037
Ferguson - Community Services Block Grant	439,929	36,681
Ferguson - Community Development Block Grant	259,449	52,424
North County Collaborative - Summer Youth Opportunities	250,000	—
Wells Fargo Collaborations	244,497	42,198
GlaxoSmithKline - East Side Thrives	216,935	—
Siemer Institute	200,000	100,000
Long-Term Recovery Disaster Funding	187,812	25,777
Heroin Collaborative	180,000	—
Ferguson - Other Resources	161,351	479,006
St. Louis Ready By 21	160,983	69,984
East Side Aligned	159,024	101,986
Overhead Endowment Fund Earnings	120,247	113,352
United Way Partnership Fund Earnings	119,309	114,685
Citi Financial Head Start	117,392	116,677
Ferguson - MOHELA	100,000	—
Ferguson - Robert Woods Johnson Foundation	73,398	12,003
Individual Development Accounts	66,728	31,214
St. Louis Initiative to Reduce Violence	62,810	55,391
Dolly Parton's Imagination Library	50,222	50,892
Ferguson - Missouri Development Finance Board	45,877	—
Campaign Representatives	41,000	69,300
Financial Education Money Smart Week	34,629	25,387
Charmaine Chapman Endowment Fund Earnings	34,238	32,408
David May Employee Trust	10,000	5,000
Building Debt Retirement	—	2,017,834
St. Louis Mental Health Association Scholarships	—	115,000
Technology Fund	—	13,915
Ferguson - St. Louis County Funding	—	283,749
The Healthy Youth Partnership	—	29,649
Anonymous and Other, net	145,586	16,131
	$ 8,485,105	$ 9,362,480

As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments (of which there are currently none), are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the Organization has adopted an endowment investment policy requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. The Organization classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization.

Endowment Asset Composition By Type Of Fund As Of June 30, 2016:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	$ —	$ 3,044,381	$ 6,471,636	$ 9,516,017

Endowment Asset Composition By Type Of Fund As Of June 30, 2015:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	$ (45,560)	$ 3,116,718	$ 5,471,636	$ 8,542,794

Changes In Endowment Assets For The Fiscal Year Ended June 30, 2016:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment assets, beginning of year	$ (45,560)	$ 3,116,718	$ 5,471,636	$ 8,542,794
Investment return:				
Investment income	—	$ 183,831	—	183,831
Net realized and unrealized gains	—	63,186	—	63,186
Total investment return	—	247,017	—	247,017
Restoration of underwater endowment	45,560	(45,560)	—	—
Endowment additions	—	—	1,000,000	1,000,000
Appropriation of endowment assets for expenditure	—	(273,794)	—	(273,794)
Endowment assets, end of year	$ —	$ 3,044,381	$ 6,471,636	$ 9,516,017

Changes In Endowment Assets For The Fiscal Year Ended June 30, 2015:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment assets, beginning of year	$ —	$ 3,188,600	$ 3,471,636	$ 6,660,236
Investment return:				
Investment income	9,805	126,190	—	135,995
Net realized and unrealized gains (losses)	(55,365)	62,376	—	7,011
Total investment return	(45,560)	188,566	—	143,006
Endowment additions	—	—	2,000,000	2,000,000
Appropriation of endowment assets for expenditure	—	(260,448)	—	(260,448)
Endowment assets, end of year	$ (45,560)	$ 3,116,718	$ 5,471,636	$ 8,542,794

Funds With Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the original value of those contributions or "historic dollar value." Only the Endowment Fund of the United Way of Greater St. Louis, which was newly created during the fiscal year ended June 30, 2015 with a gift of $2,000,000, fell below that level at June 30, 2015, by $45,560. There were no deficiencies of this nature at June 30, 2016.

Return Objectives And Risk Parameters

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets.

Endowment assets include those assets of donor-restricted funds that the Organization must hold in perpetuity or for a donor-specified period(s).

Strategies Employed For Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

Spending Policy And How The Investment Objectives Relate To It

The Organization records earnings from its endowments in temporarily restricted funds until such time as they are appropriated and released to unrestricted when market conditions allow.

10. Pension Plans

Substantially all employees of the Organization are covered by a noncontributory defined benefit pension plan (the Plan). Benefits are based on years of service and salary levels prior to retirement. The Plan allows for the payment of benefits as a monthly annuity or as a lump sum distribution. The Organization's objective in funding the Plan, in connection with the requirements of the Employee Retirement Income Security Act of 1974, is to accumulate funds to provide for all benefits and to maintain a relatively stable contribution level. The Plan is measured as of June 30.

The following table sets forth the weighted average assumptions used to determine net periodic benefit expense and benefit obligations as of June 30 each year:

	2016	**2015**
Discount rate	3.5%	4.0%
Expected long-term return on plan assets	7.5%	7.5%
Rate of compensation increase	2.5%	2.5%

The Organization's expected long-term return on plan assets assumption is based on a periodic review and modeling of the Plan's asset allocation and liability structure over a long-term period. Expectations of returns for each asset class are based on comprehensive reviews of historical data and economic/financial market theory. Contributions to the Plan are based on the expected long-term rate of return on plan assets assumption of 7.5%, which was selected using the "building block" approach described by the Actuarial Standards Board in Actuarial Standards of Practice No. 27 - *Selection of Economic Assumptions for Measuring Pension Obligations.*

The following table sets forth the funded status, components of pension expense and amounts included in the Organization's statement of financial position for the Plan:

	2016	2015 (As Restated- Note 1)
Projected benefit obligation	$ (16,630,851)	$ (16,453,602)
Plan assets at fair value	13,218,079	15,204,625
Funded plan status liability (included in pension plan and postretirement plan liabilities)	$ (3,412,772)	$ (1,248,977)

Net periodic benefit expense includes the following components:

	2016	2015
Service cost	$ 652,909	$ 553,340
Interest cost	683,043	568,770
Expected return on plan assets	(1,168,064)	(998,612)
Net amortization of actuarial loss	373,168	263,284
Loss due to settlement	1,108,524	—
	$ 1,649,580	$ 386,782

A loss due to settlement of $1,108,524 was recorded for the year ended June 30, 2016. This loss due to settlement was required because the sum of all lump-sum payments and annuity purchases for the year exceeded the sum of the service cost and interest cost for the year. There was no such loss recorded for the year ended June 30, 2015.

Amounts recognized on the statement of activities for pension and postretirement changes other than net periodic benefit costs consist of the following:

	2016	2015 (As Restated- Note 1)
Net loss - pension plan	$ (1,514,215)	$ (974,699)
Net prior service cost	—	(11,431)
Net loss - postretirement welfare plan (Note 11)	(636,115)	(131,210)
	$ (2,150,330)	$ (1,117,340)

The accumulated benefit obligation was $15,153,980 and $15,150,366 on June 30, 2016 and 2015, respectively. The accumulated benefit obligation differs from the projected benefit obligation in that it considers service and compensation earned by participants only prior to the valuation date.

Amounts expected to be reflected in Net Periodic Benefit Cost (excluding the period service cost, interest cost and return on plan assets) in the year ending June 30, 2017:

Net prior service cost	$ —
Net actuarial loss	576,727
	$ 576,727

The following tables set forth by level, within the fair value hierarchy, the Plan's assets at fair value as of June 30, 2016 and 2015:

	June 30, 2016		
	Level 1	**Level 2**	**Total**
Pooled Separate Accounts			
Mutual funds - domestic large cap index	$ —	$ 4,406,162	$ 4,406,162
Money Market Accounts			
Short-term investments	19,361	—	19,361
Mutual funds			
Domestic mid-cap index	1,255,303	—	1,255,303
Foreign large cap index	1,813,994	—	1,813,994
Real estate index	832,153	—	832,153
Fixed Income mutual funds			
Intermediate term bond index	4,479,518	—	4,479,518
Total assets at fair value	$ 8,400,329	$ 4,406,162	$ 12,806,491

	June 30, 2015		
	Level 1	**Level 2**	**Total**
Pooled Separate Accounts			
Mutual funds - domestic large cap index	$ —	$ 5,473,961	$ 5,473,961
Money Market Accounts			
Short-term investments	21,573	—	21,573
Mutual funds			
Domestic mid-cap index	1,540,366	—	1,540,366
Foreign large cap index	2,032,103	—	2,032,103
Real estate index	814,201	—	814,201
Fixed Income mutual funds			
Intermediate term bond index	4,407,832	—	4,407,832
Total assets at fair value	$ 8,816,075	$ 5,473,961	$ 14,290,036

Plan Assets also include a group annuity reported at its contract value of $411,588 and $914,589 at June 30, 2016 and 2015, respectively.

The Organization's pension plan weighted average asset allocations by asset category are as follows:

	2016		2015	
	Amount	**%**	**Amount**	**%**
Fixed income funds, fixed interest group annuity contract and money markets	$ 4,910,467	37.1%	$ 5,343,994	35.1%
Equity funds	8,307,612	62.9%	9,860,631	64.9%
	$ 13,218,079		$ 15,204,625	

The asset allocation goal of the pension assets is generally 65% equity funds and 35% fixed income. The assets are to be invested in conservative, well-known vehicles traded on established U.S. exchanges.

The Organization has adopted a total return strategy and capital growth objective seeking to achieve a long-term rate of return, net of expenses, in excess of inflation, that also approximates or exceeds the assumed actuarial rate, and that approximates or exceeds the performance of a blended benchmark based on the Plan's target asset allocation.

The long-term investment horizon, strong financial condition of the Organization, funding status, type of plan and return objective indicate a moderate level of investment risk is necessary and appropriate.

Census data used in calculating the Organization's benefit obligation is as of June 30 of each plan year.

Based upon actuarial calculations, the Organization was not required to make a minimum contribution in 2016. Scheduled contributions, as recommended by actuarial valuation, were $631,664 and $328,940 for 2016 and 2015, respectively.

The Organization contributed $1,000,000 and $800,000 to the Plan in 2016 and 2015, respectively. Benefits paid to participants amounted to $3,221,198 and $347,609 for the years ended June 30, 2016 and 2015, respectively.

The Organization intends to contribute $1,800,000 in the year ending June 30, 2017.

Benefit payments estimated to be paid out in the event all participants requested their payouts are as follows:

Fiscal Year	Amount
2017	$ 1,559,000
2018	752,000
2019	2,707,000
2020	535,000
2021	664,000
2022 - 2026	6,416,000

An Ad Hoc Committee has been formed to determine the future of the Defined Benefit Pension Plan at the Organization.

The Organization also maintains a 403(b) plan for eligible employees. Employees are allowed to contribute a percentage of their salaries up to a specified maximum. The 403(b) plan allows employer contributions. Employer contributions made to the plan for 2016 and 2015 amounted to $25,750 and $25,000, respectively.

11. Postretirement Welfare Plan

In addition to providing pension benefits, the Organization provides healthcare benefits for certain retired employees. Substantially all of the Organization employees hired prior to July 1, 1990 and who retire from the Organization with 10 years of service are eligible for such benefits. None hired after that time are eligible. The benefits provide for the continuation of healthcare coverage with applicable employee contributions based on the particular coverage each eligible retiree selects. At age 65, coverage is provided as a supplement to Medicare at 100% if individual coverage is selected and at 50% for family coverage.

The following sets forth the amounts recognized in the Organization’s statement of financial position and the related periodic postretirement benefit cost:

	2016	2015
Accumulated postretirement benefit obligation:		
Retirees and their beneficiaries/dependents	$ 2,021,469	$ 1,704,798
Fully eligible active participants	875,840	613,745
Other active participants	367,942	220,992
Accrued postretirement benefit obligation (included in pension plan and postretirement plan liabilities)	$ 3,265,251	$ 2,539,535

The Organization recognized expense related to the postretirement benefit obligation of $203,428 and $170,464 for the years ended June 30, 2016 and 2015, respectively. The assumed healthcare cost trend rate used in measuring the accumulated postretirement benefit obligation was 7% for the 2016 report and 6% for the 2015 report. In both years' reports, the trend rate is projected to decrease 1% per year to an ultimate rate of 5%. The assumed discount rate used in determining the accumulated benefit obligation was 3.75% and 4.5% for the years ended June 30, 2016 and 2015, respectively.

The accumulated postretirement benefit obligation is not funded; it is on a pay-as-you go basis. Accordingly, this plan has no assets.

The healthcare cost trend rate assumption has a significant effect on the amounts reported. To illustrate, increasing the assumed healthcare cost trend rates by one percentage point in each year would increase the accumulated postretirement benefit obligation (PBO) as of June 30, 2016 by $549,748 and the aggregate of the service and interest cost components of net period postretirement benefit cost for the year then ended by $21,311. A decrease of 1% in the trend rates would decrease the PBO by $441,964 and the aggregate of the service and interest cost components of net period postretirement benefit cost for the year then ended by $16,963.

The net periodic postretirement benefit cost for the year ending June 30, 2017 is expected to include $192,000 amortization of net actuarial loss.

Expected Employer Contributions		
Fiscal 2017*	$	123,000

* Includes benefits expected to be paid from Organization assets

Expected Net Employer Benefit Payments		
Fiscal 2017	$	123,000
Fiscal 2018		140,000
Fiscal 2019		138,000
Fiscal 2020		138,000
Fiscal 2021		130,000
Fiscal 2022 - 2026		707,000

12. Leases

The Organization leases various automobiles, leases garage space for its employees and visitors in St. Louis and leases office space for its Southwest Illinois Division under operating leases extending through 2025. Employees share in the cost for their parking through payroll deductions. At June 30, 2016, the future minimum annual rental payments payable are as follows:

Fiscal Year	Amount
2017	$ 159,744
2018	129,481
2019	107,138
2020	78,458
2021	77,810
Thereafter	359,786
	$ 912,417

Rent expense amounted to $192,537 and $176,921 for the years ended June 30, 2016 and 2015, respectively.

13. Fair Value Measurements

Effective July 1, 2008, the Organization adopted the accounting standards for fair value measurements. The standard 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. The accounting standard requires that valuation techniques maximize the use of observable inputs and minimize the use of unobservable inputs.

There are three general valuation techniques that may be used to measure fair value, as described below:

- *Market approach* - Uses prices and other relevant information generated by market transactions involving identical or comparable asset or liabilities.

- *Cost approach* - Based on the amount that currently would be required to replace the service capacity of an asset.

- *Income approach* - Uses valuation techniques to convert future amounts to a single present amount based on current market expectations about the future amounts.

Investments measured and reported at fair value are classified and disclosed in one of the following three categories:

Level 1 Quoted prices that are readily available in active markets/exchanges for identical investments.

Level 2 Pricing inputs other than quoted prices included within Level 1 that are observable for the investment, either directly or indirectly.

Level 3 Significant pricing inputs that are unobservable for the investment and includes investments for which there is little, if any, market activity for the investment.

The following are the major categories of assets and liabilities measured at fair value on a recurring basis during the years ended June 30, 2016 and 2015 using quoted market prices in active markets for identical assets (Level 1); significant other observable inputs (Level 2); and significant unobservable inputs (Level 3).

	June 30, 2016			
	Level 1	**Level 2**	**Level 3**	**Total**
Money market accounts reported as cash	$ 4,158,306	$ —	$ —	$ 4,158,306
Money market accounts - short-term investments	287,299	—	—	287,299
Mutual funds				
Domestic large blend index	17,601,524	—	—	17,601,524
Foreign large blend index	4,702,821	—	—	4,702,821
Real estate index	2,097,259	—	—	2,097,259
Fixed income mutual funds				
Intermediate-term bond index	12,147,448	—	—	12,147,448
Charitable remainder trusts	—	—	5,203,238	5,203,238
Interests in perpetual trusts	—	—	4,695,097	4,695,097
Total Assets	$ 40,994,657	$ —	$ 9,898,335	$ 50,892,992

	June 30, 2015			
	Level 1	**Level 2**	**Level 3**	**Total**
Money market accounts reported as cash	$ 7,741,506	$ —	$ —	$ 7,741,506
Money market accounts - short-term investments	405,244	—	—	405,244
Mutual funds				
Domestic large blend index	16,967,201	—	—	16,967,201
Foreign large blend index	4,508,749	—	—	4,508,749
Real estate index	1,654,994	—	—	1,654,994
Fixed income mutual funds				
Intermediate-term bond index	10,866,277	—	—	10,866,277
Charitable remainder trusts	—	—	5,379,129	5,379,129
Interests in perpetual trusts	—	—	4,936,636	4,936,636
Total Assets	$ 42,143,971	$ —	$ 10,315,765	$ 52,459,736

The following is a reconciliation of the beginning and ending balances for assets measured at fair value on a recurring basis using significant unobservable inputs (Level 3) during the years ended June 30, 2016 and 2015:

	Beneficial Interest In Perpetual Trusts	**Interests In Charitable Remainder Trusts**
Balance - July 1, 2014	$ 5,173,813	$ 5,152,358
Contributions	—	53,138
Change in value of split-interest agreements	(237,177)	173,633
Balance - June 30, 2015	4,936,636	5,379,129
Change in value of split-interest agreements	(241,539)	(175,891)
Balance - June 30, 2016	$ 4,695,097	$ 5,203,238

The beneficial interest in perpetual trusts held by others is valued using the fair value of the assets in the trusts as a practical expedient unless facts and circumstances indicate that the fair value of the assets in the trusts differs from the fair value of the beneficial interest.

Interests in charitable remainder trusts are measured at the present value of future cash flows considering the estimated return on the invested assets during the expected term of the agreement, the contractual payment obligations under the agreement, and a discount rate commensurate with the risks involved.

During 2016 and 2015, there were no changes in the methods and/or assumptions utilized to derive the fair value of the Organization's assets or liabilities.

14. Calculation Of Overhead Ratio

	2016	2015
Total public support, revenue, gains and losses per statement of activities:	$ 69,368,884	$ 71,003,324
Add/subtract revenue items not included on 990:		
Donor designations	9,810,747	8,710,499
Donated advertising income	(86,350)	(52,510)
Net unrealized gains on investments	(201,636)	(189,470)
Unrealized gain on interest rate swap agreement	—	(24,960)
Decrease in value of split-interest agreements	417,430	63,544
Total revenue (Line 12, Part I of Form 990)	$ 79,309,075	$ 79,510,427
Total fundraising expenses per Statement of Activities	$ 5,408,904	$ 5,026,539
Less donated advertising expense not included on Form 990	(86,350)	(52,510)
Fundraising (Line 25(d), Part IX of Form 990)	5,322,554	4,974,029
Management and general (Line 25 (c), Part IX of Form 990)	1,982,655	1,834,200
Total overhead expenses	$ 7,305,209	$ 6,808,229
Overhead expenses as a percentage of total revenue	9.21%	8.56%

The Organization received a contribution to establish a permanent Overhead Endowment Fund during the year ended June 30, 2011. This Fund's purpose is to help offset the Organization's annual operating expenses and reduce its effective overhead percentage. Appropriation of earnings from this endowment occurred during the years ended June 30, 2016 and 2015 and had the following impact:

	2016	2015
Total overhead expenses	$ 7,305,209	$ 6,808,229
Distribution from Overhead Endowment Fund	(120,247)	(113,352)
Overhead expenses net of distribution from Overhead Endowment Fund	$ 7,184,962	$ 6,694,877
Overhead expenses as a percentage of total revenue after distribution from Overhead Endowment Fund	9.06%	8.42%

United Way Worldwide has prescribed a standard method for individual United Ways to calculate their overhead percentages. United Ways should calculate their overhead percentage using totals from their IRS Form 990. The amounts in the above schedule for the year ended June 30, 2016 are the amounts that are anticipated to be shown in the Form 990, which had not yet been prepared as of the date of this year's audit. Per a directive from United Way Worldwide, dues paid to them are to be allocated to both program services and supporting services. The amount of dues allocated to program services is $295,196 and $281,095 for the years ended June 30, 2016 and 2015, respectively. The amount of dues allocated to supporting services in 2016 included $200,031 to fundraising and $62,273 to management and general expenses. During 2015, these expenses were $212,697 and $61,843, respectively.

During 2015, the Organization invested $600,000 to join a group organized by United Way Worldwide to assess the changing charitable landscape and develop a digital platform to engage potential investors. This amount is included in other expenses on the statement of functional expenses for the year ended June 30, 2015.

15. Contingencies

The Organization is subject to occasional legal claims arising out of the normal course of conducting its operations. Management does not expect that these matters will have a material adverse effect on the financial statements of the Organization.

Management Certifications

I hereby certify that:

a) I have reviewed the audited financial statements of the United Way of Greater St. Louis, Inc. for the year ended June 30, 2016.

b) To the best of my knowledge, these financial statements neither contain any untrue statement of a material fact nor omit a material fact necessary to make the financial statements not misleading.

c) To the best of my knowledge, these financial statements and other financial information included in this report, fairly present, in all material respects, the financial condition, results of operations, and cash flows of United Way of Great St. Louis, Inc. as of and for the year ended June 30, 2016.

Orvin T. Kimbrough President and C.E.O.	November 4, 2016 Date
Kenneth A. Graesser Kenneth A. Graesser Senior Vice President and C.F.O	November 4, 2016 Date