UNITED WAY OF GREATER ST. LOUIS, INC.

FINANCIAL STATEMENTS

JUNE 30, 2021

United Way of Greater St. Louis

Contents

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CERTIFIED PUBLIC ACCOUNTANTS & BUSINESS CONSULTANTS

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, 2021 and 2020, 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 and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the 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, 2021 and 2020, 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.

Other Reporting Required By *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated November 18, 2021 on our consideration of United Way of Greater St. Louis, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering United Way of Greater St. Louis, Inc.'s internal control over financial reporting and compliance.

RubinBrown LLP

November 18, 2021

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF FINANCIAL POSITION

Assets

	June 30, 2021	June 30, 2020
Cash and cash equivalents (Note 2)	$ 10,928,305	$ 11,993,568
Other operating investments (Note 5)	12,247,302	2,000,000
Campaign pledges receivable	18,079,395	22,354,448
Allowance for uncollectible pledges	(2,633,783)	(2,804,572)
Other receivables (Note 2)	2,081,741	1,384,599
Prepaid expenses	228,238	45,384
Beneficial interests in charitable remainder trusts (Notes 6 and 8)	10,218,160	8,025,753
Investments, including certificates of deposit carried at cost of $1,329,353 and $1,414,539 at June 30, 2021 and 2020, respectively (Note 5)	41,346,236	34,072,598
Land, building, furniture and equipment (Note 7)	2,854,237	3,129,760
Endowment investments (Notes 5, 9 and 11)	19,790,969	16,541,189
Beneficial interests in perpetual trusts (Notes 6 and 8)	6,331,928	5,107,335
Promissory note receivable (Note 19)	300,000	390,027
Total Assets	$ 121,772,728	$ 102,240,089

Liabilities And Net Assets

	June 30, 2021	June 30, 2020
Liabilities		
Accounts payable and accrued expenses	$ 1,150,736	$ 1,366,362
Payable to United Way Worldwide	41,721	288,305
Allocations payable	20,682,557	22,618,778
Donor designations payable	4,365,178	4,000,672
Forgivable note payable (Note 14)	2,000,000	2,238,000
Pension plan and postretirement plan liabilities (Notes 15 and 16)	3,796,693	6,945,951
Total Liabilities	32,036,885	37,458,068
Net Assets		
Without Donor Restrictions		
Designated by the Board for specific purposes (Note 10)	6,193,126	1,281,292
Net investment in land, building and equipment	2,854,237	3,129,760
Undesignated	36,586,108	22,364,518
Total Without Donor Restrictions	45,633,471	26,775,570
With Donor Restrictions		
Perpetual in nature (Notes 9, 10 and 11)	18,053,564	16,828,971
Endowment earnings to be appropriated (Notes 10 and 11)	8,069,333	4,819,553
Purpose restrictions (Note 10)	6,709,061	7,774,085
Time-restricted for future periods (Note 10)	11,270,414	8,583,842
Total With Donor Restrictions	44,102,372	38,006,451
Total Net Assets	89,735,843	64,782,021
Total Liabilities And Net Assets	$ 121,772,728	$ 102,240,089

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF ACTIVITIES
For The Year Ended June 30, 2021

	Without Donor Restrictions	With Donor Restrictions	Total
Public Support, Revenue And Gains			
Public Support			
Annual campaigns	$ 68,112,474	$ 4,674,023	$ 72,786,497
Donor designations	(14,552,198)	—	(14,552,198)
Provision for uncollectible pledges	(795,212)	(49,148)	(844,360)
Net Annual Campaigns (Note 3)	52,765,064	4,624,875	57,389,939
Estate, trust and other contributions	1,327,311	5,884,309	7,211,620
Employee retention credit (Note 2)	911,049	—	911,049
Note payable forgiveness - gain on extinguishment (Note 14)	2,238,000	—	2,238,000
Total Public Support	57,241,424	10,509,184	67,750,608
Revenue And Gains			
Net realized gains on investments	1,890,611	798,522	2,689,133
Net unrealized gains on investments (Note 5)	6,074,587	2,858,223	8,932,810
Interest and dividends	1,140,702	325,626	1,466,328
Change in value of beneficial interests in charitable remainder trusts (Notes 6 and 8)	—	2,192,407	2,192,407
Change in value of beneficial interests in perpetual trusts (Notes 6 and 8)	—	1,224,593	1,224,593
Total Revenue And Gains	9,105,900	7,399,371	16,505,271
Net Assets Released From Restrictions (Note 10)			
Appropriations from endowment	732,109	(732,109)	—
Satisfaction of donor restrictions	11,080,525	(11,080,525)	—
Total Net Assets Released From Restrictions	11,812,634	(11,812,634)	—
Total Public Support, Revenue And Gains	78,159,958	6,095,921	84,255,879
Allocations And Expenses			
Funds awarded to agencies (Note 3)	38,700,301	—	38,700,301
Other programs and grants (Note 3)	7,310,345	—	7,310,345
Allocations to agencies and other programs	46,010,646	—	46,010,646
Other Program Services:			
Allocations/Grant-making	1,155,810	—	1,155,810
Community Solutions	3,427,361	—	3,427,361
Volunteer Center	449,963	—	449,963
Case Management Services	2,442,141	—	2,442,141
Philanthropic Services	769,322	—	769,322
Total Program Services	54,255,243	—	54,255,243
Supporting Services:			
Fundraising	5,287,131	—	5,287,131
Management and general	2,601,553	—	2,601,553
Total Supporting Services	7,888,684	—	7,888,684
Total Allocations And Expenses	62,143,927	—	62,143,927
Increase In Net Assets From Operations	16,016,031	6,095,921	22,111,952
Pension And Postretirement Plan Changes Other Than Pension Plan Service Costs (Notes 15 And 16)	2,841,870	—	2,841,870
Increase In Net Assets	18,857,901	6,095,921	24,953,822
Net Assets - Beginning Of Year	26,775,570	38,006,451	64,782,021
Net Assets - End Of Year	$ 45,633,471	$ 44,102,372	$ 89,735,843

See the notes to financial statements.

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF ACTIVITIES
For The Year Ended June 30, 2020

	Without Donor Restrictions	With Donor Restrictions	Total
Public Support, Revenue And Gains (Losses)			
Public Support			
Annual campaigns	$ 73,238,027	$ 5,224,056	$ 78,462,083
Donor designations	(22,142,834)	—	(22,142,834)
Provision for uncollectible pledges	(3,527,960)	(17,189)	(3,545,149)
Net Annual Campaigns	47,567,233	5,206,867	52,774,100
Estate, trust and other contributions	1,207,288	8,206,256	9,413,544
Total Public Support	48,774,521	13,413,123	62,187,644
Revenue And Gains (Losses)			
Net realized gains on investments	1,007,679	187,917	1,195,596
Net unrealized gains (losses) on investments (Note 5)	(136,462)	306,557	170,095
Interest and dividends	1,330,851	359,014	1,689,865
Change in value of beneficial interests in charitable remainder trusts (Notes 6 and 8)	—	265,685	265,685
Change in value of beneficial interests in perpetual trusts (Notes 6 and 8)	—	(58,425)	(58,425)
Total Revenue And Gains (Losses)	2,202,068	1,060,748	3,262,816
Net Assets Released From Restrictions (Note 10)			
Appropriations from endowment	659,539	(659,539)	—
Satisfaction of donor restrictions	11,393,751	(11,393,751)	—
Total Net Assets Released From Restrictions	12,053,290	(12,053,290)	—
Total Public Support, Revenue And Gains (Losses)	63,029,879	2,420,581	65,450,460
Allocations And Expenses			
Funds awarded to agencies	43,436,935	—	43,436,935
Other programs and grants	4,373,965	—	4,373,965
Allocations to agencies and other programs	47,810,900	—	47,810,900
Other Program Services:			
Allocations/Grant-making	1,359,176	—	1,359,176
Community Solutions	3,601,810	—	3,601,810
Volunteer Center	614,079	—	614,079
Case Management Services	2,965,034	—	2,965,034
Philanthropic Services	814,788	—	814,788
Total Program Services	57,165,787	—	57,165,787
Supporting Services:			
Fundraising	5,357,112	—	5,357,112
Management and general	2,786,192	—	2,786,192
Total Supporting Services	8,143,304	—	8,143,304
Total Allocations And Expenses	65,309,091	—	65,309,091
Increase (Decrease) In Net Assets From Operations	(2,279,212)	2,420,581	141,369
Pension And Postretirement Plan Changes Other Than Pension Plan Service Costs (Notes 15 And 16)	(2,056,427)	—	(2,056,427)
Increase (Decrease) In Net Assets	(4,335,639)	2,420,581	(1,915,058)
Net Assets - Beginning Of Year	31,111,209	35,585,870	66,697,079
Net Assets - End Of Year	$ 26,775,570	$ 38,006,451	$ 64,782,021

See the notes to financial statements.

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For The Year Ended June 30, 2021

	Program Services						Supporting Services			
	Allocations/ Grant-Making	Community Solutions	Volunteer Center	Case Management Services	Philanthropic Services	Total	Fund-raising	Management And General	Total	Total
Funds awarded	$ 38,020,045	$ 653,299	$ —	$ 26,957	$ —	$ 38,700,301	$ —	$ —	$ —	$ 38,700,301
Other programs and grants	6,797,219	152,895	—	303,481	56,750	7,310,345	—	—	—	7,310,345
Allocations to agencies and other programs	44,817,264	806,194	—	330,438	56,750	46,010,646	—	—	—	46,010,646
Salaries	667,977	1,344,448	275,256	1,167,203	501,750	3,956,634	2,656,897	1,434,631	4,091,528	8,048,162
Taxes and benefits (Note 15)	202,192	340,420	79,903	529,488	144,783	1,296,786	840,109	448,265	1,288,374	2,585,160
Audit and legal fees	11,819	27,563	3,441	13,370	14,537	70,730	37,991	56,729	94,720	165,450
Consulting and other professional fees	81,856	1,352,462	26,874	274,332	25,480	1,761,004	193,256	94,948	288,204	2,049,208
Materials, ads, events and supplies:										
Campaign related	—	—	—	—	—	—	335,736	—	335,736	335,736
Noncampaign related	2,206	31,807	645	3,876	3,344	41,878	7,898	6,696	14,594	56,472
Meetings and local travel	2,208	6,705	711	5,239	3,497	18,360	7,475	6,483	13,958	32,318
Training and professional development	1,866	5,381	580	2,710	3,130	13,667	5,831	4,805	10,636	24,303
Office expenses	12,332	54,843	4,354	86,140	5,103	162,772	76,777	26,296	103,073	265,845
Occupancy, equipment rental and maintenance	54,137	141,575	20,429	90,284	14,321	320,746	683,552	258,777	942,329	1,263,075
Depreciation and amortization	29,737	34,488	10,084	62,778	11,943	149,030	129,480	66,875	196,355	345,385
Insurance	6,243	6,589	1,908	11,185	3,208	29,133	23,670	33,901	57,571	86,704
Other	24,315	25,719	4,971	34,578	16,794	106,377	59,081	85,167	144,248	250,625
United Way Worldwide dues (Note 18)	58,922	55,361	20,807	160,958	21,432	317,480	229,378	77,980	307,358	624,838
Expenses excluding allocations	1,155,810	3,427,361	449,963	2,442,141	769,322	8,244,597	5,287,131	2,601,553	7,888,684	16,133,281
Total	$ 45,973,074	$ 4,233,555	$ 449,963	$ 2,772,579	$ 826,072	$ 54,255,243	$ 5,287,131	$ 2,601,553	$ 7,888,684	$ 62,143,927

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF FUNCTIONAL EXPENSES
For The Year Ended June 30, 2020

	Program Services						Supporting Services			
	Allocations/ Grant-Making	Community Solutions	Volunteer Center	Case Management Services	Philanthropic Services	Total	Fund-raising	Management And General	Total	Total
Funds awarded	$ 41,449,099	$ 1,865,283	$ —	$ 122,553	$ —	$ 43,436,935	$ —	$ —	$ —	$ 43,436,935
Other programs and grants	3,461,090	160,873	—	623,802	128,200	4,373,965	—	—	—	4,373,965
Allocations to agencies and other programs	44,910,189	2,026,156	—	746,355	128,200	47,810,900	—	—	—	47,810,900
Salaries	706,201	1,594,742	371,705	1,443,376	471,981	4,588,005	2,702,983	1,581,544	4,284,527	8,872,532
Taxes and benefits (Note 15)	225,881	454,787	106,726	607,644	125,700	1,520,738	896,604	484,220	1,380,824	2,901,562
Audit and legal fees	7,596	18,579	2,872	9,210	4,901	43,158	17,826	37,894	55,720	98,878
Consulting and other professional fees	175,394	900,976	38,959	271,974	21,555	1,408,858	141,119	100,997	242,116	1,650,974
Materials, ads, events and supplies:										
Campaign related	—	—	—	—	—	—	467,180	—	467,180	467,180
Noncampaign related	6,370	124,594	3,298	8,625	34,684	177,571	46,123	24,141	70,264	247,835
Meetings and local travel	10,807	41,112	4,532	12,819	6,465	75,735	30,018	24,818	54,836	130,571
Training and professional development	3,962	5,808	1,653	11,836	2,466	25,725	17,889	5,528	23,417	49,142
Office expenses	20,399	20,802	6,539	160,512	7,547	215,799	84,855	31,323	116,178	331,977
Occupancy, equipment rental and maintenance	82,352	301,294	27,689	142,927	85,309	639,571	534,344	207,511	741,855	1,381,426
Depreciation and amortization	36,690	41,583	13,847	80,812	14,981	187,913	132,249	73,576	205,825	393,738
Insurance	6,862	7,654	2,463	13,460	2,551	32,990	21,465	33,518	54,983	87,973
Other	22,759	40,945	9,878	44,464	17,294	135,340	64,734	106,594	171,328	306,668
United Way Worldwide dues (Note 18)	53,903	48,934	23,918	157,375	19,354	303,484	199,723	74,528	274,251	577,735
						—				
Expenses excluding allocations	1,359,176	3,601,810	614,079	2,965,034	814,788	9,354,887	5,357,112	2,786,192	8,143,304	17,498,191
Total	$ 46,269,365	$ 5,627,966	$ 614,079	$ 3,711,389	$ 942,988	$ 57,165,787	$ 5,357,112	$ 2,786,192	$ 8,143,304	$ 65,309,091

UNITED WAY OF GREATER ST. LOUIS, INC.

STATEMENT OF CASH FLOWS

	For The Years Ended June 30, 2021	2020
Cash Flows From Operating Activities		
Increase (decrease) in net assets	$ 24,953,822	$ (1,915,058)
Adjustments to reconcile increase (decrease) in net assets to net cash from operating activities:		
Depreciation and amortization	345,385	393,738
Net realized gains on investments	(1,890,611)	(1,007,679)
Net realized gains on endowment investments	(798,522)	(187,917)
Net unrealized (gains) losses on investments	(6,074,587)	136,462
Net unrealized gains on endowment investments	(2,858,223)	(306,557)
Contribution of interest in charitable remainder trust	—	(871,232)
Change in value of split-interest agreements	(2,192,407)	(265,685)
Change in value of perpetual trusts	(1,224,593)	58,425
Pension and postretirement plan changes other pension plan service costs	(2,841,870)	2,056,427
Note payable forgiveness	(2,238,000)	—
Changes in asset and liability accounts:		
Campaign pledges receivable	4,275,053	5,620,997
Allowance for uncollectible pledges	(170,789)	(209,260)
Other receivables	(697,142)	(422,828)
Prepaid expenses	(182,854)	183,810
Promissory note receivable	90,027	9,973
Accounts payable and accrued liabilities	(215,626)	217,158
Payable to United Way Worldwide	(246,584)	1,981
Allocations payable	(1,936,221)	(822,934)
Donor designations payable	364,506	(1,403,448)
Pension plan and retirement plan liabilities	(307,388)	(161,011)
Net Cash Provided By Operating Activities	6,153,376	1,105,362
Cash Flows From Investing Activities		
Purchases of building, furniture and equipment	(69,862)	(77,140)
Proceeds from sale or maturity of other operating investments	6,130,194	—
Proceeds from sale or maturity of investments	8,728,355	7,497,756
Proceeds from sale of endowment investments	3,096,522	2,956,632
Purchases of other operating investments	(16,377,496)	(2,000,000)
Purchases of investments	(8,036,795)	(6,431,830)
Purchases of endowment investments	(2,689,557)	(3,654,950)
Net Cash Used In Investing Activities	(9,218,639)	(1,709,532)
Cash Flows From Financing Activities		
Contributions restricted for permanent investment	—	1,000,000
Proceeds from forgivable note payable	2,000,000	2,238,000
Net Cash Provided By Financing Activities	2,000,000	3,238,000
Net Increase (Decrease) In Cash And Cash Equivalents	(1,065,263)	2,633,830
Cash And Cash Equivalents - Beginning Of Year	11,993,568	9,359,738
Cash And Cash Equivalents - End Of Year	$ 10,928,305	$ 11,993,568

1. Organization

United Way of Greater St. Louis, Inc. (the Organization), founded in 1922, is a not-for-profit organization that conducts annual campaigns in the St. Louis region to support 16 counties in Missouri and Illinois. It raises funds without donor restrictions and other funds, which are invested in a network of 164 safety net agencies. Funded agencies' performance is reviewed annually, and 300 plus community volunteers throughout the region evaluate annual allocation awards. Agency awards are distributed throughout the calendar year following the fundraising campaign, matching the timing of most cash receipts from the campaigns. The Organization also raises certain designated funds and funds with donor restrictions within the annual campaigns and otherwise that support a broader group of agencies, more than 900 inclusive of the member agencies. The Organization is governed by a volunteer Board of Directors that both evaluates and helps the Organization fulfill its mission.

Mission Statement

The Organization mobilizes the community with one goal in mind - helping people live their best possible lives.

COVID-19

In January 2020, a novel strain of coronavirus (COVID-19) spread worldwide, including the United States. The impact of the virus varies from region to region and from day to day and any significant additional spreading of the virus could affect the Organization's revenue and other support. The Organization monitors ongoing mandates and continues to take proactive measures related to managing operations and cash flow. The continued outbreak of the COVID-19 virus is likely to also have a further negative impact in 2022 on the economy, which in the future, might impact the Organization's ability to fundraise, which could have a significant impact on the Organization's financial results in fiscal year 2022 and beyond. Given the dynamic nature of this outbreak, however, the extent to which the COVID-19 virus will impact the Organization's results will depend on future developments, which remain highly uncertain and cannot be predicted at this time.

2. Summary Of Significant Accounting Policies

New Accounting Pronouncements

Effective July 1, 2020, the Organization adopted Accounting Standards Codification Topic 606, *Revenue from Contracts with Customers* (ASC 606), as amended. ASC 606 outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers and supersedes most current revenue recognition guidance, including industry-specific guidance. ASC 606 outlines a five-step process for revenue recognition that focuses on transfer of control, as opposed to transfer of risk and rewards, and also requires enhanced disclosures regarding the nature, amount, timing, and uncertainty of revenues and cash flows from contracts with customers. Major provisions include determining which goods and services are distinct and represent separate performance obligations, how variable consideration is recognized, and whether revenues should be recognized at a point in time or over time.

The Organization adopted ASC 606 using a modified retrospective approach, and accordingly the new guidance was applied retrospectively to contracts that were not completed as of July 1, 2020, which is the date of initial application. As a practical expedient, for any contracts that were modified prior to July 1, 2020, the Organization has applied the new guidance for these uncompleted contracts as of the date of adoption, rather than as of the date of each modification. As a result of judgements used, including the allocation of the transaction price to satisfied and unsatisfied performance obligations for modifications, the Organization may have come to different conclusions if analyzed based on the date of each modification. Management does not believe that the effect of this practical expedient had a material effect on the application of ASC 606. The adoption of ASC 606 did not have a material impact on the financial statements.

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.

Basis Of Presentation

The financial statement presentation follows the requirements of the Financial Accounting Standards Board. The Organization is required to report information regarding its financial position and activities according to two classes of net assets: without donor restrictions and with donor restrictions.

Net Assets Without Donor Restrictions

Net assets without donor restrictions are available for use at the discretion of the Board of Directors and/or management for general purposes.

From time to time, the Board of Directors designates a portion of funds without donor restrictions for specific purposes, which makes the funds unavailable for use at management's discretion.

Net Assets With Donor Restrictions

Net assets with donor restrictions consist of assets whose use is limited by donor-imposed restrictions. Donor restricted net assets are further categorized as time or purpose restricted or perpetual in nature. Restricted net assets that are perpetual in nature require the Organization to maintain such assets permanently while permitting the Organization to expend the income, dividends, interest, and gains and losses on investments generated, in accordance with the provisions of the donor-imposed stipulations or a Board-approved spending policy.

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 and cash equivalents with financial institutions with strong credit ratings. At June 30, 2021, such balances were in excess of Federal Deposit Insurance Corporation (FDIC) insurance limits by approximately $12,000,000. $5,700,000 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.

Pledges Receivable

Unconditional pledges receivable are recognized as support in the period the pledges are received. Conditional contributions, that is, those with measurable performance or other barriers, are recognized as support when the conditions on which they depend have been met. The Organization had conditional pledges related to governmental grants of $1,291,251 and $1,543,073 at June 30, 2021 and 2020, respectively.

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

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. The investment income, including gains and losses, is further reported in accordance with applicable net asset restrictions.

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.

Forgivable Notes Payable

The Organization has received two loans that were part of the Paycheck Protection Program (PPP) established under the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) and administered by the U.S. Small Business Administration (SBA). In accordance with the requirements of the CARES Act, the Organization used the proceeds from the loans exclusively for qualified expenses under the PPP, mainly payroll costs, as further detailed in the CARES Act and applicable guidance issued by the SBA. The Organization considers the PPP loans to be debt, subject to the provisions of Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 470, *Debt*. The Organization did not impute additional interest at a market rate as transactions where interest rates are prescribed by governmental agencies are not subject to the accounting guidance on imputing interest.

The loans will remain recorded as a liability until either (1) the loan is, in part or wholly, forgiven and the debtor has legally released or (2) the debtor pays off the loan to the creditor. Once the loan is, in part or wholly, forgiven and legal release is received, the Organization will reduce the liability by the amount forgiven and record a gain on extinguishment. This occurred for one of the PPP loans during 2021.

Public Support

The Organization reports gifts of cash and other assets as donor-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, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. The Organization has adopted the policy of reporting net assets released from restrictions upon completion of donor purpose restrictions, regardless of whether the related cash has been received.

The Organization also manages donor-advised funds for high net worth individuals that further facilitate grants to domestic, charitable, tax-exempt organizations based on recommendations by contributors that meet the programmatic or geographic interest of both the donor and the Organization. The contributions to these funds are recorded by the Organization as Board-designated until distributed (Note 12).

Trusts in which the Organization is named as an irrevocable beneficiary, but is not the trustee, are recorded as assets held in trust by others when the Organization is notified by the trustee. The assets are recorded at fair value based on the statements from the trustees, which are derived from the fair value of the underlying investment of the trust, and the Organization's ownership interest in the trust.

Grants And Contracts

The Organization receives grant and contract revenue from governmental and private sources. Revenues from grants and contracts that are nonreciprocal are treated as contributions. Amounts received are generally recognized as contribution revenue when the Organization has incurred expenditures in compliance with specific contract or grant provisions. Any amounts received prior to incurring qualifying expenditures would be reported as refundable advances and included in accounts payable and accrued expenses in the statement of financial position.

Donor 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 are only considered donor designations for employees who reside in the Organization's service area. Payments for employees who do not reside in the Organization's service area are not recorded as revenue or expense.

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 with third-party processor designations.

The amounts of donor designations to specified agencies that remain unpaid at year end are included in the statement of financial position as donor designations payable, except designations payable that apply to third-party processed designations.

Employee Retention Credit

The CARES Act provided an employee retention credit, which is a refundable tax credit against certain employment taxes up to $5,000 per employee for eligible employers. The credit is equal to 50% of qualified wages paid to employees during a quarter, capped at $10,000 of qualified wages through December 31, 2020.

The Consolidated Appropriations Act of 2021 extended the availability of the employee retention credit through December 31, 2021. However, certain provisions apply only after December 31, 2020. This new legislation amends the employee retention credit to be equal to 70% of qualified wages paid to employees after December 31, 2020 and before December 31, 2021. During 2021, a maximum of $10,000 in qualified wages for each employee per calendar quarter may be counted in determining the 70% credit. Therefore, the maximum tax credit that can be claimed by an eligible employer in 2021 is $7,000 per employee per calendar quarter.

The Organization recognizes the employee retention credit when conditions for earning it are substantially met. The Organization qualified for the credit beginning on January 1, 2021 and applied for credits for qualified wages through March 31, 2021. During the year ended June 30, 2021, employee retention credits of $911,049 were recognized as revenue on the statement of activities. At June 30, 2021, the credits remain receivable and are included in other receivables on the statement of financial position.

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 1):

Program Services

Allocations/Grant-Making - Includes expenditures for ongoing operational funding and one-time grants to member and non-member agencies, and for administering the funding and providing oversight of the fund distribution programs.

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, 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. Agency monitoring, training and certification 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 including energy assistance and 100 Neediest Cases, 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.

Expenses

Expenses are recognized by the Organization on an accrual basis. Expenses paid in advance, but not yet incurred, are recorded as prepaid until the applicable period.

Functional Expense Allocation

The statement of functional expenses presents expenses by function and natural classification. Expenses directly attributable to a specific functional area of the Organization are reported as specific to that functional area. Expenses that benefit multiple functional or program areas have been allocated across programs and other supporting services based on the salary ratio, square footage, computer counts, time studies, and full-time employee equivalents (FTE).

See summary below for specific allocation methods used for various expenses:

Natural Category	Method
Salaries	Time studies, computer counts, and square footage
Taxes and benefits	Salary ratio, computer counts, and square footage
Consulting and other professional fees	Computer counts and FTE
Office expenses	FTE
Occupancy, equipment rental, and maintenance	Computer counts and square footage
Insurance	Square footage
Depreciation and amortization	Square footage and direct charge

Advertising Costs

The Organization expenses advertising costs as incurred. Total advertising costs charged against income amounted to $129,182 in 2021 and $125,083 in 2020.

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.

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 2017 and later remain subject to examination by taxing authorities.

Fair Value

The carrying amounts of campaign pledges receivable, other receivables, and accounts payable and accrued expenses approximate fair value due to the short period to maturity. Beneficial interests in charitable remainder and 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. Other assets are carried at the lower of cost or prevailing market value.

Subsequent Events

Management evaluates subsequent events through the date the financial statements are available for issue, which is the date of the Independent Auditors' Report.

Reclassifications

Certain 2020 balances have been reclassified, where appropriate, to conform with the 2021 financial statement presentation.

3. Campaign Revenue, Donor Designations And Agency Awards

The Organization conducts three main campaigns. Each of those campaigns has a variety of ways in which related designations are processed and recorded as described in Note 2. For the year ended June 30, 2021, the Organization recorded campaign revenues and related designations as follows for each of its campaigns:

	June 30, 2021		
	Without Donor Restrictions	**With Donor Restrictions**	**Total**
United Way Annual Campaign Revenue			
Available for allocations and operations	$ 50,865,520	$ 971,846	$ 51,837,366
Designated to United Way programs	4,500,000	1,683,802	6,183,802
100 Neediest Cases	—	1,940,653	1,940,653
Donor-Advised Fund gifts (Note 12)	172,000	—	172,000
Designated for direct payment	9,142,294	—	9,142,294
Third-party processed revenue	119,655	—	119,655
Gross Annual Campaign Revenue	64,799,469	4,596,301	69,395,770
Less: Pay direct/third-party processed designations	(9,261,949)	—	(9,261,949)
Less: First dollar designations	(1,977,244)	—	(1,977,244)
Less: Provision for uncollectible pledges	(795,212)	(49,148)	(844,360)
Net Annual Campaign Revenue	52,765,064	4,547,153	57,312,217
United Way Private And Other Campaign Revenue			
Other campaign revenue	—	2,672	2,672
Designated to United Way programs	—	75,050	75,050
Designated for direct payment	3,313,005	—	3,313,005
Gross Private And Other Campaign Revenue	3,313,005	77,722	3,390,727
Less: Pay direct designations	(3,313,005)	—	(3,313,005)
Net Private And Other Campaign Revenue	—	77,722	77,722
Total	$ 52,765,064	$ 4,624,875	$ 57,389,939

Member agencies were awarded $38,212,594 of the $38,700,301 funds awarded to agencies. In addition to those awards, member agencies received first-dollar designations of $1,977,244, $1,447,503 of the $12,455,299 of the pay direct designations, all of the third-party processed designations of $119,655 and $2,500 of the $7,310,345 of other programs and grants awarded for the year ended June 30, 2021, which includes donor-advised fund (DAF) payouts.

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. The total 2020/21 campaign, net of fees, was $98,427, of which the Organization's share of the distributions was $14,394, and $84,033 was for member agencies. As of June 30, 2021, $7,081 was collected for this campaign, of which $837 was for the Organization, and $6,244 was distributed to member agencies.

Total distributions made during the year ended June 30, 2021 from the 2019/20 campaign were $75,000, of which $12,255 was for the Organization, and $62,745 was for member agencies.

During the 2019/20 and 2020/21 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

The fundamental objectives for investments are to ensure safety and preservation of principal, meet liquidity needs, apply diversification and risk limits appropriate to the investment pools, and achieve optimal net investment returns subject to acceptable risk tolerances, investment pool objectives, and policy constraints.

Investments consist of the following:

	2021	2020
Cash and money market accounts - short-term investments	$ 616,755	$ 1,321,926
Certificates of deposit	1,329,353	1,414,539
Government obligations	4,532,523	2,000,000
Corporate bonds	4,132,430	—
Foreign bonds	3,492,178	—
Mutual funds:		
Domestic large-cap blend index	27,957,980	22,858,376
Foreign large-cap blend index	9,115,674	7,698,053
Real estate index	3,146,314	2,401,501
Private equity fund	28,246	30,304
Fixed income mutual funds:		
Intermediate-term bond index	19,033,054	14,889,088
	$ 73,384,507	$ 52,613,787

The total cost basis of these investments amounted to $50,628,424 and $38,790,514 at June 30, 2021 and 2020, respectively.

These amounts are reported in the statement of financial position as follows:

	2021	2020
Investments	$ 41,346,236	$ 34,072,598
Other operating investments	12,247,302	2,000,000
Endowment investments	19,790,969	16,541,189
	$ 73,384,507	$ 52,613,787

Investments include purpose restricted investments amounts relating to Dollar More and Dollar Help energy assistance programs and the individual development accounts program. Endowment investments include perpetual in nature endowments, which are endowment donations at their original contributed value, as well as earnings that will be appropriated by the Board.

Unrealized gains of $8,932,810 and $170,095 were recorded for the years ended June 30, 2021 and 2020, respectively, to adjust the investments to fair value.

Investment expenses such as custodial, commissions, and investment advisory fees are netted against investment income in the statement of activities.

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. 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 assets 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 measured at fair value on a recurring basis during the years ended June 30, 2021 and 2020 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, 2021			
	Level 1	**Level 2**	**Level 3**	**Total**
Money market accounts reported as cash	$ 5,833,481	$ —	$ —	$ 5,833,481
Money market accounts - short-term investments	616,755	—	—	616,755
Government bonds	—	4,532,523	—	4,532,523
Corporate bonds	—	4,132,430	—	4,132,430
Foreign bonds	—	3,492,178	—	3,492,178
Mutual funds				
Domestic large-cap blend index	27,957,980	—	—	27,957,980
Foreign large-cap blend index	9,115,674	—	—	9,115,674
Real estate index	3,146,314	—	—	3,146,314
Private equity fund	—	—	28,246	28,246
Fixed income mutual funds				
Intermediate-term bond index	19,033,054	—	—	19,033,054
Beneficial interests in charitable remainder trusts	—	—	10,218,160	10,218,160
Beneficial interests in perpetual trusts	—	—	6,331,928	6,331,928
Total Assets At Fair Value	$ 65,703,258	$ 12,157,131	$ 16,578,334	$ 94,438,723

	June 30, 2020			
	Level 1	**Level 2**	**Level 3**	**Total**
Money market accounts reported as cash	$ 8,410,765	$ —	$ —	$ 8,410,765
Money market accounts - short-term investments	1,321,926	—	—	1,321,926
Government bonds	—	2,000,000	—	2,000,000
Mutual funds				
Domestic large-cap blend index	22,858,376	—	—	22,858,376
Foreign large-cap blend index	7,698,053	—	—	7,698,053
Real estate index	2,401,501	—	—	2,401,501
Private equity fund	—	—	30,304	30,304
Fixed income mutual funds				
Intermediate-term bond index	14,889,088	—	—	14,889,088
Beneficial interests in charitable remainder trusts	—	—	8,025,753	8,025,753
Beneficial interests in perpetual trusts	—	—	5,107,335	5,107,335
Total Assets At Fair Value	$ 57,579,709	$ 2,000,000	$ 13,163,392	$ 72,743,101

Government, corporate, and foreign bonds are valued by using techniques consistent with the income approach. Significant observable inputs to in the income approach include data points for benchmark constant maturity curves and spreads.

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, 2021 and 2020:

	Beneficial Interests In Perpetual Trusts	Beneficial Interests In Charitable Remainder Trusts	Private Equity Fund
Balance - July 1, 2019	$ 5,165,760	$ 6,888,836	$ 32,035
Contributions	—	871,232	—
Change in value	(58,425)	265,685	(1,731)
Balance - June 30, 2020	5,107,335	8,025,753	30,304
Change in value	1,224,593	2,192,407	(2,058)
Balance - June 30, 2021	$ 6,331,928	$ 10,218,160	$ 28,246

Beneficial interests in perpetual trusts held by others are 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.

Beneficial 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 2020, the Organization became a beneficiary of an irrevocable charitable remainder trust and is expected to receive $1,000,000 upon the death of the survivor. Based on life expectancy calculations, the original sum was discounted at 1.07% to a value of $871,232 at June 30, 2020.

During 2021 and 2020, there were no changes in the methods and/or assumptions utilized to derive the fair value of the Organization's assets.

7. Land, Building, Furniture And Equipment

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

	2021			2020		
	Cost	Accumulated Depreciation	Net Book Value	Cost	Accumulated Depreciation	Net Book Value
Land	$ 960,000	$ —	$ 960,000	$ 960,000	$ —	$ 960,000
Building	4,030,815	2,516,755	1,514,060	4,030,815	2,316,629	1,714,186
Furniture and equipment	2,297,750	1,929,474	368,276	2,239,789	1,784,215	455,574
Assets not placed into service	11,901	—	11,901	—	—	—
	$ 7,300,466	$ 4,446,229	$ 2,854,237	$ 7,230,604	$ 4,100,844	$ 3,129,760

8. Split-Interest Agreements

The Organization is a beneficiary of five 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, 2021 and 2020, the Organization's specified percentage of the remaining balances was valued at $10,218,160 and $8,025,753, respectively (Note 10).

The change in value of the charitable remainder trusts was an increase of $2,192,407 and $265,685 for the years ended June 30, 2021 and 2020, respectively.

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 $6,331,928 and $5,107,335 at June 30, 2021 and 2020, respectively (Note 9).

The change in value of the perpetual trusts was an increase (decrease) of $1,224,593 and $(58,425) for the years ended June 30, 2021 and 2020, respectively.

9. Perpetual In Nature Net Assets

Donor restricted net assets that are perpetual in nature consist of the following at June 30:

	2021	2020
Investments	$ 11,721,636	$ 11,721,636
Beneficial interests in perpetual trusts (Note 8)	6,331,928	5,107,335
	$ 18,053,564	$ 16,828,971

10. Net Assets

Net assets with donor restrictions or Board designations are detailed in the following table with a summary by restriction category. In this table, "T" stands for time restricted, "P" stands for purpose restricted, "BE" stands for endowment earnings that are available to be appropriated by the Board, "BD" stands for other specific Board designations, and "PN" stand for perpetual in nature. Following is a summary of net asset designations and restrictions as of June 30:

	Designation/ Restriction	2021	2020
Time restricted for future periods	T	$ 11,270,414	$ 8,583,842
Purpose restrictions	P	6,709,061	7,774,085
Endowment earnings restricted until appropriated	BE	8,069,333	4,819,553
Designated by the Board for specific purposes	BD	6,193,126	1,281,292
Perpetual in nature	PN	18,053,564	16,828,971
		$ 50,295,498	$ 39,287,743

	Designation/ Restriction	2021	2020
Charitable Remainder Trusts (Note 8)	T	$ 10,218,160	$ 8,025,753
Restricted Campaign	T	1,052,254	558,089
COVID-19 Programs	P	1,279,627	1,013,191
Spire's Dollar Help Program	P	1,015,440	1,543,256
100 Neediest Cases	P	585,027	243,813
Missouri Opioid Recovery	P	498,948	463,660
Ameren Missouri's Dollar More Program	P	460,001	1,661,540
Hardship and Assistance Funds	P	417,877	331,739
Dolly Parton's Imagination Library	P	352,022	282,913
Missouri Foundation For Health	P	290,250	290,250
East Side Aligned	P	271,448	31,907
Boeing Programmatic Technology	P	251,475	251,475
Stifel Programs	P	248,769	210,838
NAP Tax Programs	P	178,100	—
GlaxoSmithKline - East Side Thrives	P	150,587	210,579
Bank On Collaboration	P	150,399	121,754
Community Partnership CIE	P	113,037	43,162
Anonymous and Other	P	92,065	227,661
EY Digital Divide	P	84,466	—
Service To Go	P	63,355	123,250
United Way Collective Impact	P	49,601	49,601
Campaign Representatives Program	P	36,395	37,124
Sponsorships	P	27,338	29,722
Individual Development Account Programs	P	21,426	82,011
St. Louis Ready By 21	P	13,185	—
St. Louis Mental Health Association Scholarships	P	11,059	11,059
East St. Louis Early Learning	P	11,054	48,839
Dollar Endowed Annual Gift	P	10,900	10,900
David May Employee Trust	P	10,711	10,711
GM Truck 2-1-1 Direct Assistance	P	10,120	30,000
East Side Align Consolidated Programs	P	4,292	—
St. Louis Safe and Thriving	P	87	570
Help Our Neighbors	P	—	254,091
Healthier Together	P	—	99,287
Spire CSR	P	—	40,277
Citi Financial Head Start	P	—	17,451
Tax Preparation Assistance	P	—	931
ESA - OJJDP	P	—	273
Jefferson County Direct Assistance	P	—	250
General Endowment Fund Earnings	BE	3,403,642	1,416,982
United Way Partnership Endowment Fund Earnings	BE	3,231,913	2,681,444
Overhead Endowment Fund Earnings	BE	1,001,797	450,785
Charmaine Chapman Endowment Fund Earnings	BE	431,981	270,342
Endowment Corpus	PN	11,721,636	11,721,636
Beneficial Interests In Perpetual Trusts (Note 8)	PN	6,331,928	5,107,335
Donor-Advised Funds (Note 12)	BD	271,476	168,272
Designated Operating Reserve	BD	4,500,000	—
Designated Bequest	BD	604,135	604,135
Designated Community Response	BD	419,185	43,604
Designated SWID Funding	BD	275,239	158,986
Designated Technology	BD	77,607	77,607
Designated Tri-Cities Funding	BD	34,734	47,938
Gary Dollar Gift Designation	BD	10,750	10,750
Designated Harriott Awards	BD	—	15,000
Designated Initiative Grant	BD	—	25,000
Designated Community Enhancement	BD	—	130,000
		$ 50,295,498	$ 39,287,743

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or occurrence of the passage of time or other events specified by donors. The net assets released from restrictions were as follows:

	2021	2020
Ameren Missouri's Dollar More Program	$ 3,079,392	$ 1,750,020
Spire's Dollar Help Program	2,206,681	902,949
100 Neediest Cases	1,599,439	1,283,056
CARES Act	739,051	—
East Side Aligned - CBCR	470,769	218,192
Restricted Campaign	431,205	2,065,874
General Endowment Fund Earnings	429,223	362,488
Help Our Neighbors	260,011	—
Summer Nutrition	198,680	96,110
Missouri Opioid Recovery	177,436	94,923
Spire CSR	160,552	142,223
St. Louis Safe and Thriving	138,289	180,137
GlaxoSmithKline - East Side Thrives	136,692	—
East Side Aligned	136,359	386,692
Overhead Endowment Fund Earnings (Note 18)	132,620	130,322
United Way Partnership Endowment Fund Earnings	132,154	129,454
Hardship and Assistance Funds	126,982	146,872
Stifel Programs	120,339	103,097
East Side Align Consolidated Programs	82,986	—
Service To Go	75,556	177,046
Illinois State Board of Education	70,178	—
Individual Development Account Programs	60,585	268,199
Dolly Parton's Imagination Library	55,604	48,312
Bank On Collaboration	53,855	61,411
Tax Preparation Assistance	50,931	24,999
Campaign Representatives Program	50,728	88,916
Siemer Institute	50,000	100,000
COVID-19 Programs	48,643	1,240,000
Charmaine Chapman Endowment Fund Earnings	38,112	37,275
East St. Louis Early Learning	32,785	8,661
Community Partnership CIE	30,125	6,838
AmeriCorps Alumni	21,250	—
Restore, Revisit and Renewal Grant	13,951	—
Citi Financial Head Start	13,277	2,913
Sponsorships	7,383	41,341
Healthier Together	4,954	93,823
ESA - OJJDP	273	422,342
Jefferson County Direct Assistance	250	22,525
St. Louis Ready By 21	—	283,495
Missouri Foundation For Health	—	202,500
GM Truck 2-1-1 Direct Assistance	—	137,257
Boeing Programmatic Technology	—	68,243
Long-Term Recovery Disaster Funding	—	66,213
Wells Fargo Collaborations	—	54,457
David May Employee Trust	—	10,000
Anonymous and Other	375,334	594,115
	$ 11,812,634	$ 12,053,290

11. Endowments

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 interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gifts as of the gift dates of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. The Organization classifies as net assets with donor restrictions that are perpetual in nature (a) the original value of gifts donated to the permanent endowments, (b) the original value of subsequent gifts to the permanent endowments, and (c) accumulations to the permanent endowments 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 endowment funds with donor restrictions that is not classified in perpetual in nature net assets is classified as endowment earnings to be appropriated until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

(1) The duration and preservation of the funds;
(2) The purposes of the Organization and the donor-restricted endowment funds;
(3) General economic conditions;
(4) The possible effect of inflation and deflation;
(5) The expected total return from income and the appreciation of investments;
(6) Other resources of the Organization; and
(7) The investment and operating reserves policies of the Organization.

The Organization manages four distinct endowment funds for different purposes. These include the United Way of Greater St. Louis General Endowment, United Way Partnership Endowment, Overhead Endowment, and Charmaine Chapman Endowment Funds. The United Way of Greater St. Louis General Endowment and Overhead Endowment funds have been pooled to leverage earnings and reduce investment costs using a unitized accounting method to track share values and allocate investment earnings and gains and losses.

In making appropriations from the endowment funds, the Board complies first with any restrictions or requirements in the gift instrument as to purpose and amount. Annually, the Board conducts an analysis of the endowment investment funds and based on accumulated earnings and gains or losses considers appropriations with a three-year average spend formula. For 2021 and 2020, endowment earnings appropriated by the Board were used for general operations.

Endowment Asset Composition By Type Of Fund As Of June 30, 2021:

	Endowment Earnings To Be Appropriated	Perpetual In Nature	Total
Donor-restricted endowment funds	$ 8,069,333	$ 11,721,636	$ 19,790,969

Endowment Asset Composition By Type Of Fund As Of June 30, 2020:

	Endowment Earnings To Be Appropriated	Perpetual In Nature	Total
Donor-restricted endowment funds	$ 4,819,553	$ 11,721,636	$ 16,541,189

Changes In Endowment Assets For The Fiscal Year Ended June 30, 2021:

	Endowment Earnings To Be Appropriated	Perpetual In Nature	Total
Endowment assets, beginning of year	$ 4,819,553	$ 11,721,636	$ 16,541,189
Investment return:			
Interest and dividends	325,010	—	325,010
Net realized and unrealized gains	3,656,779	—	3,656,779
Total investment return	3,981,789	—	3,981,789
Endowment additions	100	—	100
Appropriation of endowment assets for expenditure	(732,109)	—	(732,109)
Endowment assets, end of year	$ 8,069,333	$ 11,721,636	$ 19,790,969

Changes In Endowment Assets For The Fiscal Year Ended June 30, 2020:

	Endowment Earnings To Be Appropriated	Perpetual In Nature	Total
Endowment assets, beginning of year	$ 4,626,760	$ 10,721,636	$ 15,348,396
Investment return:			
Interest and dividends	347,621	—	347,621
Net realized and unrealized gains	494,211	—	494,211
Total investment return	841,832	—	841,832
Endowment additions	10,500	1,000,000	1,010,500
Appropriation of endowment assets for expenditure	(659,539)	—	(659,539)
Endowment assets, end of year	$ 4,819,553	$ 11,721,636	$ 16,541,189

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." As of June 30, 2021 and 2020, there were no deficiencies of this nature.

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 with donor restrictions funds until such time as they are appropriated and released to without donor restricted net assets when market conditions allow.

The Organization has a policy that permits prudent spending from underwater endowments, unless otherwise precluded by donor intent or relevant laws and regulations.

12. Donor-Advised Funds

In 2016, the Organization executed an addendum to existing fiscal agent agreements with third parties to provide donation processing relating to donor-advised giving programs offered to various corporations and individuals. Contributions to donor advised programs were $172,000 and $193,000 for the years ended June 30, 2021 and 2020, respectively.

Grants made to charitable organizations during the years ended June 30, 2021 and 2020 from the DAF were $111,765 and $194,511, respectively. The balance of unexpended DAF contributions, inclusive of investment earnings, was $271,476 and $168,272 at June 30, 2021 and 2020, respectively. Investment earnings for the years ended June 30, 2021 and 2020 were $42,969 and $2,053, respectively.

13. Liquidity And Availability Of Financial Assets

The Organization's assets available within one year of the statement of financial position date for general expenditures are as follows:

	2021	2020
Cash and cash equivalents	$ 10,928,305	$ 11,993,568
Other operating investments	12,247,302	2,000,000
Campaign pledge receivables, net	15,445,612	19,549,876
Other receivables	2,081,741	1,384,599
Investments	41,346,236	34,072,598
Total financial assets	82,049,196	69,000,641
Less amounts not available to be used within one year:		
Amounts designated by the Board for specific purposes	6,193,126	1,281,292
Amounts with donor purpose restrictions	6,709,061	7,774,085
Amounts with donor time-restrictions for future periods	11,270,414	8,583,842
Total financial assets not available to be used within one year	24,172,601	17,639,219
Financial assets available to meet cash needs for general expenditures within one year	$ 57,876,595	$ 51,361,422

The Organization is supported by a significant amount of contributions with donor restrictions. Because a donor's restriction requires resources to be used in a manner or in a future period, the Organization must maintain sufficient resources to meet those responsibilities to the donors. Thus, certain financial assets may not be available for general expenditures within one year. As part of the Organization's liquidity management, the policy is to structure its financial assets to be available as its general expenditures, liabilities, and other obligations become due. The Organization invests cash more than daily requirements in short-term investments. The Organization operates a balanced budget and anticipates collecting sufficient revenue to cover general expenditures not covered by donor-restricted assets.

The Organization has unappropriated endowment earnings of approximately $8.1 million. Although the Organization does not intend to spend from these earnings, other than amounts appropriated for general expenditures as part of the endowment spend formulas, these unappropriated endowment earnings could be made available for current operations, if necessary.

14. Forgivable Note Payable

On April 14, 2020, the Organization received proceeds of $2,238,000 under a promissory note entered into between the Organization and Commerce Bank pursuant to the PPP established under the CARES Act and administered by the SBA. Amounts outstanding under this loan bore interest at a rate of 1%. During the prior beginning April 14, 2020 and ending on the ten-month anniversary of the date of the loan (the deferral period), interest on the outstanding principal balance was to accrue, but neither principal nor interest was due or payable. At the end of the deferral period, the outstanding principal that was not forgiven under the PPP would convert to a term loan. The Organization applied to the bank for forgiveness of the amount due on the loan in an amount based on costs incurred by the Organization during the eight-week to twenty-four week period beginning on the date of the first disbursement of the loan. During 2021, the Organization received loan forgiveness from the SBA for $2,238,000, which is reflected as note payable forgiveness on the statement of activities for the year ended June 30, 2021.

On March 20, 2021, the Organization was awarded a second PPP loan from the SBA in the amount of $2,000,000. The unsecured loan bears interest at 1%, with principal and interest payments deferred until ten months following the end of the eight to twenty-four week loan forgiveness covered period under this loan. Principal and interest payments of $46,952 will begin in August 2022 with maturity in March 2026. This loan will also be eligible for forgiveness up to 100% if certain criteria are met. Notwithstanding the Organization's expected eligibility for forgiveness, no assurance can be given that the Organization will obtain forgiveness of all or any portion of the amounts due.

Aggregate maturities of the second PPP loan at June 30, 2021 are as follows:

Fiscal Year	**Amount**
2022	$ —
2023	473,135
2024	550,671
2025	556,204
2026	419,990
	$ 2,000,000

15. Pension Plans

On June 14, 2017, the Executive Committee of the Organization approved a partial freeze on eligibility and accrued benefits for the defined benefit pension plan effective December 31, 2017. Only certain participants will continue to accrue benefits after the freeze.

Only 12 active employees of the Organization are covered by this noncontributory defined benefit pension plan (the Plan) as of June 30, 2021. 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 30th. All other employees vested as of December 31, 2018 retain their pension benefits covered through that date.

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:

	2021	**2020**
Discount rate	2.30%	2.10%
Expected long-term return on plan assets	7.50%	7.25%
Rate of compensation increase	3.50%	3.15%

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:

	2021	2020
Projected benefit obligation	$ (16,311,787)	$ (16,815,567)
Plan assets at fair value	15,584,397	13,090,947
Funded plan status liability (included in pension plan and postretirement plan liabilities)	$ (727,390)	$ (3,724,620)

Net periodic benefit expense includes the following components:

	2021	2020
Pension plan service costs	$ 153,437	$ 222,400
Other components of net periodic pension cost:		
Interest cost	333,941	457,118
Expected return on plan assets	(920,542)	(938,712)
Net amortization of actuarial loss	775,499	480,003
Loss due to settlement	219,854	657,917
Total other components of net periodic pension costs	408,752	656,326
Net periodic pension cost	$ 562,189	$ 878,726

Total net periodic pension cost of $562,189 and $878,726 for 2021 and 2020, respectively, is comprised of pension plan service costs and other components of net periodic pension cost. Pension plan service costs are recorded as an expense, and other components of net periodic pension cost are recorded as pension and postretirement changes other than pension plan service costs in the statement of activities.

A loss due to settlement of $219,854 and $657,917 was recorded for the years ended June 30, 2021 and 2020, respectively. These losses due to settlement were 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.

Amounts recognized on the statement of activities for pension and postretirement changes other than pension plan service costs consist of the following:

	2021	2020
Net gain (loss) - pension plan	$ 3,059,419	$ (1,520,264)
Net gain (loss) - postretirement welfare plan (Note 16)	191,203	120,163
Other components of net periodic pension costs	(408,752)	(656,326)
	$ 2,841,870	$ (2,056,427)

The accumulated benefit obligation was $15,995,461 and $16,358,686 on June 30, 2021 and 2020, 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, 2022:

Net prior service cost	$ —
Net actuarial loss	266,138
Transition obligation	—
	$ 266,138

The following tables set forth by level, within the fair value hierarchy, the Plan's assets at fair value as of June 30, 2021 and 2020:

	June 30, 2021		
	Level 1	Level 2	Total
Insurance company general account	$ —	$ 117,340	$ 117,340
Money Market Accounts			
Short-term investments	21,913	—	21,913
Mutual funds			
Domestic mid-cap index	1,749,830	—	1,749,830
Foreign large-cap index	2,367,101	—	2,367,101
Real estate index	835,943	—	835,943
Fixed income mutual funds			
Intermediate term bond index	4,999,432	—	4,999,432
Total assets included in the fair value hierarchy	$ 9,974,219	$ 117,340	10,091,559
Investment measured at net asset value per share (a)			5,492,838
			$ 15,584,397

	June 30, 2020		
	Level 1	Level 2	Total
Insurance company general account	$ —	$ 112,637	$ 112,637
Money Market Accounts			
Short-term investments	21,900	—	21,900
Mutual funds			
Domestic mid-cap index	2,071,904	—	2,071,904
Foreign large-cap index	1,636,800	—	1,636,800
Real estate index	646,284	—	646,284
Fixed income mutual funds			
Intermediate term bond index	3,980,414	—	3,980,414
Total assets included in the fair value hierarchy	$ 8,357,302	$ 112,637	8,469,939
Investment measured at net asset value per share (a)			4,621,008
			$ 13,090,947

(a) An investment measured at fair value using the net asset value per share (or its equivalent) as a practical expedient has not been categorized in the fair value hierarchy. The fair value amounts presented in this table are intended to permit reconciliation of the fair value hierarchy to the amounts presented in the statement of financial position.

The insurance company general account is valued at fair value, which represents contributions plus credited interest, less withdrawals and expenses.

The investment measured at net asset value per share consists of a pooled separate account that is valued at the net asset value (NAV) of units held by the Plan at year end. The NAV, as provided by Mutual of America, is used as a practical expedient to estimate fair value. The NAV of the pooled separate account is determined by dividing the net assets of the fund, at fair value, by the number of units outstanding on the day of valuation. The pooled separate account is primarily comprised of shares of registered investment companies held through subaccounts of a separate account of an insurance company. The investments are redeemable daily at the adjusted NAV under agreements with the insurance company. Investment seeks to provide growth of principal and current income by investing in a combination of stocks and bonds. The account allows for daily redemption with no trading restrictions. There are no unfunded commitments.

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

	2021		2020	
	Amount	**%**	**Amount**	**%**
Fixed income funds and money markets market accounts	$ 5,021,345	32.2%	$ 4,002,314	30.6%
Equity funds	10,445,712	67.0%	8,975,996	68.5%
Insurance company general account	117,340	0.8%	112,637	0.9%
	$ 15,584,397		$ 13,090,947	

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.

There were no scheduled contributions, as recommended by actuarial valuation, for 2021 or 2020. However, the Organization did contribute $500,000 for both 2021 and 2020.

Benefits paid to participants amounted to $1,158,999 and $1,802,857 for the years ended June 30, 2021 and 2020, respectively.

The Organization intends to contribute $500,000 in the year ending June 30, 2022.

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

Fiscal Year	**Amount**
2022	$ 2,216,000
2023	765,000
2024	662,000
2025	2,133,000
2026	627,000
2027 - 2031	4,202,000

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.

For those participants who are no longer accruing benefits in the defined benefit plan, the Executive Committee approved an increase in Organization contributions to the 403(b) defined contribution plan effective January 1, 2018. The Organization's contribution was changed to 4% of eligible compensation plus $21 each pay date, plus an additional matching contribution up to 3% of compensation. Those employees still eligible to accrue benefits under the defined benefit plan may participate in the 403(b) plan but are not eligible for the employer contribution or match.

Employer contributions made to the 403(b) plan for 2021 and 2020 amounted to $542,255 and $486,561, respectively.

16. 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:

	2021	2020
Accumulated postretirement benefit obligation:		
Retirees and their beneficiaries/dependents	$ 2,434,401	$ 2,471,961
Fully eligible active participants	433,562	359,782
Other active participants	201,340	389,588
Accrued postretirement benefit obligation (included in pension plan and postretirement plan liabilities)	$ 3,069,303	$ 3,221,331

The Organization recognized expense related to the postretirement benefit obligation of $183,505 and $231,651 for the years ended June 30, 2021 and 2020, respectively. The assumed healthcare cost trend rate used in measuring the accumulated postretirement benefit obligation was 6.25% for the 2021 report and 6.5% for the 2020 report. In the 2021 and 2020 reports, the trend rate is projected to decrease each year to an ultimate rate of 4.5%. The assumed discount rate used in determining the accumulated benefit obligation was 3.00% for the years ended June 30, 2021 and 2020, respectively.

The accumulated postretirement benefit obligation is not funded; it is on a pay-as-you go basis. Accordingly, this plan has no assets. Net assets without donor restrictions includes an unrecognized net actuarial loss of $685,184 and $876,387 at June 30, 2021 and 2020, respectively.

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, 2021 by $470,614 and the aggregate of the service and interest cost components of net period postretirement benefit cost for the year then ended by $18,002. A decrease of 1% in the trend rates would decrease the PBO by $384,755 and the aggregate of the service and interest cost components of net period postretirement benefit cost for the year then ended by $14,427.

During 2021 and 2020, the employer contributions and gross benefits paid were $144,330 and $129,216, respectively.

The net periodic postretirement benefit cost for the year ending June 30, 2022 is expected to include $48,000 amortization of net actuarial loss.

Expected Employer Contributions		
Fiscal 2022*	$	136,000

* Includes benefits expected to be paid from Organization assets

Expected Net Employer Benefit Payments		
Fiscal 2022	$	136,000
Fiscal 2023		131,000
Fiscal 2024		126,000
Fiscal 2025		130,000
Fiscal 2026		137,000
Fiscal 2027 - 2031		705,000

17. Commitments

The Organization leases various automobiles and office space for its Southwest Illinois Division under operating leases extending through 2022. At June 30, 2021, the future minimum annual rental payments payable through 2022 are $87,685.

Rent expense amounted to $140,272 and $170,945 for the years ended June 30, 2021 and 2020, respectively.

18. Calculation Of Overhead Ratio

	2021	2020
Total public support, revenue and gains per statement of activities:	$ 84,255,879	$ 65,450,460
Add/subtract revenue items not included on 990:		
Donor designations	14,552,198	22,142,834
Net unrealized gains on investments	(8,932,810)	(170,095)
Increase in value of split-interest agreements	(3,417,000)	(207,260)
Total revenue (Line 12, Part I of Form 990)	$ 86,458,267	$ 87,215,939
Total fundraising expenses per Statement of Activities	$ 5,287,131	$ 5,357,112
Less donated advertising expense not included on Form 990	—	—
Fundraising (Line 25(d), Part IX of Form 990)	5,287,131	5,357,112
Management and general (Line 25 (c), Part IX of Form 990)	2,601,553	2,786,192
Total overhead expenses	$ 7,888,684	$ 8,143,304
Overhead expenses as a percentage of total revenue	9.12%	9.34%

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. Appropriations of earnings from this endowment had the following impact:

	2021	2020
Total overhead expenses	$ 7,888,684	$ 8,143,304
Distribution from Overhead Endowment Fund	(132,620)	(130,322)
Overhead expenses net of distribution from Overhead Endowment Fund	$ 7,756,064	$ 8,012,982
Overhead expenses as a percentage of total revenue after distribution from Overhead Endowment Fund	8.97%	9.19%

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, 2021 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 $317,480 and $303,484 for the years ended June 30, 2021 and 2020, respectively. The amount of dues allocated to supporting services in 2021 included $229,378 to fundraising and $77,980 to management and general expenses. In 2020, these amounts were $199,723 to fundraising and $74,528 to management and general expenses.

19. Promissory Note Receivable

In 2017, the Organization invested $400,000 in United Way Digital Services Holdings, LLC (Digital Holdings), a for profit company formed in January 2017. The Organization held a 3.33% interest in Digital Holdings.

In 2018, the Organization entered into a promissory note agreement for $400,000 with United Way Worldwide, a New York not-for-profit corporation, in exchange for the 3.33% interest in Digital Holdings. The principal sum of the promissory note is to be paid in equal installments of $100,000 beginning December 1, 2020 through December 1, 2023. Interest is due and payable at an annual rate of 2.72% on each payment date with the first payment due and payable on December 1, 2019. As of June 30, 2021 and 2020, the outstanding balance of $300,000 and $390,027, respectively, is reflected as a promissory note receivable on the statement of financial position.

20. 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 as of the date the financial statements are available for issue, which is the date of the Independent Auditors' Report:

a) I have reviewed the audited financial statements of the United Way of Greater St. Louis, Inc. for the year ended June 30, 2021.

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 Greater St. Louis, Inc. as of and for the year ended June 30, 2021.

Michelle D. Tucker
President and CEO

Vander H. Corliss
Senior Vice President and CFO