

Executive Committee

May 18, 2016

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United Way of Pierce County

Approval of Minutes

April 20, 2016

Jamey McCormick

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United Way of Pierce County

UPDATE: Financial Report

Elizabeth Bailey
Pete Grignon

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2015 - Audit Report

RSM US LLP

Lisa Wilson

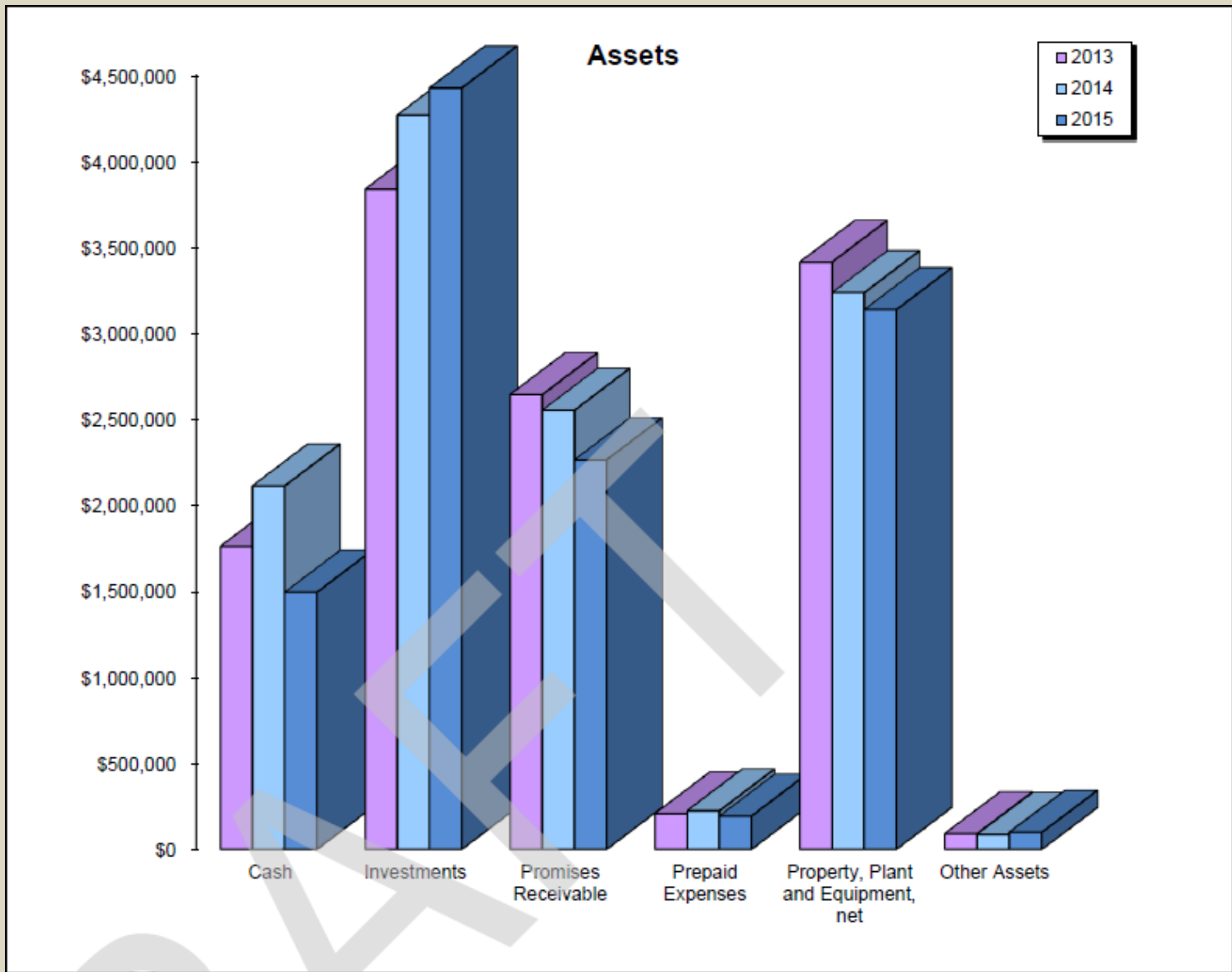
Lauren Anderson

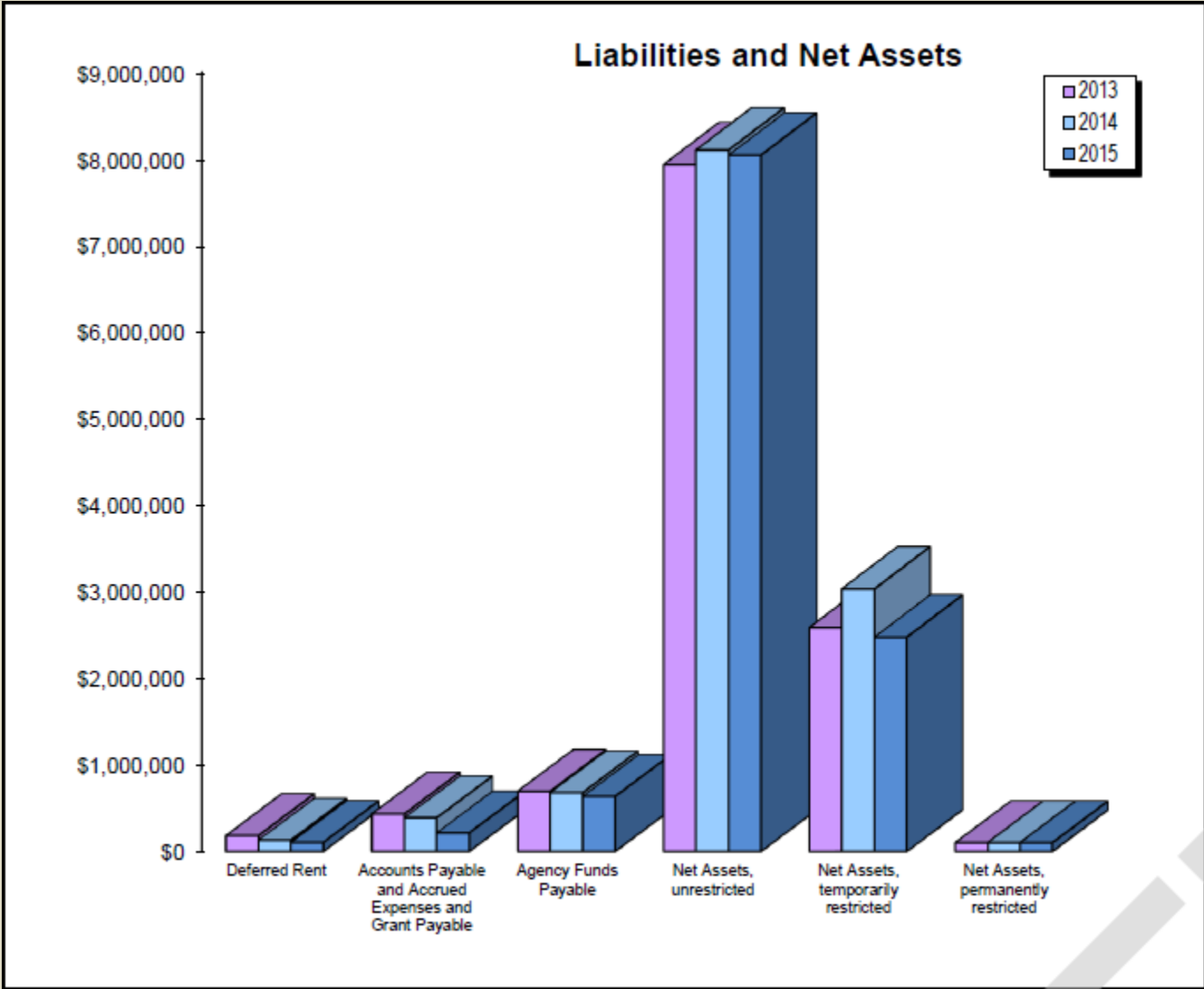
Liane Williams

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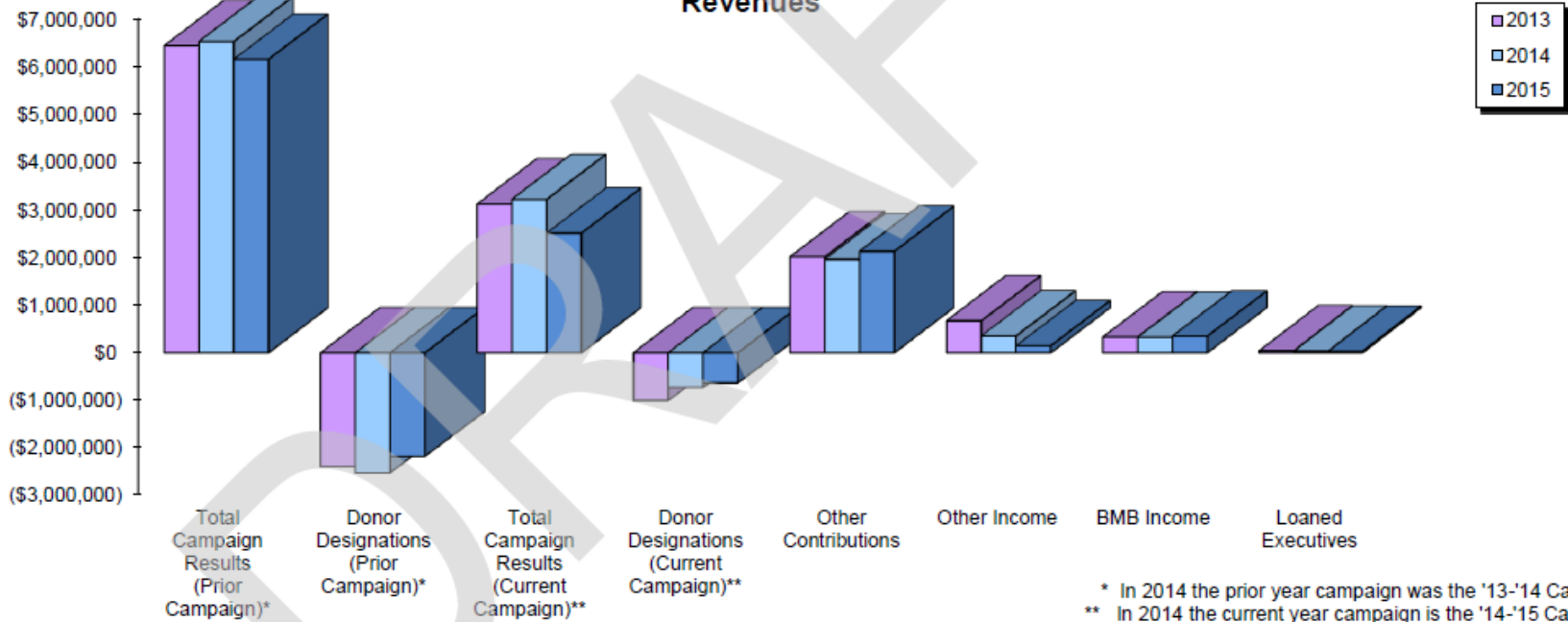


United Way of Pierce County

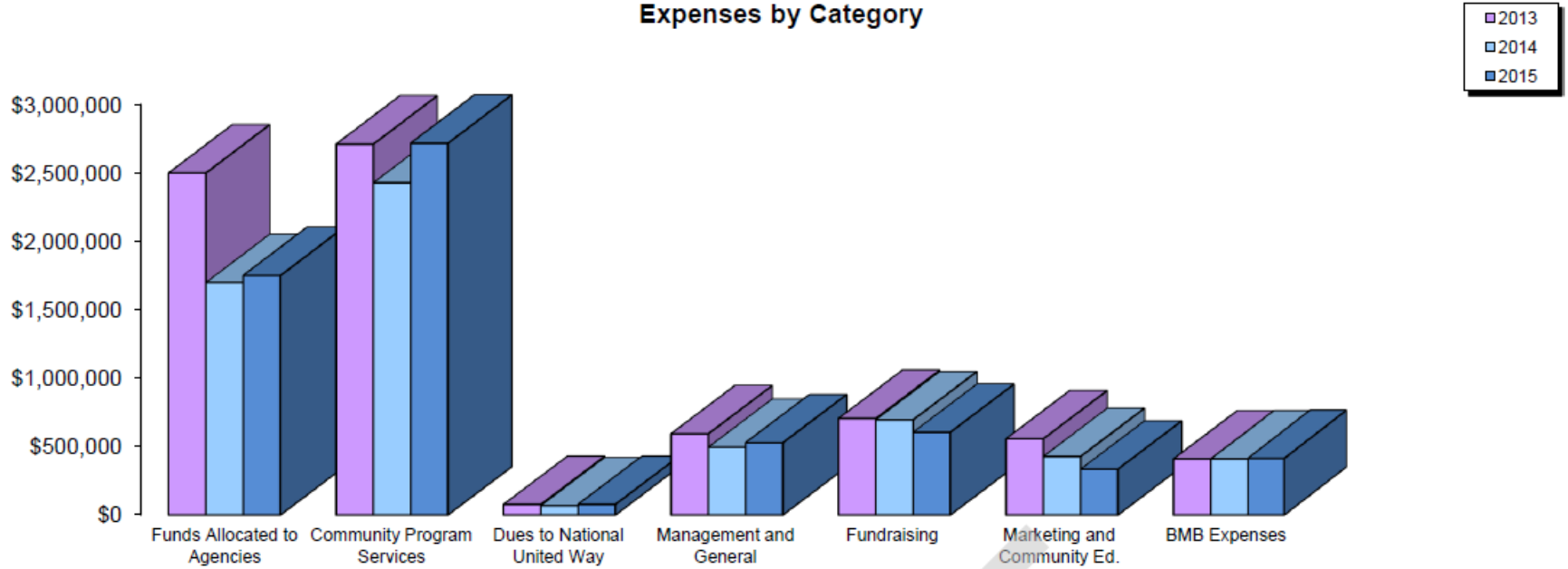




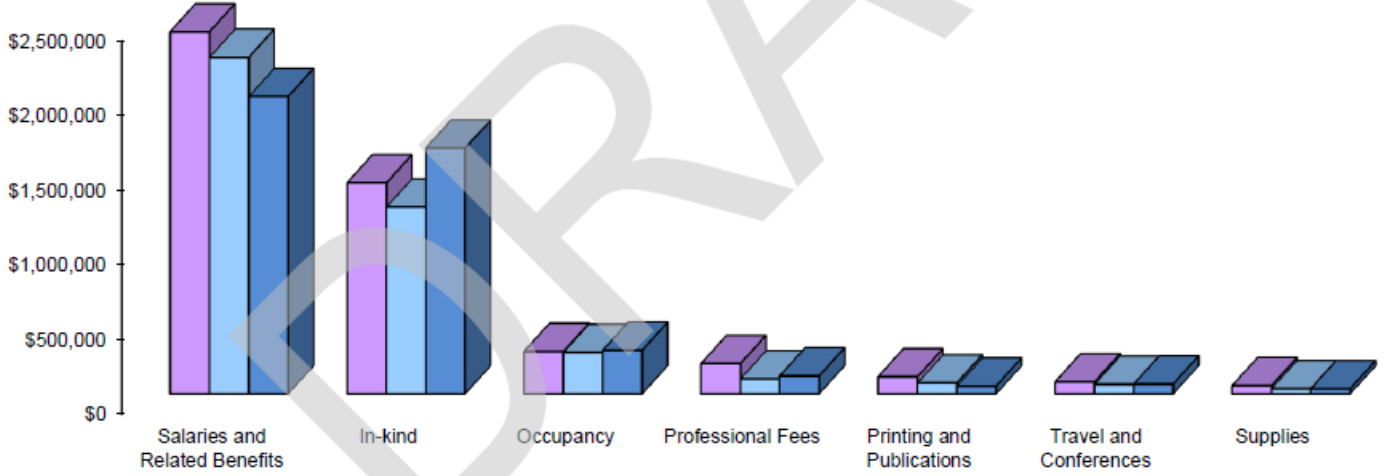
Revenues



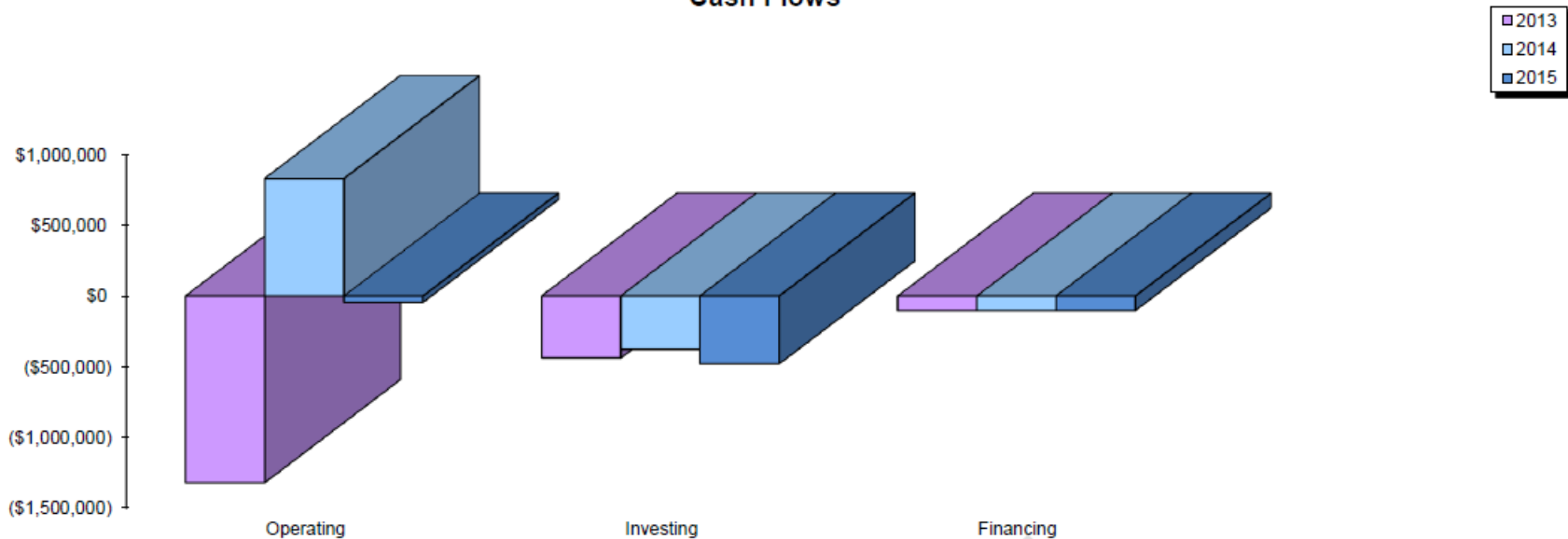
Expenses by Category



Functional Expenses



Cash Flows



FINANCIAL HIGHLIGHTS



2015-16 Campaign - Last month projection shortfall of **\$614,000** has improved to a range of **\$425,000** to **\$500,000**. Reaching the lower end of the range will depend on closing out remaining campaigns strong as well as direct mail and major gifts efforts.

Staff, board and campaign cabinet are focused on reducing this number by executing on the gap strategies.



Community Impact Grant Budget Goal: Best opportunity for raising resources to support our three main products: 2-1-1; Hunger Free Pierce County and Center for Strong Families. We have received \$92,500 with outstanding applications of \$806,000



Collections - Pledges in the door for the current year, 2015-16 campaign, are 41.48% within the normal range of 0-3% of the prior two years: 41.62% and 41.06%;



Prior year collections - Employee Community Fund fell \$49,000 short of their projected pledge for the prior year campaign 2014-15. As of May 6th we have \$11,000 left to reach our collection goal before requesting any additional write-off.



Departmental expenditures under by \$92,000

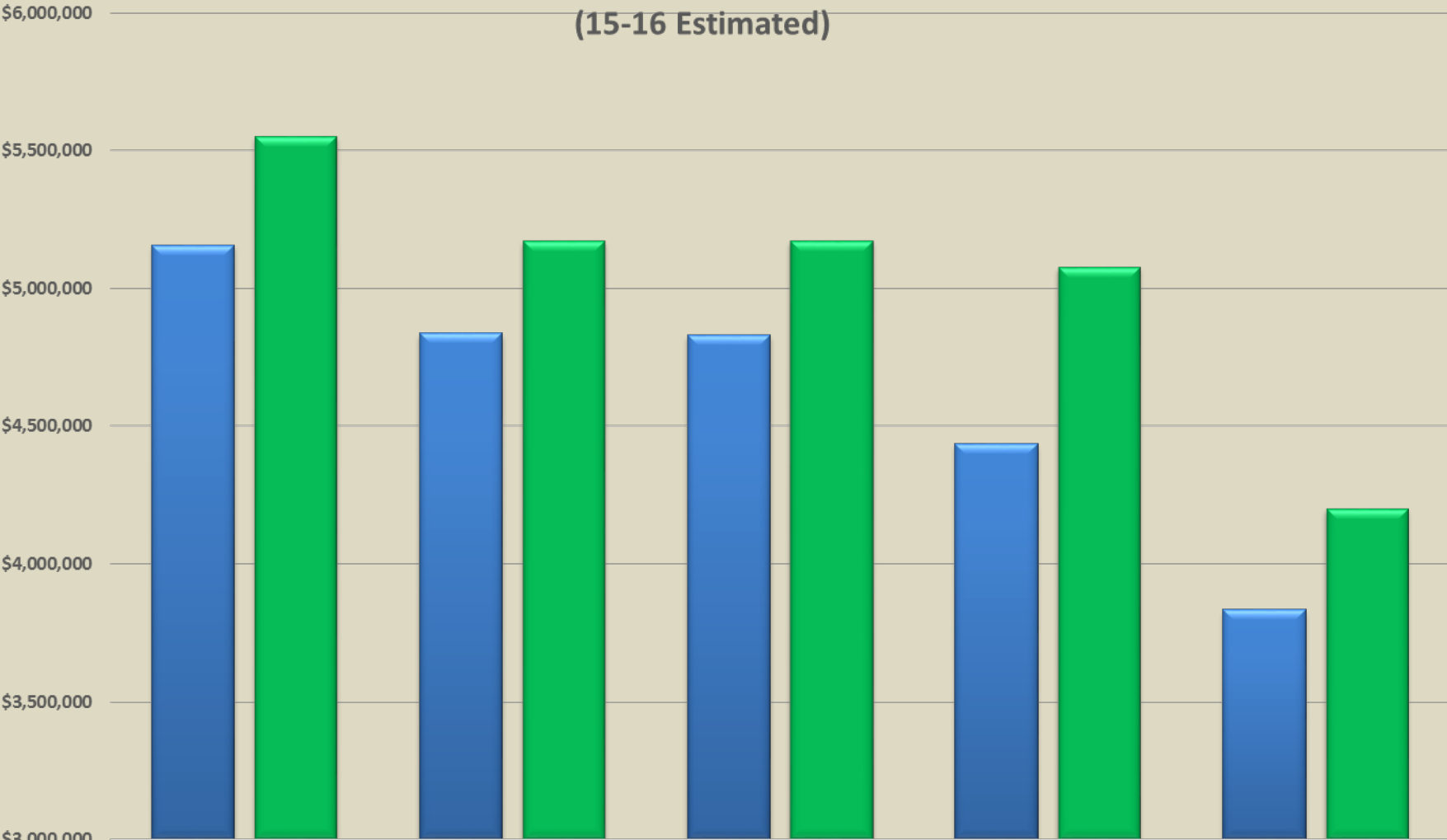
Line items over by \$5,000 – None

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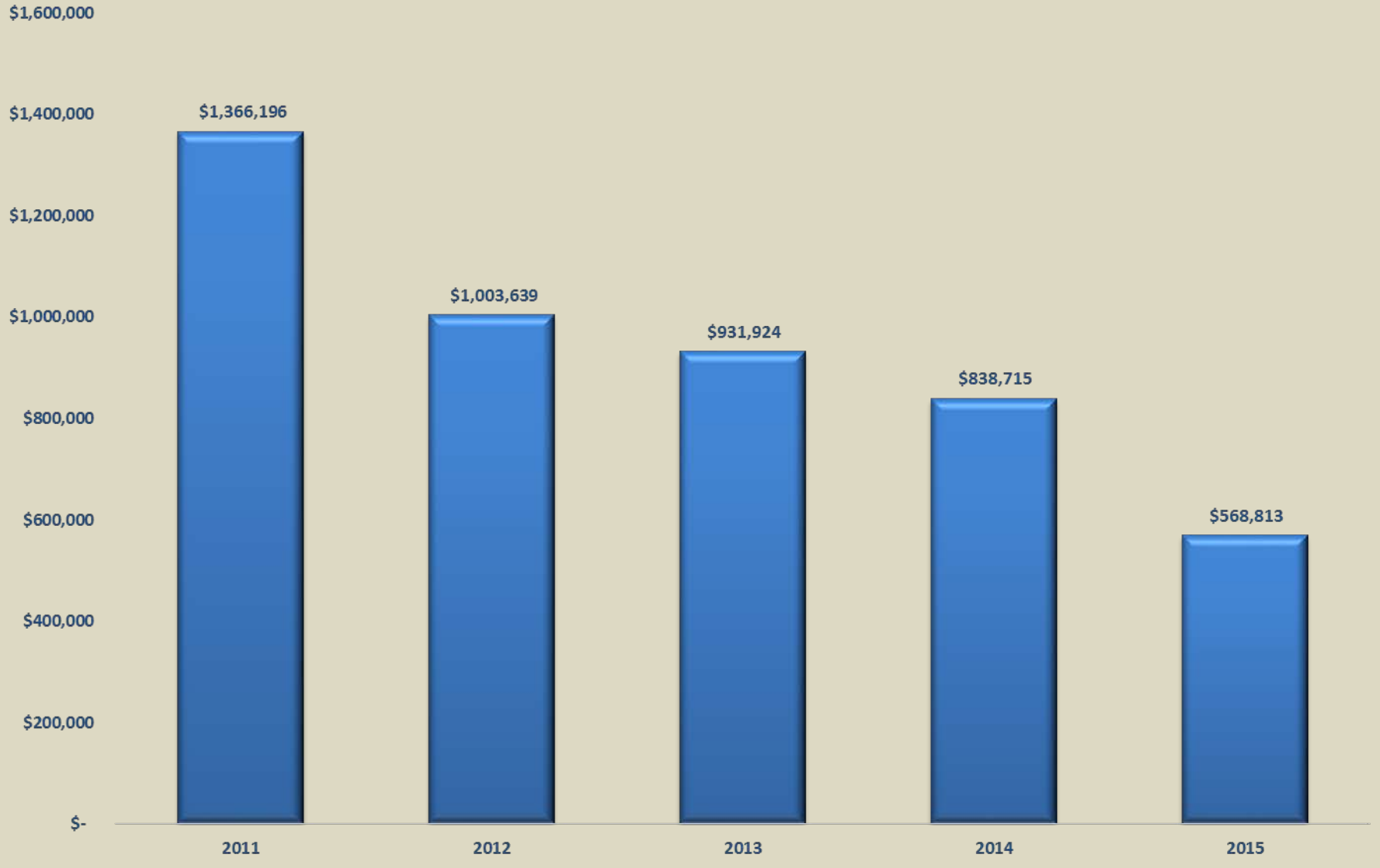
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Community Campaigns 2011-2015 (15-16 Estimated)



	2011-12	2012-13	2013-14	2014-15	2015-16
■ Raised-April	\$5,156,311	\$4,837,093	\$4,831,821	\$4,436,388	\$3,833,264
■ Finish	\$5,550,482	\$5,172,620	\$5,174,213	\$5,078,624	\$4,200,000

Combined Federal Campaign



ON THE RADAR FOR 2016

Building Reserves: Goal is to make the final grant payment of \$102,100 to the Boys and Girls Clubs in the fall of 2016 for their Hope Centers. Reserves are thin but improving: down \$2,500 from prior year at \$171,000. We remain at 100% occupancy.

Community Campaign – 2015-16: We are updating projections weekly. Resource Development team, board, campaign cabinet and others are working tirelessly on executing closing the gap strategies.

Unrestricted Reserves - Along with Board approved reserve spending of \$270,000 we anticipate a decrease to our minimum three month target of \$725,000 by year-end. That projection was made at March end. This is a very early projection and we will update quarterly.

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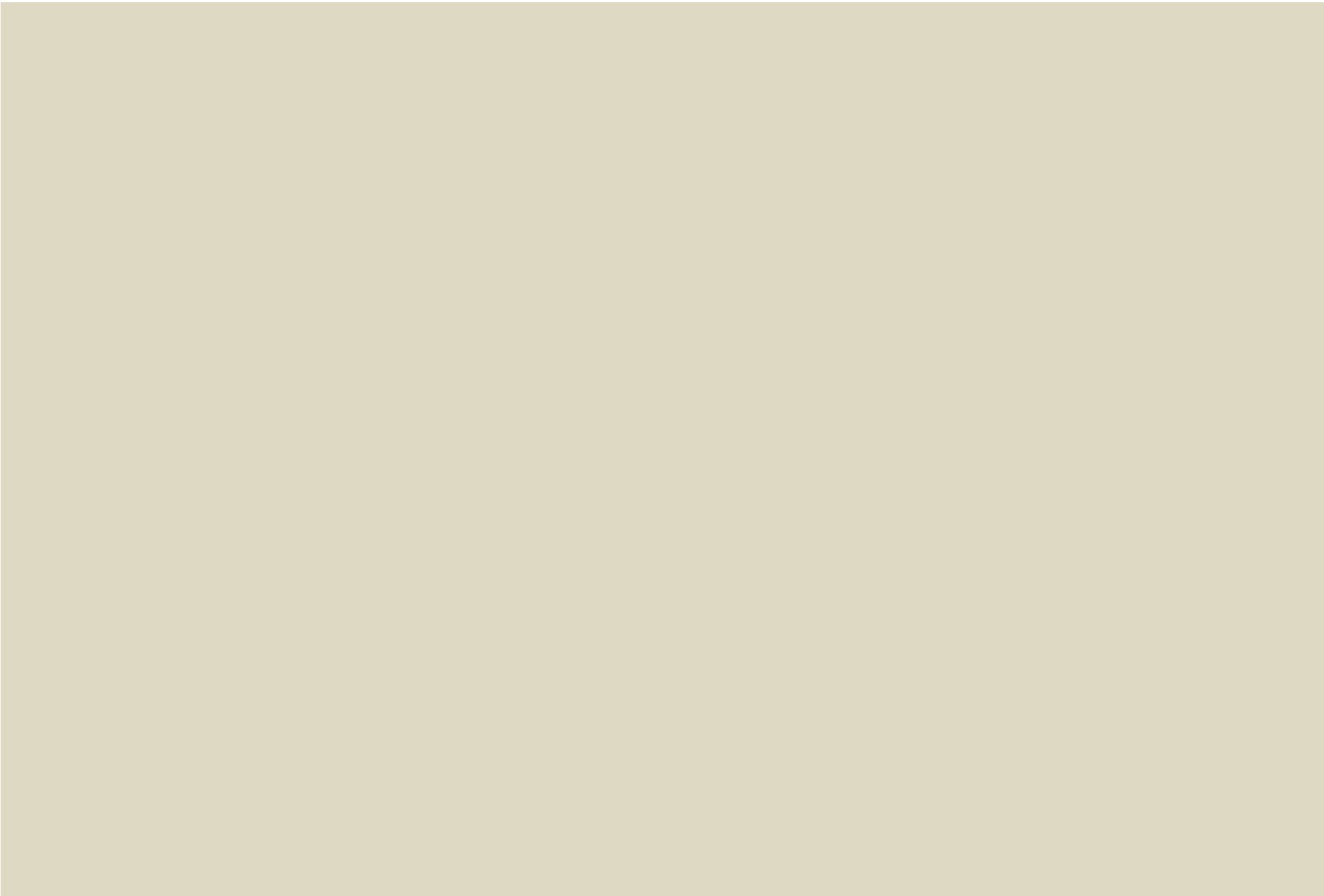
President's Report

Dona Ponepinto

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Campaign Update

Dona Ponepinto

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United Way of Pierce County

- Gap Strategies
- Social Investor Update
- 2015-16 Campaign Goals as of May 13, 2016

2015-16 Campaign Goals By Revenue Stream

	2014 Actual	2015 Goal	2015 Actual	Outstanding Projection	Gap (Act+Proj)-Goal
Workplace	\$ 4,600,692	\$ 4,830,939	\$ 3,829,127	\$ 118,764	\$ (883,048)
United Way Life	\$ -	\$ 500,000	\$ -	\$ 250,000	\$ (250,000)
Direct Giving	\$ 260,403	\$ 440,000	\$ 248,536	\$ 59,885	\$ (131,579)
Sub Total:	\$ 4,861,095	\$ 5,770,939	\$ 4,077,663	\$ 428,649	\$ (1,264,627)
CSF Revenue Commitments**	\$ -	\$ 1,200,000	\$ 145,000	\$ 1,055,000	\$ -
Grants***	\$ 391,169	\$ 200,000	\$ 444,126	\$ (227,000)	\$ 17,126
UWPC Total:	\$ 5,252,264	\$ 7,170,939	\$ 4,666,789	\$ 1,256,649	\$ (1,247,501)
ADT (Workplace & Direct included above)*	\$ 801,883	\$ 925,000	\$ 417,165	\$ 507,835	\$ -

*ADT included in the UW campaign under workplace & direct giving above. This line is total of all ADT giving including EL.

**Verbal from City of Tacoma-\$85,000; MultiCare-\$25,000; CHI-\$25,000; WECU \$10,000; Commencement Bank \$2,500

***\$86,077 - 211 phone & website; \$131,049 - Early Learning

Closing the Gap: Campaigns closed but unaudited at time of this report is \$45,097 and another \$21,840 for campaigns currently running. **Subtotal \$66,937**

Campaign Goals By Donor Segment

	2014 Actual	2015 Goal	2015 Actual	Outstanding Projection	Gap (Act+Proj)-Goal
ADT	\$ 801,883	\$ 925,000	\$ 417,165	\$ 507,835	\$ -
Leadership Donors (<\$10,000)	\$ 924,089	\$ 1,000,000	\$ 840,043	\$ 159,957	\$ -
Non-Leaders	\$ 1,521,990	\$ 1,613,000	\$ 1,301,286	\$ 311,714	\$ -
Total	\$ 3,247,962	\$ 3,538,000	\$ 2,558,494	\$ 979,506	\$ -
Direct Giving (without ADT)	\$ 105,544	\$ 165,000	\$ 133,939	\$ 31,061	\$ -

Key Goals:

* ADT: Move from 29 to 40 members

** Leadership Donors: Grow from 546 to 660 Donors. (Includes Reducing churn by 10%)

Closing the Gap: Campaigns closed but unaudited at time of this report is \$45,097 and another \$21,840 for campaigns currently running. **Subtotal \$66,937**

2015-16 Campaign Goals

12/31/2015 Benchmarks

	Benchmark by 12/31/2015	2015 Actual	Gap (Act+Proj)-Goal
Workplace	\$ 2,808,940	\$ 3,045,372	\$ 236,432
United Way Life	\$ 250,000	\$ -	\$ (250,000)
Direct Giving	\$ 189,000	\$ 204,539	\$ 15,539
Sub Total:	\$ 3,247,940	\$ 3,249,911	\$ 1,971
CSF Revenue Commitments	\$ 500,000	\$ 125,000	\$ (375,000)
Grants	\$ 200,000	\$ 444,126	\$ 244,126
UWPC Total:	\$ 3,947,940	\$ 3,819,037	\$ (128,903)
ADT (Workplace & Direct included above)*	\$ 650,000	\$ 383,907	\$ (266,093)

* ADT included in the UW campaign under workplace & direct giving above. This line is total of all ADT giving including EL.

Community Impact

Lindsay Morgan Tracy

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United Way of Pierce County

- Timelines
- Strategies

Governance Update

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United Way of Pierce County

- Approval of 2016 – 17 Executive Slate
 - Linda Nguyen – Chair (2 year term)
 - Kent Roberts - Vice Chair (1yr term)
 - Elizabeth Bailey – Treasurer
 - Matt Levi – Secretary
 - Jamey McCormick – Past Chair
 - Patty Rose
 - Bill Berry
 - Kristen Sawin
- Approval Board member - Nicole Sherman

Executive Session

Jamey McCormick

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Adjournment

Jamey McCormick

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