

MEMO

From: Mark Ward, UWASC Director of Operations and Member Services
Date: November 24, 2021
To: Board of Directors
Subject: Board of Directors Meeting Materials

Please find attached the materials pertaining to the upcoming board meeting scheduled for **Friday, December 3, 2021, at 10:00 a.m.** The meeting will be held virtually, and the call information is as follows:

Topic: United Way Association of South Carolina Board Meeting
Time: Dec 3, 2021 10:00 AM Eastern Time (US and Canada)
Join Zoom Meeting:
<https://us06web.zoom.us/j/96430432503?pwd=MDVNUFp0c1JvKy9qOVNEQldVLE1grUT09>
Meeting ID: 964 3043 2503
Passcode: 600275

We will have a busy agenda and appreciate your preparation prior to the meeting. The following items are included in the packet for your review:

- Agenda
- Minutes from the September 3, 2021 Board of Directors Meeting
- 2020 Audit
- Treasurer's Report
- 2022 Proposed Budget
- Information on the SC Service Commission
- Information on SC 2-1-1
- Member Services Report
- President's Report

Please notify me (mark.ward@uwasc.org) or Naomi Lett (naomi.lett@uwasc.org) if you have any questions or concerns. I look forward to seeing each of you at the meeting on the 3rd.

**United Way Association of South Carolina
Board of Directors Meeting Agenda
December 3, 2021
10:00 am – 2:00 pm**

Zoom Video Conference

Link: <https://us06web.zoom.us/j/96430432503?pwd=MDVNUFp0clJvKy9qOVNEQldVL1grUT09>

Meeting ID: 964 3043 2503 **Password:** 600275

Welcome and Introductions

Call to Order

Carol Burdette, Board Chair

Planning, Update and Action Items

Approval of Consent Agenda

Carol Burdette, Board Chair

- Minutes from September 2021 Meeting

Treasurer's Report

Gary Cannon, Treasurer

- 2020 Audit Review
- Finance Report
- 2022 Budget
- 401K Review

Grey Worthy, Dixon Hughes Goodman LLC

Christopher Nicholas, Ethan Rivers

CPO Council Report

Paige Stephenson, Council Chair

Program Information and Action

SC Commission on National
And Community Service

Missy Santorum, Commission Chair

Carson Carroll, Director of South Carolina Service Commission

South Carolina 2-1-1

John-Mark Bell, VP of Operations and 2-1-1 Services

Member Services

Mark Ward, Director of Operations and Member Services

President's Report

Naomi Lett, President and CEO

Adjournment

Dismissal

Carol Burdette, Board Chair

2022 Board Meeting Dates

**Friday, March 4, 2022
Friday, September 2, 2022**

**Friday, June 3, 2022
Friday, December 2, 2022**

**United Way Association of South Carolina
Board of Directors Meeting Minutes
September 3, 2021**

Board Members: In Attendance

Meghan Barp	Matt Hammond	Jerry Rudd
Clarence Batts	Marisel Losa	Missy Santorum
Charlotte Berry	Yolanda McCray	Sue Schneider
Gary Cannon	John Mickanolis	Paige Stephenson
Karen Culley	Brenda Murphy	Nancy Stoudenmire
Jason Eckenstein	Marlo Raymark	Donny Supplee
Sara Fawcett	Mike Reichenbach	Chloe Tonney

Staff Members: In Attendance

Naomi Lett	Carson Carroll	Mark Ward
John-Mark Bell	Christopher Nicholas	

Board Members: Excused

Carol Burdette
Dale Douthat

Call to Order

Board Vice Chair Clarence Batts called the September 3, 2021, meeting of the United Way Association of South Carolina Board of Directors to order at 10:02 a.m.

Introduction of New Members

Mr. Matt Hammond, Nominating Committee Chair, introduced the incoming board members to the group and had them say a few things about themselves.

Approval of Minutes

Action: Ms. Sue Schneider made a motion to accept the minutes. Mr. Gary Cannon seconded the motion. All were in favor.

CPO Council Report

Chair Yolanda McCray spoke on behalf of the CPO Council. Ms. McCray reported that the Council is focusing on organizing a strategic plan that will make the 25 local United Way offices across the state more cohesive. Under Ms. Paige Stephenson's leadership, regional meetings were brought into consideration. The Council will continue on this path to help with regional issues and possible regional grant opportunities. This will also give the smaller local offices more of a voice, and help to understand

gaps that might be fixed with joint back office practices. The first of yearly CPO Retreats are being planned for February, which will bring the state CPOs together to learn from each other.

Finance Report

Mr. Gary Cannon welcomed the new members and thanked the staff for all of their hard work to keep the finances in good standing.

Mr. Christopher Nicholas, with Ethan Rivers, LLC, reported that the Association is in budget season, and the membership dues forms will be going out today. The audit is not complete due to the lead auditor taking paternity time off. This set the audit back by a month. The auditors have to report by the end of the month, and a clean audit is expected.

The balance sheet, Statement of Financial Position, shows the Association has a very healthy cash position. There is no anticipation of tapping into any reserves. AmeriCorps funding will have a draw down soon.

Accounts Receivable is current with low payables. The Association has a positive net reserve.

The Statement of Activity/Profit and Loss sheet positive news. This is the time of year that AmeriCorps has a pass-through, and funding is awarded to programs. The DSS Grant payments for Q2 are also showing as a pass-through.

The financial settlement negotiated with Segra resulted in a financial plus.

The Budget Vs Actuals sheet, excluding AmeriCorps and the Census. Shows that revenue is on track, and direct support is up. The Association is in good shape in comparison to the budget. The Statement of Activity contains the PPP Revenue from 2020. The schedule on the report shows differed revenue and net assets with donor restrictions.

South Carolina Commission on National and Community Service Report

Ms. Missy Santorum reported that the South Carolina Service Commission had a busy summer and had several items up for a vote from the Board of Directors.

The Commission is delighted to welcome six exceptional South Carolinians as our newest class of Commissioners. Each of the six Commissioners applied, were reviewed by the Nominations Committee, and were voted on by the full Commission. Each has attended an online orientation in advance of the Commission Meeting last Friday. The Commissioner nominees are as follows:

Nominee	Does this person fill a required position or one of our target goals?
Phillip Obie – Recommended by Rich Uhrich	Local Government Representative
Jill Briggs Blitzler – Recommended by Missy Santorum	Previous UW CEO with an AmeriCorps Program; current small biz owner

Virginia Bikas – Recommended by Candi Forester Smith	AmeriCorps SC Alum and NGO Alum
Janine Sutter – Recommended by Janice Lovinggood	Connection to statewide 4H network and experience working alongside AmeriCorps Members
Joselyn Johnson – Recommended by Staff	AmeriCorps SC Alum + Previous Program Director
Nan Li – Recommended by Courtney Howard	She teaches about “working with diverse learners” and works at Claflin, one of SC’s HBCUs

New Commissioners must be ratified by the Board of Directors through a formal vote. This comes at the recommendation of the Commission.

Action: Ms. Sue Schneider made a motion to accept the Commission recommendation of new Commission members. Mr. Gary Cannon seconded the motion. All were in favor.

The Commission was allocated a one-time lump sum award in the amount of 1.66 million dollars through the American Rescue Plan Act. This comes with the ability to spend the funds for the next three years. The funds can be used for three purposes: Increases to Living Allowances, Providing Match Replacement Funds, and Funding New Programs and Planning Grants.

Ms. Santorum noted that the Commission recommends the following votes:

Action: It comes as a recommendation from the Commission to increase funding to programs hosting full-time AmeriCorps members to accommodate the new national minimum living allowance. All were in favor.

Action: It comes as a recommendation from the Commission to fund the programs designated in May from the ARPA wish list by the Grant Review Committee and confirmed by the full Commission. The Commission voted to confirm funding to the programs on the screen in the amount noted. All were in favor.

Action: It comes as a recommendation to fund two planning grantees, who both operate statewide and could have a competitive application at the national level. Those applicants are Able SC and Community FaithWorks. All were in favor.

Action: It comes as a recommendation from the Commission to make additional funding available to existing programs to increase the amount of their living allowance for part time members. The amount will be capped at the pro-rated equivalency for their full-time counterparts. Programs can decide to opt-in or out and this motion will be revisited annually or when the match waiver is lifted. All were in favor.

Abstaining from the votes were: Mr. Donny Supplee, Ms. Sara Fawcett, Ms. Meghan Barp, Ms. Yolanda McCray, and Ms. Chloe Tonney

The Commission has received confidential good news from the Schultz Family Foundation. The runway for the Commission to apply for funding was only 60 days and at the beginning of those 60 days, the Commission did not have the permission to fundraise the matching funds necessary to be eligible to apply. The Schultz Foundation was able to fund up between 4-10 Commissions with the \$1,000,000

fund. The Commission requested and will be awarded \$100,000. This news is confidential and cannot be shared outside of this meeting. A formal announcement will be coming later in the month.

Accepting additional responsibilities or streams of funding requires approval from the Board of Directors. The Commission was appraised of the application but did not yet know about the outcome of the application until Tuesday of this week. Given that, it is not coming as a recommendation from the Commission and will need a motion and a second for the Commission to accept the funds.

Action: Contingent on Commission approval, and with reporting on what funds are used for, the motion was made to move forward with Schultz Family funding to the Commission by Mr. Gary Cannon. Mr. Mike Reichenbach seconded the motion. All were in favor.

The Commission set its meeting dates for the 2022 year and will be meeting on February 25, May 13, August 26, and November 18. As always, members of the Board are welcome to attend Commission meetings.

The Commission will be convening the Governor's Volunteer Awards on September 22 and honoring 10 outstanding individuals and organizations from across the state.

The Commission has been included in the State's Budget for 21-22 for the amount of \$200,000. At the very end of the session there was additional funding available, and the staff worked quickly to connect with Commission champions in the General Assembly to rally support. The Commission is included as one-time funding through the State Treasurer's office. Ms. Carson Carroll and Ms. Missy Santorum will meet next week with a key champion to discuss long-term strategies for finding a permanent place in the budget.

The Commission applied for the Volunteer Generation fund as a re-competing grantee. The application was not funded. However, no weaknesses were noted with the application or the previous performance. The Commission has requested an extension for the current grant year to continue the work of VGF until the next funding cycle. The Commission will use unspent funds during the extension. The funding made available through the American Rescue Plan will significantly increase the amount of available funds in the next application cycle and the Commission will reapply then.

The Board of Directors will receive follow up materials after this meeting about the upcoming State Service Plan. Board Members input is critical to ensure the needs of the state are being met, A survey will be sent to board members to help understand these needs. A final draft of the plan will be published and open for public Comment in late October. The Commission will vote on the plan during the November meeting, and it will come as a recommendation to the Board of Directors in the December Meeting. It will then go into effect in January and will cover the 2022-2024 calendar years.

Break: 11:35 am

Reconvene: 11:45 am

South Carolina 2-1-1 Report

Mr. John-Mark Bell reported that the United Way Association of South Carolina is submitting a funding request to the General Assembly for **\$1,800,000** of Federal ARPA Funds to enhance and expand 211 infrastructure. This request would allow UWASC to streamline telephone services, enhance database development, improve public access points, and leverage additional technology to modernize 211 service. The American Association of Retired Persons (AARP) and Duke Energy have both agreed to submit letters of support to strengthen this request.

UWASC has applied for a **\$20,000 grant** available through United Way Worldwide to further mobilize and monetize 211 data. This grant would be used to support local efforts to connect with SDOH software providers in South Carolina. This would also cover the expense of onboarding to a national platform that provides a pathway for multiple states to aggregate, enrich, and sell subscriptions to 211 data.

211 is partnering with One80 place to supply phone coverage and data analysis for the Housing Crisis Line. This partnership brings \$88,230 to UWASC. 211 is also partnering with the Darla Moore School of Business to launch a new texting platform in South Carolina. This is the second project that received a \$30,000 sponsorship from Truist (BB&T), which brings more than 1,000 hours of staff and student hours to 211. The Coastal Community Foundation is partnering with UWASC and Local United Ways within their region to explore investment opportunities related to 211 data, dashboards, and analysis.

AARP launched a campaign that drives seniors to the 211 dialing code to access navigation services and learn more about new programs made available through state and federal relief programs.

The unique ability for 211 to capture and analyze community level trends in real-time has led to a significant increase in requests from all sectors seeking data to support grant applications, inform public policy, raise awareness, discover trends, and support investment strategies for all community types throughout South Carolina. This increased demand highlights the need to create more formal data sharing policies, build stronger staff supports, and establish best practices that enhance, support, and advance the mission of SC 211 and all its funders. UWASC will work with all partners to ensure this exciting new interest generates the best possible outcomes for United Way.

UWASC has partnered with **United Ways of California** to launch a texting campaign that connects residents with locally curated resources and industry standard stress relief practices. This leverages AI technology, which will serve as a useful test case for future texting campaigns and roll-out. UWASC continues to partner with **Duke Energy** to deliver 211 phone coverage and data analysis to six counties in South Carolina. This partnership has been a model used by UWW and others to promote similar programs throughout the US network. UWASC joined a partnership with **Washington University** and eight other 211 providers to increase the number of smoke free homes in the U.S. This total contract value may bring up to **\$17,500** to UWASC.

UWASC has established a national group of 211 leaders to collectively develop a modern 211 platform for all US providers. As part of this work, SC 211 is securing an equity deal with software developers that has potential to meet both the immediate needs and long-term strategy to sustain 211 services in South Carolina.

UWASC will invest \$100,000 (which has already been raised and restricted) in twelve equal payments to Bellwether technologies in exchange for:

- The entire development of the 211 platform, which has an estimated expense of \$650,000.
- Prioritization of South Carolina needs as a Minimum viable Product is established and refined.
- A **10% equity stake** in all revenue generated through subscription services to this platform.

Member Services

Mr. Mark Ward reported that the United Way Association has been working with South Carolina DSS to manage the DSS Childcare Initiative Grant money. Sub-grantees recently submitted their third quarter reporting. Due to COVID 19, some programs have consolidated, and some have been forced to close. Staff has been working closely with DSS to adjust the funding to the proper locations so that the children in need are still served. Once the approval from DSS is complete, funding will be dispersed accordingly.

UWASC is preparing to hold the third quarter statewide focus group meetings for all local United Way Senior Staff over the next two months. The second quarter Collective Impact call was well received, with Carson Carroll, Amanda McSwine, and Megan Hobbs presenting on AmeriCorps programs and soliciting feedback on areas of need to help formulate the South Carolina Service Commission State Service Plan. They further discussed with the Marketing call the importance of AmeriCorps, discussing ways to market the programs across the state to help address statewide concerns. The Research Development Peer Group call focused on workplace campaigns, featuring discussions on “outside of the box” approaches to bring in funds in the aftermath of Covid 19. Jennifer Shurley from the United Way of Pickens County and Brett Lindhal from the United Way of York County collaborated to facilitate the discussion. Networking among the senior staff members across the state has become an important piece among the groups.

The United Way Association of South Carolina worked closely with the new CEO of United Way of Florence County during the month of June to navigate through some staffing shortages. Ms. Cameron Packett, new to her position, requested assistance from the Association to ensure all United Way Worldwide membership paperwork was completed and filed in a timely manner. Having had staff turnover prior to the transition of the new CEO, the Florence office did not have experience on hand to complete the required information to retain membership. The Association was able to work with the Florence United Way staff to get the information together before the deadline.

Planning for the Southeast Regional Conference, scheduled for April 26-29, 2022, at the Westin Poinsett in Greenville, South Carolina, is well underway. The Association and United Way of Greenville County are in the process of putting together the welcome for the conference. Naomi Lett and Mark Ward from the Association, along with Meghan Barp and her team from United Way of Greenville County, are working with the planning committee to firm up timelines and presenters for the opening day. As the host state, we are responsible for the welcome as well as for choosing a recipient for the Dolly Parton Legacy Award. This award was originally given to Dolly Parton for her exceptional generosity and significant community impact during the devastating fires in Tennessee in 2017. The legacy of this work has translated into an award given bi-yearly at the Southeast Regional Conference for similar work done in the host state. Nominations will be solicited from CPOs across the state and a committee will be formed to choose a winner.

The United Way Association of South Carolina had a successful summer working with intern Ms. Emma Bryan. Ms. Bryan was able to complete approximately 300 updates to the 2-1-1 database while learning about nonprofit medical programs across the state. With the success of this internship, 2-1-1 has placed an application for consideration through the internship program with the Columbia College Philanthropy Leadership and Community Engagement Fellowship Program (PLACE Fellows). The Association will interview candidates for the intern position during the first few weeks of September and hopes to have someone in place by the end of the month. The Association is excited to work with Columbia College during both the Fall and Spring semesters.

President's Report

Ms. Naomi Lett reported that UWASC is working with Together SC and a number of non-profit leaders throughout the state to promote an ARPA grant program that would be administered locally by foundations, United Ways, and other community-level grant-makers. This would allow for a shared administration strategy, alleviating some of the burden on the administering state agency (most likely the Department of Administration).

UWASC attended a House ARPA funding committee earlier this week to promote the concept and will be working with committee leadership and members of the General Assembly to advance the concept and firm up operational details. Exact strategies have yet to be determined and will require collaboration with Department of Administration and Guidehouse, the fiduciary agent for the CARES Act funding.

The CARES Act included \$25 million for non-profits in the state and was administered through the Department of Administration with direction from Guidehouse. The collaboration ask for non-profits through ARPA funding is \$100 million. The Governor's proposal through the AccelerateSC taskforce is \$50 million – double what was available through CARES.

UWASC is working with Duke Energy and Senator Tim Scott's office to address the lack of progress in disseminating federal rent and utility assistance. Several United Ways across the state are working in partnership with SC Stays on application assistance. However, challenges at the agency level are causing a backlog of applications and a low application rate at the community level.

Duke Energy and other key partners will be engaging with Senator Scott's office to outline the challenges and propose potential solutions – including providing additional application navigation through SC 2-1-1 and increasing the number of local United Ways assisting in the administrative process.

UWASC is working intensively with board members and leadership from Laurens County United Way. Efforts include standing up organizational frameworks that support a stronger HR structure – from performance reviews to employee handbooks – as well as shared service opportunities with surrounding United Ways. This is part of the continued effort to strengthen small United Ways in South Carolina and assure their continued success and collaborations with other United Ways in the state.

UWASC is also helping to on-board new CEO and cultivate mentorships within the network of CEOs. New CEOs in Florence and Barnwell are the newest addition to the South Carolina United Way team. UWASC is currently developing a new President's orientation, duplicating, and modifying the training currently offered at United Way Worldwide, but on a state level.

In partnership with the CPO Council Chair, UWASC is focused on developing an annual planning session of local United Way CEOs. This will provide an opportunity for shared service collaboration, network-wide goal setting, and a framework for leveraging large-scale funding and project opportunities. The first strategic planning meeting will be held in February of 2022.

UWASC is currently serving the role of vice-chair of the national Council of States Policy and Advocacy Committee and will move into the chair role in 2022. The work currently underway includes a public policy exchange where United Ways from across the country can share their policy work at the state level, including legislative language, data, and marketing materials. This allows other states to advance their policy work by duplicating and adapting policies for their state.

Additional efforts are to create an ad-hoc federal policy network where United Way leaders can work on federal policy efforts collaboratively outside the United Way Worldwide agenda.

The Self Sufficiency Standard follow-up publication was planned for 2022 but will likely come out in 2022/2023 due to Covid compromising the counts. The money is in the bank for the publication.

Public Policy Day is slated to take place on January 19, 2022, provided Covid does not interfere. Members of the Board of Directors are encouraged to attend.

The focus of Member Services is to help the smaller United Way offices with such needs as board training, UWW reporting, employee manuals and membership requirements. The Association is looking into regional capacities and available resources to possibly help form a back-office situation to help with budgeting constraints.

Adjournment

Vice Chair Clarence Batts adjourned the meeting at 12:44 pm.



United Way Association of South Carolina, Inc.

Financial Statements and Supplementary Information

Years Ended December 31, 2020 and 2019



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Independent Auditors' Report

Board of Directors
United Way Association of South Carolina, Inc.
Columbia, South Carolina

Report on Financial Statements

We have audited the accompanying financial statements of the United Way Association of South Carolina, Inc. (the "Association"), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities and changes in net assets, 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 audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Association'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 Association'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 the United Way Association of South Carolina, Inc. as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards, as required by Title 2 *U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, and schedules of revenues, expenses, and changes in net assets by program are presented for purposes of additional analysis and are also not a required part of the financial statements. Such information is the responsibility of management, was derived from, and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated September 27, 2021 on our consideration of the Association'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 the 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 the Association's internal control over financial reporting and compliance.

Dixon Hughes Goodman LLP

Greenville, South Carolina
September 27, 2021

United Way Association of South Carolina, Inc.
Statements of Financial Position
 Years Ended December 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 788,144	\$ 672,412
Grants and contracts receivable, net	581,975	568,319
Dues receivable	-	15,530
Prepaid expenses	<u>31,147</u>	<u>4,137</u>
Total current assets	1,401,266	1,260,398
Property and equipment, net	<u>11,306</u>	<u>4,203</u>
Total assets	<u>\$ 1,412,572</u>	<u>\$ 1,264,601</u>
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable	\$ 110,167	\$ 118,408
Accrued expenses	504,587	458,536
Deferred revenue	<u>41,871</u>	<u>255,820</u>
Total current liabilities	<u>656,625</u>	<u>832,764</u>
Net assets:		
Net assets without donor restrictions:		
Undesignated net assets	295,830	113,654
Board designated net assets	<u>423,000</u>	<u>310,000</u>
Total net assets without donor restrictions	718,830	423,654
Net assets with donor restrictions	<u>37,117</u>	<u>8,183</u>
Total net assets	<u>755,947</u>	<u>431,837</u>
Total liabilities and net assets	<u>\$ 1,412,572</u>	<u>\$ 1,264,601</u>

See accompanying notes.

United Way Association of South Carolina, Inc.
Statement of Activities and Changes in Net Assets
Year Ended December 31, 2020

	2020		Total
	Without donor restrictions	With donor restrictions	
Revenues, gains and other support:			
2-1-1 and call center	\$ 558,185	\$ -	\$ 558,185
AmeriCorps grant revenue	4,044,558	-	4,044,558
Statewide childcare initiative	517,651	-	517,651
Membership dues	260,529	3,280	263,809
Other grant revenue	678,093	13,679	691,772
Paycheck Protection Program revenue	43,005	-	43,005
Contributions	47,180	-	47,180
In-kind revenue	28,350	-	28,350
Investment income	1,211	-	1,211
Miscellaneous income	-	57,500	57,500
Net assets released from restrictions	45,525	(45,525)	-
	<u>6,224,287</u>	<u>28,934</u>	<u>6,253,221</u>
Total revenues, gains and other support			
Expenses:			
Program services	5,670,450	-	5,670,450
Management and general	258,661	-	258,661
	<u>5,929,111</u>	<u>-</u>	<u>5,929,111</u>
Total expenses			
Change in net assets	295,176	28,934	324,110
Net assets at beginning of year	423,654	8,183	431,837
Net assets at end of year	<u>\$ 718,830</u>	<u>\$ 37,117</u>	<u>\$ 755,947</u>

United Way Association of South Carolina, Inc.
Statement of Activities and Changes in Net Assets
Year Ended December 31, 2019

	2019		Total
	Without donor restrictions	With donor restrictions	
Revenues, gains and other support:			
2-1-1 and call center	\$ 612,202	\$ -	\$ 612,202
AmeriCorps grant revenue	3,654,503	-	3,654,503
Statewide childcare initiative	517,651	-	517,651
Membership dues	294,613	683	295,296
Other grant revenue	27,586	-	27,586
Contributions	22,277	-	22,277
In-kind revenue	538,936	-	538,936
Investment income	1,356	-	1,356
Miscellaneous income	200,000	106,169	306,169
Forgiveness of amounts owed	131,691	-	131,691
Net assets released from restrictions	147,127	(147,127)	-
	<u>6,147,942</u>	<u>(40,275)</u>	<u>6,107,667</u>
Total revenues, gains and other support			
Expenses:			
Program services	5,471,894	-	5,471,894
Management and general	302,282	-	302,282
	<u>5,774,176</u>	<u>-</u>	<u>5,774,176</u>
Total expenses			
Change in net assets	373,766	(40,275)	333,491
Net assets at beginning of year	49,888	48,458	98,346
Net assets at end of year	<u>\$ 423,654</u>	<u>\$ 8,183</u>	<u>\$ 431,837</u>

United Way Association of South Carolina, Inc.
Statement of Functional Expenses
Year Ended December 31, 2020

	Program Services						Supporting Services		Total Expenses
	Community and Volunteer Services	2-1-1 Services	Family and Childcare Support	Matching Funds	Membership Support and Other Programs	Census	Total Program Services	Management and General	
Salaries and benefits	\$ 368,725	\$ 159,823	\$ -	\$ 1,548	\$ 84,719	\$ 26,800	\$ 641,615	\$ 57,751	\$ 699,366
Professional development and travel	89,234	5,119	-	715	5,791	4,528	105,387	8,992	114,379
Bad debt expense	-	-	-	-	-	-	-	2,796	2,796
Professional fees and contract services	140,571	292,439	-	30	2,355	89,764	525,159	44,081	569,240
Programs and operations	64,788	14,877	-	772	52,253	121,981	254,671	29,505	284,176
Occupancy	25,171	3,951	-	-	-	-	29,122	10,611	39,733
Telephone	2,559	2,519	-	-	207	-	5,285	4,925	10,210
Community awards, grants and subcontracts	3,284,876	1,604	517,662	5,000	35,500	264,569	4,109,211	100,000	4,209,211
Total expenses	\$ 3,975,924	\$ 480,332	\$ 517,662	\$ 8,065	\$ 180,825	\$ 507,642	\$ 5,670,450	\$ 258,661	\$ 5,929,111

See accompanying notes.

United Way Association of South Carolina, Inc.
Statement of Functional Expenses
Year Ended December 31, 2019

	Program Services							Supporting Services	Total Expenses	
	Community and Volunteer Services	Disaster Relief	2-1-1 Services	Family and Childcare Support	Matching Funds	Membership Support and Other Programs	Census	Total Program Services		Management and General
Salaries and benefits	\$ 404,972	\$ -	\$ 96,617	\$ -	\$ 9,810	\$ 99,747	\$ -	\$ 611,146	\$ 31,084	\$ 642,230
Professional development and travel	65,569	-	10,478	-	115	6,214	4,152	86,528	12,027	98,555
Bad debt expense	-	-	14,227	-	-	-	-	14,227	29,575	43,802
Professional fees and contract services	109,325	-	310,116	-	60,355	1,827	18,274	499,897	60,827	560,724
Programs and operations	86,927	138,689	4,509	-	539,047	3,335	5,160	777,667	79,992	857,659
Occupancy	21,679	-	3,097	-	-	7	-	24,783	75,401	100,184
Telephone	2,763	-	15,834	-	-	409	-	19,006	12,830	31,836
Community awards, grants and subcontracts	2,920,987	-	-	517,653	-	-	-	3,438,640	546	3,439,186
Total expenses	<u>\$ 3,612,222</u>	<u>\$ 138,689</u>	<u>\$ 454,878</u>	<u>\$ 517,653</u>	<u>\$ 609,327</u>	<u>\$ 111,539</u>	<u>\$ 27,586</u>	<u>\$ 5,471,894</u>	<u>\$ 302,282</u>	<u>\$ 5,774,176</u>

See accompanying notes.

United Way Association of South Carolina, Inc.
Statements of Cash Flows
Years Ended December 31, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Cash flows provided by operating activities:		
Cash received from 2-1-1 and call center	\$ 567,431	\$ 642,229
Cash received from grants	5,076,155	4,110,538
Cash received from membership dues	279,339	285,761
Cash received from contributions	47,180	22,277
Cash received from investment income	1,211	1,356
Cash received from miscellaneous income	57,500	437,860
Cash paid for community awards, grants, and subcontracts	(4,209,211)	(3,439,186)
Cash paid to employees for salaries and benefits	(698,938)	(643,896)
Cash paid for operating expenses	(956,315)	(927,669)
Cash paid for occupancy	(39,733)	(100,184)
	<u>124,619</u>	<u>389,086</u>
Cash flows from investing activities:		
Purchases of property and equipment	(8,887)	(4,102)
	<u>(8,887)</u>	<u>(4,102)</u>
Net cash used by investing activities	<u>(8,887)</u>	<u>(4,102)</u>
Net increase in cash and cash equivalents	115,732	384,984
Cash and cash equivalents at beginning of year	<u>672,412</u>	<u>287,428</u>
Cash and cash equivalents at end of year	<u>\$ 788,144</u>	<u>\$ 672,412</u>

Notes to Financial Statements

1. Organization

The mission of United Way Association of South Carolina, Inc. (the "Association") is to maximize the capacity and effectiveness of local United Ways, and to provide leadership on issues of significance to the United Way system in South Carolina. The Association serves 25 independent, locally governed United Ways across the state through its programs and initiatives, as well as various training and professional development opportunities.

Training and technical assistance opportunities for member United Ways include, but are not limited to: regional and national United Way conferences, Chief Professional Officer meetings and retreats, advocacy trainings, South Carolina 2-1-1 marketing development, and grant funding opportunities for AmeriCorps programs. Further the Association provides consulting and technical assistance to member organizations on issues as diverse as branding guidelines, assistance in interpreting United Way Worldwide membership requirements, assistance in executing required reports, calculations, accounting and financial consulting, and other requirements that are a part of being a franchisee organization of United Way Worldwide's network of member organizations.

The Association's significant programs include:

- 2-1-1: SC 211 is a statewide community information and referral line operated by the Association on behalf of its member organizations. The Association manages the call center contracts and the state's resource database. Additionally, the Association provides technical assistance, statewide and community reporting, and brokers partnerships with other agencies across the state to better serve individuals in times of need.
- SC Commission on National and Community Service: In December 2007, by Executive Order of then Governor Mark Sanford, the Association was appointed as the governing authority of the South Carolina Commission on National and Community Service. The Commission is South Carolina's lead agency on volunteerism and national service. The goal of the Commission is to strengthen the state through the power of volunteers who help their communities meet the most critical needs. The Association acts as an intermediary for the AmeriCorps program for funds that are utilized for education, environmental stewardship, financial stability, disaster response, and healthy futures.
- Statewide childcare initiative: The Association acts as an intermediary for state funds that are granted to local United Ways across the state for the purpose of providing after school care and regular childcare. The grant is a 10-15% match for locally invested funds in the aforementioned programs. The Association reports to the Department of Social Services the aggregate disbursement and service data on a quarterly basis.
- Census: The SC Counts 2020 census project is a partnership with the South Carolina Grantmakers Network and the New Venture Fund. The Association manages the project and the fund disbursement to sub-grantees who work to increase census participation amongst traditionally hard-to-count populations in the state.

2. Summary of Significant Accounting Policies

Financial statement presentation

The Association reports information regarding its financial position and activities according to two classes of net assets: without donor restricted net assets and with donor restricted net assets.

Net assets have been presented into two net asset groups as follows:

Without donor restrictions: Without donor restricted net assets represent resources whose use is not limited or restricted by donors. They generally arise as a result of exchange transactions, unrestricted contributions, or restricted contributions whose restrictions have expired. The Association's board has internally earmarked portions of its net assets without donor restrictions as board designated.

With donor restrictions: With donor restricted net assets represent resources whose use is limited by donors for the purpose and/or time in which they may be expended or restricted by donors to be maintained in perpetuity. The portion of donor restricted net assets that is not maintained in perpetuity eventually will be reclassified to without donor restrictions, as their time and purpose requirements are met.

Contributions

Contributions are recorded as with or without donor restricted support, depending on the existence and/or nature of donor restrictions.

Cash and cash equivalents

The Association considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents. At times, cash balances may exceed federally insured amounts. The Association has not experienced any losses on such accounts and management does not believe the Association is exposed to any significant credit risk on cash and cash equivalents.

Grants and contracts receivable

Receivables are stated at unpaid balances less an allowance for doubtful accounts. Receivables are written off when the balance is considered to be uncollectible. An allowance for uncollectible accounts is provided based on historical bad debt experience and evaluation of individual accounts. The allowance for doubtful accounts at December 31, 2020 and 2019 was \$16,295 and \$40,294, respectively.

Property and equipment

Property and equipment is stated at cost less accumulated depreciation. Expenditures for capital assets of less than \$1,500 are expensed in the year incurred. Depreciation is provided by the straight-line method over the estimated lives of the assets. Contributed property is recorded at appraised or market value at the date of contribution. Absent donor stipulations regarding how long those donated assets must be maintained, the Association reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Association reclassifies net assets with restrictions to net assets without restrictions at that time.

Deferred revenue

Deferred revenue represents revenues that have been collected but not yet earned as of December 31. This amount is composed of revenues related to the 2-1-1 Program, Census and other grants.

Contributed services

Contributed services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Association. No amounts have been recorded for contributed services in 2020 or 2019. Volunteers provide many services throughout the year that are not recognized as contributions in the financial statements due to recognition criteria not being met.

Functional Expenses

The Association allocates its expenses on a functional basis among its various programs and support services. Expenses that can be identified with a specific program or support service are allocated directly according to their nature and expenditure classification. Other expenses that are common to two or more functions are allocated based on management's estimate of the program activities benefited. Administrative expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Association.

Income taxes

The Association is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code; accordingly, the accompanying financial statements do not reflect a provision or liability for federal and state income taxes. The Association has determined that there are no material unrecognized tax benefits or obligations as of December 31, 2020.

Use of estimates

Management uses estimates and assumptions in preparing financial statements in conformity with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

3. Property and Equipment

Property and equipment consisted of the following as of December 31:

	<u>2020</u>	<u>2019</u>
Furniture and equipment	\$ 59,925	\$ 51,038
Less accumulated depreciation	<u>(48,619)</u>	<u>(46,835)</u>
Property and equipment, net	<u>\$ 11,306</u>	<u>\$ 4,203</u>

4. Net Assets with Donor Restrictions

The Association had net assets with donor restrictions of \$37,117 and \$8,183, respectively as of December 31, 2020 and 2019. As of December 31, 2020, these funds were restricted for use related to the COVID-19 pandemic, employee campaign funds, and self-sufficiency standard. As of December 31, 2019, these funds were restricted for use in the crane fund efforts, employee campaign funds, and self-sufficiency standard.

Net assets were released from donor restrictions by incurring expenses satisfying the purpose or time restrictions specified by donors as follows:

	<u>2020</u>	<u>2019</u>
Hurricane relief	\$ -	\$ 138,589
Self-sufficiency standard	37,382	-
Crane fund efforts	5,000	-
Employee campaign funds	<u>3,143</u>	<u>8,538</u>
Total restrictions released	<u>\$ 45,525</u>	<u>\$ 147,127</u>

5. Commitments and Contingencies

In the ordinary course of business, the Association may, from time to time, become a party to legal claims and disputes. At December 31, 2020, management is unaware of any claims against the Association.

The Association receives significant amounts of funds from various grantor agencies as reimbursement of costs incurred for program services. If funding is discontinued, it could have a significant impact on the operations of the Association. The Association has received grant revenue from several federal agencies. Periodic audits of these grants are required and certain costs may be questioned as not being appropriate expenditures under the grant agreements.

Significant concentrations in revenues and receivables for 2020 and 2019 related to these agencies are outlined below:

	<u>2020</u>		<u>2019</u>	
	<u>Revenues</u>	<u>Receivables</u>	<u>Revenues</u>	<u>Receivables</u>
SC Department of Social Services	8%	0%	8%	0%
SC Corporation for National and Community Services	65%	87%	60%	88%
Other agencies	27%	13%	32%	12%
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>

6. Board Designated Net Assets

As of December 31, 2020 and 2019, approximately \$423,000 and \$310,000, respectively of net assets without donor restrictions was designated by the board of directors as a reserve fund.

7. Line of Credit

The Association has a line of credit agreement with a bank for \$300,000 with an interest rate of prime plus .5%. This line of credit matures on September 25, 2021. There was no outstanding balance on the line of credit as of December 31, 2020.

8. Liquidity and Availability

The Association's liquidity management structures its financial assets to be available as its general expenditures, liabilities and other obligations come due. Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following at December 31:

	<u>2020</u>	<u>2019</u>
Cash and cash equivalents	\$ 788,144	\$ 672,412
Grants and contracts receivable, net	581,975	568,319
Dues receivable	-	15,530
	<u>\$ 1,370,119</u>	<u>\$ 1,256,261</u>

9. COVID-19 Pandemic

In March 2020, the World Health Organization declared the outbreak and spread of COVID-19, a novel strain of Coronavirus, a pandemic. The coronavirus outbreak has had far reaching and unpredictable impacts on the global economy, supply chains, financial markets, and global business operations of a variety of industries. Governments have taken substantial action to contain the spread of the virus including mandating social distancing, suspension of certain gatherings, and shuttering of certain nonessential businesses.

The COVID-19 pandemic has disrupted the operational and financial performance of our business and there is significant uncertainty in the nature and degree of its continued effects on our business over time. The extent to which it will impact our business going forward will depend on a variety of factors including the duration and continued spread of the outbreak, impact on our customers, employees and vendors, as well as governmental, regulatory and private sector responses. Further, the pandemic may have a significant impact on management's accounting estimates and assumptions

In response to the COVID-19 pandemic, the Coronavirus Aid, Relief and Economic Security (CARES) Act provides for the establishment of the Paycheck Protection Program (PPP), a new loan program under the Small Business Administration's 7(a) program providing loans to qualifying businesses. Additionally, loans originated under this program may be forgiven, in whole or in part, if certain criteria are met. The Association received approximately \$43,000 under the PPP. The Association believes that it was eligible under the PPP to receive the funds and expects to meet the requirements under the program to have the loan forgiven. Therefore, management has concluded that the receipt of these funds represents a government grant. Accounting principles generally accepted in the United States of America do not provide explicit guidance on accounting for government grants provided to business entities. The Association elected to account for the receipt of these funds as a

government grant by analogy to ASC 958-605. These funds were recognized as a refundable advance when received and classified in accordance with the scheduled maturity outlined in the PPP loan agreement assuming a ten-month deferral of payments from the end of the Association's covered period. Grant income under this method of accounting may only be recognized when the conditions attached to the grant have been substantially met. The Association has fully utilized the proceeds of the loan for qualifying expenses under the PPP and the Association's covered period was closed as of the statement of financial position date. A forgiveness calculation has been prepared and submitted to the Association's lender indicating that the full amount of the loan qualifies for forgiveness. The loan was forgiven in full in 2021. Grant income has been recognized on the statement of activities and changes in net assets in the Paycheck Protection Program revenue line item.

10. Subsequent Events

Subsequent events have been evaluated through September 27, 2021, which is the date the financial statements were available to be issued.



Supplementary Information

United Way Association of South Carolina, Inc.
 Schedule of Revenues, Expenses, and Changes in Net Assets by Program
 For the Year Ended December 31, 2020

	Community and Volunteer Services	Call Center and 2-1-1 Program	Family and Childcare Support	Membership and Administrative Support	Matching Funds	Census	Total
Revenue, gains and other support:							
2-1-1 and call center	\$ -	\$ 558,185	\$ -	\$ -	\$ -	\$ -	\$ 558,185
AmeriCorps grant revenue	4,044,558	-	-	-	-	-	4,044,558
Statewide childcare initiative	-	-	517,651	-	-	-	517,651
Membership dues	-	-	-	263,809	-	-	263,809
Other grant revenue	-	-	-	-	-	691,772	691,772
Paycheck Protection Program revenue	-	-	-	43,005	-	-	43,005
Contributions	-	-	-	47,180	-	-	47,180
In-kind revenue	-	-	-	-	28,350	-	28,350
Investment income	-	-	-	1,211	-	-	1,211
Miscellaneous income	-	-	-	57,500	-	-	57,500
Total revenue, gains and other support	<u>4,044,558</u>	<u>558,185</u>	<u>517,651</u>	<u>412,705</u>	<u>28,350</u>	<u>691,772</u>	<u>6,253,221</u>
Expenses:							
Salaries and benefits	368,725	159,823	-	84,719	1,548	26,800	641,615
Professional development and travel	89,234	5,119	-	5,791	715	4,528	105,387
Bad debt expense	-	-	-	-	-	-	-
Professional fees and contract services	140,571	292,439	-	2,355	30	89,764	525,159
Programs and operations	64,788	14,877	-	52,253	772	121,981	254,671
Occupancy	25,171	3,951	-	-	-	-	29,122
Telephone	2,559	2,519	-	207	-	-	5,285
Community awards, grants and subcontracts	3,284,876	1,604	517,662	35,500	5,000	264,569	4,109,211
Total expenses	<u>3,975,924</u>	<u>480,332</u>	<u>517,662</u>	<u>180,825</u>	<u>8,065</u>	<u>507,642</u>	<u>5,670,450</u>
Change in net assets	<u>\$ 68,634</u>	<u>\$ 77,853</u>	<u>\$ (11)</u>	<u>\$ 231,880</u>	<u>\$ 20,285</u>	<u>\$ 184,130</u>	<u>\$ 582,771</u>

See independent auditors' report.

United Way Association of South Carolina, Inc.
Schedule of Revenues, Expenses, and Changes in Net Assets by Program
For the Year Ended December 31, 2019

	Community and Volunteer Services	Call Center and 2-1-1 Program	Disaster Relief	Family and Childcare Support	Membership and Administrative Support	Matching Funds	Census	Total
Revenue, gains and other support:								
2-1-1 and call center	\$ -	\$ 612,202	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 612,202
AmeriCorps grant revenue	3,654,503	-	-	-	-	-	-	3,654,503
Statewide childcare initiative	-	-	-	517,651	-	-	-	517,651
Membership dues	-	-	-	-	295,296	-	-	295,296
Other grant revenue	-	-	-	-	-	-	27,586	27,586
Contributions	-	-	-	-	22,277	-	-	22,277
In-kind revenue	-	-	-	-	-	538,936	-	538,936
Investment income	-	-	-	-	1,356	-	-	1,356
Miscellaneous income	-	-	-	-	306,169	-	-	306,169
Forgiveness of amounts owed	-	-	-	-	131,691	-	-	131,691
Total revenue, gains and other support	3,654,503	612,202	-	517,651	756,789	538,936	27,586	6,107,667
Expenses:								
Salaries and benefits	404,972	96,617	-	-	99,747	9,810	-	611,146
Professional development and travel	65,569	10,478	-	-	6,214	115	4,152	86,528
Bad debt expense	-	14,227	-	-	-	-	-	14,227
Professional fees and contract services	109,325	310,116	-	-	1,827	60,355	18,274	499,897
Programs and operations	86,927	4,509	138,689	-	3,335	539,047	5,160	777,667
Occupancy	21,679	3,097	-	-	7	-	-	24,783
Telephone	2,763	15,834	-	-	409	-	-	19,006
Community awards, grants and subcontracts	2,920,987	-	-	517,653	-	-	-	3,438,640
Total expenses	3,612,222	454,878	138,689	517,653	111,539	609,327	27,586	5,471,894
Change in net assets	\$ 42,281	\$ 157,324	\$ (138,689)	\$ (2)	\$ 645,250	\$ (70,391)	\$ -	\$ 635,773

See independent auditors' report.



Compliance Section



Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance And Other Matters Based on an Audit of The Financial Statements Performed In Accordance With *Government Auditing Standards*

Board of Directors
United Way Association of South Carolina, Inc.
Columbia, South Carolina

We have audited, in accordance with auditing standards generally accepted in the United States and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of United Way Association of South Carolina, Inc. (the "Association"), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements, and have issued our report thereon dated September 27, 2021.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Association's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing our opinion on the effectiveness of the Association's internal control. Accordingly, we do not express an opinion on the effectiveness of the Association's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Association's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of the internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.



Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Association's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the result of that testing, and not to provide an opinion on the effectiveness of the Association's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Association's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Dixon Hughes Goodman LLP

Greenville, South Carolina
September 27, 2021



Independent Auditors' Report On Compliance For Each Major Federal Program and on Internal Control Over Compliance Required By The Uniform Guidance

Board of Directors
United Way Association of South Carolina, Inc.
Columbia, South Carolina

Report on Compliance for Each Major Federal Program

We have audited United Way Association of South Carolina, Inc. (the "Association") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on the Association's major federal program for the year ended December 31, 2020. The Association's major federal program is identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, and terms and conditions of its federal awards applicable to its federal program.

Auditors' Responsibility

Our responsibility is to express an opinion on compliance for the Association's major federal program based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 *U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on the major federal program occurred. An audit includes examining, on a test basis, evidence about the Association's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for the major federal program. However, our audit does not provide a legal determination of the Association's compliance.

Opinion on Each Major Federal Program

In our opinion, the Association complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on its major federal program for the year ended December 31, 2020.



Report on Internal Control over Compliance

Management of the Association is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Association's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for the major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Association's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness in internal control over compliance* is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that have not been identified. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that may not have been identified.

Purposes of this Report

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Dixon Hughes Goodman LLP

Greenville, South Carolina
September 27, 2021

United Way Association Of South Carolina, Inc.
 Schedule of Expenditures of Federal Awards
 Year Ended December 31, 2020

Federal Grantor/Program Title	CFDA Number	Pass - Through Grantor's Number	Total Federal Expenditures	Expenditures to Subrecipients
Corporation for National and Community Service:				
Direct Programs:				
AmeriCorps - Formula	94.006	N/A	\$ 2,026,640	\$ 2,026,640
AmeriCorps - Competitive	94.006	N/A	708,118	708,118
AmeriCorps - Fixed	94.006	N/A	555,055	555,055
Total AmeriCorps			<u>3,289,813</u>	<u>3,289,813</u>
State Commissions: AmeriCorps				
Recovery - Administrative	94.003	N/A	282,617	-
Training and Technical Assistance - AmeriCorps				
	94.009	N/A	224,743	-
Volunteer Generation Fund	94.021	N/A	<u>254,439</u>	<u>-</u>
Total Corporation for National and Community Service Direct Programs			<u>4,051,612</u>	<u>3,289,813</u>
Total Expenditures for Federal Awards			<u>\$ 4,051,612</u>	<u>\$ 3,289,813</u>

Notes to Schedule of Expenditures of Federal Awards

1. Basis of Presentation

The accompanying schedule of expenditures of federal awards (the "Schedule") includes the federal grant activity of United Way Association of South Carolina, Inc. (the "Association") under programs of the federal government for the year ended December 31, 2020. The information in this Schedule is presented in accordance with the requirements of Title 2 *U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*. Because the Schedule presents only a selected portion of the operations of the Association, it is not intended to and does not present the financial position, changes in net assets or cash flows of the Association.

2. Summary of Significant Account Policies

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following cost principles contained in Title 2 *U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

The Association has elected not to use the 10 percent de minimis indirect cost rate as allowed under the Uniform Guidance.

3. Contingencies

The Association's federal programs are subject to financial and compliance audits by grantor agencies which, if instances of material noncompliance are found, may result in disallowed expenditures and affect its continued participation in specific programs. The amount, if any, of expenditures, which may be disallowed by the grantor agencies, cannot be determined at this time. However, the Association expects such amounts, if any, to be immaterial.

4. Categorization of Expenditures

The categorization of expenditures by program included in the schedule of expenditures of federal awards is based upon the grant documents. Changes in the categorization of expenditures occur based upon revisions to the Catalog of Federal Domestic Assistance (CFDA), which is issued in June and December of each year. The schedule of expenditures of federal awards for the year ended December 31, 2020 reflects CFDA changes issued through August 2020 and the addendum issued in December 2020.

Schedule of Findings and Questioned Costs

Section I: Summary of Auditors' Results

Financial statements

Type of auditors' report issued on whether the financial statements audited were prepared in accordance with GAAP:

Unmodified

Internal control over financial reporting:

- Are any material weaknesses identified? Yes No
- Are any significant deficiencies identified that are not considered to be material weaknesses? Yes None reported
- Is any noncompliance material to financial statements noted? Yes No

Federal Awards

Internal control over major program:

- Are any material weaknesses identified? Yes No
- Are any significant deficiencies identified that are not considered to be material weaknesses? Yes None reported
- Type of auditors' report issued on compliance for major program: Unmodified
- Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516 (a) Yes No

Identification of major federal program:

CFDA Number(s)

94.006

Name of Federal Program or Cluster

AmeriCorps

Dollar threshold used to distinguish between Type A and Type B programs:

\$750,000

Auditee qualified as low-risk auditee?

Yes No

Schedule of Findings and Questioned Costs (continued)

Section II: Financial Statement Findings

There were no findings reported for the year ended December 31, 2020.

Section III: Federal Award Findings and Questioned Costs

There were no findings reported for the year ended December 31, 2020.

Summary Schedule of Prior Audit Findings

Section IV – Summary Schedule of Prior Audit Findings

Finding 2019–001 – Financial Reporting

Condition: The Association’s internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles (“GAAP”).

Criteria: The Association’s internal control over financial reporting does not result in preparation of financial statements for external purposes in accordance with GAAP.

Effect: In connection with the audit of the financial statements, significant adjusting journal entries were posted related to cutoff around AmeriCorps revenues and expenses for subrecipient activity.

Cause: The Association has limited controls over the financial reporting process including the preparation of financial statements and note disclosures in accordance with GAAP.

Current status: Corrected

Finding 2019–002 – Subrecipient Monitoring

Condition: The Association’s internal control over compliance is a process designed to provide reasonable assurance regarding the reliability of the schedule of expenditures of federal awards in accordance with Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards.

Criteria: The Association’s internal control over compliance related to subrecipients should result in satisfactory results from on-site compliance visits and provide reasonable assurance around subrecipient monitoring.

Effect: In connection with the Association’s review of subgrantee compliance, the Association was required to pay an assessed disallowance of approximately \$27,000.

Questioned Costs: From review of an on-site compliance visit, \$27,000 was determined to be the assessed disallowance by NSCHC.

Cause: Instances of non-compliance found by either the Association or CNCS resulted in an assessed disallowance.

Current status: Corrected

Summary Schedule of Prior Audit Findings (continued)

Finding 2018-001 – Financial Reporting

Condition: The Association's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles ("GAAP").

Condition: The Association's internal control over financial reporting does not result in preparation of financial statements for external purposes in accordance with GAAP.

Effect: In connection with the audit of the financial statements, significant adjusting journal entries were posted.

Cause: The Association has limited controls over the financial reporting process including the preparation of financial statements and note disclosures in accordance with GAAP.

Current status: Corrected



Report to the
Board of Directors

**United Way
Association of South
Carolina, Inc.**

December 31, 2020



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Contacts

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Communication with Those Charged with Governance

September 27, 2021

Board of Directors
United Way Association of South Carolina, Inc.
Columbia, South Carolina

We have audited the financial statements of the United Way Association of South Carolina, Inc. (the “Association”) for the years ended December 31, 2020 and 2019, and have issued our report thereon dated September 27, 2021. Professional standards require that we provide you with information about our responsibilities in accordance with auditing standards generally accepted in the United States of America, *Government Auditing Standards* and Title 2 *U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, as well as certain information related to the planned scope and timing of our audits. We have communicated such information in our letter to you dated January 4, 2021. Professional standards also require that we communicate to you the following information related to our audits.

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Association are described in Note 2 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during 2020. No matters have come to our attention that would require us, under professional standards, to inform you about (1) the methods used to account for significant unusual transactions and (2) the effect of significant accounting policies in controversial or emerging areas for which there is a lack of authoritative guidance or consensus.

Accounting estimates are an integral part of the financial statements prepared by management, and are based on management’s knowledge and experience about past and current events, and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimates affecting the financial statements were:



Management’s allocation of functional expense is based on determination of cost estimates as they relate to programs and supporting services that are benefited. We evaluated the key factors and assumptions used to develop the functional expense allocation in determining that it is reasonable in relation to the financial statements taken as a whole.

Management’s estimate of allowance for doubtful accounts is based on historical bad debt experience and evaluation of individual accounts. We evaluated the key factors and assumptions used to develop allowance for doubtful accounts in determining that it is reasonable in relation to the financial statements taken as a whole.

Difficulties Encountered in Performing the Audits

We encountered no difficulties in dealing with management in performing and completing our audits.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all misstatements identified during the audits, other than those that are trivial, and communicate them to the appropriate level of management. There were no corrected or uncorrected misstatements.

Disagreements with Management

For purposes of this letter, professional standards define a disagreement with management as a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditors' report. We are pleased to report that no such disagreements arose during the course of our audits.

Management Representations

We have requested certain written representations from management that are included in the management representation letter included at Appendix A.

Management Consultations with Other Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a “second opinion” on certain situations. If a consultation involves application of an accounting principle to the Association’s financial statements or a determination of the type of auditors’ opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.



Other Significant Matters, Findings, or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Association's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

With respect to the supplementary information accompanying the financial statements, we made certain inquiries of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with U.S. generally accepted accounting principles and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.

This information is intended solely for the use of the Board of Directors and management of United Way Association of South Carolina, Inc., and is not intended to be, and should not be, used by anyone other than these specified parties.

Sincerely,

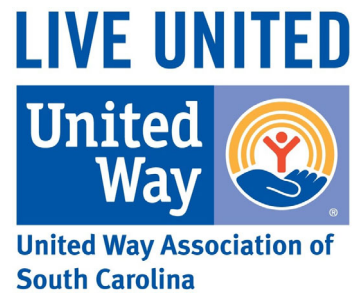
Dixon Hughes Goodman LLP

Greenville, SC



Appendix A

Management Representation Letter



September 27, 2021

Dixon Hughes Goodman LLP
11 Brendan Way
Suite 200

This representation letter is provided in connection with your audits of the financial statements of United Way Association of South Carolina, Inc. (the "Association"), which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements, for the purpose of expressing an opinion on whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP).

Certain representations in this letter are described as being limited to matters that are material. Items are considered material, regardless of size, if they involve an omission or misstatement of accounting information that, in the light of surrounding circumstances, makes it probable that the judgment of a reasonable person relying on the information would be changed or influenced by the omission or misstatement. An omission or misstatement that is monetarily small in amount could be considered material as a result of qualitative factors.

We confirm that, to the best of our knowledge and belief, having made such inquiries as we considered necessary for the purpose of appropriately informing ourselves as of the date of this letter:

Financial Statements

1. We have fulfilled our responsibilities, as set out in the terms of the audit engagement dated January 4, 2021, for the preparation and fair presentation of the financial statements in accordance with U.S. GAAP.
2. We acknowledge our responsibility for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.
3. We acknowledge our responsibility for the design, implementation, and maintenance of internal control to prevent and detect fraud.
4. The following have been properly accounted for and disclosed in the financial statements:
 - a. Related-party relationships and transactions, including sales, purchases, loans, transfers, leasing arrangements, and guarantees, and amounts receivable from or payable to related parties
 - b. Guarantees, whether written or oral, under which the Association is contingently liable
 - c. Other liabilities or gain or loss contingencies
5. Significant estimates that may be subject to a material change in the near term have been properly disclosed in the financial statements. We understand that "near term" means the period within one year of the date of the financial statements. In addition, we have no knowledge of concentrations existing at the date of the financial statements that make the Association vulnerable to the risk of severe impact that have not been properly disclosed in the financial statements.
6. Significant assumptions we used in making accounting estimates, including estimates of fair value, are reasonable.
7. The effects of all known actual or possible litigation and claims have been accounted for and disclosed in accordance with U.S. GAAP.
8. We are in agreement with the adjusting journal entries you have proposed, and they have been posted to the Association's accounts.

Information Provided

9. We have provided you with:
 - a. Access to all information of which we are aware that is relevant to the preparation and fair presentation of the financial statements such as records, documentation and other matters.
 - b. Additional information that you have requested from us for the purpose of the audit.
 - c. Unrestricted access to persons within the entity from whom you determined it necessary to obtain audit evidence.
 - d. Minutes of the meetings of Board of Directors or summaries of actions of recent meetings for which minutes have not yet been prepared.
10. All material transactions have been recorded in the accounting records and are reflected in the financial statements and the schedule of expenditures of federal awards.
11. We have disclosed to you the results of our assessment of the risk that the financial statements may be materially misstated as a result of fraud.
12. We have no knowledge of any fraud or suspected fraud affecting the Association involving:
 - a. Management.
 - b. Employees who have significant roles in internal control.
 - c. Others when the fraud could have a material effect on the financial statements.
13. We have no knowledge of any allegations of fraud or suspected fraud affecting the Association's financial statements received in communications from employees.
14. There have been no communications from regulatory agencies concerning noncompliance with or deficiencies in financial reporting practices.
15. We have disclosed to you all known instances of noncompliance or suspected noncompliance with laws and regulations whose effects should be considered when preparing the financial statements.
16. There are no regulatory examinations currently in progress for which we have not received examination reports.
17. We have disclosed to you the identity of the Association's related parties and all the related party relationships and transactions of which we are aware.
18. The Association has no plans or intentions that may materially affect the carrying value or classification of assets and liabilities.
19. We have complied with all aspects of contractual agreements that would have a material effect on the financial statements in the event of noncompliance.
20. We are not aware of any pending or threatened litigation and claims whose effects should be considered when preparing the financial statements and we have not consulted legal counsel concerning litigation or claims.
21. The Association has satisfactory title to all owned assets and there are no liens or encumbrances on such assets nor has any asset been pledged as collateral.

22. We acknowledge our responsibility for presenting the Schedule of Revenues, Expenses, and Changes in Net Assets by Program and the Schedule of Expenditures of Federal Awards in accordance with U.S. GAAP, and we believe that the supplementary information, including its form and content is fairly presented in accordance with U.S. GAAP. The methods of measurement and presentation of the supplementary information have not changed from those used in the prior period, and we have disclosed to you any significant assumptions or interpretations underlying the measurement and presentation of the supplementary information.
23. Receivables recorded in the financial statements represent valid claims against debtors for sales or other charges arising on or before the statement of financial position date and have been appropriately reduced to their estimated net realizable value.
24. The Association recognizes tax benefits only to the extent that the Association believes it is more-likely-than-not (i.e. greater than 50 percent) that its tax positions will be sustained upon examination. We have evaluated the Association's tax positions, including its not-for-profit status, and have determined that the Association does not have any material uncertain tax positions.
25. You have provided the following nonattest services:
 - Financial statement preparation
 - Schedule of Expenditures of Federal Awards preparation
 - Completion of the auditors' section of the data collection form
 - All federal and state income tax returns preparation

In regard to these services provided by you, we have:

- a. Assumed all management responsibilities.
 - b. Overseen the service by designating an individual within senior management, who possesses suitable skill, knowledge, or experience.
 - c. Evaluated the adequacy and results of the services performed.
 - d. Accepted responsibility for the results of the services.
 - e. Evaluated and maintained internal controls, including monitoring ongoing activities.
26. With respect to the non-attest services performed by you during this engagement, we have received the deliverables from you and have stored these deliverables in information systems controlled by us. We have taken responsibility for maintaining internal control over these deliverables.
 27. We have complied with all eligibility requirements to receive PPP funds under the CARES Act and applicable regulations and have met all requirements for recognition of forgiveness income as of the statement of financial position date.
 28. There are no:
 - a. Violations or possible violations of laws or regulations whose effects should be considered for disclosure in the financial statements or as a basis for recording a loss contingency.
 - b. Other liabilities or gain or loss contingencies that are required to be accrued or disclosed.
 29. Disclosures regarding the Association's method for managing its liquidity, along with disclosures regarding the availability of liquid resources to meet cash needs for general expenditures within one year of the statement of financial position date are complete and accurate.

30. We have reviewed the Statement of Functional Expenses and have agreed that the allocation between program services is an appropriate representation of the allocation of expenses.
31. We have complied with all restrictions on resources (including donor restrictions) and all aspects of contractual and grant agreements that would have a material effect on the financial statements in the event of noncompliance. This includes complying with donor requirements to maintain a specific asset composition necessary to satisfy their restrictions.
32. With respect to federal award programs:

We are responsible for understanding and complying with, and have complied with, the requirements of Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards ("Uniform Guidance"), including requirements

- a. relating to preparation of the schedule of expenditures of federal awards.

We acknowledge our responsibility for presenting the schedule of expenditures of federal awards ("SEFA") and related notes in accordance with the requirements of the Uniform Guidance, and we believe the SEFA, including its form and content, is fairly presented in accordance with the Uniform Guidance. The methods of measurement or presentation of the SEFA have not changed from those used in the prior period, and we have disclosed to you any significant assumptions and interpretations underlying the measurement or

- b. presentation of the SEFA.

If the SEFA is not presented with the audited financial statements, we will make the audited financial statements readily available to the intended users of the SEFA no later than the date we issue the SEFA

- c. and the auditor's report thereon.

We have identified and disclosed to you all of our government programs and related activities subject to the Uniform Guidance compliance audit, and have included in the SEFA, expenditures made during the audit period for all awards provided by federal agencies in the form of federal awards, federal cost-reimbursement contracts, loans, loan guarantees, property (including donated surplus property), cooperative agreements, interest subsidies, insurance, food commodities, direct appropriations, and other

- d. direct assistance.

We are responsible for understanding and complying with, and have complied with, the requirements of federal statutes, regulations, and the terms and conditions of federal awards related to each of our federal programs and have identified and disclosed to you the requirements of federal statutes, regulations, and the terms and conditions of federal awards that are considered to have a direct and material effect on each

- e. major program.

We are responsible for establishing and maintaining, and have established and maintained, effective internal control over compliance for federal programs that provides reasonable assurance that we are managing our federal awards in compliance with federal statutes, regulations, and the terms and conditions of federal awards. We believe the internal control system is adequate and is functioning as intended.

- f. of federal awards. We believe the internal control system is adequate and is functioning as intended.

We have made available to you all federal awards (including amendments, if any) and any other correspondence with federal agencies or pass-through entities relevant to federal programs and related

- g. activities.

We have received no requests from a federal agency to audit one or more specific programs as a major

- h. program.

We have complied with the direct and material compliance requirements set forth in the OMB Compliance Supplement, relating to federal awards and confirm that there were no amounts questioned and no known noncompliance with the direct and material compliance requirements of federal awards.

i.

We have disclosed any communications from federal awarding agencies and pass-through entities concerning possible noncompliance with the direct and material compliance requirements, including communications received from the end of the period covered by the compliance audit to the date of the auditor's report.

j.

We have disclosed to you the findings received and related corrective actions taken for previous audits, attestation engagements, and internal or external monitoring that directly relate to the objectives of the compliance audit, including findings received and corrective actions taken from the end of the period covered by the compliance audit to the date of the auditor's report.

k.

Amounts claimed or used for matching were determined in accordance with relevant guidelines in OMB's Uniform Guidance (2 CFR part 200, subpart E).

l.

We have disclosed to you our interpretation of compliance requirements that may have varying interpretations.

m.

We have made available to you all documentation related to compliance with the direct and material compliance requirements, including information related to federal program financial reports and claims for advances and reimbursements.

n.

We have disclosed to you the nature of any subsequent events that provide additional evidence about conditions that existed at the end of the reporting period affecting noncompliance during the reporting period.

o.

There are no such known instances of noncompliance with direct and material compliance requirements that occurred subsequent to the period covered by the auditor's report.

p.

No changes have been made in internal control over compliance or other factors that might significantly affect internal control, including any corrective action we have taken regarding significant deficiencies or material weaknesses in internal control over compliance, subsequent to the period covered by the auditor's report.

q.

Federal program financial reports and claims for advances and reimbursements are supported by the books and records from which the basic financial statements have been prepared.

r.

The copies of federal program financial reports provided you are true copies of the reports submitted, or electronically transmitted, to the respective federal agency or pass-through entity, as applicable.

s.

We have monitored subrecipients, as necessary, to determine that they have expended subawards in compliance with federal statutes, regulations, and the terms and conditions of the subaward and have met the other pass-through entity requirements of the Uniform Guidance.

t.

We have issued management decisions for audit findings that relate to federal awards made to subrecipients and such management decisions have been issued within six months of acceptance of the audit report by the Federal Audit Clearinghouse. Additionally, we have followed-up ensuring that the subrecipient has taken timely and appropriate action on all deficiencies detected through audits, on-site reviews, and other means that pertain to the federal award provided to the subrecipient.

u.

We have considered the results of subrecipient audits and have made any necessary adjustments to our
v. books and records.

w. We have charged costs to federal awards in accordance with applicable cost principles.

We are responsible for and have accurately prepared the summary schedule of prior audit findings to include all findings required to be included by the Uniform Guidance, and we have provided you with all information on the status of the follow-up on prior audit findings by federal awarding agencies and pass-
x. through entities, including all management decisions.

We are responsible for and have ensured the reporting package does not contain protected personally
y. identifiable information.

We are responsible for and have accurately prepared the auditee section of the Data Collection Form as
z. required by the Uniform Guidance.

We are responsible for taking corrective action on each audit finding of the compliance audit and have
aa. developed a corrective action plan that meets the requirements of the Uniform Guidance.

We have evaluated subsequent events through the date of this letter, which is the date the financial statements were available to be issued. No events have occurred subsequent to the statements of financial position and through the date of this letter that would require adjustment to or disclosure in the aforementioned financial statements.

United Way Association of South Carolina, Inc.

Naomi Torfin-Lett

[Naomi Torfin-Lett \(Sep 27, 2021 14:51 EDT\)](#)

Chief Executive Officer

Christopher Nicholas

Chief Operating Officer, Ethan Rivers

Management Report

United Way Association of South Carolina
For the period ended September 30, 2021



United Way Association
of South Carolina

Prepared on
November 19, 2021

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Statement of Financial Position

As of September 30, 2021

	Jul 2021	Aug 2021	Sep 2021
ASSETS			
Current Assets			
Bank Accounts			
BB&T Checking 8666	57,764	4,649	362,564
BB&T MM 1027	550,027	550,031	550,036
Total Bank Accounts	607,790	554,680	912,600
Accounts Receivable			
Accounts Receivable (A/R)	126,669	144,480	86,816
Total Accounts Receivable	126,669	144,480	86,816
Other Current Assets			
1105 Allowance for Uncollectible Acts	(16,295)	(16,295)	(16,295)
1130 Prepaid Expenses	12,706	10,377	53,923
Accrued Revenue	418,504	487,708	191,514
Total Other Current Assets	414,915	481,790	229,142
Total Current Assets	1,149,375	1,180,950	1,228,557
Fixed Assets			
1500 Furniture & Equipment	16,816	16,816	16,816
1570 Computer and Equipment Invy.	53,727	55,884	55,884
1580 Accumulated Depreciation	(50,788)	(51,218)	(51,647)
Total Fixed Assets	19,754	21,482	21,053
Other Assets			
Security Deposits	2,925	2,925	2,925
Total Other Assets	2,925	2,925	2,925
TOTAL ASSETS	\$1,172,054	\$1,205,357	\$1,252,535

LIABILITIES AND EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable (A/P)	18,327	60,760	223,830
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Total Accounts Payable	18,327	60,760	223,830
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Credit Cards

2002 Divvy Credit Card	8,010	11,894	2,553
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Total Credit Cards	8,010	11,894	2,553
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Other Current Liabilities

2120 Miscellaneous Accrual	1,470	1,470	18,926
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2130 Deferred Revenue - Other	289,257	289,257	127,753
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2400 Payroll Liabilities	741	741	741
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Funds Held for Others			
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2006 Bamberg, Colleton, Hampton UW	18,721	19,788	20,766
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These financial statements have not been subjected to an audit, review, or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by the accrual basis of accounting are omitted.

	Jul 2021	Aug 2021	Sep 2021
Total Funds Held for Others	18,721	19,788	20,766
Total Other Current Liabilities	310,188	311,255	168,186
Total Current Liabilities	336,525	383,909	394,569
Total Liabilities	336,525	383,909	394,569
Equity			
3010 NA Without Donor Restriction	296,651	306,414	281,414
3017 Board Design. 211 Grant Fund	223,000	223,000	223,000
3018 Board Design. State Match Fund	200,000	200,000	200,000
3120 NA with Donor Restrictions	36,297	26,533	51,533
Net Revenue	79,581	65,500	102,019
Total Equity	835,528	821,448	857,966
TOTAL LIABILITIES AND EQUITY	\$1,172,054	\$1,205,357	\$1,252,535

These financial statements have not been subjected to an audit, review, or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by the accrual basis of accounting are omitted.

Statement of Activity

July - September, 2021

	Jul 2021	Aug 2021	Sep 2021	Total
REVENUE				
41 Program Service Revenue	45,743	12,272	12,272	70,288
42 2-1-1 Contract Income	53,824	42,954	42,954	139,731
43 Direct Support	782	1,045	50,333	52,160
44 Grant Income	60,059	655,900	339,446	1,055,404
45 Contract Income			161,504	161,504
Total Revenue	160,408	712,171	606,508	1,479,087
GROSS PROFIT	160,408	712,171	606,508	1,479,087
EXPENDITURES				
51 Personnel Expenses	67,992	67,834	72,632	208,459
52 Prof. Devel & Travel	4,345	3,214	2,243	9,802
61 Awards & Grants		588,917	435,320	1,024,237
63 Contract Services & Prof. Fees	36,105	37,976	32,692	106,773
64 Programs & Operations	18,710	23,240	21,856	63,806
65 Occupancy	3,733	4,211	4,078	12,022
66 Telephone	897	865	1,173	2,935
Total Expenditures	131,782	726,256	569,995	1,428,033
NET OPERATING REVENUE	28,625	(14,085)	36,514	51,054
OTHER REVENUE				
47 Investments	5	5	5	14
Total Other Revenue	5	5	5	14
NET OTHER REVENUE	5	5	5	14
NET REVENUE	\$28,630	\$ (14,081)	\$36,518	\$51,068

These financial statements have not been subjected to an audit, review, or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by the accrual basis of accounting are omitted.

Budget vs. Actuals YTD: Excluding AmeriCorps and Census

January - September, 2021

	Actual	Budget	Total over Budget
REVENUE			
41 Program Service Revenue	241,112	241,112	0
42 2-1-1 Contract Income	403,193	403,193	0
43 Direct Support	71,552	15,000	56,552
45 Contract Income	397,071	372,311	24,760
Total Revenue	1,112,928	1,031,616	81,312
GROSS PROFIT	1,112,928	1,031,616	81,312
EXPENDITURES			
51 Personnel Expenses	266,114	246,070	20,044
52 Prof. Devel & Travel	17,347	31,875	(14,528)
61 Awards & Grants	410,252	380,898	29,354
63 Contract Services & Prof. Fees	232,516	251,094	(18,578)
64 Programs & Operations	93,306	61,294	32,012
65 Occupancy	11,009	15,042	(4,033)
66 Telephone	7,919	5,265	2,654
70 Allocations		5,250	(5,250)
Total Expenditures	1,038,463	996,787	41,676
NET OPERATING REVENUE	74,465	34,829	39,636
OTHER REVENUE			
47 Investments	50	1,125	(1,075)
49 Other Income	7,557		7,557
Total Other Revenue	7,607	1,125	6,482
NET OTHER REVENUE	7,607	1,125	6,482
NET REVENUE	\$82,071	\$35,954	\$46,117

These financial statements have not been subjected to an audit, review, or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by the accrual basis of accounting are omitted.

Budget vs. Actuals YTD

January - September, 2021

	Actual	Budget	Total over Budget
REVENUE			
41 Program Service Revenue	241,112	241,112	0
42 2-1-1 Contract Income	403,193	403,193	0
43 Direct Support	71,552	15,000	56,552
44 Grant Income	2,398,956	388,437	2,010,519
45 Contract Income	397,071	372,311	24,760
Total Revenue	3,511,884	1,420,053	2,091,831
GROSS PROFIT	3,511,884	1,420,053	2,091,831
EXPENDITURES			
51 Personnel Expenses	578,489	554,760	23,729
52 Prof. Devel & Travel	59,635	31,875	27,760
61 Awards & Grants	2,243,988	380,898	1,863,091
63 Contract Services & Prof. Fees	342,144	305,216	36,929
64 Programs & Operations	141,801	70,092	71,709
65 Occupancy	40,753	31,869	8,884
66 Telephone	10,660	5,265	5,395
70 Allocations		5,250	(5,250)
Total Expenditures	3,417,472	1,385,224	2,032,248
NET OPERATING REVENUE	94,412	34,829	59,583
OTHER REVENUE			
47 Investments	50	1,125	(1,075)
49 Other Income	7,557		7,557
Total Other Revenue	7,607	1,125	6,482
NET OTHER REVENUE	7,607	1,125	6,482
NET REVENUE	\$102,019	\$35,954	\$66,065

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Statement of Activity YoY: Excluding AmeriCorps and Census

July - September, 2021

	Jul - Sep, 2021	Jul - Sep, 2020 (PY)	Total Change
REVENUE			
41 Program Service Revenue	70,288	76,552	(6,265)
42 2-1-1 Contract Income	139,731	139,731	0
43 Direct Support	52,160	19,365	32,794
45 Contract Income	161,504	18,500	143,004
Total Revenue	423,682	254,149	169,534
GROSS PROFIT	423,682	254,149	169,534
EXPENDITURES			
51 Personnel Expenses	96,829	73,742	23,087
52 Prof. Devel & Travel	6,272	3,756	2,516
61 Awards & Grants	173,617		173,617
6150 Bad Debt Expense		2,796	(2,796)
63 Contract Services & Prof. Fees	70,451	66,961	3,490
64 Programs & Operations	30,090	19,264	10,826
65 Occupancy	6,357	3,801	2,557
66 Telephone	2,284	2,300	(16)
Total Expenditures	385,900	172,619	213,281
NET OPERATING REVENUE	37,783	81,530	(43,747)
OTHER REVENUE			
47 Investments	14	17	(3)
Total Other Revenue	14	17	(3)
NET OTHER REVENUE	14	17	(3)
NET REVENUE	\$37,796	\$81,546	\$ (43,750)

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Statement of Activity YoY

July - September, 2021

	Jul - Sep, 2021	Jul - Sep, 2020 (PY)	Total Change
REVENUE			
41 Program Service Revenue	70,288	76,552	(6,265)
42 2-1-1 Contract Income	139,731	139,731	0
43 Direct Support	52,160	47,115	5,045
44 Grant Income	1,055,404	773,297	282,107
45 Contract Income	161,504	18,500	143,004
Total Revenue	1,479,087	1,055,196	423,891
GROSS PROFIT	1,479,087	1,055,196	423,891
EXPENDITURES			
51 Personnel Expenses	208,459	168,604	39,854
52 Prof. Devel & Travel	9,802	7,602	2,199
61 Awards & Grants	1,024,237	514,900	509,336
6150 Bad Debt Expense		2,796	(2,796)
63 Contract Services & Prof. Fees	106,773	122,804	(16,031)
64 Programs & Operations	63,806	133,682	(69,876)
65 Occupancy	12,022	13,717	(1,695)
66 Telephone	2,935	3,068	(132)
Total Expenditures	1,428,033	967,174	460,859
NET OPERATING REVENUE	51,054	88,022	(36,968)
OTHER REVENUE			
47 Investments	14	17	(3)
Total Other Revenue	14	17	(3)
NET OTHER REVENUE	14	17	(3)
NET REVENUE	\$51,068	\$88,038	\$ (36,971)

These financial statements have not been subjected to an audit, review, or compilation engagement, and no assurance is provided on them. Substantially all disclosures required by the accrual basis of accounting are omitted.

Supporting Schedules

Schedule of Deferred Revenue	
Fund	Amount
Census	7,172
DSS	120,580
Total	127,753

Schedule of NA with Donor Restrictions	
Fund	Amount
Self-Sufficiency Standard	24,618
Covid (Panthers/Beer Wholesalers)	26,915
Total	51,533

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United Way Association of South Carolina
Profit & Loss
 January through June 2019

Budget FY 2022	TOTAL	Association	211	Commission
Ordinary Income/Expense				
Income				
41 · Program Service Revenue				
4110 · Membership Dues	309,757	309,757		
4150 · Conference Revenue	-			
Total 41 · Program Service Revenue	309,757	309,757	-	-
43 · Direct Support				
4310 · Corporate Contributions	88,230		88,230	
4320 · Individ, Business Contributions	25,000	25,000		
4340 · In-Kind Revenue	-			
Total 43 · Direct Support	113,230	25,000	88,230	-
44 · Grant Income				
4410 · Grant - CNCS Drawn Funds	499,630			499,630
4415 · Subgrantee Admin Revenue	-			
4450 · Grant - Other	-			
Total 44 · Grant Income	499,630	-	-	499,630
45 · Contract Income				
4560 · Statewide Childcare Initiative	517,651	517,651		
4570 · Self Sufficiency Standard	-			
Total 45 · Contract Income	517,651	517,651	-	-
42 · 211 Contract Income				
4512 · Trident UW 2-1-1	176,694		176,694	
4513 · UW of the Midlands 2-1-1	143,225		143,225	
4514 · York County 2-1-1	13,191		13,191	
4515 · UW Greenville 2-1-1	69,122		69,122	
4516 · UW Sumter 2-1-1	14,460		14,460	
4517 · Lancaster 2-1-1	3,968		3,968	
4519 · UW Anderson	14,400		14,400	
4524 · Chester Area UW 2-1-1	-		-	
4526 · Kershaw 2-1-1	2,915		2,915	
4527 · Georgetown 2-1-1	5,951		5,951	

United Way Association of South Carolina
Profit & Loss

January through June 2019

Budget FY 2022	TOTAL	ASSOCIATION	ZTT	COMMISSION
4529 · UW Piedmont 2-1-1	39,996		39,996	
4533 · Horry County 2-1-1	25,121		25,121	
4534 · Lowcountry 2-1-1	8,000		8,000	
4536 · UW Pickens County 2-1-1	14,779		14,779	
4537 · Oconee 2-1-1 Income	6,891		6,891	
4538 · Laurens County 2-1-1	5,707		5,707	
4539 · UW Greenwood-Abbeville 2-1-1	5,500		5,500	
4540 · UW Chesterfield County 2-1-1	-		-	
4521 · Florence 2-1-1	11,479		11,479	
Total 4510 · Call Center Contract Income	561,399	-	561,399	-
46 · Other Income				
4699 · Miscellaneous Revenue	-		-	
Total 46 · Other Income	-	-	-	-
47 · Investments				
4710 · Investment Income	200	200		
Total 47 · Investments	200	200	-	-
Total Income	2,001,868	852,608	649,629	499,630
Gross Profit	2,001,868	852,608	649,629	499,630
Expense				
51 · Personnel Expenses				
5150 Contract Labor				
5100 · Salaries & Wages Expense				
01 · Salaries	818,375	156,366	250,026	411,983
Total 5100 · Salaries & Wages Expense	818,375	156,366	250,026	411,983
Total 51 · Personnel Expenses	818,375	156,366	250,026	411,983
52 · Prof. Devel & Travel				
5210 · Professional Development	-			
5220 · Travel & Transportation	35,000	20,000	15,000	
5230 · Meetings & Conferences	26,000	15,000	11,000	
Total 52 · Prof. Devel & Travel	61,000	35,000	26,000	-
61 · Awards & Grants				
6110 · Sub-Grants - CNCS Sub Grantee	-			

United Way Association of South Carolina
Profit & Loss

January through June 2019

Budget FY 2022	TOTAL	ASSOCIATION	ZIT	COMMISSION
6111 · StateWide Childcare Initiative	517,651	517,651		
6120 · Sub-Grants - Other Organiz.	-			
Total 61 · Awards & Grants	517,651	517,651	-	-
63 · Contract Services & Prof. Fees				
6315 · Consultants	-	-		
6325 · Prof. Fees - Admin.	-		-	
6330 · Prof. Fees-IT Online Technology	-			
6340 · Prof. Fees - Website	1,095	156	391	547
6350 · Prof. Fees - Audit, Tax, Accounting	100,000	14,286	35,714	50,000
6360 · Prof. Fees - Legal	5,000	714	1,786	2,500
6370 · Other Contract Services	309,426	7,779	299,623	2,025
Total 63 · Contract Services & Prof. Fees	415,521	22,935	337,514	55,072
64 · Programs & Operations				
6410 · Books, Subscriptions, Reference	500	500		
6415 · Postage, Mailing Service	500	500		
6420 · Printing and Copying	4,000	4,000		
6422 · Marketing & Communications	66,200	61,200	5,000	
6425 · Dues & Subscriptions	7,500	7,500		
6430 · Supplies Office	6,000	5,000	1,000	
6435 · Software Licenses & Maint.	28,500	18,500	10,000	
6470 · In-Kind Expenses	-			
6485 · Insurance	13,808	2,446	2,800	8,562
6496 · Administrative Fees	2,500	2,500		
6499 · Misc. Expenses	-			
Total 64 · Programs & Operations	129,508	102,146	18,800	8,562
65 · Occupancy				
6510 · Rent	30,570	7,170	2,925	20,475
6520 · Other Utilities	5,054	1,011	505	3,538
6540 · I/T Serv,Rental and Maintenance	10,000		10,000	
6550 · Depr and Amort - Allowable	5,000	5,000		
Total 65 · Occupancy	50,624	13,181	13,430	24,013
66 · Telephone				
6610 · Telephone, Telecommunications	8,500	5,000	3,500	

United Way Association of South Carolina
Profit & Loss

January through June 2019

Budget FY 2022	TOTAL	ASSOCIATION	ZTT	COMMISSION
Total 66 - Telephone	8,500	5,000	3,500	-
7000 - Allocations				
7220 - Information Technology Alloc.	-		-	
Total 7000 - Allocations	-	-	-	-
Total Expense	2,001,179	852,279	649,270	499,630
Net Ordinary Income	689	330	359	-
Net Income	689	330	359	-

SC Service Commission Board Report

12.03.2021



- **Grantmaking**
 - Public Health AmeriCorps
 - The SC Free Clinic Association, Neighbor to Neighbor, and a Foundation all applied to host AmeriCorps members in South Carolina. We look forward to the results of the competition.
 - Competitive
 - Furman University College Advising Corps and City Year Columbia will both be submitted to the Competitive pool as they are in a continuation year of funding.
 - Formula
 - The SC Notice of Funding Opportunity will be released in December.
- **2020-2021 Closeout**
 - After each grant year, subgrantees are required to submit a final report to the SC Commission addressing the programmatic impact, administrative, and fiscal components. Programs submitted their 2020-2021 Closeout Packets on October 29, 2021, except for a few programs that were granted extensions. Commission staff are in the process of reviewing closeout packets and will compile information to share with Commissioners as part of the March Commission Report.
- **CARES Act COVID-19 Flexibilities Extended**
 - On October 29, 2021, the Acting Chief Executive Officer for AmeriCorps, Mal Coles, issued a statement confirming that the “AmeriCorps intends to continue Education Award and Fixed Price Grant flexibilities – authorized by the CARES Act – through the end of programming funded with FY 2021 program grant dollars.” This commitment means that AmeriCorps members who complete more than 50% of their service hours and whose service continues to be impacted by COVID-19 will be eligible for their full Education Award. Further, full-cost fixed amount grants will continue to draw the full cost per Member Service Year for participants who exited, were suspended, or served in a limited capacity due to COVID-19.
- **Risk Assessments**
 - At the beginning of each program year, the Commission conducts a risk assessment for each subgrantee. The risk assessment allows commission staff to monitor compliance and progress of its programs effectively and provide an adequate level of technical assistance based on the systematically assessed capacity of the subgrantee to administer the program.

The risk assessment process is a team effort. It is an evolving document based on meriCorps and SCSC policy changes. It is why it is reviewed and edited each year in response to those changes in policies and priorities. Input from multiple staff is included in the completion of the assessment and updating the assessment. Our Director of AmeriCorps, Becky Brennan Thom, and AmeriCorps Manager, Amanda Nadel, completed the programmatic portions. Our Federal Fiscal Compliance and Audit Manager, Torina Wood, and consultant Kris Tecce completed the fiscal component. Once completed, Carson reviewed, provided input and approval before risk levels were finalized and notification sent.

Each AmeriCorps program is analyzed and assigned a risk level of high, moderate, or low.

The risk assessment is divided into three major sections: overall organizational and grant-specific risk, programmatic risk, and fiscal management risk. For overall organizational and grant-specific risk, programs are assessed on factors like experience with AmeriCorps, program geography, the number of slots, and slot types. Programmatic risk evaluates staff turnover, reporting, member enrollment and retention, National Service Criminal History Checks disallowance, and general noncompliance issues. Fiscal management risk examines timeliness and accuracy of reimbursement requests, staff turnover, communication with staff, and allowability of costs. A total score is given to each program which determines its risk level. Much thought went into determining the risk ranges for high, moderate, and low. Anything above two standard deviations is considered high risk. It essentially ranks the risk of each program among the portfolio.

Currently, we have 17 active grants with four programs waiting to be funded through American Rescue Plan (ARP) funds. It is important to note that all new programs are high risk. Additionally, one of the ARP-funded programs is a continuing subgrantee; therefore, their risk level has not yet been calculated and is not listed below. After completing the risk assessment for each program, the portfolio breakdown is as follows.

High Risk: 7 programs (5 of which are new)

Moderate Risk: 9 programs

Low Risk: 4 programs

- **Monitoring Plan Guidelines**

- Programs receive notification of their risk level along with the Commission's monitoring plan guidelines. All subgrantees receive a review of startup documents prior to starting their program. They are also required to submit monthly reimbursement requests reviewed by commission staff. Other major monitoring activities include a desk audit, timesheet audits, and site visit. The program's assessed risk rating determines the frequency and intensity. Due to the evolving nature of COVID-19, the Commission felt it best to continue conducting site visits virtually this year.

- **AmeriCorps Member Recruitment and Enrollment**

- It is the AmeriCorps agency and our expectation that programs meet 100% enrollment. Even in non-pandemic times, recruitment and enrollment are a challenge. There is a noticeable drop in enrollment throughout the state. Programs with longstanding strong recruitment numbers are experiencing low enrollment. This is not limited to South Carolina. America's Service Commissions (ASC) has reported that state commissions have voiced that their programs are experiencing low enrollment across the board. While programs are held to the 100% enrollment expectation, it is essential to understand, particularly during the grant review process, that program enrollment rates may seem lower than in past years. Many factors influence a program's ability to enroll members, and COVID-19 continues to be a significant contributing factor in member enrollment.

- **AmeriCorps Office of Monitoring**

- This is an monitoring of the SC Commission compliance.
- We continue to work with the Office of Monitoring and our monitoring official, Chelsea Cole, to provide requested documentation pertaining to National Service Criminal History Checks (NSCHC), Financial and Operational Fitness (FOFA), and sub-recipient oversight. Since being first notified in April by the Office of Monitoring that it had been selected for routine compliance monitoring

- The Office of Monitoring has completed its review, and we received our formal monitoring report in mid-October. Overall, we are happy with the results.
- **Federal Fiscal Compliance and Audit**
 - In August 2021, Kris Tecce, the Commission's Contract Fiscal Officer, conducted virtually the annual AmeriCorps SC Financial Management Training, a required training for each subgrantee's fiscal staff. The purpose of the annual training is to ensure that all subgrantees are compliant with federal statutes and regulations as well as the specific administrative and fiscal requirements of the AmeriCorps grant. Kris continues to work closely with Torina Wood, the Commission's new Fiscal Officer, to acclimate her to the role, the Commission, and AmeriCorps programs.
 - In October 2021, Fiscal Staff assisted in performing the annual subgrantee risk assessment evaluation to assess individual risk for each subgrantee; in reviewing subgrantee requests for American Rescue Plan (ARP) stimulus funding; and in finalizing a sample Policies and Procedures Manual for eventual distribution to new subgrantees, as an additional program and fiscal resource. To further enhance the Commission's understanding of AmeriCorps specific rules and regulations, Mrs. Carroll, Ms. Wood, and Mr. Nicholas, Contract CFO, attended virtually the 4-day Federal Grants Management Training hosted by America's Service Commission and presented by Feldesman Tucker Leifer Fidell; a federal grant law practice group.



211 Updates

YTD:
10/31/2021



Calls
54,936
+7%



Referrals
98,369
+5%



Web Visits
94,130
-04%

Database Development

United Way Association of South Carolina is partnering with Bellwether (software developer) and VIA LINK (211 provider in Louisiana) to build a modern navigation platform that supports and enhances 211 operations throughout the country.

Upon approval, UWASC will provide a **\$100,000** investment that has been raised and set aside by the CPO council for 211 technology. This money will be dispersed in 20 equal payments, which will be delivered upon the completion of 20 distinct milestones outlined by UWASC.

Once the product has been developed, a separate cooperate entity will be established to host all business operations related to this platform. The final product will then be marketed and sold on a subscription basis to the 211 network and other I&R industry leaders.

UWASC will own 10% equity of this new business, obtain a non-commercial copy of the database, secure guaranteed rates for maintenance and support, and lead all continued design and improvements related to the national 211 product.

Additional 211 Partnerships

Duke Energy

UWASC secured a second investment from Duke Energy to support the operation and innovation of 211 service in South Carolina. Duke Energy is committing **\$75,000** to support this work, while creating a path for future one-time investments in 211 technology.

Housing Crisis Line

UWASC has launched a new phone service contract, which brings an additional **\$88,230** in annual revenue to 211. This contract establishes 211 as the coordinated entry point for the Homeless Information Management System (HMIS) in the LowCountry.

Greenville Resource Line

United Way of Greenville County has reintegrated its contact center service with statewide 211 operations. This reintegration brings **\$26,475.72** to 211 (using the cost share formula approved by the CPO council).

Darla Moore School of Business

211 has entered a second partnership with USC & Truist to research, develop, and deploy a 211 texting solution in South Carolina.



Unite Us & United Way Landscape

Unite Us Partnership

(example)

State (or other payor) purchases Unite Us platform to address SDOH needs in SC.



Awarded funds are allocated to support Unite Us partnership and build sustained funding for all 211 operations.



211 continues to provide traditional navigation services, while entering callers into coordinated care as appropriate.

Unite Us Overview

Unite Us is a national software vendor that provides Social Determinants of Health (SDOH) solutions to large hospital systems, health departments, and other payors. This platform creates a closed-loop referral system (Community Based Organizations receive and update electronic referrals), while building the infrastructure required to reallocate healthcare dollars to social service providers that opt into the network.

Unite Us Partnerships in Other States

Unite Us has partnered with several states, agencies, and service providers throughout the country. Some of these partnerships have disrupted existing funding streams to United Way, while others have created a significant source of new revenue (e.g. NC HHS has set aside \$650 Million to be distributed to social service providers that have opted into the Unite Us system).

Unite Us in South Carolina

UWASC is establishing a CPO appointed subcommittee of United Way leaders to explore how 211 might partner with Unite Us in South Carolina. This scope of work is limited to *statewide* 211 partnerships -- and will not determine or affect how each Local United Way may best build or avoid local partnerships with Unite Us in their community.

Action Items & Next Steps

1. Engage 211 subcommittee to guide partnership strategies
2. Negotiate funding streams, branding, etc. with Unite Us
3. Bring discussions and discoveries to larger LUW network
4. Collectively build funding proposal that supports all parties
5. Provide LUW support and resources for all paths forward

DSS Childcare Initiative Grant

United Way Association has been awarded the DSS Childcare Initiative Grant for 2022. This grant award increased from \$517,416 in 2021 to \$625,000 in 2022. Sub-grantee information was recently submitted for final approval. Once approved, local United Ways will be sent award letters with information on funding amounts.

2021 sub-grantees will submit their final fourth quarter reports on December 3rd. Once the approval from DSS is complete, funding will be dispersed accordingly, and the 2021 Grant process will be completed.

Senior Staff Peer Groups

The United Way Association of South Carolina is wrapping up the fourth quarter statewide focus group meetings for the local United Way Senior Staff over the next few weeks. The Collective Impact group will be discussing the basics of the Collective Impact model. Several local United Way offices are looking to transition from the Community Chest model and are seeking guidance from those that are already using the Collective Impact model. Lexi Savage will be a part of the discussion to give a United Way Worldwide perspective.

The Marketing group held their last meeting on November 5, 2021, and the group discussed plans for Giving Tuesday, which is November 30, 2021. Giving Tuesday is a day to encourage philanthropic giving following Thanksgiving Thursday, Black Friday, and Small Business Saturday. All 501c3 organizations can participate. Everyone on the call shared their plans for raising funds on that day and bounced ideas off of each other to maximize efficiency for the day.

The Research Development Peer Group call is set for December 10, 2021, and the topic for discussion will be soliciting gifts during the holiday season. This group discussed end of year appeals for their third quarter meeting and several local United Way staff members shared their strategies. Networking among the senior staff members continues to be an important piece across the state as peers are starting to mix among the groups and build camaraderie.

Membership Services: CPO Retreat

The United Way Association of South Carolina is working to put together the first annual retreat for the Chief Professional Officers. The CPO retreat will focus on developing a strategic plan across the state for the work needing to be done as a collective group. The CPOs will also be regionalized to help pull focus on localized issues among the United Ways. The CPOs across the states of South Carolina and Georgia will come together to meet the new United Way Worldwide President and CEO on February 23, 2021, in Augusta, Georgia, and the CPO retreat will be planned after that meeting. CPOs came to a consensus at their fourth quarter meeting that it would be best to understand the new vision of the UWW and its new President before building our state's plan.

Southeast Regional Conference

Planning for the Southeast Regional Conference, scheduled for April 26-29, 2022, at the Westin Poinsett in Greenville, South Carolina, continues. The Association is currently helping the planning committee find leaders to build the curriculum part of the conference. We are looking at statewide United Way staff who are experts in their field to facilitate workshops on their focus topics. We are also responsible for choosing a recipient for the Dolly Parton Legacy Award, originally given to Dolly Parton for her exceptional generosity and significant community impact during the devastating fires in Tennessee in 2017. State CPOs have been contacted for recommendations to fill this honor.

Presidents Report

December 2021

Operations

Personnel Policies & Benefit Update

We are currently working to update the employee handbook. It has not been updated since 2016 and no longer reflects the size and operations of the organization. The formation of a personnel committee will support this work in the finalization phase.

UWASC continues to work with Together SC on an Association Healthcare Plan to benefit the network of United Ways as well as the Association. Adoption of the plan is in exploration phase and participation decisions are still pending. Each organization is assessed on their employee pool and given options through Blue Cross Blue Shield. The Association currently has United Healthcare through Insperity, a Professional Employment Organization (PEO). Employees have asked for several years about accessing improved healthcare options.

Policy

Public Policy Day Planning & Preparation

Preparation are underway for the 2022 Public Policy Day. Policy agenda items include the following:

- Advocating for \$100m in for non-profits through ARPA funding
- Passage of S.16 financial literacy education graduation requirement
- Targeted efforts around continuous funding for AmeriCorps in state budget
- Highlighting United Way Community Impact through COVID

The schedule for the day will include committee meetings, drop-ins with legislators, the legislative luncheon, and lobby time where United Way staff and volunteers will interact with their delegation members.

Costs are expected to rise for the luncheon and exceed the budget of past years, but UWASC staff continue to search for the most affordable options.

Childcare Tax Credit

We are working with staff from the Office of the Governor to develop tax structure supports that would incentivize partnerships childcare centers and industry. Currently, UWASC is seeking to work through local United Ways to connect with industry HR and leadership to inform the suggested outline of tax credit.

This work is a continuation of the efforts on federal stimulus investments in childcare from 2020/2021 as well as collaborative work with SC First Steps, Sunshine House, SC Department of Social Services, and Child Care Resource and Referral.

The objective is to develop a tax credit that will spur investment in purchasing slots for workforce attraction and retention. Additionally, the tax credit would stabilize child care providers who work with industry to be able to extend their operating hours.

SDOH Policy & Data-sharing Development with USC

USC received a grant from the Duke Endowment to convene stakeholders across South Carolina in the development of a coordinated Social Determinants of Health system for the state. This includes data sharing and navigation, policy, and service coordination.

VP of 2-1-1 services, John-Mark Bell, will join the data navigation and sharing workgroup. I have been asked to lead the policy development group along with Vicki Young, CEO of the Association for Federally Qualified Health Centers.

The work will result in policies and data navigation that support the following areas of focus:



USC provides a \$5,000 annual stipend for the work that will go directly to the Association to offset the time allocated to the project for leadership.

Meeting with UWW President, Angela Williams

The new President of United Way Worldwide prioritized a meeting with South Carolina United Ways. We are coordinating with United Ways in Georgia and will meet on February 23rd in Augusta, GA.

The meeting will focus on strengthening the network and getting member feedback for future endeavors in service supports and provisions. It will be an important part of assuring UWWs direction and requirement moving forward have input from South Carolina's United Way leaders.

National Council of States

I have been elected to chair the Council of State – the group of state Association CEOs from across the country - in 2023 and will begin serving as co-chair in 2022 as well as serving as the policy and advocacy chair for 2022.

This will mean consistent planning and coordination with United Way Worldwide leadership and a more active role in shaping federal policy priorities for the national network of United Ways across the country.