

**UNITED WAY OF LAKE AND SUMTER COUNTIES, INC.
AND SUBSIDIARY**

**CONSOLIDATED FINANCIAL STATEMENTS
AND SUPPLEMENTAL INFORMATION**

Year Ended December 31, 2022

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
United Way of Lake and Sumter Counties, Inc.
and Subsidiary
Leesburg, Florida

Opinion

We have audited the accompanying consolidated financial statements of United Way of Lake and Sumter Counties, Inc. and Subsidiary (the "Organization"), which comprise the consolidated statement of financial position as of December 31, 2022, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Organization as of December 31, 2022, 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.

Basis for Opinion

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

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

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

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with generally accepted auditing standards and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

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

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards for the year ended December 31, 2022, appearing on page 16, is presented for the purpose of additional analysis or to meet the 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”), and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated 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 November 22, 2023, on our consideration of the Organization’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 solely 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 effectiveness of the Organization’s 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 Organization’s internal control over financial reporting and compliance.

MSL, P.A.

Certified Public Accountants

Orlando, Florida
November 22, 2023

**UNITED WAY OF LAKE AND SUMTER COUNTIES, INC.
AND SUBSIDIARY**

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

December 31, 2022

ASSETS

CURRENT ASSETS

Cash	\$	425,653
Grants receivable		109,355
Pledges receivable, net		1,120,216
Prepaid expenses and other assets		12,955

		1,668,179
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NONCURRENT ASSETS

Investments		804,903
Property and equipment, net		482,582
Deposits		2,053

		1,289,538
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	\$	2,957,717
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LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts payable and accrued expenses	\$	72,845
Designated contributions and grants payable		92,856
Current portion of long-term debt		17,863

		183,564
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LONG-TERM DEBT, net

		202,652
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		386,216
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COMMITMENTS AND CONTINGENCIES

NET ASSETS

Without donor restrictions		2,112,582
With donor restrictions		458,919

		2,571,501
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	\$	2,957,717
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The accompanying notes are an integral part of the consolidated financial statements.

**UNITED WAY OF LAKE AND SUMTER COUNTIES, INC.
AND SUBSIDIARY**

CONSOLIDATED STATEMENT OF ACTIVITIES

Year Ended December 31, 2022

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUE			
Campaign contributions	\$ 1,082,943	\$ -	\$ 1,082,943
Grant income	1,653,034	-	1,653,034
Other contributions	137,955	-	137,955
Investment loss, net	(126)	(86,896)	(87,022)
Other income	400	-	400
	2,874,206	(86,896)	2,787,310
EXPENSES			
Program services	2,745,059	-	2,745,059
Development and fundraising	248,620	-	248,620
Management and general	151,963	-	151,963
	3,145,642	-	3,145,642
TOTAL EXPENSES	3,145,642	-	3,145,642
CHANGE IN NET ASSETS	(271,436)	(86,896)	(358,332)
NET ASSETS - BEGINNING OF YEAR	2,384,018	545,815	2,929,833
NET ASSETS - END OF YEAR	\$ 2,112,582	\$ 458,919	\$ 2,571,501

The accompanying notes are an integral part of the consolidated financial statements.

**UNITED WAY OF LAKE AND SUMTER COUNTIES, INC.
AND SUBSIDIARY**

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

Year Ended December 31, 2022

	Program Services	Support Services			Total Expenses
		Development and Fundraising	Management and General	Total Support Services	
Grant expenditures	\$ 1,855,015	\$ -	\$ -	\$ -	\$ 1,855,015
Salaries and benefits	553,546	163,258	46,013	209,271	762,817
Contract and professional services	103,043	34,325	50,500	84,825	187,868
Program expenses	104,763	-	-	-	104,763
Other expenses	52,150	10,922	11,074	21,996	74,146
Supplies and equipment	22,125	7,434	11,151	18,585	40,710
Depreciation	14,529	9,575	8,915	18,490	33,019
Occupancy costs	12,114	7,985	7,434	15,419	27,533
Phone and utilities	10,867	7,163	6,669	13,832	24,699
Advertising	12,294	4,918	7,377	12,295	24,589
Interest	4,613	3,040	2,830	5,870	10,483
TOTAL EXPENSES	\$ 2,745,059	\$ 248,620	\$ 151,963	\$ 400,583	\$ 3,145,642

The accompanying notes are an integral part of the consolidated financial statements.

**UNITED WAY OF LAKE AND SUMTER COUNTIES, INC.
AND SUBSIDIARY**

CONSOLIDATED STATEMENT OF CASH FLOWS

Year Ended December 31, 2022

CASH FLOWS FROM OPERATING ACTIVITIES	
Change in net assets	\$ (358,332)
Adjustments to reconcile change in net assets to net cash used in operating activities:	
Depreciation	33,019
Realized and unrealized loss on investments	99,316
Changes in operating assets and liabilities:	
Grants receivable	231,477
Pledges receivable	(200,910)
Prepaid expenses and other assets	(1,239)
Accounts payable and accrued expenses	(30,621)
Designated contributions and grants payable	<u>(294,227)</u>
NET CASH USED IN OPERATING ACTIVITIES	(521,517)
CASH FLOWS FROM INVESTING ACTIVITIES	
Change in investments	<u>(11,230)</u>
NET PROVIDED BY INVESTING ACTIVITIES	(11,230)
CASH FLOWS FROM FINANCING ACTIVITIES	
Principal payments on long-term debt	<u>(16,924)</u>
NET CASH USED IN FINANCING ACTIVITIES	<u>(16,924)</u>
NET CHANGE IN CASH	(549,671)
CASH AT BEGINNING OF YEAR	<u>975,324</u>
CASH AT END OF YEAR	<u><u>\$ 425,653</u></u>

The accompanying notes are an integral part of the consolidated financial statements.

**UNITED WAY OF LAKE AND SUMTER COUNTIES, INC.
AND SUBSIDIARY**

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Year Ended December 31, 2022

NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

United Way of Lake and Sumter Counties, Inc. (“UWLS”) was incorporated as a not-for-profit corporation on September 7, 1966, for the purpose of uniting local resources to help the people of Lake and Sumter Counties, Florida by assessing needs and identifying assets, fundraising, community awareness, building partnerships, and allocating resources. UWLS is an autonomous organization governed by a local volunteer board of directors. UWLS pays dues to United Way Worldwide in exchange for services. The United Way’s name and logo are granted annually to it by United Way Worldwide upon certification in regard to certain standards of operation.

UWLS is the sole member of Blossom Lane, LLC (“Blossom Lane”), a limited liability company organized under the laws of the state of Florida. Blossom Lane owns and maintains property used by UWLS.

These consolidated financial statements include the accounts of UWLS and Blossom Lane (collectively referred to as the “Organization”). All significant intercompany transactions have been eliminated in the consolidation of the financial statements.

A summary of the Organization’s significant accounting policies follows:

Net Assets

Net assets are presented based on the existence or absence of donor-imposed restrictions. In these consolidated financial statements, net assets are reported as follows:

Without Donor Restrictions - Net assets that are not subject to donor-imposed restrictions. The Organization’s board may designate assets without restrictions for specific purposes from time to time.

With Donor Restrictions - Net assets that are subject to donor-imposed stipulations. Donor restrictions can be temporary in nature and fulfilled by actions or the passage of time, or can be perpetual and be maintained permanently by the Organization. Donor restricted net assets consist of funds restricted for use in Lake and Sumter Counties’ communities.

NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Estimates

The preparation of consolidated financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts and disclosures in the consolidated financial statements. Actual results could differ from those estimates and such differences could be material.

Cash Equivalents

The Organization considers all highly liquid instruments with a maturity of three months or less from the date of purchase to be cash equivalents, except those classified as investments. The Organization does not include cash or cash equivalents classified as investments as restricted cash when preparing its consolidated statement of cash flows.

Investments

Investments are reported at fair value. Fair value is determined using the quoted closing or latest bid prices on active exchanges, if available. Realized gains and losses are calculated based on proceeds received, less carrying value at the beginning of the reporting period. The cost of securities sold is based on the average cost method. Changes in unrealized gains and losses represent the change in the market value of investment holdings during the period.

Fair Value Measurements

The fair value of financial instruments is presented based on a hierarchy of levels that prioritizes the inputs of valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

The carrying amounts of the Organization's short-term financial instruments approximate their fair value.

Grants Receivable

Grants receivable represent amounts due from federal programs, governments and agencies, and other funding entities for program expenditures and services performed. Grants receivable are recorded at the net amount expected to be collected at the time when the service is rendered or program expenditure incurred. The performance obligation is generally recognized with the delivery of service or program expenditure.

NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Pledges Receivable

Pledges receivable represent amounts due from the Organizations annual fundraising campaign. Amounts are expected to be collected within an annual period. The Organization establishes an allowance for estimated amounts considered to be uncollectible based on prior years' experience and management analysis of specific pledged amounts. The allowance for uncollectible pledges receivable was approximately \$230,000 at December 31, 2022.

Property and Equipment

Property and equipment are recorded at cost when acquired or, if donated, at fair value on the date of the gift. Additions and improvements that extend the life of an asset and have a cost basis greater than \$500 are capitalized; expenditures for routine maintenance are charged to operations. Leasehold improvements are amortized over the lesser of their economic useful lives or the term of the lease. Depreciation is computed using the straight-line method over the estimated useful lives of the assets as follows:

Buildings and improvements	25 - 40 years
Land improvements	15 years
Furniture and equipment	5 years

Impairment of Long-Lived Assets

The Organization evaluates the recoverability of its long-lived assets whenever adverse events or changes in the business climate indicate that the expected undiscounted future cash flows from the related asset may be less than previously anticipated. If the net book value of the related asset exceeds the undiscounted future cash flows of the asset, the carrying amount would be reduced to the present value of its expected future cash flows and an impairment loss would be recognized. Management believes no indication of impairment existed at December 31, 2022.

Revenue Recognition

Support received from governmental and private sources are recognized as support when performance occurs pursuant to the contract agreement.

Gifts of cash and other assets received with donor stipulations that limit the use of the donated assets are reported as a donor-restricted contribution. When a restriction ends, or the purpose of the restriction is accomplished, donor-restricted net assets are reclassified to net assets without donor restrictions and are reported as net assets released from restriction. Donor-restricted contributions whose restrictions are met within the same reporting period are reported as contributions without donor restrictions in that period.

NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Revenue Recognition (Continued)

Contributed materials and equipment are reflected as contributions at their estimated fair value at the date of receipt. Contributions of services are recognized as revenue at their estimated values at the date of receipt if the services received create or enhance nonfinancial assets or require a specialized skill and would typically need to be purchased if not provided by the donation. A substantial number of volunteers have donated significant amounts of time to the Organization's programs. No amounts have been reflected in these consolidated financial statements for these donated services.

Functional Allocation of Expenses

The costs of providing programs and other activities have been summarized on a functional basis in the consolidated statement of functional expenses. Accordingly, certain costs are directly attributed to the specific program or supporting service, and other costs have been allocated based on time and effort, square footage, or other criteria.

Income Taxes

UWLS is a not-for-profit corporation organized under the laws of the state of Florida and have been granted recognition of its tax-exempt status under Section 501(c)(3) of the Internal Revenue Code. Blossom Lane is a disregarded entity for federal income tax purposes. Accordingly, income earned in furtherance of the Organization's tax-exempt purpose is exempt from federal and state income taxes and, as a result, these consolidated financial statements include no provision or liability for income taxes.

Subsequent Events

In preparing these consolidated financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through November 22, 2023, the date the consolidated financial statements were available to be issued.

NOTE 2 - LIQUIDITY

Financial assets available to meet the cash needs for general expenditures within one year of the consolidated statement of financial position consist of the following:

Cash	\$ 425,653
Grants receivable	109,355
Pledges receivable, net	1,120,216
Investments	<u>804,903</u>
Total financial assets	2,460,127
Less donor restricted net assets in investments	<u>(458,919)</u>
Financial assets available to meet expenditures	<u>\$ 2,001,208</u>

As part of a cash and liquidity management policy, the Organization structures its financial assets to be available as its general expenditures, liabilities, and other obligations become due. Additionally, excess cash is routinely invested in a portfolio of investment instruments to increase earnings. The investment portfolio includes investments readily convertible into cash to manage any unanticipated liquidity needs, if needed.

NOTE 3 - INVESTMENTS

The composition of investments was as follows at December 31, 2022:

Investments:	
Cash equivalents	\$ 222,585
Certificate of deposits	115,196
Mutual funds	<u>467,122</u>
	<u>\$ 804,903</u>

Investment loss for the year ended December 31, 2022 consists of the following:

Interest and dividend income, net of expenses	\$ 12,294
Net realized and unrealized loss on investments	<u>(99,316)</u>
Investment loss, net	<u>\$ (87,022)</u>

NOTE 4 - FAIR VALUE MEASUREMENTS

If available, quoted market prices are used to value investments. Mutual funds are valued at the closing price reported on the major market on which the individual securities or funds are traded (Level 1). Certificate of deposits are valued by the custodians of the securities using pricing models based on observable interest rates compared to current yields of issuers with similar credit ratings (Level 2).

The following tables provide the fair value measurements of the Organization's financial instruments by level as of December 31, 2022:

	Fair Value Measurement as of December 31, 2022			
	Level 1	Level 2	Level 3	Total
Financial assets:				
Investments:				
Cash equivalents	\$ 124,363	\$ -	\$ -	\$ 124,363
Certificates of deposit	-	222,811	-	222,811
Mutual funds	545,815	-	-	545,815
	<u>\$ 670,178</u>	<u>\$ 222,811</u>	<u>\$ -</u>	<u>\$ 892,989</u>

NOTE 5 - PROPERTY AND EQUIPMENT

Property and equipment consists of the following at December 31, 2022:

Land and land improvements	\$ 77,716
Building and building improvements	496,948
Furniture and equipment	49,012
Vehicles	72,927
	<u>696,603</u>
Less accumulated depreciation	<u>(214,021)</u>
Total property and equipment, net	<u>\$ 482,582</u>

Depreciation expense was approximately \$33,000 for the year ended December 31, 2022.

NOTE 6 - LONG-TERM DEBT

The Organization's long-term debt is summarized as follows at December 31, 2022:

Mortgage note payable	\$ 220,515
Less current portion	<u>(17,863)</u>
	<u>\$ 202,652</u>

In December 2012, the Organization entered into a \$359,000 mortgage note agreement with a financial institution. The note is collateralized by real property. The note is payable in monthly payments of \$2,284 through the maturity date in January 2033. The note bears interest at 4.5% through January 2023, then adjusts to a variable rate based on the weekly average yield of the United States Treasury securities plus 3.25%. The mortgage note payable can be repaid at any time without penalty. In July 2023, the Organization refinanced the mortgage note payable with a note payable in the amount of \$222,000 that bears interest at 6.60% with monthly interest only payments through October 2023, then monthly principal and interest payments of \$1,977 through July 2026 when the interest and monthly payments will be readjusted. The note payable is collateralized by real property and matures in July 2038.

Cash paid for interest for the year ended December 31, 2022 approximated \$10,000.

Future maturities of long-term debt are approximately as follows:

<u>Year Ending December 31,</u>	<u>Amount</u>
2023	\$ 17,863
2024	18,683
2025	19,542
2026	20,440
2027	21,379
Thereafter	<u>122,608</u>
	<u>\$ 220,515</u>

NOTE 7 - COMMITMENTS AND CONTINGENCIES

Grant Agreements and Contracts

The Organization enters into grant agreements with governmental agencies that provide payments and reimbursement for certain program services and expenditures. The grants are subject to audit or review and retroactive adjustment based on a final determination by the grantor. The effect of such adjustments, if any, cannot be determined at this time and no provision has been made for any such adjustments.

Concentrations and Credit Risk

The Organization received a substantial amount of support from one corporation and its employees and a substantial amount of grant revenue from one federal program. A significant reduction in the level of support, if this were to occur, may have an effect on the Organization's programs and activities.

NOTE 7 - COMMITMENTS AND CONTINGENCIES (Continued)

Concentrations and Credit Risk (Continued)

Financial instruments, which potentially subject the Organization to concentrations of credit risk, principally consist of cash held in financial institutions in excess of federally insured limits, investments, and grants and pledges receivable. Concentrations of credit risk with respect to grant receivables is somewhat mitigated by the taxing authority of the governmental entities funding the programs.

Investments are subject to the risk of market fluctuations. Investment securities are exposed to various risks, such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities and market volatility, it is at least reasonably possible that changes in the values of investment securities will occur in the near term.

NOTE 8 - COVID-19 AND FEDERAL FUNDING

In 2019, a new coronavirus (“COVID-19”) was identified as the cause of a disease outbreak. On March 11, 2020, the World Health Organization declared COVID-19 a pandemic. The Families First Coronavirus Response Act (“FFCRA”) and the Coronavirus Aid, Relief, and Economic Security (“CARES”) Act were signed into law on March 18, 2020 and March 27, 2020, respectively, to address the impact of COVID-19. The Organization recognized approximately \$1.4 million in federal grant revenue and approximately \$1.3 million in expenses related to two federal programs funded through the CARES Act during the year ended December 31, 2022.

SUPPLEMENTAL INFORMATION

**UNITED WAY OF LAKE AND SUMTER COUNTIES, INC.
AND SUBSIDIARY**

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

Year Ended December 31, 2022

<u>Federal Grantor / Pass-Through Grantor / Program Title</u>	<u>Federal AL Number</u>	<u>Contract / Grant Number</u>	<u>Federal Expenditures</u>
U.S. Department of Treasury			
Passed through Lake County, Florida			
Emergency Rental Assistance	21.023	N/A	\$ 961,840
U.S. Department of Housing and Urban Development			
Passed through Mid Florida Homeless Coalition			
Emergency Solutions Grant-CV	14.231	N/A	407,689
U.S. Department of Health and Human Services			
Passed through Mid Florida Homeless Coalition			
Temporary Assistance for Needy Families	93.558	N/A	5,457
U.S. Department of Homeland Security			
Passed through Lake County, Florida			
Emergency Food and Shelter National Board Program	97.024	N/A	75,071
U.S. Department of Homeland Security			
Passed through Sumter County, Florida			
Emergency Food and Shelter National Board Program	97.024	N/A	<u>52,941</u>
Total U.S. Department of Homeland Security			<u>128,012</u>
TOTAL EXPENDITURES OF FEDERAL AWARDS			<u><u>\$ 1,502,998</u></u>

NOTE 1 - BASIS OF PRESENTATION

The schedule of expenditures of federal awards ("Schedule") includes the federal grant activity of United Way of Lake and Sumter Counties, Inc. and Subsidiary (the "Organization"). The information in this Schedule is presented in accordance with the 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"). Therefore, some amounts presented in this Schedule may differ from amounts presented in, or used in, the preparation of the basic consolidated financial statements.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following, as applicable, either the cost principles in the Office of Management and Budget Circular A-122, *Cost Principles for Non-Profit Organizations*, or the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowable or are limited as to reimbursement.

NOTE 3 - INDIRECT COST RATE

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

See Independent Auditor's Report.



Certified Public Accountants

**INDEPENDENT AUDITOR’S REPORT ON INTERNAL CONTROL OVER
FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS
BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN
ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS***

Board of Directors
United Way of Lake and Sumter Counties, Inc.
and Subsidiary
Leesburg, Florida

We have audited, 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, the consolidated financial statements United Way of Lake and Sumter Counties, Inc. and Subsidiary (the “Organization”), which comprise the consolidated statement of financial position as of December 31, 2022, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated November 22, 2023.

Report on Internal Control over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered the Organization’s internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization’s internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization’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 entity’s consolidated 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 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.

Board of Directors
United Way of Lake and Sumter Counties, Inc.
and Subsidiary

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Organization's consolidated 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 determination of consolidated financial statement amounts. 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 results of that testing, and not to provide an opinion on the effectiveness of the entity'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 entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

MSL, P.A.

Certified Public Accountants

Orlando, Florida
November 22, 2023



Certified Public Accountants

**INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR
EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER
COMPLIANCE REQUIRED BY THE UNIFORM GUIDANCE**

To the Board of Directors
United Way of Lake and Sumter Counties, Inc.
and Subsidiary
Leesburg, Florida

Report on Compliance for Each Major Federal Program

Opinion on Each Major Federal Program

We have audited United Way of Lake and Sumter Counties, Inc. and Subsidiary's (the "Organization") compliance with the compliance requirements identified as subject to audit in the OMB *Compliance Supplement* that could have a direct and material effect on each of the Organization's major federal programs for the year ended December 31, 2022. The Organization's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended December 31, 2022.

Basis for Opinion on Each Major Federal Program

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). Our responsibilities under those standards and the Uniform Guidance are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for each major federal program. Our audit does not provide a legal determination of the Organization's compliance with the compliance requirements referred to above.

Responsibilities of Management for Compliance

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules, and provisions of contracts or grant agreements applicable to the Organization's federal programs.

Auditor's Responsibilities for the Audit of Compliance

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on the Organization's compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards, *Government Auditing Standards*, and the Uniform Guidance will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about the Organization's compliance with the requirements of each major federal program as a whole.

In performing an audit in accordance with generally accepted auditing standards, *Government Auditing Standards*, and the Uniform Guidance, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the Organization's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.
- Obtain an understanding of the Organization's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances 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 the Organization's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

Report on 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 a 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 Auditor's Responsibilities for the Audit of Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations, during our audit we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

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.

MSL, P.A.

Certified Public Accountants

Orlando, Florida
November 22, 2023

**UNITED WAY OF LAKE AND SUMTER COUNTIES, INC.
AND SUBSIDIARY**

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

Year Ended December 31, 2022

SECTION I - SUMMARY OF AUDITOR'S RESULTS

Financial Statements

Type of auditor's report issued:	Unmodified		
Internal control over financial reporting:			
Material weakness(es) identified?	_____	Yes <u> X </u>	No
Significant deficiency(ies) identified?	_____	Yes <u> X </u>	None Reported
Noncompliance material to financial statements noted?	_____	Yes <u> X </u>	No

Federal Awards

Internal control over major federal programs:			
Material weakness(es) identified?	_____	Yes <u> X </u>	No
Significant deficiency(ies) identified?	_____	Yes <u> X </u>	None Reported
Type of auditor's report issued on compliance for major federal programs:	Unmodified		
Any audit findings disclosed that are required to be reported in accordance with 2 CFR 200.516(a)?	_____	Yes <u> X </u>	No

**UNITED WAY OF LAKE AND SUMTER COUNTIES, INC.
AND SUBSIDIARY**

SCHEDULE OF FINDINGS AND QUESTIONED COSTS *(Continued)*

Year Ended December 31, 2022

SECTION I - SUMMARY OF AUDITOR'S RESULTS *(Continued)*

Federal Awards (Continued)

Identification of major federal programs:

Name of Federal Program or Cluster	AL Number		
Emergency Rental Assistance	21.023		
Dollar threshold used to distinguish between Type A and Type B programs for federal awards:	\$750,000		
Auditee qualified as low-risk auditee?	<u> X </u>	Yes	<u> </u> No

SECTION II - FINANCIAL STATEMENT FINDINGS

No findings were reported.

SECTION III - FEDERAL AWARDS FINDINGS AND QUESTIONED COSTS

No findings were reported.

SECTION IV - PRIOR YEAR FINDINGS

No findings were reported.