UNITED WAY OF NORTHERN NEW YORK, INC.

FINANCIAL STATEMENTS

FOR THE YEARS ENDED
DECEMBER 31, 2024 and 2023

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
United Way of Northern New York, Inc.

Opinion
We have audited the accompanying financial statements of United Way of Northern New York, Inc. (a nonprofit organization) which comprise the statements of financial position as of December 31, 2024 and 2023, and the related statements of activities, functional expenses, and cash flows, for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of Northern New York, Inc. as of December 31, 2024 and 2023 and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion
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. 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 United Way of Northern New York, Inc. 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 opinions.

Correction of Errors
As discussed in Note 17 to the financial statement, certain errors resulting in an overstatement of amounts previously reported for SEFA due designated agencies and related expenses, were discovered by management during the current year. Accordingly, amounts reported for designations have been restated in the 2023 financial statements now presented and an adjustment has been made to net assets as of December 31, 2023 to correct the error. Our opinion is not modified with respect to that matter.

Responsibilities of Management for the Financial Statements
Management is responsible for the preparation and fair presentation of the 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 financial statements that are free from material misstatement, whether due to fraud or error.

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

INDEPENDENT AUDITORS' REPORT (continued)

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the 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 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 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 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 United Way of Northern New York, Inc.'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 financial statements.

- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about United Way of Northern New York, Inc.'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.

INDEPENDENT AUDITORS' REPORT (continued)

Other Reporting Required by *Government Auditing Standards*
In accordance with *Government Auditing Standards*, we have also issued our report dated May 15, 2025, on our consideration of United Way of Northern New York, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is 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 United Way of Northern New York, Inc.'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 United Way of Northern New York, Inc.'s internal control over financial reporting and compliance.

Crowley & Halloran CPAs P.C.
May 15, 2025

UNITED WAY OF NORTHERN NEW YORK, INC.
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2024 AND 2023

	2024	Restated 2023
ASSETS		
Cash and Cash Equivalents	$ 268,799	$ 305,655
Accounts Receivable	33,599	24,056
Investments	1,475,669	1,372,019
Investments Held by Community Foundation	351,473	321,125
Pledges Receivable, Net	224,784	212,630
Accrued Interest Receivable	3,418	3,588
Prepaid Expenses	5,340	2,198
Operating Lease Right of Use Asset	32,851	46,936
Property and Equipment - Net	4,812	7,268
Total Assets	$ 2,400,745	$ 2,295,475
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable	$ 1,253	$ 4,701
Community Building Grants Payable	214,465	221,612
Due to Designated Agencies	90,178	132,404
Accrued Payroll and Related Expenses	20,127	22,589
Unearned Revenues	79,551	47,986
Operating Lease Liability	26,724	47,171
Total Liabilities	432,298	476,463
Net Assets		
Without Donor Restrictions		
Designated for Investment	1,427,527	1,365,636
Designated for Investment Held By Community Foundation	227,720	211,790
Designated for Property and Equipment	4,812	7,268
Undesignated	(101,339)	(168,316)
Total Net Assets Without Donor Restrictions	1,558,720	1,416,378
With Donor Restrictions		
Campaign Contributions Subject to Time Restriction	194,690	185,135
Subject to Restriction for Specific Purpose	129,480	131,942
Subject to Restriction in Perpetuity	85,557	85,557
Total Net Assets With Donor Restrictions	409,727	402,634
Total Net Assets	1,968,447	1,819,012
Total Liabilities and Net Assets	$ 2,400,745	$ 2,295,475

The accompanying notes are an integral part of these financial statements.

UNITED WAY OF NORTHERN NEW YORK, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2024 AND 2023

	2024	Restated 2023
Changes in Net Assets without Donor Restrictions:		
Campaign Contributions Received	$ 39,606	$ 33,815
Less: Donor Designations	(39,606)	(33,815)
Total Campaign, Net	-	-
Contributions	264,103	252,628
Less: Donor Designations	-	-
Total Contributions, Net	264,103	252,628
Grant Revenues	110,774	51,769
Special Events	34,777	33,714
SEFA Fees	7,282	5,967
Interest and Dividends, Net	36,960	34,216
Change in Value of Investments Held by Community Foundation	20,924	22,293
Unrealized Gain (Loss) on Investment	64,606	40,728
Realized Gain (Loss) on Investments	37,392	29,311
Gain (Loss) on Disposal of Property and Equipment	-	(9,679)
In-Kind Donations	8,702	16,421
Contractor Fees	68,551	65,980
Miscellaneous Income	3,163	5,205
Total Revenues and Gains without Donor Restrictions	657,234	548,553
Net Assets Released from Restrictions:		
Satisfaction of Restrictions	207,743	279,171
Total Revenues, Gains and Other Support without Donor Restrictions	864,977	827,724
Expenses:		
Program Services		
Community Building	566,464	536,095
Supporting Services		
Fundraising	120,128	120,679
Administration	63,052	73,439
Total Expenses	749,644	730,213
Change in Net Assets without Donor Restrictions	115,333	97,511
Changes in Net Assets with Donor Restrictions:		
Campaign Contributions	217,298	185,135
Less: Donor Designations	-	-
Total Contributions, Net	217,298	185,135
Contributions and Grants	11,115	24,208
Change in Value of Investments Held by Community Foundation	11,730	11,376
Interest and Dividends, Net	1,702	1,351
Net Assets Released from Restrictions	(207,743)	(279,171)
Increase (Decrease) in Net Assets with Donor Restrictions	34,102	(57,101)
Increase in Net Assets	149,435	40,410
Net Assets at Beginning of the Year, As Previously Stated	1,819,012	1,724,060
Restatement - Correction of an Error	-	54,542
Net Assets at Beginning of the Year, As Restated	1,819,012	1,778,602
Net Assets at End of Year	$ 1,968,447	$ 1,819,012

The accompanying notes are an integral part of these financial statements.

UNITED WAY OF NORTHERN NEW YORK, INC.
STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED DECEMBER 31, 2024 AND 2023

	Program Services		Supporting Services			Total	Total
	Community Building	Total	Fundraising	Administration	Total	Expenses 2024	Expenses 2023
Salaries	$ 172,062	$ 172,062	$ 51,747	$ 34,930	$ 86,677	$ 258,739	$ 239,924
Employee Benefits	38,639	38,639	11,621	7,844	19,465	58,104	54,535
Payroll Taxes	13,925	13,925	4,188	2,826	7,014	20,939	19,805
Total Salaries and Employment Taxes	224,626	224,626	67,556	45,600	113,156	337,782	314,264
Campaign Promotions	-	-	7,995	-	7,995	7,995	4,643
Financing Charges	1,866	1,866	1,194	672	1,866	3,732	3,078
Dues	8,274	8,274	-	-	-	8,274	10,250
Grants	266,818	266,818	-	-	-	266,818	275,593
Insurance	3,976	3,976	2,545	1,431	3,976	7,952	9,150
Marketing	6,659	6,659	7,772	2,397	10,169	16,828	15,318
Miscellaneous Expense	2,864	2,864	4,201	2,483	6,684	9,548	9,270
Occupancy	-	-	-	-	-	-	8,187
Office Expenses	5,228	5,228	3,346	1,882	5,228	10,456	10,992
Postage	947	947	606	340	946	1,893	844
Professional Services	12,011	12,011	7,277	4,209	11,486	23,497	20,885
Program Expense	9,492	9,492	-	-	-	9,492	5,807
Repairs & Maintenance	-	-	-	-	-	-	900
Special Event Expense	-	-	10,765	-	10,765	10,765	14,700
Telephone	1,849	1,849	1,183	666	1,849	3,698	3,678
Training	-	-	-	173	173	173	1,880
Travel	618	618	395	222	617	1,235	1,324
Provision for Uncollectible Pledges	12,965	12,965	-	-	-	12,965	-
Depreciation and Amortization	8,271	8,271	5,293	2,977	8,270	16,541	19,450
Total Expenses	$ 566,464	$ 566,464	$ 120,128	$ 63,052	$ 183,180	$ 749,644	$ 730,213

The accompanying notes are an integral part of these financial statements.

UNITED WAY OF NORTHERN NEW YORK, INC.
STATEMENTS OF FUNCTIONAL EXPENSES
FOR THE YEARS ENDED DECEMBER 31, 2024 AND 2023
(CONTINUED)

	Program Services		Supporting Services			Total
	Community Building	Total	Fundraising	Administration	Total	Total Expenses 2023
Salaries	$ 151,152	$ 151,152	$ 47,985	$ 40,787	$ 88,772	$ 239,924
Employee Benefits	34,357	34,357	10,907	9,271	20,178	54,535
Payroll Taxes	12,477	12,477	3,961	3,367	7,328	19,805
Total Salaries and Employment Taxes	197,986	197,986	62,853	53,425	116,278	314,264
Campaign Promotions	-	-	4,643	-	4,643	4,643
Financing Charges	1,539	1,539	985	554	1,539	3,078
Dues	10,250	10,250	-	-	-	10,250
Grants	275,593	275,593	-	-	-	275,593
Insurance	4,575	4,575	2,928	1,647	4,575	9,150
Marketing	4,434	4,434	9,288	1,596	10,884	15,318
Miscellaneous Expense	2,781	2,781	4,079	2,410	6,489	9,270
Occupancy	4,093	4,093	2,620	1,474	4,094	8,187
Office Expenses	5,496	5,496	3,517	1,979	5,496	10,992
Postage	422	422	270	152	422	844
Professional Services	10,443	10,443	6,683	3,759	10,442	20,885
Program Expense	5,807	5,807	-	-	-	5,807
Repairs & Maintenance	450	450	288	162	450	900
Special Event Expense	-	-	14,700	-	14,700	14,700
Telephone	1,839	1,839	1,177	662	1,839	3,678
Training	-	-	-	1,880	1,880	1,880
Travel	662	662	424	238	662	1,324
Provision for Uncollectible Pledges	-	-	-	-	-	-
Depreciation	9,725	9,725	6,224	3,501	9,725	19,450
Total Expenses	$ 536,095	$ 536,095	$ 120,679	$ 73,439	$ 194,118	$ 730,213

The accompanying notes are an integral part of these financial statements.

UNITED WAY OF NORTHERN NEW YORK, INC.
STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2024 AND 2023

	2024	Restated 2023
Cash Flows From Operating Activities:		
Cash Received from Donors	$ 613,158	$ 499,447
Cash Received from Special Events	34,777	33,714
Cash Received from Programs and Other	61,561	65,600
Cash Received from Campaign Management	7,282	5,967
Cash Paid to Employees and Suppliers	(458,640)	(415,359)
Cash Paid to Grantees	(324,186)	(370,336)
Dividends and Interest Received, Net	38,832	35,640
Net Cash Provided (Used) by Operating Activities	(27,216)	(145,327)
Cash Flows From Investing Activities:		
Purchase of Equipment	-	-
Grant from Investment in the Community Foundation	12,460	7,970
Purchase of Investments	(247,248)	(234,363)
Proceeds from the Sale of Investments - Net	245,595	250,545
Net Cash Provided (Used) by Investing Activities	10,807	24,152
Cash Flows From Financing Activities:		
Principal Payments of Debt	(20,447)	(13,506)
Net Cash Provided (Used) by Financing Activities	(20,447)	(13,506)
Net Increase (Decrease) in Cash	(36,856)	(134,681)
Cash, Beginning of Year	305,655	440,336
Cash, End of Year	$ 268,799	$ 305,655
Reconciliation of Change in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Change in Net Assets	$ 149,435	$ 40,410
Depreciation and Amortization Expense	16,541	19,450
Unrealized and Realized (Gain) Loss on Investments	(101,998)	(70,039)
Change in Value of Investments Held By Community Foundation	(42,807)	(39,254)
(Gain) Loss on Disposal of Property and Equipment	-	9,679
Change in Operating Assets - (Increase) Decrease		
Accounts Receivable	(9,543)	(100)
Prepaid Expenses	(3,142)	7,491
Pledges Receivable, Net	(12,154)	(2,294)
Accrued Interest Receivable	170	73
Other Assets	-	-
Change in Operating Liabilities - Increase (Decrease)		
Accounts Payable	(3,448)	(1,558)
Community Building Grants Payable	(7,147)	(93,488)
Due to Designated Agencies	(42,226)	3,388
Unearned Revenues	31,565	(11,899)
Accrued Payroll and Related Expenses	(2,462)	(7,186)
Net Cash Provided (Used) by Operating Activities	$ (27,216)	$ (145,327)
Supplemental Data for Noncash Investing and Financing Activities:		
Donated Goods, Services & Equipment	$ 8,702	$ 16,421

The accompanying notes are an integral part of these financial statements.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

ORGANIZATION

United Way of Northern New York, Inc. (the Organization), was formed under the not-for-profit laws of the State of New York and is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code as an other than private foundation. The Organization was formed for the purpose of raising money through contributions for member agencies. On April 13, 1998, the Organization changed its name from United Way of Jefferson County, Inc. to United Way of Northern New York, Inc. On September 1, 1998, the Lewis County United Way Fund merged its operations into the United Way of Northern New York, Inc. On January 1, 2001, the United Way extended its operations into St. Lawrence County.

BASIS OF ACCOUNTING

The accrual method is used for both financial reporting and income tax purposes. Expenses are recorded when incurred and revenues are recorded when realized in accordance with the accrual basis of accounting.

NET ASSETS

Net assets, revenues, gains, and losses are based on the existence or absence of donor or grantor imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets without Donor Restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board has designated, from net assets without donor restrictions, net assets for an operating reserve.

Net Assets with Donor Restrictions - Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity.

The Organization reports contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restriction, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net asset released from restriction.

ESTIMATES

The preparation of the financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

TAX STATUS

The Internal Revenue Service has determined that United Way of Northern New York, Inc. is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code and has also determined that the organization is publicly supported, but is not a private foundation under Section 509(a)(2). As a result, no provision for federal or state income taxes has been made.

CASH AND CASH EQUIVALENTS

For purposes of the Statement of Cash Flows, the Organization considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

The Organization is required to maintain separate cash accounts for the State Employees Federated Appeal (SEFA) campaigns it administers. The following table provides a reconciliation of cash, cash equivalents, and restricted cash reported within the statement of financial position to the sum of the corresponding amounts within the statement of cash flows:

	2024	2023
Key Bank	$ 46,022	$ 70,032
Watertown Savings Bank	175,935	146,787
Community Bank	9,001	9,182
RBC Wealth Management	37,414	79,174
Petty Cash	427	480
	$ 268,799	$ 305,655

ACCOUNTS RECEIVABLE AND ALLOWANCE FOR DOUBTFUL ACCOUNTS

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Accounts receivable are carried at original invoice amounts less an estimate for potential credit losses. Management determines the allowance for credit losses by evaluating individual accounts and considering the customer's financial condition, credit history, and current and expected future economic uncertainties.

Based on the Organization's collection history and management's expectation of consistency of that trend in the future, an allowance for credit losses has not been provided at December 31, 2024 and 2023.

Accounts receivable are charged to expense when they are determined to be uncollectible. Recoveries of accounts receivable previously written-off are recognized as income when received.

GRANTS RECEIVABLE

Grants receivable represent amounts that have been billed under grant contracts but not collected as of the date of the financial statements. Grants receivable are state at the amount management expects to be collected from the outstanding balance. Management has determined, based on historical experience that all amounts are fully collectible and no allowance for doubtful accounts is necessary.

PLEDGES RECEIVABLE

Unconditional promises to give are recognized as revenues in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefit received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional. All pledges receivable are considered unconditional promises to give and are determined to be collectible in less than one year and are reported in the Statement of Financial Position at their estimated fair value, net of an allowance for uncollectible pledges. Pledges are valued at estimated net realizable value based on historical collection rates. Actual results could differ from these estimates.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

INVESTMENTS

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the Statement of Financial Position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in net assets without donor restrictions if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

INVESTMENTS HELD BY COMMUNITY FOUNDATION

The investments held by the Northern New York Community Foundation ("Community Foundation") are recorded at net asset value. Change in value of investments held by the Community Foundation are reflected in the Statement of Activities.

PROPERTY, EQUIPMENT AND DEPRECIATION

Property and equipment are stated at cost, except for donated property and equipment, which is stated at the estimated fair market value at the date of receipt. The Organization capitalizes all property and equipment in excess of $500. Depreciation of property and equipment is recorded on the straight-line method over four to seven years based on the estimated useful lives of the assets.

COMMUNITY BUILDING GRANTS PAYABLE

The Organization recognizes community building grants payable and the related expense in the period the grant awards are made, and notice is provided to the recipient organizations, rather than when the payments are made.

DUE TO DESIGNATED AGENCIES

Contributions which are designated to a specific third-party beneficiary are recorded as a liability at the estimated fair value at the time the contribution is received, net of campaign costs. All pledges received by the SEFA campaigns of Jefferson, Lewis and St. Lawrence Counties are considered donor designated. These pledges are passed directly to the designated recipient and are excluded from the Organization's revenue and expenses, except for a small portion that is allocated to revenue to cover direct campaign costs.

UNEARNED REVENUES

The Organization is the recipient of grants that require expenditures for specified activities before the Organization is reimbursed by the grantor for the costs incurred. The amount received in excess of amounts spent is reported as unearned revenue.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

FAIR VALUE OF FINANCIAL INSTRUMENTS

The carrying amounts of cash and cash equivalents and pledges receivable to be received in less than one-year approximate fair value because of the short maturity of those financial instruments.

Fair value for investments are determined by reference to quoted market prices for similar investments, yield curves, and other relevant information.

Investments held by the Community Foundation are valued using net asset value.

The valuation methodologies used by the Organization may produce a fair value calculation that may not be indicative of net realizable value or reflective of future values. Furthermore, although the Organization's management believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of the financial instrument could result in different fair value measurements at the reporting date.

IN-KIND CONTRIBUTIONS

Contributed nonfinancial assets include donated professional services, donated equipment, and other in-kind contributions which are recorded at the respective fair values of the goods or services received. Donated gifts-in-kind are not sold. Contributed goods are recorded at fair value at the date of donation.

Donated services are recognized as contributions if the donated 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 Organization. However, many individuals volunteer their time and perform a variety of tasks that assist the Organization with specific assistance programs, and various fundraising events. These services are not recognized as contributions in the financial statements since the criteria for ASC 958 was not met.

All in-kind gifts received during the years ended December 31, 2024 and 2023 were unrestricted.

REVENUE AND REVENUE RECOGNITION

The Organization recognizes revenue when control of promised goods or services is transferred to the Origination's outside parties in an amount that reflect the consideration the Organization expects to be entitled to in exchange for those goods or services. Revenue is recognized as performance obligations within a contract are satisfied.

Special events revenue results from the Organization's efforts to host annual funding events. The revenues are recognized in the period the events are held.

The organization recognizes nonreciprocal transactions at the time of transaction for the following revenue sources.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Grants
The Organization receives a portion of its revenue from cost-reimbursable grants and contract with State agencies and other private grantors, which are conditional upon certain performance requirements and or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when the Organization has incurred expenditures in compliance with specific contract or grant provisions.

Contributions
Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restriction expire (that is, when a stipulated time restriction ends, or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. Contributions of property and equipment are reported as net assets with donor restrictions if the donor restricted the use of the property or equipment to a particular program, as are contributions of cash restricted to the purchase of property and equipment. If donors specify a length of time over which the property or equipment must be used, the restrictions expire evenly over the required period; otherwise, the restriction expire when the assets are placed in service. All other donor restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statement of Activities as net assets released from restrictions.

DONATED SERVICES
Donated services are recognized as contributions in accordance with FASB ASC 958-605, *Not-for-Profit Entities: Revenue Recognition*. Under ASC 958, contributions are recognized if the donated 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 Organization. However, many individuals volunteer their time and perform a variety of tasks that assist the Organization with specific assistance programs, and various fundraising events. These services are not recognized as contributions in the financial statements since the criteria for ASC 958 was not met.

FUNCTIONAL EXPENSES
The costs of providing the various programs and supporting services have been summarized on a functional basis in the Statements of Activities and in the Statement of Functional Expenses. Expenses consist of costs related to community building and supporting services. Expenses related to the poverty reduction initiative have been directly allocated based on approved expenditures from the granting agency. Other operating costs have been allocated based on direct identification when possible, and allocation if a single expenditure benefits more than one function. Expenditures that require allocation are allocated on a personnel-cost basis. Salaries, wages, and benefits are allocated based on estimates of time and effort.

MARKETING
Marketing and advertising costs are charged to expense as incurred. Marketing expense was $16,828 and $15,318 for the years ended December 31, 2024 and 2023, respectively. Included in marketing is donated advertising of $3,510 and $6,450 for the years ended December 31, 2024 and 2023. The donation of advertising is included revenue in In-kind donations.

NOTE 2 - LIQUIDITY AND AVAILABITY

The Organization monitors its liquidity so that it is able to meet its operating needs and other contractual commitments while maximizing the investment of its excess operating cash. The following table reflects the Organization's financial assets at December 31, 2024 and 2023 that could readily be made available within one year of the Statement of Financial position to fund expenses without limitations.

	2024	2023
Financial Assets:		
Cash and Cash Equivalents	$ 268,799	$ 305,655
Accounts Receivable	33,599	24,056
Pledges Receivable, Net	224,784	212,630
Accrued Interest Receivable	3,418	3,588
Investments	1,475,669	1,372,019
Investments Held By Community Foundation	351,473	321,125
Total Financial Assets	2,357,742	2,239,073
Less Those Unavailable for General Expenditure Within One Year Due To:		
Purpose Restrictions	(1,779,000)	(1,709,368)
Perpetuity Restrictions	(85,557)	(85,557)
Total Unavailable for General Expenditures Within One Year	(1,864,557)	(1,794,925)
Total Financial Assets Available to Meet Cash Needs for General Expenditures Within One Year	$ 493,185	$ 444,148

In addition to financial expenditures available to meet general expenditures over the year, the Organization operates with a balanced budget and anticipates covering its general expenditures by collecting sufficient contributions and revenue from government grants.

NOTE 3 - CONCENTRATION OF CREDIT RISK

During the fiscal years ended December 31, 2024 and 2023, the Organization maintained cash checking and savings accounts with financial institutions located in Watertown, NY. All accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000. At times the Organization's deposits may exceed these limits. The Organization was fully insured at December 31, 2024 and 2023.

The Organization has investments held at RBC Wealth Management which are insured by the Securities Investor Protection Corporation (SIPC) up to $500,000. RBC Capital Markets, LLC has procured national Financial Services, LLC to protect assets in excess of the coverage provided by the SIPC. This protection becomes available in the event that SIPC limits are exhausted and is the highest level of excess SIPC coverage currently available. The balances in the RBC Cash Plus program are not covered by FDIC or SIPC coverage and totaled $37,414 and $79,174 at December 31, 2024 and 2023, respectively.

NOTE 4 - INVESTMENTS

Investments in marketable securities consist of the following at December 31, 2024:

2024	Cost	Fair Values	Unrealized Appreciation (Depreciation)
Fixed Income	$ 377,480	$ 368,747	$ (8,733)
Equity Securities	814,508	1,018,668	204,160
Other Assets	59,036	88,254	29,218
Totals	$ 1,251,024	$ 1,475,669	$ 224,645

Investments in marketable securities consist of the following at December 31, 2023:

2023	Cost	Fair Values	Unrealized Appreciation (Depreciation)
Fixed Income	$ 379,662	$ 367,164	$ (12,498)
Equity Securities	786,005	937,447	151,442
Other Assets	63,680	67,408	3,728
Totals	$ 1,229,347	$ 1,372,019	$ 142,672

The components of total investment return from all sources are as follows for the years ended December 31:

	2024	2023
Interest Income and Dividends	$ 53,090	$ 48,940
Realized Gains (Losses), Net	37,392	29,311
Unrealized Gains (Losses), Net	64,606	40,728
Change in Value of Assets Held by NNYCF	32,654	33,669
	187,742	152,648
Less Direct Investment Expenses	(14,428)	(13,373)
	$ 173,314	$ 139,275

NOTE 5 - INVESTMENTS HELD BY COMMUNITY FOUNDATION

The Organization has transferred assets to the Northern New York Community Foundation, which is holding them as an agency fund (the "Fund") for the benefit of the Organization. The Organization has granted the Community Foundation variance power which gives the Community Foundation's governing board the power to use the Fund for other purposes in certain circumstances. Distributions from the Fund shall be in accordance with the spending policy established by the Board of Directors of the Community Foundation. Distributions may be made at least annually, or more frequently, as the parties may from time to time agree. The distributions from the fund were $12,460 and $7,970 for the years ended December 31, 2024 and 2023, respectively. The Organization reports its interest in the Fund at net asset value per share based on the Foundation's percentage of the fair value of the underlying investment, consistent with the market approach, which are valued using quoted market prices. Changes in the value of the Fund are reported as change in value of investments held by Community Foundation on the Statement of Activities.

Investments held by the Community Foundation consisted of the following at December 31:

	2024	2023
United Way Endowment	$ 227,720	$ 211,792
Boys and Girls Club Endowment	43,195	40,505
Renee Beyer Fund	80,558	68,828
Total Investments Held by Community Foundation	$ 351,473	$ 321,125

In addition to the investments held by the Community Foundation, the Organization is the beneficiary of certain funds established at the Community Foundation. The funds' fair values as of December 31, 2024 and 2023 were $249,320 and $231,434, respectively. These funds are considered assets of the Community Foundation and, therefore, are not included in the accompanying Statement of Financial Position. The Organization my request disbursements from the funds. However, such disbursements require approval by the Community Foundation's Board of Directors. The distributions from the Funds were $8,720 and $4,828, for the years ended December 31, 2024 and 2023, respectively and are reported as contributions in the Statement of Activities.

NOTE 6 - FAIR VALUE MEASUREMENTS

The Organization adopted FASB ASC Section 820-10, *Fair Value Measurements and Disclosures*, which clarifies the definition of fair value for financial reporting and establishes a three-tier hierarchy as a framework for measuring fair value which requires an entity to give 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) when measuring fair value. The standard also requires additional disclosure about the use of fair value measurements.

Fair value is defined as the price to sell an asset or transfer a liability between market participants as of the measurement date. The three levels of the fair value hierarchy under this standard are as follows:

Level 1 inputs are quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access at the measurement date.

Level 2 inputs are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly, such as quoted prices for similar instruments in active markets, or quoted prices for identical or similar instruments in inactive markets.

Level 3 inputs are unobservable inputs for the asset or liability, in which little or no market data exists, therefore requiring an entity to develop its own assumptions, such as valuations derived from techniques in which one or more significant value drivers are observable.

Financial assets and liabilities are classified in their entirety based on the lowest level of input that is significant to the fair value measurement. The assessment of the significance of a particular input to the fair value measurement requires judgment and may affect the valuation of assets and liabilities and their placement within the fair value hierarchy levels.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2024.

Debt and Equity Securities: Valued at the closing market price reported in the active market on which the individual securities are traded.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

NOTE 6 - FAIR VALUE MEASUREMENTS (continued)

The following table sets forth by level, within the fair value hierarchy, the Organization's assets measured at fair value on a recurring basis as follows at December 31, 2024:

	Level 1	Level 2	Level 3	Total
Fixed Income	$ 368,747	$ -	$ -	$ 368,747
Equity Securities	1,018,668	-	-	1,018,668
Investment Held By Community Foundation	-	351,473	-	351,473
Other Assets	88,254	-	-	88,254
Total at fair value:	$ 1,475,669	$ 351,473	-	$ 1,827,142

The following table sets forth by level, within the fair value hierarchy, the Organization's assets measured at fair value on a recurring basis as follows at December 31, 2023:

	Level 1	Level 2	Level 3	Total
Fixed Income	$ 367,164	$ -	$ -	$ 367,164
Equity Securities	937,447	-	-	937,447
Investment Held By Community Foundation	-	321,125	-	321,125
Other Assets	67,408	-	-	67,408
Total at fair value:	$ 1,372,019	$ 321,125	$ -	1,693,144

NOTE 7 - PLEDGES RECEIVABLE

Pledges receivable consists of the following at December 31:

	2024	2023
Pledges Receivable	$277,119	$255,222
Less: Allowance for Uncollectible	(52,335)	(42,592)
Pledges Receivable, Net	$ 224,784	$ 212,630

NOTE 8 - PROPERTY AND EQUIPMENT

The major categories of property and equipment as of December 31, 2024 and 2023 are summarized as follows:

	2024	2023
Office Furniture and Fixtures	$ 23,268	$ 23,268
Less Accumulated Depreciation	(18,456)	(16,000)
Net Property and Equipment	$ 4,812	$ 7,268
Right-of-Use Lease Assets	$ 62,557	$ 62,557
Less Accumulated Amortization	(29,706)	(15,621)
	$ 32,851	$ 46,936

Depreciation expense for the years ended December 31, 2024 and 2023, was $2,456 and $5,366. The organization disposed of equipment with a cost of $18,666 and accumulated depreciation of $8,987 and realized a loss of $9,679 in the year ended December 31, 2023. There were no disposals in the year ended December 31, 2024.

Amortization expense for the Operating Lease Right-of-Use Asset totaled $14,085 and $14,084 for the years ended December 31, 2024 and 2023, respectively.

NOTE 9 - NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions consist of the following at December 31, 2024 and 2023:

	2024	2023
Contributions Restricted for Use in the Subsequent Year		
Campaign Contributions Subject to Time Restriction	$ 194,690	$ 185,135
Subject to Expenditure for a Specified Purpose:		
AES Clean Energy Program Restrictions	-	22,607
JM McDonald Foundation Program Restrictions	5,727	-
Investment Held by Community Foundation	123,753	109,335
Subject to Restriction in Perpetuity	85,557	85,557
	$ 409,727	$ 404,634

NOTE 9 - NET ASSETS WITH DONOR RESTRICTIONS (continued)

Net assets were released from donor restrictions by the occurrence of the passage of time or satisfying the restricted purpose:

	2024	2023
Contributions Restricted for Use in the Subsequent Year	$ 207,743	$ 279,171

Net Assets with donor restrictions subject to restriction in perpetuity consist of the following bequest as of December 31, 2024 and 2023:

Donor	Date	Amount
David Graves Memorials	1997	$ 170
Bertha Covey	1950	5,000
Elizabeth Haas	1967	25,000
Fred K. Vogt	1978	6,300
Ross Baker	1981	508
David Anderson	1983	48,579
Total		$ 85,557

NOTE 10 - LEASE AGREEMENT

In August 2022, the Organization entered into a vehicle lease with payments of $400 for a term of 36 months. The Organization has elected to use the risk-free rate determined using a period comparable to the lease terms at the discount rate for leases where the implicit rate is not readily determinable.

In June 2023, the Organization entered into a three-year lease for office space with payments of $1,400.00 for year 1, $1,428.00 for year 2, and $1,456.56 for year 3. The Organization has elected to use the risk-free rate determined using a period comparable to the lease terms at the discount rate for leases where the implicit rate is not readily determinable.

Total right-of-use assets and lease liabilities at December 31, 2024 and 2023 are as follows:

	2024	2023
Lease Assets – Classification in Statement of Financial Position		
Right of Use Lease Assets	$ 62,557	$ 62,557
Accumulated Amortization	(29,706)	(15,621)
Total leased right-of-use assets	$ 32,851	$ 46,936
Lease Liabilities – Classification in Statement of Financial Position		
Current Lease Liability	$ 19,508	$ 20,446
Non-current Lease Liability	7,216	26,725
Total lease liabilities	$ 26,724	$ 47,171

NOTE 10 - LEASE AGREEMENT (continued)

Interest expense paid and expensed related to the operating lease under the Lease standard was $1,356 and $1,100, for the years ended December 31, 2024 and 2022. Future interest is $2,053 through the maturity of the operating lease.

Maturities of operating lease liabilities as of December 31, 2024 are as follows:

2025	$ 19,508
2026	7,216
	$ 26,724

The Organization has elected the short-term lease exemption for all eases with a term of 12 months or less for both existing and ongoing operating leases to not recognize the assets and liability for these leases. Lease payments for short-term leases are recognized on straight-line basis. All of the Organization's remaining operating leases are month to month or expire in less than one year. The Organization elected the practical expedient to not separate lease and non-lease components for real estate leases.

NOTE 11 - TAX UNCERTAINTIES

FASB ASC 740, "*Income Taxes,*" requires entities to disclose in their financial statements the nature of any uncertainties in their tax position. Tax years including 2021 and later are subject to examination by tax authorities. Areas that IRS and state tax authorities consider when examining tax returns of a charity include, but may not be limited to, tax-exempt status and the existence and amount of unrelated business income. United Way of Northern New York, Inc. does not believe that it has any uncertain tax positions with respect to these or other matters, and has not recorded any unrecognized tax benefits or liability for penalties or interest.

United Way of Northern New York, Inc. is not aware of any circumstances or events that make it reasonably possible that tax benefits may increase or decrease within 12 months of the date of these financial statements.

NOTE 12 - IN-KIND CONTRIBUTIONS

For the years ended December 31, 2024 and 2023, contributed nonfinancial assets recognized within the financial statement of activities included the following:

	2024	2023
Donated Advertising	$ 3,510	$ 6,450
Donated Food, Prizes, and Supplies	5,192	9,971
Total	$ 8,702	$ 16,421

Contributed food and supplies are valued using U.S. wholesale prices (principal market) of identical or similar products using pricing data under a "like-kind" methodology considering the goods' condition and utility for use at the time of the contributions. Contributed food, prizes, supplies and advertising are used in the fundraising events.

All in-kind gifts received during the years ended December 31, 2024 and 2023 were unrestricted.

NOTE 13 - ENDOWMENT

The Organization's investments are pooled in an endowment fund ("the Fund") created by the Board of Directors using donor restricted funds to provide perpetual financial support to the Organization.

The Organization is subject to the New York Prudent Management of Institutional Funds Act ("NYPMIFA") which sets forth certain specially mandated procedures and standards for managing endowed funds. The Organization adheres to these procedures and standards in the investment and expenditure of endowment funds. Absent explicit donor stipulations to the contrary, the Organization has interpreted the NYMPFIA as allowing the Organization to appropriate for expenditure of or accumulate as much of an endowment fund and the Organization determines is prudent for the uses, benefits, proposed, and duration for which the endowment fund is established.

The Board of Directors reserves the right to withdraw up to 5% of the average of the last three (3) calendar year-end account values for the purpose of capital improvements or special projects voted and approved by a majority of the Board. Gains include both dividend and interest income and realized and unrealized capital gains earned by the Fund's investments. The distribution of Fund assets are permitted to the extent that such distributions do not exceed a level that would erode the Fund's real assets over time. The Fund's targeted rate of return is 4% over inflation as measured by the Consumer Price Index and approved investments include temporary cash investments, equity, and fixed income type investments. The Fund's total assets may be allocated among these three classes of investments within the following parameters:

		Minimum	**Target**	**Maximum**
Equity	Total Equities	20%	70%	75%
	US	20%	45%	75%
	Non-US Developed	0%	15%	25%
	Non-US Emerging	0%	10%	15%
Fixed Income	Total Fixed Income	25%	30%	80%
	Investment Grade	25%	25%	80%
	Below Investment Grade	0%	5%	20%
Cash		0%	0%	15%

To the extent the Fund holds investments in non-traditional, non-liquid, and/or nonmarketable securities including, but not limited to venture capital hedge funds and real estate investments, these assets will be treated collectively as alternative investments for purposes of measuring the Fund's asset allocation. While not specifically considered within the Fund's allocation policy, alternative investments may comprise no more than 5% of total Fund assets. Furthermore, no single investment security shall represent more than 10% of the Fund's total assets. With the exception of passively managed investment vehicles seeking to match the returns on a broadly diversified market index, no single investment pool or investment company (mutual fund) shall compromise more than 20% of the Fund's total assets. With respect to fixed income investments, for individual bonds, credit quality must be investment grade.

NOTE 13 - ENDOWMENT (continued)

The Fund's assets are included in the following classes of net assets at December 31:

	2024	2023
Without Donor Restrictions		
Board Designated for Investment	$ 1,427,527	$ 1,365,636
Board Designated for Investments Held by Community Foundation	227,720	211,790
With Donor Restrictions		
Donor Designated for Investments	85,557	85,557
Investments Held by Community Foundation	123,752	109,335
Total Endowment Funds	$ 1,864,556	$ 1,772,318

Changes in Fund assets for the year ended December 31, 2024 are as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment at December 31, 2023	$ 1,577,426	$ 194,892	$ 1,772,318
Contribution	-	5,388	5,388
Change in Value of Investments Held By Community Foundation	20,924	11,730	32,654
Interest and Dividends, Net	50,658	2,604	53,262
Unrealized Gain (Loss)	64,606	-	64,606
Realized Gain (Loss)	37,392	-	37,392
Withdrawals	(74,093)	-	(74,093)
Appropriated for Expenditure	(21,666)	(5,305)	(26,971)
Endowment at December 31, 2024	$ 1,655,247	$ 209,309	$ 1,864,556

Changes in Fund assets for the year ended December 31, 2023 are as follows:

	Without Donor Restrictions	With Donor Restrictions	Total
Endowment at December 31, 2022	$ 1,533,290	$ 180,564	$ 1,713,854
Contribution	-	1,600	1,600
Change in Value of Investments Held By Community Foundation	22,293	11,376	33,669
Interest and Dividends, Net	46,733	2,108	48,841
Unrealized Gain (Loss)	40,728	-	40,728
Realized Gain (Loss)	29,311	-	29,311
Withdrawals	(74,422)	-	(74,422)
Appropriated for Expenditure	(20,507)	(756)	(21,263)
Endowment at December 31, 2023	$ 1,577,426	$ 194,892	$ 1,772,318

NOTE 13 - ENDOWMENT (continued)

The Organization interprets the applicable provisions of New York State Not-for-Profit Corporation Law to mean that the classification of appreciation on its permanently restricted endowment gifts, beyond the original gift amount, is not restricted for use, and is classified as unrestricted board designated for investment until appropriated for expenditure.

NOTE 14 - PENSION PLAN

The Organization has a 401K Profit Sharing plan. The plan covers employees with more than two years of service. The contribution as a percentage of each employee's salary is determined annually by the Board of Directors. The contribution including fees paid to the plan was $11,654 and $10,136 for the years ending December 31, 2024 and 2023, respectively.

NOTE 15 - CONCENTRATIONS

The Organization's revenues are derived from contributions from the general public, including pledges, legacies, and bequests. The Organization's fundraising efforts are concentrated in Jefferson, Lewis, and St. Lawrence Counties in Northern New York.

NOTE 16 - SUBSEQUENT EVENTS

United Way of Northern New York, Inc. has evaluated events and transactions that occurred between January 1, 2025 and May 15, 2025, which is the date the financial statements were available to be issued, for possible disclosure and recognition in the financial statements.

NOTE 17 - RESTATEMENT/CORRECTION OF ERROR

During the year, the Organization discovered certain errors resulting in overstatements of amounts previously reported as due to designated agencies from the New York State Employees Federated Appeal (SEFA) and the related expenses. Accordingly, amounts reported for designations have been restated:

Net Assets at January 1, 2023 as previously stated	$ 1,724,060
Increase for Due to Designated Agencies previously overstated	54,542
Restated Net Assets at January 1, 2023	$ 1,778,602

For the year ended December 31, 2023, pledges related to SEFA designations and related due to designated agencies were understated by $19,542, accordingly, net pledges receivable were increased by $19,542 and due to designated agencies were increased by $19,542 after the adjustment above:

Pledges Receivable, Net as previously stated	$ 193,088
Increase in SEFA amounts due	19,542
Pledges Receivable, Net as restated	$ 212,630
Due to Designated Agencies as previously stated	$ 167,404
Net change for corrections of errors	(35,000)
Due to Designated Agencies as restated	$ 132,404

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INDEPENDENT AUDITORS' 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*

To the Board of Directors of
United Way of Northern New York, Inc.

We have audited, in accordance with the 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 financial statements of United Way of Northern New York, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2024, and the related statements of activities, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated May 15, 2025.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered United Way of Northern New York, Inc.'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 an opinion on the effectiveness of United Way of Northern New York, Inc.'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 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 or significant deficiencies may exist that were not identified.

INDEPENDENT AUDITORS' 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* (CONTINUED)

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether United Way of Northern New York, Inc.'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 results of that testing, and not to provide an opinion on the effectiveness of the organization'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 organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Crowley & Halloran CPAs P.C.

May 15, 2025