

GRANITE UNITED WAY

FINANCIAL REPORT

MARCH 31, 2016

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NATHAN WECHSLER & COMPANY
PROFESSIONAL ASSOCIATION
CERTIFIED PUBLIC ACCOUNTANTS & BUSINESS ADVISORS

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Granite United Way
Manchester, New Hampshire 03101

We have audited the accompanying financial statements of Granite United Way, which comprise the statement of financial position as of March 31, 2016, and the related statements of activities and changes in net assets, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Granite United Way as of March 31, 2016, and the results of its operations, changes in net assets, functional expenses, and cash flows for the year then ended, in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Granite United Way March 31, 2015 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated July 14, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended March 31, 2015 is consistent, in all material respects, with the audited financial statements from which it has been derived.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary schedules of community impact awards to qualified partner agencies and emerging opportunity grants are presented for purposes of additional analysis and are not a required part of the 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 financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

A handwritten signature in cursive script that reads "Nathan Wechsler & Company". The signature is written in dark ink and is positioned above the printed name and date.

Concord, New Hampshire
August 25, 2016

GRANITE UNITED WAY

STATEMENT OF FINANCIAL POSITION

March 31, 2016 with comparative totals as of March 31, 2015

ASSETS	2016				2015
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Total
CURRENT ASSETS					
Cash	\$ 512,163	\$ 413,953	\$ -	\$ 926,116	\$ 1,002,210
Prepaid and reimbursable expenses	38,245	-	-	38,245	220,967
Investments	463,743	-	-	463,743	473,361
Accounts and rent receivable	6,846	-	-	6,846	7,255
Contributions and grants receivable, net of allowance for uncollectible contributions 2016 \$499,427; 2015 \$516,591	-	3,673,854	-	3,673,854	3,514,617
Assets held for sale	109,568	-	-	109,568	-
<i>Total current assets</i>	<u>1,130,565</u>	<u>4,087,807</u>	<u>-</u>	<u>5,218,372</u>	<u>5,218,410</u>
OTHER ASSETS					
Property and equipment, net	1,303,019	-	-	1,303,019	1,452,541
Investments - endowment	9,272	37,928	100,397	147,597	145,864
Beneficial interest in assets held by others	-	1,587,401	-	1,587,401	1,737,703
	<u>1,312,291</u>	<u>1,625,329</u>	<u>100,397</u>	<u>3,038,017</u>	<u>3,336,108</u>
<i>Total assets</i>	<u>\$ 2,442,856</u>	<u>\$ 5,713,136</u>	<u>\$ 100,397</u>	<u>\$ 8,256,389</u>	<u>\$ 8,554,518</u>
LIABILITIES AND NET ASSETS					
CURRENT LIABILITIES					
ALLOCATED ANNUAL CAMPAIGN SUPPORT DESIGNATED FOR FUTURE PERIODS					
Future allocations payable	\$ 2,276,379	\$ -	\$ -	\$ 2,276,379	\$ 2,288,886
Donor-designations payable	390,547	1,080,514	-	1,471,061	1,303,999
	<u>2,666,926</u>	<u>1,080,514</u>	<u>-</u>	<u>3,747,440</u>	<u>3,592,885</u>
Current maturities of long-term debt	11,683	-	-	11,683	11,198
Funds held for others	28,960	-	-	28,960	66,756
Grants payable	-	-	-	-	22,000
Accounts payable	18,958	-	-	18,958	5,911
Accrued expenses	120,736	-	-	120,736	139,665
Deferred revenue - designation fees	47,344	-	-	47,344	42,838
<i>Total current liabilities</i>	<u>2,894,607</u>	<u>1,080,514</u>	<u>-</u>	<u>3,975,121</u>	<u>3,881,253</u>
LONG-TERM DEBT, less current maturities	<u>239,018</u>	<u>-</u>	<u>-</u>	<u>239,018</u>	<u>250,447</u>
COMMITMENTS (See Notes)					
NET ASSETS (DEFICIT):					
Unrestricted	(1,743,087)	-	-	(1,743,087)	(1,295,992)
Unrestricted, invested in property and equipment	1,052,318	-	-	1,052,318	1,190,896
<i>Total unrestricted net deficit</i>	<u>(690,769)</u>	<u>-</u>	<u>-</u>	<u>(690,769)</u>	<u>(105,096)</u>
Temporarily restricted	-	4,632,622	-	4,632,622	4,427,517
Permanently restricted	-	-	100,397	100,397	100,397
<i>Total net assets (deficit)</i>	<u>(690,769)</u>	<u>4,632,622</u>	<u>100,397</u>	<u>4,042,250</u>	<u>4,422,818</u>
<i>Total liabilities and net assets</i>	<u>\$ 2,442,856</u>	<u>\$ 5,713,136</u>	<u>\$ 100,397</u>	<u>\$ 8,256,389</u>	<u>\$ 8,554,518</u>

GRANITE UNITED WAY

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Year ended March 31, 2016 with comparative totals for the year ended March 31, 2015

	2016				2015
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Total
Support and revenues					
Campaign revenue:					
Total contributions pledged	\$ -	\$ 6,878,664	\$ -	\$ 6,878,664	\$ 7,020,221
Less donor designations	-	(1,895,593)	-	(1,895,593)	(1,501,742)
Less provision for uncollectible pledges	-	(296,558)	-	(296,558)	(307,265)
Add prior years' excess provision for uncollectible pledges taken into income in current year	159,007	-	-	159,007	111,654
Net campaign revenue	159,007	4,686,513	-	4,845,520	5,322,868
Support:					
Sponsors and other contributions	3,852	712,595	-	716,447	311,399
Grant revenue	-	635,227	-	635,227	155,946
In-kind contributions	57,365	-	-	57,365	31,169
Total support	220,224	6,034,335	-	6,254,559	5,821,382
Other revenue:					
Administrative fees	58,073	-	-	58,073	157,070
Rental income	80,497	-	-	80,497	49,011
Miscellaneous income	2,776	-	-	2,776	4,594
Total support and revenues	361,570	6,034,335	-	6,395,905	6,032,057
Net assets released from restrictions:					
For satisfaction of time restrictions	4,636,943	(4,636,943)	-	-	-
For satisfaction of program restrictions	1,043,608	(1,043,608)	-	-	-
	6,042,121	353,784	-	6,395,905	6,032,057
Expenses:					
Program services	5,471,034	-	-	5,471,034	4,583,109
Support services:					
Management and general	484,246	-	-	484,246	731,108
Fundraising	753,390	-	-	753,390	556,505
Total expenses	6,708,670	-	-	6,708,670	5,870,722
Increase (decrease) in net assets before other activities	(666,549)	353,784	-	(312,765)	161,335
Other activities:					
Increase (decrease) in value of beneficial interest in trusts, net of fees 2016 \$11,422; 2015 \$11,082	-	(150,302)	-	(150,302)	33,850
Realized and unrealized gains (losses) on investments	(9,312)	(1,266)	-	(10,578)	19,750
Investment income	90,188	2,889	-	93,077	99,903
Total other activities	80,876	(148,679)	-	(67,803)	153,503
Net increase (decrease) in net assets	(585,673)	205,105	-	(380,568)	314,838
Net assets (deficit), beginning of year	(105,096)	4,427,517	100,397	4,422,818	4,107,980
Net assets (deficit), end of year	\$ (690,769)	\$ 4,632,622	\$ 100,397	\$ 4,042,250	\$ 4,422,818

GRANITE UNITED WAY

STATEMENT OF FUNCTIONAL EXPENSES

Year ended March 31, 2016 with comparative totals for the year ended March 31, 2015

	2016				2015
	Program services	Management and general	Fundraising	Total	Total
Salaries and wages	\$ 1,747,474	\$ 288,933	\$ 457,252	\$ 2,493,659	\$ 1,869,797
Payroll taxes	109,099	20,958	33,167	163,224	131,100
Employee fringe benefits	169,413	27,297	43,198	239,908	177,627
Employer 403(b) contribution	48,467	9,310	14,734	72,511	72,414
<i>Total salaries and related benefits</i>	<u>2,074,453</u>	<u>346,498</u>	<u>548,351</u>	<u>2,969,302</u>	<u>2,250,938</u>
Community Impact Grants to agencies	2,360,600	-	-	2,360,600	2,319,424
Occupancy	154,498	16,715	26,453	197,666	193,301
Grant expenses-Public Health Network	174,300	-	-	174,300	77,865
Other program services (See Note 13)	168,783	-	-	168,783	198,177
Telephone, communications and technology	62,492	11,390	18,026	91,908	86,529
211 expenses	89,218	-	-	89,218	120,768
Publications, printing and campaign expenses	-	-	76,767	76,767	71,212
United Way Worldwide dues	44,997	8,644	13,680	67,321	65,855
In-kind expenses	38,342	7,366	11,657	57,365	31,169
Professional services	-	56,695	-	56,695	47,399
Supplies and office expense	31,448	6,041	9,561	47,050	48,947
Insurance	23,763	4,565	7,224	35,552	33,476
Travel	21,441	3,974	6,289	31,704	38,125
Volunteer Income Tax Assistance expenses	27,816	-	-	27,816	40,880
STEAM Ahead expenses	27,508	-	-	27,508	-
Concord Cold Weather Shelter	21,520	-	-	21,520	-
Miscellaneous	11,733	2,254	3,567	17,554	12,610
Special events	14,258	919	1,455	16,632	15,763
Conferences, training and meetings	10,879	2,090	3,307	16,276	14,135
Postage	9,729	1,869	2,958	14,556	12,186
Community needs assessment	12,500	-	-	12,500	10,500
Other dues and awards	7,519	1,445	2,286	11,250	8,568
Homeless Service Center expenses	6,000	-	-	6,000	61,000
Community impact expenses	5,501	-	-	5,501	4,183
Investment fees	3,295	633	1,002	4,930	10,507
<i>Total expenses before interest and depreciation</i>	<u>5,402,593</u>	<u>471,098</u>	<u>732,583</u>	<u>6,606,274</u>	<u>5,773,517</u>
Interest expense	7,563	1,453	2,299	11,315	11,521
Depreciation	60,878	11,695	18,508	91,081	85,684
<i>Total functional expenses</i>	<u><u>\$ 5,471,034</u></u>	<u><u>\$ 484,246</u></u>	<u><u>\$ 753,390</u></u>	<u><u>\$ 6,708,670</u></u>	<u><u>\$ 5,870,722</u></u>

GRANITE UNITED WAY

STATEMENTS OF CASH FLOWS

Years Ended March 31, 2016 and 2015

	2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash received from donors	\$ 7,236,918	\$ 6,831,761
Cash received from grantors	635,227	225,439
Administrative fees	62,579	57,092
Other cash received	83,682	54,720
Cash received from trust	73,308	71,733
Designations paid	(1,728,531)	(1,347,640)
Net cash (paid) received for funds held for others	(37,796)	34,260
Cash paid to agencies	(2,333,702)	(2,825,524)
Cash paid to suppliers, employees, and others	(4,017,957)	(3,590,392)
<i>Net cash used in operating activities</i>	<u>(26,272)</u>	<u>(488,551)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property and equipment	(51,127)	(13,794)
Proceeds from sale of investments	12,249	911,378
Purchase of investments	-	(380,813)
<i>Net cash provided by (used in) investing activities</i>	<u>(38,878)</u>	<u>516,771</u>
CASH FLOWS USED IN FINANCING ACTIVITIES		
Repayments of long-term debt	<u>(10,944)</u>	<u>(10,518)</u>
<i>Net increase (decrease) in cash</i>	(76,094)	17,702
Cash, beginning of year	<u>1,002,210</u>	<u>984,508</u>
<i>Cash, end of year</i>	<u>\$ 926,116</u>	<u>\$ 1,002,210</u>

GRANITE UNITED WAY

STATEMENTS OF CASH FLOWS (CONTINUED)

Years Ended March 31, 2016 and 2015

	2016	2015
RECONCILIATION OF INCREASE (DECREASE) IN NET ASSETS TO NET CASH USED IN OPERATING ACTIVITIES		
Increase (decrease) in net assets	\$ (380,568)	\$ 314,838
Adjustments to reconcile increase (decrease) in net assets to net cash used in operating activities:		
Realized and unrealized (gain) loss on investments	10,578	(19,750)
Reinvested interest and dividends	(14,942)	(19,537)
Depreciation	91,081	85,684
Prior years' excess provision for uncollectible pledges	(159,007)	(111,654)
Decrease in accounts and rent receivable	409	1,115
(Increase) decrease in prepaid and reimbursable expenses	182,722	(133,324)
Increase in contributions receivable	(230)	(90,144)
Decrease in grants receivable	-	11,743
(Increase) decrease in value of beneficial interest in assets held by others	150,302	(33,850)
Increase (decrease) in allocated annual campaign	154,555	(310,620)
Increase (decrease) in funds held for others	(37,796)	34,260
Decrease in grants payable	(22,000)	(86,078)
Increase (decrease) in accounts payable	13,047	(54,255)
Increase (decrease) in accrued expenses	(18,929)	22,998
Increase (decrease) in deferred revenue	4,506	(99,977)
<i>Net cash used in operating activities</i>	<u>\$ (26,272)</u>	<u>\$ (488,551)</u>

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION

Cash payments for:

Interest expense	\$ 11,315	\$ 11,521
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GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

Note 1. Nature of Activities

Granite United Way (the “United Way”) was formed on July 1, 2010, as the result of a merger of four local not-for-profit entities – Heritage United Way, Inc., United Way of Merrimack County, North Country United Way and Upper Valley United Way. All of these entities shared the common goal to raise and distribute funds for the community’s needs. This merger allows for shared resources and reduction in overhead in order to increase impact in the communities the United Way serves.

On February 1, 2012, the United Way acquired the assets and assumed the liabilities of United Way of Northern New Hampshire. On January 1, 2013, the United Way acquired the assets and assumed the liabilities of Lakes Region United Way.

The United Way conducts annual campaigns in the fall of each year to support hundreds of local programs, primarily in the subsequent year, while the State Employee Charitable Campaign, managed by the United Way, is conducted in May and June. Campaign contributions are used to support local health and human services programs, collaborations and to pay the United Way’s operating expenses. Donors may designate their pledges to support a region of the United Way, a Community Impact area, other United Ways or to any health and human service organization having 501(c)(3) tax-exempt status. Amounts pledged to other United Ways or agencies are included in the total contributions pledged revenue and as designations expense. The related amounts receivable and payable are reported as an asset and liability in the statement of financial position. The net campaign results are reflected as temporarily restricted in the accompanying statement of activities and changes in net assets, as the amounts are to be collected in the following year. Prior year campaign results are reflected as net assets released from restrictions in the current year statement of activities and changes in net assets.

The United Way invests in the community through three different vehicles:

March 31,	2016
Community Impact Awards to partner agencies	\$ 2,360,600
Donor designated gifts to Health and Human Service agencies	1,895,593
Granite United Way Program services	3,110,434
<i>Total</i>	<u><u>\$ 7,366,627</u></u>

Note 2. Summary of Significant Accounting Policies

Basis of accounting: The financial statements of the United Way have been prepared on the accrual basis. Under the accrual basis, revenues and gains are recognized when earned and expenses and losses are recognized when incurred. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

Estimates and assumptions: The United Way prepares its financial statements in accordance with generally accepted accounting principles. Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenue and expenses. Accordingly, actual results could differ from those estimates.

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NOTES TO FINANCIAL STATEMENTS

Cash and cash equivalents: For purposes of reporting cash flows, the United Way considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. The United Way had no cash equivalents at March 31, 2016 and 2015.

Basis of presentation: The United Way accounts for contributions received in accordance with the FASB Accounting Standards Codification topic for revenue recognition (FASB ASC 958-605) and contributions made in accordance with FASB ASC 958-720-25 and FASB ASC 958-310. In accordance with FASB ASC 958-605-25, contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence or nature of any donor restrictions. In addition, FASB ASC 958-310 requires that unconditional promises to give (pledges) be recorded as receivables and recognized as revenues.

The United Way adheres to the Presentation of Financial Statements for Not-for-Profit Organizations topic of the FASB Accounting Standards Codification (FASB ASC 958-205). Under FASB ASC 958-205, the United Way is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Descriptions of the three net asset categories are as follows:

Unrestricted net assets include both undesignated and designated net assets, which are the revenues not restricted by outside sources and revenues designated by the Board of Directors for special purposes and their related expenses.

Temporarily restricted net assets include gifts and pledges for which time restrictions or donor-imposed restrictions have not yet been met and donor designations payable associated with uncollected pledges. Temporarily restricted net assets also include the beneficial interest in assets held by others and the accumulated appreciation related to permanently restricted endowment gifts, which is a requirement of FASB ASC 958-205-45.

Permanently restricted net assets include gifts which require, by donor restriction, that the corpus be invested in perpetuity and only the income or a portion thereof be made available for program operations in accordance with donor restrictions.

Contributions receivable: Campaign pledge contributions are generally paid within one year. The United Way provides an allowance for uncollectible pledges at the time campaign results are recorded. Provisions for uncollectible pledges have been recorded in the amount of \$296,558 and \$307,265 for the campaign years ended March 31, 2016 and 2015, respectively. The provision for uncollectible pledges was calculated at 4.5% of the total pledges for both years ended March 31, 2016 and 2015.

Investments: The United Way's investments in marketable equity securities and all debt securities are reported at their fair value based upon quoted market prices in the accompanying statement of financial position. Unrealized gains and losses are included in the changes in net assets in the accompanying statement of activities. The United Way's investments do not have a significant concentration of credit risk within any industry, geographic location, or specific location.

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GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

Deferred revenue: The United Way charged a 10% administrative fee on the State Campaign designations for both years ended March 31, 2016 and 2015. The United Way charged 5% on most other designations for both of the years ended March 31, 2016 and 2015.

These administrative fees are recognized in the post campaign years, as this is the year they are available to offset administrative expenses.

Donated goods and services: Contributed services are recognized when the services received would typically need to be purchased if they had not been provided by donation or require specialized skills and are provided by individuals possessing those skills. Various types of in-kind support, including services, call center space, gift certificates, materials and other items, amounting to \$57,365 and \$31,169 have been reflected at fair value in the financial statements for the years ended March 31, 2016 and 2015, respectively.

A substantial number of volunteers have donated significant amounts of their time in United Way's program services; however, the value of this contributed time is not reflected in the accompanying financial statements since the volunteers' time does not meet the criteria for recognition.

Functional allocation of expenses: The cost of providing the various programs and other activities has been summarized on a functional basis in the statement of activities and changes in net assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Property and equipment: Property and equipment are included in unrestricted net assets and are carried at cost if purchased and fair value if contributed. Maintenance, repairs and minor renewals are expensed as incurred, and major renewals and betterments are capitalized. The United Way capitalizes additions of property and equipment in excess of \$1,000.

Depreciation of property and equipment is computed using the straight-line method over the following useful lives:

	Years
Building and building improvements.....	5-31½
Leasehold improvements	15
Furniture and equipment	3-10

Concentrations of credit risk: Financial instruments which potentially subject the United Way to concentrations of credit risk, consist primarily of contributions receivable, substantially all of which are from individuals, businesses, or not-for-profit organizations. Concentrations of credit risk are limited due to the large number of donors comprising the United Way's donor base. As a result, at March 31, 2016, the United Way does not consider itself to have any significant concentrations of credit risk with respect to contributions receivable.

In addition, the United Way maintains cash accounts with several financial institutions insured by the Federal Deposit Insurance Corporation up to \$250,000. Amounts included in cash in excess of federally insured limits were approximately \$130,120 at March 31, 2016.

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NOTES TO FINANCIAL STATEMENTS

Income taxes: The United Way is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The United Way is also exempt from state income taxes by virtue of its ongoing exemption from federal income taxes. Accordingly, no provision for income taxes has been recorded in the accompanying financial statements.

The United Way has adopted the provisions of FASB ASC 740 Accounting for Uncertainty in Income Taxes. Accordingly, management has evaluated the United Way's tax positions and concluded the United Way had maintained its tax-exempt status, does not have any significant unrelated business income and had taken no uncertain tax positions that require adjustment or disclosure in the financial statements.

With few exceptions, the United Way is no longer subject to income tax examinations by the U.S. Federal or State tax authorities for tax years before 2013. Also included are filings for United Way of Northern New Hampshire and Lakes Region United Way prior to their acquisitions on February 1, 2012 and January 1, 2013, respectively.

Note 3. Fair Value Measurements

The Fair Value Measurements Topic of the FASB Accounting Standards Codification (FASB ASC 820-10) establishes a fair value hierarchy that prioritizes the inputs to 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 measurements involving significant unobservable inputs (Level 3 measurements).

The three levels of the fair value hierarchy are as follows:

- Level 1 – inputs are unadjusted, quoted prices in active markets for identical assets at the measurement date. The types of assets carried at Level 1 fair value generally are securities listed in active markets. The United Way has valued their investments listed on national exchanges at the last sales price as of the day of valuation.
- Level 2 – inputs are based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market or can be corroborated by observable market data for substantially the full term of the assets or liabilities.
- Level 3 – inputs are generally unobservable and typically reflect management's estimates of assumptions that market participants would use in pricing the asset or liability. The fair values are therefore determined using model-based techniques that include option-pricing models, discounted cash flow models, and similar techniques.

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GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

Financial assets carried at fair value on a recurring basis consist of the following at March 31, 2016:

	Level 1	Level 2	Level 3
Money market funds	\$ 79,529	\$ 6,384	\$ -
Mutual funds:			
Domestic equity	89,491	-	-
International equity	4,188	-	-
Fixed income	247,901	-	-
Other	5,164	-	-
Fixed income funds	143,747	-	-
Municipal bonds	-	11,057	-
Corporate bonds	-	25,552	-
Beneficial interest in assets held by others	-	-	1,587,401
<i>Total</i>	<u>\$ 570,020</u>	<u>\$ 42,993</u>	<u>\$ 1,587,401</u>

Financial assets carried at fair value on a recurring basis consist of the following at March 31, 2015:

	Level 1	Level 2	Level 3
Money market funds	\$ 57,146	\$ 7,370	\$ -
Mutual funds:			
Domestic equity	91,342	-	-
International equity	4,551	-	-
Fixed income	256,427	-	-
Other	5,147	-	-
Fixed income funds	143,593	-	-
Municipal bonds	-	11,100	-
Corporate bonds	-	45,723	-
Beneficial interest in assets held by others	-	-	1,737,703
<i>Total</i>	<u>\$ 558,206</u>	<u>\$ 64,193</u>	<u>\$ 1,737,703</u>

	Beneficial interest in assets held by others
<i>Balance, April 1, 2014</i>	\$ 1,703,853
Total unrealized gains, net of fees included in changes in temporarily restricted net assets	<u>33,850</u>
<i>Balance, March 31, 2015</i>	\$ 1,737,703
Total unrealized losses, net of fees included in changes in temporarily restricted net assets	<u>(150,302)</u>
<i>Balance, March 31, 2016</i>	<u>\$ 1,587,401</u>
Amount of unrealized losses, net of fees attributable to change in unrealized losses relating to assets still held at the reporting date included in the statement of activities and changes in net assets	<u>\$ (150,302)</u>

(continued on next page)

GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

All assets have been valued using a market approach, except for the beneficial interest in assets held by others, and have been consistently applied. The market approach uses prices and other relevant information generated by market transactions involving identical or comparable assets. Prices may be indicated by pricing guides, sales transactions, market trades, or other sources. The fair value of investments in money market funds is based upon the net asset values determined by the underlying investments in which the funds invest.

The beneficial interest in assets held by others is valued using the income approach. The value is determined by calculating the present value of future distributions expected to be received, which approximates the value of the trust's assets at March 31, 2016 and 2015.

GAAP requires disclosure of an estimate of fair value for certain financial instruments. The United Way's significant financial instruments include cash and other short-term assets and liabilities. For these financial instruments, carrying values approximate fair value.

Note 4. Property and Equipment

Property and equipment, at cost, at March 31,	2016	2015
Land, buildings and building improvements	\$ 1,708,167	\$ 1,817,736
Leasehold improvements	5,061	5,061
Furniture and equipment	398,497	347,370
<i>Total property and equipment</i>	2,111,725	2,170,167
Less accumulated depreciation	(808,706)	(717,626)
<i>Total property and equipment, net</i>	<u><u>\$ 1,303,019</u></u>	<u><u>\$ 1,452,541</u></u>

Note 5. Assets Held for Sale

During the year ended March 31, 2016, the United Way made the decision to sell their property in Concord, New Hampshire. Negotiations for the assets held for sale are for a sale price in excess of carrying value.

Assets held for sale consisted of the following at March 31,	2016	2015
Building	\$ 89,781	\$ -
Building improvements	19,787	-
<i>Total assets held for sale</i>	<u><u>\$ 109,568</u></u>	<u><u>\$ -</u></u>

Note 6. Endowment Funds Held by Others

Agency endowed funds: The United Way is a beneficiary of various agency endowment funds at The New Hampshire Charitable Foundation. Pursuant to the terms of the resolution establishing these funds, property contributed to The New Hampshire Charitable Foundation is held as separate funds designated for the benefit of the United Way. In accordance with its spending policy, the Foundation may make distributions from the funds to the United Way. The distributions are approximately 4.03% of the market value of each fund per year.

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GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

The estimated value of the future distributions from the funds is included in these financial statements as required by FASB ASC 958-605, however, all property in the fund was contributed to The New Hampshire Charitable Foundation to be held and administered for the benefit of the United Way.

The United Way received \$68,879 and \$67,400 from the agency endowed funds during the years ended March 31, 2016 and 2015, respectively.

Designated funds: The United Way is also a beneficiary of two designated funds at The New Hampshire Charitable Foundation. Pursuant to the terms of the resolution establishing these funds, property contributed to The New Hampshire Charitable Foundation is held as a separate fund designated for the benefit of the United Way. In accordance with its spending policy, the Foundation makes distributions from the funds to the United Way.

The distributions are approximately 4.03% of the market value of the fund per year. These funds are not included in these financial statements, since all property in these funds was contributed to The New Hampshire Charitable Foundation to be held and administered for the benefit of the United Way.

The United Way received \$4,429 and \$4,333 from the designated funds during the year ended March 31, 2016 and 2015, respectively. The market value of these fund's assets amounted to approximately \$102,000 and \$111,700 as of March 31, 2016 and 2015, respectively.

Note 7. Long-term Debt

Long-term debt at March 31,	2016	2015
4.25% mortgage financed with a local bank. The note is due in monthly installments of principal and interest of \$1,837 through December 2031. The note is collateralized by the United Way's building located in Plymouth, NH.	\$ 250,701	\$ 261,645
Less portion payable within one year	11,683	11,198
<i>Total long-term debt</i>	<u>\$ 239,018</u>	<u>\$ 250,447</u>

The scheduled maturities of long-term debt at March 31, 2016 were as follows:

<u>Year Ending March 31,</u>	
2017	\$ 11,683
2018	12,190
2019	12,718
2020	13,269
2021	13,844
Thereafter	186,997
<i>Total</i>	<u>\$ 250,701</u>

The mortgage note with Franklin Savings Bank contains a financial covenant for debt service coverage, which is tested annually based on the year-end financial statements.

GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

Note 8. Funds Held for Others

The United Way held funds for others for the following projects:

March 31,		2016		2015
Concord Multicultural Project Fund	\$	17,571	\$	33,038
STEAM Ahead		-		23,485
Get Moving Manchester		748		1,798
Mayor's Prayer Breakfast		10,472		3,241
City of Concord Dog Park		-		3,606
Better Together		169		1,588
<i>Total</i>	\$	28,960	\$	66,756

During the year ended March 31, 2016, STEAM Ahead transitioned to a program of the United Way.

Note 9. Endowment Funds and Net Assets

The United Way adheres to the Other Presentation Matters section of the Presentation of Financial Statements for Not-for-Profit Organizations topic of the FASB Accounting Standards Codification (FASB ASC 958-205-45).

FASB ASC 958-205-45 provides guidance on the net asset classification of donor-restricted endowment funds for a nonprofit organization that is subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act (UPMIFA).

FASB ASC 958-205-45 also requires additional disclosures about an organization's endowment funds (both donor-restricted endowment funds and board-designated endowment funds) whether or not the organization is subject to UPMIFA.

The State of New Hampshire enacted UPMIFA effective July 1, 2008, the provisions of which apply to endowment funds existing on or established after that date. The United Way's endowment consists of three individual funds established for youth programs, Whole Village and general operating support. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. As required by GAAP, net assets associated with endowment funds, including those funds designated by the Board of Directors, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the United Way has interpreted UPMIFA as allowing the United Way to appropriate for expenditure or accumulate so much of an endowment fund as the United Way determines to be prudent for the uses, benefits, purposes and duration for which the endowment fund is established, subject to the intent of the donor as expressed in the gift instrument.

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GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

As a result of this interpretation, the United Way classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the United Way in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with UPMIFA, the United Way considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the various funds, (2) the purposes of the donor-restricted endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the United Way, and (7) the investment policies of the United Way.

Investment Return Objectives, Risk Parameters and Strategies: The United Way has adopted investment policies, approved by the Board of Directors, for endowment assets for the long-term. The United Way seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation, which exceeds the annual distribution with acceptable level of risk.

Investment risk is measured in terms of the total endowment fund; investment assets and allocations between asset classes and strategies are managed to not expose the fund to unacceptable level of risk.

Spending Policy: The United Way does not currently have a spending policy for distributions each year as they strive to operate within a budget of their current Campaign's income. To date there have been no distributions from the endowment fund.

Endowment net asset composition by type of fund as of March 31, 2016 is as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ -	\$ 37,928	\$ 100,397	\$ 138,325
Board-designated endowment funds	9,272	-	-	9,272
	<u>\$ 9,272</u>	<u>\$ 37,928</u>	<u>\$ 100,397</u>	<u>\$ 147,597</u>

(continued on next page)

GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

Changes in the endowment net assets as of March 31, 2016 are as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, March 31, 2015	\$ 9,162	\$ 36,305	\$ 100,397	\$ 145,864
Investment return:				
Investment income	195	2,889	-	3,084
Net depreciation (realized and unrealized)	(85)	(1,266)	-	(1,351)
Total investment return	110	1,623	-	1,733
Endowment net assets, March 31, 2016	<u>\$ 9,272</u>	<u>\$ 37,928</u>	<u>\$ 100,397</u>	<u>\$ 147,597</u>

Endowment net asset composition by type of fund as of March 31, 2015 is as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ -	\$ 36,305	\$ 100,397	\$ 136,702
Board-designated endowment funds	9,162	-	-	9,162
	<u>\$ 9,162</u>	<u>\$ 36,305</u>	<u>\$ 100,397</u>	<u>\$ 145,864</u>

Changes in the endowment net assets as of March 31, 2015 are as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, March 31, 2014	\$ 8,765	\$ 30,384	\$ 100,397	\$ 139,546
Investment return:				
Investment income	204	3,038	-	3,242
Net appreciation (realized and unrealized)	193	2,883	-	3,076
Total investment return	397	5,921	-	6,318
Endowment net assets, March 31, 2015	<u>\$ 9,162</u>	<u>\$ 36,305</u>	<u>\$ 100,397</u>	<u>\$ 145,864</u>

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GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

Income from permanently restricted net assets is available for the following purposes:

March 31,	2016	2015
General operations	\$ 14,930	\$ 14,930
Youth programs	11,467	11,467
General operations of Whole Village	74,000	74,000
<i>Total permanently restricted net assets</i>	<u>\$ 100,397</u>	<u>\$ 100,397</u>

Temporarily restricted net assets consisted of support and other unexpended revenues and represent the following:

March 31,	2016	2015
Public Health Network services	\$ 99,025	\$ 62,197
Contributions receivable related to campaigns	3,541,854	3,514,617
CDFA contributions receivable for the Bridge House and Whole Village Family Resource Center upgrades	132,000	-
Designations payable to other agencies and United Ways	(1,080,514)	(971,039)
211 Program	225,227	-
Volunteer income tax assistance program	15,258	33,630
Other programs	16,279	14,104
STEAM Ahead	27,084	-
Concord Cold Weather Shelter	31,080	-
Agency endowed funds at the New Hampshire Charitable Foundation	1,587,401	1,737,703
Portion of perpetual endowment funds subject to time restriction under UPMIFA	37,928	36,305
<i>Total temporarily restricted net assets</i>	<u>\$ 4,632,622</u>	<u>\$ 4,427,517</u>

The United Way was awarded up to \$257,500 in Community Development Investment Program Funds by the Community Development Finance Authority ("CDFA") for upgrades and clean energy improvements to the Bridge House and Whole Village Family Resource Center in Plymouth. During the year ended March 31, 2016, the CDFA accepted \$165,000 in donations from area businesses, resulting in net tax proceeds to the United Way of \$132,000 to benefit the project. This balance has been included in contributions receivable at March 31, 2016.

At March 31, 2016 and 2015, the Board of Directors has designated net assets amounting to \$- and \$394,087, respectively, which are funds set aside to meet the emerging opportunity needs of the community as they arise.

In addition, the Board of Directors has designated \$20,000 and \$50,000, respectively, for the South Central Health Network and Working Bridges during the year ended March 31, 2016.

GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

Note 10. Pension Fund

The United Way sponsors a tax-deferred annuity plan qualified under Section 403(b) of the Internal Revenue Code, whereby electing employees contribute a portion of their salaries to the plan. For the years ended March 31, 2016 and 2015, the United Way contributed \$72,511 and \$72,414, respectively to employees participating in the plan.

Note 11. Lease Commitments and Subsequent Event

During the year ended March 31, 2011, the United Way entered into an operating lease agreement for office space in Manchester, New Hampshire. The original term was for five years with options to renew for two additional five-year terms. The terms of the lease require monthly payments of \$2,373 with increases of 2% annually on each anniversary date of the lease. The lease also required the United Way to pay its share of other costs such as taxes, maintenance and insurance amounting to \$500 per month.

During the year ended March 31, 2015, the United Way leased additional office space in the same building. The monthly payments were \$600 through April 2015 and then increased to \$875 beginning in May 2015. The lease agreement is an addendum to the operating lease agreement for the main office space. The United Way did not renew for an additional term when the operating lease expired on May 31, 2015, and was instead leasing on a month-to-month basis.

During May 2016, the United Way entered into an operating lease agreement for the office space in Manchester, New Hampshire that they currently occupy and for additional office space at that location. Monthly rent payments are \$2,783 for the first year and increase to \$5,566 the second year which is when all leasehold improvements are expected to be completed for the additional office space hence the increase in rental amount. The rent will then be increased by 3% annually on each anniversary date of the lease.

Total rent expense amounted to \$46,290 and \$39,572 for the years ended March 31, 2016 and 2015, respectively.

The United Way leases a copy machine under the terms of an operating lease. The lease matured on October 1, 2014. The United Way began a new operating lease for a copy machine on October 1, 2014 with a term of 60 months. The monthly lease payment amount is \$170. The lease expense amounted to \$2,036 for both years ended March 31, 2016 and 2015.

The United Way's future minimum lease commitments are as follows:

Year ending March, 31

2017	\$	2,036
2018		2,036
2019		1,018
<i>Total</i>	\$	<u>5,090</u>

GRANITE UNITED WAY

NOTES TO FINANCIAL STATEMENTS

Note 12. Commitments

The United Way does not own the land on which their building in Laconia, New Hampshire is located. The United Way is part of a condominium association to which they pay quarterly dues that fund certain maintenance costs. For the years ended March 31, 2016 and 2015, the dues amounted to \$3,325 and \$3,259, respectively.

In Plymouth, the United Way rents space in a building which they own and occupy to twelve non-affiliated, non-profit organizations. The monthly lease payments range from \$125 to \$1,500 per month. For the years ended March 31, 2016 and 2015, the rental income amounted to \$59,102 and \$46,285, respectively. The United Way also provides space at no charge to one tenant in the Plymouth, New Hampshire building for affordable childcare services in support of its mission to provide services, support and resources to develop strong families, confident parents and healthy children.

Note 13. Other Program Services

Other program services included in the accompanying statement of functional expenses include expenses for the following programs:

Year ending March 31,	2016	2015
Women's Leadership Council	\$ -	\$ 27,302
Financial Stability Program	1,692	44,287
Whole Village Family Resource Center	51,294	33,894
Service Learning Partnership	45,000	35,000
Northern NH direct client services	16,663	11,185
Youth Venture Program	-	592
Bring It Program	38,636	26,421
Other program services	9,997	4,114
Carroll County United	3,672	15,313
Curcuru Community Service Fund	1,829	69
<i>Total</i>	\$ 168,783	\$ 198,177

Note 14. Payment to Affiliated Organizations and Related Party

The United Way paid dues to United Way of Worldwide. The United Way's dues paid to this affiliated organization aggregated \$67,321 and \$65,855 for the years ended March 31, 2016 and 2015, respectively.

The United Way is reimbursed for services provided to United Ways of New Hampshire. The total amount that was billed to United Ways of New Hampshire for services amounted to approximately \$- and \$213,696 for the years ended March 31, 2016 and 2015, respectively.

Included in prepaid and reimbursable expenses in the accompanying statements of financial position is \$- and \$103,631 at March 31, 2016 and 2015, respectively, that is due to United Way from United Ways of New Hampshire.

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NOTES TO FINANCIAL STATEMENTS

On April 1, 2015, the 211 program transitioned to a program of the United Way. Previously, the United Ways of New Hampshire operated the 211 program. The United Way paid dues amounting to \$- and \$120,768 to the United Ways of New Hampshire for the 211 program for the years ended March 31, 2016 and 2015, respectively.

Note 15. Reclassifications

Certain reclassifications have been made to the March 31, 2015 financial statement presentation to correspond to the current year's format. Net assets and changes in net assets are unchanged due to these reclassifications.

Note 16. Subsequent Events

During May 2016, the United Way entered into an operating lease agreement for the office space in Manchester, New Hampshire that they currently occupy and for additional office space at that location (see Note 11).

Subsequent to year end, the United Way entered into a purchase and sale agreement for the sale of the Concord office space. The transaction amounting to \$220,000 is expected to close during the year ended March 31, 2017.

The United Way has evaluated subsequent events through August 25, 2016, the date which the financial statements were available to be issued, and have not evaluated subsequent events after that date. There were no other subsequent events that would require disclosure in financial statements for the year ended March 31, 2016.

GRANITE UNITED WAY

SUPPLEMENTARY SCHEDULE OF COMMUNITY IMPACT AWARDS TO QUALIFIED
PARTNER AGENCIES AND EMERGING OPPORTUNITY GRANTS
MERRIMACK COUNTY REGION
Year Ended March 31, 2016

	Community Impact Awards
Blueberry Express Day Care	\$ 32,000
Boys and Girls Clubs of Central New Hampshire - Suncook capital project	10,000
Child and Family Services of New Hampshire	15,000
Community Action Program:	
Meals on Wheels	35,000
Head Start	17,000
Community Bridges:	
Early Supports & Services	20,000
Concord Coalition to End Homelessness	20,000
Concord Family YMCA:	
Child Development Center	25,000
Copper Cannon Camp	5,000
Merrimack Valley Day Care	90,000
NH Legal Assistance	60,000
NH Pro Bono Referral System	18,000
Penacook Community Center	47,078
Pittsfield Youth Workshop	30,000
Second Start:	
Adult Education	14,000
Alternative High School	14,000
First Start	15,000
The Friends Program:	
Emerging Housing	35,000
Foster Grandparents	18,000
The Mayhew Program	10,000
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	\$ 530,078

GRANITE UNITED WAY

SUPPLEMENTARY SCHEDULE OF COMMUNITY IMPACT AWARDS TO QUALIFIED
PARTNER AGENCIES AND EMERGING OPPORTUNITY GRANTS
MERRIMACK COUNTY REGION (CONTINUED)
Year Ended March 31, 2016

	Emerging Opportunity Grants
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The Friends Program - Youth Mentoring	\$ 35,000
Suncook Capital Project	10,000
Penacook Community Center	8,500
Merrimack Valley Day Care - Special Infant Care	21,000
Merrimack Valley Day Care - Building Improvements	39,237
Riverbend - CHIP	30,000
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	\$ 143,737
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GRANITE UNITED WAY

SUPPLEMENTARY SCHEDULE OF COMMUNITY IMPACT AWARDS TO QUALIFIED
PARTNER AGENCIES AND EMERGING OPPORTUNITY GRANTS
NORTH COUNTRY REGION
Year Ended March 31, 2016

	Community Impact Awards
Boys and Girls Club of the North Country - After School Program	\$ 9,800
Copper Cannon Camp	3,000
Grafton County Senior Citizens:	
Aging Services	9,800
RSVP Bone Builders	4,500
ServiceLink	2,750
NH Legal Assistance	3,000
Northern Human Services	2,552
Tri-County Community Action Program	4,000
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	\$ 39,402

GRANITE UNITED WAY

**SUPPLEMENTARY SCHEDULE OF COMMUNITY IMPACT AWARDS TO QUALIFIED
PARTNER AGENCIES AND EMERGING OPPORTUNITY GRANTS
UPPER VALLEY REGION
Year Ended March 31, 2016**

	Community Impact Awards
Alice Peck Day Memorial Hospital	\$ 20,000
Child and Family Services of New Hampshire:	
Behavioral Health	19,000
Safe Visitation Program	23,000
Child Care Center in Norwich	6,000
Child Care Resource	3,375
Community Action Program Belknap	2,750
Copper Cannon Camp	1,000
Cover Home Repair	27,000
Dismas of Vermont	12,500
Girls Incorporated of New Hampshire	7,000
Global Campuses Foundation	3,000
Good Neighbor Health Clinic/Red Logan Dental Clinic	15,000
Grafton County Senior Citizens Council:	
Chore Corps	1,300
Supporting Health Access	13,500
ServiceLink	2,500
Green Mountain Children's Center	28,975
Health Connections of the Upper Valley	1,000
HIV/HCV Resource Center	10,000
Mt. Ascutney Hospital and Health Center	15,000
NH Legal Assistance	9,000
Safeline, Inc.	11,000
Second Wind Foundation:	
Community Education & Advocacy	9,000
Turning Point Recovery Center	15,000
Willow Grove	10,000
Special Needs Support Center of the Upper Valley:	
Educational Advocacy	5,000
Springfield Warming Shelter	1,500
Southeastern Vermont Community Action:	
Fuel and Housing Assistance	20,000

GRANITE UNITED WAY

SUPPLEMENTARY SCHEDULE OF COMMUNITY IMPACT AWARDS TO QUALIFIED
PARTNER AGENCIES AND EMERGING OPPORTUNITY GRANTS
UPPER VALLEY REGION (CONTINUED)
Year Ended March 31, 2016

	Community Impact Awards
The Family Place - Families Learning Together	\$ 9,000
The Children's Center of the Upper Valley:	
Closing the Gap on Low-Middle Income Families	9,000
Increasing Literacy Opportunities	5,000
The Mayhew Program	4,000
Twin Pines Housing Trust	
Affordable Housing	22,000
Support and Services at Home	14,851
Upper Valley Haven:	
Community Services Program	15,000
Shelter Services Program	19,000
Valley Court Diversion Program:	
Adult Restorative Court Diversion Program	10,000
Court Diversion Program	9,000
Vermont Law School	10,000
Willing Hands - Feeding Hungry Neighbors	4,999
Windham and Windsor Housing Trust:	
Financial Capabilities	6,000
Support and Services at Home	7,100
Windsor County Partners:	
Lunch Program	2,000
Partners Always Lend Support Program	3,000
WISE:	
Crisis Intervention & Support Services	17,244
Emergency Shelter & Housing	7,200
Prevention & Community Education	6,000
	<u>\$ 472,794</u>
	Emerging Opportunity Grants
Springfield Warming Shelter	\$ 3,000
Spark! Community Center	5,000
Second Wind Foundation	2,500
Upper Valley Community Nurse Program	3,835
West Central Behavioral Health - In-Shape Program	3,835
Child and Family Services - Security Upgrades	6,682
	<u>\$ 24,852</u>

GRANITE UNITED WAY**SUPPLEMENTARY SCHEDULE OF COMMUNITY IMPACT AWARDS TO QUALIFIED
PARTNER AGENCIES AND EMERGING OPPORTUNITY GRANTS
SOUTHERN REGION
Year Ended March 31, 2016**

	Community Impact Awards
Bhutanese Community of New Hampshire	\$ 15,000
Big Brothers Big Sisters of New Hampshire	10,000
Boys and Girls Club of Manchester	23,000
City Year New Hampshire - Whole School Whole Child	50,000
Easter Seals New Hampshire, Inc.	20,000
Girls Incorporated of New Hampshire	20,000
Granite State Children's Alliance	10,000
Manchester Neighborhood Health Improvement Strategy:	
Building Adult Capacities Collaborative	230,000
Childhood Resiliency and Care Coordination	170,000
Manchester Community Health Center:	
Behavioral Health Integration Program	40,000
Manchester Community Resource Center, Inc.	12,500
NH Legal Assistance	23,000
Rockingham Nutrition & Meals on Wheels Program	15,000
Serenity Place:	
Residential Treatment Program	50,000
Transitional Living Program	25,000
St. Joseph Community Services, Inc.	20,000
The Granite YMCA:	
YMCA Power Scholars Academy	10,000
YMCA Start	25,000
The Mental Health Center of Greater Manchester - Bedford Counseling Assoc.	25,000
The Upper Room, A Family Resource Center	15,000
The Way Home - Steps to Success in Safe, Affordable Housing	25,000
YWCA New Hampshire - Crisis Service	25,000
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	\$ 858,500

GRANITE UNITED WAY

SUPPLEMENTARY SCHEDULE OF COMMUNITY IMPACT AWARDS TO QUALIFIED
PARTNER AGENCIES AND EMERGING OPPORTUNITY GRANTS
NORTHERN REGION
Year Ended March 31, 2016

	Community Impact Awards
Child and Family Services of New Hampshire	\$ 1,000
Community Action Program Belknap	1,000
Coos County Family Health Services, Inc.	3,500
Copper Cannon Camp	3,000
Harvest Christian Fellowship:	
Community Café	2,500
Feeding Hope Food Pantry	3,000
Helping Hands North, Inc.	3,000
NH Legal Assistance	2,000
NH JAG	3,000
Northern Human Services	5,000
White Mountain Community College:	
Assisting People in Transition	1,500
Child Development Center	1,500
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	\$ 30,000
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GRANITE UNITED WAY

**SUPPLEMENTARY SCHEDULE OF COMMUNITY IMPACT AWARDS TO QUALIFIED
PARTNER AGENCIES AND EMERGING OPPORTUNITY GRANTS
CENTRAL REGION
Year Ended March 31, 2016**

	Community Impact Awards
	<hr/>
Appalachian Mountain Teen Project	\$ 9,703
Belknap County Economic Development Council	24,258
Boys and Girls Clubs of Central New Hampshire	19,406
Health First Family Care Center	41,239
Laconia Area Community Land Trust	33,961
Lakes Region Child Care Services	58,219
Lakes Region Community Services	33,961
River's Edge Early Learning Fit Up	8,000
Salvation Army	24,258
	<hr/>
	<u><u>\$ 253,005</u></u>
	Emerging Opportunity Grants
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Boys and Girls Club of Central New Hampshire	<u><u>\$ 8,500</u></u>