

**UNITED WAY OF GREATER
MERCER COUNTY**

Financial Statements
and
Supplementary Information

· June 30, 2010

UNITED WAY OF GREATER MERCER COUNTY

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June 30, 2010

(With Comparative Totals for the Year Ended June 30, 2009)

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INDEPENDENT AUDITORS' REPORT

To the Board of Trustees of
United Way of Greater Mercer County

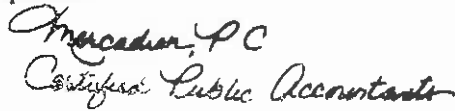
We have audited the accompanying statement of financial position of United Way of Greater Mercer County ("UWGMC") as of June 30, 2010 and the related statements of activities, cash flows and functional expenses for the year then ended. These financial statements are the responsibility of the UWGMC's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from the UWGMC's 2009 financial statements, and in our report dated October 13, 2009, we expressed an unqualified opinion on those financial statements.

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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the UWGMC as of June 30, 2010, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was performed for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying schedule of collaborations, projects and grants for the year ended June 30, 2010, on page 19 is presented for the purpose of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated, in all material respects, in relation to the basic financial statements taken as a whole.

The additional information on page 20 related to additional pledges not collected by UWGMC is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the basic financial statements and accordingly, we express no opinion on it.


April 14, 2011

- AN INDEPENDENTLY OWNED MEMBER OF THE RSM MCGGLADREY NETWORK
- AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS
- NEW JERSEY SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS
- NEW YORK SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS
- PENNSYLVANIA INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS
- AICPA'S PRIVATE COMPANIES PRACTICE SECTION
- AICPA'S CENTER FOR AUDIT QUALITY
- REGISTERED WITH THE PCAOB

UNITED WAY OF GREATER MERCER COUNTY

STATEMENT OF FINANCIAL POSITION

June 30, 2010
(With Comparative Totals for 2009)

| | <u>2010</u> | <u>2009</u> |
|---|---------------------|---------------------|
| ASSETS | | |
| Cash and cash equivalents (Notes A & B) | \$ 389,626 | \$ 247,682 |
| Investments (Notes A & E) | 1,668,811 | 1,676,136 |
| Pledges receivable (Notes A & C) | 2,277,041 | 2,444,525 |
| Grants receivable | - | 16,096 |
| Accrued interest receivable | 4,645 | 15,410 |
| Other receivable | 470 | 2,144 |
| Prepaid expenses | 14,603 | 30,770 |
| Restricted cash and cash equivalents (Note B) | 449,220 | 338,240 |
| Bequest receivable (Note D) | 176,856 | 200,670 |
| Beneficial interest in assets held by a foundation (Note F) | 133,024 | 116,962 |
| Property and equipment, net (Note H) | <u>26,372</u> | <u>28,796</u> |
| Total assets | <u>\$ 5,140,668</u> | <u>\$ 5,117,431</u> |
| LIABILITIES AND NET ASSETS | | |
| Liabilities | | |
| Accounts payable and accrued expenses | \$ 280,509 | \$ 68,852 |
| Grants payable | 545,943 | 568,680 |
| Designations payable | 1,212,001 | 1,223,280 |
| Deferred revenue | <u>1,864</u> | <u>8,397</u> |
| Total liabilities | <u>2,040,317</u> | <u>1,869,209</u> |
| Net Assets (Notes J & K) | | |
| Unrestricted | | |
| Undesignated | 1,022,044 | 1,227,247 |
| Board designated | 1,407,648 | 1,354,088 |
| Investment in property and equipment | <u>26,372</u> | <u>28,796</u> |
| Total unrestricted | 2,456,064 | 2,610,131 |
| Temporarily restricted | 618,265 | 612,069 |
| Permanently restricted | <u>26,022</u> | <u>26,022</u> |
| Total Net Assets | <u>3,100,351</u> | <u>3,248,222</u> |
| Total Liabilities and Net Assets | <u>\$ 5,140,668</u> | <u>\$ 5,117,431</u> |

UNITED WAY OF GREATER MERCER COUNTY

STATEMENT OF ACTIVITIES

Year Ended June 30, 2010

(With Comparative Totals for the Year Ended June 30, 2009)

| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total | 2009 |
|--|--------------|---------------------------|---------------------------|--------------|--------------|
| Support and revenues | | | | | |
| Campaign results | \$ 4,875,386 | \$ 315,160 | \$ - | \$ 5,190,546 | \$ 5,649,273 |
| Less: Tri-State shared pledges | (616,685) | - | - | (616,685) | (792,973) |
| Less: Donor designations | (1,692,209) | - | - | (1,692,209) | (1,965,542) |
| Provision for collection loss | (330,967) | - | - | (330,967) | (352,177) |
| | 2,235,525 | 315,160 | - | 2,550,685 | 2,538,580 |
| Support | | | | | |
| Grants and contracts | 7,280 | - | - | 7,280 | 29,092 |
| Contributions from estates and trusts | 560 | - | - | 560 | 9,225 |
| Service fees | 158,685 | - | - | 158,685 | 198,517 |
| In-kind gifts | 115,729 | - | - | 115,729 | 198,870 |
| Designations revenue | 112,495 | - | - | 112,495 | 169,096 |
| Rental Income | 10,428 | - | - | 10,428 | - |
| Miscellaneous revenue | 7,264 | - | - | 7,264 | - |
| Investment income | 48,586 | 3,365 | - | 51,951 | 79,855 |
| Realized gains on investments | 78,419 | - | - | 78,419 | - |
| Unrealized loss on investments | (42,346) | - | - | (42,346) | (126,037) |
| Unrealized gain (loss) on beneficial interest in assets held by a foundation | 13,153 | - | - | 13,153 | (19,369) |
| | 2,745,778 | 318,525 | - | 3,064,303 | 3,077,829 |
| Net assets released due to satisfaction of purpose restrictions | 312,329 | (312,329) | - | - | - |
| Total support and revenues | 3,058,107 | 6,196 | - | 3,064,303 | 3,077,829 |
| Expenses | | | | | |
| Program services | | | | | |
| Gross funds awarded/distributed | 3,163,313 | - | - | 3,163,313 | 3,509,344 |
| Less: Donor designated net funds distributed | (1,538,377) | - | - | (1,538,377) | (1,770,810) |
| | 1,624,936 | - | - | 1,624,936 | 1,738,534 |
| Program and initiatives expenses | 417,155 | - | - | 417,155 | 639,166 |
| Total program services | 2,042,091 | - | - | 2,042,091 | 2,377,700 |
| Supporting services | | | | | |
| Management and general | 535,084 | - | - | 535,084 | 707,012 |
| Private sector fundraising | 420,196 | - | - | 420,196 | 397,591 |
| Public sector fundraising | 214,803 | - | - | 214,803 | 226,538 |
| Total supporting services | 1,170,083 | - | - | 1,170,083 | 1,331,141 |
| Total expenses | 3,212,174 | - | - | 3,212,174 | 3,708,841 |
| Change in net assets | (154,067) | 6,196 | - | (147,871) | (631,012) |
| Net assets, beginning of year | 2,610,131 | 612,069 | 26,022 | 3,248,222 | 3,879,234 |
| Net assets, end of year | \$ 2,456,064 | \$ 618,265 | \$ 26,022 | \$ 3,100,351 | \$ 3,248,222 |

See notes to financial statements.

UNITED WAY OF GREATER MERCER COUNTY

STATEMENT OF CASH FLOWS

Year Ended June 30, 2010
(With Comparative Totals for the Year Ended June 30, 2009)

| | <u>2010</u> | <u>2009</u> |
|---|-------------------|-------------------|
| Cash Flows from Operating Activities | | |
| Change in net assets | \$ (147,871) | \$ (631,012) |
| Adjustments to reconcile changes in net assets to net cash provided by (used in) operating activities | | |
| Unrealized loss on investments | 42,346 | 126,037 |
| Unrealized (gain) loss on beneficial interest in assets held by a foundation | (13,153) | 19,369 |
| Realized gains on investments | (78,419) | - |
| Allowance for bad debts | (21,210) | (92,558) |
| Depreciation | 6,989 | 13,269 |
| Net present value on bequest receivable | (19,615) | (11,859) |
| Increase (decrease) in cash from | | |
| Pledges receivable | 188,694 | 341,070 |
| Grants receivable | 16,096 | (65) |
| Accrued interest receivable | 10,765 | (78) |
| Other receivable | 1,674 | 43,897 |
| Prepaid expenses | 16,167 | (74) |
| Bequest receivable | 43,429 | 27,038 |
| Accounts payable and accrued expenses | 211,657 | (4,198) |
| Grants payable | (22,737) | (84,485) |
| Designations payable | (11,279) | (427,261) |
| Deferred revenue | <u>(6,533)</u> | <u>(13,631)</u> |
| Net cash provided by (used in) operating activities | <u>217,000</u> | <u>(694,541)</u> |
| Cash Flows from Investing Activities | | |
| Property and equipment purchases | (4,565) | (7,891) |
| Proceeds from sale of investments | 1,230,569 | 1,469,121 |
| Purchase of investments | (1,190,080) | (667,500) |
| Sale (purchase) of cash equivalents with restricted cash | <u>(110,980)</u> | <u>139,238</u> |
| Net cash (used in) provided by investing activities | <u>(75,056)</u> | <u>932,968</u> |
| Net increase in cash and cash equivalents | 141,944 | 238,427 |
| Cash and cash equivalents, beginning of year | <u>247,682</u> | <u>9,255</u> |
| Cash and cash equivalents, end of year | <u>\$ 389,626</u> | <u>\$ 247,682</u> |

See notes to financial statements.

UNITED WAY OF GREATER MERCER COUNTY
STATEMENT OF FUNCTIONAL EXPENSES
Year Ended June 30, 2010
(With Comparative Totals for the Year Ended June 30, 2009)

| | PROGRAM SERVICES | | | | | SUPPORTING SERVICES | | | | | Total Expenses 2009 |
|---------------------------------------|------------------|--------------------------------|------------------|------------------------|------------------------|-----------------------------|----------------------------|---------------------------|---------------------|--------------|---------------------|
| | Community Impact | Community Resource Development | Special Projects | Total Community Impact | Management and General | Private Sector Fund Raising | Public Sector Fund Raising | Total Supporting Services | Total Expenses 2010 | | |
| Grants | \$ 1,516,846 | \$ - | \$ - | \$ 1,516,846 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 1,516,846 | \$ 1,738,534 |
| Professional staff | 240,621 | 31,484 | 7,364 | 279,468 | 129,477 | 227,044 | 54,038 | 410,559 | 690,027 | 902,061 | |
| Clerical staff | - | 784 | - | 784 | 58,998 | 5,874 | 32,102 | 96,974 | 97,758 | 119,797 | |
| Payroll taxes and benefits | 83,863 | 11,679 | 2,854 | 98,396 | 80,338 | 80,705 | 28,759 | 189,802 | 288,198 | 334,070 | |
| Total Personnel | 324,484 | 43,947 | 10,218 | 378,648 | 268,813 | 313,623 | 114,899 | 697,334 | 1,075,983 | 1,355,928 | |
| Contract services | 2,085 | 420 | 39,822 | 42,327 | 52,279 | 3,032 | 6,121 | 61,432 | 103,760 | 108,291 | |
| Grants to other organizations | - | - | 1,619 | 1,619 | - | - | - | - | 1,619 | 1,619 | |
| Rent and Maintenance | 42,397 | 8,510 | 1,889 | 52,796 | 66,484 | 61,459 | 21,911 | 149,854 | 202,650 | 181,428 | |
| Supplies | 1,725 | 346 | 68 | 2,139 | 2,660 | 2,500 | 1,868 | 7,028 | 9,167 | 16,840 | |
| Telecommunications | 4,844 | 896 | 503 | 6,243 | 8,505 | 7,278 | 8,035 | 23,818 | 30,061 | 32,848 | |
| Postage and shipping | 886 | 1,391 | 241 | 2,518 | 2,435 | 2,606 | 1,411 | 6,452 | 8,970 | 8,275 | |
| Printing and materials | 338 | 68 | 16,276 | 16,682 | 915 | 10,112 | 46,449 | 57,476 | 74,158 | 92,836 | |
| Travel and vehicle | 1,546 | 988 | 161 | 2,695 | 1,980 | 2,068 | 6,351 | 10,399 | 13,094 | 16,754 | |
| Dues and subscriptions | 266 | 47 | 64 | 377 | 901 | 336 | 124 | 1,361 | 1,738 | 2,015 | |
| Meetings/special events | 69 | 364 | 3,300 | 3,733 | 5,364 | 396 | 2,328 | 8,088 | 11,821 | 16,143 | |
| Career and volunteer development | 642 | 5 | 6 | 653 | 65 | 35 | 13 | 113 | 766 | 3,638 | |
| Strategic planning expense | - | - | - | - | 4,205 | - | - | 4,205 | 4,205 | 23,279 | |
| Equipment rent/repairs/maintenance | 3,525 | 710 | 971 | 5,206 | 9,555 | 5,125 | 1,895 | 16,575 | 21,781 | 24,919 | |
| Advertising | 1,593 | 321 | 438 | 2,352 | 4,318 | 2,316 | - | 6,634 | 8,986 | 23,505 | |
| Insurance | 2,299 | 463 | 633 | 3,395 | 6,231 | 3,343 | 1,236 | 10,810 | 14,206 | 13,804 | |
| Miscellaneous | 690 | 2,646 | 157 | 3,493 | 3,915 | 829 | 307 | 5,051 | 8,544 | 5,307 | |
| United Way of America/UWNU Dues | 3,067 | 618 | 845 | 4,530 | 8,314 | 4,460 | 1,247 | 14,021 | 18,551 | 50,437 | |
| Contingent retirement benefit expense | - | - | - | - | 87,917 | - | - | 87,917 | 87,917 | - | |
| Depreciation | 1,130 | 229 | 311 | 1,670 | 3,066 | 1,645 | 608 | 5,319 | 6,988 | 13,269 | |
| Miscellaneous reimbursement | - | - | (5,830) | (5,830) | (2,838) | (967) | - | (3,805) | (9,635) | (20,828) | |
| Total Expenses 2010 | \$ 1,908,431 | \$ 61,968 | \$ 71,692 | \$ 2,042,091 | \$ 535,084 | \$ 420,196 | \$ 214,803 | \$ 1,170,083 | \$ 3,212,174 | | |
| Total Expenses 2009 | \$ 2,114,542 | \$ 147,111 | \$ 116,047 | \$ 2,377,700 | \$ 707,012 | \$ 397,591 | \$ 226,538 | \$ 1,331,141 | \$ 3,708,841 | | |

See notes to financial statements.

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

United Way of Greater Mercer County ("UWGMC") is a New Jersey, non-profit corporation that was formed to develop resources and address the most pressing needs facing people in the greater Mercer County, New Jersey area. UWGMC's primary objective is to have a positive and lasting impact on the lives of people residing and working in its coverage area.

UWGMC's focus in resource development is to generate financial and non-financial resources to address clearly identified community problems. UWGMC accomplishes this through workplace campaigns and individual requests for donations. Each person and organization contacted is asked to commit financial gifts to UWGMC and to make a contribution of time and talent. Through the development of these three vital resources, UWGMC positions itself to address the needs of the community.

After assessing community needs, UWGMC Board of Trustees approved funding collaborative projects that focus on long-term community change. These projects are grouped under three "Vision Councils" designed to address priority needs in Helping Children Succeed ("HCS"), Fostering Self-Sufficiency ("FSS") and Caring for Seniors and People with Disabilities ("CSPD"). UWGMC's website www.uwgmcc.org describes the collaborations in detail. Collaborations approved but not yet funded are reflected as grants payable.

UWGMC contracts with United Way of New Jersey's 2-1-1 for its information and referral assistance in the community. 2-1-1 connects people with specific human service needs to programs serving the community. Referrals are made to quality programs and follow-up is done to assure satisfaction. UWGMC also works cooperatively with Volunteer Connect, a volunteer organization, to provide on-line volunteer opportunities and referrals.

Basis of Accounting

The financial statements of the UWGMC have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets, revenues, expenses, and gains and losses are classified based on the existence or absence of donor-imposed restrictions.

Basis of Presentation

The UWGMC 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.

FASB Accounting Standards Codification

Effective for financial statements issued for interim and annual periods ending after September 15, 2009, the Financial Accounting Standards Board ("FASB") issued a new standard known as *The FASB Accounting Standards Codification and the Hierarchy of Generally Accepted Accounting Principles*, which became the source of authoritative United States generally accepted accounting principles ("GAAP") recognized by the FASB to be applied to nongovernmental entities. As a result of this new standard, the FASB will not issue new standards in the form of Statements but instead will issue Accounting Standards Updates. The new standard also modified the GAAP hierarchy to include only two levels of GAAP: authoritative and non-authoritative. The UWGMC has adopted the disclosure and hierarchy requirements of this standard for the year ended June 30, 2010.

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Cash and Cash Equivalents

Cash equivalents include time deposits, certificates of deposit and highly liquid debt instruments with original maturities of three months or less.

Pledges Receivable

Pledges Receivable are stated at the amount management expects to collect from outstanding balances. The provision for uncollectible pledges is determined based upon historical experience with donors.

Public Support and Revenue Recognition

Contributions are recognized when the donor makes a promise to give to the UWGMC that is, in substance, unconditional. Unconditional promises to give due in the next year are reflected as current promises to give and are recorded at their net realizable values. Unconditional promises to give due in subsequent years are reflected as long-term promises to give and are recorded at the present values of their net realizable values, using risk-free interest rates applicable to the years in which the promises are received to discount the amounts.

Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires during the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Contributions of donated non-cash assets are recorded at their fair values in the periods received. Contributions of donated services that create or enhance non-financial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation are recorded at their fair values in the period services are received.

Donations of property and equipment are recorded as contributions at their estimated fair values at the dates of donation. Such donations are reported as increases in unrestricted net assets, unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their uses and contributions of cash that must be used to acquire property and equipment are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, the UWGMC reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The UWGMC reclassifies temporarily restricted net assets to unrestricted net assets at that time.

Investment income and gains restricted by donors are reported as increases in unrestricted net assets if the restrictions are met (which occurs when either a stipulated time period ends or a purpose restriction is accomplished) during the reporting period in which the income and gains are recognized.

Local and state grant awards are classified as refundable advances until expended for the purpose of the grants, since they are conditional promises to give.

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Investments

The UWGMC carries investments at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying statement of activities. Interest and dividend income is recognized when earned.

UWGMC measures fair value by reference to a framework established in accordance with generally accepted accounting principles. Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the investment in an orderly transaction between market participants on the measurement date. The UWGMC will value investments using quoted market prices in active markets for identical investments to the extent possible (Level 1). To the extent that such market prices are not available, the UWGMC will next attempt to value such investments using observable measurement criteria, including quoted market prices of similar investments in active markets and other corroborated factors (Level 2). In the event that quoted market prices in active markets and other observable measurement criteria are not available, the UWGMC will develop measurement criteria based on the best information available (Level 3). Level 3 valuations incorporate certain assumptions and projections in determining the fair value assigned to such assets or liabilities.

Property, Equipment and Depreciation

Property and equipment is recorded at cost, except for donated items, which are recorded at fair market value on the date of donation. Depreciation is provided for using the straight-line method over the estimated useful lives of the assets as follows:

| | |
|--------------------------------|------------|
| Office equipment and furniture | 3-7 years |
| Leasehold improvements | 5-10 years |

It is UWGMC policy to capitalize expenditures for those items costing in excess of \$500. Repairs and maintenance which do not extend the useful lives of the related assets are expensed as incurred.

Income Taxes

The UWGMC has received a determination letter from the Internal Revenue Service concluding that it is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. It has been classified as an organization that is not a private foundation under Section 509(a)(2) of the Internal Revenue Code and qualifies for deductible contributions as provided in Section 170(b)(1)(vi).

The FASB issued new guidance on accounting for uncertainty in income taxes. The UWGMC adopted this new guidance for the year ended June 30, 2010. Management evaluated the UWGMC's tax positions and concluded that the UWGMC has taken no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of this guidance. With few exceptions, the UWGMC is no longer subject to income tax examinations by the U.S. federal, state or local authorities for years before June 30, 2007.

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Functional Allocation of Expenses

The costs of providing program and initiative and supporting services have been summarized on a functional basis in the statement of activities. Accordingly, certain operating costs have been allocated among the functional categories. Some expenses, such as personnel, rent, supplies and telephone, are allocated to each program or function based on time spent by UWGMC staff in each of these areas, which is consistent with the benefit derived by each program.

Comparative Financial Information

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the UWGMC's financial statements for the year ended June 30, 2009, from which the summarized information was derived.

Subsequent Events

Management has evaluated subsequent events that occurred after the statement of financial position date but before April 14, 2011, the date the financial statements were available to be issued. No items were determined by management to require disclosure.

B. CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of demand deposits and money market funds as follows:

| | <u>June 30.</u> | |
|--|-------------------|-------------------|
| | <u>2010</u> | <u>2009</u> |
| Unrestricted | \$ 389,626 | \$ 247,682 |
| Restricted | | |
| State of New Jersey Employee Charitable Campaign | 420,032 | 338,240 |
| Endowment | <u>29,188</u> | <u>-</u> |
| Total Restricted | <u>449,220</u> | <u>338,240</u> |
| Total Cash and Cash Equivalents | <u>\$ 838,846</u> | <u>\$ 585,922</u> |

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

C. PLEDGES RECEIVABLE

Pledges receivable are the amounts due from individual and corporate contributors in the New York, New Jersey and Connecticut area as a result of the annual campaign. Campaign pledge contributions are generally paid within one year. UWGMC provides an allowance for uncollectible pledges based on historical collection experience at the time campaign results are recorded.

Details of pledges receivable are as follows:

| | June 30, | |
|--|---------------------|---------------------|
| | 2010 | 2009 |
| Corporate and individual pledges receivable | \$ 2,384,168 | \$ 2,499,087 |
| Unrestricted United Way of Tri-State pledges | 223,840 | 297,615 |
| Less: Allowance for uncollectible pledges | (330,967) | (352,177) |
| | \$ 2,277,041 | \$ 2,444,525 |

To the extent that corporate and individual pledges receivable have been designated by the donor for a specific agency, a corresponding liability for designations payable has been recorded. At June 30, 2010 and 2009, these designations, net of allowance for uncollectible pledges, total \$1,212,001 and \$1,223,280, respectively.

D. BEQUEST RECEIVABLE

During the year ended June 30, 2006, UWGMC received a bequest from an estate and is to receive funds as follows per the unit trust agreement:

| | June 30, | |
|------------------------------------|-------------------|-------------------|
| | 2010 | 2009 |
| Receivable in less than one year | \$ 24,356 | \$ 24,356 |
| Receivable in one to five years | 121,780 | 97,424 |
| Receivable in more than five years | 79,157 | 146,942 |
| Total bequest receivable | 225,293 | 268,722 |
| Less discount to net present value | (48,437) | (68,052) |
| | \$ 176,856 | \$ 200,670 |

In addition to the unit trust there were two charitable remainder annuity trusts formed as a result of the estate agreement. UWGMC is a named beneficiary of these trusts. The actual amount of the bequest is contingent on factors which can vary significantly over a long period of time and as a result, the receivables for these trusts have not been reflected in these financial statements. In addition, the net present value of these trusts as of June 30, 2010 and 2009, was \$33,572 and \$31,973, respectively.

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

E. INVESTMENTS

Investments are reported at fair value. All investments held by UWGMC at June 30, 2010 and 2009, are classified in Level 1 since their fair value is determined based on quoted prices in an active market exchange.

Fair values and unrealized appreciation (depreciation) by investment type are summarized as follows:

| | <u>June 30, 2010</u> | | |
|---|----------------------|--------------------|---|
| | <u>Cost</u> | <u>Fair Value</u> | <u>Unrealized Appreciation (Depreciation)</u> |
| Operating | | | |
| Certificates of deposit | \$1,014,948 | \$1,038,460 | \$ 23,512 |
| U.S. mortgage pools and asset backed securities | 114,559 | 99,730 | (14,829) |
| NJ Employee Charitable Campaign | | | |
| Certificate of deposit | 80,000 | 80,174 | 174 |
| Endowment | | | |
| Mutual funds | <u>487,171</u> | <u>450,447</u> | <u>(36,724)</u> |
| | <u>\$1,696,678</u> | <u>\$1,668,811</u> | <u>\$ (27,867)</u> |
| | | | |
| | <u>June 30, 2009</u> | | |
| | <u>Cost</u> | <u>Fair Value</u> | <u>Unrealized Appreciation (Depreciation)</u> |
| Operating | | | |
| Certificates of deposit | \$1,022,365 | \$1,055,248 | \$ 32,883 |
| U.S. mortgage pools and asset backed securities | 160,476 | 125,648 | (34,828) |
| NJ Employee Charitable Campaign | | | |
| Certificates of deposit | 86,518 | 86,518 | - |
| Endowment | | | |
| Mutual funds | <u>604,823</u> | <u>408,722</u> | <u>(196,101)</u> |
| | <u>\$1,874,182</u> | <u>\$1,676,136</u> | <u>\$ (198,046)</u> |

The following schedule summarizes the investment return and its classification in the statement of activities for the year ended:

| | <u>June 30, 2010</u> | | |
|----------------------------------|----------------------|-----------------------------------|------------------|
| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Total</u> |
| Interest and dividend income | \$ 48,586 | \$ 3,365 | \$ 51,951 |
| Net realized and unrealized gain | <u>36,073</u> | <u>-</u> | <u>36,073</u> |
| Total investment return | <u>\$ 84,659</u> | <u>\$ 3,365</u> | <u>\$ 88,024</u> |

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

E. INVESTMENTS (CONTINUED)

| | <u>June 30, 2009</u> | | |
|----------------------------------|----------------------|-----------------------------------|--------------------|
| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Total</u> |
| Interest and dividend income | \$ 76,747 | \$ 3,108 | \$ 79,855 |
| Net realized and unrealized loss | (126,037) | - | (126,037) |
| Total investment return | <u>\$ (49,290)</u> | <u>\$ 3,108</u> | <u>\$ (46,182)</u> |

The annual return on investments exclusive of unrealized losses was approximately 7.8 percent and 3.7 percent for the years ended June 30, 2010 and 2009, respectively.

F. BENEFICIAL INTEREST IN ASSETS HELD BY A FOUNDATION

In 1997, UWGMC established a Designated Fund with the Princeton Area Community Foundation of New Jersey (the "Foundation" or "PACF NJ") an unaffiliated organization, through a transfer of unrestricted funds. Under the Fund Agreement, the Board of Trustees of the Foundation has full authority and discretion as to the investment of the assets of the Fund. Gifts may be made at any time by UWGMC and both the principal and the net income are available for the charitable purposes of UWGMC. The fair value of the Fund at June 30, 2010 and 2009, was \$133,024 and \$116,962, respectively.

G. RECURRING FAIR VALUE MEASUREMENTS

UWGMC has provided fair value disclosure information for relevant assets and liabilities in these financial statements. The following table summarizes assets which have been accounted for at fair value on a recurring basis, as of June 30, 2010 and 2009, by valuation hierarchy:

| <u>June 30, 2010</u> | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|--|---------------------|----------------|-------------------|---------------------|
| Certificates of deposit | \$ 1,118,634 | \$ - | \$ - | \$ 1,118,634 |
| US mortgage pools and asset backed securities | 99,730 | - | - | 99,730 |
| Mutual funds | 450,447 | - | - | 450,447 |
| Beneficial interest in assets held by Foundation (PACF NJ) | - | - | 133,024 | 133,024 |
| Total | <u>\$ 1,668,811</u> | <u>\$ -</u> | <u>\$ 133,024</u> | <u>\$ 1,801,835</u> |
| | | | | |
| <u>June 30, 2009</u> | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
| Certificates of deposit | \$ 1,141,766 | \$ - | \$ - | \$ 1,141,766 |
| US mortgage pools and asset backed securities | 125,648 | - | - | 125,648 |
| Mutual funds | 408,722 | - | - | 408,722 |
| Beneficial interest in assets held by Foundation (PACF NJ) | - | - | 116,962 | 116,962 |
| Total | <u>\$ 1,676,136</u> | <u>\$ -</u> | <u>\$ 116,962</u> | <u>\$ 1,793,098</u> |

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

G. RECURRING FAIR VALUE MEASUREMENTS (CONTINUED)

The following is a summary of changes in the fair value of UWGMC's Level 3 investments:

| <u>PACF NJ</u> | <u>June 30,</u> | |
|--|-------------------|-------------------|
| | <u>2010</u> | <u>2009</u> |
| Balance, beginning of year | \$ 116,962 | \$ 136,331 |
| Unrealized gains (losses) included in earnings | 13,153 | (19,369) |
| Income and expenses | 2,909 | - |
| Balance, end of year | <u>\$ 133,024</u> | <u>\$ 116,962</u> |

The assets held by PACF NJ consist of publicly traded corporate bond funds, domestic equity funds, international equity funds, privately held companies and closely held limited partnerships and investment companies. The fair value of this interest is provided by PACF NJ based upon the underlying valuation of each fund in the portfolio.

H. PROPERTY AND EQUIPMENT

Property and equipment, shown net of accumulated depreciation consisted of the following:

| | <u>June 30,</u> | |
|--------------------------------|------------------|------------------|
| | <u>2010</u> | <u>2009</u> |
| Leasehold improvements | \$ 4,900 | \$ 4,900 |
| Furniture and equipment | 230,766 | 254,474 |
| Total Cost | 235,666 | 259,374 |
| Less: Accumulated depreciation | 209,294 | 230,578 |
| Total | <u>\$ 26,372</u> | <u>\$ 28,796</u> |

Depreciation expense totaled \$6,989 and \$13,269 for the years ended June 30, 2010 and 2009, respectively.

I. RETIREMENT PLANS AND OTHER RETIREMENT BENEFITS

UWGMC sponsors an employer funded defined contribution pension plan (the "Plan") which covers all eligible employees over the age of twenty-one who have completed one year of service. The expense for the Plan years ended June 30, 2010 and 2009 was \$76,465 and \$103,147, respectively. It is UWGMC's policy to fund the Plan monthly.

UWGMC provides non-contributory health care and life insurance benefits to certain retired employees. These benefits apply only to former employees of Delaware Valley United Way and United Way-Princeton Area Communities who retired and were qualified under grandfather provisions of the former organizations. The UWGMC's liability for post-retirement benefits in the amount of \$87,917 for the year ended June 30, 2010, has been recorded in the statement of financial position under the caption "accounts payable and accrued expenses". During the years ended June 30, 2010 and 2009, \$17,727 and \$20,409, respectively, have been paid to provide benefits for three retired employees. Current UWGMC employees have no provision for future health or life insurance benefits.

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

J. RESTRICTIONS ON NET ASSETS

Components of net assets were as follows:

| | June 30, | |
|--|---------------------|---------------------|
| | 2010 | 2009 |
| Unrestricted | | |
| Undesignated, available for general operations | <u>\$ 1,109,961</u> | <u>\$ 1,227,247</u> |
| Board designated reserves | | |
| Collaboratives funding | 764,288 | 764,367 |
| Community public partnership activities | 30 | 1,130 |
| Priority responsive fund | 3,206 | 4,687 |
| Community initiative fund | 19,742 | 20,142 |
| Latino vision council | 7,252 | 5,420 |
| Josephine Peiser Grant | - | 3,000 |
| Unexpended Core Service and Collaboration Grants | 29,658 | 29,658 |
| Quasi-endowment contributions | 133,024 | 116,962 |
| Other quasi-endowment (estates and trusts) contributions | <u>450,448</u> | <u>408,722</u> |
| Total board designated | 1,407,648 | 1,354,088 |
| Investment in property and equipment | <u>26,372</u> | <u>28,796</u> |
| Total unrestricted net assets | <u>\$ 3,925,257</u> | <u>\$ 3,935,423</u> |
| Temporarily Restricted | | |
| Employees' charitable campaign costs | \$ 117,849 | \$ 123,422 |
| Bequest receivable for use in subsequent years | 176,856 | 200,670 |
| Campaign pledges for use in subsequent year | <u>323,560</u> | <u>287,977</u> |
| | <u>\$ 618,265</u> | <u>\$ 612,069</u> |
| Permanently Restricted | | |
| Permanently restricted-donor endowed principal | <u>\$ 26,022</u> | <u>\$ 26,022</u> |
| Net assets were released from donor restrictions as follows: | | |
| Expense incurred to satisfy donor restrictions | <u>\$ 312,329</u> | <u>\$ 337,858</u> |

K. ENDOWMENT

Endowment Description & Interpretation of Relevant Law

UWGMC's endowment consists of various individual funds established for community service programs. Its endowment includes both donor-restricted endowment funds and funds designated by the board to function as endowments (Quasi-endowments). Net assets associated with endowment funds, including Quasi-endowments are classified and reported based on the existence or absence of donor-imposed restrictions.

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

K. ENDOWMENT POLICY (CONTINUED)

Endowment Description & Interpretation of Relevant Law (Continued)

UWGMC is subject to New Jersey's enacted version of the Uniform Prudent Management of Institutional Funds Act of 2006 ("UPMIFA") that was effective June 10, 2009, the provisions of which apply to endowment funds existing on or established after that date. UWGMC has reviewed all of its endowment funds, and based on their interpretation of UPMIFA, no amounts needed to be reclassified from unrestricted net assets to temporarily restricted net assets of July 1, 2008.

The Board of Trustees has interpreted the UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds unless there are explicit donor stipulations to the contrary. As a result of this interpretation, UWGMC classifies as permanently restricted net assets (a) the original value of gift 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 UWGMC in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, UWGMC considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund.
2. The purposes of the UWGMC and the donor-restricted endowment fund.
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 UWGMC
7. Investment policies of UWGMC

Endowment net asset composition by type of fund:

| | June 30, 2010 | | | Total |
|-----------------------------|-------------------|------------------------|------------------------|-------------------|
| | Unrestricted | Temporarily Restricted | Permanently Restricted | |
| Donor-restricted endowments | \$ (3,518) | \$ - | \$ 26,022 | \$ 22,504 |
| Board-designated endowments | 560,968 | - | - | 560,968 |
| Total fund | <u>\$ 557,450</u> | <u>\$ -</u> | <u>\$ 26,022</u> | <u>\$ 583,472</u> |

| | June 30, 2009 | | | Total |
|-----------------------------|-------------------|------------------------|------------------------|-------------------|
| | Unrestricted | Temporarily Restricted | Permanently Restricted | |
| Donor-restricted endowments | \$ (5,085) | \$ - | \$ 26,022 | \$ 20,937 |
| Board-designated endowments | 504,747 | - | - | 504,747 |
| Total fund | <u>\$ 499,662</u> | <u>\$ -</u> | <u>\$ 26,022</u> | <u>\$ 525,684</u> |

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

K. ENDOWMENT POLICY (CONTINUED)

Endowment Description & Interpretation of Relevant Law (Continued)

Changes in endowment net assets for years ended June 30, 2010 and 2009:

| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Permanently Restricted</u> | <u>Total</u> |
|---|-----------------------|-----------------------------------|-----------------------------------|-----------------------|
| Endowment net assets, July 1, 2008 | \$ 639,622 | \$ 2,977 | \$ 26,022 | \$ 668,621 |
| Contributions | 24,404 | - | - | 24,404 |
| Investment income (loss) | <u>(164,364)</u> | <u>(2,977)</u> | - | <u>(167,341)</u> |
| Endowment net assets, June 30, 2009 | 499,662 | - | 26,022 | 525,684 |
| Contributions | 11,142 | - | - | 11,142 |
| Investment income | <u>46,646</u> | - | - | <u>46,646</u> |
| Endowment net assets, June 30, 2010 | <u>\$ 557,450</u> | <u>\$ -</u> | <u>\$ 26,022</u> | <u>\$ 583,472</u> |

Funds with deficiencies:

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires UWGMC to retain as a fund of perpetual duration. Deficiencies of this nature that are reported in unrestricted net assets were \$3,518 and \$5,085 as of June 30, 2010 and 2009, respectively. These deficiencies resulted from unfavorable market fluctuations.

Endowment Spending Policy

The Board of Trustees has elected to pursue a conservative spending policy that enables long-term growth of the endowment's real purchasing power while providing ongoing support to various aspects of the UWGMC's community service programs. Spending from the endowment will not exceed 4% on a rolling 12 quarter basis with only 2% being paid until the fund reaches three quarters of \$1 million, and 3% being spent when the fund reaches three quarters of \$1 million but before the fund reaches \$1 million. Funds from earnings on permanently restricted net assets appropriated for expenditure under the spending policy are expended according to donor restrictions and are classified as net assets released from restrictions on the accompanying statement of activities.

For the years ended June 30, 2010 and 2009, UWGMC did not appropriate net assets for expenditure or spend endowment funds.

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

K. ENDOWMENT POLICY (CONTINUED)

Endowment Investment

The Board of Trustees has adopted the long-term investment objective of preserving the endowment's purchasing power by seeking long-term rates of total return that, over time, either match or exceed the spending rate plus inflation, while minimizing the portfolio's risk posture or volatility. The total return includes dividends, interest and capital gains less any capital losses and expenses. The funds asset allocation should be 80% equities and 20% bonds and cash. The portfolio is reviewed quarterly and rebalanced when there is a 5% plus or minus deviation.

L. CONTINGENCY

UWGMC is one of 30 United Ways that participate in the annual campaign of the United Way Worldwide's Tri-State Regional Office ("UWW-RO") in New York City (formerly United Way of Tri-State), an organization responsible for managing the campaign for corporations that elect to be part of the regional campaign. At its June 2010 meeting, the UWGMC Board of Trustees approved the "United Way Regional Partnership Agreement for the Tri-State Area." This approval is required annually for UWGMC to continue participation in the regional campaign and distribution process. Contributions from these corporations and their employees are accounted for by UWW-RO, who in turn distributes the collected pledges among the participating United Ways according to a formula, which includes factors such as need and where the funds are raised. A significant portion of the UWGMC's campaign revenue is generated from employees of corporations that participate in the UWW-RO Campaign. A major change in the distribution factors or in the participation of large corporations could have a material impact on UWGMC's operations.

The following is a summary of the UWW-RO distributions to UWGMC:

| | <u>Year Ended June 30,</u> | |
|--|----------------------------|-------------------|
| | <u>2010</u> | <u>2009</u> |
| Distribution share-unrestricted funds, net of processing costs and estimated pledge losses | \$ 123,367 | \$ 206,348 |
| Pledges designated by donors including amounts to known funded agencies, net of processing costs and pledge losses | <u>728,339</u> | <u>714,088</u> |
| Total UWW-RO distribution | <u>\$ 851,706</u> | <u>\$ 920,436</u> |

Total campaign revenue at June 30, 2010 and 2009, has been reduced by \$616,685 and \$792,973, respectively, which represents the UWW-RO campaign revenue raised by UWGMC in excess of what UWW-RO distributes to UWGMC.

UNITED WAY OF GREATER MERCER COUNTY

NOTES TO FINANCIAL STATEMENTS

M. CONCENTRATIONS OF CREDIT RISK

UWGMC's financial instruments that are exposed to concentrations of credit risk consist primarily of its cash, cash equivalents, receivables and investments. UWGMC's financial instruments are placed with a wide array of institutions that have high credit ratings. Cash equivalents and investments are in certificates of deposit, treasury bills, money market funds and high quality equities. This investment policy limits UWGMC's exposure to concentrations of credit risk. UWGMC frequently has cash in excess of FDIC limitations. UWGMC has a long-standing history of collecting its pledges receivable, which are from campaign pledges from numerous donors over the tri-state area. An allowance for uncollectible has been established for amounts whose collection is questionable.

N. OPERATING LEASE COMMITMENTS

UWGMC rents office facilities under a non-cancelable operating lease agreement through March 2013. Minimum lease payments under the lease are as follows:

| <u>Year ended June 30,</u> | <u>Amount</u> |
|----------------------------|-------------------|
| 2011 | \$ 129,465 |
| 2012 | 130,064 |
| 2013 | <u>98,897</u> |
| Total | <u>\$ 358,426</u> |

UWGMC's rent and occupancy expense for office space under its lease amounted to \$202,651 and \$181,428 for the years ended June 30, 2010 and 2009, respectively.

O. ADMINISTRATIVE COST RATIO

UWGMC calculates the administrative cost ratio, per the United Way of Worldwide's Functional Expense and Overhead Reporting Standards for United Ways, as follows:

| | <u>Year Ended June 30,</u> | |
|---|----------------------------|---------------------|
| | <u>2010</u> | <u>2009</u> |
| Support services | | |
| Form 990, Part IX, Line 25, Column C, Management and general expenses | \$ 535,084 | \$ 707,012 |
| Form 990, Part IX, Line 25, Column D, Fundraising expenses | <u>634,999</u> | <u>624,129</u> |
| Total support services | <u>\$ 1,170,083</u> | <u>\$ 1,331,141</u> |
| Total Revenue and support from Form 990, Part VIII, Line 12, Column A | <u>\$ 5,248,558</u> | <u>\$ 5,787,019</u> |
| Administrative cost ratio | <u>22.29 %</u> | <u>23.00 %</u> |

SUPPLEMENTARY INFORMATION

UNITED WAY OF GREATER MERCER COUNTY
SCHEDULE OF COLLABORATIONS, PROJECTS AND GRANTS

Year Ended June 30, 2010
(With Comparative Totals for the Year Ended June 30, 2009)

After assessing community needs, Collaborations Funding was authorized by the UWGMC Board of Trustees. The collaborative projects are grouped under three "Vision Councils" designed to address priority needs in Helping Children Succeed, Fostering Self-Sufficiency and Caring for Seniors and People with Disabilities. UWGMC's website www.uwgmc.org describes the collaborations in detail.

| | <u>Year Ended June 30,</u> | |
|---|----------------------------|---------------------|
| | <u>2010</u> | <u>2009</u> |
| Collaboration Funding | | |
| Family Education Collaborative | \$ 52,378 | \$ 54,560 |
| Hardcore Kids | - | 52,722 |
| Trenton-Leadership & Mentoring Program | 113,856 | 118,600 |
| TRIO (Teaming Resources for Innovative Opportunity) | 117,994 | 122,910 |
| Nutrition Alliance | 135,293 | 140,930 |
| Community of Services Collaboration | 299,560 | 312,040 |
| Mercer County Latino Domestic Violence Initiative | 119,080 | 124,040 |
| EITC (Earned Income Tax Credit) & Asset Building Campaign | - | 29,170 |
| Project Connect | 203,680 | 212,165 |
| Partners in Caring | 159,293 | 165,930 |
| Housing First Initiative | <u>109,104</u> | <u>113,650</u> |
| Total Collaboration Funding | 1,310,238 | 1,446,717 |
| Volunteer Connect | 20,000 | 20,000 |
| In-kind gifts | 131,533 | 227,907 |
| Community initiatives grants | | |
| Boys and Girls Club | 45,000 | - |
| First Book of Mercer County | - | 1,000 |
| Jewish Family & Children Services | 400 | 6,000 |
| Project Homeless Connect | 1,000 | - |
| YWCA of Trenton | - | 2,500 |
| Emergency and special grants | | |
| Ecuadorian Civic Association | - | 400 |
| Holiday and Backpack Drive Expenditures | 4,094 | 17,810 |
| Jewish Family & Children's Services | 1,600 | 4,600 |
| Mercer Alliance to End Homelessness | 1,000 | 2,500 |
| Military Assistance | 1,481 | 2,226 |
| Mill Hill Child & Family Development | - | 3,440 |
| Mount Carmel Guild of Trenton | <u>500</u> | <u>3,434</u> |
| | <u>\$ 1,516,846</u> | <u>\$ 1,738,534</u> |

UNITED WAY OF GREATER MERCER COUNTY
ADDITIONAL PLEDGES NOT COLLECTED BY UWGMC

Years Ended June 30, 2010 and 2009 (Unaudited)

In addition to pledges collected by UWGMC, additional resources are generated through UWGMC but are not included in the accompanying financial statements. These resources include funds distributed directly to participating agencies as well as grant funds for which UWGMC administers and provides bookkeeping services. For the years ended June 30, 2010 and 2009, additional amounts of \$218,327 and \$245,839, respectively were generated by UWGMC activity. A summary of these resources is as follows:

Emergency Food and Shelter Program provides funds to Mercer County, New Jersey resulting from UWGMC's management of that program. For the years ended June 30, 2010 and 2009, funds paid directly to participating agencies totaled \$218,327 and \$227,037, respectively.

UWGMC manages the county participation in the Gifts-in-Kind International Program. During the years ended June 30, 2010 and 2009, \$0 and \$18,802, respectively, has been received in equipment and supplies throughout Mercer County as a result of this program. The UWGMC discontinued the management of this program during the year ended June 30, 2010.