

MOSSES ADAMS

**UNITED WAY OF
SAN DIEGO COUNTY**

**INDEPENDENT AUDITOR'S REPORT
AND
FINANCIAL STATEMENTS
WITH ADDITIONAL INFORMATION**

JUNE 30, 2007

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
United Way of San Diego County

We have audited the accompanying statement of financial position of United Way of San Diego County ("United Way") as of June 30, 2007, and the related statements of activities, functional expenses, and cash flows for the year then ended. These financial statements are the responsibility of United Way'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 United Way's June 30, 2006 financial statements and, in our report dated August 18, 2006, 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 United Way of San Diego County as of June 30, 2007, 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.

Moss Adams LLP

San Diego, California
October 16, 2007

UNITED WAY OF SAN DIEGO COUNTY

STATEMENT OF FINANCIAL POSITION

JUNE 30, 2007

(With Comparative Amounts for June 30, 2006)

| | 2007 | 2006 |
|--|----------------------|----------------------|
| ASSETS | | |
| Cash and cash equivalents | \$ 1,750,164 | \$ 1,342,512 |
| Investments | 6,841,893 | 5,907,338 |
| Pledges receivable, net | 7,250,701 | 7,435,844 |
| Accounts receivable | 196,896 | 564,791 |
| Prepaid expenses and other assets | 37,706 | 72,750 |
| Land, building, and equipment, net | 1,503,003 | 1,521,476 |
| Prepaid pension assets | - | 105,607 |
| Intangible pension asset | - | 105,222 |
| Beneficial interest - funds held by others | 1,089,713 | 995,216 |
| Total assets | <u>\$ 18,670,076</u> | <u>\$ 18,050,756</u> |
| LIABILITIES AND NET ASSETS | | |
| Liabilities | | |
| Accounts payable and accrued expenses | \$ 421,055 | \$ 326,134 |
| Amount due to Combined Health Agencies | 242,489 | 238,063 |
| Amount due to Combined Federal Campaign agencies | 2,926,896 | 2,961,839 |
| Designations payable | 2,466,031 | 2,496,523 |
| Allocations payable | 2,664,795 | 2,868,933 |
| Line of credit | 130,540 | 428,161 |
| Net pension fund liability | 480,825 | 493,289 |
| Total liabilities | <u>9,332,631</u> | <u>9,812,942</u> |
| Commitments (Notes 8 and 12) | | |
| Net Assets | | |
| Unrestricted | 8,767,955 | 8,002,383 |
| Temporarily restricted | 522,826 | 188,767 |
| Permanently restricted | 46,664 | 46,664 |
| Total net assets | <u>9,337,445</u> | <u>8,237,814</u> |
| Total liabilities and net assets | <u>\$ 18,670,076</u> | <u>\$ 18,050,756</u> |

UNITED WAY OF SAN DIEGO COUNTY

STATEMENT OF ACTIVITIES

YEAR ENDED JUNE 30, 2007

(With Comparative Summarized Financial Information for Year Ended June 30, 2006)

| | 2007 | | | 2006 Total | |
|---|---------------|---------------------------|---------------------------|---------------|---------------|
| | Unrestricted | Temporarily Restricted | Permanently Restricted | | Total |
| REVENUE, GAINS, AND OTHER SUPPORT | | | | | |
| Campaign results | | | | | |
| Current campaign year | \$ 20,646,440 | \$ - | \$ - | \$ 20,646,440 | \$ 21,340,655 |
| Future campaign years | - | 383,120 | - | 383,120 | 28,924 |
| Prior campaign years | 856,513 | - | - | 856,513 | 595,675 |
| Gross campaign results | 21,502,953 | 383,120 | - | 21,886,073 | 21,965,254 |
| Less designated campaign results | (13,018,297) | - | - | (13,018,297) | (13,451,503) |
| Campaign revenue | 8,484,656 | 383,120 | - | 8,867,776 | 8,513,751 |
| Less provision for uncollectible pledges | (1,349,602) | - | - | (1,349,602) | (900,085) |
| Net campaign results | 7,135,054 | 383,120 | - | 7,518,174 | 7,613,666 |
| Other | | | | | |
| Investment income | 529,117 | - | - | 529,117 | 353,031 |
| Service fees | 508,182 | - | - | 508,182 | 606,351 |
| Unrealized gains on investments | 419,504 | - | - | 419,504 | 213,460 |
| In-kind contributions | 210,238 | - | - | 210,238 | - |
| Grants and contracts | 132,505 | - | - | 132,505 | 132,500 |
| Designations from other United Ways | 90,108 | - | - | 90,108 | 133,879 |
| Contributions | 77,808 | - | - | 77,808 | 1,516,572 |
| Miscellaneous income | 35,461 | - | - | 35,461 | 42,026 |
| Net assets released from restrictions | 49,061 | (49,061) | - | - | - |
| Total other | 2,051,984 | (49,061) | - | 2,002,923 | 2,997,819 |
| Total revenue, gains, and other support | 9,187,038 | 334,059 | - | 9,521,097 | 10,611,485 |
| EXPENSES | | | | | |
| Program services | | | | | |
| Gross funds awarded/distributed | 16,288,853 | - | - | 16,288,853 | 16,868,330 |
| Less donor designations | (13,018,297) | - | - | (13,018,297) | (13,451,503) |
| Community impact funds distributed | 3,270,556 | - | - | 3,270,556 | 3,416,827 |
| Community Capacity Building and Initiatives | 530,945 | - | - | 530,945 | 585,851 |
| Labor Community Services | 409,732 | - | - | 409,732 | 384,509 |
| Other supplemental programs | 486 | - | - | 486 | 846 |
| Total program expenses | 4,211,719 | - | - | 4,211,719 | 4,388,033 |
| Supporting services | | | | | |
| Fundraising | 2,279,820 | - | - | 2,279,820 | 2,142,864 |
| Organizational administration | 1,641,417 | - | - | 1,641,417 | 1,808,534 |
| United Way of America dues | 179,322 | - | - | 179,322 | 190,453 |
| Total support services | 4,100,559 | - | - | 4,100,559 | 4,141,851 |
| Total expenses | 8,312,278 | - | - | 8,312,278 | 8,529,884 |
| CHANGE IN NET ASSETS BEFORE PENSION ADJUSTMENT | 874,760 | 334,059 | - | 1,208,819 | 2,081,601 |
| EFFECT OF IMPLEMENTATION OF FASB STATEMENT 158 | 109,188 | - | - | 109,188 | - |
| ADDITIONAL PENSION OBLIGATION | - | - | - | - | (6,895) |
| CHANGE IN NET ASSETS | 765,572 | 334,059 | - | 1,099,631 | 2,088,496 |
| NET ASSETS | | | | | |
| Beginning of year | 8,002,383 | 188,767 | 46,664 | 8,237,814 | 6,149,318 |
| End of year | \$ 8,767,955 | \$ 522,826 | \$ 46,664 | \$ 9,337,445 | \$ 8,237,814 |

UNITED WAY OF SAN DIEGO COUNTY

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2007

(With Comparative Summarized Financial Information for Year Ended June 30, 2006)

| | 2007 SUPPORTING SERVICES | | | | 2006 Total | 2007 PROGRAM SERVICES | | | | 2006 Total |
|---|-----------------------------|----------------------------------|----------------------------------|--------------|---------------|---|--------------------------------|-----------------------------------|--------------|---------------|
| | Fundraising | Organizational Administration | United Way of America Dues | Total | | Community Capacity Building and Initiatives | Labor Community Services | Other Supplemental Programs | Total | |
| Salaries & Related Expenses | | | | | | | | | | |
| Professional salaries | \$ 561,072 | \$ 685,619 | \$ - | \$ 1,246,691 | \$ 1,159,282 | \$ 176,559 | \$ 83,173 | \$ - | \$ 259,732 | \$ 218,385 |
| Support salaries | 85,694 | 379,008 | - | 464,702 | 529,024 | 23,154 | 158,458 | - | 181,612 | 189,935 |
| Payroll taxes & benefits | 126,576 | 211,117 | - | 337,693 | 361,406 | 31,593 | 49,147 | - | 80,740 | 73,548 |
| Contracted staff salaries | 197,778 | 53,023 | - | 250,801 | 188,154 | 53,968 | - | - | 53,968 | 105,467 |
| Temporary salaries | 148,193 | 9,780 | - | 157,973 | 213,044 | 4,666 | - | - | 4,666 | - |
| Pension expense | 88,244 | 125,803 | - | 214,047 | 392,423 | 20,130 | - | - | 20,130 | 33,614 |
| In-kind staff services | (7,050) | (155,735) | - | (162,785) | (113,787) | (1,608) | 57,113 | - | 55,505 | 55,488 |
| Total salaries and related expenses | 1,200,507 | 1,308,615 | - | 2,509,122 | 2,729,546 | 308,462 | 347,891 | - | 656,353 | 676,437 |
| Other Expenses | | | | | | | | | | |
| Special allocations, grants and other | | | | | | | | | | |
| CFC and other campaigns | 573,571 | - | - | 573,571 | 585,763 | - | (26,250) | - | (26,250) | (26,250) |
| In-kind non-operating services | 210,238 | - | - | 210,238 | - | - | - | - | - | 14,778 |
| Printing and awards | 92,360 | 2,632 | - | 94,992 | 51,102 | 97 | 2,758 | - | 2,855 | 18,249 |
| Depreciation and amortization | 30,361 | 44,969 | - | 75,330 | 74,927 | 6,926 | 705 | - | 7,631 | 7,760 |
| Audit and legal fees | - | 56,481 | - | 56,481 | 72,598 | - | - | - | - | 80 |
| Films and audio visual | 47,594 | 337 | - | 47,931 | 40,202 | - | - | - | - | - |
| Occupancy and mortgage interest | 19,062 | 28,302 | - | 47,364 | 66,577 | 4,347 | 36,758 | - | 41,105 | 44,476 |
| Transportation | 26,503 | 16,083 | - | 42,586 | 43,028 | 5,026 | 13,486 | - | 18,512 | 16,293 |
| Staff development | 289 | 39,915 | - | 40,204 | 23,918 | 56 | 60 | - | 116 | 5,753 |
| Telephone | 6,431 | 27,270 | - | 33,701 | 33,924 | 1,409 | 10,263 | - | 11,672 | 8,914 |
| Payroll service fees | - | 26,346 | - | 26,346 | 17,919 | - | - | - | - | - |
| Advertisement | 20,100 | 3,158 | - | 23,258 | 43,987 | 149 | 500 | - | 649 | 1,965 |
| Investment management fee | 22,915 | - | - | 22,915 | 19,127 | - | - | - | - | - |
| Insurance | - | 22,432 | - | 22,432 | 23,379 | - | - | - | - | - |
| Duplicating | 4,178 | 16,291 | - | 20,469 | 11,799 | 666 | - | - | 666 | - |
| Equipment rental & leases | 4,675 | 15,352 | - | 20,027 | 21,712 | 1,067 | 3,156 | 349 | 4,572 | 2,060 |
| Minor equipment | 6,502 | 11,682 | - | 18,184 | 12,995 | 1,134 | - | - | 1,134 | 492 |
| Supplies | 4,751 | 6,094 | - | 10,845 | 9,924 | 542 | 1,090 | - | 1,632 | 4,221 |
| Local expenses | 2,056 | 8,574 | - | 10,630 | 5,342 | - | - | - | - | - |
| Equipment maintenance | 244 | 8,427 | - | 8,671 | 7,612 | 56 | - | - | 56 | - |
| Postage | 4,976 | 3,611 | - | 8,587 | 17,296 | 440 | 1,144 | - | 1,584 | 2,238 |
| Meetings | 2,303 | 4,311 | - | 6,614 | 9,619 | 1,327 | 2,429 | 137 | 3,893 | 5,949 |
| Dues & subscriptions | 2,015 | 4,361 | - | 6,376 | 8,082 | 12,987 | 136 | - | 13,123 | 11,595 |
| Miscellaneous | 43 | 5,577 | - | 5,620 | 16,386 | 1,400 | 284 | - | 1,684 | 600 |
| Other interest | - | 4,184 | - | 4,184 | 5,222 | - | - | - | - | - |
| Technical assistance | 141 | 3,415 | - | 3,556 | 1,676 | 73 | - | - | 73 | - |
| Loss on disposal of fixed assets | 370 | 548 | - | 918 | 2,270 | 84 | - | - | 84 | - |
| Contributed goods and services | 1 | - | - | 1 | 1,092 | - | - | - | - | 19 |
| Special allocations, grants and other distributions | - | - | - | - | 25,396 | 185,278 | - | - | 185,278 | 121,123 |
| Program closing expense | - | - | - | - | - | - | - | - | - | 54,454 |
| In-kind operating services | (2,366) | (27,550) | - | (29,916) | (31,042) | (581) | 15,322 | - | 14,741 | - |
| Total other expenses | 1,079,313 | 332,802 | - | 1,412,115 | 1,221,852 | 222,483 | 61,841 | 486 | 284,810 | 294,769 |
| Expenses before United Way of America dues | 2,279,820 | 1,641,417 | - | 3,921,237 | 3,951,398 | 530,945 | 409,732 | 486 | 941,163 | 971,206 |
| United Way of America Dues | - | - | 179,322 | 179,322 | 190,453 | - | - | - | - | - |
| Community impact funds distributed | - | - | - | - | - | - | - | - | 3,270,556 | 3,416,827 |
| Total support services/program services | \$ 2,279,820 | \$ 1,641,417 | \$ 179,322 | \$ 4,100,559 | \$ 4,141,851 | \$ 530,945 | \$ 409,732 | \$ 486 | \$ 4,211,719 | \$ 4,388,033 |

See accompanying notes.

UNITED WAY OF SAN DIEGO COUNTY

STATEMENT OF CASH FLOWS

YEAR ENDED JUNE 30, 2007

(With Comparative Amounts for the Year Ended June 30, 2006)

| | 2007 | 2006 |
|---|---------------------|---------------------|
| OPERATING ACTIVITIES | | |
| Change in net assets | \$ 1,099,631 | \$ 2,088,496 |
| Adjustments to reconcile change in net assets to net cash from operating activities: | | |
| Depreciation and amortization | 82,961 | 82,201 |
| Loss on disposal of equipment | 5,083 | 3,167 |
| Realized (gain) on sale of investments | (208,911) | (93,534) |
| Unrealized (gain) on investments | (419,504) | (213,460) |
| Provision for doubtful pledges receivable | 1,349,602 | 900,085 |
| Additional pension obligation | - | (6,895) |
| (Increase) decrease in operating assets: | | |
| Pledges receivable | (1,164,459) | (171,191) |
| Accounts receivable | 367,895 | 81,682 |
| Prepaid expenses and other assets | 35,044 | (50,466) |
| Prepaid pension asset | - | 306,037 |
| (Decrease) increase in operating liabilities: | | |
| Amounts due to others, designations, and allocations payable | (265,147) | (986,797) |
| Accounts payable and accrued expenses | 94,921 | (26,507) |
| Net pension fund liability | 198,365 | - |
| Net cash provided by operating activities | <u>1,175,481</u> | <u>1,912,818</u> |
| INVESTING ACTIVITIES | | |
| Purchase of investments | (1,027,330) | (4,330,831) |
| Proceeds from sale of investments | 626,693 | 910,182 |
| Purchase of equipment | <u>(69,571)</u> | <u>(9,606)</u> |
| Net cash (used in) investing activities | <u>(470,208)</u> | <u>(3,430,255)</u> |
| FINANCING ACTIVITIES | | |
| Net (payments) on line of credit | (297,621) | (65,947) |
| Principal (payments) on first trust deed note payable | <u>-</u> | <u>(625,511)</u> |
| Net cash (used in) financing activities | <u>(297,621)</u> | <u>(691,458)</u> |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 407,652 | (2,208,895) |
| CASH AND CASH EQUIVALENTS | | |
| Beginning of year | <u>1,342,512</u> | <u>3,551,407</u> |
| End of year | <u>\$ 1,750,164</u> | <u>\$ 1,342,512</u> |
| SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION | | |
| Cash payments for interest | <u>\$ 23,581</u> | <u>\$ 56,592</u> |

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 1 – Description of Organization and Summary of Significant Accounting Policies

General: United Way of San Diego County (“United Way”) raises money in San Diego County from people in the workplace, businesses, and individuals to help support agencies that serve the community. Through the constituent agencies, United Way helps to support a wide range of services such as family and individual counseling, care for senior citizens, child protection, emergency and disaster assistance, health education and rehabilitation, and special programs for youth and military personnel.

The activities and operations included in the accompanying financial statements include those activities and operations over which United Way has oversight responsibility or for which United Way directly provides public services.

United Way serves as the principal combined fundraising organization (“PCFO”) for the San Diego Combined Federal Campaign (federal employees). For the years ended June 30, 2007 and 2006, approximately \$5,690,000 and \$5,982,000, respectively, was raised for this campaign and is included in campaign results.

United Way is party to a combined campaign agreement with Combined Health Agencies that expires June 30, 2010. The agreement calls for a stipulated percentage of United Way’s campaign pledge revenue, subject to certain adjustments, to be remitted on a monthly basis and designations from the Business and Industry campaign to be remitted on a quarterly basis

The program and support activities of United Way are as follows:

- United Way programs:
 - Community Capacity Building and Initiatives
 - Community Building
 - Community Impact
 - Earned Income Tax Credit
 - 10-Year Chronic Homelessness
 - Labor Community Services
 - Outcomes Measurement
 - Other supplemental programs
- Supporting functions:
 - Fundraising campaigns
 - United Way/Combined Health Agencies Campaign
 - San Diego Combined Federal Campaign
 - United California State Employees Campaign
 - Organizational Administration

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 1 – Description of Organization and Summary of Significant Accounting Policies (Continued)

Method of Accounting: The accompanying financial statements have been prepared on the accrual basis of accounting. United Way follows the accounting and reporting standards included in the Accounting and Audit Guide, *Not-for-Profit Organizations*, issued by the American Institute of Certified Public Accountants and *Accounting and Financial Reporting – A Guide for United Ways and Not-for-Profit Human Service Organizations*.

Income Taxes: United Way is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code.

Financial Statement Presentation: The financial statements of United Way are presented utilizing the concept of net assets as described below:

- Unrestricted net assets represent expendable funds available for operations of United Way, which are not otherwise limited by donor restrictions.
- Temporarily restricted net assets consist of contributed funds that are subject to specific donor restrictions contingent upon a specific performance of a future event or a specific passage of time before United Way can spend the funds.
- Permanently restricted net assets are subject to irrevocable donor restrictions, requiring that the assets be maintained in perpetuity, usually for generating investment income to fund current operations.

Revenue Recognition

Campaign Results: Contributions received, including unconditional promises to give, are recognized as revenue in the period received or pledged. When the donor specifies the agency that is to receive the donated funds, contributions are treated as agency transactions and are recorded as designated campaign results in the statement of activities. Contributions with specific donor-imposed restrictions are reported as temporarily or permanently restricted revenue.

Contributed Goods and Personal Services: Contributed goods are reflected as contributions in the statements of activities at their estimated fair value in the amounts of approximately \$0 and \$1,000 for the years ended June 30, 2007 and 2006, respectively. Of these amounts, none were donated to United Way's participating agencies during the years ended June 30, 2007 and 2006, respectively.

Contributed services in the amounts of approximately \$210,000 and \$0 are reflected in the statement of activities for the years ended June 30, 2007 and 2006, respectively, at their estimated fair value.

No amounts have been included in the accompanying financial statements for services contributed by campaign volunteers since such services generally do not require specialized skills that are provided by individuals possessing those skills and would otherwise need to be purchased. Nevertheless, a substantial number of volunteers from the San Diego area donated their time to United Way.

Service Fees: United Way recognizes service fee revenue when designations and Combined Health Agencies allocations are paid.

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 1 – Description of Organization and Summary of Significant Accounting Policies (Continued)

Grants and Contracts: United Way recognizes grants and contracts revenue to the extent it has incurred related expenses. Unspent amounts are recorded as deferred revenue.

Cash and Cash Equivalents: Cash and cash equivalents include cash in bank deposit accounts and highly liquid investments with an original maturity of three months or less.

Investments: In accordance with SFAS No. 124, *Accounting for Certain Investments Held by Not-For-Profit Organizations*, United Way carries investments in equity securities with readily determinable fair values and investments in debt securities at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets in the statement of activities.

Receivables: Receivables consist of unconditional promises to give. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. Discounts to present value are computed using risk-free rates applicable in the years in which those promises are received. Amortization of the discounts is included in contributions in the statement of activities.

As PCFO for the Combined Federal Campaign, United Way advances funds to the Combined Federal Campaign for operational expenses. These amounts are reflected as accounts receivable in the statement of financial position.

An allowance for estimated uncollectible pledges receivable is based on past experience and on an analysis of current receivable balances. Receivables deemed uncollectible are recorded against the allowance in the year deemed uncollectible. At June 30, 2007 and 2006, the allowance was approximately \$1,339,000 and \$1,445,000, respectively.

Beneficial Interest: Beneficial interest consists of amounts due to United Way from a community foundation and are recorded at fair value.

Land, Building, and Equipment: Land, building, and equipment which exceed \$500 is recorded at cost. Donated assets are recorded at estimated fair value at the date of donation. Depreciation is calculated on the straight-line basis using lives of 31.5 years for building and improvements, 10 years for furniture and equipment, and 3 years for computer equipment. Salvage value is generally estimated as 10 percent for equipment, furniture, and computer equipment.

Impairment of Long-lived Assets: United Way evaluates long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. If the estimated future cash flows (undiscounted and without interest charges) from the use of an asset are less than the carrying value, a write-down would be recorded to reduce the related asset to its estimated fair value. To date, no such write-downs have occurred.

Allocations and Contracts: Allocations payable represent amounts approved by the Board of Directors based on results of the current year campaign. Allocations to agencies are distributed in the following year. As provided in the contractual agreements with Combined Health Agencies and the CFC agencies, distributions to Combined Health Agencies and to CFC agencies are paid monthly based upon the previous month's campaign receipts.

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 1 – Description of Organization and Summary of Significant Accounting Policies (Continued)

Functional Allocation of Expenses: The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities and statement of functional expenses – supporting services. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

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 the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Note 2 – Concentration of Credit Risk

Cash and Cash Equivalents: United Way maintains cash and cash equivalents in bank deposit and other financial institution accounts which exceed federally insured deposit limits. United Way has not experienced any losses in such accounts and does not believe it is exposed to any significant credit risk on its cash and cash equivalents.

Investments: Investments are exposed to various risks, such as interest rates, market, and credit risk. It is at least reasonably possible given the level of risk associated with investments that change in the near term could materially affect the amounts reported in the financial statements.

Note 3 – Investments

Investments consist of amounts that are temporarily restricted and unrestricted. Unrestricted amounts have been designated by the Board of Directors for various uses (Note 9).

Investments consist of the following at June 30:

| | 2007 | 2006 |
|------------------------------------|---------------------|---------------------|
| Mutual funds and equity securities | \$ 4,033,625 | \$ 3,472,338 |
| Municipal Auction Rate Securities | <u>2,808,268</u> | <u>2,435,000</u> |
| | <u>\$ 6,841,893</u> | <u>\$ 5,907,338</u> |

Investment income for the years ended June 30, consist of:

| | | |
|-----------------|-------------------|-------------------|
| Interest income | \$ 320,206 | \$ 259,498 |
| Realized gains | <u>208,911</u> | <u>93,533</u> |
| | <u>\$ 529,117</u> | <u>\$ 353,031</u> |

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 4 – Beneficial Interest

United Way has Board of Directors designated and donor designated endowment funds with the San Diego Foundation (“SDF”) established for its benefit that has irrevocable designations of the income. United Way does not have access to the principal. SDF has variance power over the funds. SDF makes distributions from the endowment funds in accordance with agreements, less administrative fees, with any excess amounts remaining at SDF. Distributions from the endowment fund are recorded as unrestricted income when they become distributable.

Note 5 – Pledges Receivable

Pledges receivable at June 30, consist of:

| | 2007 | 2006 |
|--|---------------------|---------------------|
| Due in less than one year | | |
| United Way | \$ 4,891,906 | \$ 5,045,529 |
| Combined Federal Campaign | 3,698,196 | 3,834,873 |
| | <u>8,590,102</u> | <u>8,880,402</u> |
| Less allowance for uncollectible pledges | | |
| United Way | (850,142) | (932,513) |
| Combined Federal Campaign | (489,260) | (512,045) |
| | <u>(1,339,401)</u> | <u>(1,444,558)</u> |
| | <u>\$ 7,250,701</u> | <u>\$ 7,435,844</u> |

Note 6 – Land, Building, and Equipment

Land, building, and equipment at June 30, consists of:

| | | |
|--|---------------------|---------------------|
| Building and improvements | \$ 2,173,439 | \$ 2,133,297 |
| Land | 718,121 | 718,121 |
| Furniture and equipment | 375,021 | 374,170 |
| Computer equipment | 346,986 | 369,236 |
| | <u>3,613,566</u> | <u>3,594,824</u> |
| Less accumulated depreciation and amortization | (2,110,563) | (2,073,348) |
| | <u>\$ 1,503,003</u> | <u>\$ 1,521,476</u> |

Note 7 – Amount Due to Combined Health Agencies and Combined Federal Campaign and Designations Payable

Combined Health Agencies: The amount due to Combined Health Agencies at June 30 is based on a stipulated percentage of estimated campaign pledge receipts from the related campaign.

Combined Federal Campaign: The amount due to Combined Federal Campaign agencies is the outstanding liability from the workplace campaign conducted with federal employees at June 30.

Designations Payable: Designations payable to non-CFC agencies at June 30 represent donor-designated pledges related to the applicable campaign.

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 8 – Leases

Certain non-cancelable leases for offices, automobiles, and equipment are accounted for as operating leases. Rental expense for operating leases (except those with lease terms of a month or less that were not renewed) was approximately \$30,000 and \$28,000 for the years ended June 30, 2007 and 2006, respectively.

Future minimum lease payments under non-cancelable operating leases (with initial or remaining lease terms in excess of one year expiring at various dates through May 2011) as of June 30, 2007 are as follows:

| | | |
|-----------------------|----|---------------|
| Years ending June 30, | | |
| 2008 | \$ | 32,877 |
| 2009 | | 27,377 |
| 2010 | | 11,326 |
| 2011 | | 5,121 |
| | \$ | <u>76,701</u> |

Note 9 – Notes Payable to Bank

Line of Credit: United Way has two unsecured financing agreements with a commercial bank that expire March 1, 2008 and permits borrowings up to \$500,000 each at a variable rate of interest of prime plus ½ percent (8.25 percent at June 30, 2007) collateralized by substantially all assets. United Way has designated one of the financing agreements for CFC, for which United Way acts as a fiscal agent. Each year, United Way must maintain a zero balance for a period of not less than 30 consecutive days on the \$500,000 not designated for CFC. United Way maintained a zero balance for 365 days during the fiscal year on the \$500,000 portion not designated for CFC. At June 30, 2007 and 2006, the balance was \$130,540 and \$428,161, respectively, which was entirely related to CFC.

Total interest expense for the years ended June 30, 2007 and 2006 was approximately \$23,600 and \$56,600, respectively.

Note 10 - Net Assets

Unrestricted: Unrestricted net assets at June 30, consist of:

| | 2007 | 2006 |
|--------------------------------|--------------|--------------|
| Designated for endowment | \$ 5,115,460 | \$ 4,493,391 |
| Designated for program support | | |
| Other | 255,295 | 279,041 |
| Computer and equipment fund | 63,261 | 104,179 |
| Outcomes measurement | 47,698 | 54,621 |
| Board discretionary grants | 21,410 | 13,761 |
| Total program support | 387,664 | 451,602 |
| Undesignated | 1,761,828 | 1,535,914 |
| Land, building, and equipment | 1,503,003 | 1,521,476 |
| | \$ 8,767,955 | \$ 8,002,383 |

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 10 - Net Assets (Continued)

Funds designated for endowment are invested through Halbert, Hargrove/Russell, LLC and the San Diego Foundation. Funds designated for endowment invested through Halbert, Hargrove/Russell, LLC cannot be used for any purpose other than endowment without prior Board of Directors approval. Funds designated for endowment through San Diego Foundation cannot be used for any purpose other than endowment. Interest earned on funds designated for endowment is recorded as unrestricted revenue.

Temporarily Restricted: Temporarily restricted net assets at June 30, consist of:

| | 2007 | 2006 |
|------------------------------|-------------------|-------------------|
| Future campaigns | \$ 383,120 | \$ 28,924 |
| Emergency loan fund | 92,761 | 92,761 |
| Emergency Assistance Program | 39,043 | 59,180 |
| Keel programs | 7,902 | 7,902 |
| | <u>\$ 522,826</u> | <u>\$ 188,767</u> |

Permanently Restricted: Permanently restricted net assets represent restricted bequests and contributions that are invested through Halbert, Hargrove/Russell, LLC, and the San Diego Foundation. This principal is to remain in perpetuity, and only investment income may be utilized for unrestricted purposes.

Note 11 - Net Assets Released from Restrictions

During the year ended June 30, 2007, net assets were released from donor restrictions by incurring expenditures satisfying the restricted purposes as follows:

| | |
|--------------------------------|------------------|
| Future campaigns | \$ 28,924 |
| Emergency Assistance Program | 20,137 |
| San Diego Neighborhood Funders | - |
| | <u>\$ 49,061</u> |

Note 12 – Pension Plan

United Way sponsors a non-contributory defined benefit pension plan that provides for retirement benefits for eligible employees. Employees may become eligible to participate in the plan on the first day of the month coinciding with or following the completion of one year of service and attaining age 21.

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 12 – Pension Plan (Continued)

As of June 30, 2007, United Way adopted the provisions of Statement of Financial Accounting Standard No. 158 (“FAS 158”), *Employers’ Accounting for Defined Benefit Pension and Other Postretirement Plans* which requires United Way to recognize in the Statement of Financial Position at June 30, 2007, the funded status of the Plan with a corresponding adjustment to net assets. The adjustment to net assets at adoption represents the net unrecognized actuarial gains and the unrecognized transition obligation, which was previously netted against the Plan’s funded status. The incremental effect of the adoption of the provisions of FAS 158 on United Way’s Statement of Financial Position at June 30, 2007, was an increase in retirement obligations of approximately \$109,000 and a corresponding decrease in unrestricted net assets.

The changes in projected benefit obligations and fair value of plan assets for the plan are as follows:

| | 2007 | 2006 |
|--|---------------------|---------------------|
| Projected Benefit Obligation: | | |
| Beginning of year | \$ 4,362,120 | \$ 4,208,003 |
| Service cost | 212,557 | 208,181 |
| Interest cost | 219,299 | 218,872 |
| Actuarial gain | (171,366) | (117,620) |
| Benefits paid | <u>(240,117)</u> | <u>(155,316)</u> |
| End of year | <u>\$ 4,382,493</u> | <u>\$ 4,362,120</u> |
| Fair value of plan assets: | | |
| Beginning of year | \$ 3,548,280 | \$ 3,304,441 |
| Actual return on plan assets | 448,505 | 279,155 |
| Employer contributions | 145,000 | 120,000 |
| Benefits paid | <u>(240,117)</u> | <u>(155,316)</u> |
| End of year | <u>\$ 3,901,668</u> | <u>\$ 3,548,280</u> |
| Funded status of the plan at year-end (underfunded) | \$ (480,825) | \$ (813,840) |
| Amounts recognized in the statement of financial position: | | |
| Prepaid pension assets | <u>\$ -</u> | <u>\$ 105,607</u> |
| Intangible pension asset | <u>\$ -</u> | <u>\$ 105,222</u> |
| Pension fund liability | <u>\$ -</u> | <u>\$ (493,289)</u> |
| Non-current liabilities | <u>\$ (480,825)</u> | <u>\$ -</u> |

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 12 – Pension Plan (Continued)

Amounts recognized in unrestricted net assets but have not yet been recognized in net periodic pension costs at June 30, 2007:

| | | |
|--------------------|----|-----------------------|
| Total net gain | \$ | 445,319 |
| Prior service cost | | <u>51,936</u> |
| Total | \$ | <u><u>497,255</u></u> |

Weighted-average assumptions used to determine benefit obligations as of June 30:

| | | |
|---|-------|-------|
| Discount rate | 5.25% | 5.25% |
| Rates of increase in future compensation levels | 5.00% | 5.00% |
| Post decrement interest rate | 4.75% | 4.75% |

The components of net periodic pension cost are as follows for the years ended June 30:

| | | | | |
|------------------------------------|----|-----------------------|----|-----------------------|
| Service cost | \$ | 212,557 | \$ | 208,181 |
| Interest cost | | 219,299 | | 218,872 |
| Expected return on plan assets | | (277,471) | | (279,155) |
| Amortization of transition (asset) | | (20,740) | | (30,961) |
| Amortization of prior service cost | | 53,286 | | 220,516 |
| Amortization of net loss | | 47,246 | | 78,827 |
| Asset loss deferred | | - | | <u>9,757</u> |
| Net periodic pension cost | \$ | <u><u>234,177</u></u> | \$ | <u><u>426,037</u></u> |

The following amounts are expected to be recognized in net periodic pension cost in 2008:

| | | |
|---------------------|----|--------|
| Net gain | \$ | 860 |
| Prior service costs | | 51,936 |

Other changes in amounts included in net assets for the year ended June 30, 2007:

| | | |
|--|----|-------------------------|
| Net (gain) | \$ | (342,400) |
| Amortization of net (loss) | | (47,246) |
| Amortization of transition (obligation) | | 20,740 |
| Amortization of prior service (cost) | | <u>(53,286)</u> |
| Total recognized in unrestricted net assets | \$ | <u><u>(422,192)</u></u> |
| Total recognized in net periodic benefit cost and unrestricted net assets | \$ | <u><u>(188,015)</u></u> |

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 12 – Pension Plan (Continued)

Weighted-average assumptions used to determine net periodic benefit cost for the years ended June 30:

| | 2007 | 2006 |
|--|-------|-------|
| Discount rate | 5.25% | 5.25% |
| Post decrement interest rate | 4.75% | 4.75% |
| Expected long-term return on plan assets | 8.25% | 8.25% |
| Rate of compensation expense | 5.00% | 5.00% |

The long-term rate of return assumption represents the expected average rate of earnings on the funds invested or to be invested to provide for the benefits included in the benefit obligations. The long-term rate of return assumption is determined based on a number of factors, including historical market index returns, the anticipated long-term asset allocation of the plan, historical plan return data, plan expenses, and the potential to outperform market index returns.

Comparison of plan obligations to plan assets as of June 30:

| | | | | |
|---|----|-----------|----|-----------|
| Projected benefit obligation | \$ | 4,382,493 | \$ | 4,362,120 |
| Accumulated benefit obligation | | 3,945,785 | | 3,935,962 |
| Fair value of plan assets at measurement date | | 3,901,668 | | 3,548,280 |

Plan assets by category as of June 30:

| | | |
|-------------------|-------------|-------------|
| Equity securities | 57% | 56% |
| Debt securities | 39% | 39% |
| Real estate | <u>4%</u> | <u>5%</u> |
| | <u>100%</u> | <u>100%</u> |

The investment objective for the assets of the defined benefit pension plan portfolio is to generate a total rate of return, including income and capital appreciation, sufficient to enhance the ability of the plan to meet its obligations to plan participants and their beneficiaries when due without taking unnecessary risk of long-term capital decline.

Investment policies and strategies governing the assets of the plan are designed to achieve investment objectives within prudent risk parameters. Risk management practices include the use of an external investment manager and the maintenance of a portfolio diversified by asset class, investment approach and security holdings, and the maintenance of sufficient liquidity to meet benefit obligations as they come due.

Current policies for the plan target an asset mix of 60 percent in total equity securities and 40 percent in debt and other securities.

UNITED WAY OF SAN DIEGO COUNTY

NOTES TO FINANCIAL STATEMENTS

Note 12 – Pension Plan (Continued)

Investment policy prohibits investments in precious metals, venture capital, commodity transactions, limited partnerships, and other such investments.

There are no required contributions to the plan in the upcoming year.

The following benefit payments are expected to be paid over the next 10 fiscal years ending:

| Years ending June 30, | | |
|-----------------------|----|-----------|
| 2008 | \$ | 130,000 |
| 2009 | | 25,000 |
| 2010 | | 330,000 |
| 2011 | | 410,000 |
| 2012 | | 1,230,000 |
| 2013 - 2017 | | 2,640,000 |

These amounts are based on current data and assumptions and reflect expected future service, as appropriate.

Note 13 Defined Contribution Plan

United Way has a defined contribution retirement plan. Employees must be at least 21 years of age and be employed for thirty days to be eligible to participate. Employees may contribute from 1 percent to 100 percent of their pay each pay period. There are no required employer contributions. United Way made no contributions to the plan for the years ended June 30, 2007 and 2006.

Note 14 – Related-party Transactions

During the years ended June 30, 2007 and 2006, United Way paid fees for advertising and public relations, and temporary labor totaling approximately \$119,000 and \$91,000, respectively, to a public relations firm and temporary agency. The Presidents of these companies are members of United Way's Board of Directors.

Investments: A member of the Finance Committee of the Board of Directors is an employee of an investment management company that manages approximately \$2,800,000 of United Way's investment portfolio.

Note 15 – June 30, 2006 Financial Information

The June 30, 2007 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 United Way's financial statements for the year ended June 30, 2006, from which the summarized information was derived. Certain amounts in the June 30, 2006 financial statements have been reclassified to conform to the June 30, 2007 presentation, with no effect on net assets.

ADDITIONAL INFORMATION

**INDEPENDENT AUDITOR'S REPORT
ON THE ADDITIONAL INFORMATION**

Board of Directors
United Way of San Diego County

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The additional information that follows on pages 18 to 21 is presented for purposes 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.

Moss Adams LLP

San Diego, California
October 16, 2007

UNITED WAY OF SAN DIEGO COUNTY

ADDITIONAL INFORMATION COMMUNITY IMPACT FUNDS AWARDED AND DESIGNATIONS PAID TO ASSOCIATED, AFFILIATED, AND CERTIFIED AGENCIES YEARS ENDED JUNE 30, 2007 AND 2006

| | 2007-2008 Community Impact Funds Awarded/ Distributed | 2006-2007 Community Impact Funds Awarded/ Distributed | Designations paid in 06/07 | Designations paid in 05/06 |
|---|---|---|-------------------------------|-------------------------------|
| Stopping Child Abuse and Neglect | \$ 382,386 | \$ - | \$ - | \$ - |
| Promoting Financial Stability and Independence | 110,680 | - | - | - |
| Homeless Outreach and Prevention | 160,156 | - | - | - |
| Designated for Impact areas only not yet assigned | 2,086,145 | - | - | - |
| Associated, Affiliated and Certified Agencies | | | | |
| Combined Health Agencies | 531,189 | 512,644 | 501,973 | 706,770 |
| Access Center of San Diego, Inc., The | - | 25,618 | 25,618 | 3,535 |
| Alliance for African Assistance | - | 25,618 | 25,618 | 3,631 |
| Alpha Behavioral Health Services | - | 25,618 | 25,618 | 6,367 |
| Alpha Project for the Homeless | - | 25,618 | 25,618 | 23,254 |
| Alzheimer's Family Centers, Inc. | - | 39,646 | 39,646 | 42,920 |
| American Cancer Society, Border Region | - | 53,247 | 53,249 | 103,268 |
| American Red Cross San Diego/Imperial Counties | - | 56,635 | 56,516 | 92,316 |
| Armed Services YMCA, Camp Pendleton | - | 25,618 | 25,618 | 15,217 |
| Armed Services YMCA, San Diego | - | 25,618 | 25,618 | 11,194 |
| Barrio Station | - | 39,645 | 39,646 | 8,966 |
| Bayside Community Center | - | 32,419 | 32,419 | 2,677 |
| Big Brothers & Sisters of San Diego County | - | 25,618 | 25,618 | 22,681 |
| Big Sister League, Inc. | - | 15,415 | 15,415 | 9,894 |
| Boy Scouts of America, Desert Pacific Council | - | 25,514 | 25,454 | 138,453 |
| Boys & Girls Club of Carlsbad | - | 25,618 | 25,618 | 14,561 |
| Boys & Girls Club of Imperial Beach | - | 25,618 | 25,618 | 16,380 |
| Boys & Girls Clubs of East County | - | 25,618 | 25,618 | 13,595 |
| Boys & Girls Clubs of Greater San Diego | - | 49,635 | 49,635 | 12,872 |
| Boys & Girls Clubs of National City | - | 25,618 | 25,618 | 60,279 |
| Boys & Girls Clubs of North County | - | 25,618 | 25,618 | 36,275 |
| Casa de Amparo: House of Refuge | - | 25,618 | 25,618 | 48,413 |
| Casa Familiar | - | 25,618 | 25,618 | 4,672 |
| Catholic Charities | - | 46,229 | 46,234 | 155,948 |
| Center for Community Solutions | - | 32,417 | 32,419 | 5,321 |
| Chicano Federation of San Diego County, Inc. | - | 49,635 | 49,635 | 12,873 |
| Children's Dental Health Association of San Diego | - | 18,605 | 18,605 | 2,219 |
| Children's Hospital and Health Center | - | 32,418 | 32,419 | 103,455 |
| Children's Initiative | - | 20,000 | 19,580 | 558 |
| Community Resource Center | - | 25,618 | 25,618 | 11,227 |
| Consumer Credit Counselors of San Diego & Imperial Counties | - | 25,618 | 25,618 | 79 |
| Crisis House | - | 32,419 | 32,419 | 9,009 |
| Educational Enrichment Systems, Inc. | - | 25,618 | 25,618 | 1,952 |
| ElderHelp of San Diego | - | 25,618 | 25,618 | 18,084 |
| Family Health Centers of San Diego, Inc. | - | 32,419 | 32,419 | 3,372 |

(Continued)

UNITED WAY OF SAN DIEGO COUNTY

ADDITIONAL INFORMATION COMMUNITY IMPACT FUNDS AWARDED AND DESIGNATIONS PAID TO ASSOCIATED, AFFILIATED, AND CERTIFIED AGENCIES (CONTINUED) YEARS ENDED JUNE 30, 2007 AND 2006

| | 2007-2008 Community Impact Funds Awarded/ Distributed | 2006-2007 Community Impact Funds Awarded/ Distributed | Designations paid in 06/07 | Designations paid in 05/06 |
|---|---|---|-------------------------------|-------------------------------|
| Fraternity House, Inc. | \$ - | \$ 25,618 | \$ 25,618 | \$ 5,544 |
| Girl Scouts San Diego-Imperial Council, Inc. | - | 32,419 | 32,419 | 51,629 |
| Harmonium, Inc. | - | 29,019 | 29,019 | 4,636 |
| Home of Guiding Hands | - | 25,618 | 25,618 | 7,847 |
| Home Start, Inc. | - | 46,234 | 46,234 | 2,255 |
| Imperial Beach Health Center | - | 25,618 | 25,618 | 5,510 |
| Indian Human Resource Center, Inc. | - | 25,618 | 25,618 | 760 |
| INFO LINE | - | 101,000 | 101,000 | 3,117 |
| Interfaith Community Services | - | 39,645 | 39,646 | 16,914 |
| Jewish Family Service of San Diego | - | 25,618 | 25,618 | 23,777 |
| Legal Aid Society of San Diego, Inc. | - | 39,646 | 39,646 | 1,986 |
| Lifeline Community Services | - | 53,250 | 53,250 | 4,019 |
| Lutheran Social Services | - | 25,618 | 25,618 | 14,057 |
| MAAC Project | - | 32,419 | 32,419 | 7,941 |
| Meals-on-Wheels Greater San Diego, Inc. | - | 32,419 | 32,419 | 47,479 |
| MITE (McAlister Institute for Treatment & Ed.) | - | 25,618 | 25,618 | 2,788 |
| Neighborhood Healthcare | - | 29,019 | 29,019 | 201,214 |
| Neighborhood House Association | - | 56,643 | 56,646 | 19,630 |
| Operation Samahan, Inc. | - | 25,618 | 25,618 | 7,065 |
| Palomar Family Counseling Service, Inc. | - | 25,618 | 25,618 | 2,213 |
| Regional Task Force on the Homeless | - | 28,000 | 27,412 | 91 |
| Salvation Army, The | - | 32,418 | 32,419 | 79,781 |
| San Diego Center for the Blind & Vision Impaired | - | 25,618 | 25,618 | 12,162 |
| San Diego Council on Literacy | - | 25,618 | 25,618 | 23,272 |
| San Diego LGBT Community Center, The | - | 32,416 | 32,413 | 26,996 |
| San Diego Rescue Mission | - | 25,617 | 25,618 | 39,370 |
| San Diego Urban League | - | 39,646 | 39,646 | 8,592 |
| San Diego Volunteer Lawyer Program | - | 25,618 | 25,618 | 2,664 |
| San Diego Youth & Community Services, Inc. | - | 42,835 | 42,835 | 11,857 |
| Senior Community Centers of San Diego | - | 39,646 | 39,646 | 20,616 |
| Social Advocates for Youth (SAY) | - | 32,419 | 32,419 | 1,866 |
| South Bay Community Services | - | 56,650 | 56,650 | 5,961 |
| St. Clare's Home, Inc. | - | 49,635 | 49,635 | 27,432 |
| St. Vincent de Paul Village | - | 53,246 | 53,249 | 190,064 |
| STAR/PAL | - | 25,618 | 25,618 | 5,461 |
| Union of Pan Asian Communities of San Diego County | - | 49,635 | 49,635 | 13,363 |
| United Cerebral Palsy Association of San Diego County | - | 39,646 | 39,646 | 15,960 |

(Continued)

UNITED WAY OF SAN DIEGO COUNTY

ADDITIONAL INFORMATION COMMUNITY IMPACT FUNDS AWARDED AND DESIGNATIONS PAID TO ASSOCIATED, AFFILIATED, AND CERTIFIED AGENCIES (CONTINUED) YEARS ENDED JUNE 30, 2007 AND 2006

| | 2007-2008 Community Impact Funds Awarded/ Distributed | 2006-2007 Community Impact Funds Awarded/ Distributed | Designations paid in 06/07 | Designations paid in 05/06 |
|---|---|---|-------------------------------|-------------------------------|
| Vietnam Veterans of San Diego, Inc. | \$ - | \$ 25,618 | \$ 25,618 | \$ 41,889 |
| Vista Community Clinic | - | 25,618 | 25,618 | 5,342 |
| Vista Hill Foundation | - | 25,618 | 25,618 | 1,704 |
| Voices for Children | - | 32,419 | 32,419 | 44,652 |
| Volunteer San Diego | - | 25,618 | 25,618 | 95,339 |
| Women's Resource Center | - | 25,618 | 25,618 | 57 |
| YMCA of San Diego County | - | 56,650 | 56,650 | 213,606 |
| YWCA of San Diego County | - | 53,250 | 53,250 | 13,091 |
| Adult Protective Services, Inc. | - | 5,000 | 5,000 | 3,095 |
| Advanced Cancer Research Center | - | 5,000 | 5,000 | 16,606 |
| American Youth Hostels-Hostelling International, San Diego Council | - | 5,000 | 5,000 | 1,881 |
| Arc of San Diego, The | - | 5,000 | 5,000 | 21,630 |
| Boys & Girls Club of Chula Vista, Inc. | - | 5,000 | 5,000 | 46,787 |
| Boys & Girls Club of Oceanside, Inc. | - | 5,000 | 5,000 | 12,658 |
| Boys & Girls Club of San Dieguito, Inc. | - | 5,000 | 5,000 | 9,448 |
| Boys & Girls Club of San Marcos, Inc. | - | 5,000 | 5,000 | 15,336 |
| Boys & Girls Club of Vista, Inc. | - | 5,000 | 5,000 | 8,141 |
| Canine Companions for Indep., SW Trng Ctr. | - | 5,000 | 5,000 | 37,374 |
| Clairemont Friendship Senior Center, Inc. | - | 5,000 | 5,000 | 6,244 |
| Communities Against Substance Abuse | - | 5,000 | 5,000 | 2,227 |
| Community Campership Council of San Diego | - | 5,000 | 5,000 | 1,235 |
| Community Interface Services | - | 5,000 | 5,000 | 3,177 |
| Comprehensive Health Center | - | - | - | 56 |
| CRASH, Inc. | - | 5,000 | 5,000 | 8,384 |
| Deaf Community Services of San Diego, Inc. | - | 5,000 | 5,000 | 11,267 |
| Elder Law & Advocacy | - | 5,000 | 5,000 | 466 |
| Elementary Institute of Science | - | 5,000 | 5,000 | 8,533 |
| Elizabeth Hospice, The | - | 5,000 | 5,000 | 30,788 |
| Episcopal Community Services | - | 5,000 | 5,000 | 9,184 |
| Escondido Community Child Development Center | - | 5,000 | 5,000 | 2,961 |
| Fallbrook Child Development Center, Inc. | - | 5,000 | 5,000 | 207 |
| Girls Club of San Diego, Inc. | - | 5,000 | 5,000 | 1,860 |
| Girls Incorporated of North San Diego County | - | 5,000 | 5,000 | 6,146 |
| Hospice of the North Coast | - | 5,000 | 5,000 | 14,395 |
| Jewish Community Center of San Diego County | - | 5,000 | 5,000 | 7,170 |
| Kids Korps USA | - | 5,000 | 5,000 | 1,170 |
| La Maestra Family Clinic | - | 5,000 | 5,000 | 285 |
| Make-A-Wish Foundation | - | 5,000 | 5,000 | 75,109 |

(Continued)

UNITED WAY OF SAN DIEGO COUNTY

ADDITIONAL INFORMATION COMMUNITY IMPACT FUNDS AWARDED AND DESIGNATIONS PAID TO ASSOCIATED, AFFILIATED, AND CERTIFIED AGENCIES (CONTINUED) YEARS ENDED JUNE 30, 2007 AND 2006

| | Community Impact Funds Awarded/ Distributed | Community Impact Funds Awarded/ Distributed | Designations paid in 06/07 | Designations paid in 05/06 |
|--|--|--|-------------------------------|-------------------------------|
| Mountain Health & Community Services | \$ - | \$ 5,000 | \$ 5,000 | \$ 1,875 |
| NAMI San Diego | - | 5,000 | 5,000 | 4,999 |
| National Conflict Resolution Center | - | 5,000 | 5,000 | 11,333 |
| New Haven Youth & Family Services, Inc. | - | 5,000 | 5,000 | 1,314 |
| North County Community Services | - | 5,000 | 5,000 | 393 |
| Ocean Beach Child Care Project | - | 5,000 | 5,000 | 767 |
| Parent Institute for Quality Education | - | 5,000 | 5,000 | 1,679 |
| Partnerships With Industry | - | 5,000 | 5,000 | 2,640 |
| Planned Parenthood of San Diego & Riverside Counties | - | 5,000 | 5,000 | 65,219 |
| Poway Valley Senior Citizens Corp. | - | 5,000 | 5,000 | 5,574 |
| Ramona Food & Clothes Closet | - | 5,000 | 5,000 | 5,939 |
| Rancho Bernardo Joslyn Senior Center | - | 5,000 | 5,000 | 350 |
| Redwood Elderlink | - | 5,000 | 5,000 | 913 |
| San Diego American Indian Health Center, Inc. | - | 5,000 | 5,000 | 1,386 |
| San Diego Blood Bank | - | 5,000 | 5,000 | 29,031 |
| San Diego Center for Children | - | 5,000 | 5,000 | 17,490 |
| San Diego Family Care | - | 5,000 | 5,000 | 2,210 |
| San Ysidro Health Center | - | 5,000 | 5,000 | 4,377 |
| SER/Jobs for Progress | - | 5,000 | 5,000 | 1,377 |
| Sherman Heights Community Center | - | 5,000 | 5,000 | 1,483 |
| Southern Caregiver Resource Center | - | 5,000 | 5,000 | 1,760 |
| St. Madeleine Sophie's Center | - | 5,000 | 5,000 | 8,475 |
| Teen Challenge of Southern California | - | 5,000 | 5,000 | 18,098 |
| Travelers Aid Society of San Diego, Inc. | - | 5,000 | 5,000 | 735 |
| Unyeway, Inc. | - | 5,000 | 5,000 | 3,044 |
| USO Council of San Diego | - | 5,000 | 5,000 | 28,015 |
| Volunteers of America, Southwest California, Inc. | - | 5,000 | 5,000 | 7,573 |
| Youth Tennis San Diego | - | 5,000 | 5,000 | 2,064 |
| Agencies decertified - funds returned | - | (35,204) | - | - |
| Negative allocations | - | - | 309 | - |
| Total | <u>\$ 3,270,556</u> | <u>\$ 3,416,827</u> | <u>\$ 3,440,500</u> | <u>\$ 3,647,789</u> |