

# **United Way of Pierce County**

Financial Report  
December 31, 2010

United  
Way  
of  
Pierce  
County

**Financial  
Report**

December 31  
2010

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## Independent Auditor's Report

To the Board of Directors  
**United Way of Pierce County**  
Tacoma, Washington

We have audited the accompanying balance sheets of **United Way of Pierce County** as of December 31, 2010 and 2009, and the related statements of activities and changes in net assets, cash flows and functional expenses for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits 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 audits provide 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 Pierce County** as of December 31, 2010 and 2009, and changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

*McGladrey & Pullen, LLP*

Tacoma, Washington  
April 21, 2011

**Financial  
Statements**

## Balance Sheets

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United Way of Pierce County  
December 31, 2010 and 2009

	2010	2009
<b>Assets</b>		
<b>Current Assets</b>		
Cash and cash equivalents	\$ 2,074,998	\$ 2,539,683
Promises receivable, less allowance for uncollectibles	3,018,528	3,133,019
Prepaid expenses	170,100	178,313
Investments	1,301,865	1,537,520
<b>Total current assets</b>	<b>6,565,491</b>	<b>7,388,535</b>
<b>Property, Plant and Equipment, Net of Accumulated Depreciation</b>	<b>3,840,030</b>	<b>4,047,332</b>
<b>Other Assets</b>		
Long-term investments	1,147,773	766,069
Other	261,102	215,634
<b>Total other assets</b>	<b>1,408,875</b>	<b>981,703</b>
<b>Total assets</b>	<b>\$11,814,396</b>	<b>\$12,417,570</b>
<b>Liabilities and Net Assets</b>		
<b>Current Liabilities</b>		
Accounts payable and accrued expenses	\$ 292,670	\$ 335,023
Agency funds payable	842,384	986,560
Current portion of grant payable	111,262	87,075
<b>Total current liabilities</b>	<b>1,246,316</b>	<b>1,408,658</b>
<b>Grant Payable</b>	471,958	557,408
<b>Deferred Rent</b>	237,600	264,000
<b>Total liabilities</b>	<b>1,955,874</b>	<b>2,230,066</b>
<b>Unrestricted Net Assets</b>		
Board designated	5,229,860	5,010,668
Undesignated	894,803	1,256,688
<b>Total unrestricted net assets</b>	<b>6,124,663</b>	<b>6,267,356</b>
<b>Temporarily Restricted Net Assets</b>	3,631,407	3,817,696
<b>Permanently Restricted Net Assets</b>	102,452	102,452
<b>Total net assets</b>	<b>9,858,522</b>	<b>10,187,504</b>
<b>Total liabilities and net assets</b>	<b>\$11,814,396</b>	<b>\$12,417,570</b>

See notes to financial statements.

## Statement of Activities and Changes in Net Assets

United Way of Pierce County  
Year Ended December 31, 2010

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Revenue, Gains and Other Support</b>				
Gross campaign results (09-10 campaign)	\$4,905,944	\$ 953,265	\$ --	\$ 5,859,209
Release of 09-10 campaign from restriction	2,360,254	(2,360,254)	--	--
Less donor designations	(3,139,382)	--	--	(3,139,382)
Less provisions for uncollectible	(256,500)	--	--	(256,500)
<b>Net campaign revenue (09-10 campaign)</b>	<b>3,870,316</b>	<b>(1,406,989)</b>	<b>--</b>	<b>2,463,327</b>
Gross campaign results (10-11 campaign)	--	3,188,733	--	3,188,733
Less donor designations	--	(632,897)	--	(632,897)
Less provisions for uncollectible	--	(85,796)	--	(85,796)
<b>Net campaign revenue (10-11 campaign)</b>	<b>--</b>	<b>2,470,040</b>	<b>--</b>	<b>2,470,040</b>
Collection of prior year campaign over previously estimated uncollectibles	15,859	--	--	15,859
Designations from other United Ways	5,038	--	--	5,038
Other public support	387,539	--	--	387,539
<b>Total revenue, gains and other support</b>	<b>4,278,752</b>	<b>1,063,051</b>	<b>--</b>	<b>5,341,803</b>
<b>Other Support</b>				
Event income	22,500	--	--	22,500
Program income	330,215	--	--	330,215
Loaned executive sponsorship	43,141	--	--	43,141
In-kind advertising	191,000	--	--	191,000
Gifts-in-kind donations	1,459,808	--	--	1,459,808
<b>Total other support</b>	<b>2,046,664</b>	<b>--</b>	<b>--</b>	<b>2,046,664</b>
<b>Program Income - Betye Martin Baker Human Service Center</b>				
	<b>296,121</b>	<b>--</b>	<b>--</b>	<b>296,121</b>
<b>Other Income (Loss)</b>				
Designation fees collected	194,644	--	--	194,644
Unrealized gain on investments	102,838	15,359	--	118,197
Loss on disposal of investments	(620)	--	--	(620)
Investment income	61,080	3,434	--	64,514
<b>Total other income</b>	<b>357,942</b>	<b>18,793</b>	<b>--</b>	<b>376,735</b>
<b>Total revenue</b>	<b>6,979,479</b>	<b>1,081,844</b>	<b>--</b>	<b>8,061,323</b>
<b>Net Assets Released from Restrictions</b>	1,268,133	(1,268,133)	--	--
<b>Revenue after net assets released</b>	<b>8,247,612</b>	<b>(186,289)</b>	<b>--</b>	<b>8,061,323</b>

(continued)

See notes to financial statements.

## Statement of Activities and Changes in Net Assets

(concluded)

United Way of Pierce County  
Year Ended December 31, 2010

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Community Program Services</b>				
Distributions to community nonprofits	\$6,647,931	\$ --	\$ --	\$ 6,647,931
Less donor designations	(3,139,382)	--	--	(3,139,382)
<b>Net funds distributed</b>	<b>3,508,549</b>	<b>--</b>	<b>--</b>	<b>3,508,549</b>
Community Building and Investment	564,158	--	--	564,158
211	261,355	--	--	261,355
Volunteer Opportunity Center	53,217	--	--	53,217
Youth United	104,747	--	--	104,747
Betye Martin Baker Human Service Center	402,532	--	--	402,532
Retired Senior Volunteer Program	157,285	--	--	157,285
Gifts in-kind program expenses	80,660	--	--	80,660
Gifts-in-kind distributed to community nonprofits	1,460,545	--	--	1,460,545
<b>Total community program services</b>	<b>6,593,048</b>	<b>--</b>	<b>--</b>	<b>6,593,048</b>
<b>Supporting Services</b>				
Management and general	540,748	--	--	540,748
Fundraising	673,777	--	--	673,777
Marketing and community education, including in-kind advertising	502,904	--	--	502,904
Dues for national and state United Way organizations	79,828	--	--	79,828
<b>Total supporting services</b>	<b>1,797,257</b>	<b>--</b>	<b>--</b>	<b>1,797,257</b>
<b>Total expenditures</b>	<b>8,390,305</b>	<b>--</b>	<b>--</b>	<b>8,390,305</b>
<b>Changes in net assets</b>	<b>(142,693)</b>	<b>(186,289)</b>	<b>--</b>	<b>(328,982)</b>
<b>Net Assets</b>				
Beginning of year	6,267,356	3,817,696	102,452	10,187,504
<b>End of year</b>	<b>\$6,124,663</b>	<b>\$3,631,407</b>	<b>\$102,452</b>	<b>\$ 9,858,522</b>

See notes to financial statements.

**Statement of Activities and Changes in Net Assets**

United Way of Pierce County  
Year Ended December 31, 2009

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Revenue, Gains and Other Support</b>				
Gross campaign results (08-09 campaign)	\$4,995,149	\$1,187,305	\$ --	\$ 6,182,454
Release of 08-09 campaign from restriction	3,247,182	(3,247,182)	--	--
Less donor designations	(3,298,443)	--	--	(3,298,443)
Less provisions for uncollectible	(224,965)	--	--	(224,965)
<b>Net campaign revenue (08-09 campaign)</b>	<b>4,718,923</b>	<b>(2,059,877)</b>	--	<b>2,659,046</b>
Gross campaign results (09-10 campaign)	--	3,213,837	--	3,213,837
Less donor designations	--	(771,208)	--	(771,208)
Less provisions for uncollectible	--	(82,375)	--	(82,375)
<b>Net campaign revenue (09-10 campaign)</b>	<b>--</b>	<b>2,360,254</b>	--	<b>2,360,254</b>
Collection of prior year campaign over previously estimated uncollectibles	109,984	--	--	109,984
Designations from other United Ways	9,362	--	--	9,362
Other public support	159,698	10,150	--	169,848
<b>Total revenue, gains and other support</b>	<b>4,997,967</b>	<b>310,527</b>	--	<b>5,308,494</b>
<b>Other Support</b>				
Event income	31,500	--	--	31,500
Program income	285,218	--	--	285,218
Loaned executive sponsorship	87,475	--	--	87,475
In-kind advertising	274,487	--	--	274,487
Gifts-in-kind donations	1,160,797	--	--	1,160,797
<b>Total other support</b>	<b>1,839,477</b>	--	--	<b>1,839,477</b>
<b>Program Income - Betye Martin Baker Human Service Center</b>				
	<b>357,236</b>	--	--	<b>357,236</b>
<b>Other Income (Loss)</b>				
Designation fees collected	197,021	--	--	197,021
Unrealized gain on investments	319,851	23,199	--	343,050
Loss on disposal of investments	(156,442)	--	--	(156,442)
Investment income	83,964	5,253	--	89,217
<b>Total other income</b>	<b>444,394</b>	<b>28,452</b>	--	<b>472,846</b>
<b>Total revenue</b>	<b>7,639,074</b>	<b>338,979</b>	--	<b>7,978,053</b>
<b>Net Assets Released from Restrictions</b>	1,225,427	(1,225,427)	--	--
<b>Revenue after net assets released</b>	<b>8,864,501</b>	<b>(886,448)</b>	--	<b>7,978,053</b>

(continued)

See notes to financial statements.

**Statement of Activities and Changes in Net Assets**

*(concluded)*

United Way of Pierce County  
Year Ended December 31, 2009

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Community Program Services</b>				
Distributions to community nonprofits	\$7,208,359	\$ --	\$ --	\$ 7,208,359
Less donor designations	(3,298,443)	--	--	(3,298,443)
<b>Net funds distributed</b>	<b>3,909,916</b>	<b>--</b>	<b>--</b>	<b>3,909,916</b>
Community Building and Investment	686,974	--	--	686,974
211	295,618	--	--	295,618
Volunteer Opportunity Center	63,578	--	--	63,578
Youth United	111,463	--	--	111,463
Betye Martin Baker Human Service Center	439,048	--	--	439,048
Retired Senior Volunteer Program	189,643	--	--	189,643
Gifts in-kind program expenses	71,917	--	--	71,917
Gifts-in-kind distributed to community nonprofits	1,162,376	--	--	1,162,376
<b>Total community program services</b>	<b>6,930,533</b>	<b>--</b>	<b>--</b>	<b>6,930,533</b>
<b>Supporting Services</b>				
Management and general	564,347	--	--	564,347
Fundraising	741,324	--	--	741,324
Marketing and community education, including in-kind advertising	613,304	--	--	613,304
Dues for national and state United Way organizations	92,459	--	--	92,459
<b>Total supporting services</b>	<b>2,011,434</b>	<b>--</b>	<b>--</b>	<b>2,011,434</b>
<b>Total expenditures</b>	<b>8,941,967</b>	<b>--</b>	<b>--</b>	<b>8,941,967</b>
<b>Changes in net assets</b>	<b>(77,466)</b>	<b>(886,448)</b>	<b>--</b>	<b>(963,914)</b>
<b>Net Assets</b>				
Beginning of year	6,344,822	4,704,144	102,452	11,151,418
<b>End of year</b>	<b>\$6,267,356</b>	<b>\$3,817,696</b>	<b>\$102,452</b>	<b>\$10,187,504</b>

See notes to financial statements.

## Statements of Cash Flows

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United Way of Pierce County  
Years Ended December 31, 2010 and 2009

	2010	2009
<b>Cash Flows from Operating Activities</b>		
Cash received from contributions and public support	\$6,354,630	\$7,274,942
Cash received from tenants	295,730	357,236
Cash paid to agencies	(3,653,025)	(3,806,176)
Cash paid to employees and related employee benefits	(2,179,832)	(2,444,555)
Cash paid to suppliers	(1,177,787)	(1,329,451)
Investment income	64,518	89,217
<b>Net cash provided by (used in) operating activities</b>	<b>(295,766)</b>	<b>141,213</b>
<b>Cash Flows from Investing Activities</b>		
Payment for lease commission	(5,227)	(5,227)
Purchase of equipment	(14,079)	(10,443)
Purchase of securities	(323,479)	(966,771)
Proceeds from investment sales	296,392	1,167,409
<b>Net cash provided by (used in) investing activities</b>	<b>(46,393)</b>	<b>184,968</b>
<b>Cash Flows from Financing Activities</b>		
Payments on grants payable	<b>(122,526)</b>	<b>(117,298)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(464,685)</b>	<b>208,883</b>
<b>Cash and Cash Equivalents</b>		
Beginning of year	2,539,683	2,330,800
<b>End of year</b>	<b>\$2,074,998</b>	<b>\$2,539,683</b>
<b>Reconciliation of Changes in Net Assets to Net Cash Provided by (Used in) Operating Activities</b>		
Changes in net assets	(\$328,982)	(\$963,914)
Reconciling adjustments (non-cash items):		
Depreciation	221,381	225,553
Amortization	5,259	6,723
Deferred rent	(26,400)	(26,400)
(Gain) loss on disposal of investments	(620)	156,442
Unrealized gain on investments	(118,197)	(343,050)
Pledge to Boys & Girls Club	61,264	58,649
Changes in assets and liabilities:		
Decrease in promises receivable, net	114,491	904,139
Decrease in prepaid expenses	8,213	31,320
Increase in other assets	(45,648)	(13,442)
Increase (decrease) in accounts payable and accrued expenses and agency funds payable	(186,527)	105,193
<b>Net cash provided by (used in) operating activities</b>	<b>(\$295,766)</b>	<b>\$141,213</b>

See notes to financial statements.

## Statement of Functional Expenses

United Way of Pierce County  
Year Ended December 31, 2010

	<u>Supporting Services</u>				<u>Community Program Services</u>		
	Management and General	Fund-raising	Marketing and Community Education	Dues for National and State United Way Organizations	Total Supporting Services	Distributions to Community Nonprofits	Community Building and Investment
Salaries	\$302,043	\$464,767	\$146,299	\$ --	\$ 913,109	\$ --	\$393,596
Employee health and retirement benefits	77,180	81,264	34,224	--	192,668	--	72,692
Payroll taxes	22,255	34,602	10,233	--	67,090	--	27,677
<b>Total salaries and related expenses</b>	<b>401,478</b>	<b>580,633</b>	<b>190,756</b>	<b>--</b>	<b>1,172,867</b>	<b>--</b>	<b>493,965</b>
Professional fees and contract services	68,898	2,899	42,096	--	113,893	--	18,488
Supplies	4,918	16,583	1,919	--	23,420	--	3,908
Telephone, fax and Internet	5,206	4,586	1,985	--	11,777	--	5,614
Postage and shipping	7,244	5,800	594	--	13,638	--	158
Occupancy	2,678	4,202	1,556	--	8,436	--	3,891
Equipment rental and maintenance	12,220	5,428	3,303	--	20,951	--	20,794
Printing publications and awards	3,021	21,985	31,600	--	56,606	--	969
Auto allowances and travel	3,270	7,024	69	--	10,363	--	3,361
Conferences, events and meetings	9,715	10,825	32,153	--	52,693	--	2,408
Dues	3,033	1,448	150	--	4,631	--	250
In-kind advertising	--	--	191,000	--	191,000	--	--
Gifts-in-kind to community nonprofits	--	--	--	--	--	--	--
Miscellaneous	9,144	--	--	--	9,144	--	--
Depreciation and amortization	9,923	12,364	5,723	--	28,010	--	10,352
United Way dues	--	--	--	79,828	79,828	--	--
Distributions to community nonprofits	--	--	--	--	--	3,508,549	--
<b>Total functional expenses</b>	<b>\$540,748</b>	<b>\$673,777</b>	<b>\$502,904</b>	<b>\$79,828</b>	<b>\$1,797,257</b>	<b>\$3,508,549</b>	<b>\$564,158</b>

See notes to financial statements.

211	Volunteer Oppor- tunity Center	Youth United	Betye Martin Baker Human Service Center	Retired Senior Volunteer Program	Gifts- in-Kind Program Expenses	Gifts-in- Kind Distributed to Com- munity Nonprofits	Total Community Program Services	Total Expenditures
\$183,793	\$35,042	\$ 61,426	\$ --	\$ 71,689	\$43,299	\$ --	\$ 788,845	\$1,701,954
35,776	6,620	14,153	--	14,012	13,867	--	157,120	349,788
17,372	2,622	4,774	--	5,282	3,273	--	61,000	128,090
<b>236,941</b>	<b>44,284</b>	<b>80,353</b>	<b>--</b>	<b>90,983</b>	<b>60,439</b>	<b>--</b>	<b>1,006,965</b>	<b>2,179,832</b>
1,271	--	--	--	--	--	--	19,759	133,652
2,056	2,193	2,038	--	1,643	322	--	12,160	35,580
2,922	693	392	--	639	691	--	10,951	22,728
372	217	358	--	808	150	--	2,063	15,701
1,712	467	778	226,315	6,252	2,439	--	241,854	250,290
6,011	3,606	1,010	--	660	606	--	32,687	53,638
387	89	8,486	--	831	89	--	10,851	67,457
3,734	500	2,110	--	41,843	1,917	--	53,465	63,828
803	191	7,300	--	10,740	1	--	21,443	74,136
350	--	--	--	--	12,526	--	13,126	17,757
--	--	--	--	--	--	--	--	191,000
--	--	--	--	--	--	1,460,545	1,460,545	1,460,545
--	--	--	--	--	--	--	--	9,144
4,796	977	1,922	176,217	2,886	1,480	--	198,630	226,640
--	--	--	--	--	--	--	--	79,828
--	--	--	--	--	--	--	3,508,549	3,508,549
<b>\$261,355</b>	<b>\$53,217</b>	<b>\$104,747</b>	<b>\$402,532</b>	<b>\$157,285</b>	<b>\$80,660</b>	<b>\$1,460,545</b>	<b>\$6,593,048</b>	<b>\$8,390,305</b>

## Statement of Functional Expenses

United Way of Pierce County  
Year Ended December 31, 2009

	<u>Supporting Services</u>				<u>Community Program Services</u>		
	Management and General	Fund-raising	Marketing and Community Education	Dues for National and State United Way Organizations	Total Supporting Services	Distributions to Community Nonprofits	Community Building and Investment
Salaries	\$326,143	\$509,778	\$158,485	\$ --	\$ 994,406	\$ --	\$473,118
Employee health and retirement benefits	85,118	87,524	34,755	--	207,397	--	96,396
Payroll taxes	24,509	38,867	11,102	--	74,478	--	33,695
<b>Total salaries and related expenses</b>	<b>435,770</b>	<b>636,169</b>	<b>204,342</b>	<b>--</b>	<b>1,276,281</b>	<b>--</b>	<b>603,209</b>
Professional fees and contract services	69,563	1,139	39,360	--	110,062	--	21,871
Supplies	5,472	11,817	4,138	--	21,427	--	3,291
Telephone, fax and Internet	4,835	4,530	2,660	--	12,025	--	4,572
Postage and shipping	6,589	5,843	1,864	--	14,296	--	656
Occupancy	2,942	4,862	1,801	--	9,605	--	4,501
Equipment rental and maintenance	7,601	9,374	3,450	--	20,425	--	21,237
Printing publications and awards	3,377	28,495	46,933	--	78,805	--	2,562
Auto allowances and travel	3,014	12,333	379	--	15,726	--	4,321
Conferences, events and meetings	7,210	7,653	28,119	--	42,982	--	7,917
Dues	2,346	1,456	--	--	3,802	--	1,137
In-kind advertising	--	--	274,487	--	274,487	--	--
Gifts-in-kind to community nonprofits	--	--	--	--	--	--	--
Miscellaneous	6,016	5,027	--	--	11,043	--	--
Depreciation and amortization	9,612	12,626	5,771	--	28,009	--	11,700
United Way dues	--	--	--	92,459	92,459	--	--
Distributions to community nonprofits	--	--	--	--	--	3,909,916	--
<b>Total functional expenses</b>	<b>\$564,347</b>	<b>\$741,324</b>	<b>\$613,304</b>	<b>\$92,459</b>	<b>\$2,011,434</b>	<b>\$3,909,916</b>	<b>\$686,974</b>

See notes to financial statements.

211	Volunteer Oppor- tunity Center	Youth United	Betye Martin Baker Human Service Center	Retired Senior Volunteer Program	Gifts- in-Kind Program Expenses	Gifts-in- Kind Distributed to Com- munity Nonprofits	Total Community Program Services	Total Expenditures
\$192,842	\$42,860	\$ 69,348	\$ --	\$ 89,922	\$41,344	\$ --	\$ 909,434	\$1,903,840
41,554	7,656	15,580	--	14,330	14,175	--	189,691	397,088
17,465	3,007	5,101	--	6,729	3,152	--	69,149	143,627
<b>251,861</b>	<b>53,523</b>	<b>90,029</b>	<b>--</b>	<b>110,981</b>	<b>58,671</b>	<b>--</b>	<b>1,168,274</b>	<b>2,444,555</b>
2,475	--	--	--	--	--	--	24,346	134,408
9,462	1,078	3,193	--	1,561	405	--	18,990	40,417
4,177	661	396	--	1,083	657	--	11,546	23,571
292	376	542	--	1,045	152	--	3,063	17,359
1,980	540	900	258,951	5,000	718	--	272,590	282,195
8,170	4,037	1,713	--	660	1,025	--	36,842	57,267
5,890	229	4,140	--	5	164	--	12,990	91,795
1,748	1,016	3,496	--	50,464	2,000	--	63,045	78,771
1,178	85	5,156	--	13,912	--	--	28,248	71,230
3,350	950	--	--	1,703	6,900	--	14,040	17,842
--	--	--	--	--	--	--	--	274,487
--	--	--	--	--	--	1,162,376	1,162,376	1,162,376
--	--	--	--	--	--	--	--	11,043
5,035	1,083	1,898	180,097	3,229	1,225	--	204,267	232,276
--	--	--	--	--	--	--	--	92,459
--	--	--	--	--	--	--	3,909,916	3,909,916
<b>\$295,618</b>	<b>\$63,578</b>	<b>\$111,463</b>	<b>\$439,048</b>	<b>\$189,643</b>	<b>\$71,917</b>	<b>\$1,162,376</b>	<b>\$6,930,533</b>	<b>\$8,941,967</b>

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### Note 1 - Summary of Significant Accounting Policies

#### Nature of Activities

United Way of Pierce County (the Organization) is a Washington not-for-profit corporation organized for the purposes of assessing human service needs, developing financial resources from the public and private sectors, and allocating the financial resources to urgent community human service needs in Pierce County, Washington.

#### Basis of Accounting

The Organization prepares its financial statements in accordance with accounting principles generally accepted in the United States of America, which involves the application of accrual accounting. Consequently, revenue and gains are recognized when earned, and expenses and losses are recognized when incurred.

Net assets, revenue and expenses are classified based on the existence or absence of donor-imposed restrictions. The Organization's net assets and changes therein are classified into the following three categories:

Unrestricted net assets represent expendable funds that are available for support to the Organization's operations. Certain of these amounts have been designated by the board of directors to be utilized for various programs.

Temporarily restricted net assets consist of contributions that have been restricted by the donor for specific purposes or are not available for use until a specific time.

Permanently restricted net assets consist of contributions with donor restrictions that stipulate the resources be maintained permanently, but permit the Organization to use or expend part or all of the income derived from the donated assets for either specified or unspecified purposes.

Revenue is reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between applicable classes of net assets.

*(continued)*

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### Note 1 - Summary of Significant Accounting Policies *(continued)*

#### Basis of Accounting *(concluded)*

#### Unrestricted Net Assets

The Organization's governance has directed that unrestricted net assets be further classified as either designated or undesignated. The Organization's board has designated the following:

	2010	2009
Betye Martin Baker Human Service Center	\$3,923,415	\$4,127,363
Community impact	169,080	91,318
Endowment	1,045,321	663,617
Equipment	92,044	128,370
<b>Total</b>	<b>\$5,229,860</b>	<b>\$5,010,668</b>

#### Temporarily Restricted Net Assets

Temporarily restricted net assets as of December 31 are available for the following purposes:

	2010	2009
Campaign results, net	\$2,470,040	\$2,360,254
Education income and health	911,367	1,207,442
Housing	250,000	250,000
<b>Total temporarily restricted net assets</b>	<b>\$3,631,407</b>	<b>\$3,817,696</b>

Net assets released from restrictions during the years ended December 31 are as follows:

	2010	2009
Donor restrictions satisfied:		
Net release from prior campaign	\$2,360,254	\$3,247,182
Education income and health	1,268,133	1,225,427
<b>Total net assets released from restrictions</b>	<b>\$3,628,387</b>	<b>\$4,472,609</b>

Permanently restricted net assets consist of one endowment with net assets totaling \$102,452 at December 31, 2010 and 2009. Earnings from this endowment are included in temporarily restricted net assets to be used to support youth and family programs.

*(continued)*

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### **Note 1 - Summary of Significant Accounting Policies** *(continued)*

#### **Use of Estimates**

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. Estimates also affect the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### **Cash and Cash Equivalents**

For purposes of reporting cash flows, the Organization considers all cash accounts, which are not subject to withdrawal restrictions or penalties, and all highly liquid debt instruments purchased with an original maturity of three months or less to be cash equivalents.

The Organization maintains its cash in depository institution accounts, which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts.

#### **Promises Receivable**

Donors typically pay total promises in installments over a 12-month period. The commencement date of payments will vary among donors; therefore, promises are usually collected within an 18-month cycle (campaign collection cycle). Unconditional promises to give that are expected to be collected within the campaign collection cycle are recorded at their net realizable value. Conditional promises to give are not included as support until such time as the conditions are substantially met and both the timing and the value of the promise are known with reasonable certainty.

All promises receivable are due within one campaign collection cycle. Allowances are provided by campaign year based on amounts estimated to be uncollectible, which are based on past collection experience. The allowance for uncollectibles for the current and prior year campaigns was estimated at \$372,097 and \$336,172 at December 31, 2010 and 2009, respectively.

#### **Property, Plant and Equipment**

Expenditures for fixed asset additions in excess of \$500 are capitalized at cost; the fair value of donated equipment is similarly capitalized. Depreciation is calculated on the straight-line and accelerated methods based on estimated useful lives of five to 10 years for equipment and 15 to 40 years for building and improvements. Contributed property and equipment are recorded at fair value at the date of donation.

*(continued)*

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### **Note 1 - Summary of Significant Accounting Policies** *(continued)*

#### **Investments**

Investments in equity securities with readily determinable fair values and all investments in debt securities are reported at fair value, with gains and losses included on the statements of activities and changes in net assets. Fair values are generally based on trading values on the open market.

Interest and other investment income are reported in the period earned as increases in unrestricted net assets unless the use of the assets is limited by donor-imposed restriction, in which case they are reported as increases in temporarily or permanently restricted assets. Gains and losses on investments are reported as increases or decreases in unrestricted net assets unless their use is temporarily or permanently restricted by explicit donor stipulation or law.

#### **Deferred Rent**

The Organization has a contract with the State of Washington Department of Social and Health Services (DSHS) and has previously recorded a deferred rent liability of \$660,000, which is being amortized over the 25-year life of the responsibility to provide DSHS with space in the building. As of December 31, 2010 and 2009, the deferred rent liability is \$264,000 and \$290,400, respectively, of which \$26,400 is included in current liabilities for both years.

#### **Support and Revenue**

Gifts of cash and other assets are presented as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported on the statements of activities and changes in net assets as net assets released from restrictions.

The 09-10 campaign, which raised \$8,219,464, included \$1,187,984 of promises from the Combined Federal Campaign (CFC). Because of the related CFC designations, the majority of the CFC pledges are recognized as designated, not as net campaign results in the year earned. The Organization is a federation of CFC and does not charge any additional fees to the agencies that are attached to its federation other than those that are applied by law with CFC. Additionally, the Organization does provide accounting and fundraising in support of CFC.

The 09-10 campaign results include contributions totaling \$953,265 that relate to community systems improvement such as early learning, health care and financial stability. These contributions are temporarily restricted until program expenditures occur. In addition, some companies have chosen to have other organizations process their pledges and pay the donor designated agencies directly. While the Organization does not receive the cash from these contributions, it has incurred the costs related to raising these funds. The majority of the designated funds from the 09-10 campaign have been paid out at December 31, 2010. The 2010-11 campaign was in progress at December 31, 2010, and includes estimated designations totaling approximately \$633,000. These designations are included in agency funds payable in the accompanying financial statements.

*(continued)*

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### Note 1 - Summary of Significant Accounting Policies *(concluded)*

#### Payments and Designations

Donors may designate their gifts to specific nonprofit agencies. The nonprofit agencies are required to provide the Organization with documentation of their tax-exempt status and verify Patriot Act compliance. The collection of these contributions and distribution to donor-specified agencies are transactions in which the Organization is acting as an agent. These transactions are not reported on the statements of activities and changes in net assets as revenue and expenses but are included in total campaign results. Amounts collected and held at year-end are reported as agency funds payable.

#### Functional Expenses

Salaries and payroll related costs are allocated to the various supporting and program services of the Organization based on estimates of time incurred for the services by full-time equivalent staff. All other program costs not specifically identified are allocated based on estimates by management. These allocations are reviewed annually and changed as applicable to reflect changes in the activities of the Organization and its personnel.

#### Federal Income Taxes

No provision for income taxes has been made in the financial statements since the Organization is exempt from federal income taxes under Internal Revenue Code, Section 501(c)(3). Additionally, the Organization has done an assessment of any uncertain tax positions and has determined it has no uncertain tax positions to record as a liability at December 31, 2010 and 2009.

Forms 990 and 990T, filed by the Organization, are subject to examination by the Internal Revenue Service up to three years from the extended due date of each return. Generally, the Organization is no longer subject to income tax examinations for years prior to 2007.

### Note 2 - Operating Leases

The Organization has entered into noncancellable operating leases with the building's tenants. Lease terms vary from one year to 10 years, with options to extend up to five years, and maturity dates through 2020. The Organization is responsible for all taxes, repairs and maintenance related directly to the building, costs of which may be passed through to the tenants. Minimum rental receipts under the operating leases for future years ending December 31 are as follows:

2011	\$ 199,000
2012	220,400
2013	195,500
2014	189,400
2015	96,000
Thereafter	517,000
<b>Total</b>	<b>\$1,417,300</b>

*(continued)*

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### Note 2 - Operating Leases (concluded)

Tenants that have signed lease agreements with the Organization (expiring through 2020), requiring approximate monthly rental payments as of December 31, 2010, are as follows:

Boys & Girls Club	\$ 3,915
Cares of Washington	585
New Salem Baptist Church	1,500
Multicare	6,718
The Nonprofit Center	1,051
Children's Museum (commencing April 1, 2011)	7,613
Violent Crime Victim Services	729
<b>Total monthly rent</b>	<b>\$22,111</b>

In late 2010, one tenant moved out of the building without an agreement in place to break their lease agreement. The Organization is currently negotiating with the tenant as to a settlement on this issue. Rental payments have not been received by this tenant subsequent to their departure; therefore, future rental receipts disclosed above have been reduced pending settlement of this issue.

### Note 3 - Investments

Investments carried at fair value at December 31 consist of the following:

	Historical Cost	Fair Value
<b>2010</b>		
Certificates of deposit	\$ 250,000	\$ 250,000
Corporate bonds	1,019,817	1,042,662
Mutual funds	1,073,492	1,156,976
<b>Total investments</b>	<b>\$2,343,309</b>	<b>\$2,449,638</b>
<b>2009</b>		
Certificates of deposit	\$ 450,000	\$ 450,000
Corporate bonds	1,019,817	1,040,008
Mutual funds	845,661	813,581
<b>Total investments</b>	<b>\$2,315,478</b>	<b>\$2,303,589</b>

(continued)

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### Note 3 - Investments (concluded)

Investments as of December 31 are presented on the balance sheets as follows:

	2010	2009
Current investments	\$1,301,865	\$1,537,520
Long-term investments	1,147,773	766,069
<b>Total</b>	<b>\$2,449,638</b>	<b>\$2,303,589</b>

Included in investments are board designated funds totaling \$1,045,321 and \$663,617 at December 31, 2010 and 2009, respectively.

### Note 4 - Property, Plant and Equipment

Property, plant and equipment consist of the following at December 31:

	2010	2009
Land	\$ 618,300	\$ 618,300
Building	5,770,346	5,770,346
Leasehold improvements	- -	51,342
Furniture and equipment	588,325	554,007
	<b>6,976,971</b>	<b>6,993,995</b>
Less accumulated depreciation	3,136,941	2,946,663
<b>Property, plant and equipment, net</b>	<b>\$3,840,030</b>	<b>\$4,047,332</b>

The Organization has entered into a purchase and sale agreement with Burlington Northern Santa Fe (BNSF) for the purchase of land adjacent to its existing building. The purchase price of the land is \$1,057,700, and will be settled by a \$300,000 payment from the Organization and a contribution by BNSF totaling \$757,500. Upon successful environmental testing and a clean title, during 2011, it is likely the property will be purchased in the second quarter of 2011.

In November 2010, the Organization's building incurred water damage when a pipe broke in the building. The total cost of the clean up and restoration is approximately \$900,000 and is covered by insurance subject to a \$5,000 deductible. The restoration is expected to be completed in April 2011.

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### Note 5 - Retirement Plan

The Organization sponsors a 403(b) defined contribution plan for its eligible employees. The Organization currently contributes, at a minimum, 5 percent of each employee's base salary. Annual matching contributions of up to 20 percent of employee contributions are made at management's discretion. Total salary and matching contributions made by the Organization for the years ended December 31, 2010 and 2009, totaled \$143,629 and \$125,435, respectively.

### Note 6 - Contributed Goods and Services

The Organization operates a gifts-in-kind program that accepts donations of products from businesses and individuals. These products are then given by the Organization to other not for profit agencies that can benefit by their use. Gifts of new items from retail stores are valued at fair market value. Gifts from individuals are valued at thrift store value. The Organization received gifts-in-kind for the years ended December 31, 2010 and 2009, totaling \$1,459,808 and \$1,160,797, respectively.

Employees of local companies participating in the United Way Loaned Executives Program for the year ended December 31, 2010, volunteered 3,000 hours, valued at \$62,550, and for the year ended December 31, 2009, volunteered 1,680 hours, valued at \$34,020, based on rates established by Independent Sector, a research firm. These volunteers assist the Organization mainly during the annual fund drive in the fall of each year. These services are not recognized in the accompanying financial statements because they do not meet recognition criteria.

The Organization receives sponsorships from corporations to fund special events and loaned executive costs. For the years ended December 31, 2010 and 2009, those costs were \$85,144 and \$118,975, respectively. In addition, local media have provided advertising on a pro bono basis totaling \$191,000 and \$274,487 as of December 31, 2010 and 2009, respectively. The costs associated with the special events, loaned executive costs and donated advertising are included on the statements of functional expenses, along with other fundraising and marketing costs, although no donor funds were expended to provide these goods and services as these items were donated.

A substantial number of other volunteers and corporations have donated time and services to the Organization. No amounts have been reflected in the financial statements for donated services, since no objective basis is available to measure the value of these services.

### Note 7 - Major Contributor

The Employees Community Fund of Boeing Puget Sound contributes a substantial amount to the annual campaign. Total pledges of \$757,500 were made to the Organization for the Fall Campaign of 2010. Pledges for the Fall Campaign of 2009 totaled \$875,600. Any substantial reduction in this level of giving could adversely affect the Organization's operations.

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### Note 8 - Grant Payable

The Organization has made a promise to pay the Boys & Girls Clubs of South Puget Sound \$1 million over 10 years, to be used for the operations of the Hope Centers. The net present value of \$583,220 and \$644,483 has been accrued at December 2010 and 2009, respectively. Minimum payments under the agreement for the next five years ending December 31 and thereafter are as follows:

2011	\$111,000
2012	125,000
2013	102,000
2014	92,000
2015	84,000
Thereafter	69,000
<b>Total</b>	<b>\$583,000</b>

### Note 9 - Deferred Compensation Plan

The Organization entered into a deferred compensation agreement with one key employee. The agreement provides for the employee to voluntarily defer certain additional compensation, to which the employee would otherwise be entitled. The Organization contributed \$33,391 and \$13,442 in 2010 and 2009, respectively. The amount deferred at December 31, 2010 and 2009, totals \$157,173 and \$123,782, respectively. Deferred compensation is included in accounts payable and accrued expenses on the accompanying balance sheets.

### Note 10 - Fair Values Measured on a Recurring Basis

The Organization's investments are valued under the fair value hierarchy established by authoritative guidance whereby Level 1 inputs are based on quoted market prices in active markets for identical assets or liabilities; Level 2 inputs are based primarily on observable market based inputs or unobservable inputs that are corroborated by market data; and Level 3 inputs are valued using unobservable inputs that are not corroborated by market data. At December 31, 2010 and 2009, all of the Organization's investments included Level 1 and Level 2 and totaled \$2,135,539 and \$314,099, respectively (2009: Level 1 - \$2,008,217; Level 2 - \$295,372). Valuation techniques utilized to determine fair value are consistently applied.

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### Note 11 - Endowment

The Organization's endowment consists of two individual funds established to support programs intended to continue to provide support for human service needs in the community. Its endowment includes both donor-restricted endowment funds and funds designated by the board of directors to function as endowments. As required by generally accepted accounting principles net assets associated with endowment funds, including funds designated by the board of directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

#### Interpretation of Relevant Law

The Organization has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) adopted by the 2009 Washington legislature as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as permanently restricted net assets: (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by the state of Washington in its enacted version of UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the endowment fund; (2) the purposes of the Organization 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 the Organization; and (7) the investment policies of the Organization.

Endowment net assets composition by type of fund is as follows:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>December 31, 2010</b>				
Donor-restricted endowment funds	\$ - -	\$15,359	\$102,452	\$ 117,811
Board-designated endowment funds	1,045,321	- -	- -	1,045,321
<b>Total</b>	<b>\$1,045,321</b>	<b>\$15,359</b>	<b>\$102,452</b>	<b>\$1,163,132</b>
<b>December 31, 2009</b>				
Donor-restricted endowment funds	\$ - -	\$23,199	\$102,452	\$125,651
Board-designated endowment funds	663,617	- -	- -	663,617
<b>Total</b>	<b>\$663,617</b>	<b>\$23,199</b>	<b>\$102,452</b>	<b>\$789,268</b>

(continued)

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### Note 11 - Endowment (continued)

#### Interpretation of Relevant Law (concluded)

Changes in endowment net assets for the years ended December 31:

	Unrestricted	Temporarily Restricted *	Permanently Restricted	Total
<b>2010</b>				
Endowment net assets, beginning of year	\$ 663,617	\$23,199	\$102,452	\$ 789,268
Investment income and net appreciation (realized and unrealized)	116,704	15,359	--	132,063
Additional board designations	265,000	--	--	265,000
Expenditures appropriated	--	(23,199)	--	(23,199)
<b>Endowment net assets, end of year</b>	<b>\$1,045,321</b>	<b>\$15,359</b>	<b>\$102,452</b>	<b>\$1,163,132</b>
<b>2009</b>				
Endowment net assets, beginning of year	\$506,452	\$ --	\$102,452	\$608,904
Investment income and net appreciation (realized and unrealized)	157,165	23,199	--	180,364
<b>Endowment net assets, end of year</b>	<b>\$663,617</b>	<b>\$23,199</b>	<b>\$102,452</b>	<b>\$789,268</b>

\* These earnings are included in Education income and health temporarily restricted net assets.

#### 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 requires the Organization to retain as a fund of perpetual duration. Deficiencies, should they occur, would be the result of unfavorable market fluctuations that occurred shortly after the investment of new permanently restricted contributions and continued appropriation for certain programs that were deemed prudent by the board of directors. At December 31, 2010 and 2009, the Organization did not have any funds with deficiencies.

#### Return Objectives and Risk Parameters

The Organization has adopted investment policies for endowment assets with a primary objective to provide a dependable source of inflation-adjusted income and to ensure a total return (yield plus capital appreciation) necessary to preserve and enhance (in real dollar terms) the principal of the endowment. Under this policy, as approved by the finance committee of the board of directors, the endowment assets are invested in a manner that is intended to produce appropriate results while assuming a moderate level of investment risk.

(continued)

## Notes to Financial Statements

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United Way of Pierce County  
December 31, 2010 and 2009

### **Note 11 - Endowment** *(concluded)*

#### **Strategies Employed for Achieving Objectives**

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation of equities, fixed income securities, and cash held in money market funds to achieve its long-term return objectives within prudent risk constraints.

#### **Spending Policy and How the Investment Objectives Relate to Spending Policy**

##### **Spending Policy for Board-Designated Endowments**

The endowment fund is established in perpetuity. The principal of the endowment fund will remain intact and only the earnings will be used for funding. Such funding may include programs, or to offset administrative and fundraising costs or for such other purposes as the board may determine consistent with this policy. However, in the event of a natural disaster, funding reversal or similar unexpected situation, unrestricted funds may be moved from the endowment to support operating expenses or to honor commitments made to fund local programs. To establish momentum, the first transfer of earnings will not occur until the principal and accumulated earnings of the endowment fund reaches \$2 million.

These investments are classified as long term as the intent is to hold the investments although the Board may decide to use these funds to fund current operations or provide emergency funding in the future

##### **Spending Policy for Donor-Designated Endowments**

The spending policy for donor-designated endowments varies according to the restrictions stipulated in the underlying agreement.

### **Note 12 - Subsequent Events**

The Organization has evaluated subsequent events through April 21, 2011, which is the date the financial statements were available to be issued.

**Supplementary  
Information**

**Independent Auditor's Report on the Supplementary Information**

To the Board of Directors  
**United Way of Pierce County**  
Tacoma, Washington

Our audits were made for the purpose of forming an opinion on the basic financial statements for the years ended December 31, 2010 and 2009, taken as a whole. The supplementary information is presented for purposes of additional analysis and is not a required part of the basic financial statements. The supplementary information for the years ended December 31, 2010 and 2009, has been subjected to the auditing procedures applied in the audits 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.

*McGladrey & Pullen, LLP*

Tacoma, Washington  
April 21, 2011

**Distributions to Agency Programs**

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United Way of Pierce County  
 Years Ended December 31, 2010 and 2009

	2010	2009
<b>Regular and Special Allocations</b>		
Accorn Institute	\$ --	\$ 9,190
Affordable Housing Consortium	--	3,000
American Red Cross, Tacoma/Pierce County Chapter	119,575	132,636
Associated Ministries	--	539
Association of Colored Women's Clubs	3,500	--
Bates Technical College	45,635	41,030
Big Brothers and Big Sisters of King - Pierce County	46,524	50,436
Birth to Three Development Center	18,237	19,776
Boy Scouts of America, Pacific Harbors Council	6,892	7,476
Boys & Girls Clubs of South Puget Sound	190,872	199,356
Building Youth Through Music	--	1,700
Camp Fire - Orca Council	10,339	11,208
CARES of Washington	10,339	11,208
Catholic Community Services	151,711	182,036
CenterForce	20,847	22,596
Centro Latino SER	50,040	60,293
Children's Home Society of Washington	58,759	75,873
Children's Museum	64,490	107,510
Communities in Schools - Orting	10,339	12,720
Community Health Care Delivery System	63,756	69,120
Community Montessori	42,744	46,344
Comprehensive Mental Health Center	19,668	21,324
Diabetes Association of Pierce County	7,624	8,268
Eatonville Family Agency	7,949	10,116
Exodus Housing	13,785	18,511
Families Unlimited Network UPPC	24,814	28,901
First Five Fundamentals	153,840	123,000
FISH Food Banks of Pierce County	10,787	34,200
Girl Scouts - Pacific Peaks Council	31,981	34,668
Good Samaritan Community Services	145,076	177,418
Good Samaritan Hospital - Children's Therapy Unit	17,231	18,684
Goodwill Industries	--	15,000
Greater Lakes Mental Health Center	41,355	44,832
Greater Tacoma Community Foundation	--	2,000

*(continued)*

*See auditor's report on the supplementary information.*

## Distributions to Agency Programs

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United Way of Pierce County  
 Years Ended December 31, 2010 and 2009

	2010	2009
<b>Regular and Special Allocations (continued)</b>		
Helping Hand House	\$ 26,431	\$ 34,727
Homeless Connect	--	20,000
HopeSparks	141,268	153,156
Intercommunity Mercy House	10,339	14,779
KBTC Association	5,000	50,000
Korean Women's Association	31,639	36,296
L'Arche Tahoma Hope	13,339	12,664
Lakewood Area Shelter Association	19,123	25,307
Lakewood Senior Center	12,406	13,452
Lindquist Clinic for Children	44,801	51,576
Lutheran Social Services of Washington	11,718	12,708
Mary Bridge Children's Health Center	27,570	29,892
Metropolitan Development Council	10,000	--
Multicare Health System	78,064	65,950
Neighborhood Clinic	15,163	16,440
New Day Diaz Art for Youth	12,751	15,689
New Phoebe House Association	6,892	15,976
Northwest Leadership Foundation	14,474	17,813
Pacific Lutheran University	--	9,960
Parents and Students in Action	6,892	7,476
Pierce County - Early Learning	27,926	50,744
Pierce County AIDS Foundation	28,280	32,460
Pierce County Community Services	2,074	--
Pierce County Housing Authority	85,000	--
Pierce County Labor Community Services	48,175	72,428
Prison Pet Partnership	19,471	21,108
Project Homelessness	20,000	20,000
Puget Sound ESD	156,699	125,268
Puyallup Playcare Center	26,175	28,380
Read 2 Me	--	7,000
Reach Out and Read	--	4,124
ROTO Care of Puget Sound	--	4,000
Salvation Army - Puyallup	10,339	12,208
Salvation Army - Tacoma	114,918	132,480
Schools Out Washington	5,000	--
Sexual Assault Center of Pierce County	24,506	26,568
St. Leo's Food Connection	6,892	23,476

(continued)

See auditor's report on the supplementary information.

## Distributions to Agency Programs

(concluded)

United Way of Pierce County  
Years Ended December 31, 2010 and 2009

	2010	2009
<b>Regular and Special Allocations (concluded)</b>		
TACID	\$ 22,056	\$ 28,944
Tacoma 360	50,000	--
Tacoma Community College	18,237	24,582
Tacoma Community House	52,383	56,784
Tacoma Community Redevelopment Authority - Housing Trust Fund	--	15,000
Tacoma Day Care and Preschool Association	55,956	60,660
Tacoma Pierce County Child Care Resources	196,866	148,359
Tacoma Pierce County Employment Training Consortium	--	14,810
Tacoma Pierce County - ABCD Program	--	30,000
Tacoma Pierce County Health Department - Early Learning	446,375	487,323
Tacoma Pierce County Health Department	6,892	7,476
Tacoma Urban League	--	3,000
Tacoma Rescue Mission	20,677	23,416
The Nonprofit Center	--	500
Tillicum/American Lake Gardens Community Center	6,892	8,477
University of Washington	--	500
Washington State Child Care Resources	1,000	1,000
Washington State Office of Superintendent	--	1,020
Washington Women's Employment and Education	58,586	67,087
Willie Stewart Scholarship	1,000	1,000
YMCA of Tacoma Pierce County	60,723	68,120
Youth for Christ	23,088	43,716
Youth Resources	14,474	15,696
Youth Services	--	4,000
YWCA of Pierce County	82,574	92,021
<b>Total</b>	<b>3,569,813</b>	<b>3,968,565</b>
<b>Adjusted for NPV Boys and Girls Club's Hope Centers</b>	<b>(61,264)</b>	<b>(58,649)</b>
<b>Total regular and special allocations</b>	<b>\$3,508,549</b>	<b>\$3,909,916</b>

See auditor's report on the supplementary information.