

**UNITED WAY OF ESSEX AND WEST HUDSON**

Consolidated Statement of Financial Position

June 30, 2007

(with comparative financial information as of June 30, 2006)

<b>Assets</b>	<b>2007</b>	<b>2006</b>
	<u>                    </u>	<u>                    </u>
Cash and cash equivalents	\$ 1,154,923	1,151,802
Investments (note 2)	8,690,169	8,618,573
Contributions receivables, net of reserve	784,901	816,921
Other receivables	66,880	42,205
Prepaid expenses and other assets (note 5)	1,175,844	949,138
Beneficial interest in trust	68,611	63,656
Property and equipment, net (note 4)	1,018,109	1,066,968
	<u>                    </u>	<u>                    </u>
Total assets	\$ <u>12,959,437</u>	<u>12,709,263</u>
<b>Liabilities and Net Assets</b>		
Liabilities:		
Allocations payable to agencies	\$ 891,340	1,307,118
Accounts payable and accrued expenses (note 6)	615,707	489,270
Funds held for others	657,048	580,411
	<u>                    </u>	<u>                    </u>
Total liabilities	<u>2,164,095</u>	<u>2,376,799</u>
Net assets:		
Unrestricted:		
Operating	3,266,190	3,838,288
Net unrealized gains on investments	1,155,982	504,703
Investment in property and equipment	1,018,109	1,066,968
Gifts in kind	1,035,466	750,000
Designated for Aurora Foundation (note 7)	3,622,178	3,420,344
	<u>                    </u>	<u>                    </u>
Total unrestricted	10,097,925	9,580,303
Temporarily restricted (note 8)	220,517	280,216
Permanently restricted (note 8)	476,900	471,945
	<u>                    </u>	<u>                    </u>
Total net assets	<u>10,795,342</u>	<u>10,332,464</u>
Total liabilities and net assets	\$ <u>12,959,437</u>	<u>12,709,263</u>

See accompanying notes to consolidated financial statements.

**UNITED WAY OF ESSEX AND WEST HUDSON**  
Consolidated Statement of Activities  
Year ended June 30, 2007  
(with summarized financial information for the year ended June 30, 2006)

	<b>2007</b>			<b>2006</b>	
	<b>Unrestricted</b>	<b>Temporarily restricted</b>	<b>Permanently restricted</b>	<b>Total</b>	<b>Total</b>
Campaign contributions (note 3)	\$ 7,570,991	—	—	7,570,991	9,471,553
Less donor-designated campaign contributions	(2,017,338)	—	—	(2,017,338)	(2,095,640)
Campaign contributions revenue	5,553,653	—	—	5,553,653	7,375,913
Interest and dividends, net of investment expenses of \$77,244 in 2007 and \$79,073 in 2006	186,490	—	—	186,490	209,363
Net realized and unrealized gains on investments	864,444	—	—	864,444	369,682
Other revenue	740,480	—	4,955	745,435	870,232
Net assets released from restrictions for:					
Construction and improvement of facilities	59,699	(59,699)	—	—	—
Total revenue and gains	7,404,766	(59,699)	4,955	7,350,022	8,825,190
Functional expenses:					
Program services:					
Allocations to agencies	4,224,083	—	—	4,224,083	6,139,067
Allocations to agencies from restricted accounts	—	—	—	—	124,616
Community	1,041,323	—	—	1,041,323	1,082,221
Fund distribution	104,073	—	—	104,073	87,304
Information and referral	10,407	—	—	10,407	32,739
Support services:					
Campaign	603,768	—	—	603,768	723,534
Administration	755,234	—	—	755,234	768,689
Total functional expenses	6,738,888	—	—	6,738,888	8,958,170
Increase (decrease) in net assets before the effect of adoption of SFAS No. 158	665,878	(59,699)	4,955	611,134	(132,980)
Effect of adoption of SFAS No. 158 (note 5)	(148,256)	—	—	(148,256)	—
Increase (decrease) in net assets	517,622	(59,699)	4,955	462,878	(132,980)
Net assets as of beginning of year	9,580,303	280,216	471,945	10,332,464	10,465,444
Net assets as of end of year	\$ 10,097,925	220,517	476,900	10,795,342	10,332,464

See accompanying notes to consolidated financial statements.

**UNITED WAY OF ESSEX AND WEST HUDSON**

Consolidated Statement of Functional Expenses

Year ended June 30, 2007

(with summarized financial information for the year ended June 30, 2006)

	<b>2007</b>					<b>2006</b>	
	<b>Other program services</b>			<b>Support services</b>		<b>Total</b>	<b>Total</b>
	<b>Community</b>	<b>Fund distribution</b>	<b>Information and referral</b>	<b>Campaign</b>	<b>Administration</b>		
Salaries	\$ 603,648	67,826	6,783	318,486	477,729	1,474,472	1,509,534
Employee health and retirement benefits (note 5)	92,362	10,377	1,038	48,731	73,096	225,604	281,546
Payroll taxes	47,788	5,369	537	25,212	37,819	116,725	128,886
Professional fees and contract service payments	31,974	3,593	359	16,869	25,304	78,099	136,322
Campaign supplies and marketing	115,084	—	—	115,084	—	230,168	165,295
Office supplies	14,538	1,634	163	7,671	11,506	35,512	36,376
Telephone	10,215	1,148	115	5,390	8,085	24,953	37,255
Postage and shipping	3,324	373	37	1,754	2,631	8,119	17,131
Occupancy	9,116	1,025	102	4,809	7,214	22,266	22,483
Building repairs and maintenance	3,722	418	42	1,964	2,946	9,092	3,790
Equipment repairs and maintenance	3,783	425	43	1,994	2,994	9,239	11,666
Local conferences and meetings	11,246	1,264	126	5,934	8,900	27,470	36,746
Conferences, conventions, and staff development	15,854	1,781	178	8,364	12,546	38,723	26,086
Subscriptions and publications	683	77	8	360	540	1,668	5,265
Insurance	5,488	617	62	2,896	4,343	13,406	13,225
Other expenses	7,207	810	81	3,802	5,703	17,603	68,941
Dues	—	—	—	—	22,206	22,206	25,651
Depreciation	65,291	7,336	733	34,448	51,672	159,480	168,289
	\$ 1,041,323	104,073	10,407	603,768	755,234	2,514,805	2,694,487
Program services – allocations to agencies						4,224,083	6,139,067
Program services – allocations to agencies from restricted accounts						—	124,616
Total functional expenses						\$ 6,738,888	8,958,170

See accompanying notes to consolidated financial statements.

**UNITED WAY OF ESSEX AND WEST HUDSON**

Consolidated Statement of Cash Flows

Year ended June 30, 2007

(with comparative financial information for the year ended June 30, 2006)

	<u>2007</u>	<u>2006</u>
Cash flows from operating activities:		
Increase (decrease) in net assets	\$ 462,878	(132,980)
Adjustments to reconcile increase (decrease) in net assets to net cash used in operating activities:		
Depreciation expense	159,480	168,289
Net realized and unrealized gains on investments	(864,444)	(369,682)
Effect of adoption of SFAS No. 158	148,256	—
Increase in beneficial interest in trust	(4,955)	—
Decrease (increase) in contributions receivable	32,020	(309,642)
Increase in other receivables	(24,675)	(29,901)
Increase in prepaid expenses and other assets	(374,962)	(198,375)
Decrease in allocations payable to agencies	(415,778)	(37,676)
Increase (decrease) in accounts payable and accrued expenses	126,437	(78,473)
Increase (decrease) in funds held for others	76,637	(127,445)
Net cash used in operating activities	<u>(679,106)</u>	<u>(1,115,885)</u>
Cash flows from investing activities:		
Proceeds from sales of investments and money market accounts	2,714,272	6,363,966
Purchases of investments and money market accounts	(1,921,424)	(5,089,397)
Purchases of property and equipment	(110,621)	(129,489)
Net cash provided by investing activities	<u>682,227</u>	<u>1,145,080</u>
Net increase in cash and cash equivalents	3,121	29,195
Cash and cash equivalents as of beginning of year	<u>1,151,802</u>	<u>1,122,607</u>
Cash and cash equivalents as of end of year	\$ <u><u>1,154,923</u></u>	\$ <u><u>1,151,802</u></u>
Supplemental disclosure of cash flow information:		
Donated goods	\$ 2,291,841	3,787,972

See accompanying notes to consolidated financial statements.