

McGladrey & Pullen

Certified Public Accountants

United Way of Greater Duluth, Inc.

Financial Report

June 30, 2010

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McGladrey & Pullen

Certified Public Accountants

Independent Auditor's Report

To the Board of Directors
United Way of Greater Duluth, Inc.
Duluth, Minnesota

We have audited the accompanying statements of financial position of United Way of Greater Duluth, Inc. as of June 30, 2010 and 2009, and the related statements of activities, functional expenses and cash flows 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 Greater Duluth, Inc. as of June 30, 2010 and 2009, and the 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

Duluth, Minnesota
October 20, 2010

United Way of Greater Duluth, Inc.

**Statements of Financial Position
June 30, 2010 and 2009**

	2010	2009
Assets		
Cash and Cash Equivalents	\$ 734,850	\$ 648,901
Certificates of Deposit	-	100,000
Contributions Receivable, less allowance for uncollectibles of \$67,979 in 2010 and \$64,461 in 2009	729,295	748,123
Other Receivables	54,413	113,635
Prepaid Expenses	18,279	6,030
Property and Equipment, net (Note 2)	82,408	98,054
Beneficial Interest in Perpetual Trust (Note 3)	2,660,136	2,492,257
Beneficial Interest in Assets Held by Others (Note 4)	633,450	584,475
Total assets	\$ 4,912,831	\$ 4,791,475
Liabilities and Net Assets		
Liabilities		
Allocations and designations payable (Note 5)	\$ 1,116,845	\$ 1,184,118
Accounts payable	11,354	32,289
Accrued expenses	53,225	41,402
Total liabilities	1,181,424	1,257,809
Net Assets		
Unrestricted:		
Board designated (Note 10)	262,405	251,120
Property and equipment	82,408	98,054
United Way Endowment Fund (Note 4)	633,450	584,475
Total unrestricted net assets	978,263	933,649
Temporarily restricted (Note 6)	93,008	107,760
Permanently restricted (Note 6)	2,660,136	2,492,257
Total net assets	3,731,407	3,533,666
Total liabilities and net assets	\$ 4,912,831	\$ 4,791,475

See Notes to Financial Statements.

United Way of Greater Duluth, Inc.
Statements of Activities
Years Ended June 30, 2010 and 2009

	2010			Total
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Public Support and Revenue				
Gross campaign results	\$ 2,010,460	\$ 653	\$ -	\$ 2,011,113
Gross campaign results in prior year, released from restrictions	24,232	(24,232)	-	-
Total campaign results	2,034,692	(23,579)	-	2,011,113
Less donor designations (Note 5)	(151,223)	-	-	(151,223)
Less provision for uncollectible accounts	(41,406)	-	-	(41,406)
Net campaign revenue	1,842,063	(23,579)	-	1,818,484
Perpetual trust contribution	142,256	-	-	142,256
Duluth-Superior Area Community Foundation contribution	52,773	-	-	52,773
Other contributions	10,969	-	-	10,969
Grant income	286,846	19,387	-	306,233
Sponsorships	31,350	-	-	31,350
Bequests and memorials	36,202	-	-	36,202
Special events	53,572	-	-	53,572
Services revenue	44,714	-	-	44,714
Temporarily restricted net assets released	10,560	(10,560)	-	-
Total public support	2,511,305	(14,752)	-	2,496,553
Investment income	2,073	-	-	2,073
Change in beneficial interest in assets held by others	48,975	-	-	48,975
Change in beneficial interest in perpetual trust	-	-	167,879	167,879
Donated services	7,718	-	-	7,718
Miscellaneous	16,868	-	-	16,868
Total revenue	2,586,939	(14,752)	167,879	2,740,066
Allocations and Expenses				
Allocations and program services:				
Gross allocations to agencies for programs	1,510,866	-	-	1,510,866
Less donor designations (Note 5)	(151,223)	-	-	(151,223)
Net allocations awarded (Note 7)	1,359,643	-	-	1,359,643
Initiatives distributions (Note 7)	108,825	-	-	108,825
Other program services	639,789	-	-	639,789
Total program expenses	2,108,257	-	-	2,108,257
Supporting services:				
Management and general	112,847	-	-	112,847
Fundraising	321,221	-	-	321,221
Total allocations and expenses	2,542,325	-	-	2,542,325
Increase (decrease) in net assets	44,614	(14,752)	167,879	197,741
Net Assets				
Beginning of year	933,649	107,760	2,492,257	3,533,666
End of year	\$ 978,263	\$ 93,008	\$ 2,660,136	\$ 3,731,407

See Notes to Financial Statements.

2009

Unrestricted	Temporarily Restricted	Permanently Restricted	Total
\$ 2,036,840	\$ 24,885	\$ -	\$ 2,061,725
26,420	(26,420)	-	-
2,063,260	(1,535)	-	2,061,725
(108,578)	-	-	(108,578)
(81,160)	-	-	(81,160)
1,873,522	(1,535)	-	1,871,987
138,634	-	-	138,634
60,669	-	-	60,669
-	-	-	-
390,355	82,876	-	473,231
31,025	-	-	31,025
16,335	-	-	16,335
20,512	-	-	20,512
54,022	-	-	54,022
118,243	(118,243)	-	-
2,703,317	(36,902)	-	2,666,415
8,437	-	-	8,437
(217,941)	-	-	(217,941)
-	-	(627,958)	(627,958)
20,976	-	-	20,976
18,788	-	-	18,788
2,533,577	(36,902)	(627,958)	1,868,717
1,591,496	-	-	1,591,496
(108,578)	-	-	(108,578)
1,482,918	-	-	1,482,918
95,547	-	-	95,547
859,992	-	-	859,992
2,438,457	-	-	2,438,457
153,860	-	-	153,860
336,374	-	-	336,374
2,928,691	-	-	2,928,691
(395,114)	(36,902)	(627,958)	(1,059,974)
1,328,763	144,662	3,120,215	4,593,640
\$ 933,649	\$ 107,760	\$ 2,492,257	\$ 3,533,666

United Way of Greater Duluth, Inc.

Statements of Functional Expenses
Years Ended June 30, 2010 and 2009

	2010			
	Other Program Services	Management and General	Fundraising	Total
Salaries	\$ 350,694	\$ 65,613	\$ 164,933	\$ 581,240
Payroll taxes	29,685	5,488	12,823	47,996
Employee benefits	49,435	15,175	38,690	103,300
Total salaries and related expenses	429,814	86,276	216,446	732,536
Conferences, conventions, and meetings	32,671	783	9,765	43,219
Insurance	1,309	181	449	1,939
Membership dues	1,653	340	845	2,838
Other	389	54	4,297	4,740
Occupancy	23,924	2,916	7,249	34,089
Postage	1,514	209	2,312	4,035
Printing and advertising	18,404	526	14,266	33,196
Professional fees	32,595	12,012	5,552	50,159
Rental and maintenance of equipment	19,498	1,972	6,179	27,649
Supplies	4,888	469	7,932	13,289
Telephone	9,390	841	2,092	12,323
Special events	9,154	-	21,842	30,996
Donated services	1,214	23	6,481	7,718
Outreach	22,182	-	-	22,182
United Way of America dues	13,939	1,927	4,788	20,654
Depreciation	17,251	4,318	10,726	32,295
Total functional expenses	\$ 639,789	\$ 112,847	\$ 321,221	\$ 1,073,857

See Notes to Financial Statements.

2009

Other Program Services	Management and General	Fundraising	Total
\$ 416,400	\$ 86,810	\$ 185,204	\$ 688,414
30,193	6,456	11,900	48,549
62,789	27,310	44,902	135,001
509,382	120,576	242,006	871,964
93,847	2,199	10,138	106,184
1,401	237	440	2,078
1,248	583	1,167	2,998
987	66	4,064	5,117
17,338	2,933	5,453	25,724
3,376	293	3,780	7,449
32,794	1,356	17,711	51,861
89,201	13,503	3,658	106,362
26,996	3,190	7,115	37,301
21,951	768	4,866	27,585
3,267	397	739	4,403
4,140	-	5,312	9,452
5,482	-	15,494	20,976
21,803	-	-	21,803
13,501	2,284	4,247	20,032
13,278	5,475	10,184	28,937
\$ 859,992	\$ 153,860	\$ 336,374	\$ 1,350,226

United Way of Greater Duluth, Inc.

**Statements of Cash Flows
Years Ended June 30, 2010 and 2009**

	2010	2009
Cash Flows from Operating Activities		
Increase (decrease) in net assets	\$ 197,741	\$ (1,059,974)
Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:		
Depreciation	32,295	28,937
Changes in:		
Beneficial interest in:		
Assets held by others	(48,975)	217,941
Perpetual trust	(167,879)	627,958
Assets and liabilities:		
Contributions receivable	18,828	(5,979)
Other receivables	59,222	(9,162)
Prepaid expenses	(12,249)	(682)
Allocations payable and designated pledges	(67,273)	146,191
Accounts payable	(20,935)	24,435
Accrued expenses	11,823	(4,681)
Net cash provided by (used in) operating activities	2,598	(35,016)
Cash Flows from Investing Activities		
Purchase of certificates of deposit	-	(100,000)
Maturity of certificates of deposit	100,000	-
Purchase of property and equipment	(16,649)	(29,264)
Net cash provided by (used in) investing activities	83,351	(129,264)
Net increase (decrease) in cash and cash equivalents	85,949	(164,280)
Cash and Cash Equivalents		
Beginning	648,901	813,181
Ending	\$ 734,850	\$ 648,901

See Notes to Financial Statements.

United Way of Greater Duluth, Inc.

Notes to Financial Statements

Note 1. Nature of Activities and Significant Accounting Policies

Nature of activities: The United Way of Greater Duluth, Inc. is a voluntary health and welfare nonprofit entity organized to lead a united response to the human service needs of the Greater Duluth Community.

The Organization is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code.

A summary of the Organization's significant accounting policies follows:

Net assets: Unrestricted net assets are those funds presently available for use by or on behalf of the Organization, including amounts available for general and administrative expenses. These unrestricted net assets may also include board designated funds. Temporarily restricted net assets are contributions that have donor-imposed stipulations that can be fulfilled by certain actions of the Organization. These contributions are restricted by time and/or for program expenditures in future years. Permanently restricted net assets are contributions that have donor-imposed restrictions whereby the amount of the gift is to be held in perpetuity and only the income generated can be used as stipulated by the donor.

Support and expenses: Contributions received and unconditional promises to give are measured at their fair values and are reported as an increase in net assets. The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets, or if they are designated as support for future periods. 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 in the statement of activities as net assets released from restrictions. Donor-restricted contributions whose restrictions are met in the same reporting period are reported as unrestricted support.

Expenses are recorded as incurred in accordance with the accrual basis of accounting.

Donated services: Donated services are reflected in the statements of activities at their estimated values at date of receipt. During the year ended June 30, 2010 and 2009, the Organization recognized \$7,718 and \$20,976, respectively, of donated services relating to advertising for the fundraising campaign. In addition, a substantial number of unpaid volunteers have made significant contributions of their time to the Organization's program services and fundraising campaigns. These donated services are not reflected in the financial statements since the services do not require specialized skills.

Property and equipment: Property and equipment acquisitions are recorded at cost. Depreciation is provided using the straight-line method based on estimated useful lives of individual units of 3 - 5 years.

Cash and cash equivalents: Unrestricted highly liquid investments with an initial maturity of three months or less are considered cash equivalents. The carrying value approximates fair value.

Contributions receivable: All contributions receivable are due in less than one year. Management determines the allowance for uncollectible accounts by using historical collection experience applied to pledges received by the Organization and by identifying troubled accounts. Contributions receivable are written off when deemed uncollectible. Recoveries of contributions receivable previously written off are recorded when received.

Concentration of credit risk: The Organization maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts. The Organization believes it is not exposed to any significant credit risk on cash.

United Way of Greater Duluth, Inc.

Notes to Financial Statements

Fair value measurement: The Organization reports its fair value measures using a three-level hierarchy that prioritizes the inputs used to measure fair value. This hierarchy, established by GAAP, requires that entities maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The three levels of inputs used to measure fair value are as follows:

Level 1: Quoted prices for identical assets or liabilities in active markets to which the Organization has access at the measurement date.

Level 2: Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. Level 2 inputs include:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets in markets that are not active;
- observable inputs other than quoted prices for the asset or liability (for example, interest rates and yield curves); and
- inputs derived principally from, or corroborated by, observable market data by correlation or by other means.

Level 3: Unobservable inputs for the asset or liability should be used to measure the fair value to the extent that observable inputs are not available.

The fair value of the beneficial interest in perpetual trust and the beneficial interest in assets held by others is determined using the Level 3 inputs described above.

Use of estimates in the preparation of financial statements: The preparation of financial statements 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.

Reclassification: Certain items on the June 30, 2009, statement of activities and statement of functional expense have been reclassified to be consistent with the presentation for June 30, 2010.

Note 2. Property and Equipment

	2010	2009
Office equipment	\$ 172,352	\$ 157,903
Leasehold improvements	51,539	50,573
	<u>223,891</u>	<u>208,476</u>
Less accumulated depreciation	141,483	110,422
	<u>\$ 82,408</u>	<u>\$ 98,054</u>

United Way of Greater Duluth, Inc.

Notes to Financial Statements

Note 3. Beneficial Interest in Perpetual Trust

The Organization is the sole beneficiary of the yearly income derived from the assets of United Way of Greater Duluth Trust. The beneficial interest in perpetual trust is recorded at fair value, which is estimated as the fair value of the underlying trust assets. As discussed in Note 1, because there are no observable market transactions for assets similar to the beneficial interest in the trust and because the trust cannot be redeemed, the valuation technique used by the Organization is a Level 3 measure.

	2010	2009
Beneficial interest, beginning of year	\$ 2,492,257	\$ 3,120,215
Investment return earned	310,135	(489,324)
Amount distributed	(142,256)	(138,634)
Beneficial interest, end of year	<u>\$ 2,660,136</u>	<u>\$ 2,492,257</u>

The change in the fair value of the beneficial interest in the trust is recognized in the statement of activities.

Note 4. Beneficial Interest in Assets Held by Others

The United Way Endowment Fund (the Fund) was established with the Duluth-Superior Area Community Foundation (the Foundation) by both the Organization and third party donors. The Organization is the sole beneficiary of the Fund.

The portion of the Fund contributed by the Organization is reported as an asset of the Organization. The Organization has granted variance power to the Foundation. This variance power allows the Foundation to move funds received directly by the Foundation from the Fund to other Foundation endowment funds if deemed appropriate. The net income of the Fund shall be distributed at least annually to the Organization. The balance at June 30, 2010 and 2009, is included in the balance sheet under the caption "Beneficial Interest in Assets Held by Others." This portion is recorded at fair value, which is estimated as the fair value of the underlying trust assets. As discussed in Note 1, because there are no observable market transactions for assets similar to the beneficial interest in the trust and because the trust cannot be redeemed, the valuation technique used by the Organization is a Level 3 measure.

	2010	2009
Beneficial interest, beginning of year	\$ 584,475	\$ 802,416
Investment return earned	101,748	(157,272)
Amount distributed	(52,773)	(60,669)
Beneficial interest, end of year	<u>\$ 633,450</u>	<u>\$ 584,475</u>

The change in the fair value of the beneficial interest in the trust is recognized in the statement of activities.

The portion of the Fund contributed by unrelated third party donors is considered a contribution to the Foundation, as the Foundation has been granted variance power over these assets. This portion of the Fund, \$522,993 and \$482,421 at June 30, 2010 and 2009, respectively, has not been recorded as an asset on these financial statements.

United Way of Greater Duluth, Inc.

Notes to Financial Statements

Note 5. Allocations and Designations Payable

	2010	2009
Community Care allocations payable	\$ 1,019,724	\$ 1,105,030
Donor designated pledges	97,121	79,088
	<u>\$ 1,116,845</u>	<u>\$ 1,184,118</u>

The Organization receives various donor pledges that are designated for specific beneficiaries. The Organization is considered an agent for the donor designated beneficiaries and, as such, records amounts received from the donor as a liability to the designated beneficiaries. The donor designated pledges are not included in revenue of the Organization. During the years ended June 30, 2010 and 2009, the Organization raised \$151,223 and \$108,578, respectively, of donor designated pledges, of which amounts due to the designated beneficiaries are included in the above table.

Note 6. Restrictions on Net Assets

Temporarily restricted net assets as a result of program and/or time restrictions consisted of the following:

	2010	2009
2-1-1 Information and referral	\$ 18,283	\$ 11,208
Project Homeless Connect	4,571	1,444
Head Start Transportation	3,860	4,023
Imagination Library	-	19,152
Smiles Across Minnesota	23,889	35,000
Communities Empowering Youth	-	808
Heading Home	11,321	8,259
Earned Income Tax Credit	4,211	2,981
Contributions for the subsequent fiscal year's campaign	653	24,885
Prosperity Agenda	24,851	-
Women's Leadership Council	1,369	-
	<u>\$ 93,008</u>	<u>\$ 107,760</u>

Permanently restricted net assets of \$2,660,136 and \$2,492,257 include the beneficial interest in the United Way of Greater Duluth Trust at June 30, 2010 and 2009, respectively. Investment income received from the trust is unrestricted.

United Way of Greater Duluth, Inc.

Notes to Financial Statements

Note 7. Allocations to Agencies

Allocations were as follows:

	2010			2009
	Total Allocations	Amount Paid	Amount Payable	Total Allocations
American Red Cross - Northland Chapter	\$ 20,400	\$ 5,100	\$ 15,300	\$ 20,000
ARC Northland	35,302	8,826	26,476	56,500
Boy Scouts Voyageur	11,170	2,793	8,377	12,500
Boys & Girls Club of Duluth	75,965	18,992	56,973	85,000
Center City Housing	25,500	6,375	19,125	-
Churches United in Ministry	44,880	11,220	33,660	44,000
Community Action Duluth	53,623	13,406	40,217	60,000
Copeland Community Center	104,564	26,141	78,423	117,000
Courage Center	13,942	3,486	10,456	15,600
Damiano Center	73,257	18,315	54,942	81,534
Domestic Abuse Intervention Program	10,184	2,546	7,638	-
Duluth Area Family YMCA	100,989	25,248	75,741	113,000
Duluth Community Garden Program	-	-	-	8,000
Girl Scouts Northern Pine Council	17,874	4,469	13,405	20,000
Goodwill Industries Vocational Enterprises	52,058	13,015	39,043	58,250
Grant Community School Collaborative	31,280	7,820	23,460	35,000
Human Development Center	75,072	18,768	56,304	84,000
Lake Superior Area Family Services	-	-	-	2,875
Lake Superior Community Health Center	71,496	17,874	53,622	80,000
Legal Aid Service of NE Minnesota	55,976	13,994	41,982	59,549
Life House	45,132	11,283	33,849	50,500
Little Treasures Center	17,874	4,469	13,405	20,000
Lutheran Social Service - Minnesota	63,928	15,982	47,946	68,095
Minnesota Program Development	-	-	-	10,184
Neighborhood Housing	7,150	1,788	5,362	8,000
North Country RIDE	4,469	1,118	3,351	5,000
Program for Aid to Victims of Sexual Assault	-	-	-	10,184
Safe Haven Shelter for Battered Women	40,180	10,045	30,135	41,000
Salvation Army	116,750	29,188	87,562	120,247
Second Harvest Northern Lakes Food Bank	19,380	4,845	14,535	19,000
SOAR Career Solutions	31,280	7,820	23,460	35,000
Women's Community Development	-	-	-	25,000
Woodland Hills	44,685	11,172	33,513	50,000
YWCA	60,683	15,171	45,512	67,900
Duluth Area Community Care allocations	1,325,043	331,269	993,774	1,482,918
Community Partners	3,400	850	2,550	-
Girl Scouts of MN & WI Lakes & Pines	1,000	250	750	-
Human Development Center	1,200	300	900	-
Kids Plus Silver Bay & Two Harbors	7,400	1,850	5,550	-
North Shore Horizons	5,000	1,250	3,750	-
Northshore Area Partners	4,000	1,000	3,000	-
Northshore Collaborative	3,200	800	2,400	-
Salvation Army Lake County	6,400	1,600	4,800	-
Socially Active Seniors	2,000	500	1,500	-
Ecumen	1,000	250	750	-
North Shore Community Care allocations	34,600	8,650	25,950	-
Total Community Care allocations	1,359,643	339,919	1,019,724	1,482,918
Head Start Transportation	8,588	8,588	-	7,789
Imagination Library	74,381	74,381	-	53,614
Smiles Across Minnesota	25,856	25,856	-	34,144
Total Initiatives distributions	108,825	108,825	-	95,547
Total Agency allocations	\$ 1,468,468	\$ 448,744	\$ 1,019,724	\$ 1,578,465

These amounts do not include contributions that donors have designated for a specific beneficiary.

United Way of Greater Duluth, Inc.

Notes to Financial Statements

Note 8. Retirement Plan

The Organization has a defined contribution retirement plan covering substantially all full-time employees 21 years of age or older with at least one year of service. Contributions are 5.5 percent of each covered employee's salary with less than five years of service. Contributions are 6.0 percent of each covered employee's salary with five years or more of service. A contribution freeze was put in place from July 1, 2009, through June 30, 2010, during which time the only costs incurred were for the administration of the plan. Total contributions were \$0 and \$26,433 for the years ended June 30, 2010 and 2009, respectively.

Note 9. Operating Lease

The Organization leases office space from the Ordean Foundation based upon an agreement renewed annually. Total office space rent expense was \$32,689 and \$25,724 for the years ended June 30, 2010 and 2009, respectively. Rent increased due to a 54 percent increase in office space during 2009.

Note 10. Board Designated Net Assets

Net assets have been designated by the Board for the following:

	2010	2009
Cash reserve	\$ 200,000	\$ 200,000
Funded reserve	56,139	44,854
Strategic initiatives	6,266	6,266
	<u>\$ 262,405</u>	<u>\$ 251,120</u>

Note 11. Risks and Uncertainties

The investments held in perpetual trust and by others in which the Organization has beneficial interests consist of various investment securities. Investment securities are exposed to risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the Organization's interest in such assets and the amounts reported in the statement of financial position.

Note 12. Subsequent Events

Management has evaluated subsequent events through October 20, 2010, the date the financial statements were issued, in preparing the financial statements and related footnotes.

McGladrey & Pullen

Certified Public Accountants

Independent Auditor's Report on the Supplementary Information

To the Board of Directors
United Way of Greater Duluth, Inc.
Duluth, Minnesota

Our audits were made for the purpose of forming an opinion on the basic financial statements 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. Such information 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

Duluth, Minnesota
October 20, 2010

United Way of Greater Duluth, Inc.

Other Program Services
Years Ended June 30, 2010 and 2009

	2010			
	Community Impact	Fund Distribution	AFL-CIO Community Services	Lake Superior Initiative
Salaries	\$ 132,785	\$ 7,302	\$ 35,607	\$ 66,747
Payroll taxes	11,210	609	3,276	5,846
Employee benefits	16,183	803	6,100	10,065
Total salaries and related expenses	160,178	8,714	44,983	82,658
Conferences, conventions, and meetings	7,874	244	63	23,106
Insurance	1,291	18	-	-
Membership dues	681	34	-	-
Other	384	5	-	-
Occupancy	18,942	291	1,191	3,500
Postage	256	208	220	201
Printing and advertising	8,585	52	398	6,131
Professional fees	4,456	30	34	27,903
Rental and maintenance of equipment	14,342	197	512	195
Supplies	3,469	50	572	244
Telephone	6,065	84	1,771	579
Special events	5,423	-	-	-
Donated services	1,212	2	-	-
Outreach	17,101	-	-	-
United Way of America dues	13,747	192	-	-
Depreciation	12,675	430	-	2,054
	<u>\$ 276,681</u>	<u>\$ 10,551</u>	<u>\$ 49,744</u>	<u>\$ 146,571</u>

2010

Volunteer Center	2-1-1 Information and Referral	Success by Six	Total	2009
\$ 30,509	\$ 77,744	\$ -	\$ 350,694	\$ 416,400
2,233	6,511	-	29,685	30,193
1,467	14,817	-	49,435	62,789
34,209	99,072	-	429,814	509,382
196	866	322	32,671	93,847
-	-	-	1,309	1,401
588	350	-	1,653	1,248
-	-	-	389	987
-	-	-	23,924	17,338
127	401	101	1,514	3,376
508	1,305	1,425	18,404	32,794
43	129	-	32,595	89,201
188	4,064	-	19,498	26,996
91	273	189	4,888	21,951
478	413	-	9,390	3,267
3,162	-	569	9,154	4,140
-	-	-	1,214	5,482
10	-	5,071	22,182	21,803
-	-	-	13,939	13,501
-	2,092	-	17,251	13,278
\$ 39,600	\$ 108,965	\$ 7,677	\$ 639,789	\$ 859,992

United Way of Greater Duluth, Inc.

Fundraising Expenses
Years Ended June 30, 2010 and 2009

	2010			2009
	Resource Development	Marketing	Total	
Salaries	\$ 145,192	\$ 19,741	\$ 164,933	\$ 185,204
Payroll taxes	11,145	1,678	12,823	11,900
Employee benefits	35,743	2,947	38,690	44,902
Total salaries and related expenses	192,080	24,366	216,446	242,006
Conferences, conventions, and meetings	9,532	233	9,765	10,138
Insurance	393	56	449	440
Membership dues	739	106	845	1,167
Other	4,280	17	4,297	4,064
Occupancy	6,341	908	7,249	5,453
Postage	2,295	17	2,312	3,780
Printing and advertising	14,102	164	14,266	17,711
Professional fees	5,457	95	5,552	3,658
Rental and maintenance of equipment	5,567	612	6,179	7,115
Supplies	7,786	146	7,932	4,866
Telephone	1,830	262	2,092	739
Special events	21,842	-	21,842	5,312
Donated services	6,474	7	6,481	15,494
United Way of America dues	4,189	599	4,788	4,247
Depreciation	9,384	1,342	10,726	10,184
	<u>\$ 292,291</u>	<u>\$ 28,930</u>	<u>\$ 321,221</u>	<u>\$ 336,374</u>