

**UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)**

**Unconsolidated Financial Statement
and Auditors' Report**

June 30, 2012

CAMPBELL, RAPPOLD & YURASITS LLP
Certified Public Accountants
1033 SOUTH CEDAR CREST BOULEVARD
ALLENTOWN, PA 18103

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
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INDEPENDENT AUDITORS' REPORT

Board of Directors
United Way of the Greater Lehigh Valley
Allentown, PA

We have audited the accompanying unconsolidated statement of financial position of the UNITED WAY OF THE GREATER LEHIGH VALLEY (a Not-for-Profit Corporation) as of June 30, 2012 and the related statement of unrestricted revenues, expenses and other changes in unrestricted net assets, activities, functional expenses and cash flows for the year 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. The prior year summarized comparative information has been derived from the Organization's 2011 financial statements and, in our report dated November 30, 2011, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the United Way of the Greater Lehigh Valley as of June 30, 2012, and the results of its operations and changes in net assets for the year then ended in conformity with generally accepted accounting principles.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements as a whole. The accompanying schedule of community investments is presented for the purpose of additional analysis and is not a required part of the financial statements, and accordingly, we express no opinion on them.

Campbell, Rappold & Yurasits LLP

Certified Public Accountants

December 3, 2012

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
UNCONSOLIDATED STATEMENT OF FINANCIAL POSITION
June 30, 2012
With Summarized Totals for June 30, 2011

- ASSETS -	June 30, 2012			Total	
	Unrestricted	Temporarily Restricted	Permanently Restricted	June 30,	
				2012	2011
Cash and Cash Equivalents	\$ 885,319	\$ -	\$ -	\$ 885,319	\$ 3,254,738
Grants Receivable	-	35,000	-	35,000	10,000
Accounts Receivable and Accrued Income	439,502	-	-	439,502	412,514
Accounts Receivable - PNLV	25,194	-	-	25,194	-
Prepaid Expenses	57,938	52,360	-	110,298	146,567
Pledges Receivable (Note 3)	63,719	3,822,418	-	3,886,137	3,934,502
Leasehold Improvements and Equipment (Note 4)	74,572	-	-	74,572	69,550
Life Insurance Cash Value	179,662	-	-	179,662	165,132
Interfund Balances	(4,809,737)	4,794,737	15,000	-	-
Long-Term Investments:					
Split Interest Agreements and Perpetual Trusts (Note 5)	-	74,368	1,829,135	1,903,503	2,041,574
Other (Note 5)	3,498,133	-	36,975	3,535,108	1,264,890
TOTAL ASSETS	\$ 414,302	\$ 8,778,883	\$ 1,881,110	\$ 11,074,295	\$ 11,299,467
- LIABILITIES AND NET ASSETS -					
<i>Liabilities:</i>					
Accounts Payable and Accrued Expense	\$ 997,944		\$ -	\$ 997,944	\$ 950,328
Custodial Funds	44,413		-	44,413	75,196
Liability to Donors Under Split- Interest Trusts (Note 8)	-	36,135	-	36,135	30,889
Liability to Organizations Under Split-Interest Trusts (Note 8)	-	-	-	-	-
Campaign Support Designated to Organizations and Other United Ways	6	1,072,784	-	1,072,790	1,063,406
TOTAL LIABILITIES	\$ 1,042,363	\$ 1,108,919	\$ -	\$ 2,151,282	\$ 2,119,819
<i>Net Assets:</i>					
Unrestricted (Note 7):					
Unrestricted Investment Reserves	\$ 1,577,729	\$ -	\$ -	\$ 1,577,729	\$ 1,620,228
Board Designated COMPASS	100,000	-	-	100,000	-
Board Designated Endowment Fund	1,259,342	-	-	1,259,342	1,160,849
Unrestricted (due to change in fiscal year)	(3,578,605)	-	-	(3,578,605)	(3,578,605)
Other Unrestricted	13,473	-	-	13,473	242,332
Temporarily Restricted:					
Split Interest and Annuity Trusts (Note 8)	-	38,233	-	38,233	60,421
Support for Future Periods (Note 9)	-	7,631,731	-	7,631,731	7,672,773
Permanently Restricted (Note 10)	-	-	1,881,110	1,881,110	2,001,650
Total Net Assets	\$ (628,061)	\$ 7,669,964	\$ 1,881,110	\$ 8,923,013	\$ 9,179,648
TOTAL LIABILITIES AND NET ASSETS	\$ 414,302	\$ 8,778,883	\$ 1,881,110	\$ 11,074,295	\$ 11,299,467

See notes to financial statements.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
UNCONSOLIDATED STATEMENT OF UNRESTRICTED REVENUES, EXPENSES
AND OTHER CHANGES IN UNRESTRICTED NET ASSETS
June 30, 2012
With Summarized Totals as of June 30, 2011

	<u>2012</u>	<u>2011</u>
<i>Memo About Campaign Support:</i>		
Gross Campaign	\$ 9,767,628	\$ 9,415,281
Donor Designations to Organizations	<u>(2,838,687)</u>	<u>(2,661,971)</u>
Undesignated Campaign	6,928,941	6,753,310
Unspent Purpose Restricted Campaign	(149,681)	(24,481)
Estimated Uncollectibles	<u>(166,181)</u>	<u>(42,604)</u>
Total 2010 and 2009 Campaign	<u>\$ 6,613,079</u>	<u>\$ 6,686,225</u>
<i>Annual Campaign Support (Net):</i>		
2010 and 2009 Campaign for 2012 and 2011 Support		
Raised in 2010 and 2009 (Released from Restrictions)	\$ 6,597,679	\$ 6,703,056
Raised Fiscal Years 2012 and 2011 (Net of Additional Loss Provisions and Designations)	<u>15,400</u>	<u>(16,831)</u>
Subtotal	6,613,079	6,686,225
Future Campaign Support Released from Restrictions	34,661	-
Prior Campaign Support Released from Purpose Restriction	27,353	34,973
Prior Campaign Support Raised in 2011 and 2012 (Net of Additional Loss Provisions)	<u>(209)</u>	<u>(16,153)</u>
Total Campaign Support	6,674,884	6,705,045
Other Support	43,556	67,604
Designations from other United Ways	183,618	183,092
In Kind Services	213,775	258,408
Investment Income	45,488	54,484
Endowment Income	100,796	97,603
Donor Choice Fees	1,978	8,158
Other Income	32,132	22,735
Grant Revenue	457,724	411,993
Net Assets Released From Restrictions		
Sass Estate	21,361	-
3rd Party Designations	12,654	-
Donor Choice Fees	173,892	176,970
Other Support	19,500	24,955
Grant Revenue	<u>135,096</u>	<u>185,636</u>
Total	<u>\$ 8,116,454</u>	<u>\$ 8,196,683</u>
<i>Community Investments and Program Services:</i>		
Community Investment Awards	\$ 5,164,593	\$ 5,282,773
Community Impact Services Provided by United Way (Note 18)	<u>892,577</u>	<u>847,473</u>
	6,057,170	6,130,246
<i>United Way Support Services:</i>		
Fund Raising Costs	\$ 1,254,987	\$ 1,299,783
Administration	<u>992,335</u>	<u>1,029,460</u>
	2,247,322	2,329,243
Total Community Distributions and Expenses	<u>\$ 8,304,492</u>	<u>\$ 8,459,489</u>
Change in Unrestricted Net Assets from Operations	\$ (188,038)	\$ (262,806)
<i>Other Changes:</i>		
Realized and Unrealized Investment Gains (Losses)	45,572	479,614
Bequests and Memorials (Designated for Investment)	<u>69,601</u>	<u>-</u>
Change in Unrestricted Net Assets	<u>\$ (72,865)</u>	<u>\$ 216,808</u>

See notes to financial statements.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
UNCONSOLIDATED STATEMENT OF ACTIVITIES
June 30, 2012
With Summarized Totals as of June 30, 2011

	2012	2011
<i>Changes in Unrestricted Net Assets:</i>		
<i>Revenue, Gains and Other Support:</i>		
Unrestricted	\$ 1,094,258	\$ 1,071,093
Net Assets Released from Restriction	7,022,196	7,125,590
Total Revenue, Gains and Other Support	\$ 8,116,454	\$ 8,196,683
Unrestricted Expenses	8,304,492	8,459,489
Increase (Decrease) in Unrestricted Net Assets from Operations	\$ (188,038)	\$ (262,806)
Non Operating Gains (Losses)	115,173	479,614
Increase (Decrease) in Unrestricted Net Assets	\$ (72,865)	\$ 216,808
<i>Changes in Temporarily Restricted Net Assets:</i>		
<i>Revenues, Gains, and Other Support:</i>		
Campaign Revenue	\$ 6,615,817	\$ 6,862,982
Other Support	343,975	128,833
Change in Value of Split Interest Agreements	(826)	(17,781)
Net Assets Released from Time Restriction	(7,022,196)	(7,125,590)
Increase (Decrease) in Temporarily Restricted Net Assets	\$ (63,230)	\$ (151,556)
<i>Changes in Permanently Restricted Net Assets:</i>		
Endowment Contributions	\$ -	\$ 26,384
Total Investment Return	(70,667)	303,310
Investment Income Distributions	(49,873)	(81,706)
Increase (Decrease) in Permanently Restricted Net Assets	\$ (120,540)	\$ 247,988
Increase (Decrease) in Net Assets	\$ (256,635)	\$ 313,240
Net Assets at Beginning of Year	9,179,648	8,866,408
Net Assets at End of Year	\$ 8,923,013	\$ 9,179,648

See notes to financial statements.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
UNCONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
June 30, 2012
With Summarized Totals as of June 30, 2011

	2012		2012 Total Expenses	2011 Total Expenses
	Program Funding and Other Programs	Other Functional Expense		
	Fund Raising Costs	Adminis- tration		
Community Investment Awards	\$ 5,164,593	\$ -	\$ 5,164,593	\$ 5,282,773
Donor Designations	2,838,687	-	2,838,687	2,661,971
Subtotal	8,003,280	-	8,003,280	7,944,744
Less Donor Designations	(2,838,687)	-	(2,838,687)	(2,661,971)
Community Investments	<u>\$ 5,164,593</u>	<u>\$ -</u>	<u>\$ 5,164,593</u>	<u>\$ 5,282,773</u>
Salaries and Temporary Help	\$ 368,749	\$ 666,879	\$ 1,651,213	\$ 1,490,149
Employee Benefit & Taxes (Notes 12,13, and 15)	148,579	164,903	437,159	475,927
Employee Recruitment	-	-	275	3,704
Total Compensation	<u>\$ 517,328</u>	<u>\$ 831,782</u>	<u>\$ 2,088,647</u>	<u>\$ 1,969,780</u>
Professional Services	53,523	27,784	18,250	99,557
General Supplies	10,987	10,180	6,144	27,311
Communications	12,429	13,024	9,859	35,312
Occupancy Costs	51,455	55,299	41,105	147,859
Equipment Costs	19,883	21,368	15,884	57,135
Direct Program Costs	46,133	121,114	28,983	196,230
Staff Development, Travel and Meetings	33,782	32,112	6,555	72,449
Dues, Insurance and Other	6,871	7,461	34,342	48,674
Fair Share Support	<u>53,224</u>	<u>35,706</u>	<u>26,541</u>	<u>115,471</u>
Total Expenses Before Donated Services and Depreciation	<u>\$ 805,615</u>	<u>\$ 1,155,830</u>	<u>\$ 927,200</u>	<u>\$ 2,888,645</u>
Donated Services	73,920	85,140	54,716	213,776
Depreciation	<u>13,042</u>	<u>14,017</u>	<u>10,419</u>	<u>37,478</u>
Total Expenses	<u>\$ 892,577</u>	<u>\$ 1,254,987</u>	<u>\$ 992,335</u>	<u>\$ 3,139,899</u>
Community Distributions and Expenses	<u>\$ 6,057,170</u>	<u>\$ 1,254,987</u>	<u>\$ 992,335</u>	<u>\$ 8,304,492</u>
	<u>\$ 8,304,492</u>	<u>\$ 1,254,987</u>	<u>\$ 8,304,492</u>	<u>\$ 8,459,489</u>

See notes for financial statements.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
UNCONSOLIDATED STATEMENT OF CASH FLOWS
June 30, 2012
With Summarized Totals as of June 30, 2011

	2012	2011
<i><u>Cash Flows from Operating Activities:</u></i>		
Change in Net Assets	\$ (256,635)	\$ 313,240
Adjustments to Reconcile Net Assets to Net Cash Provided by Operating Activities:		
Depreciation Expense	37,478	39,291
Increase (Decrease) in Liability to Donors Under Split-Interest Trusts	5,246	(249)
Increase (Decrease) in Liability to Organization Under Split-Interest Trusts	-	(23,330)
(Increase) Decrease in Grants / Accounts Receivable and Accrued Income	(77,182)	(90,955)
(Increase) Decrease in CSV of Life Insurance	(14,530)	(10,461)
(Increase) Decrease in Prepaid Expenses	36,269	(34,515)
(Increase) Decrease in Pledges Receivable	48,365	(200,954)
(Decrease) Increase in Accounts Payable	47,616	127,619
(Decrease) Increase in Custodian Funds	(30,783)	10,794
Increase (Decrease) in Designations Payable	9,384	99,340
Net Unrealized and Realized (Gains) Losses on Long-Term Investment	(99,321)	(476,989)
Net Cash Provided (Used) by Operating Activities	\$ (294,093)	\$ (247,169)
<i><u>Cash Flows from Investing Activities:</u></i>		
Acquisitions of Equipment	\$ (42,499)	\$ (33,941)
Proceeds from Sale of Investments	140,209	1,989,674
Purchase of Investments	(2,173,036)	(74,875)
Net Cash Provided (Used) by Investing Activities	\$ (2,075,326)	\$ 1,880,858
<i><u>Cash Flows from Financing Activities:</u></i>		
Repayment-Loans	\$ -	\$ -
Borrowing-Loans	-	-
Net Cash Provided (Used) by Financing Activities	\$ -	\$ -
Net (Decrease) Increase in Cash and Cash Equivalents	\$ (2,369,419)	\$ 1,633,689
Cash and Cash Equivalents at Beginning of Year	3,254,738	1,621,049
Cash and Cash Equivalents at End of Year	\$ 885,319	\$ 3,254,738

See notes to financial statements.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

1. Nature of Activities

United Way of the Greater Lehigh Valley is a nonprofit corporation organized under the laws of the Commonwealth of Pennsylvania for the purpose of supporting nonprofit health and human service agencies who serve the needs of Lehigh and Northampton County citizens. The Organization is exempt from federal income tax under the provisions of Section 501(c)(3) of the Internal Revenue Code.

The statements do not include the wholly owned subsidiary United Way Services, Inc. d/b/a Promise Neighborhoods of the Lehigh Valley.

2. Summary of Significant Accounting Policies

The significant accounting policies followed by the Organization are set forth below.

Basis of Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting with the principles of not-for-profit accounting.

Beginning with the six-months ended June 30, 2009 the Organization has changed its fiscal year end to June 30th.

Unrestricted Net Assets (due to change in fiscal year) presented on the Statement of Financial Position in the amount of (\$3,578,605) are representative of the loss sustained in the six-month period ended June 30, 2009. This loss resulted from the continued payment of community investment awards without corresponding campaign revenue in the six-month period.

Unconditional promises to give (pledges) are recorded as receivables and revenues in the period in which the unconditional promise to give is made. Contributions are classified for each net asset category in accordance with any donor-imposed restrictions.

A description of the three net asset categories follows:

Unrestricted Net Assets

Unrestricted net assets include funds not subject to donor-imposed stipulations. In general, the revenues received and expenses incurred in conducting the Organization's charitable mission are included in this category. The Organization has elected an allowable policy of reporting contributions whose restrictions are met in the same reporting period as unrestricted revenues.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

2. Summary of Significant Accounting Policies (Continued)

Temporarily Restricted Net Assets

Temporarily restricted net assets include gifts, grants and pledges whose use by the Organization has been limited by donors to later periods of time or after specified dates, or to specified purpose. The annual campaign held April 1 through March 31 of each year, intended to support activities for the subsequent year starting July 1 (time restriction) are carried in this category until the subsequent year when the support is reclassified to the unrestricted category. Temporarily restricted net assets also include activity and balances under split interest agreements or temporary trusts. Generally, on termination of the agreements or trusts, the net assets would be reclassified as unrestricted.

Permanently Restricted Net Assets

Permanently restricted net assets include gifts, trusts and pledges which are required by donor-imposed restrictions to be invested in perpetuity and only income be made available for operations in accordance with donor restrictions. Outside perpetual trusts with independent trustees including the Warren York Trust are included in this category.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles 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.

Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, cash in checking, and funds held in a money market mutual fund. Cash and cash equivalents exclude cash received with donor-imposed stipulations restricting its use to long-term purposes.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

2. Summary of Significant Accounting Policies (Continued)

Investments

Investments are presented in the financial statements in the aggregate at fair market value.

The FASB issued an amendment to the guidance on determining fair value which requires new disclosures and reasons for significant transfers of financial assets and liabilities between Levels 1 and 2. This Amendment also clarifies that fair value measurement disclosures are required for each class of financial assets and liabilities, and disclosures about inputs and valuation techniques are required for both Level 2 and Level 3 measurements. It further clarifies that the reconciliation of Level 3 measurements should separately present purchases, sales, issuances, and settlements instead of netting these changes. With respect to matters other than Level 3 measurements, the amendment was effective for periods beginning on or after December 15, 2009, and was adopted by the Organization. See Note 6 for further details.

Property and Equipment

Property and equipment, other than contributed property and equipment, is stated at cost. Depreciation is computed by use of the straight-line method based on estimated useful lives.

Such assets and lives are generally as follows:

	<u>Years</u>
Leasehold Improvements	5
Furniture and Equipment	3 - 10

The Organization reports gifts of land, buildings, and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

All assets with a cost, or fair value if acquired by gift, in excess of \$500 are capitalized.

Normal repair and maintenance expenditures are not capitalized because they neither add to the value of the property nor materially prolong its useful life.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

2. Summary of Significant Accounting Policies (Continued)

Contributions

Contributions received, including unconditional promises, are recognized as support in the period received and are measured at their fair values. Depending on the form of the benefits received, contributions are either recorded by the Organization as revenues or assets, or as decreases in liabilities or expenses. Contributions with donor-imposed restrictions are recorded as restricted support, while contributions without donor-imposed restrictions are recorded as unrestricted support. The expiration of a donor-imposed restriction on a contribution is recognized in the period in which the restriction expires. A restriction expires when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. Conditional promises are recorded when donor stipulations are substantially met.

Contributed services are recorded if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. In the twelve months ending June 30, 2012 and June 30, 2011 donated services, primarily advertising and marketing services totaling \$213,775 and \$258,408 were reflected in the statement. The values were determined by fair market valuation. A significant amount of time has been donated by volunteers and board members of the Organization; however, such services are typically not recorded.

Post Retirement Benefits Other Than Pension

The Organization accrues the projected future cost of providing postretirement benefits during the period that employees render the services necessary to be eligible for such benefits. While the adoption of this standard does have an impact on the Organization's reported expenses, it does not impact on the Organization's cash flow because it intends to continue its current practice of paying the cost of postretirement benefits as incurred.

Allocation of Expenses by Function

As reported in the Statement of Functional Expenses, expenses of the Organization have been allocated to the following functional reporting classifications:

Community Investment Services Provided by United Way
Fund Raising
Administration

The Organization's method for allocating expenses among the functional reporting classifications which cannot be specifically identified as program or supporting service are based on estimates made for time spent by key personnel between functions, space occupied by function, consumption of supplies and postage by function, and other objective bases.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

2. Summary of Significant Accounting Policies (Continued)

Community Investment Awards to Agencies

In spring of each year, the United Way issues a letter of “intent to give” (non recordable until paid) for its annual community investment awards for the following July – June fiscal year. These annual community investment awards are expensed when paid in order to match the recognition of the campaign support in the Statement of Unrestricted Revenues, Expenses, and other changes in Unrestricted Net Assets and to maintain the integrity of the campaign years.

Certain special initiatives which are made outside the regular community investment award cycle are expensed when approved by the Board of Directors and all the conditions for receiving the initiative have been met.

Operating Measure

The Organization includes all changes in Unrestricted Net assets in its “operating income” on the Statement of Unrestricted Revenues, Expenses and Other Changes in Unrestricted Net Assets and on the Statement of Activities except:

Realized and Unrealized Investment Gains
Bequests and Memorial Gifts received (Unrestricted)
which have been designated by the board for Long-Term Investment

Income Taxes

The accounting standard on accounting for uncertainty in income taxes addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under that guidance, the Organization may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organization and various positions related to the potential sources of unrelated business taxable income (UBIT). The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater the 50% likelihood of being realized upon settlement. There were no unrecognized tax benefits identified or recorded as liabilities for fiscal years 2012 or 2011.

The Organization’s Forms 990, *Return of Organization Exempt from Tax*, for the years ending December 31, 2008, June 30, 2009, June 30, 2010 and June 30, 2011 are subject to examination by the IRS, generally for 3 years after they are filed.

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

3. Pledges Receivable

Pledges receivable are recorded net of an allowance for estimated uncollectible amounts as follows:

	<u>2012</u>	<u>2011</u>
Balance of 2009 Campaign Pledges	\$ -	\$ 55,034
Balance of 2010 Campaign Pledges	90,085	3,586,767
Balance of 2011 Campaign Pledges	3,699,889	338,405
Balance of 2012 Campaign Pledges	390,547	305,000
Balance of Future Campaign Pledges (Net)	<u>34,650</u>	<u>-</u>
	4,215,171	4,230,172
Allowance for Uncollectible Pledges	<u>329,034</u>	<u>350,704</u>
	<u>\$ 3,886,137</u>	<u>\$ 3,879,468</u>

The balance of any collectible amounts from the 2011 and 2012 campaign would be expected to be received over twelve months from the balance sheet date.

Changes in the allowance for estimated uncollectibles are as follows:

	<u>2012</u>	<u>2011</u>
Balance, Beginning of Period	\$ 350,704	\$ 384,698
Addition from Campaigns	317,289	303,433
Charge off of Known Uncollectible Pledges	<u>(338,959)</u>	<u>(337,428)</u>
Balance, End of Period	<u>\$ 329,034</u>	<u>\$ 350,704</u>

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

4. Leasehold Improvements and Equipment

Leasehold improvements and equipment consist of the following:

	2012	2011
Computer Hardware and Software	\$ 173,298	\$ 161,936
Furniture, Equipment & Leasehold Improvements	183,033	402,980
Automobile	16,217	16,217
	372,548	581,133
Less: Accumulated Depreciation	(297,976)	(511,583)
	\$ 74,572	\$ 69,550

Depreciation and amortization charged to expense was \$37,478 and \$39,291 for the years ended June 30, 2012 and 2011, respectively.

5. Investments

(a) Investments are as follows:

	June 30, 2012 Market Value	June 30, 2011 Market Value
Money Market Instruments	\$ 84,796	\$ 29,051
Alternatives/Real Assets	81,555	32,303
Common Stock	1,331,185	-
Fixed Income	1,215,755	425,256
Mutual Funds	821,817	778,280
	\$ 3,535,108	\$ 1,264,890

The investments are reflected in the various net assets as follows:

	June 30, 2012 Market Value	June 30, 2011 Market Value
Unrestricted	\$ 3,498,133	\$ 1,228,505
Permanently Restricted:		
Endowment	26,975	26,385
Perpetual Trusts	10,000	10,000
	\$ 3,535,108	\$ 1,264,890

Investments have increased from 2011 to 2012 due to the sale of all investments with one broker prior to June 30, 2011, which were not invested with a new broker until after July 1, 2011. Proceeds from the sale are included in cash as of June 30, 2011.

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June 30, 2012 and 2011

5. Investments (Continued)

(b) Most temporarily restricted and permanently restricted net assets are invested separately from the other investments as follows:

	<u>June 30, 2012</u> <u>Market Value</u>	<u>June 30, 2011</u> <u>Market Value</u>
Money Market Instruments	\$ 66,608	\$ 108,208
Certificates of Deposit	-	22,131
Alternatives	106,580	78,503
Common Stock	13,561	313,795
Fixed Income	223,811	283,628
Real Assets	-	19,949
Mutual Funds	<u>1,492,943</u>	<u>1,215,360</u>
	<u>\$ 1,903,503</u>	<u>\$ 2,041,574</u>

6. Fair Value Measurements

Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”) 820-10, *Fair Value Measurements and Disclosures*, defines fair value, establishes a fair value hierarchy and specifies that a valuation technique used to measure fair value shall maximize the use of observable inputs and minimize the use of unobservable inputs. The objective of a fair value measurement is to determine the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (an exit price). Accordingly, the fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy under FASB ASC 820-10 are described as follows:

- | | |
|---------|---|
| Level 1 | Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access. |
| Level 2 | <p>Inputs to the valuation methodology include:</p> <ul style="list-style-type: none"> • Quoted prices for similar assets or liabilities in active markets; • Quoted prices for identical or similar assets or liabilities in inactive markets; • Inputs other than quoted prices that are observable for the asset or liability; • Inputs that are derived principally from or corroborated by observable market data by correlation or other means. |

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

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6. Fair Value Measurements (Continued)

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at June 30, 2012.

Money markets and mutual funds: Valued at the net asset value ("NAV") of shares held by the organization at year end.

Split-interest agreements, annuity trusts, and perpetual trusts: Measured based on quoted market prices of the underlying securities and other relevant information generated by market transactions, divided by the Organization's share based on its pro-rata share of distributable income of the Trusts.

Pooled investments: Valued at the net asset value ("NAV") of shares held by the funds at month end.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

There were no significant transfers among Level 1, 2, and 3 during the years ended June 30, 2012 or 2011.

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NOTES TO FINANCIAL STATEMENT
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6. Fair Value Measurements (Continued)

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of June 30, 2012 and 2011:

Assets at Fair Value as of June 30, 2012				
	Level 1	Level 2	Level 3	Total
Money Market Instruments	\$ 84,796	\$ -	\$ -	\$ 84,796
Alternatives/Real Assets	81,555	-	-	81,555
Common Stock:				
Consumer Discretion	122,927	-	-	122,927
Consumer Staples	124,000	-	-	124,000
Energy	70,090	-	-	70,090
Financials	103,527	-	-	103,527
Health Care	157,752	-	-	157,752
Industrials	113,055	-	-	113,055
Info Technology	196,625	-	-	196,625
International	131,280	-	-	131,280
Materials	31,720	-	-	31,720
Small Cap Equity Mutual Funds	107,299	-	-	107,299
Speciality Mutual Funds	121,484	-	-	121,484
Telecom Services	23,714	-	-	23,714
Utilities	27,711	-	-	27,711
Fixed Income	1,215,755	-	-	1,215,755
Mutual Funds:				
Large Cap	476,673	-	-	476,673
Small/Mid Cap	112,854	-	-	112,854
Developed International	62,962	-	-	62,962
Emerging International	47,005	-	-	47,005
Other International	48,141	-	-	48,141
Pooled Investments	-	74,182	-	74,182
Split-Interest Agreements & Annuity Trusts	-	-	74,368	74,368
Perpetual Trusts	-	-	1,829,135	1,829,135
Total Assets at Fair Value	\$ 3,460,925	\$ 74,182	\$ 1,903,503	\$ 5,438,610

Assets at Fair Value as of June 30, 2011				
	Level 1	Level 2	Level 3	Total
Money Market Instruments	\$ 29,051	\$ -	\$ -	\$ 29,051
Alternatives	32,303	-	-	32,303
Fixed Income	425,256	-	-	425,256
Mutual Funds:				
Large Cap	449,887	-	-	449,887
Small/Mid Cap	107,746	-	-	107,746
Developed International	108,620	-	-	108,620
Emerging International	34,370	-	-	34,370
Pooled Investments	-	77,657	-	77,657
Split-Interest Agreements & Annuity Trusts	-	-	91,309	91,309
Perpetual Trusts	-	-	1,950,265	1,950,265
Total Assets at Fair Value	\$ 1,187,233	\$ 77,657	\$ 2,041,574	\$ 3,306,464

UNITED WAY OF THE GREATER LEHIGH VALLEY
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NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

6. Fair Value Measurements (Continued)

	Level 3 Assets		
	Period Ending June 30, 2012		
	Split-Interest Agreements & Annuity Trusts	Perpetual Trusts	Total
Balance, Beginning of Period	\$ 91,309	\$ 1,950,265	\$ 2,041,574
Contributions	10,066	-	10,066
Distributions	(32,377)	(82,133)	(114,510)
Realized/Unrealized Gains/(Losses)	5,370	(38,997)	(33,627)
Total Assets at Fair Value	\$ 74,368	\$ 1,829,135	\$ 1,903,503

	Level 3 Assets		
	Period Ending June 30, 2011		
	Split-Interest Agreements & Annuity Trusts	Perpetual Trusts	Total
Balance, Beginning of Period	\$ 132,670	\$ 1,728,662	\$ 1,861,332
Contributions	-	-	-
Distributions	(55,675)	(81,076)	(136,751)
Realized/Unrealized Gains/(Losses)	14,314	302,679	316,993
Total Assets at Fair Value	\$ 91,309	\$ 1,950,265	\$ 2,041,574

UNITED WAY OF THE GREATER LEHIGH VALLEY
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7. Unrestricted Net Assets

Unrestricted Net Assets have been designated by the Board of Directors for the following:

	<u>2012</u>	<u>2011</u>
Unrestricted Investment Reserves		
Community Fund	\$ 557,131	\$ 557,131
Property and Equipment		
Set Aside for Future Expansion	506,932	549,431
Undesignated Investment Reserves	513,666	513,666
Board Designated Endowment Fund	1,259,342	1,160,849
Board Designated - COMPASS	100,000	-
Unrestricted Deficit Due to Change in Fiscal Year	(3,578,605)	(3,578,605)
Property and Equipment		
Expended for Equipment	85,491	80,470
Undesignated	<u>(72,018)</u>	<u>161,862</u>
Total Unrestricted Net Assets	<u>\$ (628,061)</u>	<u>\$ (555,196)</u>

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8. Temporarily Restricted Net Assets

Split-interest agreements and annuity trusts consist of the following:

	Liability to Donors Under Split-Interest Agreements and Annuity Trusts	Liability to Organizations Under Split-Interest Agreements	Net Assets
	<u> </u>	<u> </u>	<u> </u>
A Unitrust Created in 1993 Requiring 8% Annual Distributions to Donors for Their Lifetime	\$ -	\$ -	\$ 14,223
1993 Anonymous Charitable Remainder Annuity Trust Requiring 6.1% Annual Distribution to Donors for Their Lifetime	30,594	-	21,985
Charitable Gift Annuity Created in 2004 Requiring Annual Distributions to Donors for Their Lifetime	-	-	1,405
Cressman Charitable Gift Annuity Requiring 6.9% Annual Distribution to Donors for Their Lifetime	<u>5,541</u>	<u>-</u>	<u>620</u>
Total	<u>\$ 36,135</u>	<u>\$ -</u>	<u>\$ 38,233</u>

The relevant donors' ages and a discount rate of 6.24% were used to determine the present value of obligations to donors.

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9. Temporarily Restricted Support for Future Periods

Temporarily restricted support for future periods consists of:

	2012	2011
Campaign Support		
Time Restricted Net Campaign for 2011 & 2010	\$ 6,798,101	\$ 6,896,934
Unspent Purpose Restricted Campaign		
Funds From Prior Years	149,681	24,481
Future Campaign Support	471,341	688,285
Other Purpose and Time Restricted Support	212,608	63,073
	\$ 7,631,731	\$ 7,672,773

10. Permanently Restricted Net Assets

Permanently restricted net assets are composed of the following:

	2012 Net Assets	2011 Net Assets
<u>Perpetual Trusts:</u>		
Thun Fund	\$ 214,635	\$ 202,404
Albert T. Rex Estate	64,263	68,901
Adora Gross Estate	73,490	75,522
Samuel A. Kleppinger Estate	820,092	919,048
The Warren W. York Fund	508,743	526,061
David Rabaut Fund for Neighborhoods	19,210	20,108
Stanley R. Liebman Estate	128,702	138,221
<u>Endowment Funds:</u>		
J. Bogert Endowment Fund	26,975	26,385
Other Donor Restricted Fund	25,000	25,000
Total	\$ 1,881,110	\$ 2,001,650

Investment income distributed from the perpetual trusts totaled \$49,873 and \$81,706 in 2012 and 2011, respectively.

UNITED WAY OF THE GREATER LEHIGH VALLEY
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NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

10. Permanently Restricted Net Assets (Continued)

The David Rabaut Fund for Neighborhoods is a permanent agency endowment fund of the Lehigh Valley Community Foundation. The Foundation will make distributions to United Way of the Greater Lehigh Valley in accordance with the Spending Policy and Distribution Schedule adopted by the Foundation's Board of Governors.

The Foundation has been granted variance power in that in the event that it becomes unnecessary, undesirable, impractical, or impossible to utilize the Fund for such purposes or if the United Way of the Greater Lehigh Valley ceases to exist or be recognized as a tax exempt charitable organization, the Foundation shall have the right to utilize the Fund for such charitable purposes as it deems appropriate in accordance with the Foundation's governing instruments. \$19,210 and \$20,108 has been reported in the Statement of Financial Position as Permanently Restricted other long-term investments in 2012 and 2011, respectively.

11. Endowment Net Assets

The Organization's endowment consists of 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.

The Board of Directors of the Organization has interpreted the laws of the Commonwealth of Pennsylvania 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 gift donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditures by the Organization in a manner consistent with the standard of prudence prescribed by the laws of the Commonwealth of Pennsylvania. In accordance with the laws of the Commonwealth of Pennsylvania, 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 various funds, (2) the purposes of 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 Organization's investment policies.

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June 30, 2012 and 2011

11. Endowment Net Assets (Continued)

Investment Return Objectives, Risk Parameters, and Strategies: The Organization has adopted an investment policy, approved by the Board of Directors, for donor-restricted funds and board-designated endowments. The primary long-term management objective is to preserve the real purchasing power of all invested funds, while producing a stable, real income stream for support of the United Way programs. The primary investment objective is to earn an average annual real total return (net of fees) at least equal to that of the appropriate market indices, as measured over a rolling 5-year period, adjusted for inflation as measured by the Consumer Price Index.

The purpose of establishing an investment policy asset mix is to construct a target or “normal” set of investments, well diversified among suitable asset classes that will generate, on average, the level of expected return necessary to meet endowment objectives at the lowest volatility consistent with achieving that return.

The investment asset allocations mix, including target levels and ranges approved by the Investment Committee is as follows:

	Range
Equities	50-70%
Fixed Income	30-50%
Alternatives	0-10%
Cash & Equivalents	0-20%

Endowment net asset composition by type of fund as of June 30, 2012 and 2011 are as follows:

	June 30, 2012			Total Net Endowment Assets
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Donor-Restricted Endowment Funds	\$ -	\$ -	\$ 51,975	\$ 51,975
Board-Designated Endowment Funds	1,259,342	-	-	1,259,342
Total Funds	\$ 1,259,342	\$ -	\$ 51,975	\$1,311,317
	June 30, 2011			Total Net Endowment Assets
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Donor-Restricted Endowment Funds	\$ -	\$ -	\$ 51,385	\$ 51,385
Board-Designated Endowment Funds	1,160,849	-	-	1,160,849
Total Funds	\$ 1,160,849	\$ -	\$ 51,385	\$1,212,234

UNITED WAY OF THE GREATER LEHIGH VALLEY
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June 30, 2012 and 2011

11. Endowment Net Assets (Continued)

Changes in endowment net assets as of June 30, 2012 and 2011 are as follows:

	June 30, 2012			Total Net Endowment Assets
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Endowment Net Assets, Beginning of Year	\$ 1,160,849	\$ -	\$ 51,385	\$ 1,212,234
Contributions	69,601	-	-	69,601
Investment Income	138,927	-	1,946	140,873
Net Appreciation (Depreciation)	(110,035)	-	(1,356)	(111,391)
Net Appropriated for Expenditure	-	-	-	-
Endowment Net Assets, End of Year	<u>\$ 1,259,342</u>	<u>\$ -</u>	<u>\$ 51,975</u>	<u>\$ 1,311,317</u>

	June 30, 2011			Total Net Endowment Assets
	Unrestricted	Temporarily Restricted	Permanently Restricted	
Endowment Net Assets, Beginning of Year	\$ 973,612	\$ -	\$ 25,000	\$ 998,612
Contributions	-	-	26,385	26,385
Investment Income	21,794	-	-	21,794
Net Appreciation (Depreciation)	165,443	-	-	165,443
Net Appropriated for Expenditure	-	-	-	-
Endowment Net Assets, End of Year	<u>\$ 1,160,849</u>	<u>\$ -</u>	<u>\$ 51,385</u>	<u>\$ 1,212,234</u>

12. Retirement Plans

The Organization sponsored a defined contribution pension (403(b) type) plan through December 31, 2010. As of January 1, 2011, the Organization sponsors a defined contribution (401(k)) plan. Participation is available to substantially all full time employees. Organization contributions to the plans were based on 5% of compensation. The costs of the plans were \$69,637 and \$70,249 in 2012 and 2011, respectively.

13. Postretirement Health Benefits

Employees of the United Way of Lehigh County as of January 1, 1993 who also retire with the United Way of the Greater Lehigh Valley are eligible for a \$100 per month contribution toward their health insurance coverage beginning with their retirement and throughout their life. New employees hired since that date and employees of the former United Way of Northampton and Warren Counties are not eligible for the benefit at retirement.

The costs for 2012 and 2011 were \$3,360 and \$3,600, respectively.

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14. Leases

The Organization leases its office space in Allentown under a lease agreement which will expire December 31, 2016. Rent charged to expense was \$147,860 and \$158,492 in 2012 and 2011, respectively.

The Organization also leases space in Allentown under an annual lease agreement which expires May 31, 2014. Rent charged to expense was \$9,150 and \$8,950 in 2012 and 2011, respectively.

Minimum lease payments under these leases are as follows:

Years ending June 30,		
	2013	\$159,053
	2014	161,530
	2015	154,625
	2016	157,488
	2017	78,020

The Organization is also leasing storage space on a month-to-month basis.

15. Unemployment Insurance Self Funding

The Organization uses the Unemployment Services Trust. Payments for this Insurance totaled \$14,532 and \$12,301 in 2012 and 2011, respectively.

16. Concentration of Credit Risk

The Company maintains cash balances which may exceed federally insured limits. It historically has not experienced any credit related losses.

17. Advertising Costs

Advertising costs are expensed as incurred and were \$245,052 and \$263,665 including in-kind services of \$174,396 and \$216,952 in 2012 and 2011, respectively.

UNITED WAY OF THE GREATER LEHIGH VALLEY
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NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

18. Community Impact Services

Community impact services provided by the United Way are as follows:

	2012	2011
Labor/Community Services	\$ 33,099	\$ 56,985
Community Initiatives/Coalition Building and Funds Distribution	859,478	755,599
Day of Caring	-	89
Volunteer Center	-	34,800
	\$ 892,577	\$ 847,473

19. Supporting Cost Ratio

In accordance with overhead reporting guidelines issued by the United Way of America, United Way of the Greater Lehigh Valley calculates its Supporting Cost (Overhead) Ratio using their Form 990. The supporting cost ratio and its calculation are as follows:

2010 Form 990 For Year Ended June 30, 2011:

Supporting Cost (Overhead) Ratio:

Supporting Services Functional Expenses:

Management and General, Part IX, Line 25 Col C	\$ 896,770
Fundraising, Part IX, Line 25 Col D	1,242,201

\$ 2,138,971

Total Campaign and All Other Revenue

Sources, Part VIII, Line 12, Col A

\$ 10,475,551

Supporting Services Divided by Total

Campaign and All Other Revenue

20.42%

Fiscal Year Ending June 30, 2012 Supporting Cost Ratio

will be Calculated and Disclosed with Preparation of the 2011 Form 990

UNITED WAY OF THE GREATER LEHIGH VALLEY
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NOTES TO FINANCIAL STATEMENT
June 30, 2012 and 2011

20. Summarized Totals For Year Ended June 30, 2011

The financial statements include certain prior year summarized comparative information in total, but not by net asset class or function. Such information does not include sufficient detail to constitute a presentation in conformity with GAAP. Accordingly, such information should be read in conjunction with the financial statements for the year ended June 30, 2011, from which the information was derived.

21. Subsequent Events

Management has evaluated subsequent events through December 3, 2012, the date the financial statements were available to be issued.

Investments are exposed to various risks, such as interest rate, market risk and credit risk. Due to the level of risk associated with certain investments, it is at least reasonably possible that changes in values of investment will occur in the near term. Users of these financial statements should be aware that the financial markets' volatility in 2012 may significantly impact the subsequent valuation of the Organization's investments. Accordingly, the valuation of the investments at June 30, 2012 may not necessarily be indicative of the amounts that could be realized in a current market exchange.

SUPPLEMENTARY INFORMATION

UNITED WAY OF THE GREATER LEHIGH VALLEY
(A Not-for-Profit Corporation)
SCHEDULE OF COMMUNITY INVESTMENTS
June 30, 2012

EDUCATION

Allentown School District	Kindergarten Transition	\$ 14,028
Allentown YMCA & YWCA	Children Healthy and Ready to Learn	29,360
Allentown YMCA & YWCA	KidzLit	22,625
Bethlehem Partnership for a Healthy Community	Fowler Family Center	83,000
Big Brothers Big Sisters of the Lehigh Valley	Bethlehem Area School District After School Mentoring Program	15,059
Boy Scouts of America, Minsi Trails Council	Urban Scouting Program	50,000
Boys & Girls Club of Allentown, Inc.	Family Youth Intervention FYI	33,038
Boys & Girls Club of Allentown, Inc.	Imagination Station	20,000
Boys & Girls Club of Allentown, Inc.	Literacy 4 R Youth	91,632
Boys & Girls Club of Allentown, Inc.	Make Your MARK	217,200
Boys & Girls Club of Bethlehem, Inc.	Project Learn	94,961
Boys & Girls Club of Bethlehem, Inc.	Project Learn High School	20,000
Boys & Girls Club of Easton	BE GREAT Graduate	48,400
Boys & Girls Club of Easton	Mentoring With Impact	40,000
Boys & Girls Club of Easton	Project Learn	33,898
Casa Guadalupe Center	PaLante	47,513
Center for Humanistic Change, Inc.	Crossroads In-School Mentoring Program	20,000
Center for Humanistic Change, Inc.	Project SUCCESS In-School Mentoring Program	64,000
Child Care Information Services, Inc.	Unconditional Child Care - Case-Based Component	50,980
Child Care Information Services, Inc.	Unconditional Child Care - Social Skills Training Component	20,000
Communities In Schools of the Lehigh Valley, Inc.	Alternative Education Support Services	118,526
Community Bike Works	Earn A Bike	23,173
COMPASS	Community Schools	731,212
Da Vinci Science Center	Science LIVE	20,000
Easton Area Community Center	SAINTS Clubhouse	41,850
Education 2020	Program Support	5,000
EITC	Childcare Scholarships	67,319
EITC	After School Programs	5,061
Family Answers	Lifespan Counseling	83,421
Family Answers	Ways to Work	83,421
Family Connection of Easton, Inc.	Cheston Cougars Learning Club CCLC	46,013
Family Connection of Easton, Inc.	Family Case Management	38,930
Family Connection of Easton, Inc.	Parent-Child Home Program	47,356
Girl Scouts of Eastern Pennsylvania, Inc.	Building Skills and Assets Through Girl Scouting	37,076
LEARN	Program Supports	72,634
Lehigh County Conference of Churches	Aspires Mentoring	36,200
Lehigh Valley Center for Independent Living	S2L Road to Graduation R2G	20,000
Lehigh Valley Children's Centers, Inc.	LVCC at Allen Teen Parent Program	38,003
Mosser Village Family Center, Inc.	After-School Program	39,752
Pinebrook Family Services	Making the Grade	45,000
ProJeCt of Easton, Inc.	Easton Middle School Success Program	34,555
Promise Neighborhoods of the LV	Allentown Promise Neighborhood	231,900
Slater Family Network	Family Stability-Housing	27,807
Spring Garden Children's Center, Inc.	Seconds to Learn	91,828
TeenWorks	Community Service Projects	29,128
The Children's Center, Volunteers of America	The Childrens Center Toddler and Preschool Program	88,056
The Literacy Center	Literacy Education	67,664
THE PROGRAM for Women & Families, Inc.	ALPHA	20,000
THE PROGRAM for Women & Families, Inc.	The Family Reunification Program	23,173
THE PROGRAM for Women & Families, Inc.	Transitional Residence	25,969
Third Street Alliance for Women & Children	The Learning Center	41,942
Treatment Trends, Inc.	Vocational Job Readiness	37,076
Valley Youth House	Student Assistance Program SAP	23,363
Valley Youth House	Truancy Intervention Program TIP	103,686
Visiting Nurse Association of St. Luke's	Nurse Family Partnership	40,607
Visiting Nurse Association of St. Luke's	Parent Advocate in The Home PATH Program	83,591
Women's Leadership Initiative	Program Supports	48,060
YMCA of Bethlehem	Children Healthy and Ready to Learn	53,715
TOTAL EDUCATION		\$3,687,761

See auditors' report on supplementary information.

UNITED WAY OF THE GREATER LEHIGH VALLEY
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SCHEDULE OF COMMUNITY INVESTMENTS
June 30, 2012

OLDER ADULTS

Casa Guadalupe Center	Jesus Ramos Senior Center	\$ 45,667
Center for Vision Loss	Escorted Transportation for Blind Visually Impaired Seniors	25,165
Family Answers	Family Answers Homemaker-Health Aide Services	81,368
Lehigh County Senior Citizens Inc.	Exercise for Life	20,000
Lehigh Valley Alliance on Aging	Older Adults	148,001
Meals on Wheels of Lehigh County, Inc.	Meals on Wheels of Lehigh County, Inc	27,807
Meals on Wheels of Northampton County	Food Line Program	20,000
Meals on Wheels of Northampton County	Meal Subsidy Program - Home Delivered Meals	27,807
ShareCare Faith in Action	Transportation Coordinator	23,173
Third Street Alliance for Women & Children	Sharing the Caring Adult Day Services	31,422
YWCA of Bethlehem	YWCA Bethlehem Adult Day Services Center	31,422
TOTAL OLDER ADULTS		\$ 481,832

BASIC NEEDS

AIDS Services Center	Housing Case Management	\$ 20,000
American Red Cross of the Greater Lehigh Valley	Emergency Services	102,344
Crime Victims Council of the Lehigh Valley, Inc.	Rape Crisis	23,425
Hispanic American Organization, Inc.	Housing	28,050
Lehigh County Conference of Churches	Daybreak	28,050
Mosser Village Family Center, Inc.	Food Bank	20,000
New Bethany Ministries	Hospitality Center	29,920
ProJeCt of Easton, Inc.	ASSIST	46,750
The Salvation Army of the LV	Emergency Assistance	140,250
The Salvation Army of the LV	Hospitality House	42,075
Third Street Alliance for Women & Children	Shelter	65,450
Turning Point of Lehigh Valley, Inc.	Shelter Program	121,550
UW Lancaster	211	50,000
Valley Youth House	Lehigh Valley Shelter	45,386
Victory House of Lehigh Valley	Shelter Services	46,750
TOTAL BASIC NEEDS		\$ 810,000

OTHER

Volunteer Center of the LV	Volunteer Management	\$ 50,000
Family Centers	Passthrough Grants	135,000
TOTAL OTHER		\$ 185,000

TOTAL COMMUNITY INVESTMENTS

\$5,164,593

See auditors' report on supplementary information.