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

Consolidated Financial Statements
and Independent Auditors' Report

June 30, 2013

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

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

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Certified Public Accountants

1033 SOUTH CEDAR CREST BOULEVARD ALLENTOWN, PA 18103-5443
PHONE (610) 435-7489 FAX (610) 435-8794 www.crycpas.com

INDEPENDENT AUDITORS' REPORT

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

We have audited the accompanying consolidated financial statements of the United Way of the Greater Lehigh Valley and Subsidiary (Not-for-Profit Corporations), which comprise the consolidated statement of financial position as of June 30, 2013, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the United Way of the Greater Lehigh Valley and Subsidiary as of June 30, 2013, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the United Way of the Greater Lehigh Valley and Subsidiary June 30, 2012 financial statements, and our report dated December 3, 2012, expressed an unmodified opinion on those audited consolidated financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2012, is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The schedule of community investments on pages 31-32 and the consolidating schedules on pages 33-35 are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

Campbell, Rappold & Yurasits LLP

Certified Public Accountants
Allentown, PA

December 9, 2013

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UNITED WAY OF THE GREATER LEHIGH VALLEY
AND SUBSIDIARY
(A Not-for-Profit Corporation)
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
June 30, 2013
With Summarized Totals for 2012

	June 30, 2013		
- ASSETS -	Unrestricted	Temporarily Restricted	Permanently Restricted
Cash and Cash Equivalents	$ 1,018,735	$ -	$ -
Grants Receivable	334,579	-	-
Accounts Receivable and Accrued Income	42,964	-	-
Prepaid Expenses	47,419	53,452	-
Pledges Receivable, Net (Note 3)	52,017	3,605,143	-
Leasehold Improvements and Equipment (Note 4)	54,976	-	-
Life Insurance Cash Value	190,784	-	-
Interfund Balances	(5,227,136)	5,227,136	-
Long-Term Investments:			
Split Interest Agreements and Perpetual Trusts (Note 5)	-	76,168	1,942,650
Other (Note 5)	3,850,293	-	51,975
TOTAL ASSETS	$ 364,631	$ 8,961,899	$ 1,994,625
- LIABILITIES AND NET ASSETS -			
Liabilities:			
Accounts Payable and Accrued Expense	$ 378,841	$ -	$ -
Custodial Funds	36,002	-	-
Liability to Donors Under Split-Interest Trusts (Note 9)	-	34,466	-
Liability to Organizations Under Split-Interest Trusts (Note 9)	-	-	-
Campaign Support Designated to Organizations and Other United Ways	197,484	1,450,054	-
TOTAL LIABILITIES	$ 612,327	$ 1,484,520	$ -
Net Assets:			
Unrestricted (Note 8):			
Unrestricted Investment Reserve	$ 1,568,836	$ -	$ -
Board Designated COMPASS	100,000	-	-
Opportunity Investment Fund	1,260,463	-	-
Unrestricted (due to change in fiscal year)	(3,578,605)	-	-
Other Unrestricted	401,610	-	-
Temporarily Restricted:			
Split Interest and Annuity Trusts (Note 9)	-	41,702	-
Support for Future Periods (Note 10)	-	7,435,677	-
Permanently Restricted (Note 11)	-	-	1,994,625
TOTAL NET ASSETS	$ (247,696)	$ 7,477,379	$ 1,994,625
TOTAL LIABILITIES AND NET ASSETS	$ 364,631	$ 8,961,899	$ 1,994,625

See notes to financial statements.

Total June 30, 2013	Total June 30, 2012
$ 1,018,735	$ 1,006,446
334,579	302,500
42,964	184,502
100,871	110,298
3,657,160	3,886,137
54,976	74,572
190,784	179,662
-	-
2,018,818	1,903,503
3,902,268	3,535,108
$ 11,321,155	$ 11,182,728
$ 378,841	$ 403,588
36,002	44,413
34,466	36,135
-	-
1,647,538	1,642,154
$ 2,096,847	$ 2,126,290
$ 1,568,836	$ 1,577,729
100,000	100,000
1,260,463	1,259,342
(3,578,605)	(3,578,605)
401,610	146,898
41,702	38,233
7,435,677	7,631,731
1,994,625	1,881,110
$ 9,224,308	$ 9,056,438
$ 11,321,155	$ 11,182,728

UNITED WAY OF THE GREATER LEHIGH VALLEY
AND SUBSIDIARY
(A Not-for-Profit Corporation)
CONSOLIDATED STATEMENTS OF UNRESTRICTED REVENUES, EXPENSES AND OTHER CHANGES IN UNRESTRICTED NET ASSETS
June 30, 2013
With Summarized Totals for 2012

	2013	2012
Memo about Campaign Support:		
Gross Campaign	$ 9,808,513	$ 9,767,628
Donor Designations to Organizations	(2,975,024)	(2,838,687)
Undesignated Campaign	6,833,489	6,928,941
Unspent Purpose Restricted Campaign	(106,427)	(149,681)
Uncollectible Pledges	(207,370)	(166,181)
Total 2011 and 2010 Campaign	$ 6,519,692	$ 6,613,079
Annual Campaign Support (Net):		
2011 and 2010 Campaign for Fiscal Years 2013 and 2012 Support		
Raised in 2011 and 2010 (Released from Restrictions)	$ 6,512,355	$ 6,597,679
Raised in Fiscal Years 2013 and 2012 (Net of Additional Loss Provisions and Designations)	7,337	15,400
Subtotal	6,519,692	6,613,079
Future Campaign Support Released from Restrictions	3,972	34,661
Prior Campaign Support Released from Purpose Restriction	149,681	27,353
Prior Campaign Support Raised in 2012 - 2013 (Net of Additional Loss Provisions and Designations)	3,366	(209)
Total Campaign Support	6,676,711	6,674,884
Other Support	93,273	43,556
Designations from Other United Ways	191,382	183,618
In Kind Services	385,382	213,775
Investment Income	72,854	45,488
Endowment Income	109,161	100,796
Donor Choice Fees	76	1,978
Other Income	71,721	47,532
Grant Revenue	440,271	507,724
Net Assets Released From Restrictions		
Sass Estate	-	21,361
3rd Party Designations	3,443	12,654
Donor Choice Fees	175,875	173,892
Other Support	17,800	19,500
Grant Revenue	248,574	135,096
Total	$ 8,486,523	$ 8,181,854
Community Investments and Program Services:		
Community Investment Awards	$ 5,112,098	$ 4,932,693
Community Impact Services Provided by United Way (Note 19)	1,223,515	1,045,916
	6,335,613	5,978,609
United Way Support Services:		
Fund Raising Costs	1,235,414	1,254,987
Administration	928,768	1,002,871
	2,164,182	2,257,858
Total Community Investments and Expenses	$ 8,499,795	$ 8,236,467
Change in Unrestricted Net Assets from Operations	$ (13,272)	$ (54,613)
Other Changes:		
Realized and Unrealized Investment Gains (Losses)	260,198	45,572
Bequests and Memorials (Designated for Investment)	14	69,601
Change in Unrestricted Net Assets	$ 246,940	$ 60,560

See notes to financial statements.

UNITED WAY OF THE GREATER LEHIGH VALLEY
AND SUBSIDIARY
(A Not-for-Profit Corporation)
CONSOLIDATED STATEMENTS OF ACTIVITIES
June 30, 2013
With Summarized Totals for 2012

	2013	2012
Changes in Unrestricted Net Assets:		
Revenue, Gains and Other Support:		
Unrestricted	$ 1,374,823	$ 1,159,658
Net Assets Released from Restriction	7,111,700	7,022,196
Total Revenue, Gains and Other Support	$ 8,486,523	$ 8,181,854
Unrestricted Expenses	8,499,795	8,236,467
Decrease in Unrestricted Net Assets from Operations	$ (13,272)	$ (54,613)
Non Operating Gains	260,212	115,173
Increase in Unrestricted Net Assets	$ 246,940	$ 60,560
Changes in Temporarily Restricted Net Assets:		
Revenues, Gains and Other Support:		
Campaign Revenue	$ 6,748,025	$ 6,615,817
Other Support	167,620	343,975
Change in Value of Split Interest Agreements	3,470	(826)
Net Assets Released from Time Restriction	(7,111,700)	(7,022,196)
Decrease in Temporarily Restricted Net Assets	$ (192,585)	$ (63,230)
Changes in Permanently Restricted Net Assets:		
Endowment Contributions	$ -	$ -
Total Investment Return	196,150	(70,667)
Investment Income Distribution	(82,635)	(49,873)
Increase (Decrease) in Permanently Restricted Net Assets	$ 113,515	$ (120,540)
Increase (Decrease) in Net Assets	$ 167,870	$ (123,210)
Net Assets at Beginning of Year	9,056,438	9,179,648
Net Assets at End of Year	$ 9,224,308	$ 9,056,438

See notes to financial statements.

UNITED WAY OF THE GREATER LEHIGH VALLEY AND SUBSIDIARY
(A Not-for-Profit Corporation)
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
June 30, 2013
With Summarized Totals for 2012

	June 30, 2013				
		Other Functional Expense			
	Community Investments and Other Programs	Fund Raising Costs	Adminstration	2013 Total Expenses	2012 Total Expenses
Community Investment Awards	$ 5,112,098	$ -	$ -	$ 5,112,098	$ 4,932,693
Donor Designations	2,975,024	-	-	2,975,024	2,838,687
Subtotal	8,087,122	-	-	8,087,122	7,771,380
Less Donor Designations	(2,975,024)	-	-	(2,975,024)	(2,838,687)
Community Investments	$ 5,112,098	$ -	$ -	$ 5,112,098	$ 4,932,693
Salaries and Temporary Help	$ 379,530	$ 680,845	$ 441,346	$ 1,501,721	$ 1,718,441
Employee Benefits & Taxes (Notes 12,13, and 15)	137,138	160,730	124,041	421,909	445,357
Employee Recruitment	-	-	1,100	1,100	1,100
Total Compensation	516,668	841,575	566,487	1,924,730	2,164,898
Professional Services	180,729	17,415	44,498	242,642	144,007
General Supplies	6,507	7,509	4,574	18,590	35,510
Communications	8,675	7,436	5,554	21,665	39,558
Occupancy Costs	55,477	56,883	42,092	154,452	163,212
Equipment Costs	25,338	32,229	23,171	80,738	58,622
Direct Program Costs	81,333	135,314	50,423	267,070	196,230
Staff Development, Travel and Meetings	44,958	42,395	12,906	100,259	86,338
Dues, Insurance and Other	6,894	7,145	32,295	46,334	48,674
Fair Share Support	15,000	-	101,237	116,237	115,471
Total Expenses Before Donated Services and Depreciation	941,579	1,147,901	883,237	2,972,717	3,052,520
Donated Services and Materials	273,204	75,318	36,860	385,382	213,776
Depreciation	8,732	12,195	8,671	29,598	37,478
Total Expenses	1,223,515	1,235,414	928,768	3,387,697	3,303,774
Total Expenses and Community Investments	$ 6,335,613	$ 1,235,414	$ 928,768	$ 8,499,795	$ 8,236,467

See notes for financial statements.

UNITED WAY OF THE GREATER LEHIGH VALLEY
AND SUBSIDIARY
(A Not-for-Profit Corporation)
CONSOLIDATED STATEMENTS OF CASH FLOWS
June 30, 2013
With Summarized Totals for 2012

	2013	2012
Cash flows from Operating Activities:		
Change in Net Assets	$ 167,870	$ (123,210)
Adjustments to Reconcile Net Assets to Net		
Cash Used by Operating Activities:		
Depreciation Expense	29,598	37,478
Increase (Decrease) in Liability to		
Donors Under Split-Interest Trusts	(1,669)	5,246
(Increase) Decrease in Grants / Accounts		
Receivable and Accrued Income	109,459	(64,488)
(Increase) Decrease in CSV of Life Insurance	(11,122)	(14,530)
(Increase) Decrease in Prepaid Expenses	9,427	36,269
(Increase) Decrease in Pledges Receivable	228,977	48,365
(Decrease) Increase in Accounts Payable	(24,747)	22,624
(Decrease) Increase in Custodial Funds	(8,411)	(30,783)
Increase (Decrease) in Designations Payable	5,384	9,384
Net Unrealized and Realized (Gains) Losses on		
Long-Term Investment	(594,666)	(99,321)
Net Cash Used by Operating Activities	$ (89,900)	$ (172,966)
Cash Flows from Investing Activities:		
Acquisitions of Equipment	$ (10,002)	$ (42,499)
Proceeds from Sale of Investments	134,199	140,209
Purchase of Investments	(22,008)	(2,173,036)
Net Cash Provided (Used) by Investing Activities	$ 102,189	$ (2,075,326)
Net Increase (Decrease) in Cash and Cash Equivalents	$ 12,289	$ (2,248,292)
Cash and Cash Equivalents at Beginning of Year	1,006,446	3,254,738
Cash and Cash Equivalents at End of Year	$ 1,018,735	$ 1,006,446
Supplementary Information:		
In-Kind Contributions	$ 385,382	$ 213,775

See notes to financial statements.

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.

United Way Services, Inc. is a nonprofit corporation organized under the laws of the Commonwealth of Pennsylvania for the purpose of securing grants and other resources to administer the development and operations of human service initiatives located in the Greater Lehigh Valley of Pennsylvania. The Organization is exempt from federal income tax under the provisions of Section 501(c)(3) of the Internal Revenue Code. On September 27, 2011, United Way Services, Inc. filed a Registration of Fictitious Name to operate as United Way Services, Inc. d/b/a Promise Neighborhoods of the Lehigh Valley.

Promise Neighborhoods of the Lehigh Valley engages in neighborhood and community schools improvement and revitalization programs.

Principals of Consolidation

The consolidated financial statements include United Way of the Greater Lehigh Valley and Promise Neighborhoods of the Lehigh Valley. All material intercompany balances and transactions have been eliminated.

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.

2. Summary of Significant Accounting Policies (Continued)

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.

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.

2. Summary of Significant Accounting Policies (Continued)

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.

Investments

Investments are presented in the financial statements in the aggregate at fair market value. See Notes 5 and 6 for details. The Organization reports investment income and gains and losses on investments as increases or decreases in unrestricted net assets unless a donor or law temporarily or permanently restricts their use.

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:

	Years
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.

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. Contributed materials are recorded at the fair market value of items received. For the year ended June 30, 2013 and June 30, 2012 donated services and materials, including advertising and marketing services totaling $385,382 and $213,775, respectively, were recorded in the financial statements. 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.

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 2013 or 2012.

The Organization's Form 990, *Return of Organization Exempt from Tax*, for the years ending June 30, 2010, 2011 and 2012 are subject to examination by the IRS, generally for 3 years after they are filed.

Reclassification

Certain amounts in the prior-year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements.

3. Pledges Receivable

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

	2013	2012
Balance of 2010 Campaign Pledges	$ 18,750	$ 90,085
Balance of 2011 Campaign Pledges	82,746	3,699,889
Balance of 2012 Campaign Pledges	3,802,158	390,547
Balance of 2013 Campaign Pledges	91,559	34,650
Balance of Future Campaign Pledges (Net)	10,950	-
	4,006,163	4,215,171
Allowance for Uncollectible Pledges	349,003	329,034
	$ 3,657,160	$ 3,886,137

The balance of any collectible amounts from the 2012 and 2013 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:

	2013	2012
Balance, Beginning of Year	$ 329,034	$ 350,704
Addition from Campaigns	293,964	317,289
Charge off of Known Uncollectible Pledges	(273,995)	(338,959)
Balance, End of Year	$ 349,003	$ 329,034

4. Leasehold Improvements and Equipment

Leasehold improvements and equipment consist of the following:

	2013	2012
Computer Hardware and Software	$ 178,849	$ 173,298
Furniture, Equipment & Leasehold Improvements	38,617	183,033
Automobile	16,217	16,217
	233,683	372,548
Less: Accumulated Depreciation	(178,707)	(297,976)
	$ 54,976	$ 74,572

Depreciation and amortization charged to expense was $29,598 and $37,478 for the years ended June 30, 2013 and 2012, respectively.

5. Long-Term Investments

(a) Investments are as follows:

	June 30, 2013 Market Value	June 30, 2012 Market Value
Money Market Instruments	$ 75,740	$ 84,796
Alternatives/Real Assets	97,249	81,555
Common Stock	1,455,906	1,331,185
Fixed Income	1,281,076	1,215,755
Mutual Funds	992,297	821,817
	$ 3,902,268	$ 3,535,108

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

	June 30, 2013 Market Value	June 30, 2012 Market Value
Unrestricted	$ 3,850,293	$ 3,498,133
Permanently Restricted:		
Endowment	26,975	26,975
Perpetual Trusts	25,000	10,000
	$ 3,902,268	$ 3,535,108

5. Long-Term Investments (Continued)

The Organization is an income beneficiary of seven outside perpetual trusts and four split interest agreements.

The amounts recorded represent the prorata share of net assets that provide for distribution of income to the Organization as beneficiary. Distributions are made annually to the Organization in accordance with the respective spending policies of the trusts.

The trusts are as follows:

Trust	% Trust	2013 Share of Net Assets	2012 Share of Net Assets
Thun Fund	100%	$ 229,304	$ 214,635
Albert T. Rex Estate	35%	66,612	64,263
Adora Gross Estate	100%	77,790	73,490
Samuel A. Kleppinger Estate	100%	881,057	820,092
The Warren W. York Fund	100%	535,732	508,743
David Rabaut Fund for Neighborhoods	100%	20,450	19,210
Stanley R. Liebman Estate	34%	131,705	128,702
Outside Perpetual Trusts		$ 1,942,650	$ 1,829,135
Annuity Trust A		$ 52,618	$ 52,579
Covert Unitrust		17,091	14,223
Cressman Charitable Gift Annuity		5,664	6,162
Mills Gift Annuity		795	1,404
Split Interest Agreements		$ 76,168	$ 74,368
		$ 2,018,818	$ 1,903,503

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.

6. Fair Value Measurements (Continued)

Level 2 Inputs to the valuation methodology include:

- 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.

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, 2013.

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, which approximates the expected future cash flows from the trust or agreement, 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, 2013 or 2012.

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, 2013 and 2012:

	Assets at Fair Value as of June 30, 2013			
	Level 1	Level 2	Level 3	Total
Money Market Instruments	$ 75,740	$ -	$ -	$ 75,740
Alternatives/Real Assets	97,250	-	-	97,250
Common Stock:				
Consumer Discretion	139,007	-	-	139,007
Consumer Staples	111,475	-	-	111,475
Energy	50,267	-	-	50,267
Financials	150,716	-	-	150,716
Health Care	139,385	-	-	139,385
Industrials	133,625	-	-	133,625
Info Technology	221,891	-	-	221,891
International	219,928	-	-	219,928
Materials	35,632	-	-	35,632
Small Cap Equity Mutual Funds	96,522	-	-	96,522
Speciality Mutual Funds	128,305	-	-	128,305
Telecom Services	13,629	-	-	13,629
Utilities	15,524	-	-	15,524
Fixed Income	1,281,076	-	-	1,281,076
Mutual Funds:				
Large Cap	566,328	-	-	566,328
Small/Mid Cap	125,714	-	-	125,714
Developed International	67,111	-	-	67,111
Domestic All Cap	28,632	-	-	28,632
Emerging International	47,641	-	-	47,641
Other International	77,901	-	-	77,901
Pooled Investments	-	78,969	-	78,969
Split-Interest Agreements				
& Annuity Trusts	-	-	76,168	76,168
Perpetual Trusts	-	-	1,942,650	1,942,650
Total Assets at Fair Value	$ 3,823,299	$ 78,969	$ 2,018,818	$5,921,086

6. Fair Value Measurements (Continued)

	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
Comsumer 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	48,142	-	-	48,142
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	$ 3,460,926	$ 74,182	$ 1,903,503	$5,438,611

	Level 3 Assets Period Ending June 30, 2013		
	Split-Interest Agreements & Annuity Trusts	Perpetual Trusts	Total
Balance, Beginning of Period	$ 74,368	$ 1,829,135	$ 1,903,503
Contributions	-	-	-
Distributions	(10,749)	(82,635)	(93,384)
Realized/Unrealized Gains/(Losses)	12,549	196,150	208,699
Total Assets at Fair Value	$ 76,168	$ 1,942,650	$ 2,018,818

6. Fair Value Measurements (Continued)

	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

7. Line of Credit

The Organizations have a $600,000 revolving line of credit bearing interest at Prime +1.75%, with a floor of 5%. Due on demand. There was no outstanding balance at June 30, 2013 or 2012.

8. Unrestricted Net Assets

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

	2013	2012
Unrestricted Investment Reserves		
Community Fund	$ 557,131	$ 557,131
Property and Equipment		
Set Aside for Future Expansion	498,039	506,932
Undesignated Investment Reserves	513,666	513,666
Opportunity Investment Fund	1,260,463	1,259,342
Board Designated - COMPASS	100,000	100,000
Unrestricted Deficit Due to Change in Fiscal Year	(3,578,605)	(3,578,605)
Property and Equipment		
Expended for Equipment	54,976	74,572
Undesignated	346,634	72,326
Total Unrestricted Net Assets	$ (247,696)	$ (494,636)

9. 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
A Unitrust Created in 1993 Requiring 8% Annual Distributions to Donors for Their Lifetime	$ -	$ -	$ 17,092
1993 Anonymous Charitable Remainder Annuity Trust Requiring 6.1% Annual Distribution to Donors for Their Lifetime	30,281	-	22,337
Charitable Gift Annuity Created in 2004 Requiring Annual Distributions to Donors for Their Lifetime	-	-	795
Cressman Charitable Gift Annuity Requiring 6.9% Annual Distribution to Donors for Their Lifetime	4,185	-	1,478
Total	$ 34,466	$ -	$ 41,702

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

10. Temporarily Restricted Support for Future Periods

Temporarily restricted support for future periods consists of:

	2013	2012
Campaign Support		
Time Restricted Net Campaign for 2012 & 2011	$ 7,103,530	$ 6,798,101
Unspent Purpose Restricted Campaign Funds From Prior Years	106,427	149,681
Future Campaign Support	111,865	471,341
Other Purpose and Time Restricted Support	113,855	212,608
	$ 7,435,677	$ 7,631,731

11. Permanently Restricted Net Assets

Permanently restricted net assets are composed of the following:

	2013 Net Assets	2012 Net Assets
Perpetual Trusts:		
Thun Fund	$ 229,304	$ 214,635
Albert T. Rex Estate	66,612	64,263
Adora Gross Estate	77,790	73,490
Samuel A. Kleppinger Estate	881,057	820,092
The Warren W. York Fund	535,732	508,743
David Rabaut Fund for Neighborhoods	20,450	19,210
Stanley R. Liebman Estate	131,705	128,702
Endowment Funds:		
J Bogert Endowment Fund	26,975	26,975
Other Donor Restricted Fund	25,000	25,000
Total	$ 1,994,625	$ 1,881,110

Investment income distributed from the perpetual trusts totaled $82,635 and $49,873 in 2013 and 2012, respectively.

11. 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. $20,450 and $19,210 has been reported in the Statement of Financial Position as Permanently Restricted other long-term investments in 2013 and 2012, respectively.

12. 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.

12. 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, 2013 and 2012 are as follows:

	June 30, 2013			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total Net Endowment Assets
Donor-Restricted Endowment Funds	$ -	$ -	$ 51,975	$ 51,975
Opportunity Investment Fund	1,260,463	-	-	1,260,463
Total Funds	$ 1,260,463	$ -	$ 51,975	$1,312,438

	June 30, 2012			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total Net Endowment Assets
Donor-Restricted Endowment Funds	$ -	$ -	$ 51,975	$ 51,975
Opportunity Investment Fund	1,259,342	-	-	1,259,342
Total Funds	$ 1,259,342	$ -	$ 51,975	$1,311,317

12. Endowment Net Assets (Continued)

Changes in endowment net assets as of June 30, 2013 and 2012 are as follows:

	June 30, 2013			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total Net Endowment Assets
Endowment Net Assets, Beginning of Year	$ 1,259,342	$ -	$ 51,975	$1,311,317
Contributions	14	-	-	14
Investment Income	109,161	-	-	109,161
Net Appreciation (Depreciation)	(108,054)	-	-	(108,054)
Net Appropriated for Expenditure	-	-	-	-
Endowment Net Assets, End of Year	$ 1,260,463	$ -	$ 51,975	$1,312,438

	June 30, 2012			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total Net Endowment Assets
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	$ 1,259,342	$ -	$ 51,975	$1,311,317

13. Retirement Plans

The Organization sponsors a defined contribution 401(k) plan. Participation is available to substantially all full time employees. Organization contributions to the plan were based on 5% of compensation. Employer contributions to the plan were $60,634 and $69,637 in 2013 and 2012, respectively.

14. 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 2013 and 2012 were $3,120 and $3,360, respectively.

15. Leases

The Organization leases its office space in Allentown under a lease agreement which will expire December 31, 2016. Rent charged to expense was $138,064 and $147,860 in 2013 and 2012, respectively.

The Organization also leases space in Allentown under an annual lease agreement which expires May 31, 2014. Rent charged to expense was $9,006 and $9,150 in 2013 and 2012, respectively.

Minimum lease payments under these leases are as follows:

Years ending June 30,		
	2014	$161,530
	2015	154,625
	2016	157,488
	2017	78,020
	2018	-

16. Unemployment Insurance Self Funding

The Organization uses the Unemployment Services Trust. Payments for this insurance totaled $62,558 and $14,532 in 2013 and 2012, respectively.

17. Concentration of Credit Risk

The Organization maintains accounts at various banks. Accounts at each bank are insured by the Federal Deposit Insurance Corporation (FDIC) up to $250,000. The Organization had uninsured amounts of approximately $405,000 at June 30, 2013. While the Organization maintains cash balances which may exceed federally insured limits, it historically has not experienced any credit-related losses.

18. Advertising Costs

Advertising costs are expensed as incurred and were $142,729 and $245,052 including in-kind services of $74,592 and $174,396 in 2013 and 2012, respectively.

19. Community Impact Services

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

	2013	2012
Labor/Community Services	$ 33,907	$ 33,099
Community Initiatives/Coalition Building and Funds Distribution	877,799	1,012,817
	$ 911,706	$ 1,045,916

20. Supporting Cost Ratio

In accordance with overhead reporting guidelines issued by the United Way Worldwide, 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:

2011 Form 990 For Year Ended June 30, 2012:

Supporting Cost (Overhead) Ratio:		
Supporting Services Functional Expenses:		
Management and General, Part IX, Line 25 Col C	$ 937,620	
Fundraising, Part IX, Line 25 Col D	1,176,159	
		$ 2,113,779
Total Campaign and All Other Revenue Sources, Part VIII, Line 12, Col A		$ 10,685,009
Supporting Services Divided by Total Campaign and All Other Revenue		19.78%

Fiscal Year Ending June 30, 2013 Supporting Cost Ratio will be Calculated and Disclosed with Preparation of the 2012 Form 990

21. Summarized Totals For Year Ended June 30, 2012

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, 2012, from which the information was derived.

22. Subsequent Events

Management has evaluated subsequent events through December 9, 2013, 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 2013 may significantly impact the subsequent valuation of the Organization's investments. Accordingly, the valuation of the investments at June 30, 2013 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
AND SUBSIDIARY
(A Not-for-Profit Corporation)
SCHEDULE OF COMMUNITY INVESTMENTS
June 30, 2013

EDUCATION

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 Progran	26,344
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	711,843
Da Vinci Science Center	Science LIVE	20,000
Easton Area Community Center	SAINTS Clubhouse	41,850
EITC	Childcare Scholarships	148,115
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	2,277
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
Slater Family Network	Family Stability-Housing	27,807
Spring Garden Children's Center, Inc.	Seconds to Learn	91,828
TeenWorks	Community Service Projects	41,447
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	127,431
YMCA of Bethlehem	Children Healthy and Ready to Learn	53,714
TOTAL EDUCATION		**$ 3,525,816**

See auditors' report on supplementary information.

UNITED WAY OF THE GREATER LEHIGH VALLEY
AND SUBSIDIARY
(A Not-for-Profit Corporation)
SCHEDULE OF COMMUNITY INVESTMENTS
June 30, 2013

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	195,115
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		**$ 528,946**
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
Partner Agency	Capacity Building	2,336
Family Centers	Passthrough Grants	195,000
TOTAL OTHER		**$ 247,336**
TOTAL COMMUNITY INVESTMENTS		**$ 5,112,098**

Community investment award from United Way of the Greater Lehigh Valley to Promise Neighborhoods of the Lehigh Valley was $200,000 at June 30, 2013. Award has been eliminated on the consolidated financial statements.

See auditors' report on supplementary information.

UNITED WAY OF THE GREATER LEHIGH VALLEY
AND SUBSIDIARY
(A Not-for-Profit Corporation)
CONSOLIDATING STATEMENT OF FINANCIAL POSITION
June 30, 2013

	United Way of the Greater Lehigh Valley	Promise Neighborhoods of the Lehigh Valley	Eliminations	Total June 30, 2013
– ASSETS –				
Cash and Cash Equivalents	$ 800,830	$ 217,905	$ -	$ 1,018,735
Grants Receivable	334,579	-	-	334,579
Accounts Receivable and Accrued Income	33,437	9,527	-	42,964
Accounts Receivable - PNLV	53,603	-	(53,603)	-
Prepaid Expenses	100,871	-	-	100,871
Pledges Receivable, Net	3,657,160	-	-	3,657,160
Leasehold Improvements and Equipment	53,866	1,110	-	54,976
Life Insurance Cash Value	190,784	-	-	190,784
Interfund Balances	-	-		-
Long-Term Investments:				
Split Interest Agreements and Perpetual Trusts	2,018,818	-	-	2,018,818
Other	3,902,268	-	-	3,902,268
TOTAL ASSETS	$ 11,146,216	$ 228,542	$ (53,603)	$ 11,321,155
– LIABILITIES AND NET ASSETS –				
Liabilities:				
Accounts Payable and Accrued Expense	$ 369,059	$ 23,978	$ (14,196)	$ 378,841
Accounts Payable - UWGLV	-	39,407	(39,407)	-
Custodial Funds	36,002	-	-	36,002
Liability to Donors Under Split-Interest Trusts	34,466	-	-	34,466
Liability to Organizations Under Split-Interest Trusts	-	-	-	-
Campaign Support Designated to Organizations and Other United Ways	1,647,538	-	-	1,647,538
TOTAL LIABILITIES	$ 2,087,065	$ 63,385	$ (53,603)	$ 2,096,847
Net Assets:				
Unrestricted	$ (412,853)	$ 165,157	$ -	$ (247,696)
Temporarily Restricted				
Split Interest and Annuity Trusts	41,702	-	-	41,702
Support for Future Periods	7,435,677	-	-	7,435,677
Permanently Restricted	1,994,625	-	-	1,994,625
TOTAL NET ASSETS	$ 9,059,151	$ 165,157	$ -	$ 9,224,308
TOTAL LIABILITIES AND NET ASSETS	$ 11,146,216	$ 228,542	$ (53,603)	$ 11,321,155

See auditors' report on supplementary information.

UNITED WAY OF THE GREATER LEHIGH VALLEY
AND SUBSIDIARY
(A Not-for-Profit Corporation)
CONSOLIDATING STATEMENT OF UNRESTRICTED REVENUES, EXPENSES AND OTHER CHANGES IN UNRESTRICTED NET ASSETS
June 30, 2013

	United Way of the Greater Lehigh Valley	Promise Neighborhoods of the Lehigh Valley	Eliminations	Total June 30, 2013
Annual Campaign Support (Net):				
2011 Campaign for 2013 Support				
Raised in 2011 (Released from Purpose Restrictions)	$ 6,512,355	$ -	$ -	$ 6,512,355
Raised in Fiscal Year 2013 (Net of Additional Loss Provisions and Designations	7,337	-	-	7,337
Subtotal	6,519,692	-	-	6,519,692
Future Campaign Support Released from Purpose Restriction	$ 3,972	-	-	3,972
Prior Campaign Support Released from Purpose Restriction	149,681	-	-	149,681
Prior Campaign Support Raised in 2012-13 (Net of Additional Loss Provisions)	3,366	-	-	3,366
Total Campaign Support	6,676,711	-	-	6,676,711
Other Support	53,227	240,046	(200,000)	93,273
Designations from Other United Ways	191,382	-	-	191,382
In Kind Services	385,382	-	-	385,382
Investment Income	72,854	-	-	72,854
Endowment Income	109,161	-	-	109,161
Donor Choice Fees	76	-	-	76
Other Income	26,721	45,000	-	71,721
Grant Revenue	365,271	75,000	-	440,271
Net Assets Released from Time Restrictions				
3rd Party Designations	3,443	-	-	3,443
Donor Choice Fees	175,875	-	-	175,875
Other Support	17,800	-	-	17,800
Grant Revenue	248,574	-	-	248,574
Total	$ 8,326,477	$ 360,046	$ (200,000)	$ 8,486,523
Community Investments and Program Services:				
Community Investment Awards	$ 5,312,098	$ -	$ (200,000)	$ 5,112,098
Community Impact Services Provided by United Way	911,706	311,809	-	1,223,515
	6,223,804	311,809	(200,000)	6,335,613
United Way Support Services:				
Fund Raising Costs	1,235,414	-	-	1,235,414
Administration	912,263	16,505	-	928,768
	2,147,677	16,505	-	2,164,182
Total Community Investments and Expenses	$ 8,371,481	$ 328,314	$ (200,000)	$ 8,499,795
Change in Unrestricted Net Assets from Operations	$ (45,004)	$ 31,732	$ -	$ (13,272)
Other Changes:				
Realized and Unrealized Investment Gains (Losses)	260,198	-	-	260,198
Bequests and Memorials (Designated for Investment)	14	-	-	14
Change in Unrestricted Net Assets	$ 215,208	$ 31,732	$ -	$ 246,940

See auditors' report on supplementary information.

UNITED WAY OF THE GREATER LEHIGH VALLEY
AND SUBSIDIARY
(A Not-for-Profit Corporation)
CONSOLIDATING STATEMENT OF ACTIVITIES

	United Way of the Greater Lehigh Valley	Promise Neighborhoods of the Lehigh Valley	Eliminations	Total June 30, 2013
Changes in Unrestricted Net Assets:				
Revenue, Gains and Other Support:				
Unrestricted	$ 1,214,777	$ 360,046	$ (200,000)	$ 1,374,823
Net Assets Released from Restriction	7,111,700	-	-	7,111,700
Total Revenue, Gains and Other Support	$ 8,326,477	$ 360,046	$ (200,000)	$ 8,486,523
Unrestricted Expenses	8,371,481	328,314	(200,000)	8,499,795
Increase (Decrease) in Unrestricted Net Assets from Operations	$ (45,004)	$ 31,732	$ -	$ (13,272)
Non Operating Gains	260,212	-	-	260,212
Increase in Unrestricted Net Assets	$ 215,208	$ 31,732	$ -	$ 246,940
Changes in Temporarily Restricted Net Assets:				
Revenues, Gains, and Other Support:				
Campaign Revenue	$ 6,748,025	$ -	$ -	$ 6,748,025
Other Support	167,620	-	-	167,620
Change in Value of Split Interest Agreements	3,470	-	-	3,470
Net Assets Released from Time Restriction	(7,111,700)	-	-	(7,111,700)
Decrease in Temporarily Restricted Net Assets	$ (192,585)	$ -	$ -	$ (192,585)
Changes in Permanently Restricted Net Assets:				
Endowment Contributions	$ -	$ -	$ -	$ -
Investment Income Distributions	196,150	-	-	196,150
Realized and Unrealized Investment Gain	(82,635)	-	-	(82,635)
Increase in Permanently Restricted Net Assets	$ 113,515	$ -	$ -	$ 113,515
Increase in Net Assets	$ 136,138	$ 31,732	$ -	$ 167,870
Net Assets at Beginning of Year	8,923,013	133,425	-	9,056,438
Net Assets at End of Year	$ 9,059,151	$ 165,157	$ -	$ 9,224,308

See auditors' report on supplementary information.