

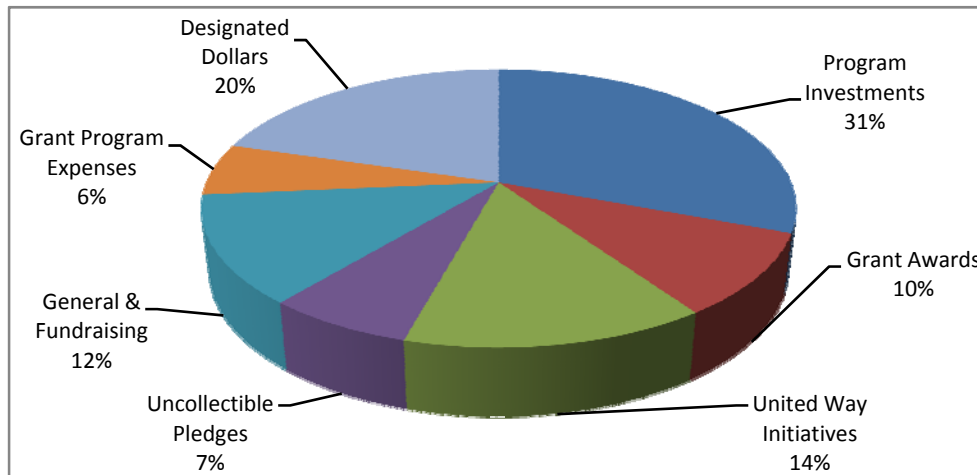
Where Did the Money Go In 2008-2009?

You may think that the Campaign is the only source of revenue for United Way’s work in the community. What you may not know is that we receive millions of dollars in grants each year that support our efforts and those of our agency partners in education, income, and wellness.

For our fiscal year ending March 31, 2009, our total revenue was derived from the following sources:

Campaign revenue:	\$14,162,000
Grant funding:	\$3,139,000
Investment Income:	<u>\$(45,000)</u>
TOTAL:	\$17,256,000

In addition, our budget included a deficit of \$994,000, which was funded out of reserves. This deficit spending enabled us to avoid significant cuts in program investments last year. Taking the deficit into account, our total expenditures for 2008-2009 were **\$18,250,000**. The chart below details our expense categories.



Designated Dollars	Donor directed	\$3,716,000
Program Investments	Payments made to agencies through our investment process	\$5,614,000
Grant Awards	Payments made to agencies in support of grant obligations	\$1,748,000
United Way Initiatives	Supporting services for United Way-led programs such as CASH, Closing the Gap, and Success By 6	\$2,545,000
Grant Program Expenses	Salaries and other non-personnel costs related to grant funded programs	\$1,106,000
Uncollectible Pledges		\$1,236,000
General & Fundraising	Typically referred to as overhead	\$2,285,000
TOTAL		\$18,250,000