

United Way
Of the Greater Triangle

P.O. Box 110387
Research Triangle Park, NC 27709



December 30, 2009

Ken Berger, President & CEO
Charity Navigator
1200 MacArthur Boulevard, Second Floor
Mahwah, New Jersey 07430

Mr. Berger,

I am writing to express my concern with Charity Navigator's recent rating adjustment for United Way of the Greater Triangle in Research Triangle Park, NC. The rating does not accurately reflect our organization's overhead spending or our diligence in ensuring funds we disburse to our partner agencies produce results.

In 2008, we changed our fund distribution to a results-based allocation system. This required our partner agencies show results achieved and goals met for their health and human services programs for continued United Way funding.

In addition, in light of last fall's financial markets meltdown and its attendant effect on fundraising efforts, United Way of the Greater Triangle also extended last year's campaign to try and meet as much community need as possible. This additional due diligence led to a change in the timing of our funds distribution. Instead of allocating funds in the same year they were pledged, as we had in previous years, we apportioned 2008 pledges in January of 2009.

While we respect Charity Navigator as one of the nation's largest and most-utilized evaluator of charities, we believe your assessment of United Way of the Greater Triangle's finances and philanthropic efforts has been limited due to your methodology.

We, at United Way of the Greater Triangle, truly believe the results-based allocation system provides better stewardship of pledged monies entrusted to us. We urge you to note, on Charity Navigator's website, a footnote linking to this letter posted on our website (<http://www.unitedwaytriangle.org/news/docs/CharityNavigator.pdf>) so donors and potential contributors understand we are working to manage their donations and pledges responsibly and effectively.

Sincerely,

A handwritten signature in black ink, appearing to read 'Craig Chancellor', written over a faint, illegible typed name.

Craig Chancellor, President & CEO
United Way of the Greater Triangle