

Financial Statements and Report of Independent
Certified Public Accountants

United Way of the Greater Triangle, Inc.

As of December 31, 2010 and 2009

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Report of Independent Certified Public Accountants

To the Board of Directors of
United Way of the Greater Triangle, Inc.:

We have audited the accompanying statements of financial position of **United Way of the Greater Triangle, Inc.** (the Organization) as of December 31, 2010 and 2009, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America as established by the American Institute of Certified Public Accountants. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way of the Greater Triangle, Inc. as of December 31, 2010 and 2009, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

GRANT THORNTON LLP

Raleigh, North Carolina
July 15, 2011

Statements of financial position

December 31	2010	2009
	\$	\$
Assets		
Current assets:		
Cash and cash equivalents	1,298,285	2,269,913
Investments	1,457,932	1,594,492
Contributions receivable, net	11,088,883	11,246,021
Other receivables	171,847	222,688
Prepaid expenses and other	61,677	59,754
Total current assets	14,078,624	15,392,868
Property and equipment, net	154,172	197,366
	14,232,796	15,590,234
Liabilities and Net Assets		
Current liabilities:		
Donor designations payable	4,985,188	5,412,464
Allocations payable	123,475	46,172
Accounts payable and accrued expenses	214,025	227,276
Current portion of capital lease obligations	12,059	10,406
Total current liabilities	5,334,747	5,696,318
Deferred rent	43,481	31,095
Capital lease obligations, net of current portion	16,730	28,788
Escheat obligations	4,786	8,033
Total liabilities	5,399,744	5,764,234
Net assets:		
Unrestricted:		
Board designated	291,144	232,134
Undesignated	1,580,856	1,578,648
Total unrestricted	1,872,000	1,810,782
Temporarily restricted	6,914,223	7,995,218
Permanently restricted	46,829	20,000
Total net assets	8,833,052	9,826,000
	14,232,796	15,590,234

The accompanying notes are an integral part of these financial statements.

Statement of activities and changes in net assets

For the year ended December 31, 2010	Unrestricted	Temporarily Restricted	Permanently Restricted	Totals
	\$	\$	\$	\$
Support and revenue:				
Campaign promises to give received:				
Prior year campaigns	2,104,431	-	-	2,104,431
Current year campaign	-	12,705,412	-	12,705,412
Less - Donor designations	-	(5,257,409)	-	(5,257,409)
Less - Estimated uncollectible promises to give	-	(753,796)	-	(753,796)
Net campaign revenue	2,104,431	6,694,207	-	8,798,638
Grants	-	110,008	-	110,008
Administrative fees earned	958,754	-	-	958,754
Investment income	35,955	-	-	35,955
Other income	268,986	-	26,829	295,815
	1,263,695	110,008	26,829	1,400,532
Net assets released from restrictions	7,885,210	(7,885,210)	-	-
Total support and revenue	11,253,336	(1,080,995)	26,829	10,199,170
Expenses:				-
Program expenses:				-
Allocations	6,952,688	-	-	6,952,688
Direct services	430,021	-	-	430,021
Resource investment	705,647	-	-	705,647
Fundraising	1,773,314	-	-	1,773,314
Administration	1,330,448	-	-	1,330,448
Total expenses	11,192,118	-	-	11,192,118
Changes in net assets	61,218	(1,080,995)	26,829	(992,948)
Net assets, beginning of year	1,810,782	7,995,218	20,000	9,826,000
Net assets, end of year	1,872,000	6,914,223	46,829	8,833,052

The accompanying notes are an integral part of this financial statement.

Statement of activities and changes in net assets

For the year ended December 31, 2009	Unrestricted	Temporarily Restricted	Permanently Restricted	Totals
	\$	\$	\$	\$
Support and revenue:				
Campaign promises to give received:				
Prior year campaigns	1,141,112	-	-	1,141,112
Current year campaign	-	13,990,357	-	13,990,357
Less - Donor designations	-	(5,511,822)	-	(5,511,822)
Less - Estimated uncollectible promises to give	-	(747,996)	-	(747,996)
Net campaign revenue	1,141,112	7,730,539	-	8,871,651
Grants	-	60,448	-	60,448
Administrative fees earned	857,556	-	-	857,556
Investment income	56,272	-	-	56,272
Other income	327,342	-	-	327,342
	2,382,282	7,790,987	-	10,173,269
Net assets released from restrictions	7,970,948	(7,970,948)	-	-
Total support and revenue	10,353,230	(179,961)	-	10,173,269
Expenses:				
Program expenses:				
Allocations	7,104,002	-	-	7,104,002
Direct services	408,308	-	-	408,308
Resource investment	673,288	-	-	673,288
Fundraising	1,859,728	-	-	1,859,728
Administration	1,360,002	-	-	1,360,002
Total expenses	11,405,328	-	-	11,405,328
Changes in net assets	(1,052,098)	(179,961)	-	(1,232,059)
Johnston County Merger	42,912	-	-	42,912
Net assets, beginning of year	2,819,968	8,175,179	20,000	11,015,147
Net assets, end of year	1,810,782	7,995,218	20,000	9,826,000

The accompanying notes are an integral part of this financial statement.

Statement of functional expenses

For the year ended December 31, 2010	Direct Services	Resource Investment	Fundraising	Administration	2010 Totals
	\$	\$	\$	\$	\$
Salaries and temp help	184,858	467,299	1,127,004	607,004	2,386,165
Promotion, printing and supplies	5,461	5,545	50,804	15,219	77,029
Membership dues and subscriptions	107	195	5,009	182,955	188,266
Rent and occupancy costs	63,650	44,473	115,560	120,270	343,953
Payroll taxes	13,174	32,397	75,197	37,301	158,069
Employee benefits	40,691	100,065	232,262	115,214	488,232
Contracted services and technical consultation	93,750	11,823	8,127	33,909	147,609
Depreciation	4,401	8,435	20,610	22,811	56,257
Telephone	2,358	4,519	14,560	12,222	33,659
Meetings	257	1,165	4,121	14,578	20,121
Postage and postal equipment	1,217	1,157	10,423	5,316	18,113
Conferences and training	925	5,498	10,975	13,862	31,260
Business/financial service fees	-	-	23,323	45,329	68,652
Travel	3,334	5,933	24,441	7,893	41,601
Professional fees	-	-	-	48,206	48,206
Office services and supplies	1,838	2,709	7,200	10,205	21,952
Copier services and supplies	207	398	972	1,077	2,654
Computer services and supplies	13,721	2,314	5,653	7,256	28,944
Special events	69	3,072	35,376	5,192	43,709
Insurance	-	-	-	7,662	7,662
Employee search and relocation	-	564	1,258	1,332	3,154
Interest expense	-	-	-	4,730	4,730
General grant expense	-	6,500	385	7,100	13,985
Miscellaneous expenses	3	1,586	54	3,805	5,448
	430,021	705,647	1,773,314	1,330,448	4,239,430

The accompanying notes are an integral part of this financial statement.

Statement of functional expenses

For the year ended December 31, 2009	Direct Services	Resource Investment	Fundraising	Administration	2009 Totals
	\$	\$	\$	\$	\$
Salaries and temp help	176,088	447,903	1,137,585	583,551	2,345,127
Promotion, printing and supplies	1,670	2,003	83,875	43,222	130,770
Membership dues and subscriptions	-	195	1,227	198,759	200,181
Rent and occupancy costs	64,945	47,429	115,708	118,177	346,259
Payroll taxes	11,955	30,695	72,597	35,280	150,527
Employee benefits	37,281	95,717	227,846	112,033	472,877
Contracted services and technical consultation	97,178	12,155	8,003	10,218	127,554
Depreciation	4,677	9,355	22,296	23,310	59,638
Telephone	1,824	3,465	9,725	10,054	25,068
Meetings	548	1,518	6,293	8,998	17,357
Postage and postal equipment	1,600	1,593	12,590	6,900	22,683
Conferences and training	-	5,289	5,486	11,850	22,625
Business/financial service fees	-	-	19,177	49,422	68,599
Travel	2,870	6,044	28,868	8,274	46,056
Professional fees	-	-	7,350	69,461	76,811
Office services and supplies	2,400	4,089	11,043	15,402	32,934
Copier services and supplies	122	243	579	606	1,550
Computer services and supplies	4,435	2,404	5,731	8,272	20,842
Special events	555	3,091	70,650	9,454	83,750
Insurance	-	-	(425)	10,267	9,842
Employee search and relocation	-	-	13,474	10,389	23,863
Interest expense	-	-	-	6,165	6,165
General grant expense	-	-	-	4,860	4,860
Miscellaneous expenses	160	100	50	5,078	5,388
	408,308	673,288	1,859,728	1,360,002	4,301,326

The accompanying notes are an integral part of this financial statement.

Statements of cash flows

For the years ended December 31	2010	2009
	\$	\$
Cash flows from operating activities:		
Changes in net assets	(992,948)	(1,232,059)
Adjustments to reconcile changes in net assets to net cash used in operating activities:		
Depreciation expense	56,255	59,638
Loss on disposal of equipment	-	338
Change in cash arising from changes in assets and liabilities:		
Contributions receivable, net	157,138	1,019,572
Other receivables	50,841	27,038
Prepaid expenses and other	(1,923)	(12,958)
Donor designations payable	(427,276)	(847,548)
Allocations payable	77,303	(147,099)
Accounts payable and accrued expenses	(4,112)	(150,100)
Funds held in agency	78,837	-
Net cash used in operating activities	(1,005,885)	(1,283,178)
Cash flows from investing activities:		
Proceeds from investments	1,121,516	1,000,000
Purchase of investments	(1,063,793)	(1,071,462)
Cash acquired in merger with Johnston County	-	39,059
Purchases of property and equipment	(13,061)	(138,334)
Net cash provided by (used in) investing activities	44,662	(170,737)
Cash flows from financing activities – Payments made under capital lease obligations	(10,405)	(11,617)
Net decrease in cash and cash equivalents	(971,628)	(1,465,532)
Cash and cash equivalents, beginning of year	2,269,913	3,735,445
Cash and cash equivalents, end of year	1,298,285	2,269,913
Supplemental cash flow information – Interest paid	4,729	6,165

The accompanying notes are an integral part of these financial statements.

Notes to financial statements

1 Organization and Significant Accounting Policies and Practices

Organization

United Way of the Greater Triangle, Inc. (the Organization) was formed in 1996 for the purpose of consolidating the resources of the Durham County, Orange County and Wake County United Way organizations and to streamline activities to better serve the needs of the people in the Greater Triangle region of North Carolina. The Organization conducts an annual Triangle-wide fundraising campaign on behalf of the counties it encompasses.

Effective April 28, 2009, the Organization's legal name was changed from Triangle United Way, Inc. to United Way of the Greater Triangle, Inc.

In July 2009, the United Way of Johnston County merged into the Organization. As part of the merger, the Organization acquired assets, liabilities and equity as summarized in the table below:

	\$
Cash	39,059
Contributions receivable	129,040
Donor designations payable	(175)
Allocations payable	(117,640)
Accounts payable	(7,372)
Unrestricted net assets	(42,912)

Significant accounting policies and practices of the Organization are as follows:

Basis of Presentation

The financial statements of the Organization are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP).

Cash and Cash Equivalents

The Organization considers all demand deposits at financial institutions and all highly liquid debt instruments purchased with original maturities of three months or less to be cash and cash equivalents. All of the Organization's non-interest bearing cash balances are fully insured at December 31, 2010, due to a temporary federal program in effect from December 31, 2010 through December 31, 2012. Under the program, there is no limit to the amount of insurance eligible accounts. Beginning 2013, insurance coverage will revert to \$250,000 per depositor at each financial institution, and the Organization's non-interest bearing cash balance may again exceed federally insured limits.

Investments

Investments at December 31, 2010 and 2009, consist of certificates of deposit with original maturities in excess of three months. The investments are stated at cost which approximates fair value.

Financial Instruments and Credit Risk Concentration

Financial instruments, which potentially subject the Organization to concentrations of credit risk, consist primarily of short-term investments (cash equivalents) and pledges receivable. The Organization's investment policy is intended to limit its exposure to credit risk. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant financial risk therein.

Contributions Receivable

Unconditional promises to give are expected to be collected within one campaign cycle, which is typically the 18-month period beginning each August. Conditional promises to give are not included as support until such time as the conditions upon which they depend are substantially met.

An allowance for uncollectible, undesignated promises to give is established at the completion of each annual campaign. The allowance for uncollectible promises to give is based on historical collection experience and management's estimates of the collectability of the promises received. The allowance for uncollectible promises to give was established at \$552,000, or approximately 6% of the 2010 campaign, and \$690,540, or approximately 6% of the 2009 campaign.

Allocations

Allocations result from contributions by donors that are not specifically directed to individual organizations and agencies. These funds are allocated for distribution to various member agencies and programs based on need and other criteria deemed appropriate by the Board of Directors. Total allocations are accrued at the conclusion of each annual fundraising campaign when approved by the Board of Directors, which is done in January of the following year.

Designations

Designations result from contributions by donors that are specifically directed to individual organizations and agencies. When received, these funds are distributed to the intended organizations, net of an administrative fee.

Property and Equipment

Property and equipment are stated at cost for purchased assets and at market value on the date of the gift for donated assets. Depreciation is provided using the straight-line method over the estimated useful lives of the assets of 3 to 7 years. Maintenance, repairs and minor equipment purchases are expensed when incurred.

The Organization reports gifts of property 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 as the donated or acquired long-lived assets are constructed or placed in service.

The Organization reviews its long-lived assets for impairment whenever events or circumstances indicate that the carrying amount of an asset may not be recoverable. If this review indicates that the asset will not be recoverable, based on the expected cash flows of the related asset, an impairment loss is recognized and the asset's carrying value is reduced. No such impairment loss was recognized during the years ended December 31, 2010 and 2009.

Contributions

Contributions are recognized as revenue at the time the contribution or unconditional promise to give is received, net of estimated uncollectible amounts. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts that are restricted for future periods or for specific purposes are reported as temporarily or permanently restricted support and increase those net asset classes. When a donor restriction expires, that is, when a stipulated time restriction ends or donor restriction is met, contributions are reported as net assets released from restrictions in the statement of activities and changes in net assets.

Donated securities are recorded at their fair market value at the date of the gift.

Donated Services

The Organization recognizes donated services as those that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. No material donated services meeting these requirements for recognition in the financial statements were received during the years ended December 31, 2010 and 2009.

A significant amount of services not meeting the requirements for recognition in the financial statements have been contributed by others towards the general operation and success of the Organization.

Investment Income

Investment income is credited to unrestricted net assets in the period earned, unless such income has been designated as restricted by donors.

Grants

The Organization receives grant income from private industry sources to help support its direct service efforts. In 2010 and 2009, the Organization recognized \$110,008 and \$60,448 in grant revenue, respectively.

Temporarily Restricted Net Assets

Temporarily restricted net assets consist of the current year net campaign revenue, which is time restricted. Substantially all temporarily restricted net assets released from restriction during 2010 and 2009 were released due to the expiration of time restrictions only.

Permanently Restricted Net Assets

The Broughton Scholarship fund was established in the amount of \$20,000 by the family of Melville Broughton to provide scholarships to staff members of Wake County's member agencies. The assets are subject to donor-imposed restrictions that the assets be permanently maintained by the Organization and that the donor has permitted the Organization to use the funds only for specific purposes. The Broughton Volunteer Award recognizes excellence in volunteer service to the nonprofit community, and the Broughton Scholarship Award supports a recipient agency's training budget. No amounts were expended from this fund during 2010 and 2009.

Triangle Community Foundation maintains a Legacy Society Fund for the future benefit of the Organization. This Fund includes a permanently restricted balance of \$26,829 and \$0 as of December 31, 2010 and 2009, respectively.

Functional Classification of Expenses

Operating expenses are allocated to specific functions based on management estimates of time and resources devoted to those functions. The following functional expense classifications are included in the foregoing financial statements:

Direct Services

Includes activities that deliver services funded by other sources other than the annual campaign, including:

- United Way 2-1-1, a community human services information and referral service which links individuals in need of services to those available services in the community;
- Teaming for Technology, a community service of the Organization, refurbishes donated computer equipment for nonprofit organizations and educational institutions to help them leverage resources, enhance delivery of services and improve technological efficiencies.

Resource Investment

Includes activities for ensuring that donors' gifts are invested wisely in the community and to examine the needs in each county and to determine how gifts to the Organization can be maximized to achieve measurable results. The Organization's teams use assessments and other data to identify the gaps in human services and a need. The Organization also has a committee assigned to ensure that all agencies meet accountability standards of United Way membership. The County Community Care Cabinets (the Cabinet) create County Action Plans that will guide how money is spent to fund programs to achieve specific community outcomes.

Fundraising

Includes activities of the Organization's Resource Development Department, which has primary responsibility for cultivating fundraising efforts for the Organization. This department runs the annual campaign and cultivates new resources and opportunities to raise funds to support health and human services in the communities of Durham, Johnston, Wake and Orange counties. Through the Organization's Give United Fund, donations are directed to meeting the most critical needs in the local community.

Administration

Includes costs of activities related to the overall direction of the Organization. These expenses are not identifiable with a particular program or event or with fundraising, but are indispensable to the conduct of those activities and are essential to the Organization. Specific activities include organization oversight, business management, human resources, finance, information technology and other administrative activities.

Concentrations

The Organization's annual fundraising campaigns are concentrated in the Triangle region of North Carolina. In addition, seven companies in the region accounted for approximately 34% and 36% of the Organization's total 2010 and 2009 campaign years' results, respectively.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect 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.

Subsequent Events

The Organization has evaluated subsequent events through July 15, 2011, which represents the date the financial statements were available to be issued.

Tax Status

The Organization is a not-for-profit organization exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and is exempt from federal income tax under the provisions of Section 501(a). Certain nonexempt activities are subject to federal income taxes. No such nonexempt activities were undertaken during 2010 or 2009.

In July 2006, the FASB issued clarification regarding the accounting for uncertainty in income taxes recognized in the financial statements in accordance with previously issued guidance. The new clarification provides guidance on the financial statement recognition and measurement of tax positions taken or expected to be taken in a tax return, and also provides guidance on de-recognition, classification, disclosure and transition. The Organization adopted the provisions of this new guidance on January 1, 2009, and, due to the Company's status as a non-profit, there was no material impact on the Organization's financial statements.

2 Property and Equipment

Property and equipment consists of the following at December 31:

	2010	2009
	\$	\$
Computer, equipment and software	832,809	827,809
Furniture and fixtures	290,112	290,112
Office equipment	184,307	176,246
Leasehold improvements	25,807	25,807
Assets under capital lease	66,060	66,060
	1,399,095	1,386,034
Accumulated depreciation	(1,244,923)	(1,188,668)
Net property and equipment	154,172	197,366

Depreciation expense for the years ended December 31, 2010 and 2009, totaled \$56,255 and \$59,638, respectively.

Capital Leases

The Organization has financed equipment under capital lease agreements.

Future minimum lease payments under the capital lease agreement as of December 31, 2010, are as follows:

	Amount
	\$
2011	15,135
2012	12,687
2013	5,473
	33,295
Less – Interest portion	(4,506)
Less – Current portion	(12,059)
Capital lease obligation	16,730

The net book value of assets held under capital leases at December 31, 2010 and 2009, was \$36,169 and \$25,504, respectively. Accumulated depreciation at December 31, 2010, includes accumulated amortization for the assets held under the capital leases of \$27,822. Amortization expense for the assets held under the capital leases was \$10,665 and \$12,344 for the years ended December 31, 2010 and 2009, respectively, and is included in depreciation expense.

3 Board-designated Net Assets

The Organization’s Board of Directors (the Board) has the ability to designate net assets for certain funds. A description of those funds is as follows:

Suther Funds

The C. M. and Margaret D. Suther Memorial Fund was established in 1980. Criteria established by the Trust Advisory Committee of Wachovia Bank guides the disbursement of the income from this fund to the Organization to support “renovations, repairs and capital improvements” in Durham County. The Durham Certification Committee oversees the distribution of this fund once distributions have been approved by the Board, which is limited to member agencies.

Response Funds

The intent of response funds is to allocate one-time grants to nonprofit health and human services agencies to address needs in the following categories: unanticipated emergencies, community partnership opportunities and discretionary funds for individual/family needs. The cabinets are responsible for the management of these funds. The cabinets review all completed applications and recommend grants throughout the year to both member and nonmember agencies.

Special Allocations

Once county allocations have been established for the Give United Fund, the cabinets may decide to hold some funds back to address future critical needs. The cabinets are responsible for making the decision as to when and to whom to release the funds.

Disaster Relief

This fund is for hurricane relief. The balance in the account represents the funds remaining that can be spent on future hurricane relief efforts.

At December 31, 2010, the Board had designated net assets as follows:

	For the Benefit of					Total
	Durham	Orange	Wake	Johnston	UWGT	
	\$	\$	\$	\$	\$	\$
Response funds	10,753	6,020	38,303	2,328	-	57,404
Suther funds	110,661	-	-	-	-	110,661
Special allocations	-	-	-	-	123,079	123,079
	121,414	6,020	38,303	2,328	123,079	291,144

At December 31, 2009, the Board had designated net assets as follows:

	For the Benefit of				Total
	Durham	Orange	Wake	UWGT	
	\$	\$	\$	\$	\$
Response funds	14,180	3,400	40,256	-	57,836
Suther funds	122,524	-	-	-	122,524
Special allocations	-	-	-	40,000	40,000
Disaster relief	-	-	-	11,774	11,774
	136,704	3,400	40,256	51,774	232,134

4 Operating Leases

The Organization leases office facilities under escalating operating leases expiring through 2017. Rent expense is recognized on the straight-line basis over the term of the lease agreement, and was approximately \$193,000 and \$202,000 for the years ended December 31, 2010 and 2009, respectively.

Future minimum rentals under noncancelable operating leases are as follows at December 31, 2010:

	Amount
	\$
2011	185,205
2012	189,835
2013	194,581
2014	199,445
2015	204,431
Thereafter	397,366
	<u>1,370,863</u>

5 Retirement Plans

The Organization sponsors a noncontributory defined contribution pension plan covering all employees who qualify as to age and length of service. The Organization contributes 7% of each participant's eligible compensation to the plan on an annual basis. Employer contributions to the plan for the years ended December 31, 2010 and 2009, were \$125,557 and \$154,222, respectively.

The Organization has also established a thrift plan, which is available to all employees who meet the eligibility requirements. The plan includes an employer match up to a maximum employee contribution of 4% of eligible salary. Employer contributions to the plan for the years ended December 31, 2010 and 2009, were \$67,898 and \$70,336, respectively.



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Report of Independent Certified Public Accountants on
Information Accompanying the Basic Financial Statements

To the Board of Directors of
United Way of the Greater Triangle, Inc.:

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The schedule of direct services expenses and schedule of administrative expenses are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

GRANT THORNTON LLP

Raleigh, North Carolina
July 15, 2011

Schedule I – Schedule of direct services expenses

For the year ended December 31, 2010	Teaming for		Totals
	2-1-1	Technology	
	\$	\$	\$
Salaries and temp help	93,154	91,704	184,858
Promotion, printing and supplies	4,763	698	5,461
Membership dues and subscriptions	-	107	107
Rent and occupancy costs	7,734	55,916	63,650
Payroll taxes	6,639	6,535	13,174
Employee benefits	20,505	20,186	40,691
Depreciation	1,467	2,934	4,401
Telephone	786	1,572	2,358
Meetings	119	138	257
Postage and postal equipment	1,112	105	1,217
Conferences and training	618	307	925
Contracted services and technical consultation	93,750	-	93,750
Travel	929	2,405	3,334
Office services and supplies	496	1,342	1,838
Copier services and supplies	69	138	207
Computer services and supplies	983	12,738	13,721
Special events	-	69	69
Miscellaneous expenses	-	3	3
	233,124	196,897	430,021

Schedule II – Schedule of administrative expenses

For the year ended December 31, 2010	Finance and Administration	Information Technology	Marketing and Communication	Totals
	\$	\$	\$	\$
Salaries and temp help	411,988	97,963	97,053	607,004
Promotion, printing and supplies	2,653	67	12,499	15,219
Membership dues and subscriptions	180,052	-	2,903	182,955
Rent and occupancy costs	60,328	30,938	29,004	120,270
Payroll taxes	24,569	6,981	5,751	37,301
Employee benefits	75,887	21,563	17,764	115,214
Contracted services	33,909	-	-	33,909
Depreciation	11,442	5,868	5,501	22,811
Telephone	6,131	3,144	2,947	12,222
Meetings	13,222	410	946	14,578
Postage and postal equipment	3,971	20	1,325	5,316
Conferences and training	7,707	938	5,217	13,862
Business/financial service fees	29,209	2,621	13,499	45,329
Travel	3,864	1,221	2,808	7,893
Professional fees	48,206	-	-	48,206
Office services and supplies	4,314	3,495	2,396	10,205
Copier services and supplies	540	277	260	1,077
Computer services and supplies	4,138	1,609	1,509	7,256
Special events	2,156	-	3,036	5,192
Insurance	7,662	-	-	7,662
Employee search and relocation	350	-	982	1,332
Interest expense	4,730	-	-	4,730
General grant expense	7,100	-	-	7,100
Miscellaneous expenses	3,603	-	202	3,805
	947,731	177,115	205,602	1,330,448