

UNITED WAY OF THE SOUTHERN TIER, INC.  
STATEMENTS OF CASH FLOWS  
Years Ended June 30, 2007 and 2006

	<u>2007</u>	<u>2006</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase (decrease) in net assets	\$ 233,656	\$ (67,903)
Adjustments to reconcile decrease in net assets to net cash used by operating activities:		
Unrealized gain on investments	(48,705)	(21,102)
Net loss on fixed asset sale/disposal	141	-
Depreciation	20,786	18,837
(Increase) decrease in:		
Pledges receivable	(122,968)	(39,187)
Other receivables	(3,096)	2,264
Prepaid expenses	5,060	(5,060)
Increase (decrease) in:		
Accounts payable	194	(18,470)
Allocations payable	55,434	84,512
Due to other agencies	43,363	2,625
	<u>183,865</u>	<u>(43,484)</u>
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES		
CASH FLOWS FROM INVESTING ACTIVITIES		
Sale of investments	10,000	10,000
Purchase of investments including reinvestment of dividends and interest	(87,431)	(56,048)
Purchase of fixed assets	<u>(18,000)</u>	<u>(15,793)</u>
	<u>(95,431)</u>	<u>(61,841)</u>
NET CASH USED BY INVESTING ACTIVITIES		
NET INCREASE (DECREASE) IN CASH	88,434	(105,325)
CASH, BEGINNING OF YEAR	<u>1,452,976</u>	<u>1,558,301</u>
CASH, END OF YEAR	<u>\$ 1,541,410</u>	<u>\$ 1,452,976</u>

The accompanying notes are an integral part of these financial statements

UNITED WAY OF THE SOUTHERN TIER, INC.  
STATEMENT OF FUNCTIONAL EXPENSES  
Year Ended June 30, 2007  
(With Comparative Totals for 2006)

	<u>PROGRAM SERVICES</u>		
	<u>Community Building</u>	<u>Community Investment</u>	<u>Total Program Services</u>
Salaries	\$ 20,008	\$ 119,851	\$ 139,859
Employee benefits	2,936	17,588	20,524
Payroll taxes	1,940	11,619	13,559
TOTAL SALARIES AND RELATED EXPENSES	24,884	149,058	173,942
Professional fees	-	-	-
Supplies	607	3,636	4,243
Telephone	704	4,218	4,922
Postage and shipping	523	3,133	3,656
Occupancy	3,445	20,638	24,083
Printing and publications	-	-	-
Transportation	-	1,047	1,047
Conferences and meetings	42,652	-	42,652
Miscellaneous	25	519	544
Insurance	-	-	-
Promotions	-	14,489	14,489
SEFA campaign	-	-	-
CFC campaign	-	-	-
Relocation and recruitment	-	-	-
Scorchfest	-	-	-
Payments to affiliates	2,032	12,175	14,207
In-kind expenses	-	47,918	47,918
	<u>49,988</u>	<u>107,773</u>	<u>157,761</u>
TOTAL EXPENSES BEFORE DEPRECIATION	74,872	256,831	331,703
Depreciation	848	5,080	5,928
TOTAL EXPENSES	<u>\$ 75,720</u>	<u>\$ 261,911</u>	<u>\$ 337,631</u>

SUPPORTING SERVICES

<u>Fundraising</u>	Management and General	<u>Total Expenses</u>	
		<u>June 30, 2007</u>	<u>June 30, 2006</u>
\$ 222,538	\$ 127,991	\$ 490,388	\$ 466,823
32,658	18,783	71,965	64,322
<u>21,574</u>	<u>12,408</u>	<u>47,541</u>	<u>48,805</u>
276,770	159,182	609,894	579,950
-	22,500	22,500	21,638
6,752	3,883	14,878	22,944
7,831	4,504	17,257	14,412
5,818	3,346	12,820	19,798
38,320	22,040	84,443	86,345
-	1,294	1,294	812
11,677	4,377	17,101	13,064
1,506	6,056	50,214	59,362
-	6,799	7,343	10,832
-	6,689	6,689	6,386
28,931	-	43,420	38,269
1,030	-	1,030	894
4,511	-	4,511	4,509
-	1,650	1,650	2,008
21,066	-	21,066	17,856
22,606	13,002	49,815	48,217
-	-	47,918	78,425
<u>150,048</u>	<u>96,140</u>	<u>403,949</u>	<u>445,771</u>
426,818	255,322	1,013,843	1,025,721
<u>9,433</u>	<u>5,425</u>	<u>20,786</u>	<u>18,837</u>
<u>\$ 436,251</u>	<u>\$ 260,747</u>	<u>\$ 1,034,629</u>	<u>\$ 1,044,558</u>

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UNITED WAY OF THE SOUTHERN TIER, INC.  
STATEMENT OF FUNCTIONAL EXPENSES  
Year Ended June 30, 2006

	PROGRAM SERVICES		
	Community Building	Community Investment	Total Program Services
Salaries	\$ 25,209	\$ 128,376	\$ 153,585
Employee benefits	3,311	16,864	20,175
Payroll taxes	<u>2,635</u>	<u>13,420</u>	<u>16,055</u>
TOTAL SALARIES AND RELATED EXPENSES	31,155	158,660	189,815
Professional fees	-	-	-
Supplies	230	8,558	8,788
Telephone	144	5,376	5,520
Postage and shipping	198	7,385	7,583
Occupancy	863	32,207	33,070
Printing and publications	-	-	-
Transportation	-	2,004	2,004
Conferences and meetings	36,326	-	36,326
Miscellaneous	-	3,666	3,666
Insurance	-	-	-
Promotions	-	8,085	8,085
SEFA campaign	-	-	-
CFC campaign	-	-	-
Relocation and recruitment	-	-	-
Scorchfest	-	-	-
Payments to affiliates	89	3,332	3,421
In-kind expenses	-	<u>74,653</u>	<u>74,653</u>
	<u>37,850</u>	<u>145,266</u>	<u>183,116</u>
TOTAL EXPENSES BEFORE DEPRECIATION	69,005	303,926	372,931
Depreciation	<u>189</u>	<u>7,026</u>	<u>7,215</u>
TOTAL EXPENSES	<u>\$ 69,194</u>	<u>\$ 310,952</u>	<u>\$ 380,146</u>

SUPPORTING SERVICES

<u>Fundraising</u>	<u>Management and General</u>	<u>Total Expenses June 30, 2006</u>
\$ 144,248	\$ 168,990	\$ 466,823
18,948	25,199	64,322
<u>15,081</u>	<u>17,669</u>	<u>48,805</u>
178,277	211,858	579,950
-	21,638	21,638
4,795	9,361	22,944
3,012	5,880	14,412
4,138	8,077	19,798
18,046	35,229	86,345
-	812	812
7,185	3,875	13,064
1,559	21,477	59,362
-	7,166	10,832
-	6,386	6,386
30,184	-	38,269
894	-	894
4,509	-	4,509
-	2,008	2,008
17,856	-	17,856
1,867	42,929	48,217
-	3,772	78,425
<u>94,045</u>	<u>168,610</u>	<u>445,771</u>
272,322	380,468	1,025,721
<u>3,937</u>	<u>7,685</u>	<u>18,837</u>
<u>\$ 276,259</u>	<u>\$ 388,153</u>	<u>\$ 1,044,558</u>

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