

United Way of North Central Massachusetts 2007 Annual Report

Dear Stakeholder,

By now, you may have seen our campaign message – **change matters**. We spent a great deal of time talking to our donors about what is important to them. In a nutshell, it was change - donors really want to make a difference in their community.

One such person who saw change is Sally, who hails from the Nashoba region: a single mother on public assistance. She wanted a better life for her daughter. Because of your support, she was able to get the help she needed. Today, Sally is a registered nurse working for a large medical organization where they've said "they love having her as an employee."

United Way is working on changing the way - from quick fixes to permanent solutions. Sally is just one of thousands of people whose life has changed because of your generous contributions. You'll be hearing much more on the "united way" to create real and lasting change.

As we look forward, we will be working on three important strategies: we will continue to **focus** on the community's most pressing needs and start to develop a deeper understanding of the root causes. We will continue to **engage** the community to capitalize on our collective strength. And as always, we will manage to **results** – to create change that is important to everyone.

My letter wouldn't be complete without thanking all our stakeholders – from donors to volunteers to our partner agencies. Without you – we couldn't create the lasting changes in people's lives that are so important.

And finally, I would like to personally thank our extraordinary group of volunteers that help the United Way staff with a variety of important office responsibilities each year.

Sincerely,

Scott Howard

Scott Howard, chair
United Way of North Central Massachusetts



Highlights from 2007

- Over 60,000 health and human services were delivered during the past year to the 19 communities we serve by partnering with 26 agencies through 54 programs.
- The community once again responded with a solid campaign.
- The Alexis de Tocqueville Society continues to flourish.
- Thanks to the generosity of a donor we secured a \$100,000 challenge grant.
- Over 500 volunteers participated in the Day of Caring.
- Area nonprofits continue to reap significant benefits from our Product Philanthropy program, which enables local health and human services organizations to have access to a host of goods and services for free or at significant savings.
- Our Youth Venture program, which is designed to encourage youth involvement, continues to do well thanks to our strong partnerships with Leominster Public Schools, Shirley Public Schools, Fitchburg Public Schools, North Middlesex Public Schools, Gardner Public Schools, Winchendon Public Schools and Parker Charter Essential School. In total we have launched 48 Youth Venture Teams!
- We sponsored an extremely successful United Way YouthVenture Event at the Colonial Hotel in Gardner and hosted the first-ever YouthVenture workshop for 12 United Ways from around the country.
- Mass 211, an information and referral service that helps individuals find health and human services continues to be an important program that is helping people find the help they need.
- We hosted Community Energy Forum in partnership with Unital to ensure providers are aware of fuel assistance programs.
- United Way will use our new Community Assessment, which was just completed, to prioritize needs.
- Our updated strategic plan created a very important roadmap for the next five years.
- Through our extremely successful Community Builders program, we awarded 8 Fellowships and recognized 15 individuals for their outstanding volunteerism. This incredible initiative has resulted in 1,243 additional people donating 22,230 hours of volunteer service to our community.



United Way of
North Central Massachusetts

UNITED WAY OF NORTH CENTRAL MASSACHUSETTS, INC

STATEMENT OF FINANCIAL POSITION
JUNE 30, 2007

ASSETS

CURRENT ASSETS

2007

Cash	\$724,075
Accounts Receivable	64,696
Pledges Receivable, Net of Pledge Loss	983,123
Pledges Receivable, Community Builders Program	5,275
Prepaid Expenses	11,002
Inventory	<u>7,295</u>
Total Current Assets	<u>1,795,466</u>

PLANT AND EQUIPMENT, NET

76,937

OTHER ASSETS

Long-term Investments	247,181
Insurance Receivable	<u>37,844</u>
Total Other Assets	<u>285,025</u>

TOTAL ASSETS

\$2,157,428

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts Payable & Accrued Expenses	\$22,110
Allocations Payable	809,766
Designations Payable	<u>220,672</u>
Total Current Liabilities	<u>1,052,548</u>

NET ASSETS

Unrestricted Net Assets	241,144
Board Restricted	22,980
Temporarily Restricted Net Assets	838,756
Permanently Restricted Net Assets	<u>2,000</u>
Total Net Assets	<u>1,104,880</u>

TOTAL LIABILITIES AND NET ASSETS

\$2,157,428

To obtain the entire audit or our IRS 990, please visit uwncm.org/about/reports/

UNITED WAY OF NORTH CENTRAL MASSACHUSETTS, INC.

STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2007

	Unrestricted	Temporarily Restricted	Permanently Restricted	2007 Total
PUBLIC SUPPORT AND REVENUE				
Contributions	\$2,297,758	\$365,812	\$ -	\$2,663,570
Less: Designations	(259,548)	-	-	(259,548)
Less: Uncollectible Amounts	<u>(127,552)</u>	<u>-</u>	<u>-</u>	<u>(127,552)</u>
Subtotal	1,910,658	365,812	-	2,276,470
Program Funding				
Contributions, Other	108,677	-	-	108,677
Administrative Fees	26,976	-	-	26,976
Special Events	(6,280)	-	-	(6,280)
Interest Income	33,794	-	-	33,794
Rental Income	39,750	-	-	39,750
Designations from Other United Ways	184,130	-	-	184,130
Gains/(Losses) on Sale of Investments	(198)	-	-	(198)
Donated Goods, Services, and Space	72,974	-	-	72,974
Net Assets Released from Restrictions	418,988	(418,988)	-	-
Unrealized Gains/(Losses)	<u>28,472</u>	<u>-</u>	<u>-</u>	<u>28,472</u>
Subtotal	<u>907,283</u>	<u>(418,988)</u>	<u>-</u>	<u>488,295</u>
TOTAL PUBLIC SUPPORT AND REVENUE	<u>2,817,941</u>	<u>(53,176)</u>	<u>-</u>	<u>2,764,765</u>
EXPENSES				
Program Services				
Gross Funds Awarded/Distributed	1,282,553	-	-	1,282,553
(Less Donor Designations)	(270,935)	-	-	(270,935)
Donor Advised Distributions	<u>1,091,011</u>	<u>-</u>	<u>-</u>	<u>1,091,011</u>
Subtotal	2,102,629	-	-	2,102,629
Program Expenses	<u>200,431</u>	<u>-</u>	<u>-</u>	<u>200,431</u>
Total Program Services	<u>2,303,060</u>	<u>-</u>	<u>-</u>	<u>2,303,060</u>
Supporting Services				
Organizational Administration	326,958	-	-	326,958
Fundraising	224,284	-	-	224,284
United Way of America Dues	<u>30,535</u>	<u>-</u>	<u>-</u>	<u>30,535</u>
Total Supporting Services	<u>581,777</u>	<u>-</u>	<u>-</u>	<u>581,777</u>
TOTAL EXPENSES	<u>2,884,837</u>	<u>-</u>	<u>-</u>	<u>2,884,837</u>
CHANGE IN NET ASSETS FROM OPERATIONS	(66,896)	(53,176)	-	(120,072)
NET ASSETS, BEGINNING OF YEAR	331,020	891,932	2,000	1,224,952
NET ASSETS, END OF YEAR	<u>\$264,124</u>	<u>\$838,756</u>	<u>\$2,000</u>	<u>\$1,104,880</u>

Sally is a 25 year old single mother living in the Nashoba region.

She has two children under 10 and her youngest has developmental delays. She had been using a local food pantry since she relocated to this area. One day a steward noticed Sally on the verge of tears and referred her to the client advocate (a professional counselor). It turns out Sally was having a difficult time making ends meet even with subsidized housing, food stamps and pantry services. After input from the counselor, she decided she wanted to better her life and become a nurse.

The staff and volunteers helped with financial aid for tuition, uniforms and day care. Sally added the persistence and “can do” attitude. She graduated with straight A’s and is now working as an LPN at a large medical practice who has reported that they “love her”.

To learn more on how your United Way contribution is improving lives, please visit uwncm.org/community

Leave a lasting legacy...remember the United Way of North Central Massachusetts in your will or estate plan

Sally's story is like so many others, whether it is helping a single mom get on her feet or keeping a teenager in school.

They may need a hot meal, a place to stay or an after school program to help with homework. While providing a safety net is critical, what Sally needed was someone to believe in her. She needed a mentor and some guidance to get her on the road to economic self-sufficiency.

United Way and its partner agencies are committed to creating lasting changes in people's lives and the community by preventing problems from happening in the first place.

Your United Way Contribution Improving Lives:

Sally's Story