

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

2003

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

The organization may have to use a copy of this return to satisfy state reporting requirements

A For the 2003 calendar year, or tax year beginning 04/01/03 and ending 03/31/04

B Check if appl
 Address ch
 Name chan
 Initial return
 Final return
 Amended r
 Application

#112263 **AUTO**SCH 5-DIGIT 17401
 UNITED WAY OF YORK COUNTY
 800 E KING ST
 YORK PA 17403-1781

P 121 R
 B 5 S

D Employer identification number
23-1352588

Room/suite **E** Telephone number
(717) 843-0957

F Accounting method Cash Accrual
 Other (specify) ▶

G Web site:

J Organization type (check only one) ▶ 501(c) (3) ◀ (insert no) 4947(a)(1) or 527

K Check here if the organization's gross receipts are normally not more than \$25,000. The organization need not file a return with the IRS, but if the organization received a Form 990 Package in the mail, it should file a return without financial data. Some states require a complete return.

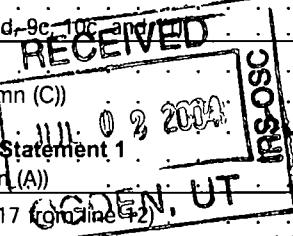
L Gross receipts Add lines 6b, 8b, 9b, and 10b to line 12 ▶ 6,792,699

M Check if the organization is not required to attach Sch B (Form 990, 990-EZ, or 990-PF)

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See page 18 of the instructions.)

Revenue	1 Contributions, gifts, grants, and similar amounts received					
	a Direct public support	1a		6,255,001		
	b Indirect public support	1b		186,408		
	c Government contributions (grants)	1c		195,367		
	d Total (add lines 1a through 1c) (cash \$ <u>6,636,776</u> noncash \$ <u>0</u>)	1d				6,636,776
	2 Program service revenue including government fees and contracts (from Part VII, line 93)	2				72,759
	3 Membership dues and assessments	3				3,038
	4 Interest on savings and temporary cash investments	4				2,895
	5 Dividends and interest from securities	5				73,786
	6a Gross rents	6a				
	b Less: rental expenses	6b				0
	c Net rental income or (loss) (subtract line 6b from line 6a)	6c				0
7 Other investment income (describe ▶)	7					
8a Gross amount from sales of assets other than inventory	(A) Securities		(B) Other			
	8a					
	b Less cost or other basis and sales expenses	8b				
	c Gain or (loss) (attach schedule)	8c	0	0		
d Net gain or (loss) (combine line 8c, columns (A) and (B))	8d				0	
9 Special events and activities (attach schedule) If any amount is from gaming, check here <input type="checkbox"/>	a Gross revenue (not including \$ _____ of contributions reported on line 1a)	9a				
	b Less: direct expenses other than fundraising expenses	9b				
	c Net income or (loss) from special events (subtract line 9b from line 9a)	9c				0
10a Gross sales of inventory, less returns and allowances	10a					
	b Less: cost of goods sold	10b				
	c Gross profit or (loss) from sales of inventory (attach schedule) (subtract line 10b from line 10a)	10c				0
11 Other revenue (from Part VII, line 103)	11				3,445	
12 Total revenue (add lines 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11)	12				6,792,699	
Expenses	13 Program services (from line 44, column (B))	13			5,766,435	
	14 Management and general (from line 44, column (C))	14			337,861	
	15 Fundraising (from line 44, column (D))	15			393,712	
	16 Payments to affiliates (attach schedule) See Statement 1	16			74,598	
	17 Total expenses (add lines 13 and 14, column (A))	17			6,572,606	
Net Assets	18 Excess or (deficit) for the year (subtract line 17 from line 12)	18			220,093	
	19 Net assets or fund balances at beginning of year (from line 73, column (A))	19			4,932,496	
	20 Other changes in net assets or fund balances (attach explanation) Stmt 2	20			394,363	
	21 Net assets or fund balances at end of year (combine lines 18, 19, and 20)	21			5,546,952	

SCANNED JUL 14 2004



G13

5

Part II Statement of Functional Expenses

All organizations must complete column (A). Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others. (See page 21 of the instructions.)

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22	Grants and allocations (attach schedule) Stmt 3 (cash \$ <u>4,927,754</u> noncash \$ <u>0</u>)	4,927,754	4,927,754		
23	Specific assistance to individuals (schedule)	0			
24	Benefits paid to or for members (schedule)	0			
25	Compensation of officers, directors, etc	99,915	30,974	51,956	16,985
26	Other salaries and wages	660,785	368,470	130,003	162,312
27	Pension plan contributions	58,129	30,518	13,893	13,718
28	Other employee benefits	70,462	37,005	16,866	16,591
29	Payroll taxes	63,932	33,571	15,293	15,068
30	Professional fundraising fees	0			
31	Accounting fees	8,000	0	8,000	0
32	Legal fees	6,445	0	6,445	0
33	Supplies	37,489	19,682	8,960	8,847
34	Telephone	17,318	9,094	4,142	4,082
35	Postage and shipping	17,763	9,332	4,257	4,174
36	Occupancy	29,212	15,339	6,988	6,885
37	Equipment rental and maintenance	10,862	5,704	2,598	2,560
38	Printing and publications	0	0	0	0
39	Travel	12,766	6,703	3,054	3,009
40	Conferences, conventions, and meetings	25,958	13,630	6,209	6,119
41	Interest	35	0	35	0
42	Depreciation, depletion, etc (schedule) Stmt 4	46,880	24,617	11,213	11,050
43	Other expenses not covered above (itemize). a	0			
	See Statement 5	404,303	234,042	47,949	122,312
b				
c				
d				
e				
44	Total functional expenses (add lines 22 through 43) <i>Organizations completing columns (B)-(D), carry these totals to lines 13-15.</i>	6,498,008	5,766,435	337,861	393,712

Joint Costs. Check if you are following SOP 98-2.

Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services? Yes No
 If "Yes," enter (i) the aggregate amount of these joint costs \$ 0; (ii) the amount allocated to Program services \$ _____,
 (iii) the amount allocated to Management and general \$ _____, and (iv) the amount allocated to Fundraising \$ _____

Part III Statement of Program Service Accomplishments (See page 24 of the instructions.)

What is the organization's primary exempt purpose? Fundraising, Community Impact, Volunteerism	Program Service Expenses (Required for 501(c)(3) and (4) orgs. and 4947(a)(1) trusts, but optional for others.)
a See Statement 6 (Grants and allocations \$ _____)	
b (Grants and allocations \$ _____)	
c (Grants and allocations \$ _____)	
d (Grants and allocations \$ _____)	
e Other program services (attach schedule) (Grants and allocations \$ _____)	
f Total of Program Service Expenses (should equal line 44, column (B), Program services)	5,766,435

Part IV Balance Sheets (See page 24 of the instructions.)

				(A)		(B)
				Beginning of year		End of year
Note: Where required, attached schedules and amounts within the description column should be for end-of-year amounts only.						
Assets	45 Cash—non-interest-bearing			150	45	150
	46 Savings and temporary cash investments			616,090	46	1,004,670
	47a Accounts receivable	47a	126			
	b Less allowance for doubtful accounts	47b		0	47c	126
	48a Pledges receivable	48a	5,223,629			
	b Less allowance for doubtful accounts	48b	638,424	4,511,143	48c	4,585,205
	49 Grants receivable			1,921	49	54,297
	50 Receivables from officers, directors, trustees, and key employees (attach schedule)				50	
	51a Other notes and loans receivable (attach schedule).	51a				
	b Less allowance for doubtful accounts	51b		0	51c	0
	52 Inventories for sale or use			0	52	
	53 Prepaid expenses and deferred charges			16,060	53	21,566
	54 Investments—securities (schedule) Stmt 7.		<input type="checkbox"/> Cost <input checked="" type="checkbox"/> FMV	2,288,299	54	2,658,520
	55a Investments—land, buildings, and equipment, basis	55a				
	b Less: accumulated depreciation (attach schedule)	55b		0	55c	0
	56 Investments—other (attach schedule)				56	
	57a Land, buildings, and equipment, basis	57a	898,188			
	b Less: accumulated depreciation (attach schedule) Stmt 8	57b	622,964	296,030	57c	275,224
	58 Other assets (describe ▶ See Statement 9)			7,610	58	7,698
59 Total assets (add lines 45 through 58) (must equal line 74)			7,737,303	59	8,607,456	
Liabilities	60 Accounts payable and accrued expenses			1,966,660	60	2,245,912
	61 Grants payable			838,147	61	814,592
	62 Deferred revenue			0	62	
	63 Loans from officers, directors, trustees, and key employees (attach schedule).				63	
	64a Tax-exempt bond liabilities (attach schedule)				64a	
	b Mortgages and other notes payable (attach schedule)				64b	
	65 Other liabilities (describe ▶)				65	
66 Total liabilities (add lines 60 through 65)			2,804,807	66	3,060,504	
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74					
	67 Unrestricted			1,440,269	67	2,101,408
	68 Temporarily restricted			2,208,834	68	2,026,752
	69 Permanently restricted			1,283,393	69	1,418,792
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 70 through 74.					
	70 Capital stock, trust principal, or current funds				70	
	71 Paid-in or capital surplus, or land, building, and equipment fund				71	
	72 Retained earnings, endowment, accumulated income, or other funds				72	
73 Total net assets or fund balances (add lines 67 through 69 OR lines 70 through 72; column (A) must equal line 19, column (B) must equal line 21).			4,932,496	73	5,546,952	
74 Total liabilities and net assets / fund balances (add lines 66 and 73)			7,737,303	74	8,607,456	

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

Part VI Other Information (See page 27 of the instructions.)		Yes	No	N/A
76	Did the organization engage in any activity not previously reported to the IRS? If "Yes," attach a description of each activity		<input checked="" type="checkbox"/>	
77	Were any changes made in the organizing or governing documents but not reported to the IRS? If "Yes," attach a conformed copy of the changes		<input checked="" type="checkbox"/>	
78a	Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return?		<input checked="" type="checkbox"/>	
b	If "Yes," has it filed a tax return on Form 990-T for this year?		<input checked="" type="checkbox"/>	
79	Was there a liquidation, dissolution, termination, or substantial contraction during the year? If "Yes," statement		<input checked="" type="checkbox"/>	
80a	Is the organization related (other than by association with a statewide or nationwide organization) through common membership, governing bodies, trustees, officers, etc., to any other exempt or nonexempt organization?		<input checked="" type="checkbox"/>	
b	If "Yes," enter the name of the organization _____ and check whether it is <input type="checkbox"/> exempt OR <input type="checkbox"/> nonexempt			
81a	Enter direct or indirect political expenditures. See line 81 instructions	81a	0	
b	Did the organization file Form 1120-POL for this year?	81b		<input checked="" type="checkbox"/>
82a	Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?	82a	<input checked="" type="checkbox"/>	
b	If "Yes," you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II (See instructions in Part III)	82b	160,899	
83a	Did the organization comply with the public inspection requirements for returns and exemption applications?	83a	<input checked="" type="checkbox"/>	
b	Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	83b	<input checked="" type="checkbox"/>	
84a	Did the organization solicit any contributions or gifts that were not tax deductible?	84a		<input checked="" type="checkbox"/>
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	84b		
85	501(c)(4), (5), or (6) organizations. a Were substantially all dues nondeductible by members?	85a		
b	Did the organization make only in-house lobbying expenditures of \$2,000 or less? If "Yes" was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year.	85b		
c	Dues, assessments, and similar amounts from members	85c		
d	Section 162(e) lobbying and political expenditures	85d		
e	Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices	85e		
f	Taxable amount of lobbying and political expenditures (line 85d less 85e)	85f		
g	Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?	85g		
h	If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?	85h		
86	501(c)(7) orgs. Enter: a Initiation fees and capital contributions included on line 12	86a		
b	Gross receipts, included on line 12, for public use of club facilities	86b		
87	501(c)(12) orgs. Enter: a Gross income from members or shareholders	87a		
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	87b		
88	At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Part IX	88		<input checked="" type="checkbox"/>
89a	501(c)(3) organizations. Enter: Amount of tax imposed on the organization during the year under section 4911 _____ 0 ; section 4912 _____ 0 ; section 4955 _____ 0		0	
b	501(c)(3) and 501(c)(4) orgs. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," attach a statement explaining each transaction.	89b		<input checked="" type="checkbox"/>
c	Enter: Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958. _____		0	
d	Enter: Amount of tax on line 89c, above, reimbursed by the organization. _____		0	
90a	List the states with which a copy of this return is filed	PA		
b	Number of employees employed in the pay period that includes March 12, 2003 (See instructions)	90b	23	
91	The books are in care of	United Way of York County	Telephone no.	() 717-843-0957
	Located at	800 East King Street, York, PA	ZIP + 4	17403
92	Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041—Check here _____ and enter the amount of tax-exempt interest received or accrued during the tax year	92		

Part VII Analysis of Income-Producing Activities (See page 31 of the instructions.)

	Unrelated business income		Excluded by section 512, 513, or 514		(E) Related or exempt function income
	(A) Business code	(B) Amount	(C) Exclusion code	(D) Amount	
93 Program service revenue:					
a Rental to exempt organizations			03	72,759	
b					
c					
d					
e					
f Medicare/Medicaid payments					
g Fees and contracts from government agencies					
94 Membership dues and assessments			03	3,038	
95 Interest on savings and temporary cash investments			14	2,895	
96 Dividends and interest from securities			14	73,786	
97 Net rental income or (loss) from real estate:					
a debt-financed property					
b not debt-financed property					
98 Net rental income or (loss) from personal property					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory					
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory					
103 Other revenue: a Miscellaneous Income			03	3,445	
b					
c					
d					
e					
104 Subtotal (add columns (B), (D), and (E))		0		155,923	0
105 Total (add line 104, columns (B), (D), and (E))					155,923

Note: Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I

Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes (See page 32 of the instructions.)

Line No.	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes)
▼	

Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities (See page 32 of the instructions.)

(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End-of-year assets
	%			
	%			
	%			
	%			

Part X Information Regarding Transfers Associated with Personal Benefit Contracts (See page 33 of the instructions.)

- (a) Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? Yes No
 - (b) Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? Yes No
- Note: If "Yes" to (b), file Form 8870 and Form 4720 (see instructions).

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Please Sign: *[Signature]* Date: 6/25/2004

Date	Check if self-	Preparer's SSN or PTIN (See Gen Inst W)
------	----------------	---

SCHEDULE A
(Form 990 or 990-EZ)

Organization Exempt Under Section 501(c)(3)

(Except Private Foundation) and Section 501(e), 501(f), 501(k),
501(n), or Section 4947(a)(1) Nonexempt Charitable Trust

OMB No. 1545-0047

2003

Department of the Treasury
Internal Revenue Service

▶ **MUST be completed by the above organizations and attached to their Form 990 or 990-EZ**

Name of the organization

United Way of York County

Employer identification number

23 : 1352588

Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees
(See page 1 of the instructions. List each one. If there are none, enter "None.")

(a) Name and address of each employee paid more than \$50,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
Gail Nourse 800 East King Street, York, PA 17403, US	Dir-Focus On Our Fut 37	55,746	4,460	0
Elizabeth Martin 800 East King Street, York, PA 17403, US	Dir-Finance & MIS 37.5	52,292	4,183	0
Kenneth Runne 800 East King Street, York, PA 17403, US	Director - Workplace 37.5	51,154	4,092	0
Deborah Gogniat 800 East King Street, York, PA 17403, US	Dir-Major Gifts 37.5	51,142	4,091	0
Total number of other employees paid over \$50,000 ▶	0			

Part II Compensation of the Five Highest Paid Independent Contractors for Professional Services
(See page 2 of the instructions. List each one (whether individuals or firms). If there are none, enter "None.")

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
None		
Total number of others receiving over \$50,000 for professional services ▶	0	

Part III Statements About Activities (See page 2 of the instructions.)

	Yes	No
1 During the year, has the organization attempted to influence national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum? If "Yes," enter the total expenses paid or incurred in connection with the lobbying activities ▶ \$ _____ (Must equal amounts on line 38, Part VI-A, or line i of Part VI-B)		✓
Organizations that made an election under section 501(h) by filing Form 5768 must complete Part VI-A Other organizations checking "Yes" must complete Part VI-B AND attach a statement giving a detailed description of the lobbying activities		
2 During the year, has the organization, either directly or indirectly, engaged in any of the following acts with any substantial contributors, trustees, directors, officers, creators, key employees, or members of their families, or with any taxable organization with which any such person is affiliated as an officer, director, trustee, majority owner, or principal beneficiary? (If the answer to any question is "Yes," attach a detailed statement explaining the transactions)		
a Sale, exchange, or leasing of property?	2a	✓
b Lending of money or other extension of credit?	2b	✓
c Furnishing of goods, services, or facilities?	2c	✓
d Payment of compensation (or payment or reimbursement of expenses if more than \$1,000)?	2d	✓
e Transfer of any part of its income or assets?	2e	✓
3a Do you make grants for scholarships, fellowships, student loans, etc ? (If "Yes," attach an explanation of how you determine that recipients qualify to receive payments)	3a	✓
b Do you have a section 403(b) annuity plan for your employees?	3b	✓
4 Did you maintain any separate account for participating donors where donors have the right to provide advice on the use or distribution of funds?	4	✓

Part IV Reason for Non-Private Foundation Status (See pages 3 through 6 of the instructions.)

The organization is not a private foundation because it is (Please check only **ONE** applicable box.)

- 5 A church, convention of churches, or association of churches Section 170(b)(1)(A)(i).
- 6 A school. Section 170(b)(1)(A)(ii) (Also complete Part V.)
- 7 A hospital or a cooperative hospital service organization Section 170(b)(1)(A)(iii)
- 8 A Federal, state, or local government or governmental unit. Section 170(b)(1)(A)(v).
- 9 A medical research organization operated in conjunction with a hospital Section 170(b)(1)(A)(iii) **Enter the hospital's name, city, and state ▶**
- 10 An organization operated for the benefit of a college or university owned or operated by a governmental unit. Section 170(b)(1)(A)(iv) (Also complete the **Support Schedule** in Part IV-A.)
- 11a An organization that normally receives a substantial part of its support from a governmental unit or from the general public. Section 170(b)(1)(A)(vi) (Also complete the **Support Schedule** in Part IV-A)
- 11b A community trust Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A)
- 12 An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its charitable, etc., functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See section 509(a)(2) (Also complete the **Support Schedule** in Part IV-A.)
- 13 An organization that is not controlled by any disqualified persons (other than foundation managers) and supports organizations described in (1) lines 5 through 12 above; or (2) section 501(c)(4), (5), or (6), if they meet the test of section 509(a)(2) (See section 509(a)(3))

Provide the following information about the supported organizations (See page 5 of the instructions.)

(a) Name(s) of supported organization(s)	(b) Line number from above

- 14 An organization organized and operated to test for public safety Section 509(a)(4) (See page 6 of the instructions)

Part IV-A Support Schedule (Complete only if you checked a box on line 10, 11, or 12.) *Use cash method of accounting.*

Note: You may use the worksheet in the instructions for converting from the accrual to the cash method of accounting

Calendar year (or fiscal year beginning in) . ▶	(a) 2002	(b) 2001	(c) 2000	(d) 1999	(e) Total
15 Gifts, grants, and contributions received. (Do not include unusual grants See line 28)	7,014,890	7,389,577	6,125,813	5,547,245	26,077,525
16 Membership fees received					0
17 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to the organization's charitable, etc., purpose					0
18 Gross income from interest, dividends, amounts received from payments on securities loans (section 512(a)(5)), rents, royalties, and unrelated business taxable income (less section 511 taxes) from businesses acquired by the organization after June 30, 1975	138,115	152,781	181,561	175,749	648,206
19 Net income from unrelated business activities not included in line 18					0
20 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf					0
21 The value of services or facilities furnished to the organization by a governmental unit without charge. Do not include the value of services or facilities generally furnished to the public without charge					0
22 Other income. Attach a schedule. Do not include gain or (loss) from sale of capital assets	32,682	36,861	313,252	31,197	413,992
23 Total of lines 15 through 22	7,185,687	7,579,219	6,620,626	5,754,191	27,139,723
24 Line 23 minus line 17.	7,185,687	7,579,219	6,620,626	5,754,191	27,139,723
25 Enter 1% of line 23	71,857	75,792	66,206	57,542	

26 Organizations described on lines 10 or 11: a Enter 2% of amount in column (e), line 24. . . . ▶	26a	
b Prepare a list for your records to show the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 1998 through 2001 exceeded the amount shown in line 26a Do not file this list with your return. Enter the total of all these excess amounts ▶	26b	
c Total support for section 509(a)(1) test: Enter line 24, column (e) ▶	26c	
d Add. Amounts from column (e) for lines: 18 _____ 19 _____ 22 _____ 26b _____ ▶	26d	
e Public support (line 26c minus line 26d total) ▶	26e	
f Public support percentage (line 26e (numerator) divided by line 26c (denominator)) ▶	26f	%

27 Organizations described on line 12: a For amounts included in lines 15, 16, and 17 that were received from a "disqualified person," prepare a list for your records to show the name of, and total amounts received in each year from, each "disqualified person." Do not file this list with your return. Enter the sum of such amounts for each year

(2002) _____ (2001) _____ (2000) _____ (1999) _____

b For any amount included in line 17 that was received from each person (other than "disqualified persons"), prepare a list for your records to show the name of, and amount received for each year, that was more than the larger of (1) the amount on line 25 for the year or (2) \$5,000. (Include in the list organizations described in lines 5 through 11, as well as individuals.) Do not file this list with your return. After computing the difference between the amount received and the larger amount described in (1) or (2), enter the sum of these differences (the excess amounts) for each year

(2002) _____ (2001) _____ (2000) _____ (1999) _____

c Add Amounts from column (e) for lines 15 _____ 16 _____ 17 _____ 20 _____ 21 _____ ▶	27c	26,077,525
d Add Line 27a total _____ and line 27b total _____ ▶	27d	0
e Public support (line 27c total minus line 27d total) ▶	27e	26,077,525
f Total support for section 509(a)(2) test. Enter amount from line 23, column (e) ▶	27f	27,139,723
g Public support percentage (line 27e (numerator) divided by line 27f (denominator)) ▶	27g	96 %
h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator)). ▶	27h	2 %

28 Unusual Grants: For an organization described in line 10, 11, or 12 that received any unusual grants during 1999 through 2002, prepare a list for your records to show, for each year, the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant. Do not file this list with your return. Do not include these grants in line 15

Part V Private School Questionnaire (See page 7 of the instructions.)
(To be completed ONLY by schools that checked the box on line 6 in Part IV)

	Yes	No
29 Does the organization have a racially nondiscriminatory policy toward students by statement in its charter, bylaws, other governing instrument, or in a resolution of its governing body?		
30 Does the organization include a statement of its racially nondiscriminatory policy toward students in all its brochures, catalogues, and other written communications with the public dealing with student admissions, programs, and scholarships?		
31 Has the organization publicized its racially nondiscriminatory policy through newspaper or broadcast media during the period of solicitation for students, or during the registration period if it has no solicitation program, in a way that makes the policy known to all parts of the general community it serves? If "Yes," please describe; if "No," please explain (If you need more space, attach a separate statement)		
32 Does the organization maintain the following		
a Records indicating the racial composition of the student body, faculty, and administrative staff?	32a	
b Records documenting that scholarships and other financial assistance are awarded on a racially nondiscriminatory basis?	32b	
c Copies of all catalogues, brochures, announcements, and other written communications to the public dealing with student admissions, programs, and scholarships?	32c	
d Copies of all material used by the organization or on its behalf to solicit contributions?	32d	
If you answered "No" to any of the above, please explain. (If you need more space, attach a separate statement)		
33 Does the organization discriminate by race in any way with respect to:		
a Students' rights or privileges?	33a	
b Admissions policies?	33b	
c Employment of faculty or administrative staff?	33c	
d Scholarships or other financial assistance?	33d	
e Educational policies?	33e	
f Use of facilities?	33f	
g Athletic programs?	33g	
h Other extracurricular activities?	33h	
If you answered "Yes" to any of the above, please explain (If you need more space, attach a separate statement)		
34a Does the organization receive any financial aid or assistance from a governmental agency?	34a	
b Has the organization's right to such aid ever been revoked or suspended?	34b	
If you answered "Yes" to either 34a or b, please explain using an attached statement.		
35 Does the organization certify that it has complied with the applicable requirements of sections 4.01 through 4.05 of Rev. Proc. 75-50, 1975-2 C.B. 587, covering racial nondiscrimination? If "No," attach an explanation	35	

Part VI-A Lobbying Expenditures by Electing Public Charities (See page 9 of the instructions.)
 (To be completed **ONLY** by an eligible organization that filed Form 5768)

Check **a** if the organization belongs to an affiliated group Check **b** if you checked "a" and "limited control" provisions apply

Limits on Lobbying Expenditures		(a) Affiliated group totals	(b) To be completed for ALL electing organizations
(The term "expenditures" means amounts paid or incurred.)			
36	Total lobbying expenditures to influence public opinion (grassroots lobbying)	36	
37	Total lobbying expenditures to influence a legislative body (direct lobbying)	37	
38	Total lobbying expenditures (add lines 36 and 37)	38	
39	Other exempt purpose expenditures	39	
40	Total exempt purpose expenditures (add lines 38 and 39)	40	
41	Lobbying nontaxable amount. Enter the amount from the following table— If the amount on line 40 is— The lobbying nontaxable amount is— Not over \$500,000 20% of the amount on line 40. Over \$500,000 but not over \$1,000,000 . . \$100,000 plus 15% of the excess over \$500,000 Over \$1,000,000 but not over \$1,500,000 . \$175,000 plus 10% of the excess over \$1,000,000 Over \$1,500,000 but not over \$17,000,000 \$225,000 plus 5% of the excess over \$1,500,000 Over \$17,000,000 \$1,000,000	41	
42	Grassroots nontaxable amount (enter 25% of line 41)	42	
43	Subtract line 42 from line 36 Enter -0- if line 42 is more than line 36	43	
44	Subtract line 41 from line 38 Enter -0- if line 41 is more than line 38	44	

Caution: If there is an amount on either line 43 or line 44, you must file Form 4720.

4-Year Averaging Period Under Section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below.
 See the instructions for lines 45 through 50 on page 11 of the instructions.)

Calendar year (or fiscal year beginning in) ▶	Lobbying Expenditures During 4-Year Averaging Period				
	(a) 2003	(b) 2002	(c) 2001	(d) 2000	(e) Total
45 Lobbying nontaxable amount					
46 Lobbying ceiling amount (150% of line 45(e)).					
47 Total lobbying expenditures					
48 Grassroots nontaxable amount					
49 Grassroots ceiling amount (150% of line 48(e))					
50 Grassroots lobbying expenditures					

Part VI-B Lobbying Activity by Nonelecting Public Charities
 (For reporting only by organizations that did not complete Part VI-A) (See page 11 of the instructions.)

During the year, did the organization attempt to influence national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of	Yes	No	Amount
a Volunteers	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
b Paid staff or management (Include compensation in expenses reported on lines c through h.)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
c Media advertisements	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
d Mailings to members, legislators, or the public	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
e Publications, or published or broadcast statements	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
f Grants to other organizations for lobbying purposes	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
g Direct contact with legislators, their staffs, government officials, or a legislative body	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any other means	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
i Total lobbying expenditures (Add lines c through h.)			0

If "Yes" to any of the above, also attach a statement giving a detailed description of the lobbying activities

Statement 1

Form: 990

Page: 1

Part: I

Question: 16

United Way of York County

23-1352588

Payments to affiliates

Affiliate	Purpose	Amount
United Way of America 701 North Fairfax Street Alexandria, VA 22314 United States	Dues	\$48,831.00
United Way of Pennsylvania 17 South Market Square Harrisburg, PA 17101 United States	Dues	\$25,767.00

Statement 2
Form: 990
Page: 1
Part: I
Question: 20

United Way of York County
23-1352588

Other changes in Net Assets or Fund Balances

Explanation	Amount
Unrealized Gain on Investments	\$394,363.00
Total:	\$394,363.00

UNITED WAY OF YORK COUNTY
EIN 23-1352588
TAXABLE YEAR ENDED 3/31/04

ATTACHMENT TO FORM 990

Page 2 Part II - Line 22 Grants and Allocations

2003/2004 Member Agency Allocations:

Adams-Hanover Counseling Services	\$51,100
Arc of York County	55,208
ACCESS-York, Inc.	51,340
American Red Cross - Hanover	122,523
American Red Cross - York	249,561
Bell Socialization Services	37,064
Big Brothers/Big Sisters of York County, Inc.	37,500
Boy Scouts of America, York-Adams Area Council	154,500
Catholic Charities	52,000
MidPenn Legal Services	10,000
Child Care Consultants	52,000
Community Progress Council, Inc.	33,230
CONTACT-York	25,000
Crispus Attucks Association, Inc.	155,500
Family Service of York and York County, Inc.	196,825
FIRST	8,375
Girl Scouts, Penn Laurel Council	121,000
Holy Child Nursery	15,000
Leadership York	17,500
Lutheran Social Services, South Region	86,300
Mental Health Association of York County	55,600
New Hope Ministries, Inc.	55,999
Penn-Mar Organization, Inc.	61,774
South George Street Community Partnership	20,000
The Lehman Center	40,000
The Salvation Army	172,640
United Cerebral Palsy of South Central PA	39,000
Victim Assistance Center	34,820
Visiting Nurse Association - Hanover/Spring Grove	35,000
Visiting Nurse Association - York County	71,000
YMCA - Hanover Area Family	80,975
YMCA - York and York County	182,125
York County Blind Center	26,833
York County Literacy Council	59,197
York Day Nursery and Kindergarten	133,000
York Health Corporation	55,000
York Jewish Community Center	93,000
York Spanish American Center	50,000
YWCA - Hanover	114,600
YWCA - York	<u>238,085</u>

Total United Way Agency Campaign Support

3,150,174

UNITED WAY OF YORK COUNTY
EIN 23-1352588
TAXABLE YEAR ENDED 3/31/04

ATTACHMENT TO FORM 990

Page 2 Part II - Line 22 Grants and Allocations (continued)

Miscellaneous Grant Allocations:

Victim Assistance Center	14,500
York YWCA	7,500
York Counts	10,000
York Jewish Community Center	5,300
Leave A Legacy	2,500
Funds Available for Future Allocations	<u>41,952</u>
Total Miscellaneous Grant Allocations	81,752
Total Agency Designations	<u>1,695,828</u>
Total 2003 Grants and Allocations	<u><u>\$4,927,754</u></u>

UNITED WAY OF YORK COUNTY
EIN 23-1352588
TAXABLE YEAR ENDED MARCH 31, 2004

ATTACHMENT TO FORM 990

Page 2, Part II, Statement of Functional Expenses - Line 42 Depreciation, Depletion, etc.

Building	28,284.00
Furniture and Equipment	689.00
Automobile	4,426.00
Computer Equipment	<u>13,481.00</u>
	<u>46,880.00</u>

UNITED WAY OF YORK COUNTY
EIN 23-1352588
TAXABLE YEAR ENDED MARCH 31, 2004

ATTACHMENT TO FORM 990

Page 2 Part II - Line 43 Other Expenses

	<u>Total</u>	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>
Accreditation and Training	50,339	50,339	0	0
Advertising	52,982	0	0	52,982
Campaign and Communications	81,485	19,149	2,771	59,565
Computer	17,590	9,235	4,204	4,151
Dues & Subscriptions	6,253	3,283	1,496	1,474
Education	16,347	16,347	0	0
Building Maintenance	27,719	0	27,719	0
Gateways	2,252	2,252	0	0
Insurance	18,462	6,023	9,736	2,703
Other Expenses	6,062	3,202	1,423	1,437
Professional Services	15,173	14,573	600	0
Quality Enhancement	34,639	34,639	0	0
Retention Grant	75,000	75,000	0	0
	<hr/>			
Total Other Expenses	404,303	234,042	47,949	122,312
	<hr/>			

Statement 6
 Form: 990
 Page: 2
 Part: III
 Question:

United Way of York County
 23-1352588

Program Services

Achievement	Pgm. Svc. Exp.
Provide funding to 85 programs of 41 member agencies in the areas of. Early Education & Advocacy for Youth; Family Support & Community Development; & Emergency, Basic Needs, & Self-Sufficiency Services Grants and Allocations: \$3,231,926.00	\$3,231,926.00
Distribution of donor designated pledges to qualified 501(c)3 organizations. Grants and Allocations: \$1,695,828 00	\$1,695,828.00
Provides county-wide free information and referral services 24 hours per day, 7 days per week. Grants and Allocations: \$0 00	\$61,935.00
Provides an information and referral service helping people of all ages find appropriate volunteer opportunities. Grants and Allocations: \$0.00	\$116,585.00
Sponsors early childhood education initiative working to enhance the quality of child care and prepare children to succeed in school Grants and Allocations: \$0.00	\$363,638.00
Serves as a convener and partner in addressing community needs through development of community initiatives, participation on committees, and provision of financial resources. Grants and Allocations: \$0 00	\$296,523.00
Total:	\$5,766,435.00

UNITED WAY OF YORK COUNTY
EIN 23-1352588
TAXABLE YEAR ENDED MARCH 31, 2004

ATTACHMENT TO FORM 990

Page 3 Part IV Balance Sheets - Line 56 Other Investments

	<u>Cost</u>	<u>Market Value</u>
Certificates of Deposit	950,000	954,425
Mutual Funds	1,307,820	1,297,289
York Foundation - Perpetual Trust	<u>389,365</u>	<u>406,806</u>
	<u>2,647,185</u>	<u>2,658,520</u>

UNITED WAY OF YORK COUNTY
EIN 23-1352588
TAXABLE YEAR ENDED MARCH 31, 2004

ATTACHMENT TO FORM 990

Page 3 Part IV Balance Sheets - Line 57 a-b Land, Building, and Equipment

	<u>Cost</u>	<u>Accum. Depr.</u>	<u>Book Value</u>
Land	26,063	0	26,063
Building	690,732	495,281	195,451
Furniture and Equipment	28,864	26,536	2,328
Automobile	13,277	4,610	8,667
Computer Equipment	139,252	96,537	42,715
	<u>898,188</u>	<u>622,964</u>	<u>275,224</u>

UNITED WAY OF YORK COUNTY
EIN 23-1352588
TAXABLE YEAR ENDED MARCH 31, 2004

ATTACHMENT TO FORM 990

Page 3 Part IV Balance Sheets - Line 58 Other Assets

	<u>Beginning Of Year</u>	<u>End Of Year</u>
Interest Income Receivable	<u>7,610</u>	<u>7,698</u>

Statement 10
 Form: 990
 Page: 4
 Part: V
 Question:

United Way of York County
 23-1352588

Officers, Directors, Trustees, and Key Employees

Name and Address	Title	Hrs	Comp.	Benefits	Expenses
Robert J Woods 800 East King Street York, PA 17403 United States	Executive Director	50	\$99,915.00	\$7,993.00	\$0.00
Patrick Ball 20 West Market Street York, PA 17401 United States	Board Member	2	\$0.00	\$0.00	\$0.00
John Bartman York Street Hanover, PA 17331 United States	Board Member	2	\$0.00	\$0.00	\$0.00
W. Robert Berkebile 221 W Philadelphia St, Ste E200 York, PA 17404 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Richard Boyd 1490 Hametown Road Glen Rock, PA 17327 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Joan Brennan 800 East King Street York, PA 17403 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Anthony Campisi 183 Leader Heights Road York, PA 17402 United States	Board Chair	2	\$0.00	\$0.00	\$0.00
Matthew Clemens 105 Leader Heights Road York, PA 17403 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Sally Dixon P. O. Box 15118 York, PA 17405 United States	Board Chair	5	\$0.00	\$0.00	\$0.00
Marsha Everton 140 East Market Street York, PA 17401 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Keith Gee 45 Monument Rd, Ste 200 York, PA 17403 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Terry Gingrow 1803 Mt Rose Ave, Ste A-7 York, PA 17403	Board Member	2	\$0.00	\$0.00	\$0.00

Name and Address	Title	Hrs	Comp.	Benefits	Expenses
United States					
Michael Gleim 800 East Market Street York, PA 17403 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Earl Grove 1223 Felton Road Red Lion, PA 17356 United States	Board Member	2	\$0.00	\$0.00	\$0 00
Eric Hartman 800 East King Street York, PA 17403 United States	Board Member	2	\$0.00	\$0.00	\$0.00
William R. Hartman, Jr. 1800 Hollywood Drive York, PA 17403 United States	Board Member	2	\$0.00	\$0 00	\$0.00
Elbert Hill P. O. Box 15512 York, PA 17405 United States	Board Member	2	\$0.00	\$0.00	\$0.00
William Hose 28 East Market Street York, PA 17401 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Jean Jameson 1551 Mt. Rose Avenue York, PA 17403 United States	Board Member	2	\$0.00	\$0.00	\$0 00
Gregory L. Johnson 800 East King Street York, PA 17403 United States	Board Member	2	\$0 00	\$0.00	\$0.00
Michael W. King 221 W Philadelphia St, 6th Fl York, PA 17404 United States	Board Member	2	\$0.00	\$0 00	\$0.00
Steve Feldmann 21 East Market Street York, PA 17401 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Charles Green P. O. Box 128 Spring Grove, PA 17362 United States	Board Member	2	\$0 00	\$0.00	\$0 00
Susan Parente 450 Fame Avenue Hanover, PA 17331 United States	Board Member	2	\$0.00	\$0.00	\$0 00
Richard Seim 1001 S. George St. York, PA 17405 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Michael Kochenour	Chair-Elect	5	\$0.00	\$0.00	\$0.00

Name and Address	Title	Hrs	Comp.	Benefits	Expenses
235 St. Charles Way York, PA 17402 United States					
Flavius Lilly 300 Highland Avenue Hanover, PA 17331 United States	Board Member	2	\$0.00	\$0 00	\$0.00
Suzanne McConkey York College of PA York, PA 17405 United States	Board Member	2	\$0.00	\$0 00	\$0.00
Michael Newsome 122 South George Street York, PA 17405 United States	Board Member	2	\$0 00	\$0.00	\$0 00
Mark Ottemiller 3687 Concord Road York, PA 17402 United States	Board Member	2	\$0.00	\$0 00	\$0.00
Norberto Plaza P. O. Box 3537 York, PA 17402 United States	Board Member	2	\$0.00	\$0 00	\$0.00
Linda Sanders 800 East King Street York, PA 17403 United States	Board Member	2	\$0.00	\$0.00	\$0.00
C. Matthew Smith 96 South George Street York, PA 17401 United States	Treasurer	5	\$0.00	\$0.00	\$0.00
Nancy Stough 1430 West College Ave York, PA 17404 United States	Board Member	2	\$0.00	\$0.00	\$0.00
Lulu Thomas 710 Texas Avenue York, PA 17404 United States	Board Member	2	\$0 00	\$0 00	\$0 00
Kirk Tucker 1425 Eden Road York, PA 17402 United States	Board Member	2	\$0.00	\$0 00	\$0.00
Alan Turner P. O. Box 1592-364B York, PA 17405 United States	Board Member	2	\$0 00	\$0.00	\$0.00
Carol Wagman 800 East King Street York, PA 17403 United States	Board Member	2	\$0.00	\$0.00	\$0.00
N. Daniel Waltersdorff 221 W Philadelphia St York, PA 17404	Board Member	2	\$0.00	\$0.00	\$0.00

Name and Address	Title	Hrs	Comp.	Benefits	Expenses
United States					
Rev. David Lovelace 140 North Beaver Street York, PA 17403	Board Member	2	\$0.00	\$0.00	\$0 00
United States					
Marsha Bornt, MD 25 Monument Rd, Suite 230 York, PA 17403	Board Member	2	\$0.00	\$0.00	\$0.00
United States					
Chad Clabaugh 25 Carlisle Street Hanover, PA 17331	Board Member	2	\$0.00	\$0.00	\$0.00
United States					
Eugene Draganosky 101 South George Street York, PA 17401	Board Member	2	\$0.00	\$0.00	\$0.00
United States					

UNITED WAY OF YORK COUNTY
EIN 23-1352588
TAXABLE YEAR ENDED MARCH 31, 2004

ATTACHMENT TO FORM 990

Schedule A Page 3 Support Schedule Line 22 Other Income

	<u>2002</u>	<u>2001</u>	<u>2000</u>	<u>1999</u>
Other Income	1,250	772	8,145	12,563
Processing Fees	27,088	29,020	25,375	16,729
Bequests	4,344	7,069	279,732	1,905
	<u>32,682</u>	<u>36,861</u>	<u>313,252</u>	<u>31,197</u>

**UNITED WAY
OF YORK COUNTY**

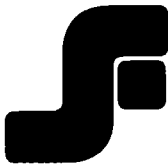
FINANCIAL STATEMENTS
With Supplementary Information

YEARS ENDED MARCH 31, 2004 AND 2003

UNITED WAY OF YORK COUNTY

TABLE OF CONTENTS

	<u>PAGE NUMBER</u>
INDEPENDENT AUDITORS' REPORT	1
FINANCIAL STATEMENTS	
STATEMENTS OF FINANCIAL POSITION	2
STATEMENTS OF ACTIVITIES	3 - 4
STATEMENTS OF FUNCTIONAL EXPENSES	5
STATEMENTS OF CASH FLOWS	6
NOTES TO FINANCIAL STATEMENTS	7 - 15
SUPPLEMENTARY INFORMATION	
INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION	16
SCHEDULES OF ACTIVITIES	17 - 19
SCHEDULES OF OTHER REVENUE AND FUNCTIONAL EXPENSES	20 - 21



SELIGMAN, FRIEDMAN & COMPANY, P.C.

CERTIFIED PUBLIC ACCOUNTANTS & CONSULTANTS

www.seligmancpa.com

Harrisburg • 1027 Mumma Road • Wormleysburg, PA 17043 • (717) 761-0211 • Fax (717) 975-9750
State College • 1423 North Atherton Street • State College, PA 16803 • (814) 238-8474 • Fax (814) 234-3523
York • 96 South George Street, Suite 350 • York, PA 17401 • (717) 843-0040 • Fax (717) 843-0075

INDEPENDENT AUDITORS' REPORT

Board of Directors
United Way of York County
800 East King Street
York, Pennsylvania 17403

We have audited the accompanying Statements of Financial Position of the **United Way of York County** as of March 31, 2004 and 2003, and the related Statements of Activities, 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 audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides 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 the **United Way of York County** as of March 31, 2004 and 2003, and the changes in net assets and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Seligman Friedman & Company P.C.

York, Pennsylvania
April 30, 2004

Page 1

Robert N. Levy, CPA, CSEP
Edward L. Waltemyer, CPA
James A. Smeltzer, CPA, ABV
Robert S. Freed, CPA, CFA, CFE

David G. Phillips, CPA
John J. Cardello, CPA
Calvin J. Wagner, CPA

Jodi L. Green, CPA
Michael S. Signor, CPA, ABV
James J. Karchner, CPA/PFS, CFP

Arthur J. Full, CPA, CFA
Edward E. Wagoner, CPA
Claire S. Weaver, CPA, CSEP
Founding Partner
Murray D. Friedman, CPA

UNITED WAY OF YORK COUNTY
STATEMENTS OF FINANCIAL POSITION

	March 31,	
	2004	2003
ASSETS		
CASH	\$ 729,115	\$ 611,137
CASH - RESTRICTED	275,705	5,103
ACCOUNTS RECEIVABLE		
2003/2004 and 2002/2003 Campaign - Less Allowance for Uncollectible Pledges of \$476,154 and \$467,621, respectively	4,093,235	3,913,583
2002/2003 and 2001/2002 Campaign - Less Allowance for Uncollectible Pledges of \$162,270 and \$37,499, respectively	116,137	42,090
Investment Income	7,698	7,610
York County	54,297	1,921
Miscellaneous	<u>126</u>	<u>0</u>
TOTAL ACCOUNTS RECEIVABLE	4,271,493	3,965,204
INVESTMENTS		
Unrestricted	1,818,132	1,565,479
Restricted - Beneficial Interest in Perpetual Trusts Held by Third Parties	406,806	328,820
Restricted - Endowment	<u>433,582</u>	<u>394,000</u>
TOTAL INVESTMENTS	2,658,520	2,288,299
UNCONDITIONAL PROMISES TO GIVE	375,833	555,470
PROPERTY AND EQUIPMENT - At Cost, Less Accumulated Depreciation	275,224	296,030
OTHER ASSETS		
Prepaid Expenses	<u>21,566</u>	<u>16,060</u>
TOTAL ASSETS	<u>\$8,607,456</u>	<u>\$7,737,303</u>

See independent auditors' report and accompanying notes.

	<u>March 31,</u>	
	<u>2004</u>	<u>2003</u>
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts and Designations Payable, Accrued Expenses, and Custodian Account	\$2,245,912	\$1,966,660
Allocations Payable	<u>814,592</u>	<u>838,147</u>
TOTAL LIABILITIES	3,060,504	2,804,807
 NET ASSETS		
Unrestricted	2,101,408	1,440,269
Temporarily Restricted	2,026,752	2,208,834
Permanently Restricted	<u>1,418,792</u>	<u>1,283,393</u>
TOTAL NET ASSETS	<u>5,546,952</u>	<u>4,932,496</u>
 TOTAL LIABILITIES AND NET ASSETS	 <u>\$8,607,456</u>	 <u>\$7,737,303</u>

UNITED WAY OF YORK COUNTY

STATEMENT OF ACTIVITIES

	Year Ended March 31, 2004			
	Permanently Restricted	Unrestricted	Temporarily Restricted	Total 2004
PUBLIC SUPPORT AND REVENUE				
Prior Year Campaign Contributions	\$ 0	\$ 387,388	\$ 0	\$ 387,388
Net Assets Released from Restrictions				
Prior Year Campaign Contributions	0	6,251,037	(6,251,037)	0
Less: Provision for Uncollectible Pledges	0	(475,000)	475,000	0
Less: Donor Designations	0	(1,858,514)	1,858,514	0
Current Year Campaign Contributions	0	0	6,239,117	6,239,117
Less: Provision for Uncollectible Pledges	<u>0</u>	<u>0</u>	<u>(480,000)</u>	<u>(480,000)</u>
NET CAMPAIGN REVENUE	0	4,304,911	1,841,594	6,146,505
OTHER REVENUE	<u>0</u>	<u>730,412</u>	<u>0</u>	<u>730,412</u>
TOTAL REVENUE	0	5,035,323	1,841,594	6,876,917
AMOUNTS DESIGNATED BY DONORS FOR SPECIFIC ORGANIZATIONS	<u>0</u>	<u>327,848</u>	<u>(2,023,676)</u>	<u>(1,695,828)</u>
NET REVENUE (LOSS)	0	5,363,171	(182,082)	5,181,089
FUNDS DISTRIBUTIONS, SERVICES, DUES, AND OTHER EXPENSES				
Distributions to Member Agencies	0	3,231,926	0	3,231,926
Miscellaneous Grant Allocations	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL FUNDS DISTRIBUTED TO AGENCIES	0	3,231,926	0	3,231,926
PAYMENTS TO NATIONAL AND STATE UNITED WAY ORGANIZATIONS	0	74,598	0	74,598
FUNCTIONAL EXPENSES	<u>0</u>	<u>1,731,153</u>	<u>0</u>	<u>1,731,153</u>
TOTAL EXPENSES	<u>0</u>	<u>5,037,677</u>	<u>0</u>	<u>5,037,677</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE INVESTMENT ACTIVITY	0	325,494	(182,082)	143,412
INVESTMENT INCOME	<u>135,399</u>	<u>335,645</u>	<u>0</u>	<u>471,044</u>
INCREASE (DECREASE) IN NET ASSETS	<u>135,399</u>	<u>661,139</u>	<u>(182,082)</u>	<u>614,456</u>
NET ASSETS - MARCH 31, 2003	<u>1,283,393</u>	<u>1,440,269</u>	<u>2,208,834</u>	<u>4,932,496</u>
NET ASSETS - MARCH 31, 2004	<u>\$1,418,792</u>	<u>\$2,101,408</u>	<u>\$2,026,752</u>	<u>\$5,546,952</u>

See independent auditors' report and accompanying notes.

UNITED WAY OF YORK COUNTY

STATEMENT OF ACTIVITIES

	Year Ended March 31, 2003			Total 2003
	Permanently Restricted	Unrestricted	Temporarily Restricted	
PUBLIC SUPPORT AND REVENUE				
Prior Year Campaign Contributions	\$ 0	\$ 715,291	\$ 0	\$ 715,291
Net Assets Released from Restrictions				
Prior Year Campaign Contributions	0	5,972,880	(5,972,880)	0
Less: Provision for Uncollectible Pledges	0	(450,000)	450,000	0
Less: Donor Designations	0	(1,781,739)	1,781,739	0
Current Year Campaign Contributions	0	0	6,251,037	6,251,037
Less: Provision for Uncollectible Pledges	<u>0</u>	<u>0</u>	<u>(475,000)</u>	<u>(475,000)</u>
NET CAMPAIGN REVENUE	0	4,456,432	2,034,896	6,491,328
OTHER REVENUE	<u>0</u>	<u>574,530</u>	<u>0</u>	<u>574,530</u>
TOTAL REVENUE	0	5,030,962	2,034,896	7,065,858
LESS: AMOUNTS DESIGNATED BY DONORS FOR SPECIFIC ORGANIZATIONS	<u>0</u>	<u>(210,950)</u>	<u>(1,858,514)</u>	<u>(2,069,464)</u>
NET REVENUE	0	4,820,012	176,382	4,996,394
FUNDS DISTRIBUTIONS, SERVICES, DUES, AND OTHER EXPENSES				
Distributions to Member Agencies	0	3,258,968	0	3,258,968
Miscellaneous Grant Allocations	<u>0</u>	<u>998</u>	<u>0</u>	<u>998</u>
TOTAL FUNDS DISTRIBUTED TO AGENCIES	0	3,259,966	0	3,259,966
PAYMENTS TO NATIONAL AND STATE UNITED WAY ORGANIZATIONS	0	71,844	0	71,844
FUNCTIONAL EXPENSES	<u>0</u>	<u>1,557,514</u>	<u>0</u>	<u>1,557,514</u>
TOTAL EXPENSES	<u>0</u>	<u>4,889,324</u>	<u>0</u>	<u>4,889,324</u>
INCREASE (DECREASE) IN NET ASSETS BEFORE INVESTMENT ACTIVITY	0	(69,312)	176,382	107,070
INVESTMENT LOSS	<u>(84,266)</u>	<u>(120,985)</u>	<u>0</u>	<u>(205,251)</u>
INCREASE (DECREASE) IN NET ASSETS	<u>(84,266)</u>	<u>(190,297)</u>	<u>176,382</u>	<u>(98,181)</u>
NET ASSETS - MARCH 31, 2002	<u>1,367,659</u>	<u>1,630,566</u>	<u>2,032,452</u>	<u>5,030,677</u>
NET ASSETS - MARCH 31, 2003	<u>\$1,283,393</u>	<u>\$1,440,269</u>	<u>\$2,208,834</u>	<u>\$4,932,496</u>

See independent auditors' report and accompanying notes.

UNITED WAY OF YORK COUNTY
STATEMENTS OF FUNCTIONAL EXPENSES

	<u>Year Ended March 31, 2004</u>			
	<u>Program Services</u>			Total
	<u>Community</u>	<u>Fund</u>	<u>Community</u>	
	<u>Initiatives</u>	<u>Distribution</u>	<u>Services</u>	<u>Services</u>
COST OF LABOR				
Salaries	\$48,685	\$43,740	\$307,019	\$399,444
Employee Benefits	8,230	7,394	51,899	67,523
Payroll Taxes	<u>4,092</u>	<u>3,676</u>	<u>25,803</u>	<u>33,571</u>
TOTAL COST OF LABOR	61,007	54,810	384,721	500,538
Accreditation and Training	0	0	50,339	50,339
Advertising	0	0	0	0
Campaign and Communications	0	0	19,149	19,149
Computer	2,501	2,248	15,777	20,526
Conference and Training	991	890	6,246	8,127
Depreciation	3,000	2,696	18,921	24,617
Dues and Subscriptions	400	360	2,523	3,283
Education	0	0	16,347	16,347
Employment Costs	0	0	0	0
Equipment Rental	345	310	2,175	2,830
Gateways	0	0	2,252	2,252
Insurance	734	660	4,629	6,023
Meeting Expense	670	603	4,230	5,503
Mileage/Auto	817	734	5,152	6,703
Occupancy	1,869	1,680	11,790	15,339
Other Expenses	390	351	2,461	3,202
Planning Grant	0	0	0	0
Postage and Supplies	3,709	3,332	23,390	30,431
Professional Services	0	0	14,573	14,573
Quality Enhancement	0	0	34,639	34,639
Repairs and Maintenance	350	315	2,209	2,874
Retention Grant	0	0	75,000	75,000
Telephone	<u>1,108</u>	<u>996</u>	<u>6,990</u>	<u>9,094</u>
TOTAL FUNCTIONAL EXPENSES	<u>\$77,891</u>	<u>\$69,985</u>	<u>\$703,513</u>	<u>\$851,389</u>

See independent auditors' report and accompanying notes.

Supporting Services

<u>Management and General</u>	<u>Resource Development</u>	<u>Building</u>	<u>Total Supporting Services</u>	<u>Total Expenses 2004</u>	<u>Total Expenses 2003</u>
\$176,939	\$179,297	\$ 5,020	\$361,256	\$ 760,700	\$ 663,265
29,910	30,309	849	61,068	128,591	102,520
<u>14,871</u>	<u>15,068</u>	<u>422</u>	<u>30,361</u>	<u>63,932</u>	<u>54,064</u>
221,720	224,674	6,291	452,685	953,223	819,849
0	0	0	0	50,339	97,721
0	181,982	0	181,982	181,982	216,832
2,771	67,264	0	70,035	89,184	72,710
9,092	9,214	258	18,564	39,090	39,774
3,600	3,649	102	7,351	15,478	15,147
10,904	11,050	309	22,263	46,880	53,296
1,455	1,474	41	2,970	6,253	6,296
0	0	0	0	16,347	3,549
0	0	0	0	0	1,711
1,253	1,270	36	2,559	5,389	5,389
0	0	0	0	2,252	7,427
2,668	2,703	7,068	12,439	18,462	14,187
2,438	2,470	69	4,977	10,480	6,600
2,970	3,009	84	6,063	12,766	15,544
6,795	6,885	193	13,873	29,212	26,007
1,418	1,437	40	2,895	6,097	6,176
0	0	0	0	0	13,945
13,480	13,659	382	27,521	57,952	43,579
15,045	0	0	15,045	29,618	27,468
0	0	0	0	34,639	21,661
1,273	1,290	27,755	30,318	33,192	28,967
0	0	0	0	75,000	0
<u>4,028</u>	<u>4,082</u>	<u>114</u>	<u>8,224</u>	<u>17,318</u>	<u>13,679</u>
<u>\$300,910</u>	<u>\$536,112</u>	<u>\$42,742</u>	<u>\$879,764</u>	<u>\$1,731,153</u>	<u>\$1,557,514</u>

UNITED WAY OF YORK COUNTY

STATEMENTS OF CASH FLOWS

	Years Ended March 31,	
	2004	2003
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase (Decrease) in Net Assets	\$ 614,456	\$ (98,181)
Adjustments to Reconcile Increase (Decrease) in Net Assets to Net Cash Provided (Used) by Operating Activities		
Depreciation	46,880	53,296
Provision for Uncollectible Pledges	133,304	4,662
Unrealized (Gain) Loss on Investments	(394,363)	176,246
(Increase) Decrease in		
Accounts Receivable	(439,593)	(230,057)
Beneficial Interest in Perpetual Trusts Held by Third Parties	(77,986)	72,967
Prepaid Expenses	(5,506)	(2,810)
Increase (Decrease) in		
Accounts Payable	279,252	(207,748)
Allocations Payable	<u>(23,555)</u>	<u>(10,904)</u>
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	132,889	(242,529)
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital Expenditures	(26,074)	(74,382)
Proceeds from Sale of Investments	831,952	501,938
Purchase of Investments	<u>(550,187)</u>	<u>(1,040,193)</u>
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	<u>255,691</u>	<u>(612,637)</u>
NET INCREASE (DECREASE) IN CASH	388,580	(855,166)
CASH - BEGINNING	<u>616,240</u>	<u>1,471,406</u>
CASH - ENDING	<u>\$1,004,820</u>	<u>\$ 616,240</u>
SUPPLEMENTAL DISCLOSURES		
Interest Paid	\$ <u>35</u>	\$ <u>13</u>
Common Stock Received	<u>\$206,948</u>	<u>\$216,938</u>

See independent auditors' report and accompanying notes.

UNITED WAY OF YORK COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED MARCH 31, 2004 AND 2003

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A summary of the Organization's significant accounting policies in accordance with generally accepted accounting principles (GAAP) consistently applied in the preparation of the accompanying financial statements are as follows:

Form of Statements

These financial statements reflect only the results of operations of the United Way of York County and do not include the operations of any affiliated organization.

Organization Operations

The Organization is supported primarily by the contributions from York County, Pennsylvania residents and businesses.

Revenue Recognition

Annual campaigns are conducted to raise funds, which are then distributed to various agencies. Contributed support is recognized as income in the period that there is verifiable documentation that a promise was made and received. All support is considered available for unrestricted use unless specifically restricted by the donor. Support is temporarily restricted until agency allocations are determined. The Organization has not received support that is considered permanently restricted.

Uncollectible Pledges

A provision for estimated uncollectible pledges is determined for each campaign year based on management's evaluation of contribution receivables. Management's estimate considers numerous factors, including economic conditions, collection histories, and prior experience of uncollectibles. The provision is considered adequate for uncollectible pledges.

Investment Securities

Investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair values on the Statements of Financial Position. Unrealized gains and losses are included in the change in net assets.

UNITED WAY OF YORK COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED MARCH 31, 2004 AND 2003

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Property and Equipment

Property and equipment are stated at cost. Depreciation is provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated useful lives. The straight-line method of depreciation is followed for financial reporting purposes.

Donated Material, Services, and Fixed Assets

Several companies have made in-kind donations to United Way of York County. Various organizations donated materials, advertising, and consulting services to aid the Organization's fund-raising campaign. The value, based on fair market value, of materials and services amounted to \$160,899 and \$166,392 for the years ended March 31, 2004 and 2003, respectively. Donated materials and services are included in the Organization's Statements of Activities as revenue and expense. Additionally, a substantial number of volunteers have donated significant amounts of their time in the Organization's fund-raising campaign. The value of this contributed time is not reflected in these financial statements. Investments which are contributed are promptly sold and recognized as a collection of campaign pledges at their sale price. Donated equipment is capitalized at its fair market value, which is determined at the date of donation.

Advertising

Advertising is expensed as incurred. Advertising expense for the years ended March 31, 2004 and 2003, was \$181,982 and \$216,832, respectively.

Contributions

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions received and contributions made are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Undesignated contributions from the current campaign are required to be reported as temporarily restricted support and are then reclassified to unrestricted net assets in the subsequent year when the determination of agency allocations has been made.

UNITED WAY OF YORK COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED MARCH 31, 2004 AND 2003

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Financial Statement Presentation

United Way of York County elected to adopt Statement of Financial Accounting Standards (SFAS) No. 117, "Financial Statements of Not-for-Profit Organizations". Under SFAS No. 117, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. In addition, the Organization is required to present the Statement of Cash Flows.

Unrestricted Net Assets - Net assets that are not subjected to donor-imposed stipulations.

Temporarily Restricted Net Assets - Net assets subject to donor-imposed stipulations that may or will be met, either by action of the Organization and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported on the Statement of Activities as net assets released from restrictions.

Permanently Restricted Net Assets - Net assets subject to donor-imposed stipulations that United Way of York County maintains them permanently. Generally, the donors of these assets permit the United Way of York County to use all of the income earned on any related investment for general purposes.

Fair Values of Financial Instruments

The following methods and assumptions were used by the Organization in estimating its fair values disclosures for financial instruments:

Cash, cash equivalents, short-term investments, and promises to give due in less than one year: The carrying amounts reported in the Statement of Financial Position approximate fair values because of the short maturities of those instruments.

UNITED WAY OF YORK COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED MARCH 31, 2004 AND 2003

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair Values of Financial Instruments (Continued)

Promises to give due in more than one year: The fair values of promises to give that are due in more than one year is estimated by discounting the future cash flows using current risk-free rates or returns based on U. S. Treasury Securities yields with maturity dates similar to the expected collection period.

Long-term investments: The fair values of long-term investments are based on quoted market prices for those or similar investments.

Capital lease obligations: The fair values of the leases are based on their carrying amounts.

Income Taxes

No provision has been made for federal or state income taxes because the Organization has been determined to be exempt from such taxes under Section 501(c)(3) of the Internal Revenue Code and applicable state regulation.

Functional Allocation of Expenses

The costs of providing programs and administration of the United Way of York County have been summarized in the Statements of Functional Expenses. Joint costs are allocated based on time studies.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

UNITED WAY OF YORK COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED MARCH 31, 2004 AND 2003

2. CONCENTRATION OF CREDIT RISKS

The Organization's cash funds are primarily located in a single financial institution. The amounts on deposit at March 31, 2004 and 2003, exceeded the \$100,000 federally insured limit. Management regularly monitors the financial condition of the banking institution along with their cash balances and tries to keep potential risks to a minimum. The Organization has not experienced any such losses on these accounts.

3. INVESTMENTS

Investments are as follows at March 31:

	2004	
	Cost	Market Value
Certificates of Deposit	\$ 950,000	\$ 954,425
Mutual Funds	<u>944,691</u>	<u>863,707</u>
Total	<u>\$1,894,691</u>	<u>\$1,818,132</u>
	2003	
	Cost	Market Value
Certificates of Deposit	\$ 918,000	\$ 931,777
Mutual Funds	<u>915,098</u>	<u>633,702</u>
Total	<u>\$1,833,098</u>	<u>\$1,565,479</u>

Management regularly monitors the financial conditions of its investments in an effort to minimize potential risks and losses.

4. RESTRICTED ENDOWMENT FUNDS

During the year ended March 31, 2002, the United Way of York County received a pledge by an individual to contribute \$1,000,000 to an endowment fund. These gifts are currently (and will continue to be) invested as a permanent endowment in the United Way of York County's permanent endowment fund. Restricted endowment funds are as follows as of March 31:

UNITED WAY OF YORK COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED MARCH 31, 2004 AND 2003

4. RESTRICTED ENDOWMENT FUNDS (Continued)

	<u>2004</u>	
	<u>Cost</u>	<u>Market Value</u>
Cash - Restricted	\$275,705	\$275,705
Taxable Bond Mutual Fund	163,426	173,727
Common Stock Mutual Funds	164,879	215,295
International Equity Mutual Funds	<u>34,824</u>	<u>44,560</u>
Total	<u>\$638,834</u>	<u>\$709,287</u>
	<u>2003</u>	
	<u>Cost</u>	<u>Market Value</u>
Cash - Restricted	\$ 5,103	\$ 5,103
Taxable Bond Mutual Fund	161,482	169,539
Common Stock Mutual Funds	184,795	168,874
International Equity Mutual Funds	<u>67,225</u>	<u>55,587</u>
Total	<u>\$418,605</u>	<u>\$399,103</u>

The change in Restricted Endowment Funds is the result of the following activity for the years ended March 31:

	<u>2004</u>	<u>2003</u>
Beginning Balance	\$399,103	\$194,133
Investment Income	11,321	9,609
Administrative Fees	(4,853)	(2,588)
Contributions Received	206,948	216,938
Realized and Unrealized Gains	<u>96,768</u>	<u>(18,989)</u>
Ending Balance	<u>\$709,287</u>	<u>\$399,103</u>

UNITED WAY OF YORK COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED MARCH 31, 2004 AND 2003

5. PROPERTY AND EQUIPMENT

The following is a summary of property and equipment at March 31:

	<u>Useful Lives</u>	<u>2004</u>	<u>2003</u>
Land		\$ 26,063	\$ 26,063
Building	5 - 40 Years	690,732	694,887
Furniture and Equipment	3 - 10 Years	28,864	35,765
Computer Equipment	5 Years	139,252	148,391
Automobile	3 Years	<u>13,277</u>	<u>13,277</u>
Total Property and Equipment		898,188	918,383
Less: Accumulated Depreciation		<u>(622,964)</u>	<u>(622,353)</u>
Net Book Value		<u>\$275,224</u>	<u>\$296,030</u>

Depreciation expense for the years ended March 31, 2004 and 2003, was \$46,880 and \$53,296, respectively.

6. LINE OF CREDIT

United Way of York County has an unsecured line of credit agreement with M & T Bank, which provides that it may borrow up to \$500,000 at M & T Bank's prime rate of interest. There were no borrowings against the line of credit at March 31, 2004 or 2003.

7. RETIREMENT PLANS

The Organization enacted a defined contribution pension plan. The plan covers substantially all eligible employees. Contributions to the plan will be paid by the Organization at a rate of 8.0 percent of their compensation (as defined). Costs of the plan for the years ended March 31, 2004 and 2003, were \$2,606 and \$2,659, respectively with contributions to the plan amounting to \$55,564 and \$45,455, respectively.

The Organization's tax savings plan covers all eligible employees who elect to contribute to the plan. The Organization did not contribute to the plan for the years ended March 31, 2004 or 2003.

UNITED WAY OF YORK COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED MARCH 31, 2004 AND 2003

8. BENEFICIAL INTEREST IN PERPETUAL TRUSTS HELD BY THIRD PARTIES

The York Foundation held for the benefit of United Way of York County \$428,442 at March 31, 2004. These funds, which are legally owned by the York Foundation, generate investment income, which may be paid to the United Way of York County in the year in which the income is earned. United Way of York County made no contributions for the year ended March 31, 2004, to this fund and received \$14,700 in distributions. The total amount is comprised of the following as of March 31, 2004:

<u>Agency Contribution</u>	<u>Third-Party Donor</u>	<u>Total</u>
<u>Component</u>	<u>Component</u>	
<u>\$406,806</u>	<u>\$21,636</u>	<u>\$428,442</u>

Financial Accounting Standards No. 136 requires that agency contributions be considered an asset of the United Way of York County. Conversely, third party donor contributions are to be reported as an asset of York Foundation.

The following is a summary of activity for the years ended March 31:

	<u>2004</u>	<u>2003</u>
Beginning Balance	\$346,600	\$423,768
Investment Income	6,805	7,308
Administrative Fees	(1,904)	(1,876)
Realized and Unrealized Gains	91,641	(69,948)
Distributions	<u>(14,700)</u>	<u>(12,652)</u>
Ending Balance	<u>\$428,442</u>	<u>\$346,600</u>

9. PROMISES TO GIVE

Unconditional promises to give are as follows:

Receivables in Less Than One Year	\$196,533
Receivables in More Than One Year	<u>196,533</u>
Total Unconditional Promises	393,066
Less: Discounts to Net Present Value	<u>(17,233)</u>
Net Unconditional Promises to Give	<u>\$375,833</u>

UNITED WAY OF YORK COUNTY
NOTES TO FINANCIAL STATEMENTS
YEARS ENDED MARCH 31, 2004 AND 2003

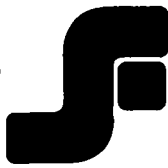
9. PROMISES TO GIVE (Continued)

During the year ended March 31, 2002, United Way of York County received a pledge by an individual to contribute \$1,000,000 to an endowment fund. On January 17, 2003, \$193,464 was received by United Way of York County. In addition, on May 1, 2003, an additional \$216,938 was received. A third contribution in the amount of \$206,948 was received on December 22, 2003. According to the pledge agreement, the donor intends to make additional contributions in 2004 to 2005 for an aggregate contribution of \$1,000,000. These gifts will be invested as a permanent endowment in the United Way of York County's permanent endowment fund. The amounts available for distribution for charitable purposes shall be determined according to the guidelines of the United Way Endowment Fund and shall be directed by the Board or its designee to carry out charitable, cultural, education, and scientific purposes of the United Way of York County. (Refer to Note 4 for market value of Restricted Endowment Funds.)

10. FREE INFORMATION AND REFERRAL SYSTEM TELELINE (FIRST)

Effective July 1, 2003, the United Way of York County assumed operations of FIRST. This program, previously administered through the York County Library System, is a comprehensive information and referral service for York County.

SUPPLEMENTARY INFORMATION



SELIGMAN, FRIEDMAN & COMPANY, P.C.

CERTIFIED PUBLIC ACCOUNTANTS & CONSULTANTS

www.seligmancpa.com

Harrisburg • 1027 Mumma Road • Wormleysburg, PA 17043 • (717) 761-0211 • Fax (717) 975-9750
State College • 1423 North Atherton Street • State College, PA 16803 • (814) 238-8474 • Fax (814) 234-3523
York • 96 South George Street, Suite 350 • York, PA 17401 • (717) 843-0040 • Fax (717) 843-0075

INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION

Board of Directors
United Way of York County
800 East King Street
York, Pennsylvania 17403

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole of the **United Way of York County** as of and for the years ended March 31, 2004 and 2003, which are presented in the preceding section of this report. The supplementary information is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the audit 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.

Seligman Friedman & Company P.C.

York, Pennsylvania
April 30, 2004

Page 16

Robert N. Levy, CPA, CSEP
Edward L. Waltemyer, CPA
James A. Smeltzer, CPA, ABV
Robert S. Freed, CPA, CFA, CFE

David G. Phillips, CPA
John J. Cardello, CPA
Calvin J. Wagner, CPA

Jodi L. Green, CPA
Michael S. Signor, CPA, ABV
James J. Karchner, CPA/PFS, CFP

Arthur J. Full, CPA, CFA
Edward E. Wagoner, CPA
Claire S. Weaver, CPA, CSEP
Founding Partner
Murray D. Friedman, CPA

UNITED WAY OF YORK COUNTY
SCHEDULES OF ACTIVITIES
VOLUNTEER CENTER OF YORK COUNTY

	Years Ended	
	March 31,	
	<u>2004</u>	<u>2003</u>
REVENUE		
Event Sponsorship	\$ 6,300	\$ 7,500
Fee for Service	1,211	725
Grants	20,500	12,500
Interest Income	130	196
Membership/Donations	3,036	2,352
United Way Allocation	56,500	55,310
York County Allocation	<u>23,050</u>	<u>22,425</u>
TOTAL REVENUE	110,727	101,008
EXPENSES		
Conference and Training	2,071	768
Consultant Fees	0	1,000
Depreciation	199	0
Dues and Subscriptions	401	753
Employee Benefits	13,667	11,106
Employment Costs	0	356
Insurance	400	600
Meeting Expense	199	239
Mileage/Auto	889	475
Miscellaneous	301	214
Payroll Taxes	6,026	4,794
Postage and Supplies	2,912	1,911
Printing	3,200	3,051
Salaries	79,843	56,993
Telephone	478	424
Special Events	<u>5,999</u>	<u>7,042</u>
TOTAL EXPENSES	<u>116,585</u>	<u>89,726</u>
INCREASE (DECREASE) IN NET ASSETS	\$ <u>(5,858)</u>	\$ <u>11,282</u>

See independent auditors' report on supplementary information.

UNITED WAY OF YORK COUNTY

SCHEDULES OF ACTIVITIES

FOCUS ON OUR FUTURE - A CHILD CARE INITIATIVE

	Years Ended	
	March 31,	
	<u>2004</u>	<u>2003</u>
REVENUE		
United Way Allocation	\$ 52,730	\$ 70,000
Grants	314,421	219,592
Donations	27,275	19,230
Interest Income	<u>932</u>	<u>1,413</u>
TOTAL REVENUE	395,358	310,235
EXPENSES		
Accreditation and Training	50,341	97,721
Computer	1,368	5,874
Conference and Training	4,514	2,348
Consultant Fees	9,328	7,705
Depreciation	197	0
Dues and Subscriptions	739	250
Education	16,347	3,549
Employee Benefits	15,482	12,350
Employment Costs	0	732
Gateways	2,252	7,427
Meeting Expense	419	79
Mileage/Auto	3,772	2,451
Payroll Taxes	9,830	7,238
Planning Grant	0	13,945
Postage and Supplies	1,771	2,302
Printing	6,968	2,624
Quality Enhancement	34,639	21,661
Retention Grant	75,000	0
Salaries	129,563	94,696
Telephone	<u>1,108</u>	<u>1,948</u>
TOTAL EXPENSES	<u>363,638</u>	<u>284,900</u>
INCREASE IN NET ASSETS	<u>\$ 31,720</u>	<u>\$ 25,335</u>

See independent auditors' report on supplementary information.

UNITED WAY OF YORK COUNTY

SCHEDULES OF ACTIVITIES

FREE INFORMATION AND REFERRAL SYSTEM TELELINE (FIRST)

	Years Ended	
	March 31,	
	<u>2004</u>	<u>2003</u>
REVENUE		
Directory Sales	\$ 2,235	\$0
Donations	1,575	0
Interest Income	16	0
United Way Allocation	25,125	0
York County Allocation	<u>56,126</u>	<u>0</u>
TOTAL REVENUE	85,077	0
EXPENSES		
Advertising	76	0
Computer	1,500	0
Conference and Training	415	0
Consultant Fees	5,245	0
Depreciation	123	0
Dues and Subscriptions	322	0
Employee Benefits	6,783	0
Miscellaneous	155	0
Payroll Taxes	2,492	0
Postage and Supplies	2,821	0
Printing	2,982	0
Rent	1,800	0
Salaries	33,368	0
Telephone	<u>3,853</u>	<u>0</u>
TOTAL EXPENSES	<u>61,935</u>	<u>0</u>
INCREASE IN NET ASSETS	<u>\$23,142</u>	<u>\$0</u>

See independent auditors' report on supplementary information.

UNITED WAY OF YORK COUNTY

SCHEDULE OF OTHER REVENUE AND FUNCTIONAL EXPENSES YEAR ENDED MARCH 31, 2004

	Permanently Restricted	Unrestricted	Total 2004
OTHER REVENUE			
Bequests and Donated Services	\$0	\$171,617	\$171,617
Grants	0	414,097	414,097
Miscellaneous Income	0	33,751	33,751
Membership/Donations	0	38,188	38,188
Rental Income	<u>0</u>	<u>72,759</u>	<u>72,759</u>
TOTAL OTHER REVENUE	<u>\$0</u>	<u>\$730,412</u>	<u>\$730,412</u>
FUNCTIONAL EXPENSES			
Building	\$0	\$ 42,742	\$ 42,742
Community Initiatives	0	77,891	77,891
Community Services	0	703,513	703,513
Fund Distribution	0	69,985	69,985
Management and General	0	300,910	300,910
Resource Development	<u>0</u>	<u>536,112</u>	<u>536,112</u>
TOTAL FUNCTIONAL EXPENSES	<u>\$0</u>	<u>\$1,731,153</u>	<u>\$1,731,153</u>
INVESTMENT INCOME			
Investment Income - Net	\$ 21,736	\$ 54,945	\$ 76,681
Unrealized Gain on Investments	<u>113,663</u>	<u>280,700</u>	<u>394,363</u>
TOTAL INVESTMENT INCOME	<u>\$135,399</u>	<u>\$335,645</u>	<u>\$471,044</u>

See independent auditors' report on supplementary information.

UNITED WAY OF YORK COUNTY

SCHEDULE OF OTHER REVENUE AND FUNCTIONAL EXPENSES YEAR ENDED MARCH 31, 2003

	<u>Permanently Restricted</u>	<u>Unrestricted</u>	<u>Total 2003</u>
OTHER REVENUE			
Bequests and Donated Services	\$0	\$190,382	\$190,382
Grants	0	254,517	254,517
Miscellaneous Income	0	28,338	28,338
Membership/Donations	0	29,082	29,082
Rental Income	<u>0</u>	<u>72,211</u>	<u>72,211</u>
TOTAL OTHER REVENUE	<u>\$0</u>	<u>\$574,530</u>	<u>\$574,530</u>
FUNCTIONAL EXPENSES			
Building	\$0	\$ 33,631	\$ 33,631
Community Initiatives	0	27,720	27,720
Community Services	0	486,981	486,981
Fund Distribution	0	88,381	88,381
Management and General	0	352,846	352,846
Resource Development	<u>0</u>	<u>567,955</u>	<u>567,955</u>
TOTAL FUNCTIONAL EXPENSES	<u>\$0</u>	<u>\$1,557,514</u>	<u>\$1,557,514</u>
INVESTMENT INCOME (LOSS)			
Investment Income - Net	\$ 9,610	\$ 55,261	\$ 64,871
Unrealized Loss on Investments	<u>(93,876)</u>	<u>(176,246)</u>	<u>(270,122)</u>
TOTAL INVESTMENT LOSS	<u>\$(84,266)</u>	<u>\$(120,985)</u>	<u>\$(205,251)</u>

See independent auditors' report on supplementary information.