STEPPING OUT ON A BOLD NEW PATH
OUR MISSION

TO IMPROVE PEOPLE’S LIVES IN OUR REGION BY MOBILIZING AND INTEGRATING RESOURCES.
OUR VISION

TO BUILD STRONGER, HEALTHIER, MORE COMPASSIONATE COMMUNITIES IN OUR REGION BY PARTNERING WITH LOCAL EMPLOYERS AND NONPROFITS TO IMPROVE PEOPLE’S LIVES.
IT TAKES A COMMUNITY TO LIVE UNITED

Friends, neighbors and colleagues across the capital region are heeding the call to action to LIVE UNITED — to work together on our community’s most pressing issues by giving, advocating and volunteering. Here are just a few of the events where our community showed they LIVE UNITED in 2010–2011.

THANK YOU TO OUR 2010–2011 EVENT SPONSORS!

Accenture
Allied/Nationwide Insurance
AT&T
Bank of America
California Office of State Treasurer Lockyer
Campbell’s Soup
Cardiac Arrest Association
Comstock’s Magazine
California Correctional Supervisors Organization
Department of Insurance
Enterprise Rent-A-Car
The Golden 1 Credit Union
Intel Corporation
New York Life Insurance
Sacramento Central Labor Council
See’s Candies
Sacramento-Sierra Building & Construction Trades Council
SMUD
Studio TMG
The Sacramento Bee
Umpqua Bank
UPS
Wellpoint
Wells Fargo

Hundreds of people gathered at the Sacramento Convention Center in September to kick off United Way’s annual campaign. Guests enjoyed breakfast, presentations and a nonprofit fair.

More than 250 women from across the region gathered in October to raise funds for programs helping foster youth at Foster the Future: An Event with United Way’s Women in Philanthropy.
Women in Philanthropy collected 65 luggage sets, 305 towel sets and thousands of toiletries for emancipating foster youth in May.

Women in Philanthropy collected 66 stockings and more than 140 gifts for foster youth and emancipated foster youth in December for Sacramento County’s Gifts From The Heart program.

In 12 hours, Cal Expo was filled with 77,227 rolls of toilet paper donated by local residents and companies for United Way’s 3rd Annual LIVE UNITED Toilet Paper Drive in June. A big thank you to Sac-Val Janitorial Supply for matching donations for a total of 115,840 rolls!

Women in Philanthropy collected 65 luggage sets, 305 towel sets and thousands of toiletries for emancipating foster youth in May.
WE ARE CHANGING THE FUTURE.

UNITED WAY’S BOLD NEW PATH

HOW IT ALL STARTED
Seven years ago, United Way embarked on a new path, creating United Way projects that brought local nonprofits together to work on some of our community’s most pressing issues. The projects were highly successful at enrolling children in health care, protecting children from abuse, helping foster youth succeed and helping teens stay in school.

A BIGGER VISION FOR CHANGE
Three years ago, United Way began laying the groundwork to begin three new projects in the areas of education, income and health. We also added a new element to reach beyond our own partnerships and vision for even bigger, lasting change. We developed a team of regional partners, including school districts, government, funders and more, to make dramatic improvements in our region’s education, income and health over the next seven to 10 years.

STEPPING OUT ON A BOLD NEW PATH
Working with our regional partners, United Way now oversees three projects: STAR Readers is improving third grade reading levels, working toward the regional goal of improving high school graduation rates; $en$e-Ability is helping people become financially literate, working toward the regional goal of improving household financial stability; and Fit Kids is decreasing childhood obesity, working toward the regional goal of reducing overall obesity and improving health.
STAR READERS

Ashlyn, normally a confident first-grader, never wanted to read out loud. Her mom brought her to STAR Readers partner Amador-Tuolumne Community Resources where she began tutoring and the mother-daughter duo began attending interactive literacy Family Fun Nights. Not long after, her reading improved. One night, her mom went to read to her, and Ashlyn took the book and said, “I can do this.” Ashlyn is well on her way to reading at grade level.

When children enter fourth grade reading at grade level, they are far more likely to graduate high school. In 2010-2011, we funded six nonprofit partners to focus on reading skills. As part of the bigger picture of increasing the high school graduation rates, the Regional Education Collaborative hosted a kickoff event with more than 130 community members and leaders in attendance.

2010–2011 STAR READERS SUCCESS:
★ Served 409 students
★ 42% reached the benchmark for reading in their grade level.
★ 100% of students were below their grade reading level when they began STAR Readers.

STAR READERS PARTNERS:
★ Amador-Tuolumne Community Resources
★ Boys & Girls Club of El Dorado County
★ Boys & Girls Clubs of Greater Sacramento
★ New Morning Youth & Family Services
★ Sacramento Children’s Home
★ Sacramento Chinese Community Service Center
Tony was placed in foster care at age 11 after enduring abuse from his parents. Through hard work, he submitted a successful application for his dream job: the California Conservation Corps summer program. But without transportation or money, navigating the complex hiring process seemed impossible. Thanks to Sense-Ability partner Child Abuse Prevention Council, Tony participated in the matched savings program and was hired in June, well on his way to becoming self-sufficient.

A quarter of households in our region are below the self-sufficiency standard, but the numbers are even higher for foster youth: 50 percent. In 2010-2011, we funded four nonprofit partners to provide financial literacy and coaching to individuals. We funded four additional nonprofit partners to focus on foster youth, providing financial literacy, life skills coaching and matched savings accounts. We also began expanding the Bank On program to our five-county region. The Bank On program is a public/private partnership of community members, financial institutions, nonprofits and local/state and government to offer free or low cost 1st and 2nd chance bank accounts for people who are unbanked.

2010-2011 Sense-Ability Success:
★ 87% of adults and 94% of foster youth demonstrated knowledge and use of budgets and financial information.
★ 82% of adults and 90% of foster youth have reduced their financial vulnerability.
★ 90% of foster youth have increased their self-sufficiency after emancipation.
★ Served 295 adults
★ Served 162 foster youth

Sense-Ability Partners:
★ Amador-Tuolumne Community Resources
★ Community Services Planning Council
★ Women’s Empowerment
★ Yolo Family Resource Center

Sense-Ability: Foster Youth Partners:
★ Amador-Tuolumne Community Resources
★ Child Abuse Prevention Council of Sacramento
★ Koinonia Family Services
★ New Morning Youth & Family Services
Mark’s dad may have diabetes, but Fit Kids partner YMCA of Superior California is doing everything it can to ensure Mark avoids the disease. Mark is participating in many YMCA programs, including eating healthy snacks, taking part in the FitnessGram physical fitness test, dodgeball, kick ball, tag and nutrition classes. And now he brings his newfound knowledge home to his family to help them make healthy choices.

Approximately 38 percent of California public school students are overweight, and more than 25 percent do not test “Healthy” in the FitnessGram physical fitness test. In 2010-2011, United Way funded four nonprofit partners to help kids get healthy. We also developed key partnerships with the River Cats and Intel’s Fun Run to showcase the great results of our program.

2010-2011 FIT KIDS SUCCESS:
★ Served 590 kids
★ 20% of students surveyed increased their knowledge about healthy nutrition and physical activity.
★ 70% of students surveyed exhibited better eating habits.
★ 88% of students tested increased the number of domains in their Fitness Gram© score.

FIT KIDS PARTNERS:
★ Child Abuse Prevention Council of Sacramento
★ Health Education Council
★ Sacramento Chinese Community Service Center
★ YMCA Superior California
OUR PARTNERS IN SUCCESS: CERTIFIED PARTNER AGENCIES

Each of our Certified Partner Agencies is a community-based, nonprofit health and human services organization that has met high standards for its ability to provide service to the community. Each agency goes through a rigorous certification process every year and must provide financial documents to demonstrate stability, viability and services to people in our five-county service area.

Certified Partner Agencies receive the exclusive benefits of being listed in our materials and on our website, giving presentations when we conduct workplace campaigns and being considered for funding in our focus areas.

2010–2011 CERTIFIED NONPROFIT PARTNERS

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<th>CODE</th>
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<th>COUNTIES SERVED</th>
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<tr>
<td>3094</td>
<td>Sacramento Food Bank &amp; Family Services</td>
<td>S</td>
<td>17.5%</td>
</tr>
<tr>
<td>3047</td>
<td>Sacramento Habitat for Humanity</td>
<td>S</td>
<td>17.8%</td>
</tr>
<tr>
<td>3095</td>
<td>Sacramento Life Center</td>
<td>E/P/S/Y</td>
<td>20.8%</td>
</tr>
<tr>
<td>7345</td>
<td>Sacramento Recovery House, Inc</td>
<td>A/E/P/S/Y</td>
<td>12.4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CODE</th>
<th>AGENCY NAME</th>
<th>COUNTIES SERVED</th>
<th>OVERHEAD</th>
</tr>
</thead>
<tbody>
<tr>
<td>3197</td>
<td>Sacramento Self Help Housing</td>
<td>E/P/S/Y</td>
<td>9.2%</td>
</tr>
<tr>
<td>9198</td>
<td>Sacramento Valley Teen Challenge, Inc</td>
<td>E/P/S/Y</td>
<td>22.2%</td>
</tr>
<tr>
<td>3219</td>
<td>Save Our Youth the Next Generations</td>
<td>S</td>
<td>0.0%</td>
</tr>
<tr>
<td>3105</td>
<td>Senior Center of Elk Grove, Inc</td>
<td>S</td>
<td>19.6%</td>
</tr>
<tr>
<td>3207</td>
<td>Senior L.I.F.E. Center</td>
<td>P</td>
<td>3.7%</td>
</tr>
<tr>
<td>3108</td>
<td>Sexual Assault and Domestic Violence Center</td>
<td>A/E/P/S/Y</td>
<td>14.0%</td>
</tr>
<tr>
<td>3153</td>
<td>Short Term Emergency Aid Committee</td>
<td>Y</td>
<td>4.0%</td>
</tr>
<tr>
<td>3173</td>
<td>Sierra Forever Families</td>
<td>A/E/P/S/Y</td>
<td>25.9%</td>
</tr>
<tr>
<td>3052</td>
<td>Snowline Hospice of El Dorado County, Inc</td>
<td>E/S</td>
<td>9.7%</td>
</tr>
<tr>
<td>3233</td>
<td>Society for the Blind</td>
<td>A/E/P/S/Y</td>
<td>25.5%</td>
</tr>
<tr>
<td>3112</td>
<td>St. John’s Shelter for Women and Children</td>
<td>S</td>
<td>19.6%</td>
</tr>
<tr>
<td>3155</td>
<td>Stanford Home for Children</td>
<td>S</td>
<td>33.6%</td>
</tr>
<tr>
<td>3156</td>
<td>Stanford Settlement Neighborhood Center</td>
<td>S</td>
<td>14.8%</td>
</tr>
<tr>
<td>3157</td>
<td>Suicide Prevention and Crisis Services</td>
<td>S/Y</td>
<td>4.8%</td>
</tr>
<tr>
<td>3004</td>
<td>The Arc of Amador and Calaveras</td>
<td>A</td>
<td>16.1%</td>
</tr>
<tr>
<td>3107</td>
<td>The Center for Violence-free Relationships</td>
<td>S</td>
<td>6.2%</td>
</tr>
<tr>
<td>3176</td>
<td>The Effort, Inc</td>
<td>E/P/S/Y</td>
<td>6.4%</td>
</tr>
<tr>
<td>5017</td>
<td>The Folsom Cordova Partnership</td>
<td>S</td>
<td>12.5%</td>
</tr>
<tr>
<td>3213</td>
<td>The Lazarus Project, Inc</td>
<td>P</td>
<td>10.9%</td>
</tr>
<tr>
<td>3166</td>
<td>The Salvation Army Sac Metro</td>
<td>S</td>
<td>18.7%</td>
</tr>
<tr>
<td>3116</td>
<td>Transitional Living &amp; Community Support, Inc (TLC, Inc)</td>
<td>S</td>
<td>14.5%</td>
</tr>
<tr>
<td>3240</td>
<td>Travelers Aid - Emergency Assistance Agency</td>
<td>S</td>
<td>2.0%</td>
</tr>
<tr>
<td>3117</td>
<td>Turning Point Community Programs</td>
<td>P/S/Y</td>
<td>11.9%</td>
</tr>
<tr>
<td>3193</td>
<td>UCP of Greater Sacramento</td>
<td>E/P/S/Y</td>
<td>10.1%</td>
</tr>
<tr>
<td>7505</td>
<td>Voluntary Legal Services Program of Northern California, Inc</td>
<td>E/P/S/Y</td>
<td>21.0%</td>
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<tr>
<td>3122</td>
<td>Volunteers of America, Greater Sacramento</td>
<td>P/S</td>
<td>23.9%</td>
</tr>
<tr>
<td>3065</td>
<td>WAVE, Inc</td>
<td>A/E/P/S/Y</td>
<td>27.7%</td>
</tr>
<tr>
<td>3148</td>
<td>WIND Youth Services</td>
<td>A/E/P/S/Y</td>
<td>23.4%</td>
</tr>
<tr>
<td>3242</td>
<td>Women’s Civic Improvement Club of Sacramento, Inc</td>
<td>S</td>
<td>14.5%</td>
</tr>
<tr>
<td>3243</td>
<td>Women’s Empowerment</td>
<td>P/S/Y</td>
<td>19.6%</td>
</tr>
<tr>
<td>4361</td>
<td>Woodland Youth Services</td>
<td>P/S/Y</td>
<td>6.5%</td>
</tr>
<tr>
<td>3194</td>
<td>YMCA of Superior California</td>
<td>E/P/S/Y</td>
<td>12.9%</td>
</tr>
<tr>
<td>3169</td>
<td>Yolo Community Care Continuum</td>
<td>P/Y</td>
<td>14.7%</td>
</tr>
<tr>
<td>3215</td>
<td>Yolo County CASA Program</td>
<td>Y</td>
<td>34.5%</td>
</tr>
<tr>
<td>3250</td>
<td>Yolo County Children’s Alliance</td>
<td>Y</td>
<td>10.7%</td>
</tr>
<tr>
<td>3236</td>
<td>Yolo Family Resource Center</td>
<td>Y</td>
<td>27.4%</td>
</tr>
<tr>
<td>3200</td>
<td>Yolo Family Service Agency</td>
<td>Y</td>
<td>8.3%</td>
</tr>
<tr>
<td>3172</td>
<td>Yolo Hospice, Inc</td>
<td>S/Y</td>
<td>13.5%</td>
</tr>
<tr>
<td>3127</td>
<td>Yolo Wayfarer Center</td>
<td>Y</td>
<td>10.2%</td>
</tr>
</tbody>
</table>
We step out boldly on a new path because we know our volunteer leadership has paved the way for lasting change. No matter the economic environment, we are positioned to produce very real results on some of our community’s most pressing issues.
2010–2011 BOARD OF DIRECTORS

United Way board members are elected to three-year terms. They meet monthly, participate on at least one committee and donate at the leadership level.

OFFICERS

John Johnson
Board Chair
Community Volunteer

Carolyn Mullins
Vice Chair
AT&T

Mark A. Hoag
Treasurer
United Corporate Furnishings

Steve Heath
Secretary/CEO
United Way California Capital Region
(non-voting officer)

CHAIR’S COUNCIL

John Johnson
Board Chair
Community Volunteer

Carolyn Mullins
Vice Chair
AT&T

Ranbir Ahdan
Ethics Representative
Trainor Fairbrook, Attorneys at Law

Mark A. Hoag,
Treasurer, Chair, Finance and Administration Committee,
United Corporate Furnishings

Dan Drummond
Chair, Agency Certification Committee
City of West Sacramento

David C. Wilson
Chair, Audit Committee
Grant Bennett Associates

Robert M. Harris, Ph.D.
Chair, Board Development and Nominating Committee
Capital Unity Council

Genevieve Shiroma
Co-Chair, Campaign Cabinet
SMUD Board of Directors

Pamela Stewart
Co-Chair, Campaign Cabinet
Cole Stewart Consulting

Richard Pan, M.D., M.P.H.
Chair, Impact Chair’s Council,
California Legislature

Teresa Halleck
Chair, Marketing and Communications Committee
The Golden 1 Credit Union

Lori Aldrete
Chair, Marketing and Communications Committee
ACS Quantum Strategies, LLC

Carolyn Mullins
Chair, Resource Development Committee
AT&T
OFFICERS

Ranbir Ahdan
Trainor Fairbrook Attorneys At Law

Lori Aldrete
ACS Quantum Strategies, LLC

Richard Blumenfeld
Community Volunteer

Diana Borroel
Borroel & Associates

David Bowen
Community Volunteer

Matthew Boyer
Dokken Engineering

Bill Camp
Sacramento Central Labor Council

Tammy Cyphert
Intel Corporation

Dan Drummond
City of West Sacramento

Jens Egerland
Accenture

Teresa Halleck
The Golden 1 Credit Union

Leo Hamill
Wells Fargo Private Bank

Robert M. Harris, Ph.D.
Institute for Advancing Unity

Steve Heath*
United Way California Capital Region

Chet Hewitt
Sierra Health Foundation

Kim Hewitt
IBM

Mark A. Hoag
United Corporate Furnishings

John Johnson
Community Volunteer

N. Douglas Kim
Community Volunteer

Lupe Mercado
CWA Local 9421

*denotes non-director
2010–2011 BOARD COMMITTEES

AGENCY CERTIFICATION
These volunteers set policy direction for certification, oversee the annual process and hear appeals from agencies denied certification.

Dan Drummond, Chair, City of West Sacramento
Jim Shetler, SMUD
Velma Sykes, Community Volunteer
Carolyn M. Turpin, Liberty Mutual Insurance Company

AUDIT
This committee hires and supervises our independent audit firms, and annually receives, reviews and accepts required audit reports.

David C. Wilson, CPA, CVA, Chair, Grant Bennett Associates
Robert M. Harris, Ph.D., Institute for Advancing Unity
Stirling R. Price, Community Volunteer
Allen R. Taylor, Business Development Consulting
Michael Welty*, CPA, Utonomy, Inc.

BOARD DEVELOPMENT
These volunteers recruit new board members and work to ensure the board has the capabilities it needs to fulfill its governance role.

Robert M. Harris, Ph.D., Chair, Institute for Advancing Unity
John Johnson, Community Volunteer
Jim Shetler, SMUD
Jerry Takehara, McGee & Thielen Insurance Brokers, Inc.

CAMPAIGN CABINET
This group of volunteers helps United Way build and maintain partnerships with employers who offer payroll giving options to their employees.

Genevieve Shiroma, Co-Chair, SMUD Board of Directors
Pam Stewart, Co-Chair, Cole Stewart Consulting
Diana Borroel, Borroel & Associates
Dan Drummond, City of West Sacramento
Rick Fowler*, The Community College Foundation
Jim Shetler, SMUD
Velma Sykes, Community Volunteer

MARKETING AND COMMUNICATIONS
These volunteers advise the organization regarding new ways to reach younger people and potential donors through nontraditional media efforts by bringing awareness of United Way’s Community Impact projects.

Lori J. Aldrete, Chair, ACS Quantum Strategies, LLC
Teresa Halleck, Chair, The Golden 1 Credit Union
Terry Myrrdin, Vice-Chair, Secretary of State
Jim Caster*, Eyefinity
John Hyde*, Consultant
Scott Ingram*, The Golden 1 Credit Union
N. Douglas Kim, Community Volunteer
Sara McKinley*, Sara McKinley Marketing Research Services
Jaynie Mitchell**, Allied/Nationwide Insurance
Monica Nainsztein Rodriguez*, SpanishOne Translations

FINANCE AND ADMINISTRATION
This committee oversees the annual operating budget, banking relationships and personnel matters. The Human Resources & Compensation Subcommittee handles executive compensation and the annual CEO review.

Mark A. Hoag, Chair, United Corporate Furnishings
Richard B. Young, Vice Chair, State Street Bank and Trust
Richard Blumenfeld, Community Volunteer
Richard Boge*, Community Volunteer
John Johnson, Ex Officio, Community Volunteer
Stirling Price*, Community Volunteer
Kathie Sowa, Bank of America

Pamela Stewart, Cole Stewart Consulting
David C. Wilson, CPA, CVA, Grant Bennett Associates

RESOURCE DEVELOPMENT
These volunteers work with staff to oversee fundraising policies and models.

Carolyn Mullins, Chair, AT&T
John Johnson, Community Volunteer
Allen R. Taylor, Business Development Consulting
Carolyn M. Turpin, Liberty Mutual Insurance Company

*denotes non-director
2010–2011 COMMUNITY IMPACT COUNCILS

The Community Impact Councils oversee United Way’s three Community Impact projects that help raise high school graduation rates, improve household financial stability and decrease obesity.

IMPACT CHAIR’S COUNCIL
Dr. Richard Pan, Chair, Impact Chairs Council, California Legislature
Dave Bowen, Co-Chair, Income Impact Council, Community Volunteer
Terrance Davis, Co-Chair, Income Impact Council, City of Sacramento
Chet Hewitt, Co-Chair, Income Impact Council, Sierra Health Foundation
Kim Hewitt, Co-Chair, Education Impact Council, IBM
Jim McDaniel, Co-Chair, Education Impact Council, Allied/Nationwide Insurance
David C. Wilson, Co-Chair, Health Impact Council, Grant Bennett Associates

INCOME: $ENSE-ABILITY
Dave Bowen, Co-Chair, Community Volunteer
Terrance Davis, Co-Chair, City of Sacramento
Chet Hewitt, Co-Chair, Sierra Health Foundation
Mary Hogarty, Citi Community Development
Donna Jackson, Umpqua Bank
Jane O’Holleam, Community Volunteer
Nancy O’Loan, Consultant Financial Services
Rick Russell, Allied/Nationwide Insurance
Sheila Silan, El Dorado County Office of Education
Sandra K. Silva, Delta Dental of California
Rae-Nani Stokes, Nonprofit Consultant
Carlos Thomas, Infor
DeAnne Thornton, Turnstone Consulting Group

EDUCATION: STAR READERS
Kim Hewitt, Co-Chair, IBM
Jim McDaniel, Co-Chair, Allied/Nationwide Insurance
Hur Khan Allen, Department of Health Care Services
Marianne Bird, 4-H Youth Development
Matt Boyer, Dokken Engineering
Dave Cable, Bank of America
Deborah Jones, Big Brothers Big Sister of of El Dorado County
Janice Kelly, Community Volunteer
Mark Joske, AT&T
Sandra Kataoka, IBM
Bina Lefkovitz, Sacramento County County Office of Education
Suzanne Mayes Linville, Valley Vision
Lois Mendoza, Sacramento County Office of Education
Toni Newman, Sacramento City College
Joyce Stone, Amador Child Care Council
Lisa Thee, Rexel

HEALTH: FIT KIDS
David C. Wilson, Co-Chair, Grant Bennett Associates
Victor Bonanno, Sacramento Employment and Training Agency
Julie Gallelo, First 5 Yolo
Michele Hobza, Community Volunteer
Marty Keale, Capitol Community Health Network
Ruth Miller, Wraith, Scarlett and Randolph Insurances
Debra Payne, First 5 Sacramento
Ajay V. Pandurangi, Intel Corporation
Carole Pirruccello, Yolo County Health Council
United Way’s community partners continue to donate generously, both as organizations and as employees, despite shrinking budgets and staff. Though 40 percent of California’s lost jobs were in the Sacramento area, our community partners continue to serve an integral role in ensuring we build strong, healthy, compassionate communities in challenging times.
EMPLOYER PHILANTHROPY

United Way proudly partners with 700 employers that give their employees the opportunity to LIVE UNITED every day and are dedicated to making our community stronger, healthier and more compassionate. Each year, we honor the top 50 corporations that demonstrated their commitment to workplace philanthropy and our community by making financial contributions above and beyond their employees’ gifts.

2010-2011 TOP 50 CORPORATE GIFTS

1. Intel Corporation
2. Allied/Nationwide Insurance
3. State Street
4. AT&T
5. Enterprise Rent-A-Car
6. Costco Wholesale
7. Delta Dental
8. USAA Foundation
9. UPS
10. jc penney
11. Bank of America
12. Campbell Soup
13. Comcast
14. Pitney Bowes Corporation
15. Microsoft Corporation
16. Principal Funds
17. NuStar Energy
18. ACCO Engineered Systems
19. Agilent Technologies
20. Procter & Gamble
21. Hewlett Packard
22. Macy’s
23. PMC Sierra
24. Abbott Laboratories
25. FedEx
26. Wells Fargo Bank
27. State Farm
28. Dr. Pepper Snapple Group
29. C&S Wholesale Grocers
30. United Corporate Furnishings
31. Guide One Insurance
32. Best Buy
33. Xerox Corporation
34. IDEXX Laboratories, Inc.
35. Merck & Company
36. Union Pacific Railroad
37. Alpine Engineered Products
38. Greenheck Fan Corporation
39. Randall Group/CTL Management
40. Monsanto - Calgene
41. Genworth Financial
42. NAPA Distribution Center
43. Andersen Logistics LLC
44. H. B. Fuller Company
45. Rippey Corporation
46. Pfizer Inc.
47. Valero Energy Corporation
48. Cessna Citation West Coast
49. Allstate Insurance Company
50. Eli Lilly & Co.
EMployee Workplace Giving

Thousands of employees across our five-county region LIVE UNITED by generously donating through their paychecks to make a difference in the community. Each year, we honor the top 100 organizations with the highest dollar amount of employee gifts. In order, they are:

2010-2011 TOP 100 WorkPlace GIVING CAMPAIGNS
1. Intel Corporation
2. AT&T
3. Wells Fargo Bank
4. Department of Corrections and Rehabilitation
5. California Highway Patrol
6. Department of Transportation
7. UPS
8. Franchise Tax Board
9. SMUD
10. State Board of Equalization
11. Bank of America
12. Allied/Nationwide Insurance
13. CalPERS
15. Department of Motor Vehicles
16. Employment Development Department
17. Department of Water Resources
18. IBM
19. Macy’s
20. Department of Health Care Services
21. Department of General Services
22. Nordstrom
23. State Street
24. Costco Wholesale
25. County of Sacramento
26. Department of Education
27. Elk Grove Unified School District
28. Water Resources Control Board
29. California State Controller’s Office
30. Attorney General - Department of Justice
31. Department of Social Services
32. FedEx
33. Air Resources Board
34. California State University - Sacramento
35. Deloitte & Touche
36. Kaiser Permanente
37. Target
38. Accenture
39. Office of Technology Services
40. Office of the State Treasurer
41. Department of Consumer Affairs
42. California State Teacher’s Retirement System
43. Campbell Soup
44. California Department of Public Health
45. Delta Dental
46. Secretary of State
47. Department of Finance
48. Department of Food and Agriculture
49. Department of Toxic Substances Control
50. The Golden 1 Credit Union
51. Comcast
52. California State Parks
53. GenCorp
54. United Way California Capital Region
55. USAA
56. California Integrated Waste Management Board
57. Office of the Legislative Counsel
58. Care Innovations
59. Procter & Gamble
60. Department of Rehabilitation
61. Department of Fish and Game
62. California Energy Commission
63. US Bank
64. Department of Housing and Community Development
65. jc penney
66. Twin Rivers Unified School District
67. Department of Veterans Affairs
68. NuStar Energy
69. California State Prison, Sacramento
70. Department of Mental Health
71. City of Sacramento
72. Office of State Health Planning and Development
73. Union Pacific Railroad
74. Johnson & Johnson, State Government
75. Department of Child Support Services
76. ACCO Engineered Systems
77. The California National Guard
78. California State Library
79. Community Colleges Chancellor’s Office
80. Department of Managed Health Care
81. Department of Conservation
82. Commission on Peace Officer Standards & Training
83. Department of Developmental Services
84. Department of Forestry & Fire Protection
85. Bureau of State Audits
86. Office of Systems Integration
87. Department of Pesticide Regulation
88. California Emergency Management Agency
89. Department of Insurance
90. United Corporate Furnishings
91. Department of Personnel Administration
92. Abbott Laboratories
93. State Compensation Insurance Fund
94. Best Buy
95. Pitney Bowes Corporation
96. Department of Alcohol and Drug Programs
97. State Compensation Insurance Fund
98. State Farm
99. Mule Creek State Prison
100. California Housing Finance Agency
NEW WORKPLACE GIVING CAMPAIGNS

We were proud to kick off new United Way workplace giving campaigns with several local companies.

2010-2011 NEW WORKPLACE GIVING CAMPAIGNS
Agrium
ASC Profiles
California Homeland Security Exercise & Evaluation Program
Care Innovations
Caterpillar
CoBank
Drexel University
Ecolab Inc.
Equifax
Farmers Insurance
GlaxoSmithKline
Greenheck Fan Corporation
Hershey Chocolate CA, Inc.
Horizon Air
Ingram Micro
Jacobs Engineering Group, Inc.
Moss Adams
O’Reilly Auto Parts
Safelite Autoglass
TriWest Healthcare Alliance
Varian Medical System

LOANED EXECUTIVE PROGRAM

United Way is fortunate to partner with generous companies that not only donate money, they donate full-time employees for several months to help us work on our giving campaign each fall. We also partner with state employees to work on the California State Employees Charitable Campaign, which we manage. We also have retired employees return to work on the campaigns. Each loaned executive receives training, public speaking skills and the unique opportunity to work directly with donors in our region.

2010-2011 LOANED EXECUTIVES: UNITED WAY GIVING CAMPAIGN
Melody DiNicola, FedEx
Aquanetta Gordon, SMUD
Drew Haydu, SMUD

2010-2011 LOANED EXECUTIVES: CALIFORNIA STATE EMPLOYEES CHARITABLE CAMPAIGN
Tom Burns, Retired
Jim Clevenger, Retired
Officer Arnold Hardy, California Highway Patrol
Eileen Metzger, Retired
Karen Miller, Employment Development Department
Lorrie Wilson, Department of Transportation

HONORING OUR COMMUNITY PARTNERS

Each year, United Way gives awards to our community partners who go above and beyond the call of duty to ensure a successful giving campaign.

2010-2011 SPECIAL RECOGNITION AWARDS
Spirit of California Award: Nordstrom
Million Dollar Campaign Club Award: Intel Corporation
Employee Campaign Coordinator of the Year Award (small company): Nerlhuys Wetzel, Proctor & Gamble
Employee Campaign Coordinator of the Year Award (large company): Dave Smith & Kevin Hoikka, Allied/Nationwide Insurance
Campaign Increase Award (small company): Dr. Pepper Snapple Group
Campaign Increase Award (large company): Comcast

2010-2011 STAR AWARDS
Outstanding Campaign Event: SMUD
Outstanding Corporate Partner: AT&T
Outstanding Campaign Techniques: Costco Roseville
Outstanding Campaign Committee: Napa Auto Parts
Outstanding New Campaign: Greenheck Fan

HONORING STATE EMPLOYEES

United Way California Capital Region manages the California State Employees Charitable Campaign, which would not exist without the many dedicated state employees who continue to give generously to nonprofits across the state. Each year, we honor the state employees who have worked exceptionally hard on the campaign.

2010-2011 SPIRIT OF CALIFORNIA AWARDS
Outstanding Sponsor: Accenture
Outstanding Participation Increase: State Board of Equalization
Outstanding Participation Increase: Northern California Youth Correctional Center
Outstanding Participation Increase: New Motor Vehicle Board
Outstanding Per Capita Giving: Agricultural Labor Relations Board
Outstanding Per Capita Giving: State Treasurer’s Office
Outstanding Per Capita Giving: State Water Resources Control Board
Outstanding Volunteer: Karen Baker, Secretary of Service and Volunteering, 2010-2011 CSECC Chair
500K Eureka Society: Department of Transportation
500K Eureka Society: California Highway Patrol
DEDICATED DONORS:
REACHING DEEPER TO TRANSFORM LIVES

United Way donors have long recognized the important role we, and our partners, play in addressing some of our community’s most pressing issues. Though unemployment has risen higher and bank account balances have sunk lower, our donors have remained steadfast and reached even deeper to make a difference in our community.
TOCQUEVILLE SOCIETY

The United Way Tocqueville Society was formed in 1984 to honor our profoundly generous donors who devote their time, talent and resources to United Way. Tocqueville Society members create long-lasting change by helping United Way create a better life for everyone in our community. Each 2010-2011 Tocqueville Society member gave at least $10,000 through United Way that year.

2010-2011 TOCQUEVILLE SOCIETY MEMBERS

David Anderson ..................................... ACCO Engineered Systems
Louis J. Burns ....................................... Care Innovations
Donghui Cai and Sue Tang ................................ Intel Corporation
Bill Camp ............................................ Sacramento Central Labor Council
Lance C. Chaney ...................................... Intel Corporation
Daniel and Donna Cheng ......................... Intel Corporation
Dr. Bradley E. and Donna R. Chipps ........... Capital Allergy and Respiratory Disease
Dorr J. and Joy Clark ................................ Intel Corporation
Colleen E. Crowley ................................ Intel Corporation
Lynne and Glenn Cunningham .................... Cunningham Associates
Peter and Jennifer DeMello ....................... State Street
Anthony and Melissa DiProsper .................. Intel Corporation
Keith and Char Donnermeyer ..................... Deloitte & Touche LLP
Michael Dyck ....................................... Intel Corporation
Carlene Ellis and Diane Anderson ................ Intel Corporation
Angela Gill .......................................... Intel Corporation
Mark A. Hoag and Robin A. Kren ................. United Corporate Furnishings
Keith and Susan Irwin ................................ Enterprise Rent-A-Car
John and Kristine Johnson ......................... Intel Corporation
Sarah and Jim Johnson ............................. Intel Corporation
Steven C. Kaspick ................................ Intel Corporation
Jeff and Jennifer Marchek ......................... Intel Corporation
Hope and Chandra Merritt III .................... Intel Corporation
Philip and Susan Muse ............................ Intel Corporation
Kurt M. Nelson ..................................... Intel Corporation
Lesley Artyrn Burke ................................. Intel Corporation
Don and Nicki Nix .................................. Intel Corporation
Robert and Jane O’Hollearn ...................... Allied / Nationwide
Rex Opin ............................................ Intel Corporation
Dawn E. Palmer .................................... Accenture
David Peterson ..................................... Intel Corporation
Ben and Amber Pryor ............................... Intel Corporation
Robert S. Reinhard ................................ State Board of Equalization
Scott M. Schoenborn ............................... Allied / Nationwide
Jan Schori .......................................... Downey Brand Attorneys LLP
Genevieve A. Shiroma ............................. SMUD’s Board of Directors
Joseph and Kathie Sowa ............................ Bank of America
Robert Spitz ........................................ State Street
Stan and Pam Stewart ............................. Cole Stewart Consulting
Thomas Sutera ..................................... Intel Corporation
Tracy Taylor ........................................ Intel Corporation
Ram and Vijaya Vasantharam ................. Intel Corporation
Chris L. Wagner .................................. Intel Corporation
Jon and Betty Williams ......................... Deloitte & Touche
Rick and Meg Young ............................. State Street
Anonymous (8) .......................................

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WOMEN IN PHILANTHROPY

United Way’s Women in Philanthropy brings women together to foster the future, preparing foster youth for a successful adulthood. A dynamic group of businesswomen, homemakers and community leaders, Women in Philanthropy members raise funds, hold drives and provide trainings focused on helping foster youth rise to their dreams. The group also is a partner in United Way’s $en$e-Ability project, helping foster youth become financially self-sufficient through financial literacy courses and individual development accounts that provide a matched savings program.

2010-2011 WOMEN IN PHILANTHROPY MEMBERS

Leadership Council
Lisa Watts, Chair
Sheila Boxley
Carol Burger
Kimberly Cox
Kris Johnson
Teresa Tri

Honorary Committee
Char Donnermeyer
Donna R. Chipps
Tamar Garrett
Kathleen Kennedy Townsend
Jane O’Hollearn
Carol Wolfe

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NEXT PHASE

In 2010-2011, United Way launched a new initiative called Next Phase. Designed for individuals who have retired or are close to retiring, Next Phase members make personal contributions of time, expertise and gifts to advance the common good. This is the ideal way for retirees to stay connected to the community beyond typical workplace giving.

PHILANTHROPY

Members have the opportunity to volunteer their time and are encouraged to offer their expertise when engaging the community. Special opportunities for volunteerism are designed specifically with Next Phase members in mind for the full benefit of our community.

SOCIAL INITIATIVES

With special social events and activities, Next Phase members can remain an active part of our community and thrive in their new adventure.

INVENTIVE WORKSHOPS

Challenging the traditional ideas of retirement, special workshops are designed for participants to rethink and reinvent retirement on their own terms. Through local organizations, Next Phase workshops will help prepare for the next stages of life through self-assessment and discovery, planning for transitions and equipping members with resources.

PLANNED GIVING

United Way launched a planned giving initiative to help people determine how they can leave their legacy through United Way. Through estate gifts, retirement plans, gifts of stock and life insurance, community members can help United Way reach its goal to one day eliminate all overhead expenses and be self-sufficient through its foundation.

In 2010-2011, United Way began planning free estate planning seminars covering an introduction to estate planning, the need for a will, planning for disability and incapacity, probate, living trusts, inheritance planning and estate tax planning.
LEADERSHIP GIVERS

United Way's Leadership Givers LIVE UNITED by example, joining hands with other leaders in the community to create lasting change on the issues they are most passionate about. They receive invitations to special events and network with top community leaders and philanthropists while learning about our community’s most pressing issues. Each 2010-2011 Leadership Giver donated at least $1,000 through United Way that year.

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Chad Linnenbrink ............................................. Intel Corporation
Suzanne Listar ................................................ Intel Corporation
Merri Litka ..................................................... Employment Development Department
Chris P. Littlejohn ........................................... Enterprise Rent-a-Car
Sot Loetscher ................................................ California Highway Patrol
Ronald B. Legsdon ............................................. SMUD
Stephani and Ken Long ..................................... Deloitte & Touche
Jeff A. Loose ................................................... Intel Corporation
E. L. Lopez ................................................... Department of Social Services
Javier Lopez .................................................. Nordstrom, Arden
Douglas Lovell ................................................ Kitchell Corporation
Hal Lovell ....................................................... Board of Equalization
Betty H. Lucas ................................................ SMUD
Donna R. Lum ................................................ State and Consumer Services Agency
Erich H. Lutkemuller ......................................... Allied / Nationwide
Cuong Luu and Huong Doan ................................ Intel Corporation
David Lynch ................................................... County of Sacramento
Thomas F. Lyons Jr .......................................... SMUD
Rebecca MacDonald ......................................... Enterprise Rent-a-Car
Ligia L. Machado ............................................. PricewaterhouseCoopers
Jeanne M. Machado-Derdow ............................. Department of Health Care Services
John Maddux ................................................... Intel Corporation
John Mahvi ................................................... Intel Corporation
Kimberley A. Malm .......................................... CalPERS
Elliott J. Mandell ............................................ Dept of Housing and Community Developmnt
Dean Mann ..................................................... UPS
Randy L. Manowski ......................................... SAFE Credit Union
Sarah J. Mansfield ........................................... CalPERS
Cather Marcey ................................................ Intel Corporation
Margaret North  ........................................... Allied / Nationwide
Darrell and Mary Norris  ...................................... Intel Corporation
Vincent A. Noyes  .................................................... SMUD
Tamara L. O’Brien  ........................................... Sacramento County Office of Education
K. K. Olgilvie  ........................................... California State Library
Robert and Jane O’Hollean  ........................ Allied / Nationwide
Thomas Okamoto  ........................................... Intel Corporation
Rex Olpin  ............................................... Intel Corporation
Thomas L. O’Neil  ........................................... Microsoft Corporation
Arlen R. Orchard  ........................................... SMUD
Mark and Karen Oslund  ...................................... Intel Corporation
Jean O’Sullivan  ........................................... Allied / Nationwide
Lee and Linda Overstreet  ...................................... PricewaterhouseCoopers
Lisa H. Pae  ............................................... State Street
Steven Paes  ............................................... Intel Corporation
Devin Paine  ............................................... Intel Corporation
Dawn E. Palmer  ........................................... Accenture
Joe A. Panara  ........................................... Dept of Corrections and Rehabilitation
M. Paparian  ........................................... Office of the State Treasurer
Vanessa A. Papotto  ........................................... Department of Real Estate
Cherie Parsons  ........................................... United Way California Capital Region
Richard Parlhow  ........................................... Campbell Soup
Mukti Patel  ........................................... PricewaterhouseCoopers
Kevin D. Paxton  ........................................... Allied / Nationwide
Stephanie Pearson  ........................................... Intel Corporation
Karen L. Percy  ........................................... Intel Corporation
Mary Perez  ........................................... Franchise Tax Board
John Perez-Arcuri  ........................................... Employment Development Department
Ray Perry  ........................................... Union Pacific Railroad
Adam C. Peterson  ........................................... Intel Corporation
David Peterson  ........................................... Intel Corporation
Greg Peterson  ........................................... Intel Corporation
Dennis Petrie  ........................................... Employment Development Department
David A. Phillips  ........................................... City of Sacramento
Kevin Phillips  ........................................... Intel Corporation
Peggy Phillips  ........................................... Intel Corporation
Sam and Bonnie Phillips  ...................................... Intel Corporation
C E Philpot  ........................................... Department of Transportation
Quang-Le Phung Trinh  ........................................... Intel Corporation
Margie Piercy  ........................................... Allied / Nationwide
Marcus and Tonya Piper  ...................................... Intel Corporation
Janice H. Pope  ........................................... Employment Development Department
Gerald and Gail Pagoniler  ...................................... Intel Corporation
Michael Poinier  ........................................... NuStar Energy
Gerald A. Pollock  ........................................... Public Employment Retirement Fund
Howard and Janice Posner  .................................................... SMUD
Randy M. Pottle  ........................................... CalPERS
Debra Prairie  ........................................... CoBank
Skanda Prasad  ........................................... Intel Corporation
Patricia E. Preslar  ........................................... Water Resources Control Board
Jason Presto  ........................................... UPS
Stirling B. Price Jr  ........................................... Andersen LLP
Steven H. Propp  ........................................... CalPERS
Ben and Amber Pryor  ........................................... Intel Corporation
Diane V. Pulley  ........................................... Dept of Corrections and Rehabilitation
Braderick D. Qualls  ........................................... California Highway Patrol
Robert K Quick  ........................................... Enterprise Rent-a-Car
David Quinn  ........................................... Accenture
David A. Ramey  ........................................... Intel Corporation
Shishpal and Hemangi Rawat  ...................................... Intel Corporation
Rebecca Rawson  ........................................... Wells Fargo Bank
Elizabeth Ray  ........................................... Dept of Corrections and Rehabilitation
Roy Raymond  ........................................... Intel Corporation
Linda Reed  ........................................... Employment Development Department
Starine & Alexandra Reese  ...................................... United Way California Capital Region
Thomas Reese  ........................................... Allied / Nationwide
Eileen M. Reilly  ........................................... State Street
Robert S. Reinhard  ........................................... Board of Equalization
Michael J. Reynolds  ........................................... Intel Corporation
Dick L. Rhoads  ........................................... Sacramento Valley Teen Challenge
Charles A. Rich  ........................................... Water Resources Control Board
Dan O. Rich  ........................................... Department of Consumer Affairs
Jeffrey Richardson  ........................................... Macy’s
Robert A. Robertson  ........................................... Intel Corporation
Adlert Robinson  ........................................... County of Sacramento
Leonard Robinson  ........................................... Department of Toxic Substances Control
Charles Rebeck  ........................................... Superior Court of California
Noreen Roche Carter  ........................................... SMUD
V. Rodela-Flake  ........................................... Board of Equalization
E. Rodriguez  ........................................... Fair Political Practices Commission
Vonrand MaryAnn Rohrbach  ...................................... Allied / Nationwide
John Roller  ........................................... NuStar Energy
George Romanowski  ........................................... GlaxoSmithKline
Manuel A. Romero  ........................................... Department of Social Services
Robert P. Romero  ........................................... jcpenney
Michael Ronan  ........................................... Bank of America
Brenda M. Roper  ........................................... Department of Motor Vehicles
Evelyn S. Rosa  ........................................... Office of Technology Services
Najia Rosales  ........................................... Office of the State Treasurer
R. M. Rose  ........................................... Ca State Teacher’s Retirement System
Tig Anderson  ........................................... Employment Development Department
Frances T. Robish  ........................................... Public Employment Retirement Fund
Dirk A. Ruinard  ........................................... Enterprise Rent-a-Car
K. Ruiz  ........................................... CalPERS
John P. Rusteika  ........................................... SMUD
Bill and Linda Sadler  ........................................... Intel Corporation
David K. Saika  ........................................... Department of Motor Vehicles
Krishnan Swaminathan  ........................................... Intel Corporation
Edwon Salazar  ........................................... Nordstrom, Arden
Tracy K. Sanbrano  ........................................... Enterprise Rent-a-Car
James R. Sandberg-Larsen  ...................................... Bureau of State Audits
Gary Sandoval  ........................................... County of Sacramento
Helen Sanford ............................................. Nordstrom, Arden
Laura A. Sanz ........................................... County of Sacramento
L. Sapaden ................................................... Emergency Medical Services Authority
Vijay Sar-Dessai .......................................... Intel Corporation
Justin Schade ............................................. Intel Corporation
Kathleen C. Schafer ........................................... California Department of Public Health
Cynthia A. Schiada ........................................... California State Employees Association
Courtney J. Schlenker ........................................... Enterprise Rent-a-Car
David H. Schmidt ................................................. CalPERS
Scott M. Schoenborn ........................................... Allied / Nationwide
J. S. Schoff ..................................................... Department of Transportation
Jan Schori ..................................................... Downey Brand Attorneys LLP
Dianne Schroeder ................................................. Employment Development Department
James P. Schuknecht ........................................... Department of Motor Vehicles
Brian & Cindy Schull ........................................... Intel Corporation
Steve Schwartz ..................................................... Monsanto – Calgene
A. M. Scott ..................................................... Department of Consumer Affairs
Brian Scott ..................................................... Intel Corporation
Christopher C. Scott ........................................... State Street
D. Scott .......................................................... Ca State Teacher’s Retirement System
Floyd Scott ..................................................... Intel Corporation
Linda L. Sebastiani ............................................. Judicial Council
Julie Seitz ..................................................... Principal Funds
Sarah R. Sepulveda ........................................... Department of Motor Vehicles
Dr. Vanessa Sheared ........................................... California State University Sacramento
Michael S. Sheely ..................................................... SMUD
James C Shelby ................................................. California Gambling Control Commission
K. Shepard ..................................................... Office of Systems Integration
Jeanie L. Sherrard ............................................. Franchise Tax Board
James R. Shetler ..................................................... SMUD
Grace K. Shin ..................................................... Enterprise Rent-a-Car
Jean M. Shiomoto ........................................... Department of Motor Vehicles
Genevieve A. Shroma ........................................... Agricultural Labor Relations Board
Scott Shortridge ..................................................... UPS
Edward Shuman ..................................................... Intel Corporation
Kurt W. Silberstein ................................................. CalPERS
Yaroslav Silchuk ..................................................... State Street
Melanie Sill ..................................................... The Sacramento Bee
Sheryl Silva ..................................................... Macy’s
Ronald Silvas ..................................................... Intel Corporation
Todd E. Silver ..................................................... Intel Corporation
Singh Family ..................................................... Air Resources Board
Joseph Skowron ..................................................... State Street
Portia E. Eliand ..................................................... SMUD
Alexander Smith ................................................. Intel Corporation
Afton Smith ..................................................... Bank of America
C. E. Smith ..................................................... California Highway Patrol
David H. Smith ..................................................... Allied / Nationwide
Jim & Shirley Smith ........................................... Enterprise Rent-a-Car
Terry Smith ..................................................... Intel Corporation
Sandra Smoley, R.N. ........................................... The Sandy Smoley Group
Beth Snyder ..................................................... Department of Mental Health
David Sovie ..................................................... Accenture
Joseph and Kathie Sowa ........................................... Bank of America
Kerry L. Speakman ................................................. Wells Fargo Bank
Staci Speier ..................................................... Enterprise Rent-a-Car
Robert Spitz ..................................................... State Street
Robert Stanley ..................................................... County of Sacramento
Darin Starkey ..................................................... Intel Corporation
Tawnia L. Starr-Contreras ........................................... Office of the State Treasurer
Anne Stausboll ..................................................... CalPERS
Alan and Karen Stead ........................................... Intel Corporation
Vernon Steele Jr. ..................................................... Boeing Company
Douglas J. Stevens ..................................................... Allied / Nationwide
Erynn Stevenson ..................................................... Nordstrom, Roseville
Stan and Pam Stewart ........................................... CPS Human Resource Services
Patricia Steltz ..................................................... Wells Fargo Bank
Kent Stone ..................................................... U S Bank
Roger L. Stoughton ................................................. Public Employment Retirement Fund
Jean M. Stribling ................................................. Public Employment Retirement Fund
Kathryn I. Stricklen ........................................... Enterprise Rent-a-Car
Kelly Stults ..................................................... Intel Corporation
Mary Sullivan-Trivett ........................................... Nordstrom, Arden
J. Summers ..................................................... CalPERS
Lindy SummersBair ........................................... Department of Health Care Services
Angelina Supat ..................................................... Nordstrom, Arden
Thomas Sutera ..................................................... Intel Corporation
J. Symkowski ..................................................... Managed Risk Medical Insurance Board
Lee and Carol Tager ..................................................... Brent and Carla D. Takemoto
Josie S. Talamantez ........................................... California Arts Council
Sanjay S. Talreja ..................................................... Intel Corporation
Charlene Tapia ..................................................... California Conservation Corps
Antonio Tarango ..................................................... Intel Corporation
Allen Taylor and Marg Graf ........................................... Business Development Consulting
Jane G. Taylor ..................................................... California Building Standards Commission
N. Taylor ..................................................... California Highway Patrol
Tracy Taylor ..................................................... Intel Corporation
Victor L. Teal ..................................................... The California National Guard
Lori & Paul Tecson ..................................................... FedEx
Greg Tharpe ..................................................... Intel Corporation
Rajini Dasyam ..................................................... Intel Corporation
William Thompson ..................................................... Intel Corporation
William Thoria ..................................................... Golden 1 Credit Union
Terece Thurston ..................................................... FedEx
James Tiffany ..................................................... Allied / Nationwide
Robin and Stephen Tipton ........................................... Intel Corporation
Sean Tobin ..................................................... Enterprise Rent-a-Car
Brett A. Todd ..................................................... Enterprise Rent-a-Car
Leland Tom ..................................................... Asian Pacific Community Counseling
Jaiy Tor ..................................................... Secretary of State
Juan Torres ..................................................... Senate Rules Committee
Mcquinn Travis ..................................................... Procter & Gamble
Teresa Travis ..................................................... Procter & Gamble
Organized labor and working families have made a powerful, positive impact on our community. Of the top 100 local workplace giving campaigns we manage, 80 are in partnership with employers who have work groups represented by organized labor.
THE COMMUNITY SERVICES LIAISON PROGRAM

United Way California Capital Region proudly participates in the Community Services Liaison Program, a nationwide program of support for and by organized labor. Our program is dedicated to linking state labor federations and central labor councils with United Way. Through this program, unions and their members receive direct support in difficult times, as well as assistance with community engagement through contributions and volunteerism.

We work with all unions, whether they are part of the American Federation of Labor-Congress of Industrial Organizations, Change 2 Win or independent local unions. That amounts to about 110 local unions representing more than 171,000 members affiliated with the Coalition of Organized Labor, the Sacramento Central Labor Council, the Sacramento-Sierra Building and Construction Trades Council and independent unions.

We also are available to provide services to thousands of union members from Fresno to Oregon in areas served by other United Ways not large enough to have their own liaison program.

WHEN THE PAYCHECK STOPS

Our When the Paycheck Stops program gives laid-off union employees the necessary guidelines on how to obtain benefits, how to manage personal and household finances, how to find a new job and other vitally important tips. Because our program has been highly successful, other United Way offices have requested permission to print our materials. The materials are available in print through our office or can be downloaded from our website.

FORE COMMUNITY IMPACT GOLF TOURNAMENT

One of the highlights of the year for the labor community involved with the United Way giving campaign has become the Fore Community Impact Golf Tournament, which is organized by the labor community and benefits the United Way campaign.

UNITED WAY’S 3RD ANNUAL LIVE UNITED TOILET PAPER DRIVE

The labor community played a big “roll” in this year’s Toilet Paper Drive that helps nonprofits offset costs for this staple and instead put more money into programs. Five of the top 20 toilet paper donors were labor unions, including the top donor – SEIU Local 1,000 donating more than 10,000 rolls.

CORE PRINCIPLES

★ To activate and build on the strength and capacities of workers to create stronger, healthier, more compassionate communities.
★ To develop new and existing relationships between workers, unions and community-based organizations.
★ To promote and support community leadership and to concentrate on an agenda that encourages local definition, creativity and hope.

TRIBUTE TO TOM LAWSON

Our community lost a great friend this year. Our AFL-CIO Community Services Liaison Tom Lawson lost a valiant struggle with cancer on March 22, 2011, but his spirit lives on in the thousands of lives he touched throughout his career. Tom created Operation Christmas Basket so that hundreds of out-of-work union families could receive food and toys. He also developed the When the Paycheck Stops booklet to help union families cope with job losses – a staple when the economy worsened. Respected inside and outside the labor community, Tom was a passionate advocate for working families and is greatly missed.

Not long after, we welcomed Greg Larkins as our new Community Services Liaison. Though he has big shoes to fill, he has already proven himself to be competent and heartfelt in his service to union families.
United Way has worked harder than ever to keep the trust of all of our partners — nonprofits, community members, businesses and more. Honoring donor choice continues to be our highest priority.

Transparency is the key to trust, so we are pleased to offer this condensed version of our audited financial statements for your review. Our complete financials are available at www.yourlocalunitedway.org.
2010–2011 FUNDRAISING RESULTS

Total dollars raised:

$11,804,980

Designated donations:

62.74%

United Way donations:

37.26%
UNITED WAY CALIFORNIA CAPITAL REGION

FINANCIAL STATEMENTS WITH INDEPENDENT AUDITOR’S REPORT

YEARS ENDED JUNE 30, 2011 AND 2010
# UNITED WAY CALIFORNIA CAPITAL REGION

## TABLE OF CONTENTS

**JUNE 30, 2011 AND 2010**

<table>
<thead>
<tr>
<th>PAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Independent Auditor’s Report</td>
</tr>
</tbody>
</table>

**Financial Statements:**

- Statements of Financial Position | 2 |
- Statements of Activities | 3 |
- Statement of Functional Expenses | 4 |
- Statements of Cash Flows | 6 |

**Notes to Financial Statements** | 7 |
INDEPENDENT AUDITOR’S REPORT

Board of Directors
United Way California Capital Region
Sacramento, California

We have audited the accompanying statements of financial position of United Way California Capital Region (Organization) as of June 30, 2011 and 2010, 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 audits.

We conducted our audits 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 audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Way California Capital Region as of June 30, 2011 and 2010, and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

GILBERT ASSOCIATES, INC.
Sacramento, California

September 22, 2011
## UNITED WAY CALIFORNIA CAPITAL REGION

### STATEMENTS OF FINANCIAL POSITION

**JUNE 30, 2011 AND 2010**

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CURRENT ASSETS:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and equivalents</td>
<td>$7,030,358</td>
<td>$4,039,105</td>
</tr>
<tr>
<td>Cash designated for building</td>
<td>1,247,295</td>
<td>1,247,295</td>
</tr>
<tr>
<td>Cash designated for community impact</td>
<td>1,200,000</td>
<td></td>
</tr>
<tr>
<td>Campaign pledges receivable, net of allowance for uncollectible pledges of $736,868 in 2011 and $1,224,921 in 2010</td>
<td>3,973,872</td>
<td>3,795,561</td>
</tr>
<tr>
<td>Other accounts receivable</td>
<td>60,164</td>
<td>175</td>
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<tr>
<td>Prepaid expenses and other assets</td>
<td>63,924</td>
<td>65,328</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>12,375,613</td>
<td>10,347,464</td>
</tr>
<tr>
<td><strong>NONCURRENT ASSETS:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Board designated investments</td>
<td>3,060,642</td>
<td>2,439,045</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>3,059,084</td>
<td>3,197,290</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$18,495,339</td>
<td>$15,983,799</td>
</tr>
<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CURRENT LIABILITIES:</strong></td>
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<td></td>
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<tr>
<td>Designation distributions payable to agencies</td>
<td>$2,496,907</td>
<td>$2,327,952</td>
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<tr>
<td>Grant distributions payable to agencies</td>
<td>595,261</td>
<td></td>
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<tr>
<td>Accounts payable and accrued liabilities</td>
<td>187,049</td>
<td>163,033</td>
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<tr>
<td>Funds held on behalf of other United Ways</td>
<td>278,136</td>
<td>4,255</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>3,557,353</td>
<td>2,495,240</td>
</tr>
<tr>
<td><strong>POST-RETIREMENT BENEFIT OBLIGATION</strong></td>
<td>10,655</td>
<td>11,850</td>
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<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>3,568,008</td>
<td>2,507,090</td>
</tr>
<tr>
<td><strong>NET ASSETS:</strong></td>
<td></td>
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</tr>
<tr>
<td>Unrestricted:</td>
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<td></td>
</tr>
<tr>
<td>Undesignated</td>
<td>10,604,394</td>
<td>8,580,369</td>
</tr>
<tr>
<td>Board designated reserve</td>
<td>3,060,642</td>
<td>2,439,045</td>
</tr>
<tr>
<td>Board designated community impact</td>
<td>1,200,000</td>
<td></td>
</tr>
<tr>
<td>Board designated building</td>
<td>1,247,295</td>
<td>1,247,295</td>
</tr>
<tr>
<td><strong>Total unrestricted</strong></td>
<td>14,912,331</td>
<td>13,466,709</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>15,000</td>
<td>10,000</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>14,927,331</td>
<td>13,476,709</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$18,495,339</td>
<td>$15,983,799</td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
# UNITED WAY CALIFORNIA CAPITAL REGION

## STATEMENTS OF ACTIVITIES

YEARS ENDED JUNE 30, 2011 AND 2010

<table>
<thead>
<tr>
<th>UNRESTRICTED NET ASSETS:</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>REVENUES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Campaign results</td>
<td>$ 10,038,139</td>
<td>$ 10,552,167</td>
</tr>
<tr>
<td>Third party processors</td>
<td>1,558,089</td>
<td>1,554,363</td>
</tr>
<tr>
<td>Campaign fees and expense reimbursement</td>
<td>611,535</td>
<td>647,133</td>
</tr>
<tr>
<td>Designations from other United Ways</td>
<td>101,000</td>
<td>104,522</td>
</tr>
<tr>
<td>Less provision for uncollectible pledges</td>
<td>(222,678)</td>
<td>(836,654)</td>
</tr>
<tr>
<td>Less funds designated to agencies by donors</td>
<td>(7,059,423)</td>
<td>(6,691,114)</td>
</tr>
<tr>
<td>Net campaign contributions designated to Community Impact Fund</td>
<td>5,026,662</td>
<td>5,330,417</td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>84,244</td>
<td>78,521</td>
</tr>
<tr>
<td>Realized/unrealized investment gains, net</td>
<td>545,245</td>
<td>232,895</td>
</tr>
<tr>
<td>Other revenue</td>
<td>460,549</td>
<td>399,132</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>10,000</td>
<td>52,500</td>
</tr>
<tr>
<td><strong>Total revenues</strong></td>
<td><strong>6,126,700</strong></td>
<td><strong>6,093,465</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agency and community support:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash contributions and other community support</td>
<td>2,146,906</td>
<td>1,146,067</td>
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<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Campaign</td>
<td>1,435,732</td>
<td>1,330,015</td>
</tr>
<tr>
<td>Management and general</td>
<td>601,751</td>
<td>655,791</td>
</tr>
<tr>
<td>Marketing, communications, and strategic development</td>
<td>367,673</td>
<td>352,278</td>
</tr>
<tr>
<td>United Way World Wide dues</td>
<td>129,016</td>
<td>122,906</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>4,681,078</strong></td>
<td><strong>3,607,057</strong></td>
</tr>
</tbody>
</table>

| **INCREASE IN UNRESTRICTED NET ASSETS** | 1,445,622 | 2,486,408 |

<table>
<thead>
<tr>
<th>TEMPORARILY RESTRICTED NET ASSETS:</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>15,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>(10,000)</td>
<td></td>
</tr>
<tr>
<td><strong>INCREASE IN TEMPORARILY RESTRICTED NET ASSETS</strong></td>
<td>5,000</td>
<td>10,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PERMANENTLY RESTRICTED NET ASSETS:</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets released from restrictions</td>
<td></td>
<td>(52,500)</td>
</tr>
<tr>
<td><strong>DECREASE IN PERMANENTLY RESTRICTED NET ASSETS</strong></td>
<td></td>
<td>(52,500)</td>
</tr>
</tbody>
</table>

| **INCREASE IN NET ASSETS** | 1,450,622 | 2,443,908 |
| **NET ASSETS, Beginning of year** | 13,476,709 | 11,032,801 |
| **NET ASSETS, End of year** | $ 14,927,331 | $ 13,476,709 |

The accompanying notes are an integral part of these financial statements.
## UNITED WAY CALIFORNIA CAPITAL REGION
### STATEMENT OF FUNCTIONAL EXPENSES
#### YEAR ENDED JUNE 30, 2011

<table>
<thead>
<tr>
<th>Program Services</th>
<th>Supporting Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Agency &amp; Community Support</strong></td>
<td><strong>Mgmt. &amp; General</strong></td>
</tr>
<tr>
<td>Salaries, benefits, and payroll taxes</td>
<td>$783,101</td>
</tr>
<tr>
<td>Printing and other materials</td>
<td>55,686</td>
</tr>
<tr>
<td>Professional services</td>
<td>36,048</td>
</tr>
<tr>
<td>Depreciation</td>
<td>108,607</td>
</tr>
<tr>
<td>Meetings and events</td>
<td>18,761</td>
</tr>
<tr>
<td>Facilities</td>
<td>40,397</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>16,321</td>
</tr>
<tr>
<td>Postage and shipping</td>
<td>13,121</td>
</tr>
<tr>
<td>Equipment rental and maintenance</td>
<td>9,729</td>
</tr>
<tr>
<td>Travel, transportation, and training</td>
<td>7,677</td>
</tr>
<tr>
<td>Business insurance</td>
<td>17,756</td>
</tr>
<tr>
<td>Supplies</td>
<td>3,133</td>
</tr>
<tr>
<td>Dues and subscriptions</td>
<td>2,608</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>19,256</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td>1,126,601</td>
</tr>
<tr>
<td>Cash contributions to agencies</td>
<td>1,020,215</td>
</tr>
<tr>
<td>United Way World Wide Dues</td>
<td></td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>2,146,906</td>
</tr>
<tr>
<td>Plus provision for uncollectible pledges, included as an offset against revenues on the statement of activities</td>
<td>222,678</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$2,369,584</td>
</tr>
</tbody>
</table>

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

---

## UNITED WAY CALIFORNIA CAPITAL REGION
### STATEMENT OF FUNCTIONAL EXPENSES
#### YEAR ENDED JUNE 30, 2010

<table>
<thead>
<tr>
<th>Program Services</th>
<th>Supporting Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Agency &amp; Community Support</strong></td>
<td><strong>Mgmt. &amp; General</strong></td>
</tr>
<tr>
<td>Salaries, benefits, and payroll taxes</td>
<td>$792,024</td>
</tr>
<tr>
<td>Printing and other materials</td>
<td>42,833</td>
</tr>
<tr>
<td>Professional services</td>
<td>21,734</td>
</tr>
<tr>
<td>Depreciation</td>
<td>108,732</td>
</tr>
<tr>
<td>Meetings and events</td>
<td>15,712</td>
</tr>
<tr>
<td>Facilities</td>
<td>48,133</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>11,651</td>
</tr>
<tr>
<td>Postage and shipping</td>
<td>13,963</td>
</tr>
<tr>
<td>Equipment rental and maintenance</td>
<td>12,482</td>
</tr>
<tr>
<td>Travel, transportation, and training</td>
<td>16,255</td>
</tr>
<tr>
<td>Business insurance</td>
<td>12,489</td>
</tr>
<tr>
<td>Supplies</td>
<td>3,055</td>
</tr>
<tr>
<td>Dues and subscriptions</td>
<td>1,792</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>22,845</td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td>1,134,882</td>
</tr>
<tr>
<td>Cash contributions to agencies</td>
<td>11,118</td>
</tr>
<tr>
<td>United Way World Wide Dues</td>
<td></td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>1,146,067</td>
</tr>
<tr>
<td>Plus provision for uncollectible pledges, included as an offset against revenues on the statement of activities</td>
<td>836,654</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>$1,982,721</td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
## UNITED WAY CALIFORNIA CAPITAL REGION

### STATEMENTS OF CASH FLOWS
YEARS ENDED JUNE 30, 2011 AND 2010

<table>
<thead>
<tr>
<th>CASH FLOWS FROM OPERATING ACTIVITIES</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase in net assets</td>
<td>$1,450,622</td>
<td>$2,443,908</td>
</tr>
<tr>
<td>Reconciliation to net cash provided by operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net gain on investments</td>
<td>(545,245)</td>
<td>(233,895)</td>
</tr>
<tr>
<td>Depreciation</td>
<td>163,783</td>
<td>164,746</td>
</tr>
<tr>
<td>Net decrease in postretirement health benefit obligations</td>
<td>(1,195)</td>
<td>(3,553)</td>
</tr>
<tr>
<td>Changes in:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Campaign pledges receivable, net</td>
<td>(178,311)</td>
<td>622,833</td>
</tr>
<tr>
<td>Other accounts receivable</td>
<td>(59,989)</td>
<td>12,773</td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>1,404</td>
<td>13,595</td>
</tr>
<tr>
<td>Campaign distributions payable to agencies</td>
<td>764,216</td>
<td>(2,508,512)</td>
</tr>
<tr>
<td>Accounts payable and accrued liabilities</td>
<td>24,016</td>
<td>(7,331)</td>
</tr>
<tr>
<td>Funds held on behalf of other United Ways</td>
<td>273,881</td>
<td>(134,040)</td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>1,893,182</td>
<td>371,524</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CASH FLOWS FROM INVESTING ACTIVITIES</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchases of investments</td>
<td>(4,188,701)</td>
<td>(2,328,408)</td>
</tr>
<tr>
<td>Proceeds from sale of investments</td>
<td>4,112,349</td>
<td>2,274,980</td>
</tr>
<tr>
<td>Purchases of property and equipment</td>
<td>(25,577)</td>
<td>(22,409)</td>
</tr>
<tr>
<td>Net cash used by investing activities</td>
<td>(101,929)</td>
<td>(75,837)</td>
</tr>
</tbody>
</table>

### NET INCREASE IN CASH AND EQUIVALENTS

<table>
<thead>
<tr>
<th>NET INCREASE IN CASH AND EQUIVALENTS</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,791,253</td>
<td>295,687</td>
</tr>
</tbody>
</table>

### CASH AND EQUIVALENTS, BEGINNING OF YEAR

<table>
<thead>
<tr>
<th>CASH AND EQUIVALENTS, BEGINNING OF YEAR</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>6,486,400</td>
<td>6,190,713</td>
</tr>
</tbody>
</table>

### CASH AND EQUIVALENTS, END OF YEAR

<table>
<thead>
<tr>
<th>CASH AND EQUIVALENTS, END OF YEAR</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$8,277,653</td>
<td>$6,486,400</td>
</tr>
</tbody>
</table>

The accompanying notes are an integral part of these financial statements.
1. ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

United Way California Capital Region (Organization) is a nonprofit fundraising and community building corporation that supports over 2,000 charitable organizations primarily in the California counties of Sacramento, Yolo, Placer, El Dorado, and Amador. United Way funds projects that provide positive, measurable results on vital health and human services issues. The Organization leads and coordinates a large annual campaign through workplace giving which begins in the fall. Most contributions are received in the form of pledges scheduled to be fulfilled through payroll deductions over the subsequent calendar year.

Basis of accounting and financial statement presentation — The financial statements are prepared on the accrual basis of accounting and in conformity with professional standards applicable to not-for-profit entities. The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted. The Organization has no permanently restricted net assets.

Revenue recognition — Contributions, pledges, and bequests are recognized in full when received or unconditionally promised, in accordance with professional standards. If a contribution is restricted by the donor for use in a future period or for a specific purpose, the amount is initially reported as an increase in temporarily restricted net assets. When the restriction is satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

The Organization reports as unrestricted revenues those contributions restricted by the donor for use in the broad service areas that are pervasive to the Organization’s beneficiary agencies. Such contributions are distributed to agencies based on the Organization’s assessment of their qualifications to achieve the goals of those service areas. Contributions designated by donors for specific agencies are reported as a deduction from gross campaign results in calculating net contribution revenue. Designations not yet distributed are recorded as a current liability.

The Organization participates in campaigns with other federated fundraising organizations, but recognizes as revenue only the contributions earmarked for the Organization and its list of certified agencies.

Campaign fees and expense reimbursement revenue are recognized as the related campaign contributions and pledges are recognized.

In kind donations of $167,059 and $128,500 for the years ended June 30, 2011 and 2010, respectively, are recognized as part of other revenue and are likewise included as an offsetting expense.

Cash and equivalents — For financial statement purposes, the Organization considers all investments with a maturity at purchase of three months or less to be cash equivalents, unless held for long term purposes.
UNITED WAY CALIFORNIA CAPITAL REGION

NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2011 AND 2010

The Organization maintains its cash in bank deposit accounts that, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts. Management believes the Organization is not exposed to any significant credit risk related to cash.

Cash designated for building represents cash designated by the Board for use only in the maintenance of the operations building.

Investments are stated at fair value.

Campaign pledges receivable are stated at the amount management expects to collect from outstanding pledges. Collection of these amounts is not assured, and management has estimated the uncollectible amounts as of June 30, 2011 and 2010. A reasonable possibility exists that amounts ultimately uncollectible may differ materially from the amounts estimated. However, the difference cannot be reasonably determined.

Property and equipment are stated at cost or, if donated, at estimated fair value on the date of donation. Assets are depreciated using the straight-line method over estimated useful lives of 2 to 30 years.

Income taxes – The Organization is publicly supported and exempt from income taxes under Internal Revenue Code Section 501(c)(3). The Organization has implemented the amended accounting principles related to accounting for uncertainty in income taxes and has determined that there is no material impact on the financial statements. With some exceptions, the Organization is no longer subject to U.S. federal and California income tax examinations by tax authorities for years prior to 2007.

Functional allocation of expenses – The costs of providing the Organization’s activities have been summarized on a functional basis in the statements of activities and of functional expenses. Accordingly, certain costs have been allocated to activities based on weighted averages of the proportions of employees’ time incurred.

Use of estimates – The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Significant estimates included in these financial statements are management’s estimate of the collectability of pledges receivable and the useful lives of assets. Accordingly, actual results could differ from those estimates.

Subsequent events have been reviewed through September 22, 2011, the date the financial statements were issued.
UNITED WAY CALIFORNIA CAPITAL REGION
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2011 AND 2010

Recent accounting pronouncements – In January 2010, the Financial Accounting Standards Board issued Accounting Standards Update 2010-06, Improving Disclosures about Fair Value Measurements. This update is effective for the annual reporting periods beginning January 1, 2010. Other than requiring additional disclosures, adoption of this update did not have a material effect on the Organization’s financial statements.

2. BOARD DESIGNATED INVESTMENTS

The Organization periodically receives bequests from individuals on an unrestricted basis. The Board of Directors, by resolution, has designated these bequests as long-term investment funds. The future use of the income stream from such investments is directed by Board of Directors policy.

The Organization values its financial assets and liabilities based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In determining fair value, the Organization utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible. In order to increase consistency and comparability in fair value measurements, a fair value hierarchy that prioritizes observable and unobservable inputs is used to measure fair value into three broad levels, as follows:

Level 1 Inputs Unadjusted quoted prices in active markets that are accessible at the measurement date for identical assets or liabilities.

Level 2 Inputs Inputs other than quoted prices in active markets that are observable either directly or indirectly.

Level 3 Inputs Unobservable inputs in which there is little or no market data, which requires management to develop its own assumptions.

The Organization’s investments are classified within Level 1 of the fair value hierarchy because they are valued using quoted market prices, broker or dealer quotations, or alternative pricing sources with reasonable levels of price transparency.
**UNITED WAY CALIFORNIA CAPITAL REGION**

**NOTES TO FINANCIAL STATEMENTS**

**JUNE 30, 2011 AND 2010**

Investments consist of the following:

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash equivalents</td>
<td>$59,847</td>
<td>$335,687</td>
</tr>
<tr>
<td>Index funds:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agriculture</td>
<td>38,088</td>
<td></td>
</tr>
<tr>
<td>Alternative</td>
<td>16,920</td>
<td></td>
</tr>
<tr>
<td>Consumer discretionary</td>
<td>289,512</td>
<td></td>
</tr>
<tr>
<td>Consumer staples</td>
<td>371,637</td>
<td></td>
</tr>
<tr>
<td>Energy</td>
<td>383,234</td>
<td></td>
</tr>
<tr>
<td>Financial</td>
<td>455,895</td>
<td></td>
</tr>
<tr>
<td>Healthcare</td>
<td>351,747</td>
<td></td>
</tr>
<tr>
<td>Industrial</td>
<td>331,436</td>
<td></td>
</tr>
<tr>
<td>Materials</td>
<td>63,312</td>
<td></td>
</tr>
<tr>
<td>Technology</td>
<td>539,666</td>
<td>56,760</td>
</tr>
<tr>
<td>Exchange traded funds:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consumer discretionary</td>
<td></td>
<td>58,260</td>
</tr>
<tr>
<td>Consumer staples</td>
<td></td>
<td>38,250</td>
</tr>
<tr>
<td>Healthcare</td>
<td></td>
<td>84,600</td>
</tr>
<tr>
<td>Minerals</td>
<td></td>
<td>20,867</td>
</tr>
<tr>
<td>Oil</td>
<td></td>
<td>28,392</td>
</tr>
<tr>
<td>Technology</td>
<td></td>
<td>51,840</td>
</tr>
<tr>
<td>Utilities</td>
<td></td>
<td>129,564</td>
</tr>
<tr>
<td>Common stocks:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capital goods &amp; services</td>
<td></td>
<td>33,408</td>
</tr>
<tr>
<td>Consumer durables</td>
<td></td>
<td>40,632</td>
</tr>
<tr>
<td>Consumer non-durables</td>
<td></td>
<td>260,842</td>
</tr>
<tr>
<td>Energy</td>
<td></td>
<td>177,017</td>
</tr>
<tr>
<td>Financial services</td>
<td></td>
<td>354,257</td>
</tr>
<tr>
<td>Materials &amp; services</td>
<td></td>
<td>325,851</td>
</tr>
<tr>
<td>Technology</td>
<td></td>
<td>255,251</td>
</tr>
<tr>
<td>Telecommunications</td>
<td></td>
<td>29,784</td>
</tr>
<tr>
<td>Utilities</td>
<td></td>
<td>265,425</td>
</tr>
<tr>
<td>Government bonds</td>
<td></td>
<td>51,706</td>
</tr>
<tr>
<td>Total</td>
<td>$3,060,642</td>
<td>$2,439,045</td>
</tr>
</tbody>
</table>
3. **BOARD DESIGNATED COMMUNITY IMPACT**

As of June 30, 2010, the Organization adopted a board resolution designating $1,200,000 for Community Impact work during fiscal 2010-11 and the first quarter of fiscal 2011-12. In doing so, the Organization had conveyed to its stakeholders a commitment to the Community Impact Fund. Actual Community Impact expenditures for fiscal 2010-11 and the first quarter of fiscal 2011-12 approved by the Board of Directors totaled $1,029,206, and are included in cash contributions and community support expense in the statement of activities for the year ended June 30, 2011.

4. **PROPERTY AND EQUIPMENT**

Property and equipment consist of the following:

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td>$235,000</td>
<td>$235,000</td>
</tr>
<tr>
<td>Building</td>
<td>3,020,400</td>
<td>3,013,199</td>
</tr>
<tr>
<td>Equipment, furniture, and fixtures</td>
<td>414,715</td>
<td>413,827</td>
</tr>
<tr>
<td>Software under license</td>
<td>113,067</td>
<td>116,407</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>3,783,181</td>
<td>3,778,433</td>
</tr>
<tr>
<td>Less accumulated depreciation and amortization</td>
<td>(724,098)</td>
<td>(581,143)</td>
</tr>
<tr>
<td><strong>Property and equipment, net</strong></td>
<td>$3,059,084</td>
<td>$3,197,290</td>
</tr>
</tbody>
</table>

5. **EMPLOYEE BENEFIT PLANS**

The Organization sponsors a defined contribution pension plan, under Internal Revenue Code Section 401(k), covering substantially all employees age 21 and over who have completed at least one year of service. The Organization makes monthly contributions equal to 9.1% of each employee’s compensation. Such contributions vest over a five-year period and totaled $138,447 for 2011 and $135,499 for 2010.

The Organization also sponsors a defined benefit post-retirement plan that provides medical, dental, vision, and life insurance benefits to qualifying retired employees. To qualify, employees must be of age 55 or more and retire as an employee of the Organization with ten years of credited service. Medical benefits cover the period from retirement until qualified retirees reach age 65, the age of eligibility for Medicare. Life insurance will remain in effect until time of death. The cost of such benefits is estimated as a level percentage of their payroll costs, discounted to present value, and recognized after employees accumulate ten years of service and reach age 55. The postretirement plan is funded as benefits are paid. As of June 30, 2011, the plan covers only 3 employees.
6. RELATED PARTIES

In the routine course of business, the Organization sometimes purchases goods and services from companies that have officers serving on the Organization’s Board of Directors. Significant related party balances and transactions are as follows:

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total cash balances held at Bank of America</td>
<td>$8,277,053</td>
<td>$6,485,801</td>
</tr>
</tbody>
</table>

7. OTHER REVENUE

Total other revenue consists of the following:

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>State collaborative</td>
<td>$143,526</td>
<td>$138,897</td>
</tr>
<tr>
<td>In kind donations</td>
<td>167,059</td>
<td>128,500</td>
</tr>
<tr>
<td>Sponsorships</td>
<td>112,970</td>
<td>105,450</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>36,994</td>
<td>26,285</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$ 460,549</strong></td>
<td><strong>$ 399,132</strong></td>
</tr>
</tbody>
</table>

8. SUBSEQUENT EVENTS

Subsequent to June 30, 2011, the Organization entered into an agreement to donate $2,825,000 of cash and equivalents, $3,060,642 of Board designated investments, and its land and building with an estimated fair market value of $2,135,000 to the Sacramento Foundation, dba Capital Region Foundation (Foundation). An initial check of $2,825,000 was disbursed in August 2011. Transfer of the Board designated investments and the deed to the building and land is in process.

The Foundation is affiliated with the Organization, sharing a common member of the Board of Directors and contracting with the Organization for management services. The Foundation was created to support the mission and purpose of the Organization by providing a long-term source of funding for its operating costs and community projects.
2010-2011 UNITED WAY STAFF

EXECUTIVE OFFICE
Steve Heath
President & CEO

COMMUNITY IMPACT
Starine Reese
Vice President, Community Impact
Tom Bennett
Community Impact Senior Manager, Health and Safety
Jennifer Minett
Administrative Support, Community Impact
Donna Mobley
Community Impact Senior Manager, Education and Self-Sufficiency

LABOR LIAISON
Tom Lawson
United Way Community Services Labor Liaison
Greg Larkins
United Way Community Services Labor Liaison

MARKETING AND COMMUNICATIONS
Amber Murry
Vice President, Marketing and Communications
Rachell Meader
Front Desk Coordinator
Kaila Ricci
Marketing and Events Manager

OPERATIONS/FINANCE/IT
Victoria Kosha
Senior Vice President, Finance, Operations & IT
Enrique Azores
Pledge Processing Senior Manager
Brenda Glover
Accounts Payable
Brad Parsons
Accountant
Arnita Spencer
Pledge Processing
Scott Sent
Accounting Manager
Sheri Young
Accounts Receivable

RESOURCE DEVELOPMENT
Katie Weber
Executive Vice President, Donor Relations
Randy Gustavus
Senior Vice President, Donor Relations
Tanya Arambula
Director, Donor Relations, CSECC
Leslie Costa
Manager, Donor Relations, CSECC
Cole Forstedt
Manager, Donor Relations, Private Sector
Brian Jones
Senior Director, Donor Relations, Private Sector
Cherie Parsons
Manager, Donor Relations, Private Sector
Crystal Richardson
Director, Donor Relations, Private Sector
Isabelle Waters
Manager, Donor Relations, Private Sector
Vanessa Williams
Administrative Assistant, Donor Relations, CSECC
UNDERNEATH EVERYTHING WE ARE,
UNDERNEATH EVERYTHING WE DO,
WE ARE ALL PEOPLE. CONNECTED.
INTERDEPENDENT. UNITED.

When we reach out a hand to one person and know it affects the lives of many; when we join hands to resolve our regional community’s most pressing issues; when we give, advocate and volunteer: We LIVE UNITED.