



# Arrowhead United Way 2010 Annual Report

## Chair and President's Message

Dear Friends,

As we focus on the building blocks of a better life – education, income and health – Arrowhead United Way is contributing to moving this agenda forward. Through capitalizing on the unique strengths and skills of our organization, we are helping to advance the common good in our local communities.

Annually we interface with many community partners: organizations, companies, volunteers, funders, and supporters who all want to make a difference. Whether its raising money, community impact work, or stepping up to manage a project for a community partner, all of our efforts lead to one path and this is to our mission: to improve the quality of life for people by engaging the caring power of communities to make long-lasting change in the community conditions.

We have embraced the “Live United” movement, engaging our partners to work together to solve problems and bring about lasting change. Our efforts focus on measurable results and accountability, which has met with much success: dozens of local agencies delivered innovative programs to thousands of struggling individuals, in numbers and percentages we could see...and share.

We are addressing the challenges facing our communities in new ways. Our Women’s Leadership Council, for example, through its Interview for Success Program, is helping young women overcome barriers in seeking employment. Our brand new Young Leadership Council is focusing on philanthropy, volunteering and networking. This year we established our Born Learning Program, Gateway to Financial Literacy and Community Health Awareness programs.

As we look forward, let us all focus on what we can do and continue the important work we must do.



Kevin Lang  
Board Chair



Doug Rowand  
President

# Arrowhead United Way Executive Committee

## Board Chair

Kevin Lang  
Executive Vice President for Finance and Administration/CFO  
Loma Linda University

## Community Impact, Vice Chair

Cynthia Barnett  
4-H Youth Development Advisor  
University of California  
Agriculture & Natural Resources  
Cooperative Extension, SB County

## Secretary

Kimiko Ford  
Vice President if Mission Services  
Community Hospital of San Bernardino

## Finance Treasurer, Vice Chair

Pat Spafford, C.P.A.  
Powell & Spafford

## 1st Vice Chair, Chair Elect

Debbie Barrera  
President/CEO  
San Bernardino School  
Employees Federal Credit Union

## Immediate Past Board Chair

Diane Eazell  
Senior Vice President, Corporate Administration  
Arrowhead Credit Union

# Arrowhead United Way Board of Directors 2009-2010

## Francoise Aylmer

Associate Vice President Development  
Office of Development  
California State University

## Bob Fonzi

Deputy Chief  
County of San Bernardino  
Sheriff Department

## James Penman

City Attorney  
City of San Bernardino

## Debbie Barrera

President/CEO  
San Bernardino School  
Employees Federal Credit Union



## Kimiko Ford

Vice President Mission Services  
Community Hospital of San Bernardino

## Judi Penman

President/CEO  
San Bernardino Area Chamber of Commerce

## Rick Battistoni

General Manager  
Costco

## Ray R. Gonzalez

Utility, Public & Government  
Affairs Consultant

## Albert Perez

Director of Administration  
BNSF Railway

## Dr. Harold Cebrun, Sr.

Superintendent  
Rialto Unified School District

## Kevin Lang

Executive Vice President for Finance and Administration/CFO  
Loma Linda University

## Leslie Pollard

Vice Chancellor  
Community Partnership and Diversity  
Loma Linda University

## Irene Coyazo

Manager  
Equal Opportunity Safety & Health Unit  
Caltrans, District 8

## Jose Marquez

Director of Development  
The Community Foundation  
Serving Riverside & San Bernardino Counties

## Beverly Powell

Regional Manager/Public Affairs  
Southern California Edison

## Larry Cicalone

President/General Manager  
KVCR

## Ed McField, Jr

Executive Director  
Latino Health Collaborative

## Pat Spafford, C.P.A.

Powell & Spafford

## Mike Conrad

Chief  
City of San Bernardino  
Fire Department

## Tom McMahon

Regional Transportation Manager  
Target Regional Distribution Center

## Gregg Stockdale

President  
1st Valley Credit Union



## Fr. Leonard DePasquale St. Bernardine's Catholic Church

## Dennis Mobley

Governance Liaison  
San Bernardino County Schools

## Brian Townsend

Publisher  
Precinct Reporter

## Earnest Dowdy

Executive Director  
San Bernardino Employment & Training Agency

## Patricia Nickols

Chief Executive Officer  
Community Action Partnership of San Bernardino County

## Matt Wilcox

Attorney  
Gresham, Savage, Nolan & Tilden

## Diane Eazell

Senior Vice President Corporate Admin.  
Arrowhead Credit Union

## Wally Nelson

General Manager  
Costco



# EDUCATION. INCOME. HEALTH.

Through the efforts of our many volunteers and community partners, Arrowhead United Way has worked hard to make long-lasting change in community conditions and on improving the quality of life for our friends, family, neighbors and co-workers.

Our Community Impact Councils develop strategies that Advance the Common Good in the Building Blocks of a Good Life: EDUCATION, INCOME and HEALTH. Strategic activities rely on resources that include more than dollars: volunteers, partner agencies and organizations, and collaborative effort.

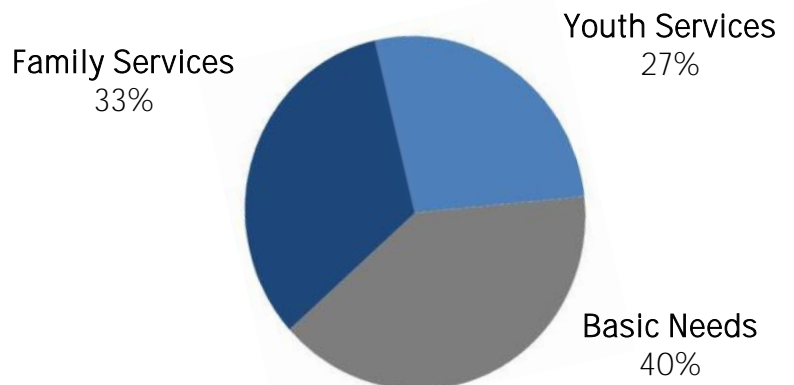
This year has seen activities in new areas in addition to our traditional partnerships. First 5 provided the funding that enabled us to offer the nationally acclaimed Born Learning program. This program engages parents and caregivers in turning everyday moments into learning opportunities for their young children. In addition, we developed the Gateway to Financial Literacy program, which is targeted toward low income families. We partnered with Cal State San Bernardino to offer low income residents the opportunity to obtain income tax rebates through the Earned Income Tax Credit Program. And, our Teens Make a Difference program engaged hundreds of high school students in meaningful volunteer activities.

McLane, Inc. continues to be a major donor of food through Arrowhead United Way to our local nonprofit agencies, enabling these agencies to spend more of their scarce dollars on services, rather than food. Our prescription drug discount program has saved consumers hundreds of thousands of dollars in prescription drug costs. And our Community Health Awareness program is providing educational classes on healthy eating and nutrition, addressing the issue of obesity. Plus, our Volunteer Solutions website offers everyone the chance to sign up for a volunteer opportunity posted by local organizations.

## Arrowhead United Way Administrative Staff

Doug Rowand, President/CPO  
Knea Hawley, VP of Resource Development  
Rebecca Martin, VP of Community Impact  
Edwina Barger, Executive Assistant  
Cristy Gutierrez, Resource Development Manager  
Skip Schneider, Resource Development Manager  
Monique Rodriguez, Community Impact Coordinator

## Where Your Program Dollars Go



# GIVE.

# ADVOCATE.

# VOLUNTEER.



# Arrowhead United Way Financial Information

ASSETS		2010	2009
<b>CURRENT ASSETS</b>			
Cash and cash equivalents		\$ 449,054	\$ 561,049
Grant contracts receivable		83,314	-
Pledges receivable, net of allowance for uncollectible pledges of \$157,505 and \$178,227		491,098	568,056
Accounts receivable		6,339	2,263
Prepaid expenses		5,339	7,677
<b>Total Current Assets</b>		<b>1,029,805</b>	<b>1,139,045</b>
<b>INVESTMENTS</b>		<b>122,075</b>	<b>120,185</b>
<b>LAND, BUILDING and EQUIPMENT, net</b>		<b>247,654</b>	<b>264,418</b>
<b>Total Assets</b>		<b>\$ 1,399,534</b>	<b>\$ 1,523,648</b>
<b>LIABILITIES AND NET ASSETS</b>			
<b>CURRENT LIABILITIES</b>			
Accounts payable		\$ 4,184	\$ 9,639
Accrued expenses		80,154	60,364
Allocations and designations payable 2009-2010		575,640	706,062
Allocations and designations payable 2008-2009		4,741	1,639
<b>Total Liabilities</b>		<b>664,719</b>	<b>777,704</b>
<b>NET ASSETS</b>			
<b>Unrestricted</b>			
Board designated		43,196	51,197
Undesignated		612,356	669,808
		655,552	721,005
<b>Temporarily restricted</b>			
		58,843	4,519
<b>Permanently restricted</b>			
		20,420	20,420
<b>Total Net Assets</b>		<b>734,815</b>	<b>745,944</b>
<b>Total Liabilities and Net Assets</b>		<b>\$ 1,399,534</b>	<b>\$ 1,523,648</b>

<b>Year ended June 30, 2009</b>				
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>CHANGES IN NET ASSETS:</b>				
<b>PUBLIC SUPPORT</b>				
Campaign results	\$ 1,483,026	\$ -	\$ -	\$ 1,483,026
Less: Amount designated by donors for specific organizations	(256,200)	-	-	(256,200)
Campaign contributions	1,226,826	-	-	1,226,826
Allowance for uncollectible pledges	(137,544)	-	-	(137,544)
Other contributions	12,451	4,519	-	16,970
In-kind contributions	418,232	-	-	418,232
<b>Total public support</b>	<b>1,519,965</b>	<b>4,519</b>	<b>-</b>	<b>1,524,484</b>
<b>REVENUE</b>				
Investment income	10,796	-	-	10,796
Grants awarded	45,200	-	-	45,200
Miscellaneous income	18,832	-	-	18,832
<b>Total revenue</b>	<b>74,828</b>	<b>-</b>	<b>-</b>	<b>74,828</b>
<b>Total Support and Revenue</b>	<b>1,594,793</b>	<b>4,519</b>	<b>-</b>	<b>1,599,312</b>
<b>EXPENSES</b>				
<b>Program services</b>				
Allocation to agencies	938,275	-	-	938,275
Agency relations	206,628	-	-	206,628
Community services	43,759	-	-	43,759
<b>Supporting services</b>				
Management and general	150,710	-	-	150,710
Campaign	256,635	-	-	256,635
Unallocated payments to affiliated organizations	15,785	-	-	15,785
<b>Total Expenses</b>	<b>1,611,792</b>	<b>-</b>	<b>-</b>	<b>1,611,792</b>
<b>Increase (decrease) in net assets</b>	<b>(16,999)</b>	<b>4,519</b>	<b>-</b>	<b>(12,480)</b>
<b>Net assets at beginning of year</b>	<b>738,004</b>	<b>-</b>	<b>20,420</b>	<b>758,424</b>
<b>Net assets at end of year</b>	<b>\$ 721,005</b>	<b>\$ 4,519</b>	<b>\$ 20,420</b>	<b>\$ 745,944</b>

<b>Year ended June 30, 2010</b>		Unrestricted	Permanently Restricted	Total
<b>CHANGES IN NET ASSETS:</b>				
<b>PUBLIC SUPPORT</b>				
Campaign results	\$ 1,312,540	\$ -	\$ -	\$ 1,312,540
Less: Amount designated by donors for specific organizations	(234,286)	-	-	(234,286)
Campaign contributions	1,078,254	-	-	1,078,254
Allowance for uncollectible pledges	(114,954)	-	-	(114,954)
Other contributions	47,138	393	-	47,531
In-kind contributions	369,240	-	-	369,240
<b>Total public support</b>	<b>1,379,678</b>	<b>393</b>	<b>-</b>	<b>1,380,071</b>
<b>REVENUE</b>				
Investment income	6,141	-	-	6,141
Grants awarded	66,114	58,450	-	124,564
Miscellaneous income	20,638	-	-	20,638
<b>Total revenue</b>	<b>92,893</b>	<b>58,450</b>	<b>-</b>	<b>151,343</b>
<b>Net assets released from restrictions</b>	<b>4,519</b>	<b>(4,519)</b>	<b>-</b>	<b>-</b>
<b>Total Support and Revenue</b>	<b>1,477,090</b>	<b>54,324</b>	<b>-</b>	<b>1,531,414</b>
<b>EXPENSES</b>				
<b>Program services</b>				
Allocation to agencies	764,549	-	-	764,549
Agency relations	239,376	-	-	239,376
Community services	111,288	-	-	111,288
<b>Supporting services</b>				
Management and general	152,858	-	-	152,858
Campaign	260,563	-	-	260,563
Unallocated payments to affiliated organizations	13,909	-	-	13,909
<b>Total Expenses</b>	<b>1,542,543</b>	<b>-</b>	<b>-</b>	<b>1,542,543</b>
<b>Increase (decrease) in net assets</b>	<b>(65,453)</b>	<b>54,324</b>	<b>-</b>	<b>(11,129)</b>
<b>Net assets at beginning of year</b>	<b>721,005</b>	<b>4,519</b>	<b>20,420</b>	<b>745,944</b>
<b>Net assets at end of year</b>	<b>\$ 655,552</b>	<b>\$ 58,843</b>	<b>\$ 20,420</b>	<b>\$ 734,815</b>

	2010	2009
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (11,129)	\$ (12,480)
Adjustments:		
Depreciation	26,038	27,235
Loss on disposal of obsolete equipment	-	2,297
(Increase) decrease in:		
Grant contracts receivable	(83,314)	-
Pledges receivable	76,958	(12,078)
Accounts receivable	2,263	(2,263)
Prepaid expenses	1,337	(2,402)
Increase (decrease) in:		
Accounts payable	(5,455)	4,307
Accrued expenses	19,790	8,005
Allocations and designations payable	(127,320)	28,860
<b>Net cash provided by (used in) operations</b>	<b>(100,832)</b>	<b>41,461</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from investment in certificate of deposit	120,185	117,064
Cash invested in certificate of deposit	(122,075)	(120,185)
Cash invested in building improvements and equipment	(9,273)	(31,974)
<b>Net cash used in investing activities</b>	<b>(11,163)</b>	<b>(35,095)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(111,995)</b>	<b>6,386</b>
Cash and cash equivalents, beginning	561,049	554,663
<b>Cash and cash equivalents, ending</b>	<b>\$ 449,054</b>	<b>\$ 561,049</b>

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