

# **America's Charities And Affiliates**

Consolidated Financial Report  
December 31, 2010 And 2009

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## Independent Auditor's Report

To the Board of Directors  
America's Charities  
Chantilly, Virginia

We have audited the accompanying consolidated balance sheet of America's Charities and Affiliates (America's Charities) as of December 31, 2010, and the related consolidated statements of activities and cash flows for the year then ended. These financial statements are the responsibility of America's Charities' management. Our responsibility is to express an opinion on these financial statements based on our audit. The consolidated financial statements of America's Charities for the year ended December 31, 2009, were audited by other auditors whose report, dated April 22, 2010, expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the 2010 consolidated financial statements referred to above present fairly, in all material respects, the financial position of America's Charities and Affiliates as of December 31, 2010, and the change in their net assets and their cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

*McGladrey & Pullen, LLP*

Vienna, Virginia  
April 27, 2011

## America's Charities And Affiliates

### Consolidated Balance Sheets December 31, 2010 And 2009

<b>Assets</b>	<b>2010</b>	<b>2009</b>
Cash And Cash Equivalents	\$ 6,403,054	\$ 5,122,283
Promises to Give (Pledges)	4,952,957	4,478,687
Member Charity Fees Receivable, net of allowance for doubtful accounts of \$12,918 and \$19,498, respectively	737,158	623,888
Other Receivables	52,168	85,309
Prepaid Expenses Incurred For Future Campaign	1,546,800	1,517,996
Other Assets	138,805	89,664
Property And Equipment, net	121,565	89,248
	<u>\$ 13,952,507</u>	<u>\$ 12,007,075</u>
<b>Liabilities And Net Assets</b>		
Liabilities		
Accounts payable and accrued expenses	\$ 419,036	\$ 435,021
Campaign funds payable to member/nonmember charities	9,645,126	7,873,438
Deferred revenue	1,309,707	1,229,748
<b>Total liabilities</b>	<u>11,373,869</u>	<u>9,538,207</u>
Commitment And Contingencies (Notes 5, 6 and 7)		
Net Assets – Unrestricted		
Undesignated	1,880,002	1,770,232
Board designated	698,636	698,636
<b>Total net assets</b>	<u>2,578,638</u>	<u>2,468,868</u>
	<u>\$ 13,952,507</u>	<u>\$ 12,007,075</u>

See Notes To Consolidated Financial Statements.

## America's Charities And Affiliates

### Consolidated Statements Of Activities Years Ended December 31, 2010 And 2009

	2010	2009
Support and revenue:		
Amounts raised in campaigns, net of campaign expenses incurred by other organizations and shrinkage		
Combined Federal Campaign	\$ 12,625,565	\$ 10,167,605
Fiscal services	9,820,457	9,282,299
State and local	3,674,105	4,003,167
Private sector	2,192,764	2,130,173
<b>Total net amounts raised in campaigns</b>	<b>28,312,891</b>	<b>25,583,244</b>
Less amounts raised on behalf of others	27,758,712	24,914,695
Support designated to America's Charities and Affiliates	554,179	668,549
Member charity fees	3,368,089	3,373,433
Fiscal agent fees	470,925	429,268
Free standing inserts	176,550	162,200
Contributions	121,476	77,626
Other	26,650	63,144
Interest	3,567	20,682
<b>Total support and revenue</b>	<b>4,721,436</b>	<b>4,794,902</b>
Expenses:		
Program services:		
Combined Federal Campaign	612,780	391,171
State and local campaigns	566,209	696,802
Private sector campaigns	540,534	626,243
Fiscal services	427,823	451,222
Membership	427,397	425,494
Community Leaders	209,801	203,968
<b>Total program services</b>	<b>2,784,544</b>	<b>2,794,900</b>
Supporting services:		
Management and general	1,193,501	1,000,438
Fundraising	633,621	606,854
<b>Total supporting services</b>	<b>1,827,122</b>	<b>1,607,292</b>
<b>Total expenses</b>	<b>4,611,666</b>	<b>4,402,192</b>
<b>Change in net assets</b>	<b>109,770</b>	<b>392,710</b>
Net assets:		
Beginning	2,468,868	2,076,158
Ending	\$ 2,578,638	\$ 2,468,868

See Notes To Consolidated Financial Statements.

**America's Charities And Affiliates**

**Consolidated Statements Of Cash Flows  
Years Ended December 31, 2010 And 2009**

	2010	2009
Cash Flows From Operating Activities		
Change in net assets	\$ 109,770	\$ 392,710
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	64,241	78,271
Provision for doubtful accounts	(6,580)	(67,522)
Changes in assets and liabilities:		
(Increase) decrease in:		
Promises to give	(474,270)	687,059
Member charity fees receivable	(106,690)	418,832
Other receivables	33,141	61,118
Other assets	(49,141)	29,189
Prepaid expenses incurred for future campaign	(28,804)	(23,712)
Increase (decrease) in:		
Accounts payable and accrued expenses	(15,985)	40,096
Campaign funds payable to member/nonmember charities	1,771,688	(2,679,912)
Deferred revenue	79,959	(137,930)
<b>Net cash provided by (used in) operating activities</b>	<b>1,377,329</b>	<b>(1,201,801)</b>
Cash Flows From Investing Activities		
Purchases of property and equipment	(96,558)	(18,990)
<b>Net cash used in investing activities</b>	<b>(96,558)</b>	<b>(18,990)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>1,280,771</b>	<b>(1,220,791)</b>
Cash And Cash Equivalents		
Beginning	5,122,283	6,343,074
Ending	<b>\$ 6,403,054</b>	<b>\$ 5,122,283</b>

See Notes To Consolidated Financial Statements.

## America's Charities And Affiliates

### Notes To Consolidated Financial Statements

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#### Note 1. Nature Of Activities And Significant Accounting Policies

Nature of activities: America's Charities and Affiliates (collectively America's Charities) consists of four entities, America's Charities, Children First – America's Charities, Health First – America's Charities and Community First – America's Charities of Greater Washington D.C. All entities are affiliated through common support, activities and governance.

America's Charities was incorporated in 1988 in the District of Columbia. Through its efforts with the Combined Federal Campaign (CFC), many state and local public sector campaigns and private sector workplace-giving campaigns, America's Charities solicits contributions for its member charities through payroll deduction charitable giving campaigns. The contributions are originated through payroll deductions from military and civilian employees of the federal government, state and local public sector and private sector employees, and are received by America's Charities. America's Charities accesses private sector campaigns through three sources: America's Charities' individual efforts; the Charities @ Work, an alliance of four federations whose purpose is to access private sector campaigns; and local United Way organizations.

The Campaign period is typically a 20-month period beginning in the September before the contribution period. The Fall 2009 Campaign began in September 2009 and will end in March 2011. The Campaign collection period for the Fall 2009 Campaign covers primarily the period from April 2010 to March 2011. The Fall 2008 Campaign began in September 2008 and ended in March 2010. The campaign collection period for the Fall 2008 Campaign covers primarily the period from April 2009 to March 2010.

During the Fall 2009 and 2008 campaigns, America's Charities served local campaigns governed by Local Federal Coordinating Committees (LFCC's) and managed by Principal Combined Fund Organizations (PCFO's). Additionally, during the Fall 2009 and 2008 campaigns, America's Charities solicited contributions from state and municipal workplace-giving agencies and private sector workplace-giving campaigns.

Each PCFO, state employee campaign organization, and private sector organization, except for those organizations' campaigns accessed through Charities @ Work, is responsible for compiling pledge information, collecting contributions, and remitting the proceeds to America's Charities, net of campaign expenses. The members of Charities @ Work have designated America's Charities as fiscal agent for compiling pledge information, collecting contributions (in some campaigns), and remitting the proceeds to the members of Charities @ Work. America's Charities is paid a fiscal agent fee for acting in this capacity. Each member of Charities @ Work is responsible for remitting the proceeds to its members.

Children First – America's Charities (Children First) was incorporated in 2003 in the District of Columbia. Its purpose is to solicit contributions for its member charities that deal with children-related issues through payroll deduction charitable giving campaigns.

Health First – America's Charities (Health First) was incorporated in 2003 in the District of Columbia. Its purpose is to solicit contributions for its member charities that deal with health related issues through payroll deduction charitable giving campaigns.

Community First – America's Charities of Greater Washington D.C. (Community First) was incorporated in 2008 in the District of Columbia. Its purpose is to solicit contributions for its member charities that serve in the Washington D.C. area and deal with various local area related issues through payroll deduction charitable giving campaigns.

## America's Charities And Affiliates

### Notes To Consolidated Financial Statements

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#### Note 1. Nature Of Activities And Significant Accounting Policies (Continued)

A summary of America's Charities significant programs are as follows:

*State and Local Campaigns* – activities related to the management of America's Charities' members' participation in various workplace campaigns in state and local governments that involve public employees.

*Combined Federal Campaign* – activities related to the management of America's Charities members' participation in the federal government's annual campaign in which federal workers can give to support the charity.

*Fiscal Services* – activities that support the collection, reporting and distribution of various workplace-giving campaigns.

*Private Sector Campaigns* – activities related to the management of workplace campaigns that America's Charities' members are eligible to participate in that are conducted annually by private sector corporations or organizations.

*Membership Services* – activities surrounding assisting member charities with their continued application and acceptance for membership in America's Charities and consequently their ability to participate in the various workplace-giving campaigns.

*Community Leaders Program* – a program designed to increase awareness and revenue for member charities by utilizing volunteers to help America's Charities at campaign events, research activities and in access initiatives across the country.

*Management and General* – activities that support America's Charities overall but are not directly allocable to programs or fundraising.

*Fundraising* – activities that provide access for America's Charities' members to the various campaign types.

A summary of significant accounting policies of America's Charities follows:

Basis of accounting: The consolidated financial statements of America's Charities have been prepared on the accrual basis of accounting. Accordingly, revenue is recognized when earned and expenses are recognized when incurred.

Basis of presentation: The financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification. As required by the Non-Profit Entities topic of the FASB Accounting Standard Codification, *Financial Statements of Not-for-Profit Organizations*, America's Charities is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. America's Charities had no temporarily and permanently restricted net assets at December 31, 2010 and 2009.

Consolidation policy: The consolidated financial statements include the accounts of America's Charities, Children First, Health First and Community First. All significant intercompany balances and transactions have been eliminated in the consolidation.

Cash and cash equivalents: America's Charities considers money market accounts and sweep accounts to be cash equivalents.



## America's Charities And Affiliates

### Notes To Consolidated Financial Statements

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#### Note 1. Nature Of Activities And Significant Accounting Policies (Continued)

Financial risk: America's Charities maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. America's Charities believes it is not exposed to any significant financial risk on cash.

Promises to give: Promises to give are recorded in the consolidated financial statements upon receipt of pledge information from the campaigns. America's Charities honors designations made to each member and nonmember charity. As all promises to give are expected to be collected within one year, they are recorded at their net realizable value. This is achieved by creating an allowance for estimated shrinkage. At the end of the year, any amounts receivable from the previous year's campaign are written off. Subsequent receipts relating to such amounts are set off against the shrinkage expense.

Member charity fees receivable: Member charities fees receivable consist of member charities' fees due to America's Charities and are expected to be collected within the next year. America's Charities records an allowance for doubtful accounts which is based on specifically identified amounts that America's Charities believes to be uncollectible. As a result, it is reasonably possible that America's Charities' estimate of the net carrying amounts of member charity fees receivable could change in the near term. After all attempts to collect a receivable have failed, the receivable is written off against the allowance.

Prepaid expenses incurred for future campaign: Campaigns begin in September and conclude in the subsequent year, such that expenses incurred by America's Charities from September – December are for the campaign which generates support subsequent to year end. As a result, expenses incurred for these four months are deferred and recognized in the subsequent year.

Property and equipment: Property and equipment is recorded at cost and depreciated on the straight-line basis over estimated useful lives which range from three to seven years. Leasehold improvements are recorded at cost and amortized over the shorter of the asset's useful life or the term of the lease. America's Charities capitalizes all property and equipment purchased with a cost of \$1,000 or more.

Valuation of long-lived assets: Americas Charities accounts for the valuation of long-lived assets in accordance with the Financial Accounting Standards Board Accounting Standards Codification, *Accounting for the Impairment or Disposal of Long-Lived Assets*. It is required that long-lived assets and certain identifiable intangible assets be reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of the long-lived asset is measured by a comparison of the carrying amount of the asset to future undiscounted net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the estimated fair value of the assets. Assets to be disposed of are reportable at the lower of the carrying amount or fair value, less costs to sell.

Campaign funds payable to member/nonmember charities: Pledges that are designated to America's Charities' member charities and nonmember charities are recorded as campaign funds payable to member/nonmember charities. Cash received from campaigns is allocated to each participating member charity in the ratio of designated pledges from the relevant campaign to the total cash received.

Deferred revenue: Amounts received in advance for member charity fees are recorded as deferred revenue, and are recognized as revenue when earned, which is expected to be over the remaining campaign collection period.

## America's Charities And Affiliates

### Notes To Consolidated Financial Statements

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#### Note 1. Nature Of Activities And Significant Accounting Policies (Continued)

Revenue and support:

*Public support* – Specific designations to America's Charities and certain undesignated pledges are recognized as public support to the extent remitted by the PCFO, the state employee agency, or the private sector workplace. All pledges designated for a member charity are not recognized as revenue by America's Charities, but are reported as amounts raised in campaigns on the consolidated statements of activities.

*Member charity fees* – Member charity fees are charged to each member charity based on a percentage of total pledges raised for each member charity with a minimum charge of \$9,000 for CFC/private sector. State and local public sector member charity fees are charged to each member charity electing to participate in this program based on a percentage of total pledges raised for each member charity with a minimum charge of \$7,000. Member charity fees are recognized as revenue ratably over the campaign collection period to which they apply.

Unrestricted net assets: Unrestricted net assets are neither permanently restricted nor temporarily restricted by donor-imposed stipulations. Certain amounts have been designated by America's Charities for specific purposes:

*Undesignated* represents the portion of expendable funds that are available for support of America's Charities operations.

*Board designated* represents unrestricted net assets that have been internally designated for future initiatives

Functional allocation of expenses: The costs of providing various program and supporting services have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs have been allocated between the program and supporting services benefited.

Income taxes: America's Charities, Children First, Health First and Community First are generally exempt from federal income tax under the provisions of Section 501(c)(3) of the Internal Revenue Code (IRC). In addition, all entities qualify for charitable contribution deductions and have been classified as organizations that are not private foundations. Income that is not related to exempt purposes, less applicable deductions, is subject to federal and state corporate income taxes. America's Charities had no unrelated business income for the years ended December 31, 2010 and 2009.

America's Charities follows the accounting standard on accounting for uncertainty in income taxes, which addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, America's Charities may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. The guidance on accounting for uncertainty in income taxes also addresses de-recognition, classification, interest and penalties on income taxes, and accounting in interim periods.

Management evaluated America's Charities tax positions and concluded that America's Charities had taken no uncertain tax positions that require adjustment to the consolidated financial statements to comply with the provisions of this guidance. Generally, America's Charities is no longer subject to income tax examinations by the U.S. federal, state or local tax authorities for years before 2007.

## America's Charities And Affiliates

### Notes To Consolidated Financial Statements

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#### Note 1. Nature Of Activities And Significant Accounting Policies (Continued)

Use of estimates: The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements, and reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Reclassifications: Certain amounts in the 2009 consolidated financial statements have been reclassified to conform to the 2010 consolidated financial statements, with no effect on previously reported change in net assets.

Subsequent events: America's Charities evaluated subsequent events through April 27, 2011, which is the date the consolidated financial statements were available to be issued.

#### Note 2. Property And Equipment

Property and equipment consists of the following at December 31, 2010 and 2009:

	2010	2009
Software	\$ 1,569,331	\$ 1,512,290
Furniture and equipment	143,813	132,511
Computers	141,157	170,241
Leasehold improvements	19,847	19,846
	<u>1,874,148</u>	<u>1,834,888</u>
Less accumulated depreciation and amortization	1,752,583	1,745,640
	<u>\$ 121,565</u>	<u>\$ 89,248</u>

Depreciation and amortization expense was \$64,241 and \$78,271 for the years ended December 31, 2010 and 2009, respectively.

## America's Charities And Affiliates

### Notes To Consolidated Financial Statements

#### Note 3. Amounts Raised In Campaigns

Public support on the consolidated statements of activities is represented net of estimated campaign expenses incurred by other organizations and shrinkage of the campaigns. America's Charities includes funds raised in a campaign that it manages as the fiscal agent if it has had substantial involvement in that campaign. The following tables present gross pledges raised by America's Charities and the reconciliation to net amounts raised in campaigns for the years ended December 31, 2010 and 2009:

	2010		
	Gross Pledges	Shrinkage	Net Promises
Combined Federal Campaign	\$ 15,143,881	\$ (2,518,316)	\$ 12,625,565
Fiscal Services	10,751,416	(930,959)	9,820,457
State and local	3,998,502	(324,397)	3,674,105
Private Sector	2,489,942	(297,178)	2,192,764
	<u>\$ 32,383,741</u>	<u>\$ (4,070,850)</u>	<u>\$ 28,312,891</u>

  

	2009		
	Gross Pledges	Shrinkage	Net Promises
Combined Federal Campaign	\$ 12,197,223	\$ (2,029,618)	\$ 10,167,605
Fiscal Services	10,252,153	(969,854)	9,282,299
State and local	4,344,657	(341,490)	4,003,167
Private Sector	2,403,987	(273,814)	2,130,173
	<u>\$ 29,198,020</u>	<u>\$ (3,614,776)</u>	<u>\$ 25,583,244</u>

#### Note 4. Retirement Plan

America's Charities has a 401(k) defined contribution retirement plan covering all full time employees. Employees are eligible to participate upon the completion of 1,000 hours of service and 21 years of age. Under the terms of the plan, America's Charities can make a discretionary contribution; however, it historically contributes up to 10% of each employee's basic earnings to the plan. Employees are 100% vested after one year of service. Contributions were \$222,204 and \$221,567 for the years ended December 31, 2010 and 2009, respectively.

#### Note 5. Line Of Credit

America's Charities has an open ended revolving unsecured \$500,000 line of credit to supplement its general working capital. The line of credit accrues interest at the banks prime rate and expires June 28, 2011. There was no amount outstanding on the line at December 31, 2010 and 2009.

## America's Charities And Affiliates

### Notes To Consolidated Financial Statements

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#### Note 6. Lease Commitments

America's Charities leases office space in Chantilly, Virginia, under an operating lease that expires on November 30, 2011. Total office rental expense was \$195,454 and \$195,835 for the years ended December 31, 2010 and 2009, respectively. Additionally, America's Charities leases a copier under an operating lease.

Future minimum lease payments under these leases are as follows:

Years Ending December 31,

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2011	\$	180,628
2012		13,140
2013		5,715
	\$	<u>199,483</u>

#### Note 7. Contingencies

Campaigns are subject to audit by the U.S. Office of Personnel Management. Pledges received by member charities may be adjusted based on determinations of these audits. In the opinion of America's Charities' management, any adjustments resulting from any audits would not be material to the consolidated financial statements. No audit of the Fall 2009 and 2008 Campaigns has been performed by OPM, as of the date of issuance of these consolidated financial statements.



## Independent Auditors' Report On The Supplementary Information

To the Board of Directors  
America's Charities  
Chantilly, Virginia

Our audit was made for the purpose of forming an opinion on the basic consolidated financial statements as of and for the year ended December 31, 2010, taken as a whole. The statement of functional expenses and consolidating information which follows is presented for purposes of additional analysis of the basic consolidated financial statements, rather than to present the financial position and changes in net assets of the individual entities. The functional expenses and consolidating information, as of and for the year ended December 31, 2010, has been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic consolidated financial statements taken as a whole.

*McGladrey & Pullen, LLP*

Vienna, Virginia  
April 27, 2011

**America's Charities And Affiliates**

**Statement Of Functional Expenses  
Year Ended December 31, 2010**

	Combined Federal Campaign		State And Local Campaigns		Private Sector Campaigns		Fiscal Services		Membership		Community Leaders		Total Program Services		Management And General		Fundraising		Total Supporting Services		Total	
Expenses:																						
Salaries	\$	243,862	\$	233,040	\$	352,596	\$	246,238	\$	329,555	\$	151,765	\$	1,557,056	\$	423,635	\$	361,885	\$	785,520	\$	2,342,576
Benefits		51,021		48,757		45,138		51,518		66,949		31,752		297,135		297,055		104,345		401,400		698,535
<b>Total employee compensation</b>		<b>294,883</b>		<b>281,797</b>		<b>397,734</b>		<b>297,756</b>		<b>398,504</b>		<b>183,517</b>		<b>1,854,191</b>		<b>720,690</b>		<b>466,230</b>		<b>1,186,920</b>		<b>3,041,111</b>
Professional fees		70,047		95,801		35,181		53,138		4,896		2,311		261,374		117,324		41,240		158,564		419,938
Facility charges		48,347		40,931		23,603		18,335		4,707		3,912		139,835		188,105		27,668		215,773		355,608
Free standing inserts		95,648		24,078		6,824		-		-		-		126,550		-		7,999		7,999		134,549
Printing and publications		43,323		39,221		19,938		749		501		769		104,501		3,589		23,372		26,961		131,462
Membership and campaign fees		10,515		41,671		6,906		40,943		870		109		101,014		5,549		8,095		13,644		114,658
Travel and transportation		10,421		7,035		17,155		2,191		11,132		13,076		61,010		14,276		20,109		34,385		95,395
Conferences and meetings		7,734		6,678		7,304		3,170		696		615		26,197		31,211		8,562		39,773		65,970
Depreciation and amortization		8,397		7,512		3,772		3,436		763		694		24,574		35,246		4,421		39,667		64,241
Postage and shipping		8,537		7,807		8,865		2,356		2,712		1,114		31,391		5,440		10,391		15,831		47,222
Supplies		5,013		3,574		5,297		1,590		682		1,085		17,241		15,926		6,210		22,136		39,377
Telephone		4,211		4,300		4,942		1,271		1,319		2,062		18,105		13,043		5,793		18,836		36,941
Insurance		2,690		2,406		1,208		1,100		244		222		7,870		11,290		1,416		12,706		20,576
Other		8,845		8,615		4,424		4,174		901		797		27,756		40,483		5,185		45,668		73,424
<b>Total expenses</b>		<b>323,728</b>		<b>289,629</b>		<b>145,419</b>		<b>132,453</b>		<b>29,423</b>		<b>26,766</b>		<b>947,418</b>		<b>481,482</b>		<b>170,461</b>		<b>651,943</b>		<b>1,599,361</b>
Net deferred costs		(5,831)		(5,217)		(2,619)		(2,386)		(530)		(482)		(17,065)		(8,671)		(3,070)		(11,741)		(28,806)
<b>Total</b>		<b>\$ 612,780</b>		<b>\$ 566,209</b>		<b>\$ 540,534</b>		<b>\$ 427,823</b>		<b>\$ 427,397</b>		<b>\$ 209,801</b>		<b>\$ 2,784,544</b>		<b>\$ 1,193,501</b>		<b>\$ 633,621</b>		<b>\$ 1,827,122</b>		<b>\$ 4,611,666</b>

**America's Charities And Affiliates**

**Consolidating Balance Sheet  
December 31, 2010**

<b>Assets</b>	<b>America's Charities</b>	<b>Children First – America's Charities</b>	<b>Health First – America's Charities</b>	<b>Community First – Charities of Greater Washington, DC</b>	<b>Elimination</b>	<b>Total</b>
Cash And Cash Equivalents	\$ 6,376,171	\$ 9,220	\$ 10,074	\$ 7,589	\$ -	\$ 6,403,054
Promises To Give	2,655,436	1,253,306	644,433	399,782	-	4,952,957
Member Charity Fees Receivable, net of allowance for doubtful accounts of \$12,918 and \$19,498, respectively	354,616	221,467	131,927	29,148	-	737,158
Other Receivables	31,559	313,252	202,186	9,248	(504,077)	52,168
Prepaid Expenses Incurred For Future Campaign	1,538,669	1,355	1,496	5,280	-	1,546,800
Other Assets	138,780	-	-	25	-	138,805
Property And Equipment, net	121,565	-	-	-	-	121,565
	\$ 11,216,796	\$ 1,798,600	\$ 990,116	\$ 451,072	\$ (504,077)	\$ 13,952,507

**Liabilities And Net Assets**

**Liabilities**

Accounts payable and accrued expenses	\$ 918,098	\$ -	\$ -	\$ 5,015	\$ (504,077)	\$ 419,036
Campaign funds payable to member/nonmember charities	7,374,505	1,232,320	641,838	396,463	-	9,645,126
Deferred revenue	719,536	331,811	211,847	46,513	-	1,309,707
<b>Total liabilities</b>	<b>9,012,139</b>	<b>1,564,131</b>	<b>853,685</b>	<b>447,991</b>	<b>(504,077)</b>	<b>11,373,869</b>

**Net Assets – Unrestricted**

Undesignated	1,506,021	234,469	136,431	3,081	-	1,880,002
Board designated	698,636	-	-	-	-	698,636
	2,204,657	234,469	136,431	3,081	-	2,578,638
	\$ 11,216,796	\$ 1,798,600	\$ 990,116	\$ 451,072	\$ (504,077)	\$ 13,952,507



**America's Charities And Affiliates**  
**Consolidating Statement Of Activities**  
**Year Ended December 31, 2010**

	America's Charities	Children First – America's Charities	Health First – America's Charities	Community First – Charities of Greater Washington, DC	Total
<b>Support and revenue:</b>					
Amounts raised in campaigns, net of campaign expenses incurred by other organizations and shrinkage					
Combined Federal Campaign	\$ 5,642,018	\$ 3,340,339	\$ 1,690,761	\$ 1,952,447	\$ 12,625,565
Fiscal services	8,959,280	304,642	158,421	398,114	9,820,457
State and local campaigns	2,014,561	940,532	710,726	8,286	3,674,105
Private sector campaigns	1,321,971	511,876	352,176	6,741	2,192,764
<b>Total net amounts raised in campaigns</b>	<b>17,937,830</b>	<b>5,097,389</b>	<b>2,912,084</b>	<b>2,365,588</b>	<b>28,312,891</b>
Less amounts raised on behalf of others	17,504,959	5,009,492	2,900,753	2,343,508	27,758,712
Public support designated to America's Charities and Affiliates	432,871	87,897	11,331	22,080	554,179
Member charity fees	1,621,241	992,091	661,731	93,026	3,368,089
Fiscal agent fees	470,925	-	-	-	470,925
Free standing inserts	71,000	59,800	28,500	17,250	176,550
Contributions	121,476	-	-	-	121,476
Other	26,650	-	-	-	26,650
Interest	3,567	-	-	-	3,567
<b>Total support and revenue</b>	<b>2,747,730</b>	<b>1,139,788</b>	<b>701,562</b>	<b>132,356</b>	<b>4,721,436</b>
<b>Expenses:</b>					
<b>Program services:</b>					
Combined Federal Campaign	356,638	147,925	91,059	17,158	612,780
State and local campaigns	329,533	136,683	84,139	15,854	566,209
Private sector campaigns	314,591	130,485	80,323	15,135	540,534
Fiscal services	248,994	103,276	63,574	11,979	427,823
Membership services	248,745	103,174	63,511	11,967	427,397
Community Leaders Program	122,105	50,646	31,176	5,874	209,801
<b>Total program services</b>	<b>1,620,606</b>	<b>672,189</b>	<b>413,782</b>	<b>77,967</b>	<b>2,784,544</b>
<b>Supporting services:</b>					
Management and general Fundraising	694,453	288,106	177,375	33,567	1,193,501
	368,767	152,956	94,157	17,741	633,621
<b>Total supporting services</b>	<b>1,063,220</b>	<b>441,062</b>	<b>271,532</b>	<b>51,308</b>	<b>1,827,122</b>
<b>Total expenses</b>	<b>2,683,826</b>	<b>1,113,251</b>	<b>685,314</b>	<b>129,275</b>	<b>4,611,666</b>
<b>Change in net assets</b>	<b>63,904</b>	<b>26,537</b>	<b>16,248</b>	<b>3,081</b>	<b>109,770</b>
<b>Net assets:</b>					
Beginning	2,140,753	207,932	120,183	-	2,468,868
Ending	\$ 2,204,657	\$ 234,469	\$ 136,431	\$ 3,081	\$ 2,578,638