

Return of Organization Exempt From Income TaxUnder section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung
benefit trust or private foundation)

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

2006**Open to Public
Inspection****A For the 2006 calendar year, or tax year beginning****, and ending****B Check if applicable:**

- ☐ Address change
☒ Name change
☐ Initial return
☐ Final return
☐ Amended return
☐ Application pending

Please
use IRS
label or
print or
type.
See
Specific
Instruc-
tions.**C Name of organization**

United Way of Middle Tennessee, Inc. (STMT 1)

Number and street (or P.O. box if mail is not delivered to street address)

Room/suite

PO Box 280420, 250 Venture Circle

City or town

State or country

ZIP + 4

Nashville

TN

37228

D Employer identification number

62-0533104

E Telephone number

615-255-8501

F Accounting method: ☐ Cash ☒ Accrual☐ Other (specify) ▶● Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable
trusts must attach a completed Schedule A (Form 990 or 990-EZ).**G Website:** ▶ www.unitedwaynashville.org**J Organization type** (check only one) ▶ ☒ 501(c) (3) ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527**K Check here** ▶ ☐ if the organization is not a 509(a)(3) supporting organization and its gross
receipts are normally not more than \$25,000. A return is not required, but if the organization chooses
to file a return, be sure to file a complete return.**H and I are not applicable to section 527 organizations.****H(a)** Is this a group return for affiliates? ☐ Yes ☒ No**H(b)** If "Yes," enter number of affiliates ▶**H(c)** Are all affiliates included? ☐ Yes ☐ No

(If "No," attach a list. See instructions.)

H(d) Is this a separate return filed by an organization
covered by a group ruling? ☐ Yes ☐ No**I** Group Exemption Number ▶**M Check** ▶ ☐ if the organization is not required
to attach Sch. B (Form 990, 990-EZ, or 990-PF).**L Gross receipts:** Add lines 6b, 8b, 9b, and 10b to line 12 ▶ 43,018,736**Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances** (See the instructions.)

1 Contributions, gifts, grants, and similar amounts received:				
a Contributions to donor advised funds	1a		0	
b Direct public support (not included on line 1a) STMT 2	1b		17,103,498	
c Indirect public support (not included on line 1a)	1c		294,634	
d Government contributions (grants) (not included on line 1a)	1d		7,390,290	
e Total (add lines 1a through 1d) (cash \$ 24,788,422 noncash \$ 0)	1e		24,788,422	
2 Program service revenue including government fees and contracts (from Part VII, line 93)	2		454,528	
3 Membership dues and assessments	3		0	
4 Interest on savings and temporary cash investments	4		153,691	
5 Dividends and interest from securities	5		354,852	
6a Gross rents	6a			
b Less: rental expenses	6b			
c Net rental income or (loss). Subtract line 6b from line 6a	6c		0	
7 Other investment income (describe ▶)	7		0	
8a Gross amount from sales of assets other than inventory	(A) Securities	(B) Other		
	17,087,376	8a	0	
b Less: cost or other basis and sales expenses	16,878,830	8b	0	
c Gain or (loss) (attach schedule)	208,546	8c	0	
d Net gain or (loss). Combine line 8c, columns (A) and (B)		8d	208,546	
9 Special events and activities (attach schedule). If any amount is from gaming, check here ▶ <input type="checkbox"/>				
a Gross revenue (not including \$ 0 of contributions reported on line 1b)	9a		0	
b Less: direct expenses other than fundraising expenses	9b		0	
c Net income or (loss) from special events. Subtract line 9b from line 9a	9c		0	
10a Gross sales of inventory, less returns and allowances	10a		0	
b Less: cost of goods sold	10b		0	
c Gross profit or (loss) from sales of inventory (attach schedule). Subtract line 10b from line 10a	10c		0	
11 Other revenue (from Part VII, line 103)	11		179,867	
12 Total revenue. Add lines 1e, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11	12		26,139,906	
13 Program services (from line 44, column (B))	13		21,891,389	
14 Management and general (from line 44, column (C))	14		1,135,753	
15 Fundraising (from line 44, column (D))	15		2,344,281	
16 Payments to affiliates (attach schedule) STMT 3	16		173,000	
17 Total expenses. Add lines 16 and 44, column (A)	17		25,544,423	
18 Excess or (deficit) for the year. Subtract line 17 from line 12	18		595,483	
19 Net assets or fund balances at beginning of year (from line 73, column (A))	19		21,548,151	
20 Other changes in net assets or fund balances (attach explanation) STMT 4	20		566,059	
21 Net assets or fund balances at end of year. Combine lines 18, 19, and 20	21		22,709,693	

Part II Statement of Functional Expenses

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

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22 a	Grants paid from donor advised funds (attach schedule) (cash \$ <u>0</u> noncash \$ <u>0</u>) If this amount includes foreign grants, check here <input type="checkbox"/>	22a 0	0		
22 b	Other grants and allocations (attach schedule) (cash \$ <u>STMT 5</u> noncash \$ <u>0</u>) If this amount includes foreign grants, check here <input type="checkbox"/>	22b 20,050,145	20,050,145		
23	Specific assistance to individuals (attach schedule)	23 0	0		
24	Benefits paid to or for members (attach schedule)	24 0			
25 a	Compensation of current officers, directors, key employees, etc. listed in Part V-A (attach schedule) STMT 6	25a 568,615	138,041	174,889	255,685
b	Compensation of former officers, directors, key employees, etc. listed in Part V-B (attach schedule)	25b 0	0	0	0
c	Compensation and other distributions, not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) (attach schedule)	25c 0	0	0	0
26	Salaries and wages of employees not included on lines 25a, b, and c	26 2,171,667	671,391	495,146	1,005,130
27	Pension plan contributions not included on lines 25a, b, and c	27 28,098	6,534	11,035	10,529
28	Employee benefits not included on lines 25a – 27	28 202,132	74,706	40,130	87,296
29	Payroll taxes	29 183,595	56,407	41,570	85,618
30	Professional fundraising fees	30 0	0	0	0
31	Accounting fees	31 56,236	10,000	46,236	0
32	Legal fees	32 8,256	0	8,256	0
33	Supplies	33 13,196	3,934	6,568	2,694
34	Telephone	34 28,655	7,054	10,151	11,450
35	Postage and shipping	35 42,816	11,013	14,088	17,715
36	Occupancy	36 157,786	41,236	53,435	63,115
37	Equipment rental and maintenance	37 182,202	42,967	81,289	57,946
38	Printing and publications	38 459,925	86,719	4,533	368,673
39	Travel	39 59,477	20,299	20,394	18,784
40	Conferences, conventions, and meetings	40 271,189	12,100	7,084	252,005
41	Interest	41 0			
42	Depreciation, depletion, etc. (attach schedule) STMT 7	42 124,171	37,659	29,808	56,704
43	Other expenses not covered above (itemize):				
a	Non-fundraising professional fees	43a 686,654	610,398	39,482	36,774
b	Dues and subscriptions	43b 33,629	7,103	15,504	11,022
c	Miscellaneous	43c 42,979	3,683	36,155	3,141
d		43d 0	0	0	0
e		43e 0	0	0	0
f		43f 0	0	0	0
g		43g 0	0	0	0
44	Total functional expenses. Add lines 22a through 43g. (Organizations completing columns (B)–(D), carry these totals to lines 13–15)	44 25,371,423	21,891,389	1,135,753	2,344,281

Joint Costs. Check ☒ if you are following SOP 98-2.Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services? ☐ Yes ☒ NoIf "Yes," enter (i) the aggregate amount of these joint costs \$ 0; (ii) the amount allocated to Program services \$; (iii) the amount allocated to Management and general \$; and (iv) the amount allocated to Fundraising \$

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

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

What is the organization's primary exempt purpose? ► STMT 8

All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable. (Section 501(c)(3) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and allocations to others.)

Program Service Expenses

(Required for 501(c)(3) and (4) orgs., and 4947(a)(1) trusts; but optional for others.)

<p>a The annual campaign funds outcome-based investments in agency programs and partially funds Family Resource Center coordination, the 2-1-1 community services referral line, and the Read to Succeed initiative. Also included are \$4,976,108 of net designations made by donors that were passed through to agencies. (See Part IV-B and STMT 9)</p> <p>(Grants and allocations \$ 12,733,568) If this amount includes foreign grants, check here ► <input type="checkbox"/></p>	<p>12,733,568</p>
<p>b The annual campaign also funds community building activities related to planning, oversight, and administration of outcome-based investments and support for the Family Resource Center system.</p> <p>(Grants and allocations \$) If this amount includes foreign grants, check here ► <input type="checkbox"/></p>	<p>697,655</p>
<p>c Government and private grants not reported in the annual campaign fund activities that include the Ryan White/Community AIDS Partnership, Family Resource Center coordination, Early Reading First and Read to Succeed, 2-1-1 and other initiatives.</p> <p>(Grants and allocations \$ 7,316,577) If this amount includes foreign grants, check here ► <input type="checkbox"/></p>	<p>8,460,166</p>
<p>d</p> <p>(Grants and allocations \$) If this amount includes foreign grants, check here ► <input type="checkbox"/></p>	
<p>e Other program services (attach schedule)</p> <p>(Grants and allocations \$ 0) If this amount includes foreign grants, check here ► <input type="checkbox"/></p>	<p>0</p>
<p>f Total of Program Service Expenses (should equal line 44, column (B), Program services) ►</p>	<p>21,891,389</p>

Form **990** (2006)

COPY

Part IV Balance Sheets (See the instructions.)

Note: Where required, attached schedules and amounts within the description column should be for end-of-year amounts only.

		(A) Beginning of year		(B) End of year
Assets	45 Cash—non-interest-bearing	864,595	45	72,571
	46 Savings and temporary cash investments	5,183,311	46	4,740,624
	47 a Accounts receivable	47a 0		
	b Less: allowance for doubtful accounts	47b 0	0	47c 0
	48 a Pledges receivable	48a 13,254,967		
	b Less: allowance for doubtful accounts	48b 2,959,463	11,402,942	48c 10,295,504
	49 Grants receivable	1,182,981	49	495,267
	50 a Receivables from current and former officers, directors, trustees, and key employees (attach schedule)	0	50a	0
	b Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) (attach schedule)		50b	
	51 a Other notes and loans receivable (attach schedule)	51a 0		
	b Less: allowance for doubtful accounts	51b 0	0	51c 0
	52 Inventories for sale or use		52	
	53 Prepaid expenses and deferred charges	664,037	53	34,320
	54 a Investments—publicly-traded securities. STMT 10 <input type="checkbox"/> Cost <input checked="" type="checkbox"/> FMV	12,288,162	54a	14,543,375
	b Investments—other securities (attach schedule). <input type="checkbox"/> Cost <input type="checkbox"/> FMV	0	54b	0
55 a Investments—land, buildings, and equipment: basis	55a 0			
b Less: accumulated depreciation (attach schedule)	55b 0	0	55c 0	
56 Investments—other (attach schedule)	0	56	0	
57 a Land, buildings, and equipment: basis	57a 3,367,236			
b Less: accumulated depreciation (attach schedule) STMT 7	57b 2,794,779	639,456	57c 572,457	
58 Other assets, including program-related investments (describe <input type="checkbox"/> STMT 11)	851,700	58	3,665,174	
59 Total assets (must equal line 74). Add lines 45 through 58	33,077,184	59	34,419,292	
Liabilities	60 Accounts payable and accrued expenses	359,852	60	314,532
	61 Grants payable	11,169,181	61	9,272,655
	62 Deferred revenue		62	
	63 Loans from officers, directors, trustees, and key employees (attach schedule)	0	63	0
	64 a Tax-exempt bond liabilities (attach schedule)	0	64a	0
	b Mortgages and other notes payable (attach schedule)	0	64b	0
	65 Other liabilities (describe <input type="checkbox"/> Advances from grantors)	0	65	2,122,412
66 Total liabilities. Add lines 60 through 65	11,529,033	66	11,709,599	
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74.			
	67 Unrestricted	3,997,414	67	6,066,861
	68 Temporarily restricted	9,950,132	68	9,042,227
	69 Permanently restricted	7,600,605	69	7,600,605
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 70 through 74.			
	70 Capital stock, trust principal, or current funds		70	
	71 Paid-in or capital surplus, or land, building, and equipment fund		71	
	72 Retained earnings, endowment, accumulated income, or other funds		72	
73 Total net assets or fund balances. Add lines 67 through 69 or lines 70 through 72. (Column (A) must equal line 19 and column (B) must equal line 21)	21,548,151	73	22,709,693	
74 Total liabilities and net assets/fund balances. Add lines 66 and 73.	33,077,184	74	34,419,292	

Part IV-A Reconciliation of Revenue per Audited Financial Statements With Revenue per Return (See the instructions.)

a	Total revenue, gains, and other support per audited financial statements	STMT 12	a	22,637,762
b	Amounts included on line a but not on Part I, line 12:			
1	Net unrealized gains on investments	b1 743,871		
2	Donated services and use of facilities	b2		
3	Recoveries of prior year grants	b3		
4	Other (specify):	b4 730,093		
	Effect of adoption of recognition provision of FAS 158			
	Add lines b1 through b4		b	1,473,964
c	Subtract line b from line a		c	21,163,798
d	Amounts included on Part I, line 12, but not on line a :			
1	Investment expenses not included on Part I, line 6b	d1		
2	Other (specify):	d2 4,976,108		
	Net designated contributions passed through to agencies			
	Add lines d1 and d2		d	4,976,108
e	Total revenue (Part I, line 12). Add lines c and d		e	26,139,906

Part IV-B Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

a	Total expenses and losses per audited financial statements	a	20,568,315
b	Amounts included on line a but not on Part I, line 17:		
1	Donated services and use of facilities	b1	
2	Prior year adjustments reported on Part I, line 20	b2	
3	Losses reported on Part I, line 20	b3	
4	Other (specify):	b4 0	
	Add lines b1 through b4		b 0
c	Subtract line b from line a		c 20,568,315
d	Amounts included on Part I, line 17, but not on line a :		
1	Investment expenses not included on Part I, line 6b	d1	
2	Other (specify):	d2 4,976,108	
	Net designated contributions passed through to agencies		
	Add lines d1 and d2		d 4,976,108
e	Total expenses (Part I, line 17). Add lines c and d		e 25,544,423

Part V-A Current Officers, Directors, Trustees, and Key Employees (List each person who was an officer, director, trustee, or key employee at any time during the year even if they were not compensated.) (See the instructions.)

(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (If not paid, enter -0-)	(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
Name Board of Trustees Str STMT 13	Title STMT 13			
City ST ZIP	Hr/WK	0	0	0
Name Mark H. Desmond Str 250 Venture Circle	Title President-CEO			
City Nashville ST TN ZIP 37228	Hr/WK 40	174,945	26,683	6,000
Name John W. Havron Str 250 Venture Circle	Title Exec VP			
City Nashville ST TN ZIP 37228	Hr/WK 40	114,739	23,067	0
Name Philip N. Orr Str 250 Venture Circle	Title Senior VP			
City Nashville ST TN ZIP 37228	Hr/WK 40	84,312	30,469	0
Name John M. Green Str 250 Venture Circle	Title Senior VP			
City Nashville ST TN ZIP 37228	Hr/WK 40	90,185	24,215	0
Name N/A Str	Title			
City ST ZIP	Hr/WK			
Name N/A Str	Title			
City ST ZIP	Hr/WK			
Name N/A Str	Title			
City ST ZIP	Hr/WK			
Name N/A Str	Title			
City ST ZIP	Hr/WK			

Part V-A Current Officers, Directors, Trustees, and Key Employees (continued)

	Yes	No
75 a Enter the total number of officers, directors, and trustees permitted to vote on organization business at board meetings 37		
b Are any officers, directors, trustees, or key employees listed in Form 990, Part V-A, or highest compensated employees listed in Schedule A, Part I, or highest compensated professional and other independent contractors listed in Schedule A, Part II-A or II-B, related to each other through family or business relationships? If "Yes," attach a statement that identifies the individuals and explains the relationship(s)	75b	X
c Do any officers, directors, trustees, or key employees listed in Form 990, Part V-A, or highest compensated employees listed in Schedule A, Part I, or highest compensated professional and other independent contractors listed in Schedule A, Part II-A or II-B, receive compensation from any other organizations, whether tax exempt or taxable, that are related to the organization? See the instructions for the definition of "related organization." If "Yes," attach a statement that includes the information described in the instructions.	75c	X
d Does the organization have a written conflict of interest policy?	75d	X

Part V-B Former Officers, Directors, Trustees, and Key Employees That Received Compensation or Other Benefits (If any former officer, director, trustee, or key employee received compensation or other benefits (described below) during the year, list that person below and enter the amount of compensation or other benefits in the appropriate column. See the instructions.)

(A) Name and address	(B) Loans and Advances	(C) Compensation (if not paid, enter -0-)	(D) Contributions to employee benefit plans & deferred compensation plans	(E) Expense account and other allowances
Name N/A Str City ST ZIP				
Name N/A Str City ST ZIP				
Name N/A Str City ST ZIP				
Name N/A Str City ST ZIP				
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Name N/A Str City ST ZIP				

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Part VI Other Information (See the instructions.)

	Yes	No
76 Did the organization make a change in its activities or methods of conducting activities? If "Yes," attach a detailed statement of each change	76	X
77 Were any changes made in the organizing or governing documents but not reported to the IRS? If "Yes," attach a conformed copy of the changes.	77	X
78 a Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return?	78a	X
b If "Yes," has it filed a tax return on Form 990-T for this year?	78b	N/A
79 Was there a liquidation, dissolution, termination, or substantial contraction during the year? If "Yes," attach a statement	79	X
80 a Is the organization related (other than by association with a statewide or nationwide organization) through common membership, governing bodies, trustees, officers, etc., to any other exempt or nonexempt organization?	80a	X
b If "Yes," enter the name of the organization ► and check whether it is <input type="checkbox"/> exempt or <input type="checkbox"/> nonexempt		
81 a Enter direct and indirect political expenditures. (See line 81 instructions.)	81a	
b Did the organization file Form 1120-POL for this year?	81b	X

Part VI Other Information (continued)

		Yes	No
82 a	Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?	X	
b	If "Yes," you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II. (See instructions in Part III.)		
	82b 0		
83 a	Did the organization comply with the public inspection requirements for returns and exemption applications?	X	
b	Did the organization comply with the disclosure requirements relating to <i>quid pro quo</i> contributions?	X	
84 a	Did the organization solicit any contributions or gifts that were not tax deductible?	N/A	
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	N/A	
85	501(c)(4), (5), or (6) organizations. a Were substantially all dues nondeductible by members?	N/A	
b	Did the organization make only in-house lobbying expenditures of \$2,000 or less? If "Yes" was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year.	N/A	
c	Dues, assessments, and similar amounts from members	N/A	
d	Section 162(e) lobbying and political expenditures	N/A	
e	Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices	N/A	
f	Taxable amount of lobbying and political expenditures (line 85d less 85e)	N/A	
g	Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?	N/A	
h	If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?	N/A	
86	501(c)(7) orgs. Enter: a Initiation fees and capital contributions included on line 12		
b	Gross receipts, included on line 12, for public use of club facilities		
87	501(c)(12) orgs. Enter: a Gross income from members or shareholders		
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)		
88 a	At any time during the year, did the organization own a 10% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Part IX		X
b	At any time during the year, did the organization, directly or indirectly, own a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Part XI		X
89 a	501(c)(3) organizations. Enter: Amount of tax imposed on the organization during the year under: section 4911 ; section 4912 ; section 4955		
b	501(c)(3) and 501(c)(4) orgs. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," attach a statement explaining each transaction		X
c	Enter: Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958		
d	Enter: Amount of tax on line 89c, above, reimbursed by the organization		
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction?		X
f	All organizations. Did the organization acquire a direct or indirect interest in any applicable insurance contract?		X
g	For supporting organizations and sponsoring organizations maintaining donor advised funds. Did the supporting organization, or a fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	N/A	
90 a	List the states with which a copy of this return is filed TN		
b	Number of employees employed in the pay period that includes March 12, 2006 (See instructions.)	55	
91 a	The books are in care of Name Mike Green, Sr Vice President & CFO Telephone no. (615) 255-8501 Located at 250 Venture Circle City Nashville ST TN ZIP + 4 37228		
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		X

Part VI Other Information (continued)

Yes No

c At any time during the calendar year, did the organization maintain an office outside of the United States?

91c

If "Yes," enter the name of the foreign country

92 Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041 — Check here

and enter the amount of tax-exempt interest received or accrued during the tax year 92 N/A

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

Note: Enter gross amounts unless otherwise indicated.

	Unrelated business income		Excluded by section 512, 513, or 514		(E)
	(A) Business code	(B) Amount	(C) Exclusion code	(D) Amount	Related or exempt function income
93 Program service revenue:					
a Service fees (designated gifts)					453,820
b Campaign/finance management fees					708
c					
d					
e					
f Medicare/Medicaid payments					
g Fees and contracts from government agencies					
94 Membership dues and assessments					
95 Interest on savings and temporary cash investments			14	153,691	
96 Dividends and interest from securities			14	354,852	
97 Net rental income or (loss) from real estate:					
a debt-financed property					
b not debt-financed property					
98 Net rental income or (loss) from personal property					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory			18	208,546	
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory					
103 Other revenue: a Miscellaneous		0		0	179,867
b		0		0	0
c		0		0	0
d		0		0	0
e		0		0	0
104 Subtotal (add columns (B), (D), and (E))		0		717,089	634,395
105 Total (add line 104, columns (B), (D), and (E))					1,351,484

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

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

Line No.	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes).
93a	Used for the enhancement of the annual campaign and to provide the mechanism for designated contributions to agencies.
93b	Used to provide management and financial services for a partner United Way organization.
103a	To record growth in the Planned Giving program and for the enhancement of the annual campaign.

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

(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End-of-year assets
N/A	%		0	0
	%		0	0
	%		0	0
	%		0	0

Part X Information Regarding Transfers Associated with Personal Benefit Contracts (See the instructions.)(a) Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? Yes ☐ No ☒(b) Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? Yes ☐ No ☒

Note: If "Yes" to (b), file Form 8870 and Form 4720 (see instructions).

Part XI

Information Regarding Transfers To and From Controlled Entities. Complete only if the organization is a controlling organization as defined in section 512(b)(13).

106 Did the reporting organization **make** any transfers to a controlled entity as defined in section 512(b)(13) of the Code? If "Yes," complete the schedule below for each controlled entity.

Yes	No
	X

	(A) Name, address, of each controlled entity	(B) Employer Identification Number	(C) Description of transfer	(D) Amount of transfer
a				
b				
c				
Totals				0

107 Did the reporting organization **receive** any transfers from a controlled entity as defined in section 512(b)(13) of the Code? If "Yes," complete the schedule below for each controlled entity.

Yes	No
	X

	(A) Name, address, of each controlled entity	(B) Employer Identification Number	(C) Description of transfer	(D) Amount of transfer
a				
b				
c				
Totals				0

108 Did the organization have a binding written contract in effect on August 17, 2006, covering the interest, rents, royalties, and annuities described in question 107 above?

Yes	No
	X

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

Please Sign Here

Signature of officer: Mike Green Date: 8-15-07

Type or print name and title: Mike Green, Senior Vice President and CFO

Paid Preparer's Use Only

Preparer's signature: _____ Date: _____ Check if self-employed: ☐ Preparer's SSN or PTIN (See Gen. Inst. X): _____

Firm's name (or yours if self-employed), address, and ZIP + 4: _____ EIN: _____ Phone no.: _____

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Organization Exempt Under Section 501(c)(3)

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

Supplementary Information—(See separate instructions.)

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

OMB No. 1545-0047

2006

Name of the organization

United Way of Middle Tennessee, Inc. (STMT 1)

Employer identification number

62-0533104

Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees

(See page 2 of the instructions. List each one. If there are none, enter "None.")

(a) Name and address of each employee paid more than \$50,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
Karen A Snyder, 250 Venture Circle Nashville, TN 37228	Vice President 40	79,043	16,074	
Angela M Murray, 250 Venture Circle Nashville, TN 37228	Vice President 40	69,023	11,821	
Sherry L Tarbuton, 250 Venture Circle Nashville, TN 37228	Vice President 40	64,643	15,448	
Cheryl L Markman, 250 Venture Circle Nashville, TN 37228	Vice President 40	59,933	17,715	
Joy L Haynes, 250 Venture Circle Nashville, TN 37228	Vice President 40	62,871	12,507	
Total number of other employees paid over \$50,000 ▶	13			

Part II-A Compensation of the Five Highest Paid Independent Contractors for Professional Services

(See page 2 of the instructions. List each one (whether individuals or firms). If there are none, enter "None.")

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
Samuel Macmaster, 297 Raintree Drive Hendersonville, TN 37075	Program Evaluation	90,000
KraftCPAs, 555 Great Circle Road Nashville, TN 37228	Audit Services	72,600
Total number of others receiving over \$50,000 for professional services ▶	0	

Part II-B Compensation of the Five Highest Paid Independent Contractors for Other Services

(List each contractor who performed services other than professional services, whether individuals or firms. If there are none, enter "None." See page 2 of the instructions.)

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

For Paperwork Reduction Act Notice, see the Instructions for Form 990 and Form 990-EZ.

Schedule A (Form 990 or 990-EZ) 2006

(HTA)

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

	Yes	No
1 During the year, has the organization attempted to influence national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum? If "Yes," enter the total expenses paid or incurred in connection with the lobbying activities ► \$ <u>4,780</u> (Must equal amounts on line 38, Part VI-A, or line i of Part VI-B.)	X	
Organizations that made an election under section 501(h) by filing Form 5768 must complete Part VI-A. Other organizations checking "Yes" must complete Part VI-B AND attach a statement giving a detailed description of the lobbying activities.		
2 During the year, has the organization, either directly or indirectly, engaged in any of the following acts with any substantial contributors, trustees, directors, officers, creators, key employees, or members of their families, or with any taxable organization with which any such person is affiliated as an officer, director, trustee, majority owner, or principal beneficiary? (If the answer to any question is "Yes," attach a detailed statement explaining the transactions.)		
a Sale, exchange, or leasing of property?		X
b Lending of money or other extension of credit?		X
c Furnishing of goods, services, or facilities? STMT 14	X	
d Payment of compensation (or payment or reimbursement of expenses, if more than \$1,000)? See Part V, Fm 990	X	
e Transfer of any part of its income or assets?		X
3 a Did the organization make grants for scholarships, fellowships, student loans, etc.? (If "Yes," attach an explanation of how the organization determines that recipients qualify to receive payments.)		X
b Did the organization have a section 403(b) annuity plan for its employees?	X	
c Did the organization receive or hold an easement for conservation purposes, including easements to preserve open space, the environment, historic land areas or historic structures? If "Yes," attach a detailed statement.		X
d Did the organization provide credit counseling, debt management, credit repair, or debt negotiation services?		X
4 a Did the organization maintain any donor advised funds? If "Yes," complete lines 4b through 4g. If "No," complete lines 4f and 4g.		X
b Did the organization make any taxable distributions under section 4966?		X
c Did the organization make a distribution to a donor, donor advisor, or related person?		X
d Enter the total number of donor advised funds owned at the end of the tax year ►		
e Enter the aggregate value of assets held in all donor advised funds owned at the end of the tax year ►		
f Enter the total number of separate funds or accounts owned at the end of the tax year (excluding donor advised funds included on line 4d) where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts ►		
g Enter the aggregate value of assets held in all funds or accounts included on line 4f at the end of the tax year ►		

Part IV Reason for Non-Private Foundation Status (See pages 4 through 7 of the instructions.)I certify that the organization is not a private foundation because it is: (Please check only **ONE** applicable box.)

- 5 ☐ A church, convention of churches, or association of churches. Section 170(b)(1)(A)(i).
- 6 ☐ A school. Section 170(b)(1)(A)(ii). (Also complete Part V.)
- 7 ☐ A hospital or a cooperative hospital service organization. Section 170(b)(1)(A)(iii).
- 8 ☐ A Federal, state, or local government or governmental unit. Section 170(b)(1)(A)(v).
- 9 ☐ A medical research organization operated in conjunction with a hospital. Section 170(b)(1)(A)(iii). Enter the hospital's name, city, and state ☐ City ☐ ST ☐ Country
- 10 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit. Section 170(b)(1)(A)(iv). (Also complete the **Support Schedule** in Part IV-A.)
- 11 a ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A.)
- 11 b ☐ A community trust. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A.)
- 12 ☐ An organization that normally receives: (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its charitable, etc., functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See section 509(a)(2). (Also complete the **Support Schedule** in Part IV-A.)
- 13 ☐ An organization that is not controlled by any disqualified persons (other than foundation managers) and otherwise meets the requirements of section 509(a)(3). Check the box that describes the type of supporting organization:
☐ Type I ☐ Type II ☐ Type III-Functionally Integrated ☐ Type III-Other

Provide the following information about the supported organizations. (See page 7 of the instructions.)

(a) Name(s) of supported organization(s)	(b) Employer identification number (EIN)	(c) Type of organization (described in lines 5 through 12 above or IRC section)	(d) Is the supported organization listed in the supporting organization's governing documents?		(e) Amount of support
			Yes	No	
Total					0

- 14 ☐ An organization organized and operated to test for public safety. Section 509(a)(4). (See page 7 of the instructions.)

Part IV-A Support Schedule (Complete only if you checked a box on line 10, 11, or 12.) **Use cash method of accounting.****Note:** You may use the worksheet in the instructions for converting from the accrual to the cash method of accounting.

Calendar year (or fiscal year beginning in)	(a) 2005	(b) 2004	(c) 2003	(d) 2002	(e) Total
15 Gifts, grants, and contributions received. (Do not include unusual grants. See line 28.)	24,445,348	23,794,491	26,391,021	27,198,397	101,829,257
16 Membership fees received					0
17 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to the organization's charitable, etc., purpose					0
18 Gross income from interest, dividends, amounts received from payments on securities loans (section 512(a)(5)), rents, royalties, and unrelated business taxable income (less section 511 taxes) from businesses acquired by the organization after June 30, 1975	346,958	258,881	171,694	262,365	1,039,898
19 Net income from unrelated business activities not included in line 18					0
20 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf					0
21 The value of services or facilities furnished to the organization by a governmental unit without charge. Do not include the value of services or facilities generally furnished to the public without charge					0
22 Other income. Attach a schedule. Do not include gain or (loss) from sale of capital assets					0
23 Total of lines 15 through 22	24,792,306	24,053,372	26,562,715	27,460,762	102,869,155
24 Line 23 minus line 17	24,792,306	24,053,372	26,562,715	27,460,762	102,869,155
25 Enter 1% of line 23	247,923	240,534	265,627	274,608	
26 Organizations described on lines 10 or 11:	a Enter 2% of amount in column (e), line 24				26a 2,057,383
b Prepare a list for your records to show the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 2002 through 2005 exceeded the amount shown in line 26a. Do not file this list with your return. Enter the total of all these excess amounts					26b 6,414,877
c Total support for section 509(a)(1) test: Enter line 24, column (e)					26c 102,869,155
d Add: Amounts from column (e) for lines:	18 1,039,898	19	22	26b 6,414,877	26d 7,454,775
e Public support (line 26c minus line 26d total)					26e 95,414,380
f Public support percentage (line 26e (numerator) divided by line 26c (denominator))					26f 92.75%
27 Organizations described on line 12:	a For amounts included in lines 15, 16, and 17 that were received from a "disqualified person," prepare a list for your records to show the name of, and total amounts received in each year from, each "disqualified person." Do not file this list with your return. Enter the sum of such amounts for each year:				
	(2005)	(2004)	(2003)	(2002)	
b For any amount included in line 17 that was received from each person (other than "disqualified persons"), prepare a list for your records to show the name of, and amount received for each year, that was more than the larger of (1) the amount on line 25 for the year or (2) \$5,000. (Include in the list organizations described in lines 5 through 11b, as well as individuals.) Do not file this list with your return. After computing the difference between the amount received and the larger amount described in (1) or (2), enter the sum of these differences (the excess amounts) for each year:	(2005)	(2004)	(2003)	(2002)	
c Add: Amounts from column (e) for lines:	15	16	17	20	21
d Add: Line 27a total					
e Public support (line 27c total minus line 27d total)					
f Total support for section 509(a)(2) test: Enter amount from line 23, column (e)					27f
g Public support percentage (line 27e (numerator) divided by line 27f (denominator))					27g 0.00%
h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator))					27h 0.00%
28 Unusual Grants: For an organization described in line 10, 11, or 12 that received any unusual grants during 2002 through 2005, prepare a list for your records to show, for each year, the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant. Do not file this list with your return. Do not include these grants in line 15.					

Part V Private School Questionnaire (See page 9 of the instructions.)
(To be completed ONLY by schools that checked the box on line 6 in Part IV)

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

Part VI-A Lobbying Expenditures by Electing Public Charities (See page 10 of the instructions.)(To be completed **ONLY** by an eligible organization that filed Form 5768)Check **a** ☐ if the organization belongs to an affiliated group. Check **b** ☐ if you checked "a" and "limited control" provisions apply.**Limits on Lobbying Expenditures**

(The term "expenditures" means amounts paid or incurred.)

		(a) Affiliated group totals	(b) To be completed for all electing organizations
36	Total lobbying expenditures to influence public opinion (grassroots lobbying)	36	
37	Total lobbying expenditures to influence a legislative body (direct lobbying)	37	4,780
38	Total lobbying expenditures (add lines 36 and 37)	38	0
39	Other exempt purpose expenditures	39	25,539,643
40	Total exempt purpose expenditures (add lines 38 and 39)	40	0
41	Lobbying nontaxable amount. Enter the amount from the following table—		
	If the amount on line 40 is—		
	Not over \$500,000		
	Over \$500,000 but not over \$1,000,000		
	Over \$1,000,000 but not over \$1,500,000		
	Over \$1,500,000 but not over \$17,000,000		
	Over \$17,000,000		
	The lobbying nontaxable amount is—		
	20% of the amount on line 40		
	\$100,000 plus 15% of the excess over \$500,000		
	\$175,000 plus 10% of the excess over \$1,000,000		
	\$225,000 plus 5% of the excess over \$1,500,000		
	\$1,000,000		
42	Grassroots nontaxable amount (enter 25% of line 41)	42	0
43	Subtract line 42 from line 36. Enter -0- if line 42 is more than line 36	43	0
44	Subtract line 41 from line 38. Enter -0- if line 41 is more than line 38	44	0

Caution: If there is an amount on either line 43 or line 44, you must file Form 4720.**4-Year Averaging Period Under Section 501(h)**

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below.)

See the instructions for lines 45 through 50 on page 13 of the instructions.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in) ►	(a) 2006	(b) 2005	(c) 2004	(d) 2003	(e) Total
45 Lobbying nontaxable amount STMT 15	1,000,000				1,000,000
46 Lobbying ceiling amount (150% of line 45(e))					1,500,000
47 Total lobbying expenditures	4,780				4,780
48 Grassroots nontaxable amount	250,000				250,000
49 Grassroots ceiling amount (150% of line 48(e))					375,000
50 Grassroots lobbying expenditures					0

Part VI-B Lobbying Activity by Nonelecting Public Charities

(For reporting only by organizations that did not complete Part VI-A) (See page 13 of the instructions.)

During the year, did the organization attempt to influence national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:

- a Volunteers
- b Paid staff or management (Include compensation in expenses reported on lines c through h.)
- c Media advertisements
- d Mailings to members, legislators, or the public
- e Publications, or published or broadcast statements
- f Grants to other organizations for lobbying purposes
- g Direct contact with legislators, their staffs, government officials, or a legislative body
- h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any other means
- i Total lobbying expenditures (Add lines c through h.)

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

Yes	No	Amount
		0

Schedule B
(Form 990, 990-EZ,
or 990-PF)

Department of the Treasury
Internal Revenue Service

Schedule of Contributors

Supplementary Information for
line 1 of Form 990, 990-EZ, and 990-PF (see instructions)

OMB No. 1545-0047

2006

Name of organization

United Way of Middle Tennessee, Inc. (STMT 1)

Employer identification number

62-0533104

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

☒ 501(c)(3) (enter number) organization

☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

☐ 527 political organization

Form 990-PF

☐ 501(c)(3) exempt private foundation

☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation

☐ 501(c)(3) taxable private foundation

COPY

Check if your organization is covered by the **General Rule** or a **Special Rule**. (Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule—see instructions.)

General Rule—

- ☐ For organizations filing Form 990, 990-EZ, or 990-PF that received, during the year, \$5,000 or more (in money or property) from any one contributor. (Complete Parts I and II.)

Special Rules—

- ☒ For a section 501(c)(3) organization filing Form 990, or Form 990-EZ, that met the 33 1/3 % support test of the regulations under sections 509(a)(1)/170(b)(1)(A)(vi), and received from any one contributor, during the year, a contribution of the greater of \$5,000 or 2% of the amount on line 1 of these forms. (Complete Parts I and II.)
- ☐ For a section 501(c)(7), (8), or (10) organization filing Form 990, or Form 990-EZ, that received from any one contributor, during the year, aggregate contributions or bequests of more than \$1,000 for use *exclusively* for religious, charitable, scientific, literary, or educational purposes, or the prevention of cruelty to children or animals. (Complete Parts I, II, and III.)
- ☐ For a section 501(c)(7), (8), or (10) organization filing Form 990, or Form 990-EZ, that received from any one contributor, during the year, some contributions for use *exclusively* for religious, charitable, etc., purposes, but these contributions did not aggregate to more than \$1,000. (If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Do not complete any of the Parts unless the **General Rule** applies to this organization because it received nonexclusively religious, charitable, etc., contributions of \$5,000 or more during the year.) ► \$ _____

Caution: Organizations that are not covered by the General Rule and/or the Special Rules do not file Schedule B (Form 990, 990-EZ, or 990-PF), but they **must** check the box in the heading of their Form 990, Form 990-EZ, or on line 2 of their Form 990-PF, to certify that they do not meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

Schedule B details are not open to public inspection

COPY

Statement 1

Form 900, Box C: Name of organization

The organization's charter was amended on January 26, 2006 to change the name of the corporation to United Way of Middle Tennessee, Inc. The organization has registered its former name as an assumed name with the Tennessee Secretary of State, and continues to do business in Davidson county as the United Way of Metropolitan Nashville.

On May 26, 2006 the United Way of Cheatham County, Tennessee merged with the United Way of Middle Tennessee. The United Way of Cheatham County transferred all of its assets to United Way of Tennessee and terminated, and the United Way of Middle Tennessee was the surviving entity. The organization has registered that former name as an assumed name with the Tennessee Secretary of State, and continues to do business in Cheatham County as the United Way of Cheatham County.

Statement 2

Form 990, Part I, Line 1: Contributions, gifts, grants, and similar amounts received

Line 1a - Direct public support is calculated as follows:

Total 2005/2006 campaign pledges	\$ 17,499,429
Less: Provision for uncollectible pledges	(1,072,600)
Subtotal for 2005/2006 campaign	16,426,829
Amounts collected on prior year campaigns, other contributions and other amounts released from restrictions	1,262,293
Combined Federal Campaign amounts reported on line 1b	(131,804)
Service fees on designated contributions, reported on line 2	(453,820)
Line 1b - Direct public support	\$ 17,103,498

Line 1b - Indirect public support

Amounts received from other United Way campaigns	162,830
Combined Federal Campaign	131,804
Line 1c - Indirect public support	\$ 294,634

Line 1c - Government grants

State of Tennessee - Ryan White	\$ 5,673,652
U.S. Department of Education - Early Reading First	812,397
Metropolitan Government of Nashville	410,921
State of Tennessee - Food Stamps (2-1-1)	123,663
Tennessee Regulatory Authority (2-1-1 expansion)	369,657
Line 1d - Government grants	\$ 7,390,290

**Line 1e - Total contributions, gifts, grants,
and similar amounts received**

\$ 24,788,422

Statement 3.

Form 990, Part I, Line 16: Payment to affiliates

Payment of dues to United Way of America, Alexandria, VA	<u>\$ 173,000</u>
----------------------------------------------------------	-------------------

United Way of America is the national organization dedicated to leading the United Way movement in making measurable impact in every community across America. The United Way movement consists of over 1,300 community-based United Way organizations. Each is independent, separately incorporated, and governed by local volunteers.

Statement 4

Form 990, Part I, Line 20: Other changes in net assets

Other changes in net assets consists of the following:

Unrestricted net assets

Unrealized appreciation on investments	\$ 743,871	
Effect of adoption of recognition provisions of FASB 158	<u>730,093</u>	
Change in unrestricted net assets		\$ 1,473,964

Temporarily restricted net assets

Change in temporarily restricted net assets		
Net campaign revenues to be reported in subsequent years	\$ 8,919,305	
Net campaign results from prior years reported as unrestricted contributions in the current year and included on line 1a	<u>(9,827,210)</u>	
Change in temporarily restricted net assets		(907,905)

Permanently restricted net assets

No changes in 2006	<u>-</u>
--------------------	----------

Line 20 - Total other changes in net assets	<u>\$ 566,059</u>
----------------------------------------------------	--------------------------

Statement 5

Form 990, Part II, Line 22: Schedule of Grants and Allocations

<u>Agency</u>	<u>Grants</u>	<u>Net designation</u>	<u>Total</u>
Campaign Funded			
Academy for Educational Development	59,146	285	59,431
Alcohol and Drug Council	261,220	18,721	279,941
Alive Hospice	111,031	161,943	272,974
American Red Cross	181,011	95,288	276,299
ARC of Davidson County	8,256	5,447	13,703
Bethlehem Center	139,267	41,179	180,446
Big Brothers & Big Sisters of Middle TN	27,335	19,835	47,170
Blakemore UMC Children's Center	7,285	7,197	14,482
Boy Scouts of America	35,258	85,127	120,385
Boys and Girls Club	94,601	62,186	156,787
CASA	44,019	14,454	58,473
Catholic Charities of Tennessee	164,933	80,739	245,672
Conexion Americas	57,661	1,736	59,397
Dismas, Inc.	14,776	5,348	20,124
Domestic Violence Intervention Center	12,549	16,417	28,966
Exchange Club Family Center	47,794	4,391	52,185
Family and Children's Service	602,837	66,529	669,366
Fannie Battle Day Home	33,549	2,716	36,265
First Steps, Inc.	117,993	10,029	128,022
Foundations Associates	16,864	1,231	18,095
Girl Scout Co. of the Cumberland Valley	154,568	27,579	182,147
Goodwill Industries	47,536	1,944	49,480
Grace M. Eaton Child Care & PRC	45,178	5,748	50,926
Guardianship & Trust Corporation	53,516	2,908	56,424
HEROS	0	59	59
Holly Street Day Care	29,233	5,314	34,547
Interfaith Dental Clinic	109,061	7,972	117,033
Kids on the Block of Middle Tennessee	2,538	5,881	8,419
King's Daughter Day Home	69,787	6,325	76,112
Ladies of Charity Welfare Agency	67,814	6,823	74,637
League for the Deaf and Hard of Hearing	71,248	13,649	84,897
Legal Aid Society of Middle TN	107,011	14,278	121,289
Magdalene	13,609	21,362	34,971
Martha O'Bryan Center	247,921	42,873	290,794
Matthew 25	30,237	6,076	36,313
Matthew Walker Comprehensive Health Center	13,219	6,427	19,646
McNeilly Center for Children	294,009	9,225	303,234
Mental Health Association	27,053	12,501	39,554
Mental Health Cooperative	74,646	6,538	81,184
Mid-TN Supported Living, Inc.	71,555	3,469	75,024

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Statement 5

Form 990, Part II, Line 22: Schedule of Grants and Allocations

<u>Agency</u>	<u>Grants</u>	<u>Net designation</u>	<u>Total</u>
Nashville Adult Literacy Council	68,475	2,294	70,769
Nashville CARES	134,515	58,147	192,662
Nashville Child Advocacy Center	16,463	9,339	25,802
Nashville O.I.C.	10,183	5,319	15,502
Nashville Safe Haven Family Shelter	57,834	21,667	79,501
National Conference for Community & Justice	16,119	111	16,230
Neighborhoods Resource Center	150,276	1,888	152,164
New Horizons Corporation	159,340	3,250	162,590
Nurses for Newborns Tennessee Chapter	57,458	5,288	62,746
Oasis Center	400,835	21,339	422,174
Old Hickory Christian Comm. Outreach	13,899	3,108	17,007
Operation Stand Down	13,799	5,879	19,678
Organized Neighbors of Edgehill (ONE)	31,086	2,202	33,288
Outlook Nashville	45,618	7,455	53,073
Park Center	50,662	8,016	58,678
Pencil Foundation	167,042	9,124	176,166
Planned Parenthood	7,378	38,275	45,653
Rape and Sexual Abuse Center	157,771	35,419	193,190
Renewal House	42,050	10,548	52,598
Residential Resource, Inc.	21,666	857	22,523
Saint Luke's Community Center	155,658	39,698	195,356
Saint Mary Villa	99,801	5,757	105,558
Salvation Army	89,189	66,644	155,833
Samaritan Recovery Community	156,679	4,583	161,262
Second Harvest Food Bank	136,259	298,917	435,176
Senior Citizens, Inc.	356,094	38,455	394,549
STARS	128,580	14,811	143,391
Tennessee Poison Center	39,425	2,558	41,983
United Neighborhood Health Services	77,277	1,013	78,290
Vanderbilt Center for Health Services	73,468	2,814	76,282
Vanderbilt Imagine College	0	375	375
Vanderbilt's Susan Gray School for Children	57,083	9,948	67,031
YMCA	44,392	57,967	102,359
YWCA	280,601	16,144	296,745
Youth Life Learning Center	68,597	2,228	70,825
Subtotal - Outcome Based Investment Grants	6,952,696	1,719,186	8,671,882

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Statement 5

Form 990, Part II, Line 22: Schedule of Grants and Allocations

<u>Agency</u>	<u>Grants</u>	<u>Net designation</u>	<u>Total</u>
Family Resource Center coordination	394,490		394,490
Read to Succeed initiative	56,855		56,855
2-1-1 community services referral line	277,694		277,694
Vanderbilt Community Research & Action Project	35,000		35,000
Tornado relief (Am Red Cross, Salvation Army)	20,000		20,000
Mayor's Youth Summit	18,469		18,469
Nashville Wealth Building Alliance - EITC	2,256		2,256
Designations to other agencies/UW's	-	3,256,922	3,256,922
Total Campaign Funded	7,757,460	4,976,108	12,733,568

Grant Funded

Ryan White/Community AIDS Partnership	5,367,156	-	5,367,156
Family Resource Centers	332,000	-	332,000
Early Reading First	383,173	-	383,173
Read to Succeed	229,189	-	229,189
2-1-1 community services referral line	280,152	-	280,152
2-1-1 statewide expansion (Tn Regulatory Authority)	369,657	-	369,657
Statewide support Governor's Pre-kindergarten	355,250	-	355,250
Total Grant Funded	7,316,577	-	7,316,577

Part II, Line 22b - Other grants and allocations	\$ 15,074,037	\$ 4,976,108	\$ 20,050,145
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Uncollected designated pledges	503,411
Service Fees supporting United Way operations	453,820
Gross designations	\$ 5,933,339

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Statement 6
Form 990, Part II, Line 25a:
Compensation of Current Officers, Directors, and Key Employees

<u>Name</u>	<u>Position</u>	<u>Salary</u>	<u>Deferred/Fringe</u>	<u>Total</u>
Mark H Desmond	President & CEO	174,945	26,683	201,628
John W Havron	Executive Vice-Pres	114,739	23,067	137,806
Philip N Orr	Senior Vice-Pres	84,312	30,469	114,781
John M Green	Senior Vice-Pres	90,185	24,215	114,400
	Total	464,181	104,434	568,615

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Statement 7
Form 990, Part II, Line 42, and Part IV, Line 57b:
Depreciation and Accumulated Depreciation

<u>Description</u>	<u>Basis</u>	<u>2006 Expense</u>	<u>Accumulated Depreciation</u>
Fixed Assets			
Building	968,690	32,290	(886,753)
Building improvements	440,693	20,947	(348,172)
Computer systems	273,104	12,433	(249,704)
Software	522,321	42,380	(434,881)
Building equipment and office furniture	377,414	14,857	(363,074)
Personal computers and peripherals	<u>512,299</u>	<u>1,264</u>	<u>(512,195)</u>
Totals	3,094,521	124,171	(2,794,779)
Total Fixed Assets			
		Depreciation Expense	Accumulated Depreciation
Total Depreciable Assets	3,094,521	<u>124,171</u>	<u>(2,794,779)</u>
Land	<u>272,715</u>		
Gross Fixed Assets	<u>3,367,236</u>	Net Fixed Assets	<u>572,457</u>

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Statement 8

Form 990, Part III: Primary exempt purpose

Mission:

United Way seeks to bring people and organizations together to create a community where individuals, families, and neighborhoods thrive.

United Way of Metropolitan Nashville brings people and organizations together to create a community where individuals, families, and neighborhoods thrive. **United Way identifies community needs and solutions:** We partner with community leaders and experts to determine the most critical issues and then address the immediate needs as well as the underlying problems that undermine individuals and the community alike. **United Way has a unique expertise in investing donors' dollars into programs that show measurable results:** United Way invests in specific outcomes that are achieved through local programs in partnership with government, business and community leaders. **We also create entirely new ways to make a difference through initiatives such as Read to Succeed, Family Resource Centers, and 2-1-1:** We do more than change lives through health and human services programs - we support the common good for our entire community. **We hold ourselves accountable to the donor and community:** United Way is committed to reporting the impact of a donor's investment and being trusted stewards of those dollars. **United Way is a dynamic way to invest dollars in the community for broad impact or on issues important to you, the donor:** We achieve community impact by focusing on issues encompassing children, wellness, basic needs, and neighborhoods.

Statement 9

Form 990, Part IIIa: Exempt purpose achievements

Net program investments from unrestricted campaign funds		\$	7,757,460
Gross agency designations from the campaign	\$	5,933,339	
Less uncollected designated pledges		(503,411)	
Less service fees supporting United Way operations		(453,820)	
Net agency designations			4,976,108
Part IIIa - Exempt purpose achievements		\$	<u>12,733,568</u>

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Statement 10

Form 990, Part IV, Line 54a: Schedule of investments - securities

Investments at market value

Short term investments	\$	514,879
Commercial paper		492,827
Mutual funds - hedge fund		339,958
US Treasury securities		608,513
US Government agency obligations		2,511,374
Corporate debt securities		45,422
Equity securities		9,136,009
Mortgage-backed securities		<u>894,393</u>

Part IV, Line 54a - Investments (securities) **\$ 14,543,375**

Statement 11

Form 990, Part IV, Line 59: Schedule of other assets

Refundable advances to subrecipients	\$	1,371,712
Other receivable		88,529
Net pension assets		1,363,720
Cash surrender value of life insurance policies		<u>841,213</u>

Part IV, Line 59 - Other assets **\$ 3,665,174**

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Statement 12
Form 990, Part IV-A and IV-B, Line a

Total revenue, gains, and other support consists of the following:

Consolidated Statement of Activities - Unrestricted Net Assets

Total support and revenue	\$ 21,166,400
Endowment gains (losses) exclusive of the spending rate	741,269
Effect of adoption of recognition and measurement date provision of FASB 158	<u>730,093</u>
Part IV-A, Line a - Total revenue, gains, and other support per audited financial statements	<u>\$ 22,637,762</u>

Total expenses and losses consist of:

Consolidated Statement of Activities - Unrestricted Net Assets

Total costs and expenses	<u>\$ 20,568,315</u>
Part IV-B, Line a - Total expenses and losses per audited financial statements	<u>\$ 20,568,315</u>

Changes in Temporarily Restricted Net Assets and Permanently Restricted Net Assets
are reported Part 1, Line 20 - Other Changes in net assets

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Statement 13
Form 990, Part V: List of Board of Trustees

Hours: Regular meetings, 14 hours annually

Kent Adams, 2009^{1st}
President
Caterpillar Power Ventures Corporation
2120 West End Avenue
Nashville, TN 37203

Michael A. (Mike) Edwards, 2008^{1st}
President
First Tennessee Bank
511 Union Street
Nashville, TN 37219

Liz Allen-Fey, 2008^{1st}
CEO
Management Solutions Group
P.O. Box 120777
Nashville, TN 37212

Robert C. (Bob) Fisher, 2007^{2nd}
President
Belmont University
1900 Belmont Boulevard
Nashville, TN 37212

Francis J. (Fran) Bedard, 2008^{1st}
Partner
Deloitte Tax LLP
424 Church Street, Suite 2400
Nashville, TN 37219

Priscilla Partridge de Garcia, 2008^{2nd}
Clinical Psychologist
President
Partridge Garcia Group, Inc.
5012 High Valley Drive
Brentwood, TN 37027

David Bohan, 2009^{1st}
Marketing Committee Chair
Chairman & CEO
Bohan Advertising / Marketing
115 11th Avenue South
Nashville, TN 37203

Francis S. Guess, 2008^{2nd}
Executive Vice President
The Danner Company
2 International Drive, Suite 510
Nashville, TN 37217

David E. Briggs, 2008^{2nd}
Treasurer/Finance Committee Chair
Senior Vice President – Middle Market Banking Executive
Bank of America
414 Union Street, 2nd Floor
Nashville, TN 37239

E. Anthony (Tony) Heard, 2009^{2nd}
NMG Advisers, Inc.
Nashville Management Group
95 White Bridge Rd #400
Nashville, TN 37205

Michael A. Carter, Sr., 2008^{1st}
President and CEO
Athena Health Club and Day Spa
620 Church Street
Brentwood, TN 37027

Keith Herron 2009^{1st}
Area Executive for Middle TN
AmSouth Bank
315 Deaderick St.- 6th Floor
Nashville, TN 37237

Ralph Davis, 2006
Immediate Past Board Chair
Chairman
Waller Lansden Dortch & Davis, PLLC
511 Union Street, Suite 2100
Nashville, TN 37219

Charles (Charlie) L. Howorth, Jr., 2008
Non-voting Emeritus Trustee
Regulatory Vice President
BellSouth
333 Commerce Street, Suite 2104
Nashville, TN 37201-3300

Statement 13
Form 990, Part V: List of Board of Trustees

Hours: Regular meetings, 14 hours annually

Orrin H. Ingram II, 2008^{1st}

Board Chair
President & CEO
Ingram Industries Inc.
4400 Harding Road
Nashville, TN 37205

Janet L. (Jan) Jones

Voting Ex Officio
Association of Nonprofit Executives Liaison
President/CEO
Alive Hospice, Inc.
1718 Patterson Street
Nashville, TN 37203

Kelvin D. Jones, III, 2009^{2nd}

Director
Metro Human Relations Commission
Metropolitan Government of Nashville & Davidson County
700 Second Avenue South, 2nd Floor
Nashville, TN 37210

John Kimbro, 2007^{1st}

1004 General George Patton
Nashville, TN 37221

William C. (Bill) Koch, Jr., 2009^{2nd}

Judge
Tennessee Court of Appeals
203 Supreme Court Building
401 7th Avenue North
Nashville, TN 37219-1407

Scott McWilliams, 2007^{1st}

CEO
Ozburn Hessey Logistics
7101 Executive Center Dr. #333
Brentwood, TN 37027

Kelli A. Molette, 2009^{2nd}

Kelli A. Turner, DDS, PC
1506 Church Street, Suite 110
Nashville, TN 37203

Michael S. (Mike) Neal, 2009^{2nd}

President & CEO
Nashville Chamber of Commerce
211 Commerce St., Suite 100
Nashville, TN 37201

Anissa Nelson-Carlisle, 2007

Non-Voting Ex Officio
Sennet Society Chair
Deloitte & Touche LLP
424 Church St. #2400
Nashville, TN 37219

Hal N. Pennington, 2008^{1st}

Chairman, President and CEO
Genesco Inc.
1415 Murfreesboro Road
Nashville, TN 37217

Lynn E. Pollan, 2007^{1st}

Community Investments Steering Committee Chair
Vice President and Assistant General Counsel
Willis North America Inc.
26 Century Boulevard, Floor 7S
Nashville, TN 37214

Mel Purcell, 2007^{1st}

Human Resources Committee Chair
Senior Vice President
Federal Reserve Bank of Atlanta- Nashville Branch
301 Eighth Avenue, North
Nashville, TN 37203-4407

Statement 13
Form 990, Part V: List of Board of Trustees

Hours: Regular meetings, 14 hours annually

A. Gregory (Gregg) Ramos, 2008^{1st}

Attorney
North, Pursell, Ramos & Jameson PLC
Bank of America Plaza
414 Union Street, Suite 1850
Nashville, TN 37219-1783

Anne L. Russell, 2008^{1st}

Attorney at Law
Adams and Reese/Stokes Bartholomew LLP
Financial Center
424 Church Street, Suite 2800
Nashville, TN 37219-2386

Karen Saul, 2007^{2nd}

President/CEO
The HR Group
5205 Maryland Way, Suite 300
Brentwood, TN 37027

Mary Ruth Shell, 2009^{1st}

4412 Chickering Lane
Nashville, TN 37215

Mike Shmerling, 2009^{1st}

CEO
Xebec Management Inc.
618 Church Street, Suite 200
Nashville, TN 37219

Howard Stringer, 2007

Voting Ex Officio
Community Foundation Liaison
3700 Whitland Ave
Nashville, TN 37205

J. Michael (Mickey) Sullivan, 2007^{2nd}

Secretary
Regional Vice President
Gresham, Smith and Partners
1400 Nashville City Center
511 Union Street
Nashville, TN 37219

Kenneth (Ken) Swanson, 2007^{1st}

Dean and Rector
Christ Church Cathedral
900 Broadway
Nashville, TN 37203

Rene Ward, 2007^{1st}

Vice President - Investments
Ward Financial Advisory at Wachovia Securities
10 Cadillac Drive, Suite 300
Brentwood, TN 37027

David Williams II, 2009^{2nd}

Board Chair Elect
Vice Chancellor for Student Life and
University Affairs, General Counsel,
University Secretary and Professor of Law
Vanderbilt University
305 Kirkland Hall
Nashville, TN 37240

Noel B. Williams, 2007^{2nd}

Sr. Vice President & Chief Information Officer
HCA
2555 Park Plaza
Nashville, TN 37203

Alan Yuspeh, 2009^{1st}

Senior Vice President of Ethics,
Compliance and Corporate Responsibilities
HCA
One Park Plaza
Nashville, TN 37203

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Statement 14

Form 900, Schedule A, Part III, Line 2c: Statements About Activities

In the normal course of business, the organization may purchase goods or services from organizations with which substantial contributors or trustees may be affiliated. Such goods and services are usual and customary in nature, such as banking services, telephone service, investment and brokerage services, legal services, facilitation or training. The dollar amount of those expenditures are generally immaterial and are always subject to the requirements of our code of ethics.

Statement 15

Form 900, Schedule A, Part VI-A, Lines 45-50:4-Year Averaging Period

The organization filed its first 501(h) election on October 5, 2006 effective for the tax year ending on 12/31/2006. That election has not been revoked. The organization then is not required to complete all columns of lines 45-50.

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