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

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

**A** For the 2011 calendar year, or tax year beginning **SEP 1, 2011** and ending **AUG 31, 2012**

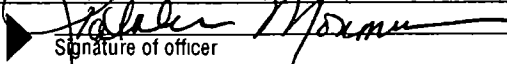
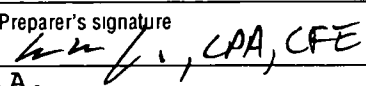
<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization <b>UNITED WAY OF THE LOWER EASTERN SHORE, INC.</b>		<b>D</b> Employer identification number <b>52-6016589</b>
	Doing Business As		<b>E</b> Telephone number <b>410-742-5143</b>
	Number and street (or P O box if mail is not delivered to street address) <b>801 NORTH SALISBURY BOULEVARD</b>	Room/suite <b>202</b>	<b>G</b> Gross receipts \$ <b>1,577,115.</b>
	City or town, state or country, and ZIP + 4 <b>SALISBURY, MD 21801</b>		<b>H(a)</b> Is this a group return for affiliates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <b>H(b)</b> Are all affiliates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. (see instructions) <b>H(c)</b> Group exemption number ▶
<b>I</b> Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) (insert no ) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527			
<b>J</b> Website: ▶ <b>WWW.UNITEDWAY4US.ORG</b>			
<b>K</b> Form of organization <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶			<b>L</b> Year of formation <b>1944</b>
			<b>M</b> State of legal domicile <b>MD</b>

**Part I Summary**

<b>Activities &amp; Governance</b>	<b>1</b> Briefly describe the organization's mission or most significant activities: <b>TO CONNECT LOCAL RESOURCES AND COMMUNITY MEMBERS IN WORCESTER, WICOMICO, SOMERSET AND DORCHESTER</b>	
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	<b>3</b> Number of voting members of the governing body (Part VI, line 1a)	<b>3</b> 29
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b)	<b>4</b> 29
	<b>5</b> Total number of individuals employed in calendar year 2011 (Part V, line 2a)	<b>5</b> 6
	<b>6</b> Total number of volunteers (estimate if necessary)	<b>6</b> 0
	<b>7 a</b> Total unrelated business revenue from Part VIII, column (C), line 12 <b>b</b> Net unrelated business taxable income from Form 990-T, line 34	<b>7a</b> 0. <b>7b</b> 0.
<b>Revenue</b>	<b>8</b> Contributions and grants (Part VIII, line 1h)	Prior Year: 1,447,526. Current Year: 1,467,560.
	<b>9</b> Program service revenue (Part VIII, line 2g)	0. 0.
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d)	98,318. 88,728.
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	2,800. <40,270.>
	<b>12</b> Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,548,644. 1,516,018.
	<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1-3)	1,116,565. 726,474.
<b>Expenses</b>	<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4)	0. 0.
	<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	389,675. 362,994.
	<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e)	0. 0.
	<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶ <b>171,969.</b>	
	<b>17</b> Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	261,331. 192,020.
	<b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	1,767,571. 1,281,488.
<b>19</b> Revenue less expenses. Subtract line 18 from line 12	<218,927.> 234,530.	
<b>Net Assets or Fund Balances</b>	<b>20</b> Total assets (Part X, line 16)	Beginning of Current Year: 516,549. End of Year: 511,985.
	<b>21</b> Total liabilities (Part X, line 26)	769,882. 531,661.
	<b>22</b> Net assets or fund balances. Subtract line 21 from line 20	<253,333.> <19,676.>

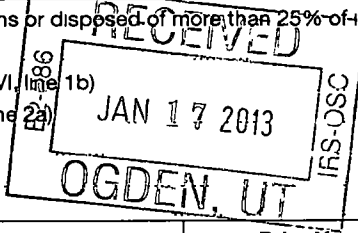
**Part II Signature Block**

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.

<b>Sign Here</b>	Signature of officer 	Date <b>1-10-13</b>
	Type or print name and title <b>KATHLEEN MOMME, EXECUTIVE DIRECTOR</b>	
<b>Paid Preparer Use Only</b>	Print/Type preparer's name <b>ANDREW M. HAYNIE, CPA</b>	Preparer's signature 
	Firm's name ▶ <b>PKS &amp; COMPANY, P.A.</b> Firm's address ▶ <b>P.O. BOX 72 SALISBURY, MD 21803-0072</b>	Date <b>12/14/12</b> Check if self-employed <input type="checkbox"/> PTIN <b>P00440764</b> Firm's EIN ▶ <b>52-1224986</b> Phone no <b>(410)546-5600</b>

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

SCANNED JAN 31 2013



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**Part III Statement of Program Service Accomplishments**

Check if Schedule O contains a response to any question in this Part III

1 Briefly describe the organization's mission:

THE MISSION OF THE UNITED WAY OF THE LOWER EASTERN SHORE, INC. IS TO INCREASE THE ORGANIZED CAPACITY FOR PEOPLE TO CARE FOR ONE ANOTHER.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

Yes  No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?

Yes  No

If "Yes," describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code \_\_\_\_\_) (Expenses \$ 726,474. including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

COMMUNITY INVESTMENT: THE UNITED WAY OF THE LOWER EASTERN SHORE INVESTS CONTRIBUTIONS IN THREE IMPACT AREAS 1) HELPING CHILDREN AND YOUTH SUCCEED 2) PROVIDING EMERGENCY AND CRISIS HELP AND 3) SUPPORTING AGING AND VULNERABLE MEMBERS OF THE COMMUNITY. INTENSE STEWARDSHIP OF DONOR'S DOLLARS IS PROVIDED TO ENSURE ALL CONTRIBUTIONS ARE DIRECTED TO AREAS OF GREATEST NEED IN THE COMMUNITY. THIS IS ACHIEVED THROUGH A NETWORK OF COMMUNITY VOLUNTEERS FROM ALL FOUR COUNTIES WHO, IN CONJUNCTION WITH UNITED WAY STAFF, DETERMINE WHERE THE GREATEST NEEDS ARE EVERY YEAR AND INVEST CONTRIBUTIONS INTO LOCAL PROGRAMS IN THE MOST EFFICIENT AND EFFECTIVE MANNER POSSIBLE. THE UNITED WAY COMMUNITY INVESTMENT PROCESS DOES NOT FUND AGENCY BUDGET DEFICITS, YET DIRECTS DOLLARS TO PROGRAMS THAT ARE HELPING LOWER SHORE RESIDENTS. THE PROCESS

4b (Code \_\_\_\_\_) (Expenses \$ 277,378. including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

IN ADDITION TO FUNDING LOCAL PROGRAMS, UNITED WAY OF THE LOWER EASTERN SHORE PROVIDES INFORMATION & REFERRAL SERVICES, A COMMUNITY SERVICE CONNECTION PROGRAM FOR LOCAL SCHOOLS, AND ENGAGES IN NUMEROUS COMMUNITY PARTNERSHIPS TO ELEVATE AWARENESS AND OPPORTUNITIES TO HELP OUR NEIGHBORS IN NEED.

4c (Code \_\_\_\_\_) (Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

4d Other program services (Describe in Schedule O.)

(Expenses \$ \_\_\_\_\_ including grants of \$ \_\_\_\_\_) (Revenue \$ \_\_\_\_\_)

4e Total program service expenses 1,003,852.

**Part IV Checklist of Required Schedules**

	Yes	No
<b>1</b> Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
<b>2</b> Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?		X
<b>3</b> Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
<b>4 Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		X
<b>5</b> Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
<b>6</b> Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
<b>7</b> Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
<b>8</b> Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
<b>9</b> Did the organization report an amount in Part X, line 21; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
<b>10</b> Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
<b>11</b> If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
<b>a</b> Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
<b>b</b> Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
<b>c</b> Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
<b>d</b> Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		X
<b>e</b> Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
<b>f</b> Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>		X
<b>12a</b> Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI, XII, and XIII</i>	X	
<b>b</b> Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional</i>		X
<b>13</b> Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
<b>14a</b> Did the organization maintain an office, employees, or agents outside of the United States?		X
<b>b</b> Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
<b>15</b> Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the United States? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
<b>16</b> Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the United States? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
<b>17</b> Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		X
<b>18</b> Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		X
<b>19</b> Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
<b>20a</b> Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
<b>b</b> If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		

**Part IV Checklist of Required Schedules** (continued)

	Yes	No
<b>21</b> Did the organization report more than \$5,000 of grants and other assistance to any government or organization in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	X	
<b>22</b> Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>		X
<b>23</b> Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>		X
<b>24a</b> Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25</i>		X
<b>b</b> Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
<b>c</b> Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
<b>d</b> Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
<b>25a Section 501(c)(3) and 501(c)(4) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>		X
<b>b</b> Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>		X
<b>26</b> Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>		X
<b>27</b> Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>		X
<b>28</b> Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)		
<b>a</b> A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	X	
<b>b</b> A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>		X
<b>c</b> An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>		X
<b>29</b> Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>		X
<b>30</b> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>		X
<b>31</b> Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		X
<b>32</b> Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>		X
<b>33</b> Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>		X
<b>34</b> Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>		X
<b>35a</b> Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
<b>b</b> Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>		X
<b>36 Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>		X
<b>37</b> Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>		X
<b>38</b> Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? <b>Note.</b> All Form 990 filers are required to complete Schedule O	X	

**Part V** Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response to any question in this Part V

		Yes	No
<b>1a</b>	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable		
<b>1b</b>	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable		
<b>1c</b>	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		
<b>2a</b>	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return		
<b>2b</b>	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? <b>Note.</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)	X	
<b>3a</b>	Did the organization have unrelated business gross income of \$1,000 or more during the year?		X
<b>3b</b>	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O		
<b>4a</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)?		X
<b>4b</b>	If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		
<b>5a</b>	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		X
<b>5b</b>	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		X
<b>5c</b>	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		
<b>6a</b>	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?		X
<b>6b</b>	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
<b>7</b>	<b>Organizations that may receive deductible contributions under section 170(c).</b>		
<b>7a</b>	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?		X
<b>7b</b>	If "Yes," did the organization notify the donor of the value of the goods or services provided?		
<b>7c</b>	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		X
<b>7d</b>	If "Yes," indicate the number of Forms 8282 filed during the year		
<b>7e</b>	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		
<b>7f</b>	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		
<b>7g</b>	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
<b>7h</b>	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
<b>8</b>	<b>Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.</b> Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		
<b>9</b>	<b>Sponsoring organizations maintaining donor advised funds.</b>		
<b>9a</b>	Did the organization make any taxable distributions under section 4966?		
<b>9b</b>	Did the organization make a distribution to a donor, donor advisor, or related person?		
<b>10</b>	<b>Section 501(c)(7) organizations.</b> Enter:		
<b>10a</b>	Initiation fees and capital contributions included on Part VIII, line 12		
<b>10b</b>	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities		
<b>11</b>	<b>Section 501(c)(12) organizations.</b> Enter:		
<b>11a</b>	Gross income from members or shareholders		
<b>11b</b>	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)		
<b>12a</b>	<b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?		
<b>12b</b>	If "Yes," enter the amount of tax-exempt interest received or accrued during the year		
<b>13</b>	<b>Section 501(c)(29) qualified nonprofit health insurance issuers.</b>		
<b>13a</b>	Is the organization licensed to issue qualified health plans in more than one state? <b>Note.</b> See the instructions for additional information the organization must report on Schedule O.		
<b>13b</b>	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans		
<b>13c</b>	Enter the amount of reserves on hand		
<b>14a</b>	Did the organization receive any payments for indoor tanning services during the tax year?		X
<b>14b</b>	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		

**Part VI Governance, Management, and Disclosure** For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response to any question in this Part VI

**Section A. Governing Body and Management**

		Yes	No
<b>1a</b>	Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O		
	29		
<b>1b</b>	Enter the number of voting members included in line 1a, above, who are independent		
	29		
<b>2</b>	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		X
<b>3</b>	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person?		X
<b>4</b>	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		X
<b>5</b>	Did the organization become aware during the year of a significant diversion of the organization's assets?		X
<b>6</b>	Did the organization have members or stockholders?		X
<b>7a</b>	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		X
<b>7b</b>	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	X	
<b>8</b>	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following		
<b>8a</b>	The governing body?	X	
<b>8b</b>	Each committee with authority to act on behalf of the governing body?	X	
<b>9</b>	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O		X

**Section B. Policies** (This Section B requests information about policies not required by the Internal Revenue Code)

		Yes	No
<b>10a</b>	Did the organization have local chapters, branches, or affiliates?		X
<b>10b</b>	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
<b>11a</b>	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	X	
<b>11b</b>	Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
<b>12a</b>	Did the organization have a written conflict of interest policy? If "No," go to line 13	X	
<b>12b</b>	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	X	
<b>12c</b>	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	X	
<b>13</b>	Did the organization have a written whistleblower policy?	X	
<b>14</b>	Did the organization have a written document retention and destruction policy?	X	
<b>15</b>	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
<b>15a</b>	The organization's CEO, Executive Director, or top management official	X	
<b>15b</b>	Other officers or key employees of the organization If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).	X	
<b>16a</b>	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		X
<b>16b</b>	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		

**Section C. Disclosure**

- 17** List the states with which a copy of this Form 990 is required to be filed **MD**
- 18** Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
 Own website     Another's website     Upon request
- 19** Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20** State the name, physical address, and telephone number of the person who possesses the books and records of the organization: **DALE DRYDEN - 410-742-5143**  
**801 NORTH SALISBURY BOULEVARD, SUITE 202, SALISBURY, MD 21801**

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response to any question in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former** directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) BRUCE BRIGHT PRESIDENT	10.00	X		X				0.	0.	0.
(2) GUS LEBOIS EXECUTIVE VP	10.00	X		X				0.	0.	0.
(3) VINCE TOLBERT SECRETARY/TREASURER	10.00	X		X				0.	0.	0.
(4) TIM FEIST IMMEDIATE PAST PRESIDENT	10.00	X		X				0.	0.	0.
(5) STEVEN LEONARD VP - COMMUNITY INVESTMENT	10.00	X		X				0.	0.	0.
(6) JOHN GADDIS VP - WORCESTER COUNTY	10.00	X		X				0.	0.	0.
(7) PETE BUGAS VP - DORCHESTER	10.00	X		X				0.	0.	0.
(8) GINNY REID MATERN VP - WICOMICO COUNTY	10.00	X		X				0.	0.	0.
(9) RICK NELSON VP - SOMERSET	10.00	X		X				0.	0.	0.
(10) MIKE LANGLEY VP - SPECIAL PROJECTS	10.00	X		X				0.	0.	0.
(11) CHRIS BITTERS DIRECTOR	10.00	X						0.	0.	0.
(12) RICK BRIGGS DIRECTOR	10.00	X						0.	0.	0.
(13) JOHN FREDERICKSEN DIRECTOR	10.00	X						0.	0.	0.
(14) JIM HARTSTEIN DIRECTOR	10.00	X						0.	0.	0.
(15) LINDA HENRY DIRECTOR	10.00	X						0.	0.	0.
(16) RON HICKMAN DIRECTOR	10.00	X						0.	0.	0.
(17) CRAIG JAHNELKA DIRECTOR	10.00	X						0.	0.	0.



**UNITED WAY OF THE  
LOWER EASTERN SHORE, INC.**

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**Part VII** Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) TOM MEARS DIRECTOR	10.00	X						0.	0.	0.
(19) DWIGHT MILLER DIRECTOR	10.00	X						0.	0.	0.
(20) FREDDY MITCHELL DIRECTOR	10.00	X						0.	0.	0.
(21) JAY PARKER DIRECTOR	10.00	X						0.	0.	0.
(22) JAN PERDUE DIRECTOR	10.00	X						0.	0.	0.
(23) KAREN REDDERSEN DIRECTOR	10.00	X						0.	0.	0.
(24) JOE RUARK DIRECTOR	10.00	X						0.	0.	0.
(25) TONY SARBANES DIRECTOR	10.00	X						0.	0.	0.
(26) IRA SHOCKLEY DIRECTOR	10.00	X						0.	0.	0.
<b>1b Sub-total</b>								0.	0.	0.
<b>c Total from continuation sheets to Part VII, Section A</b>								95,738.	0.	6,668.
<b>d Total (add lines 1b and 1c)</b>								95,738.	0.	6,668.

**2** Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization 0

	Yes	No
<b>3</b> Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>		X
<b>4</b> For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>		X
<b>5</b> Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		X

**Section B. Independent Contractors**

**1** Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
NONE		

**2** Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 0

**SEE PART VII, SECTION A CONTINUATION SHEETS**

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**Part VIII Statement of Revenue**

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	1 a Federated campaigns	1a						
	b Membership dues	1b						
	c Fundraising events	1c						
	d Related organizations	1d						
	e Government grants (contributions)	1e						
	f All other contributions, gifts, grants, and similar amounts not included above	1f	1,467,560.					
	g Noncash contributions included in lines 1a-1f \$							
	<b>h Total. Add lines 1a-1f</b>			1,467,560.				
<b>Program Service Revenue</b>	Business Code:							
	2 a							
	b							
	c							
	d							
	e							
	f All other program service revenue							
<b>g Total. Add lines 2a-2f</b>								
<b>Other Revenue</b>	3 Investment income (including dividends, interest, and other similar amounts)			88,728.			88,728.	
	4 Income from investment of tax-exempt bond proceeds							
	5 Royalties							
	6 a Gross rents	(i) Real	(ii) Personal					
		b Less: rental expenses						
		c Rental income or (loss)						
		d Net rental income or (loss)						
	7 a Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other					
		b Less: cost or other basis and sales expenses						
		c Gain or (loss)						
		d Net gain or (loss)						
	8 a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	a		20,827.				
		b Less: direct expenses	b	61,097.				
		c Net income or (loss) from fundraising events			<40,270.>			<40,270.>
	9 a Gross income from gaming activities. See Part IV, line 19	a						
b Less: direct expenses		b						
c Net income or (loss) from gaming activities								
10 a Gross sales of inventory, less returns and allowances	a							
	b Less cost of goods sold	b						
	c Net income or (loss) from sales of inventory							
Miscellaneous Revenue			Business Code:					
11 a								
	b							
	c							
	d All other revenue							
<b>e Total. Add lines 11a-11d</b>								
<b>12 Total revenue. See instructions</b>				1,516,018.	0.	0.	48,458.	

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

Check if Schedule O contains a response to any question in this Part IX

<i>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</i>	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the United States See Part IV, line 21	726,474.	726,474.		
2 Grants and other assistance to individuals in the United States See Part IV, line 22				
3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	95,738.	47,869.	17,233.	30,636.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	209,956.	104,978.	37,792.	67,186.
8 Pension plan accruals and contributions (include section 401(k) and section 403(b) employer contributions)				
9 Other employee benefits	31,452.	15,727.	5,662.	10,063.
10 Payroll taxes	25,848.	12,924.	4,653.	8,271.
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	12,596.		12,596.	
d Lobbying				
e Professional fundraising services See Part IV, line 17				
f Investment management fees				
g Other				
12 Advertising and promotion				
13 Office expenses	6,177.	5,003.	309.	865.
14 Information technology				
15 Royalties				
16 Occupancy	34,729.	28,130.	1,737.	4,862.
17 Travel	2,699.	2,186.	135.	378.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	5,453.	4,417.	273.	763.
20 Interest	6,462.		6,462.	
21 Payments to affiliates	14,581.		14,581.	
22 Depreciation, depletion, and amortization	3,210.		3,210.	
23 Insurance				
24 Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a <b>CAMPAIGN EXPENSES</b>	47,071.			47,071.
b <b>OTHER PROGRAM EXPENSES</b>	24,419.	24,419.		
c <b>ANNUAL MEETING/VOLUNTEE</b>	20,882.	20,882.		
d <b>EQUIPMENT RENTAL AND MA</b>	8,402.	6,806.	420.	1,176.
e All other expenses	5,339.	4,037.	604.	698.
<b>25 Total functional expenses.</b> Add lines 1 through 24e	<b>1,281,488.</b>	<b>1,003,852.</b>	<b>105,667.</b>	<b>171,969.</b>
26 <b>Joint costs.</b> Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Check here  if following SOP 98-2 (ASC 958-720)

**Part X Balance Sheet**

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing	44,088.	1	28,663.
	2 Savings and temporary cash investments	10,187.	2	39,756.
	3 Pledges and grants receivable, net	435,804.	3	420,499.
	4 Accounts receivable, net	7,237.	4	
	5 Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6 Receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions)		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges	7,504.	9	14,318.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 47,347.		
	b Less: accumulated depreciation	10b 40,912.	8,541.	10c 6,435.
	11 Investments - publicly traded securities		11	
	12 Investments - other securities. See Part IV, line 11		12	
	13 Investments - program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11	3,188.	15	2,314.
16 <b>Total assets.</b> Add lines 1 through 15 (must equal line 34)	516,549.	16	511,985.	
Liabilities	17 Accounts payable and accrued expenses	62,157.	17	63,791.
	18 Grants payable	557,725.	18	276,487.
	19 Deferred revenue		19	
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties	150,000.	24	189,633.
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D	0.	25	1,750.
	26 <b>Total liabilities.</b> Add lines 17 through 25	769,882.	26	531,661.
Net Assets or Fund Balances	<b>Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.</b>			
	27 Unrestricted net assets	<143,123.>	27	<173,011.>
	28 Temporarily restricted net assets	<110,210.>	28	153,335.
	29 Permanently restricted net assets		29	
	<b>Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 30 through 34.</b>			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building, or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
33 <b>Total net assets or fund balances</b>	<253,333.>	33	<19,676.>	
34 <b>Total liabilities and net assets/fund balances</b>	516,549.	34	511,985.	

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response to any question in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,516,018.
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,281,488.
3	Revenue less expenses. Subtract line 2 from line 1	3	234,530.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	<253,333.>
5	Other changes in net assets or fund balances (explain in Schedule O)	5	<873.>
6	Net assets or fund balances at end of year. Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	<19,676.>

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response to any question in this Part XII

- 1 Accounting method used to prepare the Form 990:  Cash  Accrual  Other \_\_\_\_\_  
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.
- 2a Were the organization's financial statements compiled or reviewed by an independent accountant?
- b Were the organization's financial statements audited by an independent accountant?
- c If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?  
If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O
- d If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both:  
 Separate basis  Consolidated basis  Both consolidated and separate basis
- 3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?
- b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.

	Yes	No
2a		X
2b	X	
2c	X	
3a		X
3b		

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**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	1690765.	1462237.	1425722.	1447526.	1467560.	7493810.
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge						
<b>4 Total.</b> Add lines 1 through 3	1690765.	1462237.	1425722.	1447526.	1467560.	7493810.
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
<b>6 Public support.</b> Subtract line 5 from line 4						7493810.

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
<b>7</b> Amounts from line 4	1690765.	1462237.	1425722.	1447526.	1467560.	7493810.
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	121,398.	61,728.	71,006.	98,318.	88,729.	441,179.
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on						
<b>10</b> Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV.)			<411.>			<411.>
<b>11 Total support.</b> Add lines 7 through 10						7934578.
<b>12</b> Gross receipts from related activities, etc. (see instructions)					12	41,384.

**13 First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here

**Section C. Computation of Public Support Percentage**

<b>14</b> Public support percentage for 2011 (line 6, column (f) divided by line 11, column (f))	<b>14</b>	94.44 %
<b>15</b> Public support percentage from 2010 Schedule A, Part II, line 14	<b>15</b>	94.14 %

**16a 33 1/3% support test - 2011.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization

**b 33 1/3% support test - 2010.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization

**17a 10% -facts-and-circumstances test - 2011.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization

**b 10% -facts-and-circumstances test - 2010.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization

**18 Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions



**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
<b>2</b> Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
<b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513						
<b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
<b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge						
<b>6 Total.</b> Add lines 1 through 5						
<b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons						
<b>b</b> Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
<b>c</b> Add lines 7a and 7b						
<b>8 Public support</b> (Subtract line 7c from line 6)						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
<b>9</b> Amounts from line 6						
<b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
<b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
<b>c</b> Add lines 10a and 10b						
<b>11</b> Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
<b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
<b>13 Total support</b> (Add lines 9, 10c, 11, and 12)						

**14 First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here

**Section C. Computation of Public Support Percentage**

<b>15</b> Public support percentage for 2011 (line 8, column (f) divided by line 13, column (f))	<b>15</b>	%
<b>16</b> Public support percentage from 2010 Schedule A, Part III, line 15	<b>16</b>	%

**Section D. Computation of Investment Income Percentage**

<b>17</b> Investment income percentage for 2011 (line 10c, column (f) divided by line 13, column (f))	<b>17</b>	%
<b>18</b> Investment income percentage from 2010 Schedule A, Part III, line 17	<b>18</b>	%

**19a 33 1/3% support tests - 2011.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization

**b 33 1/3% support tests - 2010.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization

**20 Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions

**SCHEDULE D**  
**(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Financial Statements**

▶ Complete if the organization answered "Yes," to Form 990,  
Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.  
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

**2011**

Open to Public  
Inspection

Name of the organization **UNITED WAY OF THE LOWER EASTERN SHORE, INC.** Employer identification number **52-6016589**

**Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.** Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate contributions to (during year)		
3 Aggregate grants from (during year)		
4 Aggregate value at end of year		
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?		<input type="checkbox"/> Yes <input type="checkbox"/> No
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?		<input type="checkbox"/> Yes <input type="checkbox"/> No

**Part II Conservation Easements.** Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply).

<input type="checkbox"/> Preservation of land for public use (e.g., recreation or education)	<input type="checkbox"/> Preservation of an historically important land area
<input type="checkbox"/> Protection of natural habitat	<input type="checkbox"/> Preservation of a certified historic structure
<input type="checkbox"/> Preservation of open space	

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

	Held at the End of the Tax Year
a Total number of conservation easements	2a
b Total acreage restricted by conservation easements	2b
c Number of conservation easements on a certified historic structure included in (a)	2c
d Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ \_\_\_\_\_

4 Number of states where property subject to conservation easement is located ▶ \_\_\_\_\_

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?  Yes  No

6 Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year ▶ \_\_\_\_\_

7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ \$ \_\_\_\_\_

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?  Yes  No

9 In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.** Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenues included in Form 990, Part VIII, line 1 ▶ \$ \_\_\_\_\_

(ii) Assets included in Form 990, Part X ▶ \$ \_\_\_\_\_

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:

a Revenues included in Form 990, Part VIII, line 1 ▶ \$ \_\_\_\_\_

b Assets included in Form 990, Part X ▶ \$ \_\_\_\_\_

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):
- a  Public exhibition
  - b  Scholarly research
  - c  Preservation for future generations
  - d  Loan or exchange programs
  - e  Other \_\_\_\_\_
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

**Part IV Escrow and Custodial Arrangements.** Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b If "Yes," explain the arrangement in Part XIV and complete the following table:
- |                                 | Amount |
|---------------------------------|--------|
| c Beginning balance             | 1c     |
| d Additions during the year     | 1d     |
| e Distributions during the year | 1e     |
| f Ending balance                | 1f     |
- 2a Did the organization include an amount on Form 990, Part X, line 21?  Yes  No
- b If "Yes," explain the arrangement in Part XIV.

**Part V Endowment Funds.** Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment  \_\_\_\_\_ %
  - b Permanent endowment  \_\_\_\_\_ %
  - c Temporarily restricted endowment  \_\_\_\_\_ %
- The percentages in lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- |   | Yes    | No |
|---|--------|----|
| (i) unrelated organizations   | 3a(i)  |    |
| (ii) related organizations  | 3a(ii) |    |
| b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R? | 3b     |    |
- 4 Describe in Part XIV the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.** See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		1,740.	1,261.	479.
d Equipment		45,607.	39,651.	5,956.
e Other				

**Total.** Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).) ▶ 6,435.

**Part VII Investments - Other Securities.** See Form 990, Part X, line 12

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
<b>Total.</b> (Col (b) must equal Form 990, Part X, col (B) line 12) ▶		

**Part VIII Investments - Program Related.** See Form 990, Part X, line 13.

(a) Description of investment type	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
<b>Total.</b> (Col (b) must equal Form 990, Part X, col (B) line 13) ▶		

**Part IX Other Assets.** See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col (B) line 15.) ▶	

**Part X Other Liabilities.** See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) DEFERRED REVENUE	1,750.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col (B) line 25.) ▶	
	1,750.

2. FIN 48 (ASC 740) Footnote: In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740)

<b>Part XI Reconciliation of Change in Net Assets from Form 990 to Audited Financial Statements</b>		
1	Total revenue (Form 990, Part VIII, column (A), line 12)	1,516,018.
2	Total expenses (Form 990, Part IX, column (A), line 25)	1,281,488.
3	Excess or (deficit) for the year. Subtract line 2 from line 1	234,530.
4	Net unrealized gains (losses) on investments	<873.>
5	Donated services and use of facilities	
6	Investment expenses	
7	Prior period adjustments	
8	Other (Describe in Part XIV)	
9	Total adjustments (net). Add lines 4 through 8	<873.>
10	Excess or (deficit) for the year per audited financial statements. Combine lines 3 and 9	233,657.

<b>Part XII Reconciliation of Revenue per Audited Financial Statements With Revenue per Return</b>		
1	Total revenue, gains, and other support per audited financial statements	1,608,094.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:	
2a	Net unrealized gains on investments	
2b	Donated services and use of facilities	139,826.
2c	Recoveries of prior year grants	
2d	Other (Describe in Part XIV.)	<873.>
2e	Add lines 2a through 2d	138,953.
3	Subtract line 2e from line 1	1,469,141.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:	
4a	Investment expenses not included on Form 990, Part VIII, line 7b	
4b	Other (Describe in Part XIV.)	46,877.
4c	Add lines 4a and 4b	46,877.
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)	1,516,018.

<b>Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return</b>		
1	Total expenses and losses per audited financial statements	1,374,437.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:	
2a	Donated services and use of facilities	139,826.
2b	Prior year adjustments	
2c	Other losses	
2d	Other (Describe in Part XIV.)	61,097.
2e	Add lines 2a through 2d	200,923.
3	Subtract line 2e from line 1	1,173,514.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:	
4a	Investment expenses not included on Form 990, Part VIII, line 7b	
4b	Other (Describe in Part XIV.)	107,974.
4c	Add lines 4a and 4b	107,974.
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)	1,281,488.

<b>Part XIV Supplemental Information</b>	
Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, line 8; Part XII, lines 2d and 4b; and Part XIII, lines 2d and 4b. Also complete this part to provide any additional information.	
<b>PART XII, LINE 2D - OTHER ADJUSTMENTS:</b>	
NET UNREALIZED LOSS ON INVESTMENTS	-873.
<b>PART XII, LINE 4B - OTHER ADJUSTMENTS:</b>	
CONTRIBUTIONS THAT ARE DONOR DESIGNATIONS	107,974.
SPECIAL EVENT EXPENSES	-61,097.
TOTAL TO SCHEDULE D, PART XII, LINE 4B	46,877.

**Part XIV** Supplemental Information (continued)

PART XIII, LINE 2D - OTHER ADJUSTMENTS:

SPECIAL EVENT EXPENSES 61,097.

PART XIII, LINE 4B - OTHER ADJUSTMENTS:

DONOR DESIGNATIONS 107,974.



UNITED WAY OF THE

**Part II Fundraising Events.** Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events (add col. (a) through col. (c))
		MASQUERADE BALL (event type)	OTHER (event type)	NONE (total number)	
Revenue	1	Gross receipts	67,529.	14,395.	81,924.
	2	Less: Charitable contributions			
	3	Gross income (line 1 minus line 2)	67,529.	14,395.	81,924.
Direct Expenses	4	Cash prizes			
	5	Noncash prizes			
	6	Rent/facility costs			
	7	Food and beverages			
	8	Entertainment			
	9	Other direct expenses	61,097.		61,097.
	10	Direct expense summary. Add lines 4 through 9 in column (d)			( 61,097. )
	11	Net income summary. Combine line 3, column (d), and line 10			20,827.

**Part III Gaming.** Complete if the organization answered "Yes" to Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1	Gross revenue			
	2	Cash prizes			
Direct Expenses	3	Noncash prizes			
	4	Rent/facility costs			
	5	Other direct expenses			
	6	Volunteer labor	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No
	7	Direct expense summary. Add lines 2 through 5 in column (d)			( )
	8	Net gaming income summary. Combine line 1, column d, and line 7			

9 Enter the state(s) in which the organization operates gaming activities: \_\_\_\_\_  
 a Is the organization licensed to operate gaming activities in each of these states?  Yes  No  
 b If "No," explain: \_\_\_\_\_

10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year?  Yes  No  
 b If "Yes," explain: \_\_\_\_\_





**SCHEDULE I  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Grants and Other Assistance to Organizations,  
Governments, and Individuals in the United States**

Complete if the organization answered "Yes" to Form 990, Part IV, line 21 or 22.  
▶ Attach to Form 990.

OMB No 1545-0047

**2011**

Open to Public  
Inspection

Name of the organization **UNITED WAY OF THE LOWER EASTERN SHORE, INC.** Employer identification number **52-6016589**

**Part I General Information on Grants and Assistance**

1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?  Yes  No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

**Part II Grants and Other Assistance to Governments and Organizations in the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Check this box if no one recipient received more than \$5,000. Part II can be duplicated if additional space is needed. ▶

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
AMERICAN RED CROSS - DP 100 WEST 10TH STREET WILMINGTON, DE 19801	51-0067766		9,028.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
BIG BROTHERS / BIG SISTERS OF CENTRAL MARYLAND - 3600 CLIPPER MILL ROAD - BALTIMORE, MD 21211	52-0631265		44,444.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
CATHOLIC CHARITIES 2601 WEST FOURTH STREET WILMINGTON, DE 19805	51-0065685		69,778.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
GIRL SCOUTS 501 SOUTH COLLEGE AVENUE NEWARR, DE 19713	51-0064337		38,311.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
COASTAL HOSPICE P O BOX 1733 SALISBURY, MD 21804	52-1214775		65,444.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
DELMARVA BOY SCOUTS 801 WASHINGTON STREET WILMINGTON, DE 19801	51-0065733		35,844.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table

3 Enter total number of other organizations listed in the line 1 table

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule I (Form 990) (2011)

Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
DELMARVA COMMUNITY SERVICES 2450 CAMBRIDGE BELTWAY CAMBRIDGE, MD 21613	52-1000521		67,778.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
DIAGONIA 12747 OLD BRIDGE ROAD OCEAN CITY, MD 21842	52-1381317		55,928.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
DORCHESTER YMCA 201 TALBOT STREET CAMBRIDGE, MD 21613	52-1359653		10,178.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
DOVE POINTE P O BOX 1610 SALISBURY, MD 21802	52-0884222		4,073.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
EASTER SEALS 61 CORPORATE CIRCLE NEW CASTLE, DE 19720	51-0066728		1,031.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
LIFE CRISES CENTER P O BOX 387 SALISBURY, MD 21803	52-1147731		56,556.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
MAC, INC. 1504 RIVERSIDE DRIVE SALISBURY, MD 21801	52-0992005		175,289.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
SSACC COMMUNITY CENTER P O BOX 2098 SALISBURY, MD 21802	52-1609890		26,681.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
SALISBURY URBAN MINISTRIES P O BOX 1792 SALISBURY, MD 21802	52-2043085		36,389.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.

Part I Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
SALVATION ARMY P O BOX 3235 407 OAK STREET SALISBURY, MD 21802	52-0591457		112,528.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
SOMERSET COMMUNITY SERVICES P O BOX 18 MARION STATION, MD 21838	52-0907036		429.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
VILLAGE OF HOPE TRANSITIONAL LIVING - 1001 LAKE STREET - SALISBURY, MD 21801	52-1631603		53,056.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
WORCESTER YOUTH AND FAMILY P O BOX 925 BERLIN, MD 21811	52-1227987		56,829.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
SAMARITAN MINISTRIES P O BOX 100 SNOW HILL, MD 21863	52-2080155		21,600.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
SALISBURY HORIZONS 6279 HOBBS ROAD SALISBURY, MD 21804	52-0904771		17,593.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
AMERICAN RED CROSS - LS P O BOX 3714 SALISBURY, MD 21802	52-1354553		36,861.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
HOLLY COMMUNITY P O BOX 1489 SALISBURY, MD 21802	52-1035367		4,285.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.
CANCER SUPPORT COMMUNITY DELMARVA, INC. - 560 RIVERSIDE DRIVE - SALISBURY, MD 21801	52-2082199		5,556.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.

Schedule I (Form 990) Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II)

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
CHESAPEAKE HOUSING MISSION, INC. 30754 FOXCHASE DRIVE SALISBURY, MD 21804	26-3435626		2,222.	0.			TO ASSIST ORGANIZATION TO ACCOMPLISH THEIR GOAL OF HELPING LOWER SHORE RESIDENTS.

**Part III** Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22.  
 Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of non-cash assistance

**Part IV** Supplemental Information. Complete this part to provide the information required in Part I, line 2, and any other additional information.

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**Part IV Business Transactions Involving Interested Persons.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues?	
				Yes	No
WILLIAM TURNER	WILLIAM TURNER IS A	16,880.	THE OFFICE		X

**Part V Supplemental Information**

Complete this part to provide additional information for responses to questions on Schedule L (see instructions).

SCH L, PART IV, BUSINESS TRANSACTIONS INVOLVING INTERESTED PERSONS:

(A) NAME OF PERSON: WILLIAM TURNER

(B) RELATIONSHIP BETWEEN INTERESTED PERSON AND ORGANIZATION:

WILLIAM TURNER IS A FORMER DIRECTOR OF THE UNITED WAY OF THE L.E.S.

(C) AMOUNT OF TRANSACTION \$ 16,880.

(D) DESCRIPTION OF TRANSACTION: THE OFFICE SPACE LEASED BY UNITED WAY OF THE LOWER EASTERN SHORE IS OWNED BY A COMPANY WHOSE PRESIDENT IS WILLIAM TURNER. CERTAIN CONCESSIONS ON LEASE COST HAVE BEEN MADE FOR THE UNITED WAY.

(E) SHARING OF ORGANIZATION REVENUES? = NO



**SCHEDULE O**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.  
▶ Attach to Form 990 or 990-EZ.

OMB No 1545-0047

**2011**  
Open to Public  
Inspection

Name of the organization	UNITED WAY OF THE LOWER EASTERN SHORE, INC.	Employer identification number 52-6016589
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FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:

COUNTIES WITH LOCAL HEALTH AND HUMAN NEEDS.

FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS:

ALLOWS UNITED WAY DONORS THE ADDED VALUE OF A SUPERIOR LEVEL OF  
ACCOUNTABILITY FOR THEIR CONTRIBUTIONS AND ASSURANCE THAT IT WILL BE  
USED WHERE IT IS NEEDED THE MOST AND WILL MAKE THE MOST DIFFERENCE. TO  
ENSURE RESULTS, UNITED WAY DEDICATES OVER 500 HOURS ANNUALLY TO ANALYZE  
EVERY PROGRAM BUDGET IN DETAIL AND CONDUCT DETAILED ON-SITE REVIEWS.  
CURRENTLY, 55 LOCAL PROGRAMS RECEIVE CRITICAL FUNDING FROM UNITED WAY.

FORM 990, PART VI, SECTION A, LINE 7B: DECISIONS MADE BY THE BOARD OF  
DIRECTORS REQUIRES MAJORITY APPROVAL, AND ARE NOTED IN THE MINUTES OF  
MEETINGS.

FORM 990, PART VI, SECTION B, LINE 11: THE 990 IS FIRST REVEIWD BY THE  
BOARD TREASURER, EXECUTIVE DIRECTOR, AND FINANCE DIRECTOR, AT WHICH POINT  
IT IS PASSED ALONG TO THE AUDIT/COMPLIANCE COMMITTEE, AND THEN ON TO THE  
FULL BOARD OF DIRECTORS FOR FINAL APPROVAL.

FORM 990, PART VI, SECTION B, LINE 12C: THE UNITED WAY OF THE LOWER  
EASTERN SHORE REQUIRES ANNUAL CONFIRMATION IN WRITING THAT THEY HAVE/WILL  
READ THE POLICY CONCERNING CONFLICTS OF INTEREST AND WILL DISCLOSE IN  
WRITING ANY CONFLICTS OF INTEREST THEY ARE AWARE OF. IN THE EVENT A  
CONFLICT OF INTEREST ARISES, THE UNITED WAY OF THE LOWER EASTERN SHORE  
EXECUTIVE COMMITTEE WILL REVIEW THE EXTENT OF SUCH AND TAKE ACTION

Name of the organization UNITED WAY OF THE LOWER EASTERN SHORE, INC.	Employer identification number 52-6016589
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ACCORDINGLY.

FORM 990, PART VI, SECTION B, LINE 15: PROCESS FOR DETERMING COMPENSATION OF THE UNITED WAY OF THE LOWER EASTERN SHORE, INC.'S KEY PERSONNEL INCLUDES A REVIEW BY INDEPENDENT PEOPLE, THE EXECUTIVE COMMITTEE, AND THEN IS FORMALIZED IN THE BUDGETARY PROCESS, WHICH IS APPROVED IN THE MINUTES OF THE BOARD OF DIRECTORS.

FORM 990, PART VI, SECTION C, LINE 18: THE UNITED WAY OF THE LOWER EASTERN SHORE MAKES ITS FORM 990 AVAILABLE TO THE PUBLIC UPON WRITTEN REQUEST. SCHEDULE OF CONTRIBUTORS IS NOT AVAILABLE TO THE PUBLIC.

FORM 990, PART VI, SECTION C, LINE 19: THE UNITED WAY OF THE LOWER EASTERN SHORE MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC UPON WRITTEN REQUEST.

FORM 990, PART XI, LINE 5, CHANGES IN NET ASSETS:  
NET UNREALIZED LOSSES ON INVESTMENTS: -873.

FORM 990, PART XI, LINE 2C  
THE PROCESS FOR REVIEWING THE AUDITED FINANCIAL STATEMENTS HAS NOT CHANGED FROM THE PREVIOUS YEAR.