

# 2018 COMMUNITY IMPACT REPORT

UNITED WAY OF BUFFALO & ERIE COUNTY



# SEE THE DIFFERENCE YOU'VE

## CAMPAIGN HIGHLIGHTS

- The annual campaign grew for the 8<sup>th</sup> consecutive year totaling \$16,558,280.
- The Endowment grew by another \$3 million bringing the current portfolio to \$15 million when including expectancies.
- New business cultivation resulted in 51 new accounts raising \$56,692.
- M&T Bank and Wegmans both raised over \$1 million in their 2017 campaign.
- Saw increased revenues in grant management with an increase of \$1.3 million from last year.

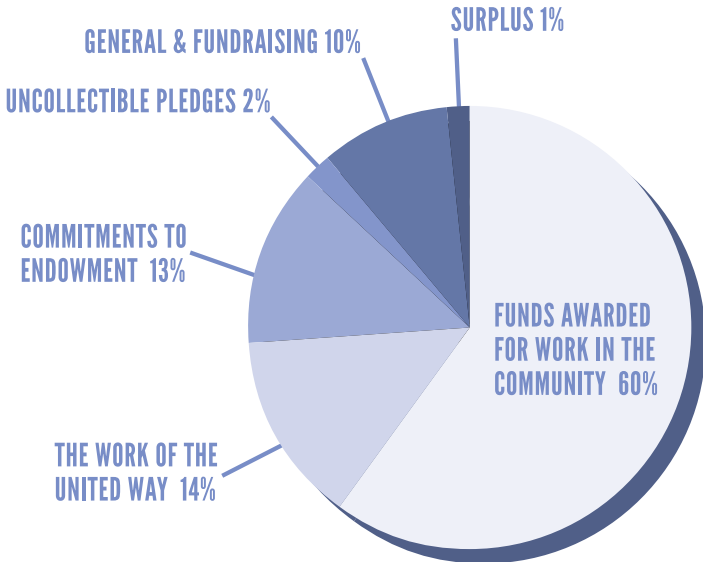
Total revenue for fiscal year 2018 was \$23,285,760 derived from:

**\$16,558,280**  
campaign revenue

**\$5,935,640**  
grant funding

**\$791,840**  
investment income

## WHERE THE MONEY GOES





# MADE

United Way brings people, organizations, and resources together to improve community well-being. But we are more than fundraisers. We surround our community's most critical problems—and we fight.

## ORGANIZATIONAL HIGHLIGHTS

- Launched our fourth Community Report Card “A Profile of Premature Birth in Erie County” which highlights the health risks premature babies are more likely to experience.
- Participated in successful advocacy to include \$1.25 million in funding in the 2018–2019 NYS budget for 2-1-1; increase funding for child care subsidies by \$7 million in the 2018–2019 NYS budget; and extend funding for the Child Health Insurance Program (CHIP) for 10 years.
- Launched Labor United, a partnership between AFL-CIO Community Services and United Way.

"As community leaders we can shape the future of our community by helping United Way address the most critical needs. I've seen the positive impact of our leaders and I am proud to put our collective strength and energy into supporting United Way's mission." —Paulette Crooke, 2017 Campaign Chair



**FACT** LAST YEAR OVER 30 COMPANIES PROVIDED 1,022 VOLUNTEERS TO COMPLETE 272 PROJECTS THROUGH OUR BUSINESS MEETS COMMUNITY PROGRAM.





## Full Service Community Schools

Our Full Service Community School initiative has increased community engagement in the South Buffalo community by 500%. A total of 1,575 students, 1,644 family members, and 1,115 community members were served for a total of 4,334 individuals during the 2016-2017 school year. 73% of the students participating displayed increased pro-social skills, coping methods, and knowledge.



# EDUCATION

United we help students be all they can be.

## Funding in Education

**\$1.9 million** in United Way funded programs

**\$2.3 million** in grants managed by United Way

## Total Funding in Education

**\$4.2 million** invested back into our community for education programs & initiatives

## Recent Successes

- Built two Born Learning Trails within Erie County to promote healthy early childhood development with plans for two more in 2019.
- **Awarded a \$1.4 million grant from the Ralph C. Wilson Jr. Foundation to support and expand the highly successful WNY Girls In Sports program.**

## YOU HELP CHILDREN REACH THEIR FULL POTENTIAL.

- **7,979** children achieved developmentally appropriate social-emotional and behavioral skills.



- **6,960** students were enrolled in high-quality childcare, after-school or out-of-school programs.

- **4,490** children demonstrated age appropriate literacy and mathematical skills.



\*results from United Way funded programs

FACT **32,394** YOUNG CHILDREN & STUDENTS WERE EQUIPPED TO SUCCEED IN SCHOOL.

# HEALTH

United we build strong and healthy communities.

## Funding in Health

**\$875,000** in United Way funded programs

**\$2.7 million** in grants managed by United Way

## Total Funding in Health

**\$3.5 million** invested back into our community for health programs & initiatives

## Recent Successes

- Awarded a \$1.1 million Community Food Systems grant from General Mills to increase access and affordability of fresh and culturally appropriate food. This resulted in 13 agencies receiving one time grants to fulfill this vision in the community.

## COMMUNITY BABY SHOWER

Over **75 companies and community organizations held baby showers** to benefit United Way's Community Baby Shower which donates essential items to expectant mothers in need. Essential items include diapers, wipes, digital thermometers, board books, and sleep sacks.

### Community Baby Shower Sponsors:

Title:



Premier:



Media:



## Play 60 Challenge

The Play 60 Challenge program encourages children to get 60 minutes of physical activity each day and make healthy eating choices. In 2017, 62 schools participated, reaching over 10,000 students for a grand total of 16,342,459 minutes of activity.



# YOU HELP PEOPLE IMPROVE THEIR WELL-BEING.

- **9,574** community members were assisted to address a social condition that was negatively impacting their health.



- 
- **7,486** children participated in CATCH schools where children performed better physically and ate healthier foods.



- 
- **2,957** individuals attended necessary health-related appointments.



\*results from United Way funded programs







## United Way Free Tax Prep

Tax season highlights included 8,125 VITA returns filed through the Creating Assets Savings and Hope (CASH) Coalition; 2,223 returns filed on Myfreetaxes.com; and \$16.7 million in total refunds achieved. In addition, 2,880 tax filers were connected to Earned Income Tax Credits earning \$5.8 million and over \$2 million was estimated in total savings associated with tax fees.



# FINANCIAL STABILITY

United we help families achieve financial independence.

## Funding in Financial Stability

**\$1.4 million** in United Way funded programs

**\$1.8 million** in grants managed by United Way

## Total Funding in Financial Stability

**\$3.2 million** invested back into our community for financial stability programs & initiatives

## Recent Successes

- The American Apprenticeship Initiative reached its grant goal of 300 employer-forecasted apprentices for the five year grant period and began a waiting list for additional companies to participate in the program.



\*The AAI of WNY is funded by a \$2.9 million grant awarded to the United Way of Buffalo and Erie County by the US Department of Labor, Employment and Training Administration. The content of this publication does not necessarily reflect the views or policies of the US Department of Labor.

## YOU HELP PEOPLE BUILD SKILLS TO ACHIEVE LONG-TERM STABILITY.

- **6,769** individuals developed a plan to address a financial crisis.



- **1,343** community members completed a training program to improve their likelihood of obtaining and maintaining employment.

- **7,318** individuals were provided with financial education and asset-building services.

\*results from United Way funded programs

FACT **24,112** PEOPLE RECEIVED TOOLS TO IMPROVE THEIR FINANCES & BECOME MORE SELF-SUFFICIENT.

# WE PROMOTE COMMUNITY

## LEADERSHIP SOCIETY

Leadership Society's 4,500-plus members contributed a total of \$6.1 million last year and used their experience and expertise to help improve life for people in our community.

### FAMILY VOLUNTEER DAY

On September 29, 2018, 232 volunteers, including 68 children, from 63 families **packed 40,000 meals** that were then donated to the Food Bank of WNY.

Family Volunteer Day Sponsors:



Leadership Society Sponsors:



## NEXT GENERATION UNITED

Next Generation United is a diverse group of young professionals who partner with United Way to change lives and build a better community.

### PITCH 10

On September 20, 2018, over 200 young professionals listened to 10 local nonprofits **pitch their mission to win \$10,000 in grants**. They voted and awarded Grassroots Gardens the top prize of \$5,000.

Next Generation United Sponsors:

Silver:



Bronze:





# ENGAGEMENT

## WOMEN UNITED

Women United is a community of women invested in changing the odds for individuals and families in Buffalo and Erie County. Women United members inspire, educate, and motivate others through philanthropy, leadership, and volunteerism.

### 100 WOMEN WHO CARE

On July 12, 2018, over 100 women gathered at the Garrett Club for the 6th annual 100 Women Who Care. After hearing from three organizations, Compass House walked away with a **\$10,000 grant from Women United.**

Women United Sponsors:



MARY ANN COULSON  
& KATHERINE  
MOHNEY



## VOLUNTEER

You answer the call for help. You roll up your sleeves and pitch in where needed. You lock arms with others to make our community better. United Way connects people and businesses to volunteering that helps strengthen our community.

**26<sup>TH</sup> DAY OF CARING** OVER **3,000** VOLUNTEERS FROM **110** ORGANIZATIONS COMPLETED **173** PROJECTS @ **125** LOCAL AGENCIES

Day of Caring Sponsors:



# ENDOWMENT & PLANNED GIVING

*“I’m leaving... a footprint,  
a thumbprint, a legacy.”*

For an entire century, the United Way of Buffalo & Erie County has worked to enhance the health, financial stability, and education of every person in our community. In honor of our 100th anniversary, we created a one-time opportunity for donors of \$100,000 or more to join our Century Circle and be recognized as a Founding Member.

On May 22, 2018, we invited those who contributed to our endowment and special guests to join us as we unveiled new recognition walls to celebrate the generosity of our community.

Thank you to the many companies and individuals who believe in our mission and invested in our endowment to ensure our success for the next 100 years.

## MILLION DOLLAR ROUNDTABLE

Peggy Pierce Elfvig

Patricia H. and Richard E. Garman

Ralph C. Wilson Jr. Foundation

## TOCQUEVILLE LEGACY CIRCLE

Michael T. Cervi

Paulette M. Crooke and Michael Toner

William and Patricia Frederick

Brian D. Gwitt and Bridget E. Niland

Dave and Shari Hore

Brian and Deborah Lipke

Luis and Jessica Rodriguez

Ted and Ginna Walsh

Gina and Michael Weiner

Ralph and Mary Wilson

Margaret and Bob Zak

## CENTURY CIRCLE

Buffalo Bills Foundation

Buffalo Sabres Foundation

Pegula Sports and Entertainment

EJ and Karen Butler

Shawn and Amy Connolly

Mary Ellen Eagan

Eastman Machine Company and  
Stevenson Family

First Niagara Foundation

Hunt Charitable Foundation

John J. and Maureen O. Hurley

Independent Health

Lawley Family Gift

M&T Bank

Mader Construction Company, Inc.

Margaret M. Martin

Barbara Mierzwa

PCB Piezotronics, Inc. An MTS Company

Paul C. Reger

Wegmans



Special thanks to those who helped

# SECURE OUR LEGACY



**FACT** 6,200 PEOPLE VOLUNTEERED 53,900 HOURS WITH A VALUE OF \$1.3 MILLION. 12



# TOCQUEVILLE SOCIETY

The Tocqueville Society is named after the 19th-century French nobleman who admired America's unique spirit of volunteerism to assist people in need. Members provide philanthropic leadership by setting the standard in their giving and in their commitment to leading positive change.

## \$1,000,000 +

Mr. and Mrs. Jeremy M. Jacobs Sr.

## \$100,000–\$999,999

Sebastian, Awner, Houlding, O'Brien Group at Merrill Lynch    The Margaret L. Wendt Foundation  
 Mr. Chris and Mrs. Kimberly Sebastian  
 Mrs. Maxine and Dr. Steven Awner  
 Mr. Austin Houlding and Ms. Michelle Daubert  
 Mr. James and Mrs. Patricia O'Brien

## \$50,000–\$99,999

James H. Cummings Foundation  
 William and Patricia Frederick  
*1 member wishes to remain anonymous*

## \$25,000–\$49,000

Charles E. Balbach, Melissa Balbach and John Bace, Jennifer and Teo Balbach  
 Walter and Connie Constantine  
 Jesse Doren and Emily Constantine Doren  
 Pete Grum

Evan and Connie Harper  
 Stanford and Judith Lipsey Foundation  
 Lumsden & McCormick, LLP  
 The Noble Family Charitable Foundation  
 Donald I. MacDavid

Rajat and Jenny Shah  
 Mr. and Mrs. Robert G. Wilmers  
*3 members wish to remain anonymous*

## \$15,000–\$24,999

The Cameron and Jane Baird Foundation  
 Joan and David Bruce  
 Bill and Jody Dowdall  
 Robert J. and Martha B. Fierle Foundation  
 Bodil and George Gellman  
 Josephine Goodyear Foundation  
 Dave and Shari Hore  
 Peter and Mary Jo Hunt

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 Mr. and Mrs. Christopher Koch, New Era Cap  
 Lawley Insurance  
 Carolyn and Bob Montgomery  
 Michael and Holly Constantine Ortman  
 Mr. and Mrs. Robert E. Sadler Jr.  
 Mr. and Mrs. Robert L. Stevenson  
 Tim and Colleen Tevens

Jim and Michal Wadsworth  
 Ted and Ginna Walsh  
 Eileen & Rupert Warren Charitable Fund  
 Gina and Michael Weiner  
 Margaret and Bob Zak  
 Barbara J. Morgan and Charles F. Zukoski  
*1 member wishes to remain anonymous*

## \$10,000–\$14,999

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 James and Victoria Newman  
 Michael and Marcy Newman

Sanford and Margery Nobel  
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 Ronald J. and Diana M. Papa  
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 Frederick and Lisa Pierce  
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 Maria Testa and Thomas Petrocelli  
 Joseph S. and Mary Ann Testa Philanthropic Fund  
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 Alan and Phyllis Vogt  
 John N. Walsh III  
 Robert and Aileen Walter  
 Heather and Jon M. Williams,  
 The OSC Charitable Foundation  
 Dr. Gil Wolfe  
 Howard and Leslie Zemsky  
*2 members wish to remain anonymous*

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University at Buffalo

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Merchants Insurance Group



We bring people, organizations, and resources together to improve community well-being.



Every person in our community has the opportunity to enjoy the highest possible quality of life.

# PRESIDENT & CEO

"As we have for a century, the United Way will continue to fight to improve the lives of residents in Buffalo & Erie County. We are proud of the work of the United Way and are humbled by the incredible support from so many. Our intention is to continue to make a difference—for the next 100 years." —Michael Weiner





# FINANCIAL REPORT

## BALANCE SHEET

MARCH 31, 2018

### ASSETS

Cash and cash equivalents	\$2,287,381
Investments	4,072,026
Endowment Investments	11,150,904
Annual campaign pledges receivable, net	7,436,962
Other assets	3,734,613
Property and equipment, net	2,237,206
<b>TOTAL ASSETS</b>	<b>\$30,919,092</b>

### LIABILITIES AND NET ASSETS

#### LIABILITIES

Designations payable	\$3,357,933
Allocations payable	2,247,766
Accounts payable and accrued expenses	1,072,943
Other Liabilities	1,862,350
<b>TOTAL LIABILITIES</b>	<b>\$8,540,992</b>

<b>NET ASSETS</b>	<b>\$22,378,100</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$30,919,092</b>

## Statement of Activities—Operating Activity—Year Ended March 31, 2018

### REVENUE, GAINS AND OTHER SUPPORT

#### CAMPAIGN RESULTS

Current year campaign results	\$13,533,638
Endowment Campaign	3,024,642
<b>Total Campaign</b>	<b>16,558,280</b>
Less: donor designations	(4,394,893)
Less: estimated uncollectible pledges	(450,000)
<b>Net campaign results</b>	<b>\$11,713,387</b>

#### OTHER REVENUE

Grant & other revenue	\$5,935,640
Investment income	791,840
<b>Total other revenue</b>	<b>\$6,727,480</b>
<b>TOTAL REVENUE</b>	<b>18,440,867</b>

### EXPENSES

#### COMMUNITY INVESTMENTS

Gross funds awarded to agencies	12,511,151
Other programs and program support services	3,300,746
<b>Total program services including designations</b>	<b>15,811,897</b>
Donor designations	(4,394,893)
<b>Total program services, Net</b>	<b>11,417,004</b>

#### SUPPORTING SERVICES

Management and general	451,761
Fund raising	1,759,729
<b>Total supporting services</b>	<b>2,211,490</b>
<b>TOTAL EXPENSES</b>	<b>13,628,494</b>

Increase in net assets from operations	\$4,812,373
Pension plan SFAS 158 adjustment to Net Assets	151,193
<b>NET ASSETS—BEGINNING</b>	<b>\$17,414,534</b>
<b>NET ASSETS—ENDING</b>	<b>\$22,378,100</b>

**United Way  
of Buffalo & Erie County**

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[www.uwbec.org](http://www.uwbec.org)

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