



# CHANGE DOESN'T HAPPEN ALONE.

2018-2019 COMMUNITY IMPACT REPORT

**WORKING TOGETHER WITH OUR COMMUNITY**  
[uwbec.org](http://uwbec.org)



United Way  
of Buffalo & Erie County



**MISSION:** WE BRING PEOPLE,  
ORGANIZATIONS, AND RESOURCES  
TOGETHER TO IMPROVE COMMUNITY  
WELL-BEING.



**VISION:** EVERY PERSON IN OUR COMMUNITY HAS THE OPPORTUNITY TO ENJOY THE HIGHEST POSSIBLE QUALITY OF LIFE.

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# KEY ACCOMPLISHMENTS

## EDUCATION

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### NEW BORN LEARNING TRAILS

provide families with space to promote healthy early childhood development.

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The Full Service Community School initiative increased child, family, and community engagement in South Buffalo by

**132%.**

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WNY Girls in Sports expanded its sport sampling initiative outside Erie County to St. Bonaventure University and Jamestown Community College reaching

**200  
GIRLS.**

## FINANCIAL STABILITY

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### WORK/LIFE SOLUTIONS

was launched to help individuals retain jobs and build assets through on-site financial education supports and employer-sponsored loans.

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The American Apprenticeship Initiative helped

**211  
PEOPLE**

receive training to become journeyworkers in high-demand trades in manufacturing.

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### THRIVE BUFFALO

was implemented to help underemployed Buffalo residents gain access to better paying jobs through the creation of a Talent Pipeline Management continuum.



# HEALTH & WELLNESS

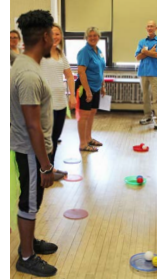
With the help of the United Way

**39**  
**ORGANIZATIONS**

received resources to improve/establish Breastfeeding Friendly Workplaces for employees.

**39%**  
**MORE STUDENTS**

scored in the healthy fitness zone in CATCH schools compared to students in non-CATCH schools.



Volunteer engagement opportunities managed by the United Way totaled

**6,410**  
**VOLUNTEERS**

for

**51,280**  
**HOURS**

with a value of

**\$1.3M.**



The annual United Way Campaign raised

**\$18,067,000.**

Advocated for the renewal of

**\$1.25M**  
**IN FUNDING**



for the statewide 211 information and referral call center with success, alongside other local United Ways.



Received a

**4-STAR**  
**RATING**

from Charity Navigator.

# INVESTMENTS

With the help of over 60 community investment volunteers, United Way announced \$4.5 million would be invested in 99 programs across 62 nonprofits for the 2019–2021 investment cycle.

- Total Invested in Education: **\$1,883,113**
- Total Invested in Financial Stability: **\$1,472,220**
- Total Invested in Health: **\$917,280**
- Total Invested in Supportive Initiatives: **\$227,387**

## 2019–2021 UNITED WAY PROGRAM PARTNERS

- African American Cultural Center
  - Algonquin Sports Inc.
  - Baker Victory Services
  - Belmont Housing Resources for WNY
  - BestSelf Behavioral Health
  - Big Brothers Big Sisters of Erie, Niagara, and the Southern Tier Be-A-Friend Program, Inc.
  - Boys & Girls Clubs of Buffalo
  - Boys & Girls Clubs of the Northtowns
  - Buffalo Center for Arts and Technology
  - Buffalo Federation of Neighborhood Centers
  - Buffalo Hearing & Speech Center
  - Buffalo Prenatal-Perinatal Network
  - Buffalo Promise Neighborhood
  - Buffalo Urban League
  - Center for Employment Opportunities
  - Child & Family Services of Erie County
  - Child Care Resource Network
  - Compass House
  - Compeer of Greater Buffalo
  - Consumer Credit Counseling Services of Buffalo
  - Cradle Beach
  - EPIC – Every Person Influences Children, Inc.
  - Family Help Center
  - Family Justice Center of Erie County
  - Gerard Place HDFC, Inc.
  - Girl Scouts of Western New York
  - Goodwill Industries of WNY, Inc.
  - Grassroots Gardens of Buffalo, Inc.
  - Hearts and Hands: Faith in Action
  - Horizon Health Services
  - International Institute of Buffalo
  - Jericho Road Community Health Center
  - Jewish Community Center of Greater Buffalo
  - Jewish Family Service of Buffalo & Erie County
  - Junior Achievement of WNY
  - King Urban Life Center Inc.
  - Literacy New York Buffalo-Niagara, Inc.
  - Lt. Colonel Matt Urban Human Services Center of W.N.Y.
  - Magic Penny Early Literacy Institute, Inc.
  - Massachusetts Avenue Project
  - Mental Health Association of Erie County, Inc.
  - Neighborhood Legal Services, Inc.
  - Northwest Buffalo Community Center
  - Olmsted Center for Sight
  - Parent Network of WNY
  - Peace of the City Ministries
  - Read to Succeed Buffalo
  - Rural Outreach Center
  - The Salvation Army
  - The Service Collaborative of Western New York
  - Trocaire College
  - True Community Development Corporation
  - Valley Community Association
  - Veterans One-Stop Center of WNY Inc.
  - Western New York Independent Living, Inc.
  - Western New York Law Center Inc
  - Westminster Economic Development Initiative
  - WNY United Against Drug and Alcohol Abuse, Inc.
  - WNY Women's Foundation
  - Young Audiences of Western NY, Inc.
  - YWCA of WNY
- Supportive Initiatives:**
- American Red Cross
  - Olmsted Center for Sight - 211WNY
  - WNY Holiday Partnership

To see the detailed list of funded programs visit our website, [uwbec.org/fundedprograms](http://uwbec.org/fundedprograms).

# VOLUNTEER

## BUSINESS MEETS COMMUNITY

We help businesses of all sizes connect employees with rewarding volunteer opportunities that fit their needs.

**TOTAL PROJECTS**  
**123**

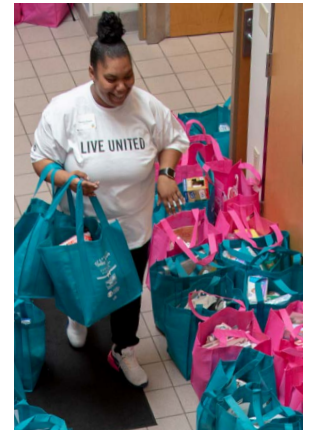


## COMMUNITY BABY SHOWER

In 2019, the community baby showers collected items to help at-risk mothers and their babies.

**TOTAL SHOWERS**  
**54**

**BABY BUNDLES**  
**1,200**



## SERVICE-TO-GO

In 2018 United Way launched a new category of Business Meets Community called Service-to-Go. Service-to-Go projects are designed to be completed in the office. Participants bring the supplies and United Way will connect them to the agencies who need it the most.

### PROJECT TYPES:

- The Sandwich Project
- T-Shirt Bags
- Birthday-in-a-Bag
- Handmade Greeting Cards
- The Healthy Snack Pack Project

**PROJECTS**  
**22**

**VOLUNTEERS**  
**180**

**COMPANIES WHO PARTICIPATED**  
**17**



# CAMPAIGN

Sometimes you don't have to look far to find partners in the fight for the health, education, and financial stability of the community.

It could be someone right there in the next office, or cubicle, or work station. United Way's workplace campaign brings together people who already know how to work together to effect meaningful change in Buffalo & Erie County.

Every company has a mission statement. Working with United Way helps impact that mission. Small businesses. Major corporations. Non-profits. So many different types of organizations support the United Way of Buffalo & Erie County through workplace giving.

The annual United Way Campaign grew by

**\$224,000**  
YEAR OVER YEAR.

Engaged

**43**  
NEW COMPANIES

in workplace campaigns generating

**\$116,000**  
IN REVENUE.

## I.M. FREEZE FLASH

**293**  
DONORS RAISED  
**\$12,030.**



## MILLION DOLLAR CAMPAIGNS

**GEICO**®

**M&T** Bank

*Wegmans*



## AMBASSADORS

United Way: Families works to raise awareness of a huge but hidden segment of our population. 41% of families in our community are working hard but still struggle to make ends meet. 26% of these families are considered ALICE (Asset Limited, Income Constrained, Employed). Families that live above the federal poverty line but do not make enough money to meet their basic needs.

That's where our United Way: Families Ambassadors come in. By spreading awareness about the hardships of ALICE families in Erie County and encouraging their peers to support the United Way: Families solution, they have made a quantifiable impact on our mission and the lives of our neighbors.



**ANNA STOLZENBERG**



**THE TAUGHRIN FAMILY**



**KELI LUCHEY**



**REBECCA DECKER**



**JEFF SLAWSON**



**BREEANN WILSON**



**JIN YUN**



**GELLENIA SMALLWOOD**

# GIVING COMMUNITIES

## LEADERSHIP SOCIETY

Members play an essential role in addressing our community's most pressing needs through philanthropy, leadership, and volunteerism.

During Family Volunteer Day, Leadership Society members assembled over 40,000 meals for low-income families in support of the Food Bank of WNY.



## WOMEN UNITED

Women United is made up of Buffalo & Erie County's most inspiring and proactive female leaders who are dedicated to making a positive local impact.

At Gateway to Golf, over 100 Women United members participated in a women-only golf event where they learned the fundamentals of golf and participated in a tournament.



# NEXT GENERATION UNITED

Next Generation United engages the knowledge, skills, and creative energy of the next generation to identify, launch, and foster innovative projects that elevate our community.

Next Generation United hosted their fifth Pitch 10 event, awarding \$10,000 to For Every Little Handprint, \$6,000 to Mason's Mission, and \$4,000 to 5 Loaves.



# COMING SOON

## LABOR UNITED

Labor United is made up of Buffalo and Erie County's dedicated union members who are committed to making a positive impact in our community.



## STAY UNITED

Stay United brings together individuals 55+ who wish to stay active and engaged in our community while contributing their time and talents.



# TOCQUEVILLE SOCIETY

**\$1,000,000+**

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.

Mr. & Mrs. Jeremy M. Jacobs Sr.

**\$1,000,000–\$999,999**

William & Patricia Frederick  
The Margaret L. Wendt Foundation

**\$50,000–\$99,999**

James H. Cummings Foundation  
Christopher & Holly Nelson  
Paul Babbitt & Judith VanNostrand  
*1 member wishes to remain anonymous*

**\$25,000–\$49,000**

Charles E. Balbach, Melissa Balbach & John Bace,  
Jennifer & Teo Balbach  
Stanford & Judith Lipsey Foundation  
Lumsden & McCormick LLP  
Donald I. MacDavid  
The Noble Family Charitable Foundation  
Mr. & Mrs. William J. Regan Jr.  
Anne & Phil Rimmler  
*3 members wish to remain anonymous*

**\$15,000–\$24,999**

The Cameron & Jane Baird Foundation  
Dr. Joseph J. Zambon & Dr. Jane D.  
Brewer  
Joan & David Bruce  
Bill & Jody Dowdall  
Robert J. & Martha B. Fierle Foundation  
Josephine Goodyear Foundation

Dave & Shari Hore  
Peter & Mary Jo Hunt  
Alice & Jeremy Jacobs Jr.  
Mr. & Mrs. Christopher Koch,  
New Era Cap  
Lawley  
Vicki Feine & John Mineo  
Carolyn & Bob Montgomery  
Peter Grogan & Christye Peterson,  
United Capital Financial Life  
Management  
Mr. & Mrs. Robert E. Sadler Jr.

Sebastian, Awner, Houlding, O'Brien Group at  
Merrill Lynch  
Mrs. Maxine & Dr. Steven Awner  
Mr. Austin Houlding & Ms. Michelle Daubert  
Mr. James & Mrs. Patricia O'Brien  
Mr. Chris & Mrs. Kimberly Sebastian  
Robert & Chesterine Stevenson  
Ted & Ginna Walsh  
Eileen & Rupert Warren Charitable Fund  
Margaret & Bob Zak  
Barbara J. Morgan & Charles F. Zukoski  
*1 member wishes to remain anonymous*

**\$10,000–\$14,999**

Rick & Sylvia Abramson  
Mr. Frederick Attea  
Bennett Family  
Jim & Rosemary Biddle, Jr.

Jill & Keith Bond  
Ann & Bob Brady  
EJ & Karen Butler  
Paul & Victoria Comeau  
Shawn & Amy Connolly  
Walter & Connie Constantine  
Mr. & Mrs. W. Edwin Constantine III  
Frank & Robin Curci

Mary Anne & Ray Dannenhoffer, University at Buffalo,  
The State University of New York  
James & Alison Derrick  
James & Karen Dusel  
Robert & Elizabeth Evans  
Chris & Jennifer Feeney, Delaware North  
Bob & Lisa Feldman  
Eric & Brenda Feldstein  
David & Sandra Fraboni

## \$10,000–\$14,999 (CONTINUED)

Drs. Eli Farhi & Emily S. Friedan  
Bodil & George Gellman  
Dr. & Mrs. Kevin J. Gibbons  
Mr. & Mrs. Robert D. Gioia  
Gene & Kathy Gramza  
Pete Grum  
Evan & Connie Harper  
Mr. & Mrs. James Houser, Delaware North  
John J. & Maureen O. Hurley, Canisius College  
Louis & Joan Jacobs  
William & Anne Joyce  
Dr. Kenneth R. & Linda A. Kahn  
Adair & Kevin Kearney, Hodgson Russ LLP  
Mr. Ross B. Kenzie

Dr. Joseph A. Gardella Jr. & Ms. Carol A. Kizis Brian & Deborah Lipke  
The Marks Family Foundation  
Jay & Mary McWatters  
Jock & Betsy Mitchell  
Trudy & Van Mollenberg  
Robert P. Thill & Elizabeth A. Moll  
Charitable Gift Fund  
Carol & Carl Montante Charles Moran  
Laura & Mark Morelli  
Mr. Stephen J. Muscato & Ms. Theresa J. Muscato  
James & Victoria Newman  
Michael & Marcy Newman  
Sanford & Margery Nobel  
Susan & Robert O'Sullivan  
Ronald J. & Diana M. Papa  
Theresa Papa  
Richard & Karen Penfold  
Maria Testa & Thomas Petrocelli

Frederick & Lisa Pierce  
Henry & Patty Porter  
Mr. & Mrs. Buford Sears  
Ann & John Sessions  
Mr. & Mrs. Timothy J. Shedler  
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Jim & Michal Wadsworth  
Jack Walsh  
Robert & Aileen Walter  
Gina & Michael Weiner  
Heather & Jon M. Williams,  
The OSC Charitable Foundation  
Dr. Gil Wolfe  
Howard & Leslie Zemsky  
*3 members wish to remain anonymous*

## ENDOWMENT

For an entire century, the United Way has fought for the health, education, and financial stability of every person in Buffalo & Erie County. 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 Elfvin  
Patricia H. & Richard E. Garman  
Ralph C. Wilson Jr. Foundation

## TOCQUEVILLE LEGACY CIRCLE

Michael T. Cervi  
Andrew & Teresa Dorn  
William & Patricia Frederick  
Dave & Shari Hore  
Brian & Deborah Lipke  
Brian D. Gwitt & Bridget E. Niland

Luis & Jessica Rodriguez  
Paulette M. Crooke & Michael Toner  
Ted & Ginna Walsh  
Gina & Michael Weiner  
Ralph & Mary Wilson  
Margaret & 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

“ United Way gets it. They understand fully the needs of the community and how to maximize the resources needed to solve them. We choose to get involved with United Way so we can sow a seed of good in this community that will multiply.

Reverend Rachelle Robinson & Keith Stolzenburg  
*Campaign Co-Chairs*



“ We believe we must share our time, talent, and treasure. We found that United Way is one of the best ways to maximize that contribution.

Paulette M. Crooke & Michael Toner  
*2019 Philanthropists of the Year*



“ Organizations like United Way make Buffalo and Erie County a better place to live.

Sarah Lintner and Scott Perkins  
*Next Generation United Co-Chairs*



## BOARD OF DIRECTORS

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**David Hore**

PCB Piezotronics, Inc. and MTS Sensors

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**Dr. Katherine Conway-Turner**

Buffalo State College

Vice Chair

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Ingram Micro

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Garrison Murphy Wealth Management

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Rodriguez Construction Group

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Barclay Damon

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**Joan Bruce**

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Merrill Lynch

**Donald Ingalls**

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Marijke Kemble, Coaching & Consulting

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UBMD Emergency Medicine

**Michael McMahon**

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**Robert Mootry Jr.**

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**Kathleen Rizzo Young**

Evans Bank

**Reverend Rachelle Robinson**

Deep Wells Ministries

**John Rodgers**

Independent Health

**Rupa Shanmugam**

SoPark Corporation

**Dr. Thomasina R. Stenhouse**

Community Volunteer

**Trevor Stevenson**

Eastman Machine Company

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Oishei Children's Hospital

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**Steve Finch**

AAA Western and Central New York

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**Kathy Best**

Lawley Insurance

**Anne Glose**

Moog Inc.

**Eileen Morgan**

Delaware North Companies

**Dr. A. Scott Weber**

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**Roger Cominsky**

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**Peter Hunt**

Hunt Real Estate

**The Honorable E. Jeannette Ogden**

Community Volunteer

**Robert Zak**

Merchants Insurance Group

**Paulette M. Crooke**

Community Volunteer

**Maureen Hurley**

Community Volunteer

**Keith Stolzenburg**

Community Volunteer and Retired PwC Partner

**Dennis Elsenbeck**

Phillips Lytle LLP

**Michael Keating**

Wegmans

**Jim Tilley**

Community Volunteer

# FINANCIAL REPORT

## BALANCE SHEET

MARCH 31, 2019

ASSETS	
Cash and cash equivalents	\$2,362,587
Investments	4,156,696
Endowment Investments	11,912,717
Annual campaign pledges receivable, net	6,837,176
Other assets	3,958,024
Property and equipment, net	2,265,285
<b>TOTAL ASSETS</b>	<b>\$31,492,485</b>

### LIABILITIES AND NET ASSETS

LIABILITIES	
Designations payable	\$3,555,675
Allocations payable	1,793,385
Accounts payable and accrued expenses	1,542,952
Other Liabilities	2,344,638
<b>TOTAL LIABILITIES</b>	<b>\$9,236,650</b>

<b>NET ASSETS</b>	<b>\$22,255,835</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$31,492,485</b>

## Statement of Activities—Operating Activity—Year Ended March 31, 2019

REVENUE, GAINS AND OTHER SUPPORT	
<b>CAMPAIGN RESULTS</b>	
Current year campaign results	\$13,772,309
Endowment Campaign	269,201
Total Campaign	14,041,510
Less: donor designations	(4,853,167)
Less: estimated uncollectible pledges	(200,000)
<b>Net campaign results</b>	<b>\$8,988,343</b>
<b>OTHER REVENUE</b>	
Grant & other revenue	\$4,046,611
Investment income	324,685
<b>Total other revenue</b>	<b>\$4,371,296</b>
<b>TOTAL REVENUE</b>	<b>13,359,639</b>

EXPENSES	
<b>COMMUNITY INVESTMENTS</b>	
Gross funds awarded to agencies	12,351,158
Other programs and program support services	2,970,768
<b>Total program services including designations</b>	<b>15,321,926</b>
Donor designations	(4,853,167)
<b>Total program services, Net</b>	<b>10,468,759</b>

SUPPORTING SERVICES	
Management and general	1,164,679
Fund raising	1,594,304
<b>Total supporting services</b>	<b>2,758,983</b>
<b>TOTAL EXPENSES</b>	<b>13,227,742</b>

Increase in net assets from operations	\$131,897
Pension plan SFAS 158 adjustment to Net Assets	(354,163)
<b>NET ASSETS—BEGINNING</b>	<b>\$22,478,101</b>
<b>NET ASSETS—ENDING</b>	<b>\$22,255,835</b>

**United Way  
of Buffalo & Erie County**

742 Delaware Avenue  
Buffalo, New York 14209

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

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