



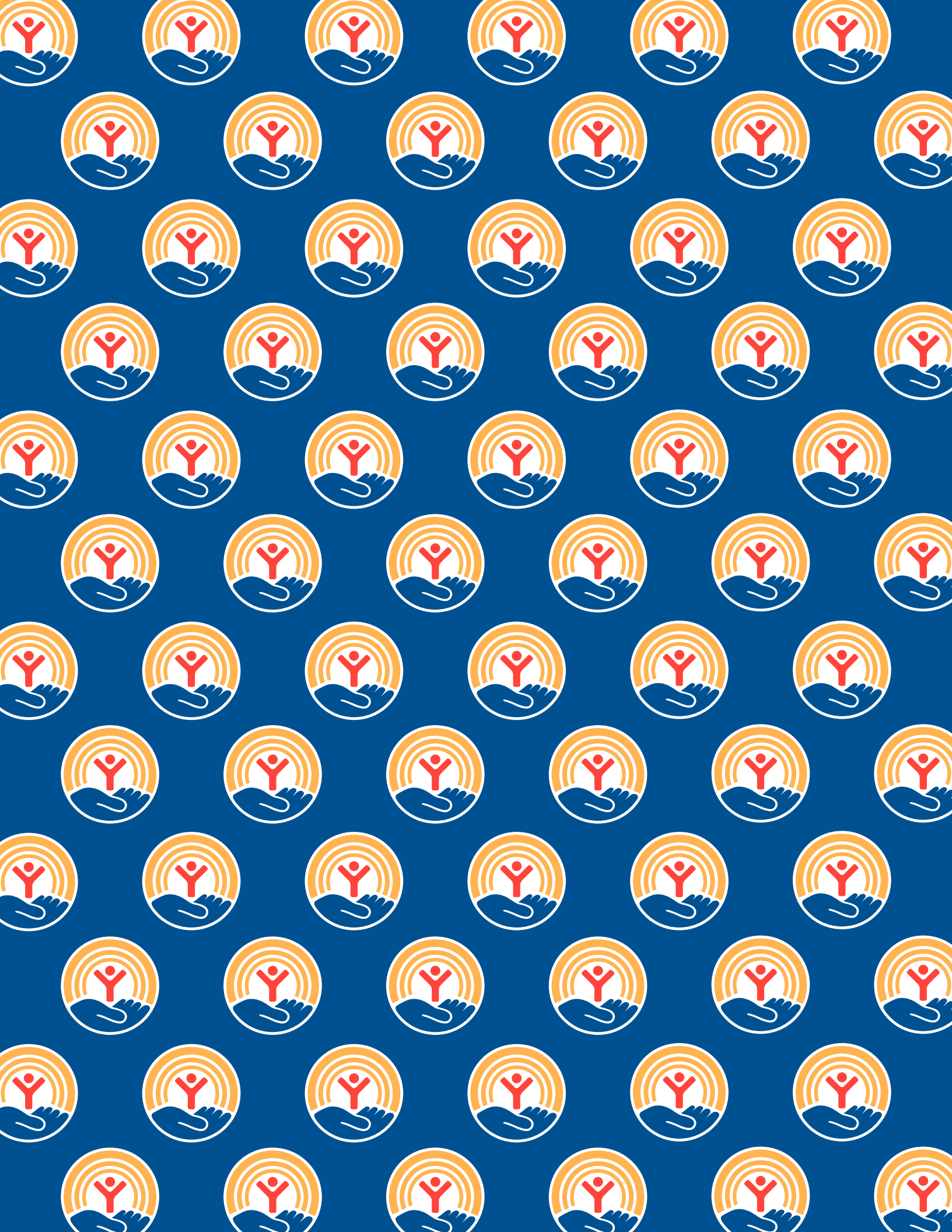
2021-2022

*Community Impact Report*



United Way  
of Buffalo & Erie County





**At United Way of Buffalo & Erie County, we are breaking a cycle of hardship that affects 40% of Erie County families.**

Welcome to our 2021–2022 Community Impact Report.

As my retirement nears and I look back on my time at United Way of Buffalo & Erie County, I am filled with pride at all our organization has been able to accomplish in these last 13 years. And I am inspired, too, by the work that is yet to come.

The stories contained in this year's report are a celebration of the programs, partnerships and people that together make up the work of our United Way. From unprecedented crisis response to piloting new solutions, mobilizing grant resources and targeting investments to address pressing problems, and helping people discover and activate their own passion for this community we call home, United Way of Buffalo & Erie County is visible and more engaged than ever.

We live in a time when so much in our world is changing, and change is not something we can avoid. Here at United Way, we also know we have an opportunity—and responsibility—to guide that change in a way that ensures everyone has access to the supports they need to rebuild their lives and reimagine what is possible for the future.

This is what we mean when we say **Change Starts Here**. Change starts with investing in the health, education and financial stability of our most vulnerable community members. Change starts by being there at every stage of life. And change starts when we are United. Because we know that change doesn't just happen—it's created together.

While it will soon be time for me to pass the United Way baton to a new era of leadership, I would like to take this opportunity to express my overwhelming gratitude to all of our United Way partners, collaborators, supporters and staff. You are the true changemakers in Erie County. It has been an honor to serve as your President and CEO, and I look forward to seeing what the future will bring.

Yours truly,

*Michael Weiner*

Michael Weiner  
President & CEO





**TABLE OF**

*Contents*

**PAGE 6-7**

**RESPONSE TO 5/14**

**PAGE 8-9**

**COMMUNITY IMPACT**

**PAGE 10-11**

**INVESTMENTS: HOW DONOR DOLLARS LEAD TO CHANGE**

**PAGE 12**

**GRANTS**

**PAGE 13**

**COMMUNITY ENGAGEMENT**

**PAGE 14-15**

**2021 CAMPAIGN**

**PAGE 16-17**

**TOCQUEVILLE SOCIETY & ENDOWMENT**

**PAGE 18-19**

**BOARD OF DIRECTORS**



# RESPONSE TO

# 5/14

The tragic mass shooting on May 14, 2022 shocked and disrupted our community, particularly the Jefferson Avenue community in East Buffalo. In the wake of this terrible event, United Way of Buffalo & Erie County activated our resources and networks for both immediate and long-term response.

## BUFFALO TOGETHER COMMUNITY RESPONSE FUND

**BuffaloTogether**  
Community Response Fund

United Way of Buffalo & Erie County joined forces with the Community Foundation for Greater Buffalo and other local funders to form the Buffalo Together Community Response Fund.

**\$5.5M+**  
RAISED

Of the over \$5.5 million raised, United Way generated over \$1.6 million from 180+ organizations and 2,400+ individual donors from around the country.

Following an initial distribution of \$655,000 in emergency grants to frontline nonprofits in the affected community, the Fund has transitioned to a long-term community change investment effort designed to address systemic issues that have marginalized communities of color and to accelerate the revitalization of East Buffalo.

## RESOURCES AND SUPPORT

Created a resources and support hub on our website, including:

- Immediate assistance for affected community members.
- In-kind donation and volunteer response opportunities.
- Online guides to coping with trauma.

Facilitated the distribution of a \$100,000 food stability grant from General Mills to support:

- The launch of new monthly farmer's market at The Resource Council.
- Produce access vouchers through African Heritage Food Co-Op and Buffalo Go Green.
- Locally grown produce and food staples for existing First Fruits Food Pantry program.

## WNY 21-DAY RACIAL EQUITY CHALLENGE

In an effort to grow our wider community's understanding of the history of systems that led to the events of 5/14, United Way relaunched the WNY 21-Day Racial Equity Challenge with a new web-based version for ease of access. Over 500 new registrants participated in the Challenge in the month following 5/14.

"Convening partners and activating resources in the face of community crisis is what United Way was built to do. These efforts are the first step in a community-led process of listening, learning and rebuilding, made possible by an outpouring of generous support from our community." –Michael Weiner, President & CEO, United Way of Buffalo & Erie County



Scan the QR code to access the Challenge anytime.

## UNPACKING 5/14: A COMMUNITY CONVERSATION

We cannot hope to achieve systemic community change without first addressing systemic inequities.

"In the days and weeks following the 5/14 attack, many community members were left wondering 'why here?' and 'what can I do?'" says Trina Burruss, Chief Operating Officer for United Way of Buffalo & Erie County. "And it was important to us at United Way to be able to bring education and conversation around those topics."

The WNY 21-Day Racial Equity Challenge, first launched in June of 2021, provided a starting point. From the Challenge, United Way identified four key areas that were especially relevant for participants who were seeking to understand how our community arrived at this moment and their role in dismantling oppressive systems. Moderated by United Way Board Member Kendra Brim and fellow DEI practitioner Ekuia Mends-Aidoo, hosts of the "Black Gems Dive In" podcast, community experts in each area answered questions around Opportunity and Segregation, Housing Inequity, Trauma to Healing and Being an Ally.

Panelist Kelly Dumas, Chief Operating Officer for BestSelf Behavioral Health, said in summary, "I think we sit at the door of how 5/14 is going to change Buffalo. And I'm hoping this is a movement that we really are able to pull together as a community and have great momentum and make significant change. It's up to a lot of us. This unfortunate situation has hopefully brought about an opportunity for us to get closer to where we always should have been as a community."



## PANELISTS



Thomas Beauford  
President & CEO  
Buffalo Urban League



Kelly Dumas  
Chief Operating Officer  
BestSelf Behavioral Health, Inc.



Deanna Eason  
Executive Director  
Housing Opportunities Made Equal



David Rust  
Chief Executive Officer  
Say Yes Buffalo



Left: Ekuia Mends-Aidoo, Chief People & Diversity Officer, Evergreen Health  
Right: Kendra Brim, Sr Diversity and Inclusion Partner, Tesla





## INCREASING MATERNAL HEALTH OUTCOMES THROUGH INNOVATIVE PROGRAMS

The United States has the worst maternal mortality rate of any developed country. The maternal mortality rate for Black women and other women of color is three times higher than for white women. Recent studies have shown doulas (trained, nonmedical professional pregnancy support) can help decrease the instances of maternal mortality and morbidity, particularly for birthing people with socioeconomic or racial backgrounds that put them at higher risk.

It is in part because of that data that United Way of Buffalo & Erie County jumped at the chance to support the state pilot program that connected expectant mothers with doulas, helped to connect new doulas with training, and is currently working to help doulas to be compensated fairly by insurance providers. Erie county was one of two counties in the state that was selected to participate in the Doula pilot program.

This program was spearheaded by our Healthy Moms Healthy Babies coalition which is comprised of doulas, health systems, community healthcare workers and is supported by

March of Dimes and Buffalo Niagara Area Health Education Centers. The program assists doulas in advertising to and connecting with expectant parents. It also provides patients with four prenatal visits with their doula, doula services during labor and delivery as well as four postnatal visits with their doula to help monitor for complications.

The pilot program will continue through early 2023 and the state will evaluate the outcomes of the program. So far 830 birthing people have enrolled in the pilot program. All participants were given a satisfaction survey, in which 97% of birthing people reported that having access to a doula improved or somewhat improved their birthing experience, and 92% of people rated their doula as excellent. United Way of Buffalo & Erie County has also begun working with a statewide group to advocate for doula services to be covered statewide, and are hopeful that the program outcomes will show that this is a replicable model across the state.

## STRENGTH IN NUMBERS: AMPLIFYING OUR IMPACT THROUGH RAISING NY

Leading and participating in coalitions is a vital part of United Way's work to create systemic community change. Many are familiar with United Way's role in bringing together local experts and community members to advance collective impact here in Western New York. However, United Way of Buffalo & Erie County is also part of an important statewide group, Raising NY.

The goals of Raising NY—access to health and developmental care, access to high-quality affordable child care, helping more parents become financially secure and building a system that works together for families—are strongly tied to United Way of Buffalo & Erie County's impact priorities, in both early childhood and beyond. In recent years, the collective advocacy of Raising NY partners, alongside the NYS Early Childhood Advisory Council (ECAC), has led to bills being passed related to early childhood, child care expansion and accessibility, increasing funding for home visitation and increasing funding for preschool children with special needs.

Being part of a statewide coalition like Raising NY is an important conduit for best practices. United Way is able to

represent the Raising NY and ECAC message on a local level here in Western New York, bringing research, programs and an understanding of the public policy advocacy work of Raising NY partners. The partnership also allows for United Way of Buffalo & Erie County's work to be amplified on a state level.

When Education Program Director Kathy Jamil thinks of the challenges facing families in our community, she says, "Policymakers do want to help. And through coalitions like Raising NY, United Way can be the voice of people who are living these experiences in Erie County, through channels policymakers wouldn't otherwise have access to."

There is strength in numbers, and together, partners like United Way of Buffalo & Erie County and Raising NY can uplift our community and tackle important issues that are too large for any one organization to take on alone.

## AID EXPANDED: INCREASED ACCESS TO EMERGENCY FOOD & SHELTER PROGRAM (EFSP)

Even before the COVID-19 pandemic, United Way of Buffalo & Erie County was a community leader in securing food and shelter resources for families in need. In fact, we have been the lead organization for the Erie County Emergency Food & Shelter Program (EFSP) for more than thirty-two years. During COVID-19, Congress passed the American Rescue Plan Act (ARPA-R) which provided an additional \$1.5 million to the program.

While we are the lead organization handling Emergency Food and Shelter money for Erie County, we work with other organizations that specialize in emergency food and/or shelter needs such as FeedMore WNY and Belmont Housing Resources. EFSP recipient organizations also include several smaller local nonprofits. These small organizations are able to work with United Way and our local partner organizations to secure the necessary funds for their clients.

At the height of the COVID-19 pandemic, there were tens of thousands of people across the country in need of assistance with emergency food or shelter, and our community was no different. The additional infusion of money provided by ARPA-R allowed United Way and its partner organizations to provide shelter to approximately 1,697 individuals and 1,597 families. It also provided food for an additional 26,207 individuals and 1,828 families. United Way's ability to steward these emergency resources with efficiency, accountability and responsiveness, and serve as a link between nonprofit organizations and the public sector, means that more people in our region can get the help they need in times of crisis.

United Way of Buffalo & Erie County's program directors, from left to right: Mary K. Comtois, Health, Kathy Jamil, Education and Nicole Juzdowski, Financial Stability.



**830**  
PEOPLE ENROLLED  
IN DOULA PILOT  
PROGRAM

**BILLS  
PASSED**  
IN SUPPORT OF  
EARLY CHILDHOOD  
EDUCATION

**\$1.6M+**  
IN EMERGENCY  
FOOD AND SHELTER  
PROGRAM FUNDS

**26,207**  
INDIVIDUALS  
WERE PROVIDED  
FOOD

**1,697**  
PEOPLE WERE  
PROVIDED  
SHELTER



Scan the QR code to learn more about our Community Impact work.



# INVESTMENTS:

## How Donor Dollars Lead to Change

### 1 DONATIONS & GRANTS

Funds come to United Way in the form of donations from individuals, corporations, foundations and state and federal grants to be applied efficiently and effectively. We strive to be the best possible stewards of resources so that your dollars have the greatest impact.



### 2 RESOURCE ALIGNMENT

Together with our coalition partners, United Way identifies community needs, develops solutions and applies resources towards solving critical community problems in the areas of health, education and financial stability. Program investments are just one part of this work.

### 4 DESIGNING THE RFP

United Way program directors and coalition members use human-centered design and community expertise to identify the key impact focus areas, strategies, outcomes and priority populations that are the basis for our bi-annual Investments Request for Proposals.

### 3 PROGRAM INVESTMENTS

Community investments in local, effective, results-oriented programs are made possible by unrestricted donations made to United Way. These investments complement United Way's direct programmatic work and help create an ecosystem of supports at every stage of community members' lives.

### 5 RFP OPENS & COMMUNITY VOLUNTEERS ARE RECRUITED

Nonprofit organizations in Erie County are invited to take part in our RFP process to seek funding for their program. Subject matter experts and community volunteers are recruited and trained to review and score applications.

### 6 APPLICATION REVIEW

Volunteers and United Way program directors review and score applications according to the RFP rubric. Scores are compiled and go through multiple levels of evaluation by United Way Community Impact staff and Leadership, our Community Impact Committee and our Board of Directors prior to approval.

### 8 PROGRAM FUNDING BEGINS

Selected programs are funded for two years, with the annual funding cycle running July 1–June 30. United Way monitors program outcomes to ensure donor dollars are stewarded effectively.

### 7 FUNDING ANNOUNCED

United Way notifies funding recipients of their award and onboards funded programs. Application feedback is provided to any agency who requests it, regardless of whether or not they received funding.

### 9 COMMUNITY CHANGE

Goals outlined in the RFP are met and systemic community change is created.

In September of 2021, United Way of Buffalo & Erie County kicked off our 2022–2024 Community Impact Investments cycle with the release of a new Request for Proposals (RFP), the first to be issued since the completion of our 2020 Strategic Plan—and the first since the pandemic.

At a time when the systemic divides facing our community were more visible than ever, United Way knew that we must refine our investments process to meet the moment. We needed to use our knowledge and expertise to steward resources in a way that would have the greatest impact.

In that 2022–2024 RFP, we laid out seven focus areas within our broader framework of health, education and financial stability, each with defined impact goals. We used data about financial hardship and disparate outcomes to define 16 high priority zip codes where our most vulnerable families live, so that we can focus our community's resources where they are needed most. We built an RFP document that was more inclusive and easier to understand, and we broadened our outreach to invite a more diverse group of funding applicants. These steps and more have helped United Way maximize our effectiveness and value in pursuit of an equitable, thriving and united community.

United Way is committed to helping our neighbors, especially those most impacted by economic downturn and structural inequities, by investing in evidence-based programs and services in these areas at every stage of life.

# IMPACT HIGHLIGHTS

## MATERNAL HEALTH

321 newborns were born at healthy term

## EARLY CHILDHOOD

16,285 children were enrolled in early learning and development programming

## CHILDHOOD OBESITY

3,600 individuals were physically active

## SCHOOL-AGE LEARNING

4,568 students demonstrated improvement in academic performance

## EMPLOYEE & WORKFORCE DEVELOPMENT

7,561 individuals completed job readiness training

## FINANCIAL CAPABILITY & ASSET BUILDING

1,043 individuals established a bank/credit union account

## DIVERSITY, EQUITY AND INCLUSION LENS

Beginning with our 2022–2024 RFP, we:

- Refined investments guidelines to address disparate outcomes related to racial and ethnic inequity.
- Built a more user-friendly RFP, including a glossary of key terms, transparent scoring rubric and reduction in the number of scored items.
- Broadened our outreach to invite a more diverse group of applicants.
- Maintained a public FAQ page throughout the application period.



Scan the QR code to see where we're investing in now.



# VITA:

## Volunteer Income Tax Assistance

### SUPPORTING WORKING FAMILIES: VOLUNTEER INCOME TAX ASSISTANCE

Financial capability and asset building, and supporting members of our community who are considered ALICE (Asset Limited, Income Constrained, Employed), has long been at the core of the work that we do here at United Way of Buffalo & Erie County. That is why we offer two ways for low- to moderate-income individuals to file their taxes each year for free.

First is the Volunteer Income Tax Assistance (VITA) program. VITA is an IRS grant-funded initiative designed to assist eligible individuals and households with their taxes. This service helps low- to moderate-income individuals, those with disabilities, the elderly and those with limited English proficiency file their taxes each year. UWBECC oversees the WNY Regional VITA Network, which is comprised of Allegany County United Way, Buffalo Federation of Neighborhood Centers (BFNC), Niagara University, United Way of Northern Chautauqua County, United Way of Southern Chautauqua County and 211WNY. For the 2021 income tax season, any individual or family making less than \$58,000 was able to take advantage of our free VITA Network.

Prior to COVID, VITA sites were only offered in person, but due to the constraints of the pandemic, we began holding virtual appointments. Now, appointments are offered both in person and virtually. All of our VITA volunteers take several trainings

offered by the IRS and are certified tax preparers. This allows them to promote tax credits that families might not otherwise have known about like the EITC (Earned Income Tax Credit), which is a tax credit for low- to moderate-income families with qualifying children. This past year, over 4,000 individuals took advantage of the VITA program to get their taxes done.

Additionally, for those who feel confident enough to do their own taxes, United Way of Buffalo & Erie County is proud to offer access to myfreetaxes.com where anyone filing a simple return is able to input their own information and quickly file their taxes free of charge.

Not only does free tax preparation help families in financial hardship keep more of what they earn, it's also a boost to our local economy, bringing millions of dollars back into our region each year.

**4,000+**  
PEOPLE HAD TAX RETURNS PREPARED BY VITA VOLUNTEERS

# COMMUNITY

## Engagement

**1,680**  
VOLUNTEER MATCHES WERE MADE THROUGH VOLUNTEERWNY

**1,200**  
BABY BUNDLES WERE CREATED THROUGH THE COMMUNITY BABY SHOWER

**942**  
PEOPLE PARTICIPATED IN THE ALICE EXPERIENCE

**7**  
CASES OF BOOKS WERE COLLECTED FOR JUNETEENTH WITH THE BLACK HISTORY MONTH BOOK DRIVE

**1,200+**  
PEOPLE VOLUNTEERED THROUGH BUSINESS MEETS COMMUNITY, SERVICE-TO-GO, AND FAMILY VOLUNTEER SEASON PROGRAMS

### THE ALICE EXPERIENCE: UNDERSTANDING FINANCIAL HARDSHIP

Over 40% of families in Erie County are stuck in a cycle of financial hardship. Many, if not most, of these families, are considered part of the ALICE population; ALICE stands for Asset Limited, Income Constrained, Employed. Knowing that the ALICE population makes up such a large part of our community frames the work that we do here at United Way of Buffalo & Erie County.

The ALICE Experience is a financial hardship simulation. Participants break into small groups where they are assigned the role of a fictional ALICE family and then are given nine minutes to create a family budget. Every budget is required to include everyday things like food, transportation, medical expenses, housing, technology and even savings. While we can't truly simulate the life of an ALICE family for those who participate, we can create the experience of scarcity.

All types of scarcity have the same effect on the brain, whether that be financial or time scarcity. By imposing the nine minute time limit, we create a scarcity of time that forces participants to make quick decisions with the limited information and resources they have immediately available to them, which is the same thing that ALICE families are forced to do every day.

The ALICE Experience is a great way to help people understand the lived experience of low- to moderate-income families, and it can also help participants understand why some of their clients or patients behave and respond the way they do. For example, it can help doctors understand why their patients aren't following instructions or are waiting until they are extremely sick before seeking treatment. With social workers or those who work with children, the conversation usually revolves around how living in a state of constant scarcity changes the way a child's brain develops.

At the end of the day, the ALICE Experience is just a taste of what it is like for families who are scraping by. It highlights for participants some of the ingenuity demonstrated by those living with financial hardship and helps those who have never experienced it to understand some of the impossible choices that ALICE families face.



Scan the QR code to read more about the ALICE Experience.

## \$3.1M+ IN GRANT FUNDING

### FEDERAL

- Volunteer Income Tax Assistance
- GO Buffalo Mom – Niagara Frontier Transportation Authority
- Full Service Community Schools
- American Apprenticeship Initiative

### STATE & LOCAL

- 211WNY
- Empire State Poverty Reduction Initiative
- Erie County United Way Works
- Targeted Supplemental Nutrition Assistance Program Outreach



Scan the QR code to read more about VITA.



# Campaign

## TAKING UNITED WAY TO NEW HEIGHTS: SPOTLIGHT ON OUR UNITED WAY CAMPAIGN CO-CHAIRS

The work of United Way would not be possible without resources. But securing those necessary resources is made easier thanks to the championship of our United Way annual campaign co-chairs. And last year, 2021 campaign co-chairs Dr. Thomasina "Tina" Stenhouse and Jamie Ferullo took it even further when they went Over The Edge to bring attention to United Way's work in maternal and child health.

While urban rappelling was not on either leader's list of life goals, both found it hard to turn down such a fun and unique opportunity to support the United Way campaign. The duo, along with nearly 70 other rappellers, crowdfunded their way to the top of One M&T Plaza, helping to raise over \$200,000 for United Way and partner, Oishei Children's Hospital.

"When you look at an event like that, if it was simply for thrill seeking and pleasure, I wouldn't not have done it," says Jamie. "But the fact that it was conquering my fears on behalf of benefiting the community made it all worthwhile."

For Tina, going Over The Edge was exhilarating. She says of the

experience, "I still get energized just by the thought of what I did, coming down 20 stories of the front face of a building that I used to work in."

In some ways, accepting the challenge of going Over The Edge was symbolic of the pair's decision to become co-chairs of the 2021 United Way campaign. At a time when COVID-19 was continuing to disrupt and threaten our community, the task of raising funds was formidable. But for Jamie and Tina, the importance of the work outweighed the obstacles.

"When I think about it, again I'm proud that I had the courage to undertake such a high level of responsibility for the community that I love at a time at such a daunting time in our history," says Tina. "I'm glad that we accomplished what we were able to accomplish."

Jamie's 2021 takeaways? "Don't limit yourself. Understand you're probably capable of doing a lot more than you think you could accomplish. And it's always a heck of a lot easier when there's a great purpose attached."



**OVER THE EDGE**  
RAISED  
**\$235,000**  
FROM  
**1,699**  
DONORS AND SPONSORS

**CAMPAIGN**  
RAISED  
**\$10.26M**  
FROM  
**28,000+**  
DONORS

**\$1.3M**  
WAS CONTRIBUTED BY  
**85**  
TOCQUEVILLE  
SOCIETY MEMBERS

**\$50,000**  
MATCHING GRANT FROM  
Independent  
Health.

**3,500+**  
GIVING COMMUNITY  
MEMBERS CONTRIBUTED  
**\$3.6M**

**MILLION DOLLAR  
CAMPAIGNS**  
M&T Bank Wegmans



# TOCQUEVILLE SOCIETY:

## 2021 Philanthropists of the Year

Dave and Shari Hore's relationship with United Way began over 30 years ago, when Dave was first invited to get involved in running his employer's United Way campaign. Little did he know that this would be the beginning of a deep and life-long relationship with United Way for him and his family.

Since that time, Dave has held a number of volunteer roles at United Way of Buffalo & Erie County, including five years chairing Tocqueville Society and eight years as a Board Member, including three as Board Chair. Dave continues to serve as a member of the UWBECA Advisory Council. One of Shari's favorite United Way memories is volunteering at the Massachusetts Avenue Project aquaponic farm alongside their children as part of Day of Caring. Dave and Shari are also part of the Tocqueville Society Legacy Circle in recognition of their pledge to the United Way of Buffalo & Erie County Endowment, ensuring that the work of this organization they love will continue for future generations.

Dave and Shari's commitment to the community extends beyond United Way. In addition to his involvement with many other nonprofit boards, Dave served for over 25 years as a Board Member of Big Brothers Big Sisters of Erie, Niagara & The Southern Tier, including seven years as Board President. He even served as the acting CEO for two years after the untimely passing of the Founder and 39-year CEO, Robert F. Moss.

Dave is also a two-time big brother to little brothers David and Michael. Shari is involved with a number of community causes as well, including Senior Wishes, a wish-granting organization for low-income senior citizens, and most recently, volunteering for Meals on Wheels. Both feel that their participation with United Way has given them a unique perspective and understanding of community needs that makes all their community involvement even more enriching and meaningful.

Dave and Shari are deeply honored to be recognized as the 2021 Philanthropists of the Year, especially when they think of the individuals and families who have been honored in the past, who they respect and admire so much. As Tocqueville Society members, Dave and Shari hope to encourage and inspire others who are able to become part of Tocqueville Society:

"When you are successful in life, especially financially successful, and you have been blessed with more than most—which we definitely have been—you have an absolute responsibility to give back and to help others. Lots of leaders have come and gone in Western New York, who have carried that torch through the years. To me, it's the responsibility of those that remain to keep that going for the next generation."

Dave has been President of MTS Sensors since July 2016. He served PCB as its Co-President and then President from 2003–present. Prior to joining PCB, Dave was Co-Founder and Managing Partner of the CPA firm Tronconi Segarra & Hore LLP, where he served as Strategic Consultant and outsourced Chief Financial Officer for PCB from 1995–2003. Dave and Shari, both Western New York natives, currently live in Orchard Park with their four children.

### \$100,000+

William and Patricia Frederick  
Mr. and Mrs. Jeremy M. Jacobs Sr.  
The Margaret L. Wendt Foundation

### \$50,000–\$99,999

James H. Cummings Foundation  
Donald P. and Florence A. Quinlan Charitable Trust  
*1 member wishes to remain anonymous*

### \$25,000–49,999

Charles Balbach, Melissa Balbach, Teo Balbach  
Peter Grogan and Christye Peterson  
Stanford and Judith Lipsey Foundation  
The Noble Family Charitable Foundation  
Sebastian, Awner, Houlding, Spagnolo, O'Brien Group at Merrill Lynch  
Mr. Chris and Mrs. Kimberly Sebastian  
Mrs. Maxine and Dr. Steven Awner  
Mr. Austin Houlding and Ms. Michelle Daubert  
Mr. Graziano and Mrs. Juliana Spagnolo  
Mr. James and Mrs. Patricia O'Brien  
*1 member wishes to remain anonymous*

### \$15,000–\$24,999

EJ and Karen Butler  
Josephine Goodyear Foundation  
Dave and Shari Hore  
Peter and Mary Jo Hunt  
Alice and Jeremy Jacobs Jr.  
Lawley  
Donald I. MacDavid  
Marks Family Foundation  
Mary Kennedy Martin  
Carolyn and Bob Montgomery  
Mr. Stephen J. Muscato and  
Ms. Theresa J. Muscato  
Sanford and Margery Nobel  
Betty M. Ramming  
Mr. and Mrs. Robert E. Sadler Jr.  
Ann Sessions  
Mrs. Kenneth L. Slawson  
Robert and Chesterine Stevenson  
Joseph S. and Mary Ann Testa  
Philanthropic Fund  
Robert P. Thill & Elizabeth A.  
Moll Charitable Gift Fund  
Eileen & Rupert Warren  
Charitable Fund  
Margaret and Bob Zak  
*2 members wish to remain anonymous*



Dave and Shari Hore, 2021 Philanthropists of the Year

### \$10,000–\$14,999

Barbara and Brian Baird  
James E. Biddle Jr.  
Ann and Bob Brady  
Joan and David Bruce  
Paul R. Comeau and  
Victoria D'Angelo  
Shawn and Amy Connolly  
Paulette M. Croke and  
Michael Toner  
Frank and Robin Curci  
Mary Anne and Ray Dannenhoffer  
Bradley Derrick  
Robert and Elizabeth Evans  
Dr. Joseph A. Gardella, Jr. and  
Ms. Carol A. Kizis  
Bodil and George Gellman  
Dr. and Mrs. Kevin J. Gibbons  
Mr. and Mrs. Robert D. Gioia  
Donna M. Gonser  
Pete Grum  
Hanna Peters Trust  
Mr. and Mrs. James Houser  
John J. and Maureen O. Hurley  
Louis and Joan Jacobs  
Edwin M. Johnston Jr.  
William and Anne Joyce  
Dr. Kenneth R. and Linda A. Kahn  
Drs. David and Emily  
Ets-Hokin Kaye  
Adair and Kevin Kearney  
Brian and Deborah Lipke  
Charles Makey  
Frank J. McGuire  
Family Foundation  
Jock and Betsy Mitchell  
Trudy and Van Mollenberg  
Carol and Carl Montante  
Susan and Robert O'Sullivan  
Ronald J. and Diana M. Papa  
Richard and Karen Penfold  
Mr. and Mrs. Gary Quenneville  
Harris N. Snyder Fund  
Phyllis Vogt  
Jim and Michal Wadsworth  
Ted and Ginna Walsh  
Jack Walsh  
Gina and Michael Weiner  
Dr. Gil I. Wolfe  
Howard and Leslie Zemsky

## ENDOWMENT

### MILLION DOLLAR ROUNDTABLE

Peggy Pierce Elfvin  
Patricia H. and Richard E. Garman  
Ralph C. Wilson Jr. Foundation

### TOCQUEVILLE LEGACY CIRCLE

Michael T. Cervi  
Paulette M. Croke and Michael Toner  
Andrew and Teresa Dorn  
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  
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  
Sanford and Margery Nobel  
PCB Piezotronics, Inc.  
Pegula Sports and Entertainment  
Wegmans



Scan the QR code  
to learn about  
Tocqueville Society.



# BOARD OF

# Directors

## GROWING A UNITED WAY BOARD THAT REFLECTS OUR COMMUNITY

When Rachelle Satch'ell Robinson first came onto the United Way of Buffalo & Erie County Board of Directors in 2016, she was excited to be part of an organization that is as far-reaching as United Way.

She says of the decision, "I'm passionate about the City of Buffalo. I'm passionate about the community. And I feel like that passion is met here, because I think United Way is just as passionate, if not more than I am, about this community." When the opportunity arose to step into the role of Board Chair, it felt like a natural next step for Rachelle, who had also served as United Way campaign co-chair in 2019 and 2020. "I felt like it opened the door for me to create even more possibilities within this United Way community."

One of the changes on the Board that is most evident to Rachelle during her six-year tenure is a growing commitment to diversity. While she is the first woman of color to serve as chair, for her it goes beyond "firsts." Rachelle sees the impact that increased diversity of thought and experiences has had on the Board, the organization and on United Way's reach within the community.

"A tree's roots should mimic its leaves. If those roots are deep and wide, the top will be deep and wide. Our board is the roots. It ought to mimic the wide top of the people that we serve. We need those deep roots if we want the lush leaves on the top."

Being part of the United Way board has enabled Rachelle to be part of community change in a way that she is proud to share, and she hopes that her leadership will be an inspiration for the young people in her life.

"I want to look at my granddaughter, and say, 'This is what I'm doing right now. And one day, this is what you can do,'" says Rachelle. "Because when we all are together—when we all grow together and we all move together—we all excel together."



Rachelle Satch'ell Robinson, Board Chair

### CHAIR

Rachelle Robinson  
Lighthouse Learning Center

### VICE CHAIR

Christina Brozyna  
M&T Bank

### VICE CHAIR

Robery Mootry Jr.  
CSEA Region 6

### TREASURER

Nickole Garrison  
Garrison Murphy Wealth Management

### SECRETARY

Marijke Kemble  
Marijke Ocean LLC

### COUNSEL

Herbert J. Glose  
Barclay Damon

## MEMBERS

Felicia Beard  
Community Foundation for  
Greater Buffalo

Angela Blue  
NYS AFL-CIO/WNY Area Labor  
Federation, AFL-CIO

Kendra Brim  
Tesla

Diane Colgan  
Tops Markets, LLC

Rev. Julian Armand Cook  
Houghton College Buffalo: East  
Side/Macedonia Baptist Church

Jamie Ferullo  
Ingram Micro

Kathy Gill  
Delaware North

Denise Gueli  
Bonadio & Co., LLP

Sarah Hedges  
Community Volunteer

Austin Houlding  
Merrill Lynch

Patty Kaminski  
Wegmans Food Market

Dr. Joshua Lynch  
UBMD Emergency Medicine

Patrick T. McGuire  
RBC Wealth Management

Stephanie McLean Beathley  
NYS Public Employee Federation, AFL-CIO

Michael McMahon  
KeyBank N.A.

Thomas O'Shei  
United Steelworkers/Sumitomo  
Rubber USA

Kathleen Rizzo Young  
Evans Bank

John Rodgers  
Independent Health

Hugh Russ, III  
Hodgson Russ, LLP

Melinda Seibold  
GEICO

Rupa Shanmugam  
SoPark Corporation

Jason Sinnarajah  
Buffalo Bills

Thomasina R. Stenhouse  
Community Volunteer

Anna Stolzenburg  
Pegula Sports & Entertainment

Demario Strickland  
Rochester City School District

Dr. Stephen Turkovich  
Oishei Children's Hospital

Doug Wagner  
IIMAK

## ADVISORY COUNCIL

Steve Bell  
Steve Bell Communications LLC

Kathy Best  
Lawley Insurance

Roger Cominsky  
Barclay Damon

Dr. Katherine Conway-Turner  
Buffalo State College

Paulette Crooke  
Community Volunteer

Dennis Elsenbeck  
Phillips Lytle LLP

Steve Finch  
AAA Western and Central New York

David Hore  
PCB Piezotronics, Inc. and MTS  
Sensors

Susan O'Sullivan  
Ingram Micro

Luis Rodriguez  
Rodriguez Construction Group

Peter Hunt  
Hunt Real Estate

Maureen Hurley  
Community Volunteer

Michael Keating  
Wegmans Food Market

Rich McCarthy  
M&T Bank

Eileen Morgan  
Community Volunteer

The Honorable E. Jeannette Ogden  
Community Volunteer

Jim Tilley  
Community Volunteer

John Walsh III  
Walsh Duffield Companies Inc.

Dr. A. Scott Weber  
University at Buffalo

Robert Zak  
Community Volunteer



# FINANCIAL Report

## BALANCE SHEET

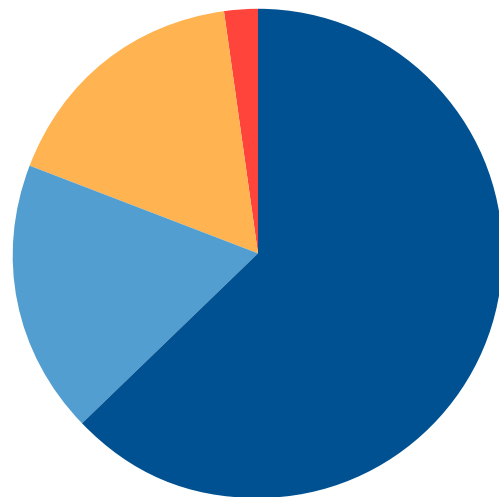
MARCH 31, 2022

Assets	
Cash and Cash Equivalents	\$2,373,339
Investments	3,374,514
Endowment Investments	17,427,369
Annual Campaign Pledges Receivable, Net	5,420,064
Other Assets	1,030,374
Property and Equipment, Net	1,929,976
<b>Total Assets</b>	<b>\$31,555,636</b>
Liabilities and Net Assets	
Liabilities	
Designations Payable	\$2,611,534
Allocations Payable	1,004,274
Accounts Payable and Accrued Expenses	1,651,023
Other Liabilities	2,168,863
<b>Total Liabilities</b>	<b>7,435,694</b>
<b>Net Assets</b>	<b>\$24,119,942</b>
<b>Total Liabilities and Net Assets</b>	<b>\$31,555,636</b>

## STATEMENT OF ACTIVITIES YEAR ENDED MARCH 31, 2022

Operating Activity	
Revenue, Gains, and Other Support	
Campaign Results	
Current Year Campaign Results	\$10,068,902
Endowment and Other Campaigns	202,742
Total Campaign	10,271,644
Less: Donor Designations	(3,027,404)
Less: Estimated Uncollectible Pledges	(275,000)
<b>Net Campaign Results</b>	<b>6,969,240</b>
Other Revenue	
Grant and Other Revenue	4,011,148
Investment Income (Loss)	988,787
<b>Total Other Revenue</b>	<b>4,999,935</b>
<b>Total Revenue</b>	<b>11,969,175</b>
Expenses	
Community Investments	
Gross Funds Awarded to Agencies	8,941,187
Other Programs and Program Support Services	2,438,511
<b>Total Program Services Including Designations</b>	<b>11,379,698</b>
Donor Designations	(3,027,404)
<b>Total Program Services, Net</b>	<b>8,352,294</b>
Supporting Services	
Management and General	1,281,439
Fundraising	1,261,158
<b>Total Supporting Services</b>	<b>2,542,597</b>
<b>Total Expenses</b>	<b>10,894,891</b>
<b>Decrease in Net Assets From Operations</b>	<b>1,074,284</b>
Pension Plan SFAS 158 Adjustment to Net Assets	185,690
<b>Net Assets—Beginning</b>	<b>22,859,968</b>
<b>Net Assets—Ending</b>	<b>\$24,119,942</b>

# WHERE THE MONEY GOES



- 63%** Grant Awards & Investments in Community Activities
- 18%** General & Fundraising
- 17%** Direct Work of United Way
- 2%** Donor Pledge Loss



Black History Month Book Drive at Juneteenth Headquarters, 2022



Scan the QR code to learn more.

**United Way of Buffalo & Erie County**  
742 Delaware Avenue  
Buffalo, New York 14209

uwbec.org

[f](#) [t](#) [v](#) [@](#) [in](#) @uwbec