CHANGE DOESN'T HAPPEN ALONE.

2018–2019 COMMUNITY IMPACT REPORT

WORKING TOGETHER WITH OUR COMMUNITY

uwbec.org
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

4 NEW BORN LEARNING TRAILS
provide families with space to promote healthy early childhood development.

The Full Service Community School initiative increased child, family, and community engagement in South Buffalo by 132%.

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

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

The American Apprenticeship Initiative helped 211 PEOPLE receive training to become journeyworkers in high-demand trades in manufacturing.

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.

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.

The annual United Way Campaign raised

$18,067,000.

Received a
4-STAR RATING
from Charity Navigator.
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.

**INVESTMENTS**

- 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.
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

VOLUNTEERS
180
PROJECTS
22
COMPANIES WHO PARTICIPATED
17
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.

MILLION DOLLAR CAMPAIGNS
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.
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.
COMMUNITY IMPACT REPORT 2018–2019

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

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. & Mrs. Jeremy M. Jacobs Sr.

## $1,000,000–$999,999

- William & Patricia Frederick
- The Margaret L. Wendt Foundation

## $500,000–$999,999

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

## $250,000–$499,999

- 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

## $150,000–$249,999

- 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

## $100,000–$149,999

- 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 Feeley, 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
Mrs. Kenneth L. Slawson
Maureen & Paul Sweeney
Joseph S. & Mary Ann Testa
Philanthropic Fund
Paulette M. Crooke & Michael Toner
Linda & Mario Urso
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 & Ginny 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

Chair
David Hore
PCB Piezotronics, Inc. and MTS Sensors

Vice Chair
Dr. Katherine Conway-Turner
Buffalo State College

Vice Chair
Susan O’ Sullivan
Ingram Micro

Treasurer
Nickole Garrison
Garrison Murphy Wealth Management

Secretary
Luis Rodriguez
Rodriguez Construction Group

Counsel
Herbert J. Glose
Barclay Damon

Members
Dr. LaVonne Ansari
Community Health Center of Buffalo, Inc.

Jamie Batt
Rupp Baase Pfalzgraf Cunningham LLC

Felicia Beard
Community Foundation for Greater Buffalo

Christina Broznya
M&T Bank

Joan Bruce
Wegmans Food Markets

Diane Colgan
Tops Markets, LLC

Jeremy Connor
GEICO

Jennifer Stanonis Constantine
Community Volunteer

Reetuparna (Reena) Dutta
Hodgson Russ LLP

Nick Fabozzi
Tronconi Segarra & Associates, LLP

Kathy Gill
Delaware North Companies

Sharon Hanson
Sharon L. Hanson & Associates

Sarah Hedges
People Inc.

Austin Houlding
Merrill Lynch

Donald Ingalls
BlueCross BlueShields of WNY

Marijke Kemble
Marijke Kemble, Coaching & Consulting

Dr. Joshua Lynch
UBMD Emergency Medicine

Michael McMahon
KeyBank N.A.

Robert Mootry Jr.
CSEA Region 6

Thomas O’Shei
United Steelworkers/Sumitomo Rubber USA

Jennifer Parker
Jackson Parker Communications LLC

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

Dr. Stephen Turkovich
Oishei Children’s Hospital

ADVISORY COUNCIL

Steve Bell
Steve Bell Communications LLC

Steve Finch
AAA Western and Central New York

Rich McCarthy
M&T Bank

John Walsh III
Walsh Duffield Companies Inc.

Kathy Best
Lawley Insurance

Anne Glose
Moog Inc.

Eileen Morgan
Delaware North Companies

Dr. A. Scott Weber
University at Buffalo

Roger Cominsky
Barclay Damon

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 Eisenbeck
Phillips Lytle LLP

Michael Keating
Wegmans

Jim Tilley
Community Volunteer

COMmUNITY IMPACT REPORT 2018–2019
## Balance Sheet

**March 31, 2019**

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

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
</tr>
<tr>
<td>Designations payable</td>
<td>$3,555,675</td>
</tr>
<tr>
<td>Allocations payable</td>
<td>1,793,385</td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>1,542,952</td>
</tr>
<tr>
<td>Other Liabilities</td>
<td>2,344,638</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>$9,236,565</td>
</tr>
</tbody>
</table>

| Total Liabilities and Net Assets | $31,492,485 |

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

#### Revenue, Gains and Other Support

<table>
<thead>
<tr>
<th>Campaign Results</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current year campaign results</td>
<td>$13,772,309</td>
</tr>
<tr>
<td>Endowment Campaign</td>
<td>269,201</td>
</tr>
<tr>
<td><strong>Total Campaign</strong></td>
<td>$14,041,510</td>
</tr>
<tr>
<td>Less: donor designations</td>
<td>(4,853,167)</td>
</tr>
<tr>
<td>Less: estimated uncollectible pledges</td>
<td>(200,000)</td>
</tr>
<tr>
<td><strong>Net campaign results</strong></td>
<td>$9,088,343</td>
</tr>
</tbody>
</table>

#### Other Revenue

| Grant & other revenue | $4,046,611 |
| Investment income     | 324,685    |
| **Total other revenue** | $4,371,296 |
| **TOTAL REVENUE**     | $13,359,835 |

#### Expenses

<table>
<thead>
<tr>
<th>Community Investments</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross funds awarded to agencies</td>
<td>12,351,158</td>
</tr>
<tr>
<td>Other programs and program support services</td>
<td>2,970,768</td>
</tr>
<tr>
<td><strong>Total program services including designations</strong></td>
<td>$15,321,926</td>
</tr>
<tr>
<td>Donor designations</td>
<td>(4,853,167)</td>
</tr>
<tr>
<td><strong>Total program services, Net</strong></td>
<td>$10,468,759</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Supporting Services</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Management and general</td>
<td>1,164,679</td>
</tr>
<tr>
<td>Fund raising</td>
<td>1,594,304</td>
</tr>
<tr>
<td><strong>Total supporting services</strong></td>
<td>$2,758,983</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$13,227,742</td>
</tr>
</tbody>
</table>

#### Increase in net assets from operations

| $331,897 |

#### Pension plan SFAS 158 adjustment to Net Assets

| ($354,163) |

#### Net Assets—Beginning

| $22,478,101 |

#### Net Assets—Ending

| $22,255,835 |