



CHANGE DOESN'T HAPPEN ALONE.

2018–2019 COMMUNITY IMPACT REPORT

WORKING TOGETHER WITH OUR COMMUNITY
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.

TABLE OF CONTENTS

PAGES 3-4	KEY ACCOMPLISHMENTS
PAGE 5	INVESTMENTS
PAGE 6	VOLUNTEER
PAGE 7	CAMPAIGN
PAGE 8	UNITED WAY: FAMILIES
PAGES 9-10	GIVING COMMUNITIES
PAGES 11-12	TOCQUEVILLE SOCIETY
PAGE 12	ENDOWMENT & PLANNED GIVING
PAGE 13	TESTIMONIALS
PAGE 14	BOARD & ADVISORY COUNCIL MEMBERS
PAGE 15	FINANCIAL REPORT

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.



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.

VOLUNTEER

BUSINESS MEETS COMMUNITY

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

TOTAL PROJECTS
123

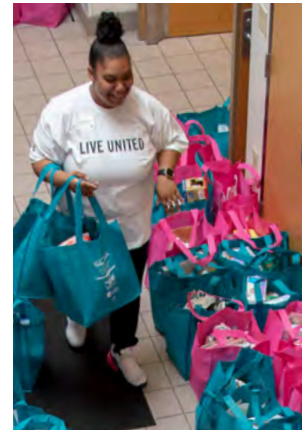


COMMUNITY BABY SHOWER

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

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

\$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 Rimmmler
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
 Mrs. Kenneth L. Slawson
 Maureen & Paul Sweeny
 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 & 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

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 BlueShield 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

Kathy Best

Lawley Insurance

Roger Cominsky

Barclay Damon

Paulette M. Crooke

Community Volunteer

Dennis Elsenbeck

Phillips Lytle LLP

Steve Finch

AAA Western and Central New York

Anne Glose

Moog Inc.

Peter Hunt

Hunt Real Estate

Maureen Hurley

Community Volunteer

Michael Keating

Wegmans

Rich McCarthy

M&T Bank

Eileen Morgan

Delaware North Companies

The Honorable E. Jeannette Ogden

Community Volunteer

Keith Stolzenburg

Community Volunteer and Retired PwC Partner

Jim Tilley

Community Volunteer

John Walsh III

Walsh Duffield Companies Inc.

Dr. A. Scott Weber

University at Buffalo

Robert Zak

Merchants Insurance Group

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
TOTAL ASSETS	\$31,492,485

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
TOTAL LIABILITIES	\$9,236,650

NET ASSETS	\$22,255,835
TOTAL LIABILITIES AND NET ASSETS	\$31,492,485

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

REVENUE, GAINS AND OTHER SUPPORT	
CAMPAIGN RESULTS	
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)
Net campaign results	\$8,988,343
OTHER REVENUE	
Grant & other revenue	\$4,046,611
Investment income	324,685
Total other revenue	\$4,371,296
TOTAL REVENUE	13,359,639

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

SUPPORTING SERVICES

Management and general	1,164,679
Fund raising	1,594,304
Total supporting services	2,758,983
TOTAL EXPENSES	13,227,742

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

**United Way
of Buffalo & Erie County**

742 Delaware Avenue
Buffalo, New York 14209

www.uwbec.org

[!\[\]\(235bfe13ebf007ce2eea9e689707fac7_img.jpg\)](#) [!\[\]\(bbad87fcdf5285698c00ff2227464bf2_img.jpg\)](#) [!\[\]\(f40fcf1439bdf0ff0174e7d9c96d1715_img.jpg\)](#) [!\[\]\(ae76bfd3801b6b0a4b12226d57660fe9_img.jpg\)](#) [!\[\]\(0d7f0d4c8e78ec4e40d6241915973773_img.jpg\)](#) @uwbec