



# UNITED WE WIN

2020–2021 COMMUNITY IMPACT REPORT

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



United Way  
of Buffalo & Erie County



# AT UNITED WAY, WE'RE REIMAGINING OUR COMMUNITY AND REBUILDING IT IN WAYS THAT HELP MORE PEOPLE THRIVE.

Welcome to our 2020–2021 Community Impact Report.

Over the last year, the challenges and divides within our community have become more apparent. But so too has the remarkable resilience and generosity of people across Buffalo & Erie County. In a time when so much in our world is changing, United Way is here to help ensure that everyone has the opportunity to rebuild their lives and reimagine what is possible for the future.

In spite of all that is shifting around us, health, education and financial stability remain the cornerstones of a good life. Each of these aspects of life are critical to building a strong and thriving community for everyone. That is why we are committed to helping all our neighbors, especially those most impacted by COVID-19 and structural inequities, by providing programs and services dedicated to increasing access and support in these areas.

This Community Impact Report is our opportunity to update you on our response to COVID-19 and our work to advance racial equity, highlight key accomplishments from the past year, and most importantly to celebrate and thank the corporate and nonprofit partners, donors, volunteers and advocates who make our work possible. Tackling our community's toughest challenges takes investing in approaches that create long-term solutions, and it is the strength of our community partnerships that drives lasting change.

As you review the activities and accomplishments we have highlighted here, our hope is that you will view it as more than just a look back. We hope you will see it as an invitation to be part of a brighter future together. With your support, we can help every person have an equal opportunity to succeed. Strong communities need a strong United Way. Now more than ever, we need to Live United.



Yours truly,

A handwritten signature in dark ink that reads "Michael Weiner". The signature is written in a cursive, slightly slanted style.

Michael Weiner  
President & CEO

## SHOW UP UNITED.



**MISSION:** WE BRING PEOPLE, ORGANIZATIONS AND RESOURCES TOGETHER TO CREATE SYSTEMIC COMMUNITY CHANGE.



**VISION:** WE ENVISION AN EQUITABLE, THRIVING AND UNITED  
COMMUNITY ACHIEVED THROUGH COLLABORATIVE LEADERSHIP.

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# REBUILD & REIMAGINE

SEPTEMBER 1, 2020–AUGUST 31, 2021

United Way is committed to helping reimagine a stronger, more inclusive and more sustainable community as we rebuild from the COVID-19 pandemic.

## NONPROFIT RESOURCES & SUPPORT

Over the past year, United Way has continued our support of the nonprofit sector in responding to COVID-19 through the coordination of **in-kind donations** through VolunteerWNY for **28 nonprofit organizations**. Critical items we helped provide to local nonprofits and their clients include medical supplies, cleaning supplies, hand sanitizer, food, water, personal care items, and more than 27,000 masks donated by Ford Motor company.

## 211WNY INFORMATION AND REFERRAL CALL CENTER

Over **65,000 individual calls** and **75,000 total requests** for help were received by 211WNY. The top three service request categories included **Housing & Shelter** assistance, **Healthcare & COVID-19** referrals and locating **Free Tax Preparation** services.

211WNY has played a vital role in helping connect citizens with COVID-related resources such as testing, vaccines, rent assistance and other forms of relief.

## ADVOCACY

United Way actively engaged in advocacy efforts to include critical federal public policy funding in the American Rescue Act passed in March 2021. This included:

Increasing the **Child Tax Credit** and instituting monthly payments to help families with their budgets throughout the year.

Expanding **Earned Income Tax Credit** eligibility and increasing the maximum credit.

\$510 million was allocated to the **Emergency Food and Shelter Program** (EFSP) to help to provide overnight shelter, meals, one month's rent or mortgage assistance and one month's utility payments.

Extending emergency nutritional assistance to **Supplemental Nutrition Assistance Program** (SNAP) recipients.

In partnership with the United Way network, UWBECE successfully advocating in the NYS Legislature to provide \$2 million in **211 funding support** this year—a \$750,000 increase from the prior year.

# DIVERSITY, EQUITY & INCLUSION

**DIVERSITY, EQUITY AND INCLUSION ARE AT THE HEART OF WHAT IT MEANS TO LIVE UNITED.**

We cannot hope to achieve our mission of systemic community change without first acknowledging and addressing systemic inequities.

In July 2020, the members of United Way Worldwide approved new membership requirements focused on advancing racial equity and tackling ethnic discrimination. As part of our commitment to advancing equity, United Way of Buffalo & Erie County:

Published our **Equity & Anti-Racism statement** ([uwbec.org/equity](http://uwbec.org/equity)).

Refined our **Investments Request for Proposal** to address disparate outcomes related to racial and ethnic inequity and to create a more inclusive application process.

Requires **annual racial/ethnic equity training** for all staff and board members.

Formed a DEI Committee made up of internal and external stakeholders to infuse relevant equity principles and practices throughout the work of the organization.



## 21-DAY RACIAL EQUITY CHALLENGE

The WNY 21-Day Racial Equity Challenge officially launched on June 21, 2021, with the goal to strengthen WNY's capacity to dismantle all forms of racism.

United Way worked with 60 community partners to propose, vet and select content for the Challenge. Over 2,500 people have registered to participate in the Challenge to-date.

Take the Racial Equity Challenge: [uwbec.org/21daychallenge](http://uwbec.org/21daychallenge).

## EMPIRE STATE POVERTY REDUCTION INITIATIVE

**300+**  
**PEOPLE**

participated in the ESPRI Virtual Series on Equity and Poverty in the Pandemic.

The ESPRI Task Force joined forces with the Healthy Start, Healthy Future for All Coalition to support a cross-functional group of community organizations to implement racial equity within their organizations.

**56**  
**PEOPLE**

completed the Racial Equity Impact Analysis Training held by the Race Matters Institute.

**24**  
**PEOPLE**

received 21 hours of additional advanced racial equity training.

# KEY ACCOMPLISHMENTS

## HEALTH & WELLNESS

GO Buffalo Mom reached milestones of

**500**

**MOTHERS AND BABIES SERVED**

and

**\$72,000**

**SAVED**

to meet transportation and housing needs.

**303**

**NEWBORNS**

were delivered at a healthy term.

**437**

**MOTHERS**

initiated first-trimester care.

**250**

**MOTHERS**

initiated breast-feeding.

**10,000+**

**STUDENTS**

participated in 60 minutes or more of daily physical activity through Play 60.

**14,620**

**PEOPLE**

accessed fresh produce,

**233**

**PEOPLE**

were trained to work in the food industry and

**24**

**NEW FOOD SYSTEM JOBS**

were created through General Mills Food System grant.



## EDUCATION

**24,913**

**CHILDREN**

demonstrated a grade-appropriate understanding of reading and math.

**97**

**BOOKS**

on diversity and inclusion were collected and delivered to schools as part of our Martin Luther King, Jr. Day Book Drive.

**50+**

**GIRLS**

attended our two in person seasonal clinics. This season our clinics introduced roller skating and dance to the girls.

**1,400+**

**PARENTS**

benefited from participation in a parental support program.

**180**

**GIRLS**

participated in the WNY Girls in Sports "Goes Virtual" edition of our program.





## FINANCIAL STABILITY

**7,715**  
**PEOPLE**

completed job readiness training.

**3,787**  
**PEOPLE**

received free tax prep services through the Volunteer Income Tax Assistance program.

**1,603**  
**PEOPLE**

secured employment.

### THE AMERICAN APPRENTICESHIP INITIATIVE

helped

**292**  
**PEOPLE**

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

**40**

### BUFFALO PUBLIC SCHOOL STUDENTS

received Career and Technical Education guidance through the Skilled Trades Retiree Mentor Program.

### WORK/LIFE SOLUTIONS

served over

**3,140**  
**PEOPLE**

across

**10**  
**LOCAL MULTI-SECTOR COMPANIES.**

**4,081**  
**PEOPLE**

acquired financial coaching.



Volunteer engagement opportunities managed by United Way totaled

**3,516**  
**VOLUNTEERS**

for

**8,529**  
**HOURS**

with a value of over

**\$232,000.**



The annual United Way Campaign raised

**\$11,522,478.**

In partnership with statewide local UWs, advocated for

**\$2 MILLION**  
**IN NYS FUNDING**

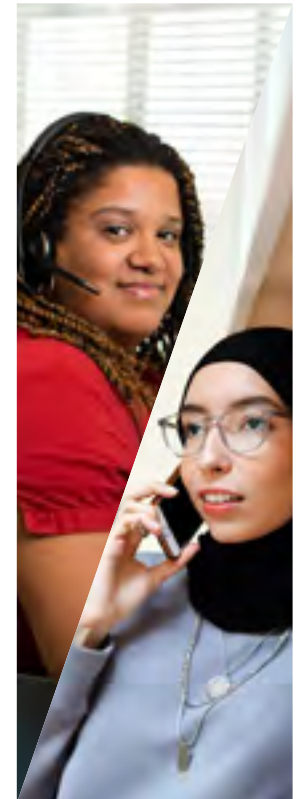
for the continued support of 211 Information & Referral Call Center services.



Maintained a

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

with Charity Navigator.



# INVESTMENTS

With the help of over 60 community investment volunteers, United Way announced over \$4.2 million\* would be invested in 97 programs and three supportive initiatives across 62 nonprofits for the second year of funding (July 1, 2020–June 30, 2021) in the 2019–2021 investment cycle.

● Total Invested in Health & Wellness: **\$847,467**

● Total Invested in Education: **\$1,720,985**

● Total Invested in Financial Stability: **\$1,311,306**

Total Invested in Supportive Initiatives: **\$150,000**

(\*total investment includes \$219,874 in matching funds for NYS grant)



## 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 HDPC, 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 Services of WNY
  - Junior Achievement of WNY
  - King Urban Life Center Inc.
  - Literacy New York Buffalo-Niagara, Inc.
  - Lt. Colonel Matt Urban Human Services Center of WNY
  - 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  
 Visually Impaired Advancement (VIA) - 211WNY  
 WNY Holiday Partnership

# GRANTS

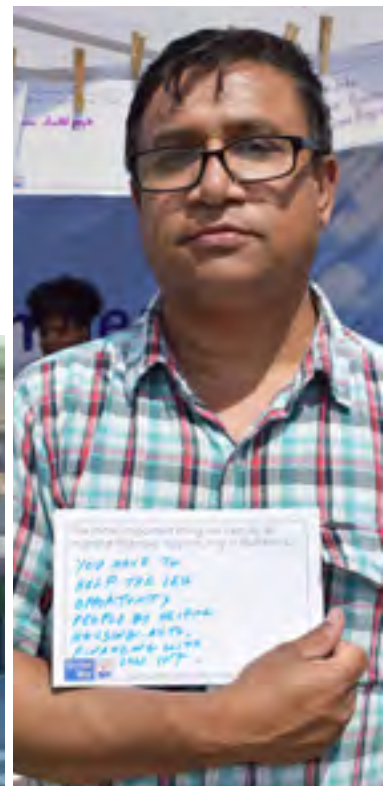
Campaign is not the only source of revenue for United Way's work in the community. We receive millions of dollars in grants each year that support our efforts and those of our agency partners in education, financial stability and health & wellness. Last year we received over \$4 million in grant funding. Below is a sample of the programs supported by this funding.

## FEDERAL

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

## STATE & LOCAL

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



# CAMPAIGN

The collective effort of donors and volunteers in Buffalo & Erie County has helped our community get through the pandemic. Thanks to those efforts, UWBEC and our partners have been able to respond quickly and help more people than ever.

It is the time, talent and generosity of our partners that helps to raise awareness about the vital role United Way plays in the community. Together with these passionate supporters, we are leading the fight to rebuild an equitable and more resilient Buffalo & Erie County.

The Buffalo AFL-CIO Central Labor Council, in partnership with UW Labor Engagement, raised

**\$16,320**

during their first ever Meat Raffle.

Tocqueville Society raised

**\$1.7 MILLION**

from 83 members in the 2020 campaign and Pat and Bill Frederick were recognized as 2020 Philanthropists of the Year.

**\$100,000**

in matching grants from Independent Health and National Fuel Gas Company Foundation contributed to the success of this special fundraising effort.

## JOIN THE FIGHT CAMPAIGN

UWBEC raised

**\$384,324**

against our goal of \$300,000 for the 2020 Join the Fight Campaign.



## MILLION DOLLAR CAMPAIGNS

**M&T Bank**

**Wegmans**



# VOLUNTEER

In partnership with **VolunteerWNY.org**, we worked with nonprofit partners to identify on-site/remote volunteer opportunities (compliant with CDC social distancing guidelines) and quickly made modifications to the website to accommodate the new volunteer demand and promote safe volunteering.

## FAMILY VOLUNTEER SEASON: HOLIDAY EDITION

**23**

**SERVICE-TO-GO PROJECTS**

and distribution of

**46**

**HOLIDAY-IN-A-BAGS**

**57**

**T-SHIRT BAGS**

**102**

**HANDMADE HOLIDAY CARDS**

**100+**

**PERSONAL ESSENTIALS KITS**

## THE ALICE EXPERIENCE

**18**

**SESSIONS**

were hosted with

**555**

**TOTAL PARTICIPANTS**

in this virtual simulation meant to challenge participants' understanding of financial hardship and reveal important insights about the often invisible need in our community.

## COMMUNITY BABY SHOWER

Thanks to donors and corporate sponsors, the 2020 Virtual Community Baby Shower was a great success.

**TOTAL RAISED**

**\$29,911**

**BABY BUNDLES CREATED**

**1,300+**

## MLK, JR. DAY BOOK DRIVE

**97**

**BOOKS**

were donated



## NOTES OF ENCOURAGEMENT

**197**

**COMMUNITY  
MEMBERS**

created cards of encouragement for Buffalo Public Schools middle school students with personalized notes through United Way's website.



# GIVING COMMUNITIES

## LEADERSHIP SOCIETY

Leadership Society members are a diverse group of community members who come together to learn about and help solve our community's most complex issues.

In August of 2020, 135 people attended Leadership Society's Race, Family & Identity: A Virtual Conversation with author, and Buffalo-native, E. Dolores Johnson.



## WOMEN UNITED

Women United brings passionate women donors together to drive equity and empowerment for women and children in our community.

In March of 2021, 164 people attended Women United's Buffalo Women Breaking Barriers virtual panel. This event featured three trailblazing women who are proud to call WNY home.



**HON. APRIL N.M. BASKIN**  
DISTRICT 2 LEGISLATOR &  
CHAIRWOMAN  
ERIE COUNTY LEGISLATURE



**MAUREEN ATHOE**  
PRESIDENT  
SPACE & DEFENSE GROUP  
MOOG, INC.



**ASHLEY HOLDER**  
SPORTS ANCHOR  
& REPORTER  
WGRZ - CHANNEL 2



**DR. KATHERINE CONWAY-TURNER**  
MODERATOR  
PRESIDENT  
SUNY BUFFALO STATE



## 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 continues to find unique ways to provide support to past Pitch 10 winners, including helping to recruit volunteers for a new girls' group run by Pitch 10 winner For Every Little Handprint and West Side Promise Neighborhood, designed to help girls build self-esteem, explore creativity and STEM and more.





When a community comes together to support each other, we have the opportunity to become a better community together. We, supporters of United Way, are the arms that wrap around our community and hold them up. When we join together, we are ALL lifted together.

*Reverend Rachelle Robinson  
2021 United Way Board Chair*



*Dr. Thomasina R. Stenhouse  
2021 Campaign Co-Chair*



This is my second year as co-chair and people ask me, why are you doing it again, Tina? I do it because the community needs more, and I have more to give. It's just been an honor, and I'm grateful for this opportunity to serve in this capacity.



Life is about choices. Today we live in a world where all around us there are forces trying to divide or unite us. My choice is to do what I can to unite us.

*Jamie Ferullo  
2021 Campaign Co-Chair*



Independent Health saw the needs rising in our community and pulled out all the stops for a successful campaign. Through online giving, innovative virtual special events and matching support of our Join The Fight fund, they increased their annual United Way campaign by 121%—an increase of \$106,616 over the previous year.



*Winners of the 2020 LEAD With Purpose  
Cup and Jacobs Cup*

## BOARD OF DIRECTORS

Chair

**David Hore**

PCB Piezotronics, Inc. and MTS Sensors

Vice Chair

**Dr. Katherine Conway-Turner**

Buffalo State College

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.

**Felicia Beard**

Community Foundation for Greater Buffalo

**Angela Blue**

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

**Kendra Brim**

Nardin Academy

**Christina Broznaya**

M&T Bank

**Joan Bruce**

Wegmans Food Markets

**Trina Burruss\***

Northwest Bank

**Diane Colgan**

Tops Markets, LLC

**Rev. Julian Armand Cook**

Houghton College Buffalo: East Side/  
Macedonia Baptist Church

**Jeremy Connor**

GEICO

**Nick Fabozzi**

Tronconi Segarra & Associates, LLP

**Jamie Ferullo**

Ingram Micro

**Kathy Gill**

Delaware North Companies

**Sharon L. Hanson**

Sharon L. Hanson & Associates

**Sarah Hedges**

People Inc.

**Austin Houlding**

Merrill Lynch

**Marijke Kemble**

Marijke Kemble, Coaching & Consulting

**Dr. Joshua Lynch**

UBMD Emergency Medicine

**Michael McMahon**

KeyBank N.A.

**Patrick T. McGuire**

RBC Wealth Management

**Robert Mootry Jr.**

CSEA Region 6

**Thomas O'Shei**

United Steelworkers/Sumitomo Rubber USA

**Kathleen Rizzo Young**

Evans Bank

**Reverend Rachelle Robinson**

Deep Wells Ministries

**John Rodgers**

Independent Health

**Hugh Russ, III**

Hodgson Russ, LLP

**Rupa Shanmugam**

SoPark Corporation

**Thomasina R. Stenhouse**

Community Volunteer

**Trevor Stevenson**

Eastman Machine Company

**Demario Strickland**

Harvey Austin #97 – Buffalo Public Schools

**Dr. Stephen Turkovich**

Oishei Children's Hospital

\*Trina Burruss left the Board of Directors to join United Way of Buffalo & Erie County as Chief Operating Officer in July 2021.

## ADVISORY COUNCIL

**Steve Bell**

Steve Bell Communications LLC

**Kathy Best**

Lawley Insurance

**Roger Cominsky**

Barclay Damon

**Paulette Crooke**

Community Volunteer

**Dennis Elsenbeck**

Phillips Lytle LLP

**Steve Finch**

AAA Western and Central New York

**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

**Susan O'Sullivan**

Ingram Micro

**Jim Tilley**

Community Volunteer

**John Walsh III**

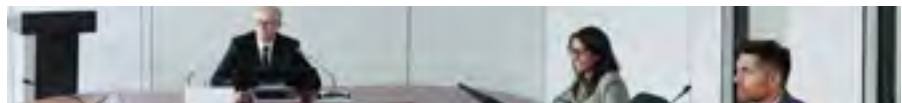
Walsh Duffield Companies Inc.

**Dr. A. Scott Weber**

University at Buffalo

**Robert Zak**

Merchants Insurance Group



# ENDOWMENT & PLANNED GIVING

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

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. and Richard E. Garman

Ralph C. Wilson Jr. Foundation

## TOCQUEVILLE LEGACY CIRCLE

Michael T. Cervi

Paulette M. Crooke 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

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.

Wegmans



## 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+

William and Patricia Frederick

Mr. and Mrs. Jeremy M. Jacobs Sr.

The Margaret L. Wendt Foundation

### \$50,000–\$99,999

Mr. Frederick Attea  
James H. Cummings Foundation  
James and Karen Dusel

Michael and Holly Ortman,  
Holloway Constantine Ortman  
Philanthropic Fund

Mr. and Mrs. William J. Regan Jr.  
*2 members wish to remain anonymous*

### \$25,000–\$49,999

Charles E. Balbach, Melissa Balbach and  
John Bace, Jennifer and Teo Balbach  
Emily Constantine Doren and Jesse Doren  
Peter Grogan and Christye Peterson, Goldman

Sachs Personal Financial Management  
Dave and Shari Hore  
Stanford and Judith Lipsey Foundation  
Lumsden & McCormick, LLP

The Marks Family Foundation  
The Noble Family Charitable Foundation  
Anne and Phil Rimmner  
*2 members wish to remain anonymous*

### \$15,000–\$24,999

EJ and Karen Butler  
Robert J. and Martha B. Fierle Foundation  
Josephine Goodyear Foundation  
Peter and Mary Jo Hunt  
Lawley  
Carolyn and Bob Montgomery  
Betty M. Ramming  
Mr. and Mrs. Robert E. Sadler Jr.

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  
Robert and Chesterine Stevenson

Joseph S. and Mary Ann Testa Philanthropic Fund  
Ted and Ginna Walsh  
Eileen and Rupert Warren Charitable Fund  
Gina and Michael Weiner  
Margaret and Bob Zak  
*1 member wishes to remain anonymous*

### \$10,000–\$14,999

Barbara and Brian Baird  
The Cameron and Jane Baird Foundation  
James E. Biddle Jr.  
Ann and Bob Brady  
Paul R. Comeau and Victoria D'Angelo  
Shawn and Amy Connolly  
Paulette M. Crooke and Michael Toner  
Frank and Robin Curci  
Mary Anne and Ray Dannenhoffer  
Bradley Derrick  
Robert and Elizabeth Evans  
Drs. Eli Farhi and Emily S. Friedan  
Dr. Joseph A. Gardella, Jr. and Ms. Carol A. Kizis  
Bodil & George Gellman  
Dr. and Mrs. Kevin J. Gibbons  
Mr. and Mrs. Robert D. Gioia  
Gene and Kathy Gramza  
Pete Grum

Mr. and Mrs. James Houser  
John J. and Maureen O. Hurley, Canisius College  
Alice and Jeremy Jacobs Jr.  
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  
Jock and Betsy Mitchell  
Trudy and Van Mollenberg  
Carol and Carl Montante  
Mr. Stephen J. Muscato and  
Ms. Theresa J. Muscato  
Sanford and Margery Nobel  
Susan and Robert O'Sullivan  
Ronald J. and Diana M. Papa  
Richard and Karen Penfold

John and Sue Rodgers  
Ann Sessions  
Mrs. Kenneth L. Slawson  
Harris N. Snyder Fund  
Maria Testa and Thomas Petrocelli  
Robert P. Thill and Elizabeth A. Moll  
Charitable Gift Fund  
Phyllis Vogt  
Jim and Michael Wadsworth  
Jack Walsh  
Heather and Jon M. Williams,  
The OSC Charitable Foundation  
Mr. and Mrs. David J. Wilson  
Dr. Gil I. Wolfe  
Howard and Leslie Zemsky  
*2 members wish to remain anonymous*

# FINANCIAL REPORT

## Balance Sheet

March 31, 2021

### Assets

Cash and Cash Equivalents	\$3,642,101
Investments	3,796,024
Endowment Investments	15,866,932
Annual Campaign Pledges Receivable, Net	5,391,747
Other Assets	1,979,151
Property and Equipment, Net	2,067,915
<b>Total Assets</b>	<b>\$32,743,870</b>

### Liabilities and Net Assets

#### Liabilities

Designations Payable	\$3,480,285
Allocations Payable	1,254,938
Accounts Payable and Accrued Expenses	2,763,325
Other Liabilities	2,385,355
<b>Total Liabilities</b>	<b>9,883,903</b>

<b>Net Assets</b>	<b>\$22,859,967</b>
<b>Total Liabilities and Net Assets</b>	<b>\$32,743,870</b>

## Statement of Activities

Year Ended March 31, 2021

### Operating Activity

#### Revenue, Gains, and Other Support

##### Campaign Results

Current Year Campaign Results	\$10,516,008
Endowment and Other Campaigns	1,133,645
Total Campaign	11,649,653
Less: Donor Designations	(3,293,375)
Less: Estimated Uncollectible Pledges	(350,000)
<b>Net Campaign Results</b>	<b>8,006,278</b>

##### Other Revenue

Grant and Other Revenue	4,056,855
Investment Income (Loss)	4,772,503
<b>Total Other Revenue</b>	<b>8,829,358</b>
<b>Total Revenue</b>	<b>16,835,636</b>

### Expenses

#### Community Investments

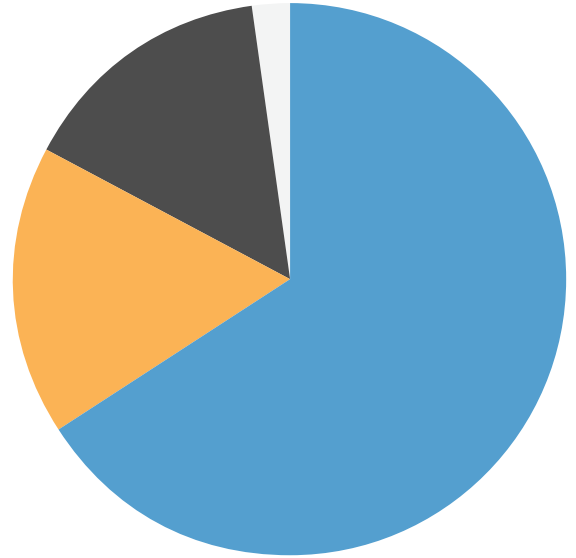
Gross Funds Awarded to Agencies	11,554,478
Other Programs and Program Support Services	2,927,300
<b>Total Program Services Including Designations</b>	<b>14,481,778</b>
Donor Designations	(3,293,375)
<b>Total Program Services, Net</b>	<b>11,188,403</b>

#### Supporting Services

Management and General	1,283,608
Fundraising	1,360,325
<b>Total Supporting Services</b>	<b>2,643,933</b>
<b>Total Expenses</b>	<b>13,832,336</b>

<b>Decrease in Net Assets From Operations</b>	<b>3,003,300</b>
Pension Plan SFAS 158 Adjustment to Net Assets	(188,307)
<b>Net Assets—Beginning</b>	<b>20,044,974</b>
<b>Net Assets—Ending</b>	<b>\$22,859,967</b>

## WHERE THE MONEY GOES



- Grant Awards & Investments in Community Activities **66%**
- Direct Work of United Way **17%**
- General & Fundraising **15%**
- Donor Pledge Loss **2%**

**United Way  
of Buffalo & Erie County**  
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[www.uwbec.org](http://www.uwbec.org)

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