UNITED WE FIGHT
UNITED WE WIN

2018 Annual Report
(July 1, 2017 - June 30, 2018)

United Way of Carlisle & Cumberland County
PRESIDENT’S MESSAGE

It was my privilege to serve as the 2017-18 President of the United Way of Carlisle & Cumberland County Board of Directors. I am truly honored to have had the opportunity to work with such a great organization and wonderful group of people, all of whom are working to make our home an even better place to live.

As we reflect on another year, we realize our motto – to fight for the health, education, and financial stability of every person in every community – is more important than ever. Opportunity is not a given in our community. Many families struggle to meet basic needs like food and shelter, even with two parents working full-time. We know that when parents struggle, children struggle, and that’s where United Way steps in.

Whether it’s Success By 6’s efforts to help prepare children for success in Kindergarten, or supporting families in need by providing emergency food, housing, and shelter, our goal is always the same: improving lives and strengthening our community. And with the help of our donors, our community partners, our volunteers, and our friends like you, we change the odds for children and families in our region. These pages reflect that effort and the work we accomplished last year.

On behalf of the entire Board of Directors, the United Way team, our partner agencies, and all the families helped by your support, thank you to everyone who made our 2017 fundraising campaign a success. We are blessed to be a part of such a caring and giving community, and we celebrate this accomplishment with grateful hearts.

Sincerely,
Amanda Brigaman
Board President
Lucy Suter Zander
Executive Director

ANNUAL FINANCIAL STATEMENT (JULY 1, 2017 – JUNE 30, 2018)

REVENUE:

2017 Campaign Pledges (including donor designations)        $1,465,757
less provision for doubtful accounts                           -29,315
less designations to United Way Programs                       -25,224
Net Campaign Income                                             1,411,218

REVENUE OTHER
Special Events (Net)                                             39,854
An Evening for the Children (Net)                               32,265
Corporate Sponsorships                                         14,290
Collections from prior years’ receivables                       -371
Loss on liquidation of contributed investments                 46
In-kind contributions                                          20,863
Service Fee Income                                              3,346
Investment Income                                               184,823
Rental Income                                                   11,700
Success By 6                                                    108,912
Grants and sponsorships released from restriction              22,647
Other Revenue                                                   1,080
Total Other Revenue                                             439,455
TOTAL REVENUE                                                   1,850,673

ALLOCATIONS & EXPENSES:

Allocations:
Agency Allocations                                              $652,222
Donor Designations                                               597,237
Summer Youth Camp Scholarships (Evening for the Children)       30,990
Brenneman Trust                                                  4,601
Heating Assistance                                              10,036
Student Leadership Council Distributions                        1,000
Women’s Leadership Council Distributions                        1,110
Money in Your Pocket                                             1,500
TOTAL ALLOCATIONS                                                1,298,696
Program Services:
Community Impact/Partner Agency Relations                     170,533
Pre-Kindergarten Scholarships                                   85,923
Success By 6                                                     42,088
Total Program Services                                          298,544
TOTAL ALLOCATIONS & PROGRAM SERVICES                             1,597,240

TOTAL SUPPORTING SERVICES                                       234,283

CHANGES IN UNRESTRICTED NET ASSETS                              19,150
TOTAL ALLOCATIONS, EXPENSES & CHANGE IN UNRESTRICTED NET ASSETS 1,850,673

NOTE: Restricted revenue and unrealized gain on investments are not included in this chart.
Independent Auditor’s Report prepared by Boyer & Ritter, Certified Public Accountants
THE DIFFERENCE YOU MAKE

Each year United Way contributions make a difference in the lives of people living in the greater Carlisle area. Last year through United Way dollars:

- 2,644 children received quality early education
- 1,151 children were mentored by a caring adult
- 267 individuals were helped to prepare for the workforce
- 236 individuals were helped with financial management
- 364 individuals with disabilities received supportive services
- 2,661 individuals received care for mental, emotional, and physical needs
- 7,796 community members were provided with nutritious meals and groceries
- 7,707 individuals were protected from domestic and sexual violence
- 1,585 men, women, and children were provided shelter
- 1,304 children were able to attend after school programming or summer camp

SUCCESS BY 6 IMPACT

- Scholarships: Awarded $85,923 to 19 children
- Kindergarten Readiness Cards: Distributed 260
- 435 Children Do Come with Directions booklets distributed

- Getting Ready for Kindergarten Calendars: Distributed 6,300 calendars to 63 Cumberland County sites
- Emerging Leaders Society – Week of the Young Children: 16 readers volunteered at 7 Early Education Centers. They distributed 262 books sponsored by Kiwanis Club of Carlisle

SUCCESS BY 6 SPONSORS

| Children Do Come with Directions       | Cumberland Valley School District |
| William & Jane Murray Partnership for Better Health | Kiwanis Club of Carlisle |
| PA One Book Carlisle Kiwanis Club | Mechanicsburg Area School District |
| Big Spring School District | Waveline Direct |
| Board of Education | EITC Scholarship Contributors |
| Capital Area | Camp Hill Chiropractic |
| Association for the Education of Young Children (CAAEYC) | Eastern Motor Inns |
| Carlisle Area School District | LeTort Management |
| M&G Realty | M&T Bank |
| Orstown Bank | Troegs |
| Tuckey Restoration |
COMMUNITY IMPACT HIGHLIGHTS

- **Day of Caring:** 452 Day of Caring volunteers worked at 50 projects
- **2-1-1:** 3,293 calls were answered from Cumberland County. 2-1-1 offers emergency connection to resources in local community.
- **Fill the Bus/Carlisle 4 Kids:** 989 backpacks were distributed to local children (610 Carlisle 4 Kids, 379 partner agencies)
- **Emergency Food & Shelter Program:** $23,662 distributed to 10 local non-profits
- **FamilyWize Savings:** 535 people saved $71,751 on their prescriptions. This benefit is available to the entire community at no charge.

COMMUNITY NEEDS ASSESSMENT

Thirteen focus groups were held in Fall 2017 and Spring 2018 with a total of 68 participants at 9 different partner agency locations.

**TOP 10 COMMUNITY NEEDS/ISSUES IDENTIFIED:**

1. Substance abuse issues
2. Affordable housing and shelter availability
3. Gainful employment opportunities
4. Transportation
5. Mental health services and awareness
6. Assistance figuring out where to go for help
7. Affordable child care
8. Programs for older youth—middle & high school
9. Affordable medical services and medicine
10. Greater police presence in community
SPECIAL EVENTS

- M&T Bank Glee College A Cappella Competition: Raised $22,122 from sold out audience of over 1,040
- Dickinson U-Turn Community Yard Sale: Raised $17,732
- Evening for the Children Gala: Raised $32,265 for programs serving women and children
<table>
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<th>PROGRAM</th>
<th>INVESTMENT</th>
<th>PROGRAM DELIVERED BY:</th>
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<tr>
<td>Children's Services</td>
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<td>Music @ Bosler Concerts (donor designated)</td>
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<td>Resource Center</td>
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<td>Carlisle C.A.R.E.S.</td>
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<td>Money in Your Pocket/Tax Preparation</td>
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**TOTAL COMMUNITY INVESTMENT**

$1,597,240
HOW GIVING WAS DIRECTED IN 2018

- **Community Impact Fund** (Supports 39 programs from our 25 local partner agencies)
- **Designations to Other 501(c)(3) Organizations**
- **United Way Programs** (Includes Success By 6, Heating Coalition, etc.)
- **Designations to Our 25 Partner Agencies**
- **Designations to Our Endowment Fund and other United Ways**

EXPENSES FOR 2018

- **Programs**
- **Management & General**
- **Development & Fundraising**

Note: Chart represents dollars raised through the 2017 Campaign

**OUR 100% GUARANTEE**

Every undesignated dollar to the campaign went directly to programs and services, with no administrative fee.

Administrative and fundraising costs are offset by generous corporate gifts from:

- Allen Distribution
- Hooke Hooke & Eckman Realtors
- Keen Transport
- M&T Bank
- Dickinson U-Turn
2017-18 VOLUNTEERS

OFFICERS
Amanda Brigaman, President
Mid Penn Bank
Reed VanDerlyke, Vice President
Orrstown Bank
David Park, Esq, Secretary
Martson Law Offices
Chris Farrands, Treasurer
Cohick & Associates
Thomas A. Bream, Past President
S&T Bank

CAMPAIGN CO-CHAIRS
Thomas A. Bream, S&T Bank (2017)
Greg Hall, Smith, Elliott, Kearns & Co.
Jennifer Burd, M&T Bank (2018)
Dave Metz, Morgan Stanley

CAMPAIGN VOLUNTEERS
Bill Blankmeyer, Community Volunteer
Amanda Brigaman, Mid Penn Bank
Dr. Frank Castrina, Community Volunteer
Kevin Curtis, Wilmington Trust
Dick Gillenwater, Community Volunteer
Dean Glick, Community Volunteer
Kim Kamowski, The Sentinel
Dwayne Keller, Keller Financial Group
Ron Lang, Community Volunteer
Mindyl Loftus, Orrstown Bank
Anthony Maggio, Santander Group
Paulo Oliveira, F&M Trust
Kyle Petty, Orrstown Bank
Chris Rice, Martson Law Offices
Adam Shaffer, Hoffman Funeral Home & Crematory
Kurt E. Suter, Community Volunteer
Maria Theodoratos, First National Bank
Lisa Thomas, M&T Bank
Reed VanDerlyke, Orrstown Bank
Dottie Warner, Dickinson College
Erik Wenzelburger, UPMC Pinnacle Carlisle

COMMUNITY IMPACT VOLUNTEERS
Lin Anderson, Community Volunteer
Pat Bartoli, Morgan Stanley
Joshua Barr, Carlisle Area School District
Jill Baughman, UPMC Pinnacle Carlisle
Bill Blankmeyer, Community Volunteer
Walt Bond, Carlisle Area School District
Jodie Bowermaster, Dickinson College
Thomas Bream, S&T Bank
Amanda Brigaman, Mid Penn Bank
Ryan Brown, New Life Community Church
Jen Burd, M&T Bank
Karen Christian, Members 1st FCU
John Clifton, Community Volunteer
Mike Cross, Community Volunteer
Michelle Crowley, Greater Carlisle Area Chamber of Commerce
Nicole Deary, Leadership Cumberland
Jeanette Diamond, Dickinson College
Jim Dorn, Vitro Architectural Glass
Justin Doty, Frederick, Seibert & Associates, Inc.
Tana Emery, M&T Bank
Chris Farrands, Cohick & Associates
Dick Gillenwater, Community Volunteer
Dean Glick, Community Volunteer
Michael Gogoj, Carlisle Area School District
Ron Greenway, Community Volunteer
Michelle Grochalski, Community Volunteer
Amy Hacker, Vitro Architectural Glass
Mira Hewlett, Carlisle United Methodist Church
Linda Johnson, GET Leasing

FINANCE COMMITTEE
Tom Bream, S&T Bank
Amanda Brigaman, Mid Penn Bank
Chris Farrands, Cohick & Associates
David Park, Martson Law Offices
Reed VanDerlyke, Orrstown Bank
Pat Bartoli, Morgan Stanley

SUCCESS BY 6 ADVISORY COUNCIL
Lin Anderson, Community Volunteer
Nancy Besch, Community Volunteer
Aaron Carmichael, Carlisle Area SD
Mary Kay Durham, Community Volunteer
Barrie Ann George, Big Brothers Big Sisters of the Capital Region
Jan Hays, Community Volunteer
Judy Maietta, Child Care Network
Malinda Mikesell, Carlisle Area SD
George Newberry, Community Volunteer
Jeanne Predmore, South Middleton SD
Christina Spielbauer, Carlisle Area SD
Pat Strickler, Community Volunteer
Terry Telep, Capital Area Intermediate Unit
Jeffery Bell, Carlisle Area SD

ENDOWMENT COMMITTEE
Greg Hall, Smith Elliott Kearns & Co.
Von Jaymes, Orrstown Bank
Bets Keen, Community Volunteer
Ivo Otto, Martson Law Offices
Chris Farrands, Cohick & Associates
Rob Rahal, Community Volunteer

* Non-voting Members

COMMUNITY IMPACT

FINANCE COMMITTEE

SUCCESS BY 6 ADVISORY COUNCIL

ENDOWMENT COMMITTEE

COMMUNITY IMPACT

FINANCE COMMITTEE

SUCCESS BY 6 ADVISORY COUNCIL

ENDOWMENT COMMITTEE
The United Way of Carlisle & Cumberland County Alexis de Tocqueville Society recognizes individuals who contribute at least $10,000 in annual support to the Greater Carlisle community. Members exemplify Alexis de Tocqueville’s observations on American philanthropy, in that they “make a great deal of sacrifices to the public welfare” and “they hardly ever fail to lend faithful support to one another.”

ORDRE DE FRATERNITÉ ($75,000 - $99,999)
- Kenneth & Marsha Tuckey
- Jack & Madge Ziegler

ORDRE D’EGALITÉ ($50,000 - $74,999)
- Mike & Carol Dukes
- Dr. & Mrs. Joel Flinchbaugh

ORDRE DE LIBERTÉ ($25,000 - $49,999)
- Mike & Fran Devlin
- Marjie & Don Mowery
- Michael Pasquarett & Patricia McEvoy

Membres de la Société ($10,000 - $24,999)
- Anonymous (1)
- Ann & Tom Benjey
- Mark Bishop

Leadership Givers

PLATINUM LEADERSHIP CIRCLE ($5,000 - $7,499)
- Jack & Jill Faith
- Ryan & Schyler Heishman
- Julie Morales
- Dottie Warner

GOLD LEADERSHIP CIRCLE ($2,500 - $4,999)
- Anonymous (1)
- The Bourdon Family
- Joan Frey Boytim
- Michael & Susan Coulson
- Mike & Carol Dukes
- Mr. & Mrs. Joel Flinchbaugh
- Ella Forsyth & Robert Zieff
- Jeffrey & Christine Gayman
- Thomas Lenkevich
- Mindy & John Loftus
- Gordon & Debbie Miller
- William & Jane Murray
- Rob & Jill Rahal
- Dave & Janice Rose
- Matthew Taylor
- Governor Tom Wolf
- Lucy & Rick Zander
- Dustin Bream
- Jane F. Burke
- Amy L. Campbell
- David Carmichael
- Dr. & Mrs. Dennis Caverly
- John & Joan Clifton
- Mary Kay & Deemer Durham
- Andrew Forsyth
- Colleen & John Friend
- AJ & Deb Grieneisen
- Gregory & Heather Hall
- Timothy & Jennifer Heishman
- David & Maureen Hooper
- Christopher Houston
- Michael & Heidi Howard
- Mrs. Hugh H. Jones
- Sonya Kivisto
- Dr. & Mrs. Harold Kretzing
- Kelly Krutz
- Katie & Todd Long
- Randy & Janet Noaker
- Bryan Oles
- John & Tara Ponnett
- Bruce & Patricia Rosendale
- June L. Shomaker
- Mike & Susan Stiltner
- Paul & Pat Stricker
- Scott & Susan Tegethoff
- Rob & Randi Turner
- Buz & Joan Wolfe
- Dr. Lee A. Burcham
- Jennifer Burd
- John & Judith Calogero
- Dr. Richard Cantor
- Frank & Judy Castrina
- Jessica B. Clark
- Eric & Marisa Corser
- Steve & Michelle Crowley
- Robert A. DeSimone, Jr.
- Mark & Angela Dolheimer
- Ron & Donna Domenick
- Mr. & Mrs. Duane Drozdowski
- Mr. & Mrs. George Faller, Jr.
- Dick & Jill Forrester
- Juan Garcia-Tunon
- Rena Geesaman
- Brad Gerlach
- Dick & Mary Gillenwater
- Mary & Hubert Gilroy
- Anthony Gonzalez
- Michael & Nora Habig
- Debra Hargrove
- Gary & Vonnie Heishman
- Dr. Daniel P. Hely
- Linda & Webb Hersperger
- Kevin & Connie Hess
- Dan & Dena Higgins
- Mr. and Mrs. William Hoffman
- Thomas J. Horn
- Kim Kamowski
- Brenda & Steve Kaufman
- Deborah Kelly
- Craig Kern & Dolly Rice
- Ruth Kovacs
- John Lash
- Bert & Carol Lennon
- Kathy & Bob Long
- June Lutz
- COL. & Mrs. Judy Maietta
- Douglas J. McAninch
- Mr. & Mrs. Edward K. McMullin
With combined corporate and employee gifts, we are proud to recognize the following organizations.

**DIAMOND LEVEL ($50,000+)**
- Allen Distribution
- Giant Food Stores
- Mowery
- Tuckey Companies

**PLATINUM LEVEL ($25,000 - $49,999)**
- Carlisle Area School District
- Carlisle Construction Materials
- Dickinson College
- Keen Transport
- M&T Bank
- Mountz Jewelers

**GOLDレベル ($10,000 - $24,999)**
- Ahold USA
- County of Cumberland
- Frog, Switch & Mfg. Company
- Genie Trucking

**2017 CAMPAIGN EVENT SPONSORS**
- Allen Distribution
- Keen Transport
- Hooke Hoke & Eckman Realtors
- M&T Bank
- Dickinson's UTURN Sale

**EMPLOYEE CAMPAIGN COORDINATOR LUNCHEON (AUGUST 2017)**
- DOCEO

**CAMPAIGN KICK OFF (SEPTEMBER 2017)**
- Giant Food Stores

**TOCQUEVILLE SOCIETY RECEPTION (OCTOBER 2017)**
- M&T Bank

**CAMPAIGN PRIZE RAFFLES**
- M&T Bank
- Giant Food Stores
- Artist Market Boutique
- Boiling Springs Tavern
- Brick Kitchen & Bar
- Caffè 101
- Cassell's Grille
- Cumberland Golf Club
- Fay's Country Kitchen
- Gold's Gym
- Leo's Homemade Ice Cream
- Marjorie's Gems
- Massey's Frozen Custard
- Pat Craig Studios
- Reddy's Smokehouse BBQ

**CAMPAIGN CELEBRATION (JANUARY 2018)**
- Giant Food Stores

**LEADERSHIP ASSOCIATES RECEPTION (FEBRUARY 2018)**
- S&T Bank

**HUMANITARIAN AWARD (JUNE 2018)**
- Dickinson College
- Martson Law Offices

Thank you for your generous support. We make every effort to ensure that our lists are as accurate as possible. We honor our donors' wishes to remain anonymous. We do apologize for any omission or misspelling and ask that you kindly bring such errors to our attention by calling (717) 243-4805.
The mission of the United Way is to unite people and resources to build a stronger, healthier Carlisle & Cumberland County.

2019 CALENDAR OF EVENTS

JANUARY
Celebration - 1/16/19

MARCH
Evening for the Children Gala - 3/30/19

APRIL
M&T Bank Regional Glee: College A Cappella Competition - 4/13/19

MAY
Women's Leadership Council Annual Luncheon - 5/29/19

JUNE
U-Turn: Dickinson College & Community Yard Sale - 6/8/19
Humanitarian Award - 6/13/19
Campaign Pacesetter Breakfast - 6/18/19

SEPTEMBER
Campaign Kick Off Event - TBD

OCTOBER
Day of Caring - TBD
Tocqueville Event - TBD

Please visit UWCARLISLE.org for details

STAFF
Lucy Suter Zander
Executive Director

Megan Griesemer (Through Jan. 2018)
Resource Development Director

Lu Flickinger (Started Jan. 2018)
Resource Development Director

Jessica Clark
Community Impact Director

Brenda Kaufman
Finance Director

Lynn Everhart (Through Dec. 2017)
Success By 6 Director

JoAnn Curtis
Marketing & Communications Director

Karen Quinn (Started July 2018)
Success By 6 Director