OUR MISSION

To improve lives and advance the common good in the Capital Region by mobilizing the caring power of donors, volunteers and community partners to give, volunteer and advocate for people in need within our region.

OUR VISION

United Way of the Capital Region will be a recognized leader in the development and investment of philanthropic and volunteer resources in programs and initiatives that improve the quality of life for children, families, elders and people in need.

2018-2019 BOARD OF DIRECTORS

OFFICERS

Brian O’Grady
Chair
CDPHP

Daniel Sauer
Community Impact & Investment Committee Chair
CDPHP

David DeMarco
Treasurer
Saratoga National Bank and Trust

Christy A. Calicchia
Governance Committee Chair
Community Volunteer

Carm Basile
Resource Development Committee Chair
CDTA

John Bishop
Finance Committee Chair
Bishop Beaudry Construction

John Kearney
Secretary
Community Volunteer

Michelle Mugisha
Program Director, CA$H Coalition

Amber Schiller
Chief Financial Officer


Directors

Robert Coolidge
Bank of America

Richie Hunter
Rensselaer Polytechnic Institute

Eric LaCoppola
Environment One Corporation

Dr. Katharine Briar-Lawson
University at Albany, School of Social Welfare

Katharine Doran
Teal Becker & Chiaromonte, CPA’s, P.C.

Todd Kerner
New York State Public Employees Federation

Brandi Landy
Capital Region Chamber

Cornelia Cahill
Barclay Damon, LLC

Michael Guzzo
Naval Nuclear Laboratory

Frank Koncewicz
Retired

Dr. Roger Ramsammy
Hudson Valley Community College

Charles Carietta
Albany Medical Center

Hon. Helena Heath
Albany City Court

Brian Sano
National Grid

Ryan Case
KeyBank

David Krupski
NBT Bank

Kelly Willsey
Finance Manager

UNITED WAY STAFF

Peter Gannon
President and Chief Executive Officer

Shane Albertin
Vice President, IT and Administration

Michaëlle Mugisha
Community Impact Manager

Tracy Randle
Program Director, CA$H Coalition

Lisa Audi
Sr. Vice President, Marketing & Communications

James Mulligan
Vice President, Resource Development

Amber Schiller
Chief Financial Officer

Roslyn Cardish
Director of Strategic Engagement & Partnerships

Alicia Otis
Financial Analyst

Sarah Sheehan
Marketing Associate

Elizabeth Cifarelli
Office & Human Resources Administrator

Sarah Picciotto
Capital Region SEFA Coordinator

Erica Warner
Community Impact Manager, 211 & Volunteerism

Andi Pratt
Vice President, Community Impact

Antonia Porcello
Data Processor

Kelly Willsey
Finance Manager
DEAR FRIENDS,

In 2018-19, United Way of the Greater Capital Region (UWGCR), wanted to create **Stronger Children, Stronger Families and Stronger Communities**. With the support of donors, corporate partners, funded agencies and volunteers, we were able to make an impact on the health, education and financial stability of every person in every community!

We were propelled by the power of change. And as we all know, change doesn’t happen in isolation but rather through the ability to unite.

A significant change occurred with the expansion of our footprint into Columbia and Greene counties. While we have provided programming as part of Call 211 Northeast Region and through Volunteer Income Tax Assistance (VITA) in the past, moving forward we will bring additional support to those communities.

Impact is not only demonstrated through the outcomes showcased in this report, but also through the experiences of real people. Those experiences include:

- **www.unitedtovolunteer.org**. This free, community-wide portal provides any nonprofit the opportunity to connect directly with the community for help on projects big and small. Nowhere was that more evident than on **5.18 Day**, the largest single day of community impact in the Capital Region. Almost 350 volunteers pulled together to help more than 40 local nonprofit agencies with 1,200 service hours in five counties. In addition, #518Day featured a “Stuff the Bus” book collection which resulted in almost 12,000 books earmarked for community distribution;

- **Women United**, an affinity group that united the energy and passion of women with impact work in the community. Their first event, Perfect Pitch, will illuminate the potential trajectory of this group.

We believe at the heart of a healthy community are people who care for the least fortunate and most vulnerable around them. As we head into 2019-2020, we are excited about the opportunities for each of us to be a **Hand Raiser, Game Changer, Problem Solver**. For each of us to **#LiveUnited**.

Sincerely,

June 30, 2019

PETER GANNON
President and CEO

BRIAN O’GRADY
Chair, Board of Directors
United Way of the Greater Capital Region (UWGCR) has a unique role in the community. Our role is to mobilize resources, both volunteer leaders and funding, in order to strengthen communities through addressing inequities in financial stability, education and health. United, we change lives and change communities.

**Health**
- 27 community partners organized, led and/or managed by UWGCR to promote health
- $287,500 of resources invested in access to health
- 1,178 volunteers supporting access to health

A community is only as healthy as the people who call it home. We expand access to quality, affordable care, give parents the tools they need to raise healthy children and get everyone more active and eating better.

**Education**
- 85% of children served achieved developmental milestones
- $108,667 of resources invested in childhood and youth success
- 11 community partners organized, led and/or managed by UWGCR to promote education

Children deserve a strong start in life. We make that possible by empowering parents to support their kids, improving the quality of their learning environments and offering solutions to challenges outside the classroom.

To see a complete list of United Way Funded partners, visit [www.unitedwaygcr.org/funded-agencies](http://www.unitedwaygcr.org/funded-agencies)
5.18 DAY

- In 2018, UWGCR stamped **May 18th** as an annual day of community-wide volunteerism. In 2019, it developed into the single largest day of community impact in the Capital Region.

- Nearly **12,000** new and lightly-used books were collected for distribution to community youth through the Summer Meals program and UWGCR-funded agencies.

**5 Volunteerism**

- **UnitedToVolunteer.org**
  - United Way’s community-wide volunteer center is home to hundreds of local nonprofit volunteer opportunities. One place to find agency needs, easily sortable by date, agency or type of volunteer work.
  - The platform has almost **750** individuals utilizing it.
  - **UnitedToVolunteer.org** was critical to the success of 5.18 Day.

**5.18 Day**

- **300 volunteers**
- **1200 hours of service**
- **40 different projects**

**FAMILY & NEIGHBORHOOD RESOURCE CENTERS**

- There is one United Way Family and Neighborhood Resource Center in each of five counties: Albany, Rensselaer, Saratoga, Schenectady & Schoharie Counties.

**BASIC NEEDS**

- **CALL 211**
  - 24 hours/day
  - 7 days/week
  - 365 days/year

- **$71,000**
  - Invested

- More than **200 languages** to answer health and human services questions/needs

**FINANCIAL STABILITY**

- People of all ages should have an opportunity to improve their economic status. We give people the tools to better manage their money, get on solid financial ground and find a career with potential for advancement.

- **289 volunteers supported financial stability**

- **35 community partners organized, led and/or managed by UWGCR to promote financial stability**

- **$158,000**
  - Of resources invested in financial stability

- **$158,000**
  - Invested in financial stability

**4.5 M**

- In Earned Income Tax Credit (EITC) dollars returned to the Capital Region
THANK YOU TO OUR TOP UNITED WAY SUPPORTERS.

Your generosity is changing lives and improving our community.

CAMPAIGN PARTNERS

EXCELLENCE IN GIVING ($500,000 TO $999,999)
GE Family of Giver

INSPIRATIONAL GIVING ($200,000 to $499,999)
Golub Corp. and Price Chopper/Market 32 Teammates

NAVAL NUCLEAR LABORATORY

LEADERS IN GIVING ($100,000 to $199,999)
Capital District Transportation Authority
Hannaford Supermarkets
Rensselaer Polytechnic Institute
UPS

PARTNERS IN GIVING ($50,000 to $99,999)
Enterprise Holdings
KeyBank
Momentive Performance Materials, Inc.
MVP Health Care
National Grid
New York Independent System Operator
SABIC

COMMUNITY PARTNERS ($10,000 to $49,999)
3M Health Information Systems
Aetna, Inc.
Aflac New York
American National Insurance
Bank of America
Barton & Loguidice, D.P.C.
Bechtel Plant Machinery, Inc.
Berkshire Bank
Bobrick Washroom Equipment, Inc.
Capital District Physicians
Health Plan
CSEA
Environment One Corporation
FedEx
Fidelis Care
Glens Falls National Bank
NBT Bank, N.A.
Newport News Shipbuilding
NYSUT
Pearl Insurance
Pitney Bowes, Inc.
Plug Power Inc.
Rose & Kiernan, Inc.
Saratoga Hospital
Saratoga National Bank and Trust Company
Target Stores
TD Bank, N.A.
The Travelers Companies, Inc.
The Woodward Co.
United Way of the Greater Capital Region

CORPORATE PARTNERS

ANNUAL MEETING October 2018
CDPHP
CDTA
Hannaford Supermarkets
KeyBank

RPI 5K October 2018
BBL Hospitality/Hilton Garden Inn, Troy
CDPHP
CSEA
GE
Hannaford Supermarkets
Pattison, Sampson, Ginsburg & Griffin, P.C.
Rensselaer Polytechnic Institute
Screen-IT LTD.
UA 7 Local 7 Plumbers & Steamfitters of Albany

CAPITAL REGION ADULT SPELLING BEE December 2018
Cresa Albany
Dinosaur Bar-B-Que
Long Trail Brewing Company
Tech Valley Young Professionals Network
Troy Innovation Garage
Two Buttons Deep

Our Generous Tocqueville Donors

5.18 DAY  May 2019
CAP COM Cares Foundation
CDTA
Hannaford Supermarkets
KISS FM
Lowe’s
MVP Health Plan
Northwestern Mutual, Tronco Financial Group
Sunmark Charitable Foundation

ANNUAL AWARDS  May 2019
Albany Med
Ambiance Floral & Events
The Bonadio Group
CDPHP
CDTA
CMI AV
Hudson Valley Community College
Kinderhook Bank
NBT Bank
Rensselaer Polytechnic Institute
Tri City Rentals

CALL 2-1-1
MVP Health Plan
NYS Office of Child and Family Services

CASH COALITION OF THE GREATER CAPITAL REGION
KeyBank

FAMILY & NEIGHBORHOOD RESOURCE CENTERS
Bob’s Discount Furniture
Charitable Foundation

SMALL BUSINESS, BIG IMPACT
Capitaland Motors
The Wagoner Firm
Troy Innovation Garage

UNITED AGAINST HUNGER/SUMMER MEALS
Bank of America
Dominion Energy Charitable Foundation
Hannaford Supermarkets
KeyBank
Pioneer Bank Foundation
Stewart’s Shops

TOCQUEVILLE MEMBERS
Wallace and Jane Altes
Robert M. Curley
Robert Doyle
Alan P. Goldberg
Neil and Jane* Golub
Dr. Shirley Ann Jackson and
Dr. Morris A. Washington
Morris* and Esther Massry
Norman and Micki Massry
John J. Nigro
Brian and Beth O’Grady
Percy Waller Foundation

*of blessed memory

United Way Tocqueville Society members know that creating positive change in our communities creates hope in the lives of children and families who struggle daily just to meet their basic needs.
2018-2019 Leadership Givers

United Way of the Greater Capital Region extends its sincere gratitude to the individuals and groups listed below for their Leadership giving. Thank you for setting an example for our community through your dedication and support.

**Tocqueville Society** (contributions of $10,000 or more)
Wallace and Jane Altes
Mr. Robert M. Curley
Robert Doyle
Alan P. Goldberg
Neil and Jane* Golub
Dr. Shirley Ann Jackson and Dr. Morris A. Washington
Morris* and Esther Massry
Norman and Micki Massry
John J. Nigro
Brian and Beth O’Grady
Percy Waller Foundation

*of blessed memory

**Leadership Donors** (contributions of $750 – $9,999)
Yanelis Acosta Minaya
Donald D. Adams
Denise Adelman
David Agan
Alan D. Alexander
Christopher R. Almy
Alan D. Alexander
David Agan
Melissa C. Bennett
Dr. Thomas Michael Begley
Thomas Batzinger
Michael S. Bassett
Carmino N. Basile
James R. Barnes
Laurie L. Bangs
Rick L. Balboni
Douglas Baker
Walter C. Ayres
Joyce Z. Anderson
Bruce Amm

(anonymous (19))

Dominic A. Arcidiacono
John Ashcroft
Jeffrey Ashe
Richard J. Asner
Eugene M. Audi
Lisa Audi
Scott W. Averill
Brian N. Aviles
Walter C. Ayres
Douglas Baker
Rick L. Balboni
Laurie L. Bangs
James R. Barnes
Carmino N. Basile
Michael S. Bassett
Thomas Batzinger
Dr. Thomas Michael Begley
Melissa C. Bennett
Gregory Bentley
Walter H. Berninger
B. Jacob Berry
Charles J. Bianco
W. George Biggar
Edward Bishop
William Bishop
Randi L. Blender
Margaret Blohm
Steve and Alicia Bolze
Anthony Boniewski
Mark Bourne
Thomas Boyle
Robert L. Braswell
J. Martin Brayboy
Dr. Curtis M. Breneman
Stephen Brenon
Scott E. Britton
James Broderick
Amy T. Broz
Pier-Luca Bruno
Jessica Budris
John P. Buechler
Kathleen M. Buff
Joseph Burek
Christopher J. Burke
Jacques Burnett
William S. Burnett, MD
Connie Burns
Steven Byrington
Kathleen M. Cahalan
Cornelia Cahill, Esq.
Nicole G. Cain
Christy A. Calicchia
George Candelet
Geoffrey James Cannon
Roslyn T. Cardish
Charles F. Carletta, Esq.
Ryan Case
Walter Chandler
Douglas Chapmain
David Cheesman
Dr. Joe H. Chow
Richard Christman
David E. Ciancio
Carol Cills
Thomas A. Civill
Mr. and Mrs. Joseph G. Clark
Rae A. Clark
Stephen M. Cleary, Esq.
James P. Clevenstine
Caleb Cocco
Joseph and Sharon Coffey
William Coleda
Adam Collier
Vincent W. Colonno
Towanda Colquiett
Chris Corni
David M. Considine
Thomas Converse
Craig A. Cook
John Cook
Sharon A. Cooper
Peter Cosgrove
John Costello
John Tessman
Bartley J. Costello, Esq.
Alexander A. Courtney, Jr.
John B. Cozzolino
William D. Crawford
Laurie M. Cronin
Kevin Curran
David Dailey
Mark E. Dailey
Paul J. Daley
Kelly Dalton
Stephen and Deborah D’Amico
Lisa and Charlie Daniels
Kathryn Dannemann
Richard Davidson, Jr.
Anne M. Davis
Tracy Davis
Anthony Dean
Valerie J. Deberry
Andrea Denghendt
John S. Delaney
David E. Delong
David S. DeMarco
Jeremy Denton
Richard J. Dewey
Steven Di Palma
James Dieffendorf
James T. Dillon
Rebecca E. Doble
Katharine and Matthew Doran
Jonathan and Vera Dordick
Evan J. Dougis
Marcy Dreimiller
Mark Duncan
Stanley M. Dunn
Stephen DuPont
Mark N. Eagan
George A. Earle
Ronald A. Earle
Graig Randolph Eastin
Michael Echt
Hugh Eisele
Robert Eldrid
Matthew J. Elmer
David L. Ernst
Kathleen A. Ernst
Jorge Escobar
Christopher Falkowitz
Evangelos Fanos
Michael P. Farrell
Phylis A. Federici
Teresa Ferguson
Charles R. Finch
Brenda L. Fish
Peter J. Fish
Darren Fitch
Amy Fitzgerald
Paul Fitzgerald
Terrence Flannery
Shelley C. Florence
Patrick Forbes
Susan D. Foster
Linda Francese
Michael Franke
Jeffrey Freemont
Rebecca M. Frey
Mark A. Frost
Eugenia Fuino
Katherine J. Gaffney
Nicholas Gallo
Peter Gannon
Dr. Shekhar Garde
Dustin Gardner
Martha Gardner
James P. Gaspo
Joseph M. Gaug
Raymond L. George
Jeff Glickman
Deborah L. Goerlach
Denise Gonick
Steven Goodspeed
Elijah Graham
Richard J. Graham
Catherine Graichen
James F. Grant
Barry W. Gray, Jr.
Travis A. Greene
Lari L. Greenleaf
Michael Gregory
James Gruner
David Guinn
Brian Gutknecht
Michael J. Guzzo
Mark Hachenski
Dr. Prabhat Hajela
Sarah A. Halliday
Kristofer Hanchett
Kathleen A. Handy
Allen W. Hargrave
Chris Harkin
Marcus Harrington
Adam G. Heath
Karen L. Heathwaite
James A. Heckman
Todd Helfrich
Richard and Judith Heller
David Henderson
Brian Hendricks
Hershey Family Fund
Gary P. Hickey
Philip Hinojosa
Barbara Hough
Amy Hughley
Robert Hull
John Hume III
Richie C. Hunter
Richard A. Ikasalo
Kyle Infante
Floris Jansen
Jordan Johnson
Martin and Laura Johnson
Douglas Kalin
Kolby Kanellis
Ashwani Kumar Kapila
John P. Kearney
Robert H. Keefer
Deborah Kelley
Michael and Darlene Kelly
Kevin Kenny
George Kernochan
Nikatha Kimathi
James F. Klahr, Jr.
Arlene Koerner
John E. Kolb
Frank Konewicz
United Way seeks to ensure that all of our Leadership Givers who choose to be recognized are listed here. Every effort has been made to ensure the accuracy of this printing (as of September 2019). If we inadvertently missed you or if we need to update our records, please call 518.456.2200.
**2018 State Employees Federated Appeal (SEFA)**

For over 25 years, United Way of the Greater Capital Region has coordinated the Capital Region SEFA campaign. In 2017-18, UWGCR received the management contract for the statewide State Employees Federated Appeal (SEFA) campaign. UWGCR staff works with a Statewide Council, 13 Campaign Region Coordinators and manage the Capital Region SEFA Committee.

In 2018, the Capital Region SEFA campaign raised $1,043,126. The Statewide SEFA campaign raised $4,225,973.

**State agencies who participated in the 2018 Capital Region SEFA campaign:**

- Capital District DSD
- Capital District Psychiatric Center
- Coxsackie Correctional Facility
- Dormitory Authority State of New York
- Fourth Judicial District Adm. Office
- Great Meadow Correctional Facility
- Greene Correctional Facility
- Hale Creek ASACTC
- Hudson Correctional Facility
- NY Division of State Police
- NY State Police (Columbia)
- NY Statewide Financial System
- NYS Board of Elections
- NYS Board of Law Examiners
- NYS Commission of Correction
- NYS Commission on Judicial Conduct
- NYS Court of Appeals
- NYS Court of Claims
- NYS Department of Agriculture & Markets
- NYS Department of Civil Service
- NYS Department of Corrections and Community Supervision
- NYS Department of Economic Development
- NYS Department of Environmental Conservation
- NYS Department of Financial Services
- NYS Department of Health
- NYS Department of Labor
- NYS Department of Law
- NYS Department of Motor Vehicles
- NYS Department of Public Service
- NYS Department of State
- NYS Department of Taxation and Finance
- NYS Office of Children & Family Services
- NYS Office of General Services
- NYS Office of Information Technology Services
- NYS Office of Mental Health
- NYS Office of Parks, Recreation and Preservation
- NYS Office of Temporary and Disability Assistance
- NYS Office of the Comptroller
- NYS Office of the Inspector General
- NYS Office of the Medicaid Inspector General
- NYS Office of Victim Services
- NYS Public Employment Relations Board
- NYS Senate
- NYS Supreme Court-Appellate Division
- NYS Thruway Authority
- NYS Workers’ Compensation Board
- Office of Court Administration
- Office of the Medicaid Inspector General
- State University Construction Fund
- SUNY College at Cobleskill
- SUNY Empire State College
- SUNY System Administration
- Teachers Retirement System
- United Way of Westchester and Putnam Inc
- University at Albany
- Washington Correctional Facility
- New York State Police
- SUNY Oneonta

United Way of the Greater Capital Region does not assess our member agencies any dues or fees for their participation in our federation.

**Labor and United Way, Partners in the Community**

Organized labor is a full partner in United Way, as witnessed by the more than 200 AFL-CIO Community Services liaisons currently serving on the staff of state and local United Ways throughout the country.

In the Greater Capital Region, the partnership of labor and United Way began decades ago. Locally, we commit resources to the labor community services program and the labor movement committed its support and resources to United Way and its family of agencies.

**Our collaborative efforts include:**

- Member Assistance Program
- National Letter Carriers Food Drive
- United Way Day of Action
- 5.18 Day
- Capital Labor Parade

Organized labor’s support at United Way of the Greater Region’s workplace events continues to be critical to our fundraising success.
Financial Statements

United Way of the Greater Capital Region, Inc.
Statement of Financial Position as of June 30, 2019

**ASSETS**

<table>
<thead>
<tr>
<th>6/30/19 UNAUDITED</th>
<th>6/30/18 AUDITED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$805,858</td>
</tr>
<tr>
<td>Investments</td>
<td>$3,809,464</td>
</tr>
<tr>
<td>Pledges Receivable</td>
<td>$1,949,820</td>
</tr>
<tr>
<td>Other Receivables</td>
<td>$57,896</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$40,218</td>
</tr>
<tr>
<td>Property &amp; Equipment Net</td>
<td>$234,867</td>
</tr>
<tr>
<td>Beneficial Interest in Perpetual Trust</td>
<td>$479,727</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$7,377,850</td>
</tr>
</tbody>
</table>

**LIABILITIES**

|  | 6/30/19 UNAUDITED | 6/30/18 AUDITED |
|-------------------|-----------------|
| Accounts Payable and Accrued Expenses | $136,507 | $157,705 |
| Grants Payable | $895,823 | $932,467 |
| Designations Payable | $1,985,023 | $1,291,056 |
| Note Payable | $0 | $49,463 |
| **Total Liabilities** | $3,017,353 | $2,430,691 |

**NET ASSETS**

|  | 6/30/19 UNAUDITED | 6/30/18 AUDITED |
|-------------------|-----------------|
| Net Assets: Unrestricted | $3,767,232 | $4,543,709 |
| Net Assets: Temporarily Restricted | $477 | $77 |
| Net Assets: Permanently Restricted | $592,788 | $592,788 |
| **Total Net Assets** | $4,360,497 | $5,136,974 |

**Total Liabilities and Net Assets**

|  | 6/30/19 UNAUDITED | 6/30/18 AUDITED |
|-------------------|-----------------|
|  | $7,377,850 | $7,567,665 |

---

United Way Expenses

**Y/E June 30, 2019**

- Program Services & Community Impact Investments: 11%
- Donor Designations to Agencies: 11%
- Fundraising: 49%
- Management and General: 28%

United Way Revenue

**Y/E June 30, 2019**

- Employee Pledges: 5%
- Individual Gifts (outside the workplace): 47%
- Corporate Gifts: 7%
- Special Fundraisers: 5%
- Other Revenue: 22%

---

United Way of the Greater Capital Region has met or exceeded the Better Business Bureau’s 20 Standards for Charitable Accountability and is a BBB Accredited Charity. You can review United Way of the Greater Capital Region’s Charity Review online at www.BBB.org.
THANK YOU FOR MAKING A DIFFERENCE AND HELPING NEIGHBORS IN NEED.