We are thankful that our donors allow us to feed thousands of neighbors in need every year.

THANK YOU FOR ALL YOUR HELP.
United Way of the Greater Capital Region 2018 Annual Report

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.

2017-2018 BOARD OF DIRECTORS

OFFICERS

- **Chair**: Brian O’Grady (CDPHP)
- **Treasurer**: Craig Apple (Treasurer, Albany County Sheriff’s Department)
- **Ex-Officio Community Volunteer**: John Kearney

DIRECTIONS

- **Chair**: Carm Basile (Resource Development Committee, CDTA)
- **Community Impact & Investment Committee**: Daniel Sauer (CDPHP)
- **Governance Committee**: Christy A. Calicchia (NYS Gaming Commission)

DIRECTORS

- **Chair**: Laurie Bangs (Enterprise Holdings)
- **Treasurer**: W. Brian Barr (Community Volunteer)
- **Community Volunteer**: John W. Bishop, Jr
- **University at Albany, School of Social Welfare**: Dr. Katharine Briar-Lawson
- **Barclay Damon, LLP**: Cornelia Cahill
- **Albany Medical Center**: Charles Carletta
- **Bank of America**: Robert Coolidge
- **Price Chopper/Market 32**: Anne Davis
- **The Law Firm of Alex Dell, PLLC**: Alex Dell
- **Saratoga National Bank and Trust Co.**: David DeMarco
- **Teal, Becker & Chiaramonte**: Katharine Doran
- **Bechtel**: Michael Guzzo
- **Albany City Court**: Hon. Helena Heath
- **RPI**: Richie Hunter
- **TheMPACK Inc.**: Jamaal M. James
- **Center for Economic Growth**: Andrew Kennedy
- **New York State Public Employees Federation**: Todd Kerner
- **UPS**: Frank Koncowicz
- **NBT Bank**: David Krupski
- **Environment One Corporation**: Eric LaCoppola
- **Capital Region Chamber**: Brandi Landy
- **Schenectady County Community College**: Dr. Steady Moono
- **National Grid**: Brian Sano

UNITED WAY STAFF

- **President and Chief Executive Officer**: Peter Gannon
- **VP, IT and Administration**: Shane Albertin
- **Sr. Vice President, Marketing & Communications**: Lisa Audi
- **Director of Strategic Engagement & Partnerships**: Roslyn Cardish
- **Office & Human Resource Administrator**: Elizabeth Cifarelli
- **Resource Development Manager**: Guy Cooper
- **Office Assistant**: Courtney DeKorp
- **Statewide SEFA Director**: Laurelee Dever
- **Community Impact Manager**: Michaëlle Mugisha
- **Vice President of Resource Development**: James Mulligan
- **Accounting Assistant**: Alicia Otis
- **SEFA Coordinator, Capital Region**: Sarah Picciotto
- **Data Entry Processor**: Antonia Porcello
- **Program Director, CA$H Coalition**: Tracy Randle
- **Chief Financial Officer**: Amber Schiller
- **Marketing Associate**: Sarah Sheehan
- **Sr. Vice President, Community Impact**: Rushka Tcholakova
- **Resource Development Director**: Erica Warner
- **Finance Manager**: Kelly Willsye
DEAR FRIENDS,

In 2017-18, United Way of the Greater Capital Region undertook some significant leadership changes with the ascension of Brian O’Grady to Chair of the Board and the appointment of Peter Gannon as President & CEO.

These changes represent an opportunity to build on the great work United Way has accomplished alongside our community partners as we continue the fight for the education, financial stability, health and basic needs of every person in the greater Capital Region.

This summer we embarked on an ambitious 50 agency tour to see the work of our partners up close and seek input on the ways we can grow as a leader on addressing the toughest problems we face as a community.

The work of our partners is admirable but the fact remains there is more to be done. Last month we released the findings of the latest installment of our ALICE (Asset Limited, Income Constrained, Employed) study. As you can imagine, while economic recovery continues – many people we fight for continue to be left behind.

Our team is committed to find innovative ways to solve tough problems and deliver results our community can be proud of while building on last year’s accomplishments:

**CALL 2-1-1**: Connected 15,341 callers to the critical services they needed with 1,163 calls taken from 10 p.m. to 8 a.m.

**INCOME STABILITY**: 14,852 no-cost tax returns prepared generating $20.6 million in net refunds and $5.4 million in the Earned Income Tax Credit

**WORKFORCE DEVELOPMENT**: 626 individuals participated in pre-employment, educational and/or vocation activity

Of course, none of this is possible without your support of United Way of the Greater Capital Region. Whether a six figure gift or a $2 bi-weekly payroll deduction, you are all playing a part in the solution.

Join us in our fight for **Stronger Children, Stronger Families and Stronger Communities**.

Sincerely,

Peter Gannon
President and CEO

Brian O’Grady
Chair, Board of Directors
Our community’s most stubborn problems are too large and complex for any one individual or organization to solve alone. But united, we can make a difference for today and for generations. United Way raises funds and brings organizations together to tackle the complex roots of conditions such as hunger, academic failure, job readiness, poverty, homelessness, domestic violence and the challenges our seniors face. These are the issues that have the greatest bearing on our region’s social wellbeing and economic health.

### BASIC NEEDS

**MISSION:** Individuals are able to meet their basic needs for food, shelter and safety and establish a foundation towards self-sufficiency.

**CALL 2-1-1**

- Connected 15,341 callers to the critical services they needed with 1,163 calls taken from 10 p.m. – 8 a.m

**FAMILY & NEIGHBORHOOD RESOURCE CENTERS**

- 37,957 individuals and families were provided with wrap around services to address their full household needs
- 15,113 individuals received food assistance
- 3,386 individuals received transportation assistance

**HOUSING**

- 3,753 homeless individuals & families served
- 74% of homeless individuals and/or families helped in securing positive placement/ housing outcomes (permanent housing, permanent situations with family or friends, residential program, treatment facility, foster care, nursing home, private rental, transitional housing, emergency housing, supportive housing)

**DOMESTIC SAFETY**

- 4,632 individuals and/or families in crisis took the initial steps to move toward safety
- 62% of individuals and/or families were stabilized and moved out of crisis

**FOOD SECURITY & NUTRITION**

- Summer Meals: 209,119 meals were served to students during the 2017 summer
- Food Partnership: 178,851 pounds of food distributed and 2,258 individuals received nutrition education and food related skills
- Food Insecurity: 325,352 individuals and households accessed a food/meals program

### HEALTH

**MISSION:** Individuals are physically, socially and emotionally healthy through a focus on independent living and behavioral health.

**BEHAVIORAL HEALTH**

- 2,085 individuals received crisis intervention services
- 94% of individuals stabilized: out of mental health crisis

**INDEPENDENT LIVING**

- 437 seniors received the resources they needed to remain vital and independent
- 98% of seniors deferred institutional placement, maintaining independent living

**INCOME**

**MISSION:** People are financially secure and self-reliant through financial literacy and stability, and workforce development.

- 14,852 tax returns prepared generating $20.6 million in net refunds, and $5.4 million in the Earned Income Tax Credit
- 626 individuals participated in pre-employment, educational, vocation activity
- 91 % of individuals who demonstrate increased employment readiness (updated resumes, attended interviews, practiced interview skills, secured appropriate clothing, created job development plans)
- 47% of individuals employed part time or full time
- 50 individuals received financial literacy
- 90% of individuals demonstrated sound financial behaviors (make on time payments, avoid risky financial services, set financial goals)
The impact of contributions to United Way’s Community Care Fund is multiplied by United Way’s commitment to track results and fund programs that make a measurable difference for individuals, families and our community. United Way’s funded partners for the fiscal year ending June 30, 2018 are listed below. For our latest list of funded partners and programs, go to www.unitedwaygcr.org.

**EDUCATION**

**MISSION:** Children and youth have the foundation for success from cradle to career through early care and education and youth development.

**EARLY CARE & EDUCATION**

- 147 children were assessed for developmental milestones
- 90% of children reached developmental milestones
- 71 caregivers enrolled in programs aimed to support children’s development
- 89% of caregivers acquired increased skills to enhance their child’s development

**YOUTH DEVELOPMENT**

- 870 youth participated in expanded learning opportunities
- 85% of youth demonstrate improved school success (attendance, participation, change in attitude or behavior

**EDUCATION**

- **Federal:** Supported provisions to increase funding to $30 million for the Community Volunteer Income Tax Assistance Grant Program in FY2018 Appropriations
- **State:** Successfully advocated for $1.25 million in funding to support 2-1-1 information & referral statewide

**VOLUNTEER**

387 volunteers contributed a total of 8,438 volunteer hours valued at $267,775.

- **Community Volunteer Reviewers:** 46 volunteers dedicated a total of 1,380 hours valued at $33,3131
- **CA$H Coalition:** 262 volunteers dedicated a total of 6,900 hours valued at $230,648
- **Summer Meals:** 79 volunteers from 6 companies dedicated a total of 158 hours valued at $3,8141

THANK YOU TO OUR TOP UNITED WAY SUPPORTERS.

Your generosity is changing lives and improving our community.

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

COMMUNITY IMPACT
MVP Health Care

Hannaford Supermarkets

LABOR APPRECIATION
IUE-CWA Local 301

NEWCOMER
Aesthetic Science Institute
American National

LEGACY AWARD
Melinda Burns, Wildwood Programs
Richard Zazycki, Circles of Mercy

LEADER IN GIVING ($100,000 TO $199,999)
Naval Nuclear Laboratory
New York Independent System Operator

Rensselaer Polytechnic Institute
UPS

PARTNER IN GIVING ($50,000 TO $99,999)
KeyBank
Momentive Performance Materials, Inc.

MVP Health Care
National Grid

PLATINUM AWARDS ($200 or more per employee)
HMS Agency, Inc.
OMCE
PwC – PricewaterhouseCoopers

Tri-City Manpower, Inc.
United Way of the Greater Capital Region
The Woodward Co.

GOLD AWARDS ($100 - $199 per employee)
The Center for Community Justice
CSEA

CSEA Employee Benefit Fund
E.J. Prescott, Inc.

Enterprise Holdings
Environment One Corporation
FedEx

GE Family of Givers
Hinman Straub P.C.

James D. Warren and Son, Inc.
Milliman
NBT Bank, N.A.

Neten Diversified Solutions
New York Independent System Operator
Pearl Insurance

Rensselaer County Region Chamber of Commerce
Rose & Kiernan, Inc.
The Travelers Companies, Inc.
Underwriters Laboratories
UPS
Our Generous Tocqueville Donors

TOQUEVILLE MEMBERS
Robert M. Curley
Robert Doyle
George and Eileen Earle III
Neil and Jane Golub
John Held
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
Bradley C. Jones
Percy Waller Foundation

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.
2017-2018 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)
Robert M. Curley
Robert Doyle
George and Eileen Earle III
Neil and Jane Golub
John Held
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
Bradley C. Jones
Percy Weller Foundation

Leadership Donors
(contributions of $750 – $9,999)
Michael Browne
Jessica Budris
John P. Buechler
Catherine Buhler Clancy
Audra Burke
Christopher J. Burke
William S. Burnett, MD
Connie Burns
Steven Byington
Timothy Cade
Kathleen M. Cahalan
Nicole G. Cain
Christy A. Calicchia
Geoffrey James Cannon
Mark I. Cartwright
Joseph Cerullo
Walter Chandler
Douglas Chapman
Dr. Joe H. Chow
Richard Christman
Carol Collins
Thomas A. Civil
Mr. and Mrs. Joseph G. Clark
Karen W. Clark
Joseph E. Coffey, Jr.
Robert Alan Colangelo
Samuel Colborn
Barbara J. Cullen
Adam Collier
Chris Comi
David M. Considine
Kelly Dalton
Jose Dajer
Dr. Michael W. Dailey
David A. Curwick
Dr. James J. Cummings
Kevin Curran
David A. Curwick
Mark E. Dailey
Dr. Michael W. Dailey
Jose Dajer
Paul J. Dailey
Kelly Dalton
Stephen W. D’Amico
Patrick Daniels
Kathryn Dannemann
Robert D’Aquila
Kimberly A. Davidson
Richard Davidson, Jr.
Anne Davis
John P. Davis
Tracy Davis
Anthony Dean
Patricia DeFerio
Garrett E. DeGraff, Esq.
Reverend Louis E. Deimeke
John S. Delaney
Jordan A. Demarais
Cristina A. Demarco
David S. DeMarco
Jeremy Denton
Richard J. Dewey
Francis Dicapiro, Jr.
Marc D. Dickie
James Diefendorf
James T. Dillon
Anthony Dinallo
Douglas Dinnon
Rebecca E. Doble
Sean M. Doolan
Katharine K. Doran, CPA
Dr. Jonathan S. Dordick
David Dorsey
Evan J. Douglas
Anthony G. Duffy
Mark Duncan
Steven C. Dunham
Stanley M. Dunn
Mark N. Eagan
Graig Randolph Eastin
Michael Echt
Hugh Eisele
Roberta Eldrid
Matthew J. Elmer
Jacqueline L. Esperti
Kristen Estabrooks
David Fel Evans
Phylis A. Federici
Brenda L. Fish
Peter Fish
Darren Fitch
Amy Fitzgerald
Paul Fitzgerald
Terrence Flannery
Joseph Forcinella
Linda Francesce
Michael Franka
Jeffrey Freemont
Rebecca M. Frey
Dr. Xiaodong R. Fu
Eugenia Fuino
Katherine J. Gaffney
Peter Gannon
Dr. Shekhar Garde
Dustin Gardner
Martha Gardner
Ben Gauthier
Erik Gehhardt
Raymond L. George
Carole Geren
Ann Giard-Chase
Deborah L. Goerlach
Jerel Golub
Denise Gonick
Ricardo T. Gonzales
Steven Goodspeed
Richard J. Graham
Catherine Graichen
James F. Grant
Richard E. Grant
Barry W. Gray, Jr.
Travis A. Greene
Lari L. Greenleaf
Virginia C. Gregg
Michael Gregory
Joseph A. Griggs
James Gruner
David Guinn
Brian Gutknecht
Mark Hachenki
Dr. Juergen Hahn
Dr. Prabhat Hajela
Sarah A. Halliday
Dr. Merodie Hancock
Kathleen A. Handy
Allen W. Hargrave
Marcus Harrington
Thomas D. Healy
George R. Hearst III
Adam G. Heath
Karen L. Heathwaite
James A. Heckman
Richard J. Heller
Eileen Hellmuth
David Henderson
Dr. James A. Hendler
Brian Hendricks
Hershey Family Fund
Gary P. Hickey
Mark Hoffmann
Rosemarie Hogan
Nicholas Hopkins
Jeffrey M. Hughes
Arny Hughey
John Hume III
Richie C. Hunter
Kevin Husted
Russell Irving
Michael Jandrisevits
Floris Jansen
Martin Helge Johnson
Douglas Kallin
Ashwani Kumar Kapila
James E. Kavanaugh
John P. Kearney
Edward A. Keeffe
Robert H. Keefer
Sara Branch Keegan
Michael James Kelly
Kevin Kenny
Todd M. Kerner, Esq.
George Kernochan
Steven D. Kilmartin, Sr.
Michelle A. King
Walter Keith Kizer
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 2018). If we inadvertently missed you or if we need to update our records, please call 518.456.2200.
2017 State Employees Federated Appeal (SEFA)

For over 25 years, United Way of the Greater Capital Region coordinated the Capital Region SEFA campaign. In 2016-17, UWGCR received the management contract for the statewide State Employees Federated Appeal (SEFA) campaign. UWGCR staff works with a Statewide Council, 23 Campaign Region Coordinators and staff and the Capital Region SEFA Committee.

In 2017, the Capital Region SEFA campaign raised $1,216,88. The Statewide SEFA campaign raised $4,678,882.

State agencies who participated in the 2017 Capital Region SEFA campaign:

- Capital District DDSO
- Capital District Psychiatric Center
- Coxsackie Correctional Facility
- Fourth Judicial District
- Great Meadow Correctional Facility
- Hale Creek ASACTC
- Hudson Correctional Facility
- NYS Assembly
- 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 – Attorney General
- NYS Department of Motor Vehicles
- NYS Department of Public Service
- NYS Department of State
- NYS Department of Taxation and Finance
- NYS Division of Alcohol and Beverage Control
- NYS Division of Criminal Justice Service
- NYS Division of Homeland Security & Emergency Service
- NYS Division of Human Rights
- NYS Division of Military and Naval Affairs
- NYS Division of State Police
- NYS Division of Tax Appeals
- NYS Division of the Budget
- NYS Division of Veterans’ Affairs
- NYS Dormitory Authority State of New York
- NYS Education Department
- NYS Energy Research and Development Authority
- NYS Environmental Facilities Corporation
- NYS Gaming Commission
- NYS Governor’s Office of Employee Relations
- NYS Higher Education Services Corporation
- NYS Homes & Community Renewal
- NYS Insurance Fund
- NYS Joint Commission on Public Ethics
- NYS Justice Center for the Protection of People with Special Needs
- NYS Lake George Park Commission
- NYS Law Reporting Bureau
- NYS Office for People with Developmental Disabilities
- NYS Office for the Aging
- NYS Office for the Prevention of Domestic Violence
- NYS Office of Alcoholism & Substance Abuse Services
- NYS Office of Children & Family Services
- NYS Office of Court Administration
- 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 Power Authority
- NYS Public Employment Relations Board
- NYS Senate
- NYS Statewide Financial System
- NYS Supreme Court – Appellate Division
- NYS Teachers Retirement System
- NYS Third Judicial District
- NYS Thruway Authority
- NYS Workers’ Compensation Board
- State University Construction Fund
- SUNY College at Cobleskill
- SUNY Empire State College
- SUNY System Administration
- University at Albany
- Washington Correctional Facility

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 and 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, 2018**

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>6/30/18 UNAUDITED</th>
<th>6/30/17 AUDITED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$1,088,858.82</td>
<td>$593,692.00</td>
</tr>
<tr>
<td>Investments</td>
<td>$3,720,005.23</td>
<td>$3,746,350.00</td>
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<tr>
<td>Pledges Receivable</td>
<td>$1,910,273.80</td>
<td>$2,437,814.00</td>
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<tr>
<td>Other Receivables</td>
<td>$93,352.57</td>
<td>$95,858.00</td>
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<tr>
<td>Prepaid Expenses</td>
<td>$61,424.00</td>
<td>$61,424.00</td>
</tr>
<tr>
<td>Property &amp; Equipment Net</td>
<td>$235,514.92</td>
<td>$267,898.00</td>
</tr>
<tr>
<td>Beneficial Interest in Perpetual Trust</td>
<td>$479,726.79</td>
<td>$460,459.00</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$7,589,156.13</strong></td>
<td><strong>$7,663,495.00</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>6/30/18 UNAUDITED</th>
<th>6/30/17 AUDITED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$185,413.33</td>
<td>$168,658.00</td>
</tr>
<tr>
<td>Grants Payable</td>
<td>$1,016,876.50</td>
<td>$1,200,222.00</td>
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<tr>
<td>Designations Payable</td>
<td>$1,138,984.06</td>
<td>$1,381,571.00</td>
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<tr>
<td>Note Payable</td>
<td>$44,840.18</td>
<td>$234,434.00</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$2,386,114.07</strong></td>
<td><strong>$2,984,885.00</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>6/30/18 UNAUDITED</th>
<th>6/30/17 AUDITED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets: Unrestricted</td>
<td>$4,629,045.06</td>
<td>$4,104,613.00</td>
</tr>
<tr>
<td>Net Assets: Temporarily Restricted</td>
<td>$477.00</td>
<td>$477.00</td>
</tr>
<tr>
<td>Net Assets: Permanently Restricted</td>
<td>$573,520.00</td>
<td>$573,520.00</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$5,203,042.06</strong></td>
<td><strong>$4,678,610.00</strong></td>
</tr>
</tbody>
</table>

**Total Liabilities and Net Assets**

<table>
<thead>
<tr>
<th>6/30/18 UNAUDITED</th>
<th>6/30/17 AUDITED</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$7,589,156.13</strong></td>
<td><strong>$7,663,495.00</strong></td>
</tr>
</tbody>
</table>

### United Way Expenses

**Y/E June 30, 2018**

- Program Services & Community Impact Investments
- Donor Designations to Agencies
- Management and General
- Fundraising

### United Way Revenue

**Y/E June 30, 2018**

- Employee Pledges
- Individual Gifts (outside the workplace)
- Investments
- Corporate Gifts
- Grants
- Special Fundraisers
- Other Revenue

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.