COMMUNITY IMPACT REPORT
2017-2018

THANK YOU FOR ALL YOUR HELP.

UNITED WE WIN.
LIVE UNITED®

UNITED WAY
of the Greater Capital Region

COMMUNITY IMPACT REPORT
2017-2018

ALBANY COMMUNITY ACTION PARTNERSHIP • ALBANY DAMIEN CENTER • ALLIANCE FOR POSITIVE HEALTH • ARBOR PARK CHILD CARE CENTER • BETHESDA HOUSE OF SCHENECTADY • BIG BROTHERS BIG SISTERS OF THE CAPITAL REGION • BOYS & GIRLS CLUBS OF ALBANY • CA$H COALITION OF THE GREATER CAPITAL REGION • CAPITAL ROOTS • CAPTAIN YOUTH AND FAMILY SERVICES • CATHOLIC CHARITIES OF DELAWARE, OTSEGO & SCHOHARIE COUNTIES • CATHOLIC CHARITIES OF SARATOGA, WARREN & WASHINGTON • CATHOLIC CHARITIES TRIO-COUNTY SERVICES • CENTER FOR EMPLOYMENT OPPORTUNITIES (CEO ALBANY) • CIRCLES OF MERCY • COMMUNITY MATERNITY SERVICES • CORNELL COOPERATIVE EXTENSION • FRANK M. THOMAS FOUNDATION • CIVIL RIGHTS LEGAL SERVICES OF SCHENECTADY • CONNIE J. CATHELL MEMORIAL FOUNDATION • FAMILIES RENSSELAER (ST. PETER'S HEALTH PARTNERS) • CATHOLIC CHARITIES OF SARATOGA, WARREN & WASHINGTON • CATHOLIC CHARITIES TRI-COUNTY SERVICES • CENTER FOR EMPLOYMENT OPPORTUNITIES (CEO ALBANY) • CIRCLES OF MERCY • COMMUNITY MATERNITY SERVICES • CORNELL COOPERATIVE EXTENSION – SCHENECTADY • EMERGENCY LABOR ASSISTANCE PROGRAM (ELAP) • EQUINOX • FAMILY & CHILD SERVICE OF SCHENECTADY • FOOD PANTRIES FOR THE CAPITAL DISTRICT • GIRLS INCORPORATED OF THE GREATER CAPITAL REGION • HEALTHY FAMILIES RENSSELAER (ST. PETER'S HEALTH PARTNERS) • HOMELESS AND TRAVELERS AID SOCIETY (HATAS) • HOSPITALITY HOUSE • INTERFAITH PARTNERSHIP FOR THE HOMELESS • JEWISH FAMILY SERVICES OF NENY • JOSEPH'S HOUSE AND SHELTER • LITERACY NEW YORK- FULTON, MONTGOMERY, SCHOHARIE COUNTIES • LITERACY VOLUNTEERS OF RENSSELAER COUNTY • LOCAL EMERGENCY AND DISASTER RELIEF • MECHANICVILLE AREA COMMUNITY SERVICES CENTER • NORTHEAST HEALTH FOUNDATION • NORTHERN RIVERS • REFUGEE & IMMIGRANT SUPPORT SERVICES OF EMMAUS • REGIONAL FOOD BANK OF NORTHEASTERN NY • RENSSELAER COUNTY HOUSING RESOURCES • SAFE, INC. OF SCHENECTADY • SCHENECTADY COMMUNITY ACTION PROGRAM • SCHENECTADY INNER CITY MINISTRY • SCHENECTADY SECOND CHANCE • SCHENECTADY UTILITY RELIEF FOR THE HOMELESS • SCHOHARIE COUNTY COMMUNITY ACTION PROGRAM • SCHOHARIE RIVER CENTER • SENIOR SERVICES OF ALBANY • SOCIAL SECURITY INCOME RELIEF • WELSPRING CENTER • UNITED WAY OF THE GREATER CAPITAL REGION • WATERVLIET CIVIC CENTER • WELLSPRING • WILDWOOD PROGRAMS • YWCA NORTHEASTERN NEW YORK • YWCA OF THE GREATER CAPITAL REGION • ALBANY COMMUNITY ACTION PARTNERSHIP • ALBANY DAMIEN CENTER • ALLIANCE FOR POSITIVE HEALTH • ARBOR PARK CHILD CARE CENTER • BETHESDA HOUSE OF SCHENECTADY • BIG BROTHERS BIG SISTERS OF THE CAPITAL REGION • BOYS & GIRLS CLUBS OF ALBANY • CA$H COALITION OF THE GREATER
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

Brian O’Grady
Chair
CDPHP

Carm Basile
Resource Development Committee
CDTA

Daniel Sauer
Community Impact & Investment Committee
CDPHP

Richard Stack
Finance Chair
Community Volunteer

Lisa Audi
Sr. Vice President, Marketing & Communications

John Kearney
Ex-Officio
Community Volunteer

Christy A. Calicchia
Governance Committee
NYS Gaming Commission

UNITED WAY STAFF

Shane Albertin
VP, IT and Administration

Laurelee Dever
Statewide SEFA Director

Tracy Randle
Program Director, CA$H Coalition

Laurie Bangs
Enterprise Holdings

Lisa Audi
Sr. Vice President, Marketing & Communications

Amber Schiller
Chief Financial Officer

Craig Apple
Treasurer
Albany County Sheriff’s Department

Roslyn Cardish
Director of Strategic Engagement & Partnerships

Sarah Sheehan
Marketing Associate

Roslyn Cardish
Director of Strategic Engagement & Partnerships

Brandy Landy
Communication Director

Elizabeth Cifarelli
Office & Human Resource Administrator

David DeMarco
Saratoga National Bank and Trust Co.

Patrick Lyons
NYSUT

Charles Carletta
Albany Medical Center

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

David Krupski
NBT Bank

Robert Coolidge
Bank of America

Eric LaCoppola
Environment One Corporation

Cornelia Cahill
Barclay Damon, LLP

Jamaal M. James
TheMPACK Inc.

Andrew Kennedy
Center for Economic Growth

Brian Sano
National Grid

Charles Carletta
Albany Medical Center

Katharine Doran
Teal, Becker & Chiaramonte

Todd Kerner
New York State Public Employees Federation

Frank Koncwiecz
UPS

Alicia Otis
Accounting Assistant

Rushka Tcholakova
Sr. Vice President, Community Impact

Gary Cooper
Resource Development Manager

Sarah Picciotto
SEFA Coordinator, Capital Region

Kelly Willsiey
Finance Manager

Courtney DeKorp
Office Assistant

Antonia Porcello
Data Entry Processor

United Way of the Greater Capital Region 2018 Annual Report
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:** 15,256 no-cost tax returns prepared generating $20.6 million in net refunds and $6.7 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.

### Community Care Fund Impact

<table>
<thead>
<tr>
<th>BASIC NEEDS</th>
<th>HEALTH</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MISSION:</strong> Individuals are able to meet their basic needs for food, shelter and safety and establish a foundation towards self-sufficiency.</td>
<td><strong>MISSION:</strong> Individuals are physically, socially and emotionally healthy through a focus on independent living and behavioral health.</td>
</tr>
<tr>
<td><strong>CALL 2-1-1</strong></td>
<td><strong>BEHAVIORAL HEALTH</strong></td>
</tr>
<tr>
<td>• Connected 15,341 callers to the critical services they needed with 1,163 calls taken from 10 p.m. – 8 a.m</td>
<td>• 2,085 individuals received crisis intervention services</td>
</tr>
<tr>
<td><strong>FAMILY &amp; NEIGHBORHOOD RESOURCE CENTERS</strong></td>
<td>• 94% of individuals stabilized: out of mental health crisis</td>
</tr>
<tr>
<td>• 37,957 individuals and families were provided with wrap around services to address their full household needs</td>
<td><strong>INDEPENDENT LIVING</strong></td>
</tr>
<tr>
<td>• 15,113 individuals received food assistance</td>
<td>• 437 seniors received the resources they needed to remain vital and independent</td>
</tr>
<tr>
<td>• 3,386 individuals received transportation assistance</td>
<td>• 98% of seniors deferred institutional placement, maintaining independent living</td>
</tr>
<tr>
<td><strong>HOUSING</strong></td>
<td><strong>INCOME</strong></td>
</tr>
<tr>
<td>• 3,753 homeless individuals &amp; families served</td>
<td><strong>MISSION:</strong> People are financially secure and self-reliant through financial literacy and stability, and workforce development.</td>
</tr>
<tr>
<td>• 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)</td>
<td>• 15,256 tax returns prepared generating $20.6 million in net refunds, and $6.7 million in the Earned Income Tax Credit</td>
</tr>
<tr>
<td><strong>DOMESTIC SAFETY</strong></td>
<td>• 626 individuals participated in pre-employment, educational, vocation activity</td>
</tr>
<tr>
<td>• 4,632 individuals and/or families in crisis took the initial steps to move toward safety</td>
<td>• 91 % of individuals who demonstrate increased employment readiness (updated resumes, attended interviews, practiced interview skills, secured appropriate clothing, created job development plans)</td>
</tr>
<tr>
<td>• 62% of individuals and/or families were stabilized and moved out of crisis</td>
<td>• 47% of individuals employed part time or full time</td>
</tr>
<tr>
<td><strong>FOOD SECURITY &amp; NUTRITION</strong></td>
<td>• 50 individuals received financial literacy</td>
</tr>
<tr>
<td>• Summer Meals: 209,119 meals were served to students during the 2017 summer</td>
<td>• 90% of individuals demonstrated sound financial behaviors (make on time payments, avoid risky financial services, set financial goals)</td>
</tr>
<tr>
<td>• Food Partnership: 178,851 pounds of food distributed and 2,258 individuals received nutrition education and food related skills</td>
<td></td>
</tr>
</tbody>
</table>
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 $33,313
- **CA$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 $3,814

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

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

SPECIAL AWARDS
Campaign of Distinction
New York Independent System Operator

Community Impact
MVP Health Care

Newcomer
Aesthetic Science Institute

Campaign Manager of the Year
Stephanie Belokopitsky and Justin Gregaydis
Capital District Transportation Authority and Amalgamated Transit Union Local 1321

The President’s Award
Hannaford Supermarkets

Legacy Award
Melinda Burns, Wildwood Programs

Labor Appreciation
IUE-CWA Local 301

Richard Zazycki, Circles of Mercy

LEADER IN GIVING ($100,000 TO $199,999)
Capital District Transportation Authority
Hannaford Supermarkets

Naval Nuclear Laboratory
New York Independent System Operator

Rensselaer Polytechnic Institute

PARTNER IN GIVING ($50,000 TO $99,999)
Bank of America
Enterprise Holdings

KeyBank
Momentive Performance Materials, Inc.

MVP Health Care
National Grid

PLATINUM AWARDS ($200 or more per employee)
Arbor Park Child Care Center, Inc.
Berkshire Bank
C.H. Guenther & Son, Inc.
Electric Boat

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)
Aetna, Inc.
Albany Damien Center
Albany International Corp.
Bank of America
Barclay Damon, LLP
Barton & Loguidice, D.P.C.
Bechtel Plant Machinery, Inc.
Bobrick Washroom Equipment, Inc.
The Bonadio Group
Capital District Transportation Authority
Capital Region Chamber

The Center for Community Justice
CSAA

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.

NeN 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

TOCQUEVILLE 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 Walter Foundation

Leadership Donors (contributions of $750 – $9,999)
Craig Abrahamsen
Donald D. Adams
Denise Adelman
Shane C. Albertin
Laura B. Alpert
Raymond Andrews
John J. Nigro
Robert D’Aquila
Kathryn Dannemann
Patrick Daniels
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 Dicaprio, Jr.
Marc D. Dickie
James Diefendorf
James T. Dillon
Anthony Dinallo
Douglas Dinline
Rebecca E. Doble
Sean M. Doolan
Katharine K. Doran, CPA
Dr. Jonathan S. Dordick
David Dorsey
Evan J. Douglass
Anthony G. Duffy
Mark Duncan
Steven C. Dunham
Stanley M. Dunn
Mark N. Eagan
Graig Randolph Eastin
Michael Echt
Hugh Eisele
Robert Eldrid
Matthew J. Elmer
Jacqueline L. Esperti
Kirsten Estabrooks
David Fel Evans
Phyllis A. Federici
Brenda L. Fish
Peter Fish
Darren Fitch
Amy Fitzgerald
Paul Fitzgerald
Terrence Flannery
Joseph Forciniella
Linda Francesce
Michael Franke
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 Gebhardt
Raymond L. George
Carole Geren
Ann Giard-Chase
Deborah L. Goerlach
Jerel Golub
Denise Gonick
Ricardo T. Gonzales
Steven Goodspeed
Richard J. Graham
Catharine 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 Hachenski
Dr. Juergen Hahn
Dr. Prabhat Hajela
Sarah A. Halliday
Dr. Merodie Hancock
Kathleen A. Hardy
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 Hughley
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. Keefer
Robert H. Keefer
Sara Branch Keegan
Michael James Kelly
Kenny Kerry
Todd M. Kern, Esq.
George Kernochan
Steven D. Kilmartin, Sr.
Michelle A. King
Walter Keith Kizer

United Way of the Greater Capital Region 2018 Annual Report
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 Criminal Justice Service
- NYS Division of Homeland Security & Emergency Services
- 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

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

LIABILITIES
Accounts Payable and Accrued Expenses $185,413.33 $168,658.00
Grants Payable $1,016,876.50 $1,200,222.00
Designations Payable $1,138,984.06 $1,381,571.00
Accrued Pension Cost $44,840.18 $234,434.00
Note Payable $2,386,114.07 $2,984,885.00
Total Liabilities

NET ASSETS
Net Assets: Unrestricted $4,629,045.06 $4,104,613.00
Net Assets: Temporarily Restricted $477,000.00 $477,000.00
Net Assets: Permanently Restricted $573,520.00 $573,520.00
Total Net Assets $5,203,042.06 $4,678,610.00

Total Liabilities and Net Assets $7,589,156.13 $7,663,495.00

United Way Expenses
Y/E June 30, 2018
- Program Services & Community Impact Investments 14%
- Donor Designations to Agencies 19%
- Fundraising 36%
- Management and General 31%

United Way Revenue
Y/E June 30, 2018
- Employee Pledges 64%
- Individual Gifts (outside the workplace) 7%
- Corporate Gifts 7%
- Special Fundraisers 4%
- Other Revenue 2%

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.
<table>
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<td><strong>United Way</strong>, PO Box 13865, Albany NY 12212</td>
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<td>518.456.2200 * <a href="http://www.unitedwaygcr.org">www.unitedwaygcr.org</a></td>
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**United Way of the Greater Capital Region**

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