

UNITED WAY
IS A LEADING
**PROBLEM SOLVER,
INNOVATOR AND
CONNECTOR**

IN THE
Mohawk Valley



ANNUAL UPDATE 2019-2020



United Way of the
Mohawk Valley

A MESSAGE FROM THE CEO

Erin Gutierrez Matt

United Way is more than a fundraising organization.

United Way of the Mohawk Valley is a convener, innovator, and problem solver. We are a leader in evaluating community needs, defining gaps, and bringing local partners together to solve the problems of our community.

We invest in programs that are proven to make a local impact and drive change in three areas of focus: education, health, and financial stability – each a crucial component to our community today and its future. We make a difference in the lives of many by increasing access to healthy and affordable food choices, addressing early education and intervention, and tackling the root causes of poverty.

United Way MV has brought millions of dollars of funding from grants to tackle important issues facing our community, including funds for childcare, housing, food, and shelter.

You play an important role in our work. Working together with our donors, volunteers, non-profit partners, and community advocates, we can help the Mohawk Valley thrive.

Thank you for your partnership!



OUR FOCUS IS ON
**EDUCATION,
HEALTH, AND
FINANCIAL
STABILITY**

THE BUILDING BLOCKS FOR A

Good
QUALITY OF LIFE.

United Way's Impact:

A snapshot of our work and our funded partners'

**UNITED WAY FUNDS DOZENS OF LOCAL PROGRAMS AND INITIATIVES
HELPING THOUSANDS OF PEOPLE IN OUR COMMUNITY.**

4,365 children were given support to succeed in **school**.

119,646 individuals were provided outlets to achieve and sustain **healthy** lifestyles.

4,510 residents were given assistance to address **financial** crises and create stability.

108,000+ **meals** were provided for families in need.

10,000+ individuals were linked to resources to help them through United Way's **211** database.

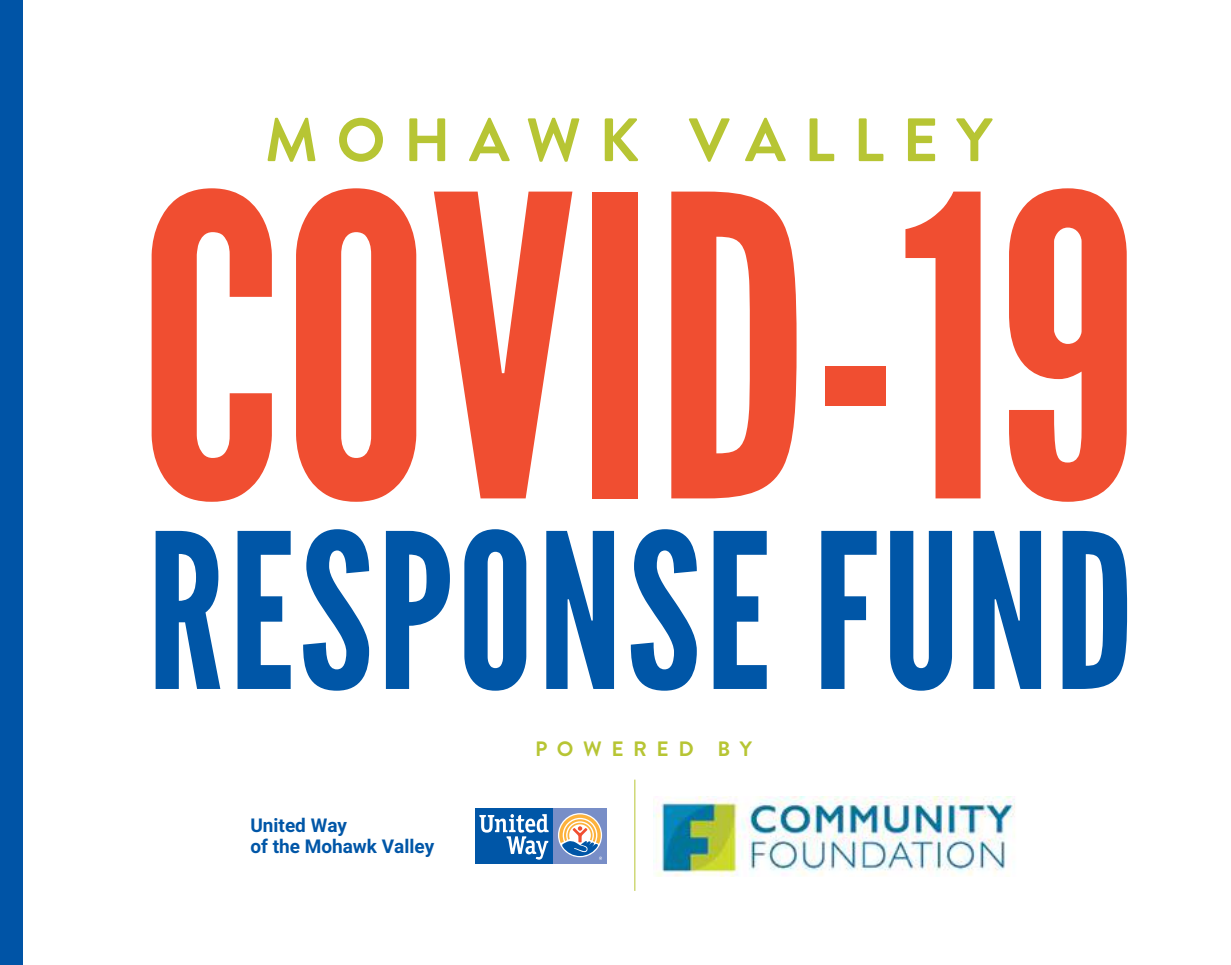
Learn more at unitedwaymv.org/ourwork

COVID-19

United Way plans for the future while staying nimble to act in times of crisis or disaster. COVID-19 has impacted our community members in a way never seen before. United Way took action to support the amplified and evolving needs in the Mohawk Valley, including creating our joint MV COVID-19 Fund, securing and distributing masks, and establishing a resource to put food on the table for families in need.



\$1,000,000+ INVESTED



We created the local Mohawk Valley COVID-19 Response Fund in partnership with The Community Foundation of Oneida and Herkimer Counties. Designed to rapidly deploy grants, this fund helped to connect local front-line organizations to needed resources.

THIS FUND RAISED AND DISTRIBUTED MORE THAN \$1 MILLION TO LOCAL NON-PROFITS TO PURCHASE LIFE-SAVING MEDICAL EQUIPMENT, ESSENTIAL PPE, AND CLEANING SUPPLIES, INCREASE ACCESS TO FOOD, OFFER TECHNICAL SUPPORT, AND MORE.

2

MASKS & PPE

Personal Protective Equipment during COVID-19 has been an essential part of everyday life for our frontline workers, non-profits, local businesses, and community residents.

United Way utilized our connections within the community to distribute 140,000+ masks donated by Bank of America and New York Volunteer Organizations Active in Disaster, to local non-profits, childcare centers, and individuals.



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THE VERY GENEROUS PPE EQUIPMENT GRANT HAS MADE SUCH AN INCREDIBLE DIFFERENCE FOR OUR AGENCY. IT WOULD HAVE EXTREMELY DIFFICULT FOR US CREATE A SPACE THAT ENABLES STAFF AND CLIENTS TO FEEL COMFORTABLE AND SAFE WITHOUT THESE FUNDS.

- Stephanie Eghigian, Empowered Pathways

3



Get Connected. Get Help.™

211 is the database built to deliver local solutions to individuals in need. Residents can get better results and connected to help faster with a call, text, or online search with 211. Every day, but especially in times of crisis, 211 is a crucial resource to our community.



211 CONTINUES TO HELP INDIVIDUALS NAVIGATE SERVICES THROUGHOUT THE COVID-19 PANDEMIC BY CONNECTING TO RESOURCES FOR FOOD, HOUSING, & UTILITIES.

4

EXTENDED-DAY CHILDCARE CENTER, ACADEMICS FIRST OPENS!

We are committed to taking on the issues that impact our community most, like childcare. In partnership with the Empire State Poverty Reduction Initiative (ESPRI), United Way launched the region's first licensed extended-day childcare center, called Academics First.



This project is centered on providing safe, affordable childcare, with education in the forefront. We hope this childcare center is a model for change in our community, as the modern family's work hours vary beyond generalized business hours. Academics First was designed and launched to meet the needs of our community to enable job advancement, higher education attainment and growth of strong families.



ACADEMICS FIRST CARES FOR CHILDREN AGES 6 WEEKS TO 12 YEARS OLD. THE CENTER OFFERS SPECIALLY DESIGNED ROOMS FOR INFANTS, TODDLERS AND GROUPS OF SCHOOL AGED CHILDREN.

30 NEW JOBS CREATED + 100 CHILDREN

VOLUNTEERS UNITED

United Way launched the region's first easy-to-use, cloud-based volunteer platform, **VOLUNTEERS UNITED**. This platform is building capacity and driving efficiency for local non-profits by changing the way they connect with volunteers.



This innovative platform creates ease and efficiency for both volunteers and non-profits. Volunteers United offers volunteer time tracking, auto-alerts, and streamlined communications between non-profit and volunteer. Whether volunteering as an individual or utilizing the platform's team option, this platform makes it easy to connect to opportunities to make a difference.



“ ”

BUSINESS MACHINES & EQUIPMENT AND HUMMEL'S OFFICE PLUS ARE EXCITED TO PARTNER WITH UNITED WAY MV ON VOLUNTEERS UNITED. THIS ENDEAVOR IS A GREAT RESOURCE AND SOLUTION FOR OUR LOCAL COMMUNITY AND ITS'S NON-PROFITS. WE HAVE EMBRACED IN OUR MISSION, WITH A FOCUS ON OUR EMPLOYEES GIVING BACK TO OUR LOCAL COMMUNITY WITH THEIR TIME, TALENTS, AND TREASURES

- Steve Mitchell, BME Vice President of Sales and Development and Justin Hummel, Hummel's Office Plus, CEO

$$4,168 \text{ HOURS} \times \$27.20 = \$113,369.60$$

United Way brought hundreds of volunteers together giving 4,168 hours of their time.

The IRS values volunteer time at \$27.20 an hour.

\$113,369.60 of volunteer time was given last year.

2019 SUMMER LUNCH PROGRAM

United Way's ability to identify and fill gaps in services is part of what makes our work essential to our community. In June 2019, United Way learned the summer program which provided lunches to families would not be available. In the city of Utica, 85% of students receive free or reduced lunches at school. The lack of this program would have left hundreds of families to struggle putting food on the table through the summer. United Way stepped-up and within just a couple of weeks created and launched our Summer Lunch Program in the city of Utica, supplying thousands of packed lunches children and families throughout the summer.

Our partners for the 2019 Summer Lunch Program included Hope House, HOOD, Smith Packing, Oneida County's Workforce Development office, and Food Bank of Central New York, and dozens of volunteers.



WITH A VAST NETWORK OF LOCAL BUSINESS AND NON-PROFIT PARTNERS, TOGETHER WE MAKE AN IMPACT ON THE LIVES OF THOUSANDS.

8,165 MEALS DELIVERED TO FAMILIES

2019 LEADERSHIP DONORS

Alexis de Tocqueville Society Andrew Carnegie \$20,000+

Bank of America
Bank of Utica
H. Thomas Clark, Jr. & Bernadette T. Clark
F.X. Matt Brewing Company
M&T Bank
National Grid
Utica National Insurance Group

John Hopkins \$15,000 - \$19,999

CONMED Corporation
Curt & Beth Hartman
Indium Corporation of America
Observer-Dispatch
Rising Phoenix Holdings Corporation
John F. & Jackie Romano

Jane Addams \$10,000 - \$14,999

Ronald & Sheila Cuccaro
Hannaford NATIONAL
Lupini Construction, Inc.
McCraith Beverages, Inc.
Utica First Insurance Company

Jack B. Riffle Associates Platinum - \$7,500-\$9,999

Elizabeth & Larry Gilroy
Pinny & George Kuckel
Mr. & Mrs. Nicholas O. Matt
Stewart's/Dake Family
Mary H. Vicks

Diamond \$5,000-\$7,499

Adirondack Bank
Ball Corporation
Cris & Ann Brodock
Rich & Lynn Creedon
John Eckmair
Denyse & Greg Evans
Excellus BC/BS Utica Region
The Fountainhead Group, Inc.
Steven & Beth Guzski
Eric Hubbard
Hubbard Tool & Die Corp.
Christopher & Virginia Kelly
Alan & Nina Leist
Northland Communications
Saunders Kahler, LLP
Gary & Marcia Scalzo
Sturges Manufacturing Company
Judy V. Sweet
Tips & Dies
Dwight E. Vicks III
Vicks Lithograph & Printing Corp.
ANONYMOUS - 1

Gold \$3,000-\$4,999

Boilermaker Road Race, Inc.
Don & Edie Carbone
Jim & Meg Clifford
Cliff's Local Market
ECR International
Blake & Cathy Ford
Daniel S. Jonas & Alexandra C. Epsilanti
Dr. Ron Kaye & Mrs. Mary Kaye
Marcia & Patrick Knapp
Michelle C. LeMasurier
Dr. W. Anthony & Carol B. Mandour
Fred & Carrie Matt
Dan & Pam Meehan
John & Betty Meehan
Gregory M. Morra
MVCC PA
NBT Bank, N.A.
Stephen W. Orvis
Stephen & Gina Surace
WalMart Distribution Center #6038
Zurschmit Family
ANONYMOUS - 1

Silver \$2,000-\$2,999

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Drs. James Bramley & Patricia Lane
Timothy A. Butcher
Charles A. Gaetano Construction Corp.
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Amy Gaffney
Randy J. Hubbard
James C. Humphrey
Jonas Kelly & Heidi Jones
Mark S. Lewandrowski
Steve & Amanda Mandia
Kristen Martin
Nicholas R. & Erin G. Matt
Lillian D. Matt
Jim & Ursula McCarthy
McQuade & Bannigan, Inc.
Anthony & Eleanor Picente
Tom E. Sinnott
Paul & Lori Totaro
Symeon & Shelli Tsoupelis
Bernie Turi
United Parcel Service
Dale & Eve M. Van de Wal
Laura J. Walker
Harry & Ruth Wolfe
ANONYMOUS - 2

Adirondack Club Cherry Level \$1,500-\$1,999

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Rocco & Victoria Arcuri
Tracy Bach
Gerard T. Capraro
Carpenters Local Union #277
Terry Cascioli
Heather L. & Richard A. Cohen
Paul & Andrea Cohen
Roger A. Coyle
Steve & Dianne DiMeo
Reverend Paul J. Drobin
Jon M. Earl
First Source FCU
Michael & Martha Giacobbe
Timothy J. Giarrusso
Julie & Steve Gorczynski
Tyler & Katie Griffith
Hummel's Office Plus
William & Cynthia Krause
Catherine Lambert
Debra & Keith Landman
David & Judy Manzelmann
Michael & Mischael McKenna
Bill & Mona Perrotti

Justin H. Rishel
Nancy A. Rockhill
Brad Saia
Sears Realty Co., Inc.
Utica Gas & Electric EFCU
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WalMart - Out of Area
ANONYMOUS - 1

Oak Level \$1,000-\$1,499

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Christopher Boardman
The Borton Family
Elizabeth Bowers
Bruce & Shannon Brach
David & Valerie Brown
Steven T. Bryant
Kristyn Bucciero
C2C Construction Solutions
John & Beth Calogero
Central New York Labor Council, AFL-CIO
Amber J. Clarke
Mr. & Mrs. Robert M. Cooper
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Deb & Chris Crane
Kevin R. Crosley
Robert & Laraine* Dell
Michael J. DePietro, CPA
Wink Doolittle & Linda O'Connor
Frank & Liz DuRoss
Robert Esposito
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Dawn M. Gubbins
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Samuel D. & Nancy J. Hester
Sally Hinman
Holland Farms Bakery & Deli
John A. Humphreys
Dana & Cathy Jerrard
Debbie Johncox
JPJ Electronic Communications, Inc.
Shawn & Diane Kain
Dean Kelly
Bill K. King
Madeleine LaCotera
LiUNA Laborers Local #190
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Michael F. McNamara
Christine J. Milewski
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Barb & Ed Paparella
Ron & Paula Passafaro
Shannon C. Peck
Jon & Dianne Perry
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David Socha
Mr. & Mrs. John B. Stetson
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Kyle & Julie Tomlin
James B. Tracy
Utica District Telephone EFCU
Jim Wallace
Wells Fargo
Susan Wheaton
Mark Williams
David & Pamela Wojnas
Stephen R. Zogby & Noreen E. Sheridan
ANONYMOUS - 7

Maple Level \$750-\$999

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Cristine Broccoli
Michael & Monica Buttimer
C&S Wholesale Grocers, Inc.
Elizabeth Caraco
Daniel Cieplenski
Robert B. Clark
Joan M. Farmer
Brant Ford
Joseph & Ann Gale
Glen Gardeski
Joseph A. Gizzi
Gomez and Sullivan Engineers, P.C.
Sarah Mariani-Hinman
Sandra Hoyland
Heather M. Kirkland
Rebecca J. Laymon
Brian Loughlin
Melissa L. Mann
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Ann Marie Palladino
Shawna Papale
Greg Raab
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Brian D. Saville
Robert J. Schneider

Jennie M. Shearin
Sandra R. Sherwood
Theresa & Dan Swider
Terry & Patty Terenzetti
Bette J. Thomas
Mr. & Mrs. Tracy Thompson
Lisa M. Urlich
Patrice Van Nortwick
Lynne M. Williams
ANONYMOUS - 4

Pine Level \$500-\$749

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Jaime Bonfardice
Suzanne M. Brackett
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Elaine F. Brown
Scott T. Brown
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Tricia A. Bushee
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Alex E. Carbone
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Cathy A. Castor
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Scott DeNoon
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Jerry M. Delaney
Christopher & Carrie Evans
Mary Carol Evans
Michael & Melissa Evolo
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Patrick Gallagher
Jeffrey George
Sandra J. Giehl
Jeffrey W. Gornick
Ken Gottuso
Ryan Goux
Hanka Grabovica
Crystal L. Graves
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Megan Gymburch
JoAnn & Bruce Hall
Julie Hall
Liam Halpin
William Halpin
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Dietra Harvey
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Mark Hinman
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Murray J.S. Kirshtein
Ross & Sue Kraft
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Jerome V. LaLonde
Lenore Lampert
Gerald Lampman
Sandra R. LaSalle
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WalMart Retail #1677 - New Hartford
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Melissa A. Young
Cindy L. Yount
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ANONYMOUS - 27

2020 FINANCIAL STATEMENT

ASSETS

CURRENT ASSETS:	2020
Cash and cash equivalents	\$506,936
Promises to give, net of allowance	\$622,070
Grants receivable	\$493,204
Prepaid expenses	\$20,574
Total current assets	\$1,642,784
PROPERTY AND EQUIPMENT, NET	\$25,409
OTHER ASSETS:	
Custodial funds	\$6,764
Beneficial interest in agency funds held by third party	\$1,110,350
Total other assets	\$1,117,350
TOTAL ASSETS	\$2,785,543

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES:	
Campaign designations payable	\$226,318
Accounts payable	\$88,919
Accrued expenses	\$87,639
Other current liabilities	\$15,500
Total current liabilities	\$418,376
LONG-TERM DEBT:	\$217,777
Custodial Funds	\$6,764
TOTAL LIABILITIES	\$642,917
NET ASSETS:	
Without donor restrictions	\$1,533,889
With donor restrictions	\$608,737
Total net assets	\$2,142,626
TOTAL LIABILITIES AND NET ASSETS	\$2,785,543

For updated financials and list of Current Staff, Board of Directors, and Partners visit our website: www.unitedwayvgu.org



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MY INVOLVEMENT WITH UNITED WAY MV HAS TAUGHT ME ABOUT THE DAY-TO-DAY STRUGGLES THAT EXIST IN OUR COMMUNITIES AND IT HAS ALLOWED ME TO BE PART OF MULTIPLE EFFORTS TO REMEDY THEM. UNITED WAY HAS SUCH AN IMPORTANT ROLE IN OUR REGION.

THE ENERGY AND COMMITMENT OF THE STAFF AND THE NIMBLENESS OF THE ORGANIZATION MAKES IT POSSIBLE FOR US TO RESPOND IN THE MOMENT TO A COMMUNITY CRISIS WHILE ALSO REMAINING A CONSISTENT PRESENCE SUPPORTING AGENCIES DOING ESSENTIAL WORK IN THE MOHAWK VALLEY.

UNITED WAY HAS CHANGED THE LIVES OF MANY, INCLUDING MY OWN. I CAN'T IMAGINE THIS COMMUNITY WITHOUT THE WORK OF OUR LOCAL UNITED WAY.

- William F. Perrotti, President
United Way of the Mohawk Valley Board of Directors



258 Genesee Street
Utica, NY 13502
315-733-4691
unitedwaymv.org

United Way of the
Mohawk Valley