First, I want to thank our caring and generous community for its longstanding support of United Way of Carlisle & Cumberland County. The 2018-2019 fiscal year was a special one as we celebrated, with you, 100 Years of Service to the greater Carlisle Community. A century of existence is a significant milestone for any organization. For us, it was made possible through the generosity and dedication of countless individuals, civic-minded employers, and our non-profit and corporate partners.

Many thanks to our 2018 Campaign Co-Chairs Jennifer Burd (M&T Bank) and Dave Metz (Morgan Stanley), who, after putting their heart and soul into the campaign, had the enviable job of announcing we fell slightly short of our goal. As so often happens in this generous community, the community rallied behind their request for additional support, and an anonymous donor came forward who “wanted to make sure we reached our goal.” The result was an extremely generous gift that helped us raise $1,460,694.

Not only did you offer your financial support throughout the year, but nearly 750 of you gave your time and talents in various volunteer capacities. From the 132 campaign volunteers and company coordinators who organized fundraising efforts in our community to the 335 volunteers who gave their time during Day of Caring, and finally, to the 72 board and committee members who carefully vetted and ensured accountability of donor dollars – we thank you! Thirty-nine United Way funded programs felt your impact!

After using this milestone year to celebrate our past successes, inventory our current position, and look toward the future of our organization and surrounding community, we know our work is not done. As Cumberland County continues to grow, so should our efforts to help others!

Your unwavering support and confidence in us, and this vibrant community, are what has allowed United Way of Carlisle & Cumberland County to prosper over the past 100 years. And, we are sure that we can count on you to continue this tradition well into the future!

On behalf of United Way of Carlisle & Cumberland County, we extend our sincere thanks to you for your commitment and support!

Sincerely,

Reed VanDerylyke  
Board President

Lucy Suter Zander  
Executive Director

---

**ANNUAL FINANCIAL STATEMENT** (JULY 1, 2018 - JUNE 30, 2019)

**REVENUE:**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018 Campaign Pledges (including donor designations)</td>
<td>$1,460,694</td>
</tr>
<tr>
<td>less provision for doubtful accounts</td>
<td>(-36,517)</td>
</tr>
<tr>
<td>less designations to United Way Programs</td>
<td>(-54,624)</td>
</tr>
<tr>
<td><strong>Net Campaign Income</strong></td>
<td><strong>$1,369,553</strong></td>
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</table>

**REVENUE OTHER**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Special Events (Net)</td>
<td>$45,348</td>
</tr>
<tr>
<td>An Evening for the Children (Net)</td>
<td>$36,453</td>
</tr>
<tr>
<td>Corporate Sponsorship</td>
<td>$14,000</td>
</tr>
<tr>
<td>Collections from prior years' receivables</td>
<td>(-26,351)</td>
</tr>
<tr>
<td>Loss on liquidation of contributed investments</td>
<td>$22</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>$16,005</td>
</tr>
<tr>
<td>Service Fee Income</td>
<td>$4,581</td>
</tr>
<tr>
<td>Investment Income</td>
<td>$185,932</td>
</tr>
<tr>
<td>Rental Income</td>
<td>$6,850</td>
</tr>
<tr>
<td>Success By 6</td>
<td>$88,625</td>
</tr>
<tr>
<td>Grants and sponsorships released from restriction</td>
<td>$12,041</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>$26,811</td>
</tr>
<tr>
<td><strong>Total Other Revenue</strong></td>
<td><strong>$410,317</strong></td>
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</table>

**TOTAL REVENUE**

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$1,779,870</strong></td>
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**ALLOCATIONS & EXPENSES:**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agency Allocations</td>
<td>$635,769</td>
</tr>
<tr>
<td>Donor Designations</td>
<td>$602,829</td>
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<tr>
<td>Summer Youth Camp Scholarships (Evening for the Children)</td>
<td>$35,750</td>
</tr>
<tr>
<td>Brennanman Trust</td>
<td>$5,543</td>
</tr>
<tr>
<td>Heating Assistance</td>
<td>$5,861</td>
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<tr>
<td>Student Leadership Council Distributions</td>
<td>$1,000</td>
</tr>
<tr>
<td>Money in Your Pocket</td>
<td>$1,500</td>
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<tr>
<td><strong>TOTAL ALLOCATIONS</strong></td>
<td><strong>$1,288,252</strong></td>
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**TOTAL ALLOCATIONS & PROGRAM SERVICES**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program Services:</td>
<td></td>
</tr>
<tr>
<td>Community Impact/Partner Agency Relations</td>
<td>$144,086</td>
</tr>
<tr>
<td>Pre-Kindergarten Scholarships</td>
<td>$69,740</td>
</tr>
<tr>
<td>Success By 6</td>
<td>$50,321</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td><strong>$264,147</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supporting Services:</td>
<td></td>
</tr>
<tr>
<td>Management and General Fundraising</td>
<td>$164,631</td>
</tr>
<tr>
<td><strong>Total Supporting Services</strong></td>
<td><strong>$242,077</strong></td>
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</table>

**CHANGES IN UNRESTRICTED NET ASSETS**

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>(-$14,606)</strong></td>
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</table>

**TOTAL ALLOCATIONS, EXPENSES & CHANGE IN UNRESTRICTED NET ASSETS**

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$1,765,264</strong></td>
</tr>
</tbody>
</table>

**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:

- 1,902 children received quality early education
- 276 households received transportation
- 387 individuals received representation and counsel
- 28 households were kept warm
- 4,262 people received counseling and emotional support
- 14,237 community members were provided with nutritious meals and groceries
- 1,700 men, women, and children were provided shelter
- 315 adults developed skills for better careers

Stats reflected are for the calendar year 2018

SUCCESS BY 6 IMPACT

- Scholarships: Awarded $69,740 to 17 children
- Kindergarten Readiness Cards: Distributed 260
- 970 Children Do Come with Directions booklets distributed
- Getting Ready for Kindergarten Calendars: Distributed 6,500 calendars to 60 Cumberland County sites
- Emerging Leaders Society – Week of the Young Children: 12 readers volunteered at 6 Early Education Centers. They distributed 232 books sponsored by Kiwanis Club of Carlisle

SUCCESS BY 6 SPONSORS

- Children Do Come with Directions
  - William & Jane Murray
  - Partnership for Better Health
- PA One Book
  - Carlisle Kiwanis Club
  - Getting Ready for Kindergarten Calendars (SEPT. 2018 - AUG. 2019)
- Big Spring SD
- Capital Area Association for the Education of Young Children (CAAEYC)
- Carlisle Area SD
- Cumberland Valley SD
- Kiwanis Club of Carlisle
- Partnership for Better Health
- Rotary Club of Carlisle
- Shippensburg Area SD
- South Middleton SD
- Waveline Direct West Shore SD
- EITC Scholarship Contributors
  - Avalon Insurance Company
  - LeTort Group, LLC
  - M&T Bank
  - Orrstown Bank
  - Maggiebay dba Merry Maids
  - Troegs Independent Brewing
- Born Learning Trail Sponsors
  - Rotary Club of Carlisle
  - JW Gleim, Jr. Excavating Union Quarries
DAY OF CARING 2018

- Day of Caring 2018: 291 Day of Caring volunteers worked at 39 projects to help local non-profits
COMMUNITY IMPACT HIGHLIGHTS

- Taking it to the Streets outreach events: 5 events, average of 400 attendees, over 2,000 families were made aware of critical social services available in our community.
- 2-1-1: 2,962 calls were answered from Cumberland County. 2-1-1 offers emergency connection to resources in local community.
- Fill the Bus/Carlisle 4 Kids: 1,002 local children in need received backpacks, school supplies, and sneakers (702 Carlisle 4 Kids, 300 throughout school year).
- Emergency Food & Shelter Program: $26,242 distributed to 9 local non-profits.
- FamilyWize Savings: 2,780 people saved $170,248 on their prescriptions. This benefit is available to the entire community at no charge.

ALICE REPORT: JUNE 2019

- ALICE is an acronym for Asset Limited, Income Constrained, Employed.
- The goal of the ALICE report is to raise awareness about the number of individuals and families that are living paycheck to paycheck and only one emergency away from financial crisis.

- United Way of PA and 31 local United Ways have been working to help bring awareness that 37% of Pennsylvania households are struggling to survive.
- From 2016 to 2026 most of the fastest growing jobs in Pennsylvania will pay less than $20 per hour.
### ALICE HOUSEHOLD SURVIVAL BUDGET

<table>
<thead>
<tr>
<th>Category</th>
<th>Single Adult</th>
<th>Married Couple</th>
<th>1 Adult, 1 School-Age Child</th>
<th>1 Adult, 1 Infant</th>
<th>2 Adults, 2 School-Age Children</th>
<th>2 Adults, 1 Infant, 1 Preschooler</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing</td>
<td>$639</td>
<td>$737</td>
<td>$737</td>
<td>$737</td>
<td>$918</td>
<td>$918</td>
</tr>
<tr>
<td>Child Care</td>
<td>$9</td>
<td>$--</td>
<td>$276</td>
<td>$648</td>
<td>$552</td>
<td>$1,083</td>
</tr>
<tr>
<td>Food</td>
<td>$199</td>
<td>$414</td>
<td>$345</td>
<td>$288</td>
<td>$632</td>
<td>$604</td>
</tr>
<tr>
<td>Transportation</td>
<td>$318</td>
<td>$382</td>
<td>$382</td>
<td>$382</td>
<td>$636</td>
<td>$636</td>
</tr>
<tr>
<td>Health Care</td>
<td>$158</td>
<td>$216</td>
<td>$316</td>
<td>$320</td>
<td>$596</td>
<td>$636</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$161</td>
<td>$231</td>
<td>$235</td>
<td>$395</td>
<td>$382</td>
<td>$515</td>
</tr>
<tr>
<td>Technology</td>
<td>$55</td>
<td>$75</td>
<td>$55</td>
<td>$55</td>
<td>$75</td>
<td>$75</td>
</tr>
<tr>
<td>Taxes</td>
<td>$257</td>
<td>$384</td>
<td>$245</td>
<td>$425</td>
<td>$350</td>
<td>$698</td>
</tr>
<tr>
<td>Monthly Total</td>
<td>$1,767</td>
<td>$2,539</td>
<td>$2,591</td>
<td>$3,360</td>
<td>$4,291</td>
<td>$5,654</td>
</tr>
<tr>
<td>Annual Total</td>
<td>$21,204</td>
<td>$38,468</td>
<td>$34,092</td>
<td>$40,320</td>
<td>$60,412</td>
<td>$87,268</td>
</tr>
<tr>
<td>Hourly Wage</td>
<td>$10.80</td>
<td>$15.23</td>
<td>$16.55</td>
<td>$20.16</td>
<td>$25.21</td>
<td>$33.98</td>
</tr>
</tbody>
</table>

**COMPARE TO THE FOLLOWING:**

- **Federal Poverty Level:** $12,060 (single adult) OR $24,600 (family)
- **PA minimum wage:** $7.25/hour = $14,500/yr

Basic costs increased from 2007 to 2017:
- 26% for a single adult
- 22% for a family of four — compared to 12% inflation


---

### ALICE FACTS:

**OCCUPATIONS: BY EMPLOYMENT & WAGE, PENNSYLVANIA, 2017**

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Number of Jobs</th>
<th>Median Hourly Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail Salespersons</td>
<td>167,480</td>
<td>$10.80</td>
</tr>
<tr>
<td>Office Clerks</td>
<td>154,400</td>
<td>$15.48</td>
</tr>
<tr>
<td>Food Prep, including Fast Food</td>
<td>148,680</td>
<td>$9.06</td>
</tr>
<tr>
<td>Cashiers</td>
<td>147,200</td>
<td>$9.15</td>
</tr>
<tr>
<td>Registered Nurses</td>
<td>143,130</td>
<td>$32.80</td>
</tr>
<tr>
<td>Laborers &amp; Movers, Hand</td>
<td>141,760</td>
<td>$13.93</td>
</tr>
<tr>
<td>Customers Service Reps</td>
<td>120,360</td>
<td>$16.34</td>
</tr>
<tr>
<td>Personal Care Aides</td>
<td>109,980</td>
<td>$11.28</td>
</tr>
<tr>
<td>Secretaries &amp; Admin. Assistants</td>
<td>99,300</td>
<td>$16.64</td>
</tr>
<tr>
<td>Waiters &amp; Waitresses</td>
<td>98,900</td>
<td>$11.24</td>
</tr>
<tr>
<td>Stock Clerks &amp; Order Fillers</td>
<td>90,710</td>
<td>$11.19</td>
</tr>
<tr>
<td>Janitors &amp; Cleaners</td>
<td>89,920</td>
<td>$12.46</td>
</tr>
<tr>
<td>Heavy &amp; Tractor Trailer Truck Drivers</td>
<td>80,810</td>
<td>$21.54</td>
</tr>
<tr>
<td>General Operation Managers</td>
<td>75,540</td>
<td>$53.65</td>
</tr>
<tr>
<td>Nursing Assistants</td>
<td>75,020</td>
<td>$14.13</td>
</tr>
<tr>
<td>First-Line Supervisors of Office Workers</td>
<td>66,920</td>
<td>$27.38</td>
</tr>
<tr>
<td>Sales Representatives</td>
<td>60,570</td>
<td>$28.94</td>
</tr>
<tr>
<td>Maintenance &amp; Repair Workers</td>
<td>58,330</td>
<td>$18.14</td>
</tr>
<tr>
<td>Bookkeeping &amp; Auditing Clerks</td>
<td>57,760</td>
<td>$18.32</td>
</tr>
<tr>
<td>Elementary School Teachers</td>
<td>54,140</td>
<td>$31.17</td>
</tr>
</tbody>
</table>
SPECIAL EVENTS

- M&T Bank Glee College A Cappella Competition: Raised $23,734 from sold out audience of over 1,040
- Dickinson U-Turn Community Yard Sale: Raised $17,457
- Evening for the Children Gala: Raised $36,453 for programs serving women and children
CELEBRATING OUR 100TH YEAR

- Harrisburg Senators Baseball Game
- 100 Year Anniversary Celebration
- 100 Year Chamber Mixer
1918 - Carlisle creates the Patriotic and Benevolent Fund to support war efforts and sustain local charities. The first fund collected $36,023 which benefited 18 agencies and funds.

1922 - The Patriotic and Benevolent Fund becomes the Carlisle Community Chest. Funds designated for war effort were eliminated, and the Carlisle Community Chest was able to receive $30,016 on their first one week, door-to-door campaign.

1960 - Carlisle United Fund created to combine multiple appeals for funds in the community.

1974 - New name is the United Way of the Greater Carlisle Area. Campaign thermometer first appears on the square.

1992 - First Day of Caring

1993 - UW celebrates diamond anniversary with a campaign goal of $1 million

1996 - Leadership Associates created by Ann Hoffer

1998 - Local Alexis de Tocqueville Society established by Ray Wolfe

1999 - Alexis de Tocqueville Humanitarian Award established

2000 - Success By 6 Initiative created

2004 - First “Evening for the Children Gala”

2005 - First U-Turn College & Community Yard Sale event

2010 - First “Fill the Bus” collection event

2011 - First Glee competition, Taking It to the Streets Initiated, and Women’s Leadership Council formed

2017 - First “Born Learning Trail” opened

2018 - Celebrates 100th anniversary currently providing funding to 25 partner agencies and 39 programs.
# 2018-2019 Community Investment

<table>
<thead>
<tr>
<th>Program</th>
<th>Program Delivered By:</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Children’s Program</td>
<td>Amelina S. Grin Library</td>
<td>$9,550.00</td>
</tr>
<tr>
<td>Unrestricted (donor designated)</td>
<td>Amelina S. Grin Library</td>
<td>$9,319.18</td>
</tr>
<tr>
<td>Unrestricted (donor designated)</td>
<td>American Red Cross</td>
<td>$6,956.63</td>
</tr>
<tr>
<td>Disaster Program</td>
<td>American Red Cross</td>
<td>$5,000.04</td>
</tr>
<tr>
<td>Hurricane Flood Relief</td>
<td>American Red Cross</td>
<td>$1,500.00</td>
</tr>
<tr>
<td>Core Program</td>
<td>Big Brothers Big Sisters</td>
<td>$14,319.04</td>
</tr>
<tr>
<td>Unrestricted (donor designated)</td>
<td>Big Brothers Big Sisters</td>
<td>$1,792.67</td>
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<tr>
<td>Unrestricted (donor designated)</td>
<td>Besler Memorial Library</td>
<td>$13,375.75</td>
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<tr>
<td>Children’s Program</td>
<td>Besler Memorial Library</td>
<td>$8,000.04</td>
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<tr>
<td>Music @ Besler</td>
<td>Besler Memorial Library</td>
<td>$1,000.00</td>
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<tr>
<td>Core Program</td>
<td>Carlisle Early Education Center</td>
<td>$77,000.04</td>
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<td>Carlisle Early Education Center</td>
<td>$3,919.12</td>
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<td>Capital Campaign</td>
<td>Carlisle Family YMCA</td>
<td>$82,200.00</td>
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<td>Unrestricted (donor designated)</td>
<td>Carlisle Family YMCA</td>
<td>$20,572.47</td>
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<td>Camps</td>
<td>Carlisle Family YMCA</td>
<td>$25,089.04</td>
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<tr>
<td>Community Youth</td>
<td>Carlisle Family YMCA</td>
<td>$23,688.00</td>
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<tr>
<td>Child Care</td>
<td>Carlisle Family YMCA</td>
<td>$21,986.00</td>
</tr>
<tr>
<td>Summer Camp Scholarships (Proceeds from Gala &amp; Brennanan Trust)</td>
<td>Carlisle Family YMCA</td>
<td>$12,250.00</td>
</tr>
<tr>
<td>Healthy Family Home</td>
<td>Carlisle Family YMCA</td>
<td>$5,000.00</td>
</tr>
<tr>
<td>Strong Kids</td>
<td>Carlisle Family YMCA</td>
<td>$4,380.00</td>
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<tr>
<td>Resource Center</td>
<td>Community C.A.R.E.S.</td>
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<td>Unrestricted (donor designated)</td>
<td>Community C.A.R.E.S.</td>
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<tr>
<td>Core Program</td>
<td>Contact Helpline</td>
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<tr>
<td>Unrestricted (donor designated)</td>
<td>Contact Helpline</td>
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<tr>
<td>Advocacy</td>
<td>CPARC</td>
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</tr>
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<td>Unrestricted (donor designated)</td>
<td>CPARC</td>
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<td>Residential Program</td>
<td>CPARC</td>
<td>$9,550.00</td>
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<td>Core Program</td>
<td>Domestic Violence Services</td>
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<td>Literacy Program</td>
<td>Employment Skills Center</td>
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<td>GED Program</td>
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<td>Employment Skills Center</td>
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</tr>
<tr>
<td>Money in Your Pocket/Tax Preparation</td>
<td>Employment Skills Center</td>
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<tr>
<td>Unrestricted (donor designated)</td>
<td>Employment Skills Center</td>
<td>$1,000.00</td>
</tr>
<tr>
<td>Core Program</td>
<td>Habitat for Humanity</td>
<td>$2,069.00</td>
</tr>
<tr>
<td>Unrestricted (donor designated)</td>
<td>Habitat for Humanity</td>
<td>$2,072.73</td>
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<tr>
<td>Core Program</td>
<td>Hope Station</td>
<td>$4,000.08</td>
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<tr>
<td>Unrestricted (donor designated)</td>
<td>Hope Station</td>
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<td>Core Program</td>
<td>Hospice of Central PA</td>
<td>$6,000.00</td>
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<tr>
<td>Unrestricted (donor designated)</td>
<td>Hospice of Central PA</td>
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<td>Core Program</td>
<td>Naranda Financial Counseling</td>
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</tr>
<tr>
<td>Unrestricted (donor designated)</td>
<td>Naranda Financial Counseling</td>
<td>$9,507.37</td>
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<tr>
<td>Domestic Violence</td>
<td>MidPenn Legal Services</td>
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<tr>
<td>Unrestricted (donor designated)</td>
<td>MidPenn Legal Services</td>
<td>$13,861.98</td>
</tr>
<tr>
<td>Critical Help for Critical Moments</td>
<td>MidPenn Legal Services</td>
<td>$2,410.38</td>
</tr>
<tr>
<td>Core Program</td>
<td>Project SHARE</td>
<td>$40,000.00</td>
</tr>
<tr>
<td>Unrestricted (donor designated)</td>
<td>Project SHARE</td>
<td>$15,981.30</td>
</tr>
<tr>
<td>Weekend Backpack Program (Allocation from Brennanan Trust)</td>
<td>Project SHARE</td>
<td>$4,543.17</td>
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<td>Core Program</td>
<td>Sadler Health Center</td>
<td>$23,000.04</td>
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<td>Sadler Health Center</td>
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<tr>
<td>James Wilson Emergency Shelter</td>
<td>Safe Harbour</td>
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<td>Unrestricted (donor designated)</td>
<td>Safe Harbour</td>
<td>$12,888.29</td>
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<td>My Brother’s Table</td>
<td>Salvation Army</td>
<td>$25,765.00</td>
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<td>Senior Action Center</td>
<td>Salvation Army</td>
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<td>Social Services</td>
<td>Salvation Army</td>
<td>$11,000.00</td>
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<td>Summer Camp Scholarships (Proceeds from Gala)</td>
<td>Summer Program for Youth</td>
<td>$12,250.00</td>
</tr>
<tr>
<td>Core Program</td>
<td>Summer Program for Youth</td>
<td>$11,000.04</td>
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<td>Core Program</td>
<td>The RASE Project</td>
<td>$10,500.00</td>
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<td>Unrestricted (donor designated)</td>
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<td>UCP of Central PA</td>
<td>$7,000.00</td>
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<td>Early Intervention</td>
<td>UCP of Central PA</td>
<td>$4,500.00</td>
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<td>UCP of Central PA</td>
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<td>Alternatives Program</td>
<td>UCP of Central PA</td>
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<td>EITC Pre-Kindergarten Scholarships</td>
<td>United Way of Carlisle &amp; Cumberland County (UWCCC)</td>
<td>$69,740.00</td>
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<td>Success by 6 Initiative</td>
<td>UWCCC</td>
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<td>$12,250.00</td>
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<td>$3,272.00</td>
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<td>Rape Crisis</td>
<td>YWCA Carlisle</td>
<td>$8,125.00</td>
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<td>Girl Power</td>
<td>YWCA Carlisle</td>
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<td>Community Preschool</td>
<td>YWCA Carlisle</td>
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<td>Afterschool Homework Club</td>
<td>YWCA Carlisle</td>
<td>$315,349.79</td>
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<tr>
<td>Other Donor Designated Pledges</td>
<td>United Way of Carlisle &amp; Cumberland County (UWCCC)</td>
<td>$144,985.00</td>
</tr>
</tbody>
</table>

**Total Community Investment:** $1,552,398.94
HOW GIVING WAS DIRECTED IN 2019

Note: Chart represents dollars raised through the 2019 Campaign

- **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 2019

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

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
- Keen Transport
- M&T Bank
- Dickinson U-Turn
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Orrstown Bank
David Park, Esq, Vice President
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Patrick Bartoli, Secretary
Morgan Stanley
Chris Farrands, Treasurer
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Mid Penn Bank

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Carlisle Area School District
Bill Blankmeyer
Community Volunteer
Jennifer Burd
M&T Bank
Karen Christian
Members 1st CU
Michelle Crowley
Carlisle Area Chamber of Commerce
Dean Glick
Community Volunteer
Debra Hargrove
Dickinson College
Kim Kamowski
The Sentinel
David Metz
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Paulo Oliveira
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Erik Olsen
Strickler Agency, Inc.
Cynthia Pensinger
Vitro Architectural Glass
Ellen Peters Otto
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Gerald Piper
Cohick & Associates
Mark Ritchie
Providance Engineering Corp.
Adam Shaffer
Hoffman Funeral Home & Crematory
Leslie Shatto
Community Volunteer
Matthew Thomas
Leadership Cumberland Fellows
Laurel Williams
Allen Distribution

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Dave Metz, Morgan Stanley (2018)
Mindy Loftus, Orrstown Bank (2019)
Reed VanDerlyke, Orrstown Bank (2019)

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Anna Bucher, Orrstown Bank
Frank Castrina, Community Volunteer
Kevin Curtis, Summit Trail Advisors
Rena Geesaman, Community Volunteer
Dick Gillenwater, Community Volunteer
Bill Harkey, Community Volunteer
Kim Kamowski, The Sentinel
Dwayne Keller, Keller Financial Group
Ron Lang, Community Volunteer
Carley Miller, Orrstown Bank
Paula Oliveira, F&M Trust
Chris Rice, Mortenson Law Offices
Adam Shaffer, Hoffman Funeral Home & Crematory
Jeanna Som, Summer Program for Youth
Maria Theodoratos, First National Bank
Lisa Thomas, M&T Bank
Dottie Warner, Dickinson College
Erik Wenzelburger, UPMC Pinnacle
Carlisle

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Chris Farrands, Cohick & Associates
Ann Hoffer, Community Volunteer
Carol Lennon, Community Volunteer
Dave Metz, Morgan Stanley
Reed VanDerlyke, Orrstown Bank
Dottie Warner, Dickinson College

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Walter Bond, Carlisle Area School District
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Jane Burke, Community Volunteer
Jean Clifton, Community Volunteer
John Clifton, Community Volunteer
Mike Cross, Community Volunteer
Nicole Deary, Leadership Cumberland
Jeanette Diamond, Dickinson College
James Dorn, Vitro Architectural Glass
Justin Doyle, Frederick, Seibert & Associates, Inc.
Tana Emery, M&T Bank
Chris Farrands, Cohick & Associates
Richard Gillenwater, Community Volunteer
Dean Glick, Community Volunteer

Michael Gogoj, Carlisle Area School District
Ron Greenway, Community Volunteer
Amy Hacker, Vitro Architectural Glass
Lisa Hobday, Andersen Corp.
Michelle Homick Crowley, Carlisle Area Chamber of Commerce
Linda Johnson, GET Leasing
Kim Kamowski, The Sentinel
Sharon Kingston, Dickinson College
Ron Lang, Community Volunteer
Carol Lennon, Community Volunteer
Karen Longenecker, Community Volunteer
Asha Makam, Community Volunteer
David Metz, Morgan Stanley
Brooke Murphy, SEK, CPAs & Advisors
Marissa Murray, Community Volunteer
David Park, Mortenson Law Offices
Michael Pasquarell, Community Volunteer
Cid Pensinger, Vitro Architectural Glass
Gerald Piper, Cohick & Associates
Adam Shaffer, Hoffman Funeral Home & Crematory
Shane Spitz, Vitro Architectural Glass
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Pam VanPelt, Strickler Agency
Dottie Warner, Dickinson College
Erik Wenzelburger, UPMC Carlisle
Laurel Williams, Allen Distribution
Jennifer Wintermyer, Tri-County Community Action Commission
Gail Witwer, Partnership for Better Health
Erin Wolfe, Wolfe & Company Realtors

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David Park, Mortenson Law Offices
Reed VanDerlyke, Orrstown Bank

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Mary Kay Durham, Community Volunteer
Barrie Ann George, Big Brothers Big Sisters
Malinda Mikesch, Carlisle Area SD
George Newberry, Community Volunteer
Jeanne Predmore, South Middleton SD
Pat Strickler, Community Volunteer
Terry Telep, Capital Area Intermediate Unit
Jeffery Bell, Carlisle Area SD

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Greg Hall, SEK, CPAs & Advisors
Von Jaymes, Orrstown Bank
Ivo Oito, Mortenson Law Offices
Gerald Piper, Cohick & Associates
Rob Rahal, Community Volunteer

* Non-voting Members
2018 CAMPAIGN DONORS

This list is comprised of Leadership Givers from our 2018 Campaign.

ALEXIS DE TOQUEVILLE SOCIETY

The United Way of Carlisle & Cumberland County recognizes individuals who contribute at least $10,000 in annual support to the greater Carlisle community and allocate at least $2,500 to the United Way’s Community Impact Fund.

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

ORDRE DE LIBERTÉ ($25,000 - $49,999)
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Michael Pasquaretta & Patricia McEvoy
Virginia M. Rahal
Bill & Pat Solomon
Mrs. Pam Suter
Mr. & Mrs. Ray L. Wolfe

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Damien & Sondra Elias
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Bill & Gail Keen
Dwayne Keller & Donna Partin
Ron Leitzel
Albert & Deborah Masland
Elizabeth Masland
David & Jennifer Metz
Marjie & Don Mowery

Ivo Otto III & Ellen Peters Otto
Bob & Sue Ottway
Mark & Lisa Ritchie
Paul & Pat Strickler
John & Tonia Ulsh
W. R. Unger
Mary Ann Warrell
Wentzel-Weitzel Gifts
Jack & Madge Ziegler

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Colleen & John Friend
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AJ & Deb Gneisen
Timothy & Jennifer Heishman
Mr. & Mrs. William Hoffman
Christopher Houston
Michael & Heidi Howard
Brenda & Steve Kaufman
Dr. & Mrs. Harold Kretzinger
Katie & Todd Long
Denise Mullen
Randy & Janet Noaker
Bryan Oles
Jessica B. Poe
Bruce & Patricia Rosendale
Maria & Scott Sloat
Mike & Susan Stillner
Rob & Randi Turner

Leadership Givers

Drs. Kenneth & Priscilla Laws

PLATINUM LEADERSHIP CIRCLE ($5,000 - $7,499)
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Jack & Jill Faith
Joye Gingrich
Ryan & Schyler Heishman
Victoria Troutman
Dottie Warner
Matthew Werner

GOLD LEADERSHIP CIRCLE ($2,500 - $4,999)
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John & Joan Clifton
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Michael & Carol Dukes
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Elia Forsyth & Robert Zieff
Jeffrey & Christine Gayman
Daniel P. Holy
Mindy Loftus
Gordon & Debbie Miller
Rob & Jill Rahal
Dave & Janice Rose
Buz & Joan Wolfe
Lucy & Rick Zander

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Gordon & Martha Bergsten
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Karen & Alan Blackledge
Bill & Barbara Blankmeyer
Barbara Brobst

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John & Judith Calogero
Dr. Richard Cantor
David Carmicheal
Cindy Carothers
Frank & Judy Castrina
Steve & Michelle Crowley
Nico & Mark Deary
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Dick & Mary Gillenwater
Mary & Hubert Gitroy
Damiene Graeff
Megan & Michael Griesemer
Michael & Nora Habig
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Dan & Dena Higgins
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Deborah Kelly
Beth Kempf
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Laurel Williams

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JoAnn Curtis  
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Fran Devlin  
Jeanette Diamond  
Joan Dickinson  
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Donna Domenick  
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Carol Dukes  
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Judy Duran  
Anne Ebert  
Sondra Wolfe Elias  
Tana M. Emery  
Margee Ensign  
Tammy Ewelloh  
Lynn Everhart  
Jill Faith  
Patricia Faller  
Karen Faryniak  
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Kimberly D. Flinchbaugh  
Barbara Forney  
Jill Forrester  
Ella M. Forsyth  
Pam Foster  
Ann Franklin  
Colleen Friend  
Kristin J. Furness  
Elizabeth V. Gardner  
Elizabeth Gardner  
Christine Gayman  
Rena Geesaman  
Mary Gillenwater  
Mary Gilroy  
Ashley Gogoj  
Carol Green  
Susan Greenbaum  
Deb Gneisen  
Megan Griesemer  
Nora Habig  
Heather Hall  
Debra Hargrove  
Jennifer R. Heishman  
Schuyler Heishman  
Linda Hersperger  
Connie Hess  
Dena Higgins  
Jayne Higgins  
Jan Hodges  
Ann Kramer Hoffer  
Gretchen Hoffman  
Denise M. Holden  
Sherry Hoover  
Heidi Howard  
Mindy L. Hurley  
Elizabeth Jamieson  
Joan Jones  
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Brenda Kaufman  
Gail Keen  
Deborah Kelly  
Beth Kempf  
Dolly Rice  
Ashley T. Knight  
Ruth Kovacs  
Julie Krause  
Jean Kretzing  
Priscilla Laws  
Carol Lennon  
Mindy Loftus  
Hwasun S. Loh  
Kathy Long  
Tara Long  
Katie Long  
Karen Longenecker  
June B. Lutz  
Judy Maietta  
Tracie Martin  
Deborah D. Masland  
Elizabeth Masland  
Marina Matthew  
Miriam McMechen  
Barbara McMullin  
Patricia McEvoy  
M. Catherine Mellen  
Kelley Merrin  
Jennifer Metz  
Jan Terpening  
Debbie Miller  
Kathy Miller  
Margie Mowery  
Denise Mullen  
Brooke A. Murphy  
Kelly Neiderer  
Alexa L. Nikolof  
Janet Noaker  
Jane F. Ober  
Wendy L. Oberdorf  
Michelle Osborn  
Ellen Peters Otto  
Sue Otway  
Donna Partin  
Patricia Pehlman  
Cynthia Pensinger  
Karen Pinker  
Laura Piper  
Jessica B. Poe  
Yetlin Pope  
Jill Rahal  
Virginia M. Rahal  
Suzanne Reeser  
Jill Rice  
Lisa Riggleman  
Lisa Ritchie  
Kay Rodney  
Janice Rose  
Patricia Rosendal  
Hyosun Schulze  
Helen Scott  
Jane Seller  
Holly M. Sherman  
June L. Shomaker  
Pat Simms  
Maria B. Slope  
Kristi S. Smith  
Sue Snyder  
Pat Solomon  
Christina Spielbauer  
Susan Stilten  
Pal Strickler  
Pam Suter  
Lisa Thomas  
Jane Rigler  
Robin A. Tolan  
S. Victoria Troutman  
Gayle Tuckey  
Marsha Tuckey  
Jan Turner  
Randi Turner  
Tonia Ulsh  
Pam VanPelt  
Jennifer Wadsworth  
Julie Ward  
Dottie Warner  
Mary Ann Warrell  
Wentzel-Weitzel Gifts  
Jennifer Whare  
Ellen Whitesell  
Laurel A. Williams  
Linda Wiser  
Eron Wolfe  
Joan Wolfe  
Dorothy Wolfe  
Lucy Suter Zander  
Kathleen Zeigler  
Maddie Ziegler

LEGACY SOCIETY  
(GIFTS TO THE  
ENDOWMENT FUND)  
Anonymous  
Col. & Mrs. Robert  
Chant  
The Gardner Family  
Foundation

WOMEN UNITED  
($500+)  
Anonymous (3)  
Betsy Allan  
Patricia Andrews  
Sue Apicella  
Susan Armstrong  
Monteen Bard  
Debi Barnes  
Brenda Barrick  
Ann Benjey  
Judy Bennett  
Martha Bergsten  
Bonnie Berk  
Karen Blackledge  
Barb Blankmeyer  
Kristina Boggs  
Tania Bourdon  
Teresa Bowers  
Joan F. Boytm  
Claire M. Brehm  
Barbara Brobst  
Karla Browne  
Jennifer Burd  
Jane F. Burke  
Ronni Burkhard  
Joy Burkholder  
Sarah A. Burnett  
Michelle Caicado  
Judith Calogero  
Cindy Carothers  
Mary Watson Carson

Emerging Leaders  
Council ($250+, Age 40  
And Younger)  
Anonymous (5)  
Danielle N. Bornstein  
Jennifer Burd  
Lindsey Coolidge  
Meghan Crist  
Nicole & Mark Deary  
Derek Y. Dilks  
Steven Dupont, Jr.  
Matthew Fahnstock
GOLD LEVEL  
($10,000 - $24,999)  
County of Cumberland  
Frog, Switch & Mfg. Company  
Genie Trucking  
Keen Transport  
Orstown Bank  
UPMC Carlisle  
Vitro Architectural Glass  

HUMANITARIAN AWARD  
(JUNE 2019)  
Dickinson College  
Martson Law Offices  

2019 PACSETTERS BREAKFAST  
(JUNE 2019)  
F&M Trust  

OTHER EVENT SPONSORS  
100% GUARANTEE SPONSORS  
Anonymous (2)  
M&T Bank  
Mid Penn Bank  

EMPLOYEE CAMPAIGN COORDINATOR LUNCHEON  
(AUGUST 2018)  
DOCEO  

CAMPAIGN KICK OFF/ DAY OF CARING  
(OCTOBER 2018)  
Giant Food Stores  
UPMC Carlisle  
Dickinson College  
Entenmann’s F&M Trust  

TOQUEVEILL SOCIETY RECEPTION  
(SEPTEMBER 2018)  
M&T Bank  

CAMPAIGN CELEBRATION  
(JANUARY 2019)  
Giant Food Stores  

CAMPAIGN PRIZE RAFFLES  
M&T Bank  
Giant Food Stores  
Brick  
Caffe 101  
Eagles Crossing  
Earl Leigh Bakery  
Fay’s Country Kitchen  
Helena’s Chocolate Café & Crepes  
Lilly’s Place  
Market Cross Pub  
Pomfret Group  
Redd’s Smokehouse BBQ  
Rusty Tavern  
Studio East Hair Design  

GLEE COMPETITION  
(APRIL 2019)  
M&T Bank  
The Sentinel  
RED 102.3  
Filson Water  
abc27  

WOMEN UNITED  
(MAY 2019)  
Kelso Law, LLC  

U-TURN  
(JUNE 2019)  
Dickinson College  
Carlisle Events  
Konworn of PA  
Carlisle Container  
Keen Transport  
Low’s Home Improvement  
Chick Fil-A Carlisle  
Olive Garden  
Little Caesars  
Entenmanns  
Chipotle Mexican Grill  

LEADERSHIP ORGANIZATIONS  
With combined corporate and employee gifts, we are proud to recognize the following organizations.  

DIAMOND LEVEL  
($50,000+)  
Allen Distribution  
Tuckey Companies  

PLATINUM LEVEL  
($25,000 - $49,999)  
Carlisle Area School District  
Carlisle Construction Materials  
Dickinson College  
Giant Food Stores  
M&T Bank  
Mowery  
Mountz Jewelers  
UPS  

TAKING IT TO THE STREETS  
Donald B. and Dorothy L. Stabler Foundation  
Giant Food Stores  
New Life Community Church  
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.
MISSION

The mission of the United Way is to unite people and resources to build a stronger, healthier Carlisle & Cumberland County.

STAFF

Lucy Suter Zander
Executive Director

Lu Flickinger
Resource Development Director

Jessica Poe
Community Impact Director

Brenda Kaufman
Finance Director

JoAnn Curtis
Marketing & Communications Director

Karen Quinn
Success By 6 Director

2020 CALENDAR OF EVENTS

JANUARY
Celebration - 1/15/20

MARCH
Evening for the Children Gala - 3/28/20

APRIL
M&T Bank Regional Glee:
College A Cappella Competition - 4/18/20

MAY
Women United Annual Luncheon - 5/27/20

JUNE
Humanitarian Award - 6/2/19
U-Turn: Dickinson College & Community Yard Sale -
6/13/20
Campaign Pacesetter Breakfast - 6/23/19

SEPTEMBER
Campaign Kick Off Event - TBD

OCTOBER
Day of Caring - 10/9/20
Tocqueville Event - TBD