



**UNITED WE FIGHT
UNITED WE WIN**

2020 Annual Report **(July 1, 2019 - June 30, 2020)**

OFFICERS, BOARD MEMBERS & CO-CHAIRS

OFFICERS

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Martson Law Offices

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Cohick & Associates

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M&T Bank

Reed VanDerlyke, Treasurer
Gannon Associates

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Patrick Bartoli
Morgan Stanley

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Carlisle Area School District

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Community Volunteer

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F&M Trust

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Strickler Agency, Inc.

Ellen Peters Otto
Community Volunteer

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Gerald Piper
Cohick & Associates

Adam Shaffer
Hoffman Funeral & Crematorium

Evan Wabrick*
Leadership Cumberland Fellow,
SEK

Laurel Williams
Allen Distribution

CAMPAIGN CO-CHAIRS

Mindy Loftus, Orrstown Bank
(2019)

Reed VanDerlyke, Gannon
Associates (2019)

Patrick Bartoli, Morgan Stanley
(2020)

Adam Shaffer, Hoffman Funeral
Home & Crematorium (2020)

ANNUAL FINANCIAL STATEMENT (JULY 1, 2019 - JUNE 30, 2020)

REVENUE:

2019 Campaign Pledges (including donor designations)	1,563,245
less provision for doubtful accounts	-62,530
less designations to United Way Programs	-31,644
less designations to COVID (restricted to be paid next year)	-38,739
Net Campaign Income	1,430,332

REVENUE OTHER

Bequested Gift	50,000
Special Events (Net)	6,329
An Evening for the Children (Net)	40,325
Corporate Sponsorships	15,500
Collections from prior years' receivables	4,419
Loss on liquidation of contributed investments	-1,516
In-kind contributions	14,582
Service Fee Income	1,847
Investment Income	185,627
Rental Income	6,428
Success By 6	99,816
Heating Coalition	856
Taking It To The Streets	5,350
Grants and sponsorships restricted for next year	-40,078
Other Revenue	-1,507
Total Other Revenue	387,978
TOTAL REVENUE	1,818,310

ALLOCATIONS & EXPENSES:

Allocations:	
Agency Allocations	621,227
Donor Designations	575,320
Summer Youth Camp Scholarships (Evening for the Children)	34,434
Civic Club Fund	4,451
Heating Assistance	3,418
Money in Your Pocket	1,500
Emergency Funding	71,941

TOTAL ALLOCATIONS

1,312,291

Program Services:

Community Impact/Partner Agency Relations	96,627
Pre-Kindergarten Scholarships	41,954
Success By 6	55,560
Total Program Services	194,141

TOTAL ALLOCATIONS & PROGRAM SERVICES

1,506,432

Supporting Services:

Management and General	208,303
Fundraising	89,580

TOTAL SUPPORTING SERVICES

297,883

INCREASE IN RESTRICTED NET ASSETS

(FUND BALANCE)

13,995

TOTAL ALLOCATIONS, EXPENSES & CHANGE IN UNRESTRICTED NET ASSETS

1,818,310

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:

- **2,337** children received quality early childhood education
- **409** individuals received representation and counsel
- **2,486** people received counseling and emotional support
- **3,937** community members were provided with nutritious meals and groceries
- **1,722** men, women, and children were provided shelter
- **343** adults developed skills for better careers
- **1,559** children participated in enriching youth programming
- **95** senior stayed connected with their peers

Stats reflected are for the calendar year 2019



SUCCESS BY 6 IMPACT

- Scholarships: Awarded **\$41,194** to **13** children
- Additional Scholarships: **\$11,714.51**
- Kindergarten Readiness Cards: Distributed **1,404**
- **1,300** Children Do Come with Directions booklets distributed
- Getting Ready for Kindergarten Calendars: Distributed **6,455** calendars to **62** Cumberland County sites



- Distributed **280** books sponsored by Carlisle Kiwanis Club (PA One Book)
- REACH OUT and READ distributed **1,170** Books to children birth-5 via well child visits at Sadler Health Center

SUCCESS BY 6 SPONSORS

PA One Book
Carlisle Kiwanis Club

Getting Ready for Kindergarten Calendars

(SEPT. 2019 - AUG. 2020)

Big Spring SD
Carlisle Area SD
Carlisle Kiwanis Club
Cumberland Valley SD
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
The PNC Financial Services Group, Inc.
PPL Electric Utilities
Troegs Brewing Company
Tuckey Restoration, Inc.
UPMC Health Plan

Other Scholarship Donors

Brenneman Trust
S&T Bank
South Middleton SD



DAY OF CARING 2019

• Day of Caring 2019: **401** Day of Caring volunteers worked at **36** projects to help local non-profits



COMMUNITY IMPACT HIGHLIGHTS



- Taking it to the Streets outreach events: **5** events, average of **520** attendees. Over **2,600** families were made aware of critical social services available in our community.
- 2-1-1: **2,257** calls were answered from Cumberland County. 2-1-1 offers emergency connection to resources in local community.
- Fill the Bus/Carlisle 4 Kids: **1,176** local children in need received backpacks, school supplies, and sneakers (**846** Carlisle 4 Kids, **330** throughout the school year).
- Emergency Food & Shelter Program: **\$28,683** distributed to **10** local non-profits.
- FamilyWise Savings: **2,780** people saved **\$170,248** on their prescriptions. This benefit is available to the entire community at no charge.



OTHER HIGHLIGHTS



SPECIAL EVENTS



- Evening for the Children Gala: Raised **\$40,325** for summer camp scholarships for local children in need.
- Bowl For The Goal: Raised **\$13,432** for Campaign
- M&T Bank Glee College A Cappella Competition: Canceled Due to Covid-19
- Dickinson U-Turn Community Yard Sale: Canceled Due to Covid-19

Although this year saw unexpected interruptions to social events we plan to resume hosting special events as soon as safely possible.



BOWL FOR THE GOAL



LIVING UNITED

RAISING \$ TO SUPPORT WORTHY PROGRAMS



HONORING HUMANITARIANS



RECOGNIZING GREAT COMMUNITY SUPPORT



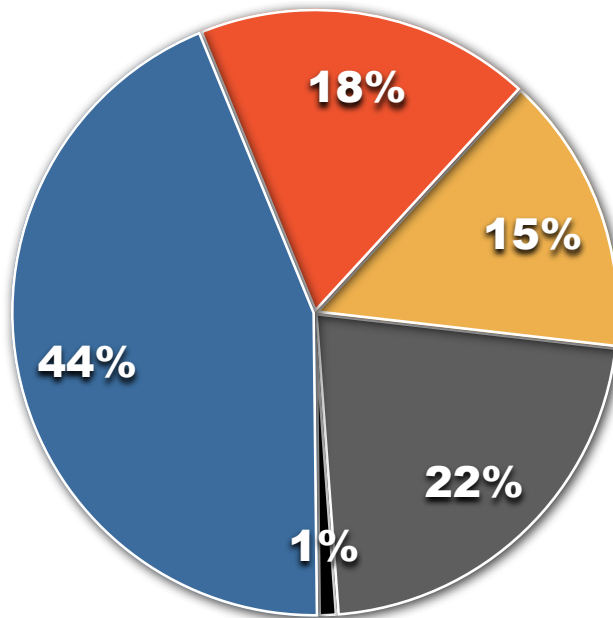
HELPING IN OUR COMMUNITY

2019-2020 COMMUNITY INVESTMENT

PROGRAM	PROGRAM DELIVERED BY:	INVESTMENT
Children's Program	Amelia S. Givin Library	\$9,559.08
Unrestricted (donor designated)	Amelia S. Givin Library	\$6,232.47
Unrestricted (donor designated)	American Red Cross	\$5,690.58
Emergency Disasters Services	American Red Cross	\$5,000.04
Mentoring	Big Brothers Big Sisters	\$13,000.08
Unrestricted (donor designated)	Big Brothers Big Sisters	\$1,407.68
Unrestricted (donor designated)	Bosler Memorial Library	\$10,538.91
Preschool Program	Bosler Memorial Library	\$8,000.04
Friends of Bosler Memorial Library	Bosler Memorial Library	\$600.00
Child Care Scholarships	Carlisle Early Education Ctr.	\$77,000.04
Unrestricted (donor designated)	Carlisle Early Education Ctr.	\$6,704.18
Capital Campaign (donor designated)	Carlisle Family YMCA	\$82,800.00
Unrestricted (donor designated)	Carlisle Family YMCA	\$55,443.09
Camp Scholarships	Carlisle Family YMCA	\$25,000.00
Community Youth	Carlisle Family YMCA	\$24,000.00
Child Care	Carlisle Family YMCA	\$20,000.00
Summer Camp Scholarships (Proceeds from Gala)	Carlisle Family YMCA	\$13,317.19
Resource Center	Community CARES	\$62,134.08
Unrestricted (donor designated)	Community CARES	\$7,444.59
Listening, Info & Referral Hotline	CONTACT Helpline	\$5,200.08
Unrestricted (donor designated)	CONTACT Helpline	\$280.47
Advocacy	CPARC	\$23,000.00
Unrestricted (donor designated)	CPARC	\$15,872.56
Residential Program	CPARC	\$7,000.00
Emergency Shelter	Domestic Violence Services	\$28,677.00
Unrestricted (donor designated)	Domestic Violence Services	\$17,187.38
Capital Campaign	Domestic Violence Services	\$500.00
GED Program	Employment Skills Center	\$12,500.00
Unrestricted (donor designated)	Employment Skills Center	\$5,985.26
Literacy Program	Employment Skills Center	\$5,800.00
ESL Program	Employment Skills Center	\$4,800.00
Money in Your Pocket/Tax Prep	Employment Skills Center	\$1,500.00
Unrestricted (donor designated)	Habitat for Humanity	\$2,513.85
Low Income Home Repair	Habitat for Humanity	\$250.00
Unrestricted (donor designated)	Hope Station	\$4,274.58
Kids' Café	Hope Station	\$3,375.00
Unrestricted (donor designated)	Hospice of Central PA	\$8,366.22
Palliative Care & Music Therapy	Hospice of Central PA	\$2,000.04
Financial Management Services	Maranatha – Carlisle	\$23,000.04
Unrestricted (donor designated)	Maranatha – Carlisle	\$8,870.24
Domestic Violence	MidPenn Legal Services	\$14,494.00
Critical Help for Critical Moments	MidPenn Legal Services	\$13,000.04
Unrestricted (donor designated)	MidPenn Legal Services	\$706.54

PROGRAM	PROGRAM DELIVERED BY:	INVESTMENT
Core Program	Project SHARE	\$40,000.08
Unrestricted (donor designated)	Project SHARE	\$24,332.50
Turkeys for Thanksgiving	Project SHARE	\$1,000.00
Medical Services for Low Income Patients	Sadler Health Center	\$24,000.00
Unrestricted (donor designated)	Sadler Health Center	\$890.31
James Wilson Emergency Shelter	Safe Harbour	\$45,000.00
Unrestricted (donor designated)	Safe Harbour	\$12,095.09
Summer Camp Scholarships (Proceeds from Gala)	Summer Program for Youth	\$16,617.19
Scholarships	Summer Program for Youth	\$13,000.08
Unrestricted (donor designated)	Summer Program for Youth	\$4,480.68
RASE House	The RASE Project	\$10,500.00
Unrestricted (donor designated)	The RASE Project	\$1,135.52
My Brother's Table	The Salvation Army	\$26,765.00
Senior Action Center	The Salvation Army	\$11,471.00
Social Services	The Salvation Army	\$11,000.00
Unrestricted (donor designated)	The Salvation Army	\$10,961.84
Family Services	UCP of Central PA	\$7,000.00
Early Intervention	UCP of Central PA	\$5,000.00
Unrestricted (donor designated)	UCP of Central PA	\$2,578.68
Community Participation Supports Carlisle	UCP of Central PA	\$1,000.08
Youth Programs	Victory Circle	\$3,000.00
Unrestricted (donor designated)	Victory Circle	\$712.39
Rape Crisis	YWCA Carlisle	\$17,000.00
Unrestricted (donor designated)	YWCA Carlisle	\$11,913.84
Girl Power	YWCA Carlisle	\$7,000.00
Community Preschool	YWCA Carlisle	\$5,500.00
Summer Camp Scholarships (Proceeds from Gala)	YWCA Carlisle	\$4,500.00
Club Cosmic	YWCA Carlisle	\$2,500.00
Storytellers	YWCA Carlisle	\$1,100.08
Total Investments to Partner Agencies		\$965,079.71
Covid Emergency Funding *	United Way of Carlisle & Cumberland County (UWCCC)	\$71,941.00
Success By 6 Initiative	UWCCC	\$55,560.00
EITC Pre-Kindergarten Scholarships **	UWCCC	\$41,954.00
Heating Assistance	UWCCC	\$3,418.00
Total Investments to UWCCC Programs		\$172,873.00
Other Donor Designated Pledges		\$271,852.29
Community Impact/Partner Agency Relations	United Way of Carlisle & Cumberland County (UWCCC)	\$96,627.00
TOTAL COMMUNITY INVESTMENT		\$1,506,432.00

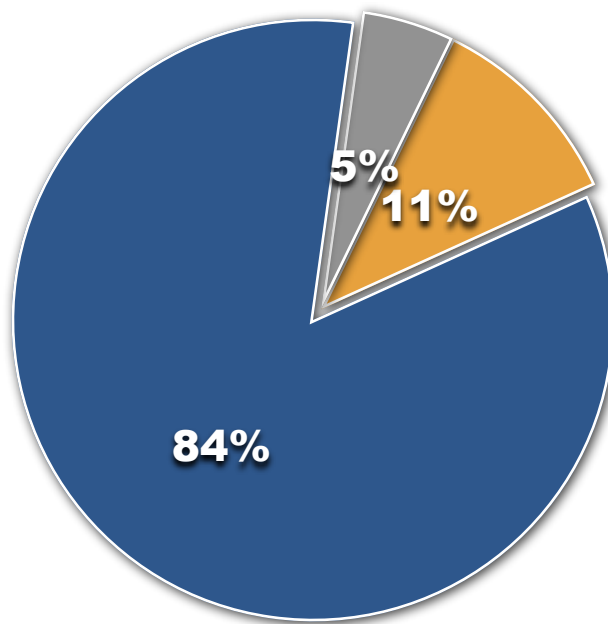
HOW GIVING WAS DIRECTED IN 2020



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 2020



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 donations from:

- ALLEN DISTRIBUTION
- KEEN TRANSPORT
- M&T BANK
- DICKINSON U-TURN

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

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

Jo-Ann Curtis
Marketing & Communications
Director

Karen Quinn
Success By 6 Director

2021-22 CALENDAR OF EVENTS

MARCH

Evening for the Children Gala

APRIL

M&T Bank Regional Glee:
College A Cappella Competition

MAY

Women United Annual Luncheon

JUNE

Humanitarian Award
U-Turn: Dickinson College &
Community Yard Sale
Campaign Pacesetter Breakfast

SEPTEMBER

Campaign Kick Off Event

OCTOBER

Day of Caring
Tocqueville Event

JANUARY

Celebration



United Way of Carlisle
& Cumberland County



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