

UNITED WAY OF THE EASTERN PANHANDLE

# ANNUAL REPORT 2017



# A MESSAGE FROM OUR BOARD CHAIR AND CEO

Friends,

We are delighted to share with you our 2017 Annual Report. As another year comes to a close, we continue to be inspired by the enthusiasm and generosity of the donors and partners across the area whom we are fortunate to work with and learn from. Together, we are working toward our Community Impact Goals: helping children and youth achieve their potential, promoting financial stability and independence for individuals and families, improving the health and wellness of individuals in our community, and ensuring individuals and families can meet their basic needs.

United Way of the Eastern Panhandle experienced many changes this fiscal year. This included the sudden passing of Chuck Ellison who served not only as Board Chair but whose commitment to United Way spanned 20 years. Chuck made a significant impact on our community across the full spectrum of community services. He was a caring and compassionate leader whose professional knowledge and skills and personal attributes enabled him to achieve great things both in his business practice and in our community. Thanks to Chuck for his dedication and leadership, our United Way continues on course for achieving great things for our Eastern Panhandle community.

This past year, United Way distributed grants to more than 30 area non-profit agencies while investing in the community through a variety of partnerships and programs such as Warming Hands and Hearts, Christmas Cash for Kids, Jefferson County Teen Court, Burke Street Promise Neighborhood Initiative, Relatives as Parents Program, WV 211/Regional Resource Connection, and Warm the Children, among others.

As you review this report, we hope that you will see the spirit of collaboration and commitment of our broad community of givers across the Eastern Panhandle. We stand together with each of you who bring the resources, innovation, passion, and hard work needed to create real change in our region.

Thank you for supporting United Way of the Eastern Panhandle as we continue to move closer to our vision of an improved community that fosters hope, opportunity, and prosperity for everyone.

**JOSH HOUSEHOLDER**

*2017 Board Chair*

**PENNY PORTER**

*CEO, United Way of the Eastern Panhandle*



# 2016-2017 BOARD OF DIRECTORS

## Board Officers

Board Chair – Josh Householder, Bank of Charles Town

Board Chair – Chuck Ellison, Frontier Communications

Vice Chair – Jared Adams, Adams Law Firm PLLC

Chair Elect – Brandy Reed, CNB Bank

Secretary – Charlotte Norris, West Virginia Healthy Kids and Families

Treasurer – Chuck Young, CoxHollidaYoung PLLC

Past Chair – Nancy White, Southeastern Assoc. of School Business Officials (SASBO)

## Board Members

Ruby Avey, Chick-Fil-A

Alice Barkus

Michelle Barnes-Russell, Frontier Communications

Jim Boutcher, Hollywood Casino at Charles Town Races

Dr. Peter Checkovich, Blue Ridge Community and Technical College

Charla Cody, ERA Liberty Realty

Bridget Cohee, Steptoe & Johnson

Richard Durham

Eddie Edmonds, Moler Avenue Church of the Brethren

Bill Florence, Hollywood Casino at Charles Town Races

Lyn Goodwin, Jefferson County Development Authority

Kim McGarrah, BB&T

Andrew McMillan, Jefferson Distributing

Tom Newcomb, A Plus Plumbing

Buzz Poland

Steve Roach, Roach Energy/ROCS Convenience Stores

Ed Slonaker, Morgan Financial Group

Corey Smith, Affigent

Tina Stover, WVU Medicine University Healthcare

Michelle Thomas, WVU Medicine University Healthcare

Arthur Thomm, Manpower

Joan Willard, RESA 8

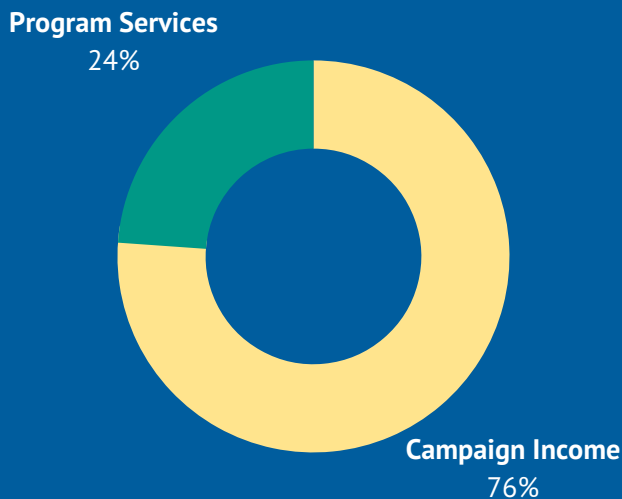
Mary Anne Wright

# FINANCIAL STATEMENT

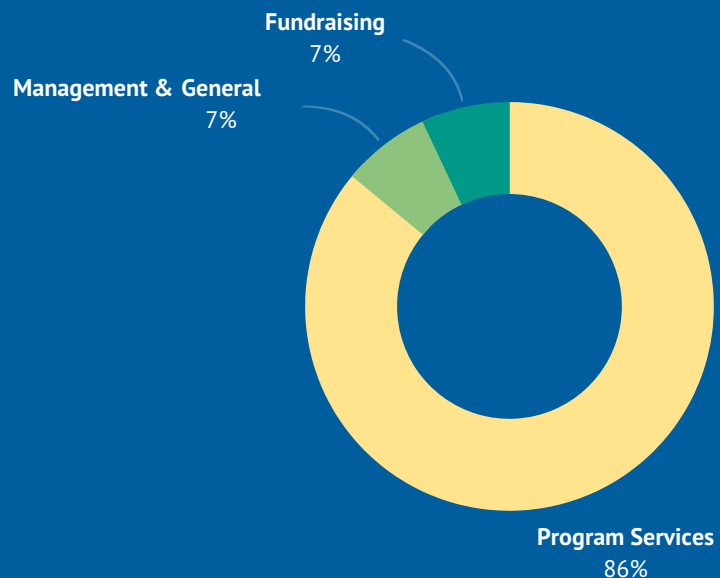
United Way of the Eastern Panhandle (UWEP) continues to operate in a solid financial position. Our fiscal year ending June 30, 2017 produced revenue that totaled \$1,055,486 from the generosity of our community.

Community donations continue to be invested in our Community Solutions Fund or through designations to specific agencies. Revenue is also generated through special projects and contractual services and are invested back into the community accordingly. Grants from our Community Solutions Fund are allocated to Partner Agencies for programs that align with our Impact Areas of Education, Financial Stability and Health. Those grant-funded programs seek to address root causes to the challenges identified in our Focus Issues which include Children in Poverty, Homelessness and Affordable Housing and Mental Health. Donors' dollars are leveraged with the partnerships and collaborations that we also build to support these funded programs. Expenses include those of management and general; marketing and fundraising; and program services and support. The following revenues and expenses reflect UWEP's 2016-2017 audited financial statements.

## REVENUES



## EXPENSES



## FEDERAL EMPLOYEES DONATE THROUGH THE COMBINED FEDERAL CAMPAIGN (CFC)

Federal employee donations are a critical element of our annual campaign and account for 13% of all dollars raised. These dollars come from federal agencies located in the Eastern Panhandle and surrounding installations, including the National Capital Area.

Pledges made by federal employees, including civilian, postal and military donors, during the campaign season (September 1 to December 15) support eligible non-profit organizations that provide valuable health and human services. Federation members are not charged dues. The United Way of the Eastern Panhandle assesses an 18% administrative and fundraising fee on designated gifts, in accordance with United Way Worldwide policy.

# 2016 -2017 Fact Sheet

## OUR MISSION

To inspire and mobilize our community to create change.

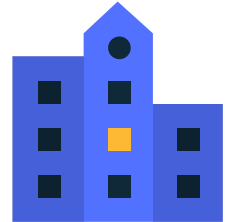


**30 Board Members**

Engaged in Donor Development, Community Leadership, Grant-making, Overall Administration

## Serving the Counties of:

- Berkeley
- Morgan
- Jefferson



## 4 Impact Areas

- Education
- Financial Stability
- Health
- Basic Needs



**MORE THAN \$900,000 in contributions**

from individuals, families, businesses, and organizations who work with United Way of the Eastern Panhandle to create real and lasting change in our communities.

**1,000 Volunteers**



came together on the 22nd Annual Day of Caring to work on 100 projects at 40 different locations.



**33 PARTNER AGENCIES**

that work to address the root causes of issues in the Eastern Panhandle.



**Thousands of Eastern Panhandle residents**

receive support and services each year through United Way and our Partner Agencies.



# 2016-2017 PARTNER AGENCIES

The Community Investment Committee has the important role of investing in community agencies and programs that work to address the root causes of issues in the Eastern Panhandle. This dedicated group of volunteers is tasked with reviewing proposals and budgets, visiting agencies, and making recommendations to our Board of Directors. We are always looking for additional residents who want to make a difference in our communities by participating in the Grants Review Process. If you are interested in working with our team in the future, please call the United Way office at (304) 263-0603.

Listed below are all of our Partner Agencies for Fiscal Year 2016-2017.

- BE-Hive, A Family Inspiration Place, Inc.
- Berkeley County BackPack Program
- Berkeley Senior Services
- Boys & Girls Club of the Eastern Panhandle
- CASA of the Eastern Panhandle
- Catholic Charities West Virginia, Inc.
- CCAP/Loaves & Fishes
- Children First Child Development Center
- Children's Home Society of WV
- Community Alternatives to Violence
- Community Networks, Inc.
- Family Resource Network of the Eastern Panhandle
- For Love of Children (The Outdoor Education Center)
- Girl Scout Council of the Nation's Capital
- Good Shepherd Interfaith Volunteer Caregivers, Inc.
- Habitat for Humanity of the Eastern Panhandle
- Horses with Hearts
- Hospice of the Panhandle
- JUMP (Junior Mentoring Programs)
- Berkeley County Meals on Wheels
- Martinsburg – Berkeley County Public Libraries
- Meals on Wheels of Jefferson County
- Norborne Preschool & Day Care Center, Inc.
- Panhandle Home Health, Inc.
- Partnership for Affordable Housing
- PurposeFULL Paws
- Shenandoah Women's Center, Inc.
- Shepherdstown Day Care
- South Jefferson Elementary School
- Morgan County Starting Points
- Wildwood Middle School
- West Virginia Coalition to End Homelessness, Inc.
- YoungLives of Jefferson County

## COMMUNITY INVESTMENTS



### EDUCATION

United Way funds a variety of programs that strengthen early childhood development and improve academic proficiency in reading and math.



### HEALTH

Physical, mental, and emotional health are vital in building a healthy community.



### FINANCIAL STABILITY

We work to help families become stable and financially independent.

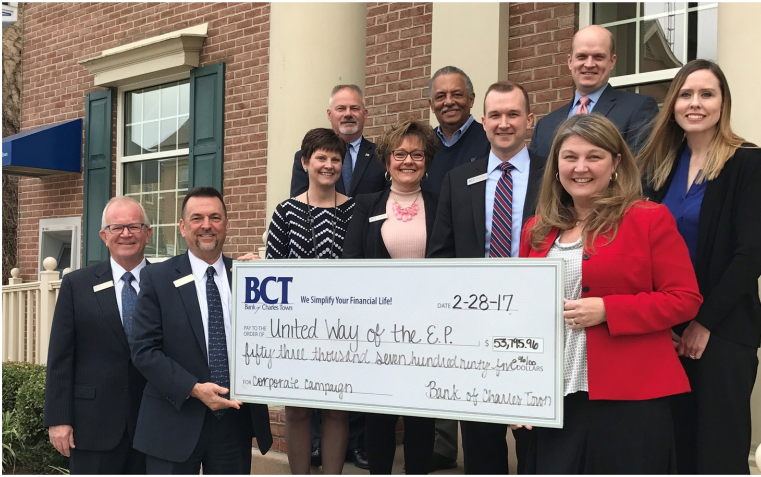


### BASIC NEEDS

United Way invests in programs that provide food, clothing, emergency shelter, and transportation to individuals.

## CAMPAIGN HIGHLIGHTS

This was an exciting year for United Way of the Eastern Panhandle's Annual Campaign! Bank of Charles Town, Hollywood Casino at Charles Town Races, and Macy's, Inc. achieved the highest results in terms of dollars raised and corporate contributions. Small businesses, corporations, non-profits, and individuals all contributed to our campaign success.



## DAY OF CARING

In September, we held our 22nd Annual Day of Caring. With an estimated 4,292 volunteer hours reported on this one day, the estimated value to the various community service projects at 40 different locations in Berkeley, Jefferson and Morgan counties amounts to more than \$101,119.



## LITTLE BLACK DRESS EVENT

In April, we held our first ever Little Black Dress Event. The fundraiser brought in more than \$17,000 to benefit United Way's Youth Literacy Initiative. The Initiative integrates creative methods to support school readiness and promote an appreciation for reading in young children.

## ANNUAL CELEBRATION

United Way of the Eastern Panhandle officially closed the 2016-2017 campaign year with its Annual Celebration, held at the Holiday Inn Martinsburg. During the breakfast event, supportive businesses and individuals were recognized for their incredible commitment to United Way.





# LEADERSHIP GIVING

## TOCQUEVILLE SOCIETY

Member De La Societe

(\$10,000 - \$24,999)

The McMillan Family (Bob & Tia,  
Andrew & Kakie)

Dr. John B. & Stephanie Sutton

Mr. Henry Willard II

## POTOMAC SOCIETY

Benefactor Leader Level

(\$2,000 - \$9,999)

Jennifer Armentrout

Neal & Alice Barkus

Brett & Anne Basham

Charles Carter

Dean Cognetti

G. Edward Grove

Stephen Skinner & Jeffrey Gustafson

Tim & Janette Lewis

Kristine Olson

JoAnn & John Overington

Scott & Linda Roach

Randall Rude

Bonnie & Bill Stubblefield

Eric Sundback

Patron Leader Level

(\$1,500 - \$1,999)

Bob & Charla Cody

Richard Durham

Garry & Hannah Geffert

Mark & Patricia Harrell

Lisa Horwich

Arch A. Moore III

Dr. Brian and Christine Palank

Harvey & Ginny Reisenweber

Walter & Arlene Simmons

Phil and Lynne Steptoe

Sustaining Leader Level

(\$1,000 - \$1,499)

John Allen

Erwin & Carol Asam

Lisa Babcock

Jacob Ball

John & Shelly Beatty

Suzanne Boslau

Jim Boutcher

Paul Bridgers

Joe & Susan Brookreson

Deborah Carty

Michael Caryl & Sara Douglass

Keith Unger & Constance Dowrick

Jeff Durham

David Fant

Patrick & Leigh Fleming

Kristie R. Hadley

Kevin Haymaker

Montie & Connie Hicks

Aaron & Jennifer Howell

Drs. Jesse & Karen Jalazo

Marty & Carol Kable

Dr. & Mrs. C.R. Kamath

Amy & Henry Kayes

Melissa A. Kerr

Susannah Lynch

Michael McGinnis

Dr. Babulal & Nongooch Pragani

Chazz & Donna Printz

Tina & Steve Roach

Barbara Scott

J. Edward Slonaker

Susan & Bradley Snowden

Honorable and Mrs. Robert W. Trumble

Dave & Joanne Wadsworth

Brian Ward

Nancy & David T. White

Chess & Lynn Yellott

Supporting Leader Level

(\$750 - \$999)

Jeff & Brenda Arndt

Dr. and Mrs. Edward Arnett

Barbara & Todd Beckwith

Marc & Helene Berk

Kimberly Borden

Keith Busby

Guy Chicchirichi, Jr.

Margaret & Dan Cogswell

David and Dana DeJarnett

Tammy S. Demick

Peter & Janet Dougherty

Peter & Jane Dufourny

Tracey & George Eberling

Mary Clare & James Eros

Bill Florence

Bob & Vicki Fulk

Sally Ann Greenfield

Dr. Rohit Gulati

Chris Hinchman

Joshua & Amber Householder

David W. Irvin

Christina G. Johnson

David Langford

Jack Lantz & Nancy Strine

Laurin & Phyllis LeTart

Lucien & Demi Lewin

Michael & Rebecca Linton

Robert & Sylvia Lowe

Ms. Teresa E. McCabe

Neil McLaughlin

J. Michael Braswell & Patricia McMillan

Peter & Betty Mulford

Mr. Kent & Mrs. Garland Nagy

Jane & Dong Park

Buzz & Lisa Poland

Penny and David Porter

Karen Raffo

Brandy M. Reed

Samantha Richards

Jason & Marlana Roach

Matt and Kelly Roach

Karen Sissler

John & Susan Skinner

Kevin & Tracey Starliper

Matt & Cathy Stickel

Tina Stover

Tom & Sue Tatterson

Linda Thomas

Charles & Susan Trump

Thomas Weitnauer

Paul and Lisa Welch

Bill and Jan Wertman

Grant Wetmore

Chuck & Emily Young

Anthony P. Zelenka



# CORPORATE GIFTS & EMPLOYEE CAMPAIGNS

\$10,000+ Donors

BCT (Bank of Charles Town)

Citigroup

City National Bank

CNB Bank

Ecolab

Fedex

Hollywood Casino at

Charles Town Races

ITW Sexton

Jefferson Distributing

Macy's & Company, Inc.

Martin's Food Market

MultiMedia Communications, Inc.

Orgill, Inc.

Potomac Edison - First Energy

Procter and Gamble Company

Roach Energy/ROCS Convenience  
Stores

UAW/GM Local #1590

United Bank

Valley Health

WVU Medicine University Healthcare

\$2,000 - \$9,999 Donors

BB&T

Bon Ton #5

Bowles Rice McDavid Graff & Love

Bresler Family Foundation

Center for Orthopedic Excellence

Comcast

DALB, Inc.

Farmers' & Mechanics Mutual  
Insurance Co.

Frontier Communications/Citizens  
Communications

Humane Society of Berkeley County

Journal Publishing Company

Martinsburg-Berkeley County Chamber  
of Commerce

Panhandle Home Health

Pill & Pill

Riddell Charitable Fund at  
Schwab Charitable

Shenandoah Valley Medical System

Step toe & Johnson

Target

The Hershey Company

UPS - Surrounding Areas

Wal-Mart

\$1,500 - \$1,999 Donors

Hospice of the Panhandle

Nationwide Insurance/Claims

Sheetz

WV Breeders Classic, LTD

\$1,000 - \$1,499 Donors

AT&T

Brentwood Industries

Community Networks, Inc.

Dan Ryan Builders

Dave Wadsworth & Associates

Jefferson Security Bank

Morgan County Schools

Morgan Financial Group

Nationwide - Surrounding Areas

Nationwide Insurance/  
Tom Jones Insurance

Plamondon Companies

Summit Point Raceway

Associates, Inc.

Weis Corporate

\$750 - \$999 Donors

Arndt McBee Insurance  
Agency, Inc.

Britt Reed Law Offices

CoxHollidaYoung PLLC

Guy's Buick - Pontiac

IBM Employee Services Center

Jackson Kelly, PLLC

JC Penney #0163

Panhandle Builders & Excavators

Royal Vendors

UnitedHealth Group

Wells Fargo

\$749 and below Donors

Abbott Laboratories

Adams Law Firm, PLLC

Allstate Insurance Agency/Ray  
Kohlepp Agency

Allstate Insurance/Louis J.  
DiGuglielmo

AmazonSmile Foundation

Associated Asphalt

Bank of America

Bennett Agency

Berkeley County

Government Employees

Berkeley County Schools

Berkeley Senior Services

Best Buy

Blue Ridge Community & Technical  
College

Boeing

Boys & Girls Club of the  
Eastern Panhandle

Brews Custom Awards LLC

Cassell & Prinz

City of Martinsburg

Costco

Crawford Law Group, PLLC

Decker & Company, PLLC

Eastern Panhandle Federal Credit Union

ERA Liberty Realty Martinsburg

Essroc

Exelon Corporation

First United Bank & Trust

Gap, Inc.

General Dynamics

H & R Block

Huntington National Bank

IBM Retiree Charitable Campaign

Jefferson County Schools

John E. Myers & Sons, LLC

Kinsley Construction, Inc.

Laboratory Corporation of America

Long & Foster Martinsburg

Lowe's #627

McDonald's of Martinsburg

Mid-Atlantic Pro-Tel

Miller's Chrysler Jeep

Orsini's Appliance Sales & Service

Panhandle Paints

Parks & Recreation Board of  
Martinsburg-Berkeley County

Payless ShoeSource

Plamondon Companies

Progressive Printing

River Riders

Rosemont Elementary School

Rotary Club of Charles Town

Shepherd University

Spring Mills High School

Sprint

The Hub

Weigle Insurance Agency

Williams WPC-I, Inc.

WV OASIS



# THANK YOU DONORS!

Your donations help United Way create real and lasting change in our region.

United  
Way



United Way  
of the Eastern Panhandle, Inc.