

CHARTING our course

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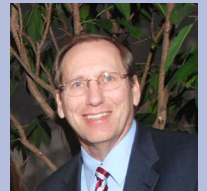
TD Bank

Our 2014 Community Report
is dedicated to the memory of

Gary A. Long

June 12, 1951 - August 8, 2014

Leader ~ Advocate ~ Friend



OVERARCHING GOAL

To increase the Common Good
Index by 20% by the year 2020.

COMMUNITY BUILDING GOAL

To increase the Philanthropy
Index in NH by 30% by 2020.

COMMUNITY connections

Reaching New Heights

We are proud to bring you this year's Community Report because it highlights some of the collaborative ways we are advancing the common good.

Under the guidance of our Board of Directors, we're implementing a Strategic Plan that will launch Granite United Way into its next phase of work. By working together and targeting investments in ways that demonstrate measurable change, we'll see greater return on our supporters' investments. We've developed a set of goals to improve community conditions by the year 2020. You'll see our goals illustrated throughout these pages.

As one of more than 20,000 supporters working with United Way to inspire change, you are in good company. We strive to celebrate every aspect of giving whether you made your first gift, or you've been giving for decades like our Loyal Contributors. This year more than \$7.3 million was pledged in support, and these investments are at work in local communities right now.

The number of people served by United Way programs and initiatives eclipsed 254,000 this year. The variety and scope of services provided is impressive: from basic life essentials like housing or access to health care for those struggling the most, to employment skills training and tax preparation assistance for those further along the path to success.

Your support is key to improving the lives of our neighbors. We hope this report inspires you to continue to work with us in creating lasting change that we can all celebrate.

Sincerely,



Patrick Tufts
President and CEO
Granite United Way



OUR MISSION

Granite United Way's Mission is to improve the quality of people's lives by bringing together the caring power of communities.

OUR VISION

Granite United Way's Vision is to be the preferred way people work together to build a community that values its collective responsibility to care for each other.

OUR STRATEGIC PROMISE

LOCAL | LEAD | ADAPT

EDUCATION impact

Educational Experiences for Tomorrow

Imagine the excitement of working with the team from NASA on a real project from space or building your own video game from just an idea - students from Granite United Way's BRING IT!!! initiative (Bringing Refugees, Immigrants, and Neighbors Gently Into Tomorrow) were given this opportunity in collaboration with the University of New Hampshire Manchester through their Science Technology Engineering Math (STEM) Program this year and the SEE Science Center's Technology & Innovation Academy.

Getting kids excited about and understanding the opportunities in science, technology, engineering and math is key to New Hampshire's success. Nearly 100 students in grades 4-12 from 10 local schools were able to participate in the program. The need is there. In New Hampshire, an increase of more than 17 percent is expected in STEM occupations by 2020.*

"Our society's definition of literacy has undergone a radical transformation in the last generation," explained Patrick Tufts, President and CEO of Granite United Way. "It is no longer enough to make sure that our students understand basic reading and math skills. Today's employers see literate employees as those who can gather, interpret and accurately respond to a variety of information sources."

*Economic and Labor Market Information Bureau, New Hampshire Employment Security



BRING IT!!! Students participating in the UNH Manchester's STEM Discovery Lab programs with STEM Lab Director, Sarah Jacobs



BE PART OF OUR GOAL
EDUCATION

To decrease by 20% the number of individuals not performing on track in math and reading by 2020.

YOUR GIFT IS MOVING THE NEEDLE

- 15,448 children participated in safe, enriching after-school activities
- 960 students received 17,441 hours of instruction through 55,007 lessons in the Literacy Initiative
- 204 students have improved their skills & are reading on-track with G UW investments in literacy
- 998 children attended enriching summer camps through G UW support
- 6,823 families received parenting support and education through G UW partner agencies

Every \$1 invested
TODAY
SAVES \$14-\$17 later
in a student's life

INCOME counts



Stephanie DePasquale helps Damani Barboza prepare his tax return while Lana Dizoglio, VITA Coordinator, assists.

Life-Changing Tax Prep Program

There are 6.3 million reasons for struggling families in New Hampshire and Vermont to be happy in 2014. When the United Way's annual Volunteer Income Tax Assistance (VITA) Program wrapped up this year, volunteers had completed 4,403 returns which resulted in \$6.3 million in federal refunds to those who needed it the most.

One of the highlights of this year's record breaking year was the move toward financial literacy for many. "We saw 21% more of our clients splitting that refund and putting a portion of it in savings," said Cary Gladstone, Director of Asset Building for Granite United Way. "This tells us that families are absorbing the information they receive and making positive changes in their lives."

Volunteers are trained by the IRS in the most up-to-date tax credits. They inform those with a household income of \$52,000 or less of ways they can utilize opportunities like the Earned Income Tax Credit to help them build a stronger future. This year, the program also offered its first "Virtual VITA Site" that brought the free tax preparation service to hundreds in the northern region that would otherwise have been under-served. Free tax return preparation was also available through MyFreeTaxes.com, where people could file their own returns with guidance from a certified facilitator.

Educating clients about the Earned Income Tax Credit and the Child Tax Credit has been one of the program's greatest successes. Between 2010 and 2012, the VITA program contributed to lifting 17,000 NH residents, on average, including 9,000 children, out of poverty each year.*

* According to the Center on Budget & Policy Priorities



To decrease by 20% the number of families and individuals who are financially unstable by 2020.

YOU HELP CREATE OPPORTUNITIES FOR STABILITY

- GUW support insured that 6,054 children could attend affordable childcare programs
- 5,596 individuals experiencing homelessness received services
- 12,759 seniors were able to safely remain in their homes
- Free legal and advocacy services were provided to 12,966 individuals
- GUW's partnership with Plymouth State University brought 200+ hours of student support to local community agencies and projects

VITA helped return
\$6.3 Million
in tax refunds
back into
NH households

Students Empowered to Create a Healthy Community

Through Granite United Way's Youth Leadership Program the next generation is already working to create healthy futures for their peers. After recognizing a serious drug misuse issue in their community, the Business Club at Laconia High School's Huot Technology Center developed a plan to educate their peers and change lives.

They presented a business proposal to a panel of five local business people who evaluated their presentation and awarded them \$1,000 in seed money. Essential components of their plan included collaborating on fundraising events with Stand Up Laconia and investing those dollars into an educational campaign to promote drug awareness and prevention.

"The Youth Leadership Program empowers our students to identify a problem, develop and implement a plan to solve the problem and feel good about the impact they have made," said Jannine Farrar, Advisor for the Business Club. "By investing their time and resources in the community these students have an opportunity to be part of something larger, something that might have changed the course of another student's life."



Students from the Business Club at Laconia High School's Huot Technology Center



BE PART OF OUR GOAL
HEALTH

To decrease by 20% the number of individuals engaging in unhealthy and/or risky behaviors by 2020.

YOUR DOLLARS PROVIDE ACCESS

- 13,869 individuals were able to access primary care providers through G UW support
- Mental health services supported 843 individuals at partner agencies
- 6,783 teens and adults received treatment for substance misuse
- 2-1-1 NH received over 48,000 resource and referral calls for NH residents last year
- 2,616 children and adults received dental care services

33%

of NH teens admit to having one drink of alcohol in the past 30 days

GIVE of yourself



Lauren and Craig Savage
Leadership Donors & Loyal Contributors

Investing Locally, Investing in People

“It’s easy to give when you know you are going to have an impact and you care about the community you live in,” were the words Craig Savage used to describe the commitment he and his wife, Lauren, share in supporting Granite United Way. The couple has been involved with United Way for more than 30 years, starting when they began making contributions through their workplace campaigns.

Their commitment grew as Craig held several volunteer positions on allocations and campaign committees while Lauren worked for a benefiting non-profit and saw those dollars in action. Together, they were able to see their support making a difference and increased their investment to the Leadership level 17 years ago.

This year, Granite United Way proudly presented Craig and Lauren Savage with the Rumford Leadership Award.

ADVOCATE for others

A Legacy of Caring & Changing Lives

For more than three decades when someone is in need, Rolanda Duchesne has stepped up and made things happen in the Northern Region. Her work at Granite United Way, and as the former Executive Director for United Way of Northern New Hampshire, is a tribute to the genuine dedication she has for her community. Rolanda has worked tirelessly as an advocate for those struggling to acquire basic needs like food and housing, as well as acting as a champion for education in the local school systems.

“Rolanda has demonstrated outstanding commitment to this community over three decades. With each economic challenge to the region, she has helped secure contributions for those most in need,” said Dr. Keith Shute, Leadership Donor and Loyal Contributor. “She has been resilient, creative, and an advocate for the community. She has become the face of United Way in our community.”

Rolanda considers herself among the most fortunate. “I am happy to come to work and am privileged to work with people who care about this community.”

Rolanda Duchesne
Director of Community Impact
Leadership Donor & Loyal Contributor



VOLUNTEER your time

Focus on Community

Like so many of us, Gordon Ehret has a packed calendar and hundreds of emails to answer when he logs in at his job as Project Leader at Hypertherm, Inc. But Gordon and his wife, Amanda, are committed to improving their community and creating a brighter future for their son, Willem, and his generation. Gordon has demonstrated the lessons his parents passed down to him through his volunteerism during Day of Caring, as Community Impact Committee Chair for the Upper Valley region and serving on Granite United Way's Board of Directors.

Gordon acknowledges that collaboration is the key to creating positive change. "Within my community, I found areas where I could be effective and saw success there. Being part of a team, at work and in the community, is what motivates me to continue to work with others to drive change for the better."

Gordon was named among *New Hampshire Union Leader's* prestigious "40 Under Forty" this year when Granite United Way nominated him. A well-deserved honor for someone who does more than wear the t-shirt, he shows us how to LIVE UNITED.



Gordon and Amanda Ehret with their son, Willem
Board Member & Community Impact Committee Chair
Leadership Donor

INNOVATIVE ways to help



Loaned Executives from the 2013 campaign are (l-r): Matt James (from Centrix Bank), Jennifer Sabin (from the University of NH) and Brandon Jordan. Not pictured are Lisa Segal (from Sanel Auto Parts) and Maura Carroll.

In 2013 our Loaned Executive Program was valued at over **\$50,000**

Granite United Way boasts a long-running Loaned Executives Program where employees are 'loaned' by their employers during the fall fundraising campaign. Loaned Executives work for Granite United Way, still paid by their employers, for 12 weeks. Companies can also sponsor students for the program.

This program benefits both the employer and employee by:

- Achieving larger organizational social investment goals
- Increasing employee participation in community service
- Developing professional skills like public speaking, sales, time management, and team-building

Additional volunteer opportunities range from campaign fundraising and office support to providing tax preparation to struggling families. There are endless ways your time and talent can help others.

For more information on how you or your organization can volunteer at Granite United Way, email info@graniteuw.org.

DAY of CARING

#GUWDOC

Making 'Wish List' Work Happen

During the months of September and October, Granite United Way hosted Day of Caring events statewide. This sea of volunteers wearing blue VOLUNTEER t-shirts worked tirelessly for our non profit agency partners and participated in projects like preparing camps for the winter, painting, renovating, providing administrative assistance and other 'wish list' items.

THANK YOU to everyone who made a difference last year - we look forward to seeing you again at this year's Day of Caring!



\$148,132

Value to the community

*Based on the \$22.86/hour independent sector volunteer rate

6,480

Number of hours volunteered during #GUWDOC

180

Number of projects completed for local non profits

1,330

Number of volunteers participating in #GUWDOC events

STRENGTH in numbers

CONDENSED STATEMENT OF FINANCIAL POSITION (March 31, 2014)

Cash and cash equivalents	\$984,508
Pledges receivable	\$3,312,819
Prepaid expenses and other receivables	\$107,756
TOTAL CURRENT ASSETS	\$4,405,083
Investments	\$1,110,503
Beneficial interest in assets held by others (NHCF)	\$1,703,853
Property and equipment, net	\$1,524,431
TOTAL ASSETS	\$8,743,870
Future allocations payable and donor designations payable	\$4,011,583
Accrued expenses	\$116,667
Accounts payable	\$60,166
Deferred revenue	\$142,815
Long-term debt	\$272,163
Funds held for others	\$32,496
TOTAL LIABILITIES	\$4,635,890
Unrestricted net assets	(\$317,248)
Temporarily restricted net assets	\$4,324,831
Permanently restricted net assets	\$100,397
TOTAL NET ASSETS	\$4,107,980
TOTAL LIABILITIES AND NET ASSETS	\$8,743,870

CONDENSED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS (Year ended March 31, 2014)

Public support	\$6,829,856
State grant revenue	\$227,207
Sponsorships and other restricted contributions	\$318,088
In-Kind contributions	\$43,218
TOTAL PUBLIC SUPPORT	\$7,418,369
Administrative fees	\$140,730
Investment income	\$106,055
Realized and unrealized gain on investments	\$10,078
Increase in value of beneficial interest in trusts, net of fees of \$10,655	\$110,998
Miscellaneous	\$83,799
TOTAL SUPPORT AND REVENUE	\$7,870,029
Program services	\$4,891,105
Donor designations	\$1,551,774
Operating expenses	\$1,576,603
TOTAL EXPENSES	\$8,019,482
INCREASE (DECREASE) IN NET ASSETS FROM OPERATIONS	(149,453)
NET ASSETS, BEGINNING OF YEAR	\$4,257,433
NET ASSETS, END OF YEAR	\$4,107,480

Granite United Way does not receive membership dues and/or service charges from charitable organizations participating as members.

For full, audited financials please visit www.graniteuw.org

Top 50

Granite United Way Organizations

1. Public Service of New Hampshire / Northeast Utilities
2. NH State Employees' Charitable Campaign
3. Dartmouth College
4. Comcast
5. Lincoln Financial Group
6. Hypertherm, Inc.
7. United Parcel Service
8. LRGHealthcare
9. Hannaford Supermarkets
10. Concord Hospital
11. Citizens Bank
12. Bank of New Hampshire
13. Velcro Group Corporation
14. Dartmouth-Hitchcock Medical Center
15. Southern New Hampshire University
16. TD Bank
17. New Hampshire Charitable Foundation
18. Centrix Bank
19. Cogswell Benevolent Trust
20. McLane, Graf, Raulerson & Middleton, PA
21. Pike Industries, Inc.
22. Dartmouth-Hitchcock Manchester
23. New Hampshire Housing Finance Authority
24. Timken Aerospace
25. Merrimack Mortgage Company
26. Bank of America
27. St. Mary's Bank
28. Merrimack County Savings Bank
29. Catholic Medical Center
30. Sheehan Phinney Bass + Green PA
31. Devine Millimet
32. Liberty Utilities
33. Elektrisola, Inc.
34. PROCON
35. Enterprise Rent-A-Car
36. People's United Bank
37. Granite United Way
38. Meredith Village Savings Bank
39. Texas Instruments
40. True Value
41. Shaw's Supermarket
42. Endowment For Health
43. Community College System of NH
44. Concord School District SAU#8
45. Concord Group Insurance Company
46. Sanel Auto Parts Company
47. Pentucket Bank
48. Coca-Cola Bottling Co. of Northern New England
49. Northeast Delta Dental
50. TomTom

LEADING THE WAY



ALEXIS de TOCQUEVILLE SOCIETY

Granite United Way offers community leaders the opportunity to join United Way's Alexis de Tocqueville Society, named for 19th century French philosopher Alexis de Tocqueville, who deeply admired American's unique willingness to work for the public welfare and lend support to neighbors and countrymen especially in times of need. Granite United Way's Alexis de Tocqueville Society honors individuals who make an annual contribution of \$10,000 or more to United Way.

Ellen & Jim Bassett
Bill & Tina Bedor
Botnick Family Foundation
Kraig Burnham
The Jack & Dorothy Byrne
Foundation
Kevin & Michele Casey
Cochran Family Fund of the NH
Charitable Foundation
William & Ann Conrad
Philip L. Cote
Raymond G. & Olga Cote
R. David DePuy
Pamela Diamantis
Ben Gamache
William & Kathleen Gillett
David Glidden
David P. & Dorothy M. Goodwin
Family Fund of the NH
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Dennis & Elizabeth Hager
Philip Hanlon & Gail Gentes
Michael & Colette Jurnak
Mr. & Mrs. Thomas V. A. Kelsey
Heather & Brian Lavoie
Paul LeBlanc & Pat Findlen
Gary & Mary Long
The Lovett-Woodsum Foundation
Susan & Bruce Manchester
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Foundation

Peter & Jane McLaughlin
Dianne & John Mercier
Claira P. Monier
Al & Margaret Mulley
Nannu Nobis
Sean M. Owen
Mundy & Win Piper
Dick & Marsha Rawlings
Joe & Venetia Reilly
Mark Reilly
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Kurt & Elaine Swenson
J. F. Swope Fund of the NH
Charitable Foundation
TOSA Foundation
Wayne & Kathryn Trombly
Patrick & Allison Tufts
Norm & Pat Turcotte
Alex & Lisa Walker
Anne R. Wardwell
Edwin S. Webster Foundation
Doug & Tara Weckstein

3 donors wish to remain anonymous



"When Mike volunteered on the Audit Committee, we had an opportunity to see the inner workings of Granite United Way. Seeing how efficiently the organization operated was one of the main reasons we decided to become Alexis de Tocqueville Society Members."

*Michael and Colette Jurnak
Alexis de Tocqueville Society Members &
Loyal Contributors*

LEADERSHIP donors

Through their generosity and commitment, members of the Granite United Way Leadership Giving Society embody the true meaning of philanthropy, improve lives and transform our community. This list proudly recognizes those who made a gift of \$1,000 or more between June 1, 2013 and May 31, 2014.

Gifts of \$5,000-\$9,999

Patricia M. Anderson
John & Pamela Blackford
Ruth & Dick Blodgett
William L. Chapman
Dean & Evangeline Christon
Tom & Karen Clairmont
Daniel & Joan Collison
William & Susan Cutillo
Whit & Closey Dickey Fund
of the NH Charitable Foundation
Greg & Joanne Dickinson
Doug & Becky Ewing
Eric Fossum
Lucy T. Gobin
Alice & Arnold Goldstein
Jack R. Hutton
Harold & Betsy Janeway
Nanette Lee Jones
Terrance & Christine Large
Norman Levy & Rosemary Orgren
Dan & Cheryl McKenney
John & Anu Mullikin
Susan & Steven Paris
Penny Pitou & Milo Pike Charitable
Fund of the NH Charitable
Foundation
Robert & Elizabeth R. Porter
Chris & Tom Rath
Lawrence Root Trust
Jeffrey Seidenfaden
Gary Shirk & Ann Dippold
Robert & Miriam Smith
Eleanor H. Stark
Bayne & Jean Stevenson
Jack & Diane Terrill
Curt & Jan Uehlein
Marty Van Oot
Robert Wetzel
Jeffrey B. & Kathryn M. Wheeler
Kimon & Anne Zachos
6 donors wish to remain anonymous

Gifts of \$2,500-\$4,999

Daniel L. Andrus &
The Rev. Cheryl Moore
Stanley & Renate Arnold
The George Backer Family
Foundation
James J. Barry & Mary Quinton-Barry
Eda & Robert J. Bauman
Arpy Saunders & Jill Blackmer
Peter & Peg Blume
William J. Botticello
Thelma Brown
Jay Buckley
James & Gwynne Burkhardt
David Burns
Jeffrey Buzzelli
Steven Camerino
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Bryce Lambert
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Robert & Sylvia Larsen
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James B. Snodgrass &
Gerry Mitchell
Gustavo Moral
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Paul & Claudette Ramsey
Ronald & Kathy Reed

Karilee E. Reinking
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Sally & Jeremy Rutter
Jim & Dorian Scammon
Charles & Ellen Sheridan
William T. Sherry
Polly & Terry Shumaker
Keith & Tricia Shute
Rebecca M. Silva
Tim & Sue Soucy
Harold C. & Carol H. Sox
Kerri St. Jean
Dennis C. Stepro &
Charlene Wolfe-Stepro
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Scott & Claudia Walker
Steven C. Webb
Jack & Pat Weeks
David & Kristin Wenger
Kirke & Michelle Wheeler
Susan Williamson
Stephen & Michelle Witt
Peter M. Wood
Linda & John R. Young
6 donors wish to remain anonymous

Gifts of \$1,000-\$2,499

Paul Abad
Susan Ackerman
Glenn & Cathy Ahrens
Brad & Judy Aiken
Jaime Ainsworth
Mary Ann Aldrich
Dr. Samuel C. Aldridge
Daniel W. Allegretti & Judith S. Noyes
Susan W. Almy
Bruce Altobelli
Dick & Demetria Anagnost
Denise Anthony & Family
Martin Arkowitz
Charlie & Karla Armenti
David Armstrong
Trevor Arp
Wildolfo Arvelo
Ben Asselin
Dr. & Mrs. Anthony Aversa
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James & Constance Bouchard
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David J. Brillhart
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John & Kris Bristol
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Judith Burrows & James Mackay
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Hester Campbell
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Bea & Woolsey Conover
Bradford & Kathleen Cook
James G. & Peggy C. Cook
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Scott D. & Debora M. Cote
Laurence Coughlin
Tawnya Courtemanche
Ron & Maryjo Covey
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Robin & Dick Despins
Ryan Despins
Kim Devanney
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Robert Dewey & Pamela
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Dr. William E. &
Mrs. Patricia G. Dewhirst
Kirk Dickson
Mr. Dana Dickson
Glen & Mary Dillon
Frank & Barbara DiMaggio
John Dinkel
Chiara Dolcino
Michael & Lisa Donovan
Mr. Brian Donovan
Herbert & Mary Beth Dopfer
Mark & Fran Douglas
Paul Drahnak
Michael Drooff & Marilyn Farley
Barbara L. Drotos
Mr. Edward T. Drury
Scot Drysdale & Patricia Higgins
Dennis & Wendy Ducharme
Michael & Rolanda Duchesne
Daniel & Rhonda Duhamel
Anne Duncan Cooley &
Edmond S. Cooley
Pat & Holly Dunlea
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