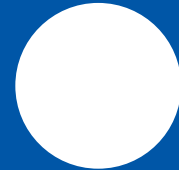
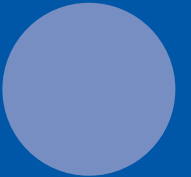
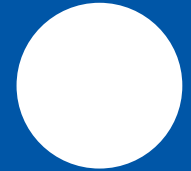
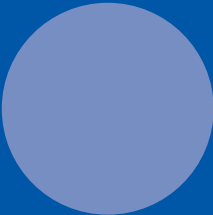
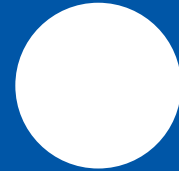
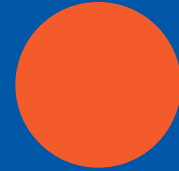
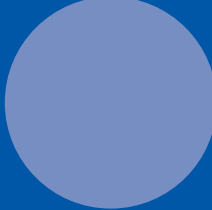


ONWARD



GRANITE UNITED WAY

Community Report 2015



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Our Mission & Goals

In the second year of the Strategic Plan adopted by the Board of Directors, Granite United Way continues to strive towards goals in the areas of Education, Income and Health.

Mission

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

Overarching Goal

To increase the Common Good Index by 20%
Based on improvements in education, income, health & community building

Our Community Building Goal

Increase the Philanthropy Index in our community by 30%
Based on charitable contributions of time, talent & treasure

Education Goal

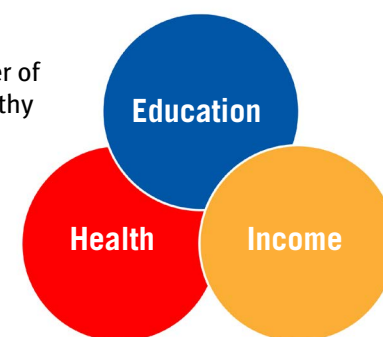
To decrease by 20% the number of individuals not performing on track in math and reading
Based on student performance data

Income Goal

To decrease by 20% the number of families and individuals who are financially unstable
Based on measures related to workforce capacity & financial capacity

Health Goal

To decrease by 20% the number of individuals engaging in unhealthy and/or risky behaviors
Based on measures related to access to clinical care and healthy behaviors





Working together moves our community forward

What an exciting time for United Way! This year marks five years since we officially became Granite United Way. We're working together in new, collaborative ways to create even greater impact in our community. Our 2014 campaign was the single largest United Way campaign in New Hampshire's history, generating more than \$7.8 million. This year, Granite United Way received the coveted 4-star rating from Charity Navigator, the highest rating a nonprofit organization can receive. In addition, we achieved Gold Level status by GuideStar, also the highest possible rating.

One thing hasn't changed - we couldn't accomplish all of this without your support. We are in our second year of implementing the Strategic Plan developed by our Board of Directors, and we're proud of the results so far. There is still more work to be done, but with more than 22,000 donors and volunteers working alongside us, we know that together we can meet those goals.

This year we've each had the privilege of connecting not only with our supporters, but those whose lives have benefited from the initiatives and programs your gift is invested in. It's humbling to learn about how someone's life took a different, more positive turn, because they had access to services they needed. We've featured a few of those stories in this report. We were particularly moved when a student proudly shared his report card with us, noting the improvement in his grades. Those stories are the ones that keep us focused on our work to advance the common good.

Thank you for your continued support and for partnering with us to move our community onward.

Sincerely,

K. Mark Primeau
Chair, Board of Directors

Patrick Tufts
President and CEO

22,000+
donors &
volunteers

\$7.8
Million
raised during
2014 Campaign

Achieved
GOLD LEVEL
by GuideStar

4-STAR
Charity rating
by Charity
Navigator

300,000+
impacted by
our work

480+
companies &
organizations
engaged

685
non profits
received grants
& donor
designations





EDUCATION



Life changing programs

Hearing Nitanga’s story is inspirational. His family survived the genocide in Rwanda and were among those who escaped to Tanzania and landed in a refugee camp. He can still recall the thirteen years his family struggled to survive under deplorable conditions before learning they were among those offered the opportunity to come to the United States.

When he arrived in New Hampshire, Nitanga had never spoken the English language. Adapting to a new environment and creating new friendships through the BRING IT!!! after school program were key to his well-being. He excelled by utilizing the homework assistance and developed as a soccer star in the program. With additional community support, he successfully completed high school, obtained a driver’s license and officially become a United States citizen.

As a Loaned Executive for Granite United Way, he had the chance to ensure that other students like him will continue to have access. “I am grateful to represent the community that gave so much to me,” said Nitanga. “This community helped me realize I could go further in life.”

Nitanga is committed to our community. After he completes his Bachelor’s Degree in Sociology at Southern New Hampshire University, he plans to dedicate his life’s work to helping others in need.

“My story is not the only one like it. I want to make sure that others struggling to improve their lives have the support system I did.”

Nitanga Jean de Dieu
BRING IT!!! alum
Granite United Way Loaned Executive
Student at Southern New Hampshire University



1 IN 3 STUDENTS
are off track in
math literacy

500+ STUDENTS
are back on track
in reading in our
literacy initiative

19,000+
INDIVIDUALS
served by education
based programming

Students today ~ tomorrow’s change agents

Granite United Way and Plymouth State University’s Student Learning Initiative focuses on preparing today’s students to be tomorrow’s change agents. Each year, 200 PSU students are trained to engage in meaningful, comprehensive service-learning experiences. These engaged young people then provide thousands of hours of volunteer time to over 50 non-profits in Grafton County, bringing over \$85,000 of in-kind support to the community. Recognized as a best practice by Campus Compact, this unique partnership works to strengthen our future community leaders by broadening their understanding of community issues and building skills for evaluating and implementing complex solutions.

▶ Building community bridges



Prudence Pease
Working Bridges Resource Coordinator

She's known as the "United Way lady." Every day Prudence Pease can be spotted in her LIVE UNITED branded clothing, truly embodying the spirit of the slogan. As the Resource Coordinator for the Working Bridges program in Upper Valley, she holds office hours in six different companies that have chosen to offer additional support to their employees. Some days, Pru can be found helping an employee who is struggling to make their rent after a major car repair or she might be assisting a working parent who needs to secure adequate day care for their young child.

"Each day I have the privilege of helping my neighbors improve their lives," said Pru. "I know that by connecting each of these people with the resources they need, I'm making our community stronger."

The project is working. The six pilot companies - Hypertherm, Dartmouth Hitchcock Medical Center, Simon Pearce, King Arthur Flour, Kendal at Hanover and Alice Peck Day Memorial Hospital - are all seeing positive results from the Working Bridges program. In addition, the program works with local banks to help employees access personal loans that help them address immediate needs. Once the loan is fulfilled through their payroll deduction, employees are encouraged to begin a savings program to address future needs.

"We believe the Working Bridges program is a way to help our associates access resources for their non-job-related problems," said Evan Smith, CEO of Hypertherm, one of the companies engaged in the Working Bridges program on site. "We value our associates and want to see them lead healthy, productive lives. Based on sound evidence and a strong alignment of philosophies, we're confident that Working Bridges will help our employees AND our company by reducing absenteeism, increasing retention rates, and improving work-place health and safety."



INCOME

CHILDHOOD POVERTY

**In 2014, NH had the
fastest-growing rate
in the United States**

\$7.2 MILLION
**in tax refunds back
to NH households
through the Volunteer
Income Tax Assistance
(VITA) Program**

200 EMPLOYEES
**accessed critical
resources through
Working Bridges in
its start up phase**



HEALTH



A new direction

Sometimes Sabrina Gingras looks back at her younger self and cannot even recognize that person. This accomplished mother of two was once a young teenager who was heading down a dark path.

Following a series of poor choices and running with a group of friends misusing drugs and alcohol, Sabrina had found herself expelled from high school. Her family rallied and enrolled her in an alternative high school to ensure her education continued. There she was separated from the toxic environment and began to thrive with the programs and resources available to her. Eventually, she reintegrated into Concord High School and graduated with her peers.

“There is a serious epidemic of substance misuse in our young people,” said Sabrina. “Since I’ve graduated there have been six deaths in our class. It’s devastating and makes me grateful that my family and community were there for me. I cannot imagine missing out on the life I have now.”

Sabrina continued to challenge herself after high school and graduated from New England College with a Bachelors Degree in Psychology and Child Development. In addition to her schoolwork, she volunteered at several local nonprofits including the Live & Let Live Farm and the Boys & Girls Club of Concord. She also served as a Loaned Executive for Granite United Way.

“These are some of the programs that helped me get through high school and I wanted to give back. I still keep in touch with the teachers and directors who helped change the trajectory of my life,” said Sabrina. “I’m proof that you can overcome anything. And when you do, it’s time to give back so others can have the same opportunity to change that I did.”



1 in 6 NH TEENS
have abused
prescription drugs

\$1.84 BILLION
the annual cost of
substance misuse to
New Hampshire

NH RANKS 49th
in the nation on
treatment access



Sabrina Gingras
Granite United Way Loaned Executive



GIVE



More than a lifetime of giving

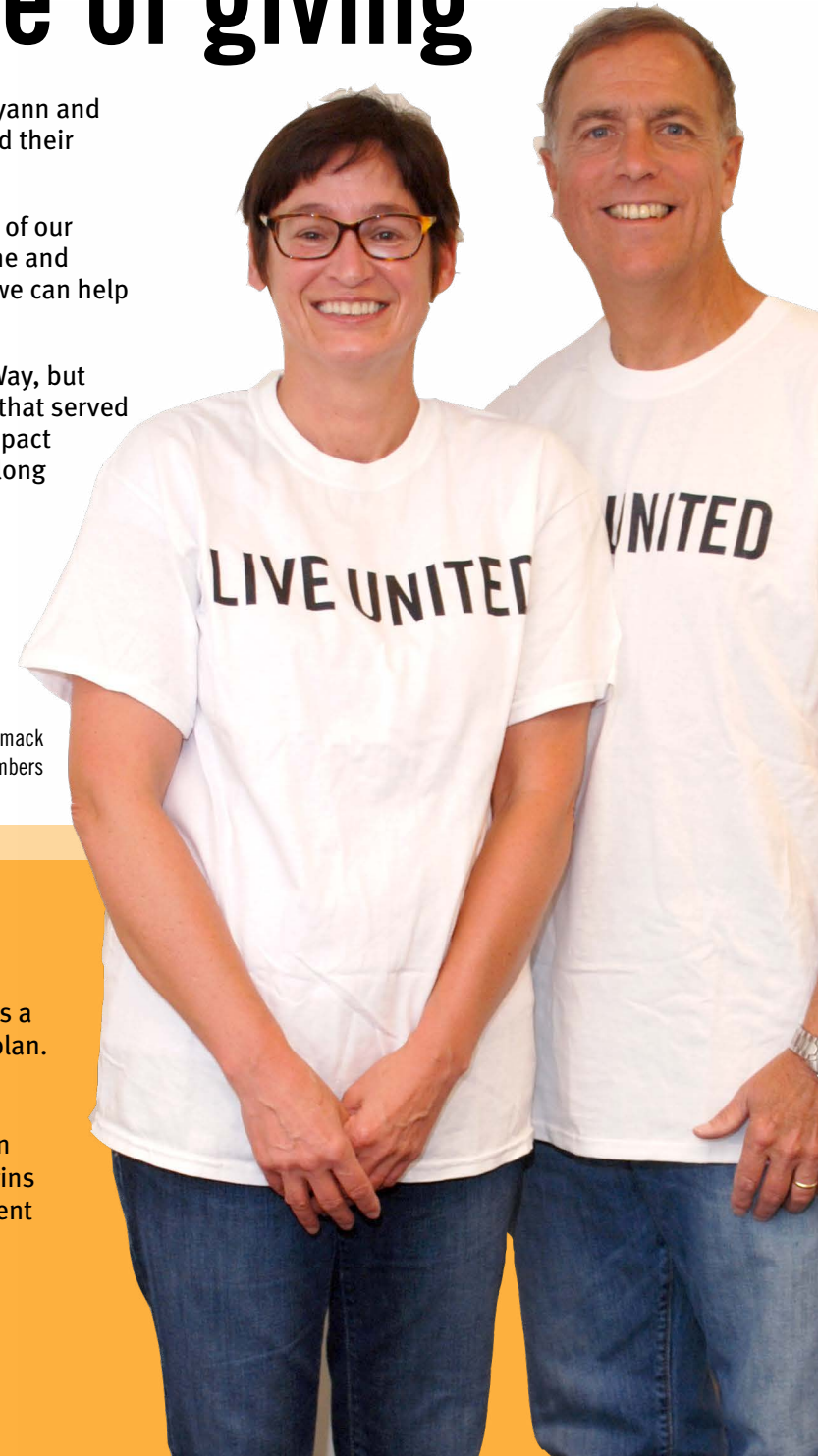
There is nothing greater than the ability to change lives, according to Maryann and David McCormack. They've decided to invest in their community far beyond their annual giving by making Granite United Way part of their estate plans.

"We chose to include Granite United Way because they are good stewards of our dollars," said Maryann. "Their investment focus areas of Education, Income and Health are in line with what David and I feel are the most important ways we can help the community we care about."

They have long been Leadership Givers and Loyal Contributors to United Way, but when Maryann's volunteer work included on-site visits to local programs, that served as the turning point for them. Each visit was a powerful reminder of the impact their gift was making and they wanted to make sure funds were available long after they were gone. This led them to join Granite United Way's Legacy Society and designate a portion of their gift to the Endowment Fund.

"We realized we had the opportunity to really impact our community beyond our annual gift," said David. "As a couple, we are interested in making long-term change and this is the perfect vehicle for that."

Maryann and David McCormack
Leadership Givers, Loyal Contributors & Legacy Society Members



\$7.8 MILLION
raised during the
2014 Campaign

\$379,000
received in bequests
this year

60 MEMBERS
of the Alexis de
Tocqueville Society

Investing in the Future

This year Granite United Way was fortunate to receive three generous bequests from the estates of Lucia Ewing, Faith Sulloway and Ernest LeBlanc. These thoughtful planned gifts will help generations to come.

There are many ways you can help contribute to the future of your community. Perhaps you might join the Legacy Society, like Maryann and David, by including Granite United Way in your will or estate plan or you may choose to contribute an outright gift to Granite United Way's Endowment Fund.

Some donors have even endowed their annual gift by naming Granite United Way as a beneficiary of their IRA or 401K retirement plan. There are lots of options to explore.

If you are interested in learning how you can leave a lasting legacy, contact Jennifer Higgins Pitre, Vice President of Resource Development at 603.625.6939, ext. 116 or email her at jennifer.pitre@graniteuw.org.

Alexis de Tocqueville Society

Our Alexis de Tocqueville Society is comprised of our most generous supporters. During 2014, each of these donors have invested \$10,000 or more in their community through Granite United Way. Their combined gifts tally nearly \$900,000 and this support is leading the way in our efforts to advance the common good.



Ordre d'Égalité (\$50,000 – \$74,999)

TOSA Foundation
Anne R. Wardwell †
1 donor wishes to remain anonymous

Ordre de Liberté (\$25,000 – \$49,999)

The Jack & Dorothy Byrne Foundation
Mark & Sally Stebbins
J. F. Swope Fund of the NH Charitable Foundation
1 donor wishes to remain anonymous

Ordre de Classique (\$15,000 – \$24,999)

Paul LeBlanc & Pat Findlen
2 donors wish to remain anonymous

Membres de la Société (\$10,000 – \$14,999)

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Doug & Tara Weckstein
2 donors wish to remain anonymous

† Deceased



▶ Leadership giving

More than 1,100 individuals invested \$1,000 or more in our community this year. Thank you to each of our Leadership donors for demonstrating true commitment in your annual giving.

Champion (\$5,000 - \$9,999)

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Kimon † & Anne Zachos
3 anonymous donors

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Meeting the CHALLENGE

Donors were able to double their gift this year through four Challenge Matches offered by Loyal Contributors during the campaign to encourage new or increased gifts.

In the Southern Region, Mark and Sally Stebbins offered a \$25,000 Challenge Match and in Merrimack County John Swope offered a \$25,000 Challenge Match as well. Two anonymous donors also offered matches; \$25,000 in Upper Valley and \$10,000 in the North Country. Thank you to our donors who helped us leverage these generous gifts.



Mark & Sally Stebbins

John F. Swope

Leadership giving continued

Benefactor (\$1,000 - \$2,499)

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 Scott Franzen
 Kathy & Roy Walker
 Marilyn Walker
 Nicholas & Mary Jane Wallner



TOP 50 COMPANIES

1. Eversource Energy
2. NH State Employees' Charitable Campaign
3. Comcast
4. Dartmouth College
5. United Parcel Service
6. Hypertherm, Inc.
7. Lincoln Financial Group
8. LRGHealthcare
9. Hannaford Supermarkets
10. Dartmouth-Hitchcock Medical Center
11. Bank of New Hampshire
12. Southern New Hampshire University
13. Concord Hospital
14. TD Bank
15. Velcro USA Inc.
16. Pike Industries, Inc.
17. McLane Middleton P.A.
18. Dartmouth-Hitchcock Manchester
19. Citizens Bank
20. City of Manchester
21. Timken Aerospace
22. Eastern Bank
23. Cogswell Benevolent Trust
24. New Hampshire Housing Finance Authority
25. New Hampshire Charitable Foundation
26. Sheehan Phinney Bass + Green PA
27. PROCON
28. St. Mary's Bank
29. Bank of America
30. Catholic Medical Center
31. Enterprise Rent-A-Car
32. Merrimack County Savings Bank
33. People's United Bank
34. Devine, Millimet & Branch, PA
35. True Value
36. Liberty Utilities
37. Meredith Village Savings Bank
38. Texas Instruments
39. Elektrisola, Inc.
40. Granite United Way Employees
41. Shaw's Supermarket, Inc.
42. Jane B. Cook 1983 Charitable Trust
43. Sanel Auto Parts Company
44. Concord Group Insurance Company
45. Baker Newman Noyes LLC
46. Community College System of NH
47. Northeast Delta Dental
48. Nathan Wechsler & Company
49. Merrimack Mortgage Company
50. Dimatix Fujifilm

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 Darcy Walton
 Susan Wante
 Kyle Ware
 Mark Watts
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 John & Gail Weeks
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 Christian & Deb Zimmermann
 William Zorn
85 anonymous donors

We have made every effort to ensure the accuracy of our information and apologize for any errors found within this list. For questions, call 603.625.6939 or email info@graniteuw.org.

† Deceased



ADVOCATE



Connecting people

The phone never stops ringing, because there is always someone in need. This year, Granite United Way's 2-1-1 New Hampshire team answered more than 40,000 calls from residents seeking resources for critical needs like fuel assistance, legal help and emergency housing.

"Our specially trained Information Call Specialists connect callers with thousands of resources and programs," said Heather Aicholtz, Director of 2-1-1 New Hampshire. "Many of our callers weren't even aware of the resources available to them. Once they utilize the 2-1-1 service they are more likely to call again the next time they need questions answered."

Jane Davis was one of those callers. After a dishonest contractor abandoned her major home renovation project mid-way, she was left with her beloved home torn apart and without the funds to complete the project. In jeopardy of foreclosure, 2-1-1 helped connect her with the Home Help NH foreclosure prevention program.

"I was overwhelmed and felt like I had run out of options. I bought that home as a single mom and raised my son there, I didn't want to lose it," said Jane. "When I called 2-1-1, the person on the other end of the line helped me connect with the Home Help NH program where I was eligible for a mortgage modification that saved my home from foreclosure."

In addition to their regular calls, the program is also the point of contact for the Volunteer Income Tax Assistance (VITA) Program scheduling and for the Home Help NH foreclosure program. The 2-1-1 initiative is supported by United Ways across New Hampshire in addition to generous donors and the partnership developed with Eversource Energy. Eversource provides physical space and technological support for the 2-1-1 call center.

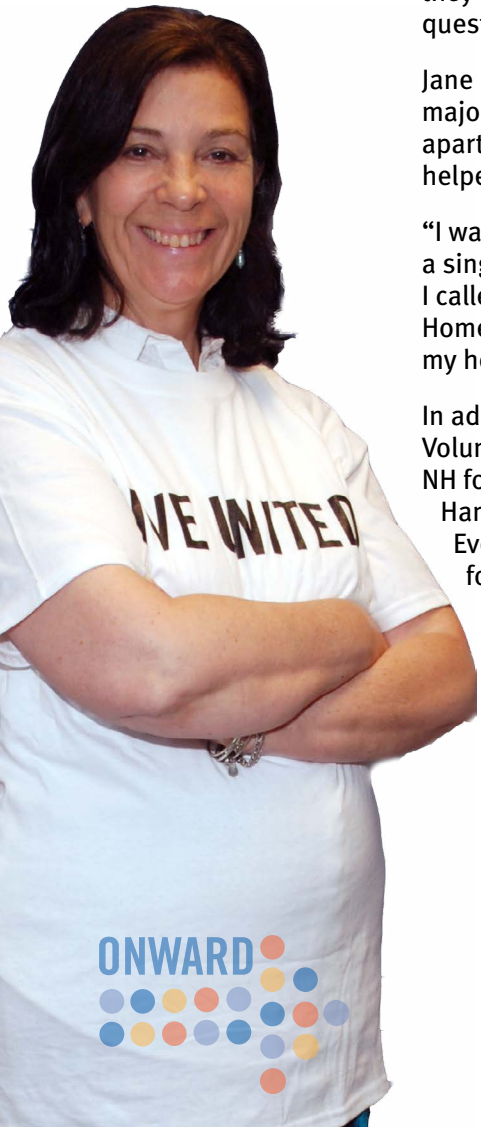
"I have referred people to 2-1-1 many times. It is one of New Hampshire's greatest resources and it is so simple to remember," said Jane. "A call to 2-1-1 helped me save my home."

Jane Davis
New Hampshire resident
2-1-1 New Hampshire caller



40,000+ CALLS
answered by 2-1-1
resource specialists
annually

46,145 CALLS
just for housing/shelter
since 2-1-1 started
in 2008



Heather Aicholtz
Director of 2-1-1 New Hampshire

▶ Engaging the community



VOLUNTEER

There's no shortage of energy for this couple. Ron and Linda Goyette have been the go-to team when it comes to keeping local food pantries stocked. Each spring for the last 22 years, this couple works tirelessly to organize the Letter Carriers' Annual Food Drive. Recruiting hundreds of their neighbors to make donations and assist with distributing to local food sources has become an organized effort thanks to the Goyette family.



2014 VOLUNTEER STATS

Volunteers	2,538
Hours donated	15,613
VALUE TO COMMUNITY	\$398,974

Ron and Linda Goyette
Loyal Contributors & long-time volunteers

Ron recalls waiting with his father in the line at the local food pantry as a child. With hard working parents and a family of 13 children, Ron understood the important role his community played in his life. His mother stretched every item of donated food in creative ways to ensure the family never went to bed hungry. Linda's family also felt the struggle of making ends meet and the couple has made giving back to the community a focus of their volunteer efforts.

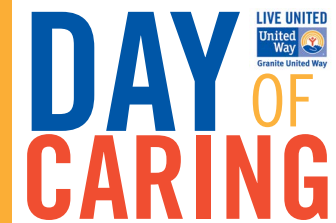
"Over time I realized that food did not fall out of the sky, and I knew I would make sure others had the same resources," said Ron, a former United Way Board Member. "When I had the opportunity to participate in the Letter Carriers' Food Drive it meant I could make sure that other children, like I once was, would not go to bed hungry."

This year more than 16 tons of food were donated to local food pantries across New Hampshire during the drive thanks to volunteers like the Goyettes. "It has been a wonderful experience for Linda & me knowing that our communities care about their neighbors and take action to help them."

MAKING A DIFFERENCE

It's a lot more than a single day - Granite United Way's Day of Caring events make a lasting impact for local nonprofit organizations. Each fall thousands of volunteers join forces with Granite United Way to donate some 'sweat equity.' Throughout the summer these agencies develop their 'wish list' of projects that they need help with. Projects range from painting & landscaping to office assistance & working with animals.

It's just one of the ways to volunteer with United Way. We also need volunteers throughout the year for campaign cabinets, tax preparation, review teams and administrative help. Email info@graniteuw.org to learn how you can share your talents!



▶ Collective impact

“Great things happen when we Live United,” and a great example of that motto is the collective impact movement happening in the Southern Region of Granite United Way. The Neighborhood Health Improvement Strategy (NHIS) is a roadmap for improvement to address complex, diverse needs in targeted communities. This first of its kind effort joins together nonprofits, federal and local funders, health care organizations, municipal leaders, residents, the Manchester Health Department and the Manchester School District in a holistic manner, bringing critical services to vulnerable neighborhoods. By implementing strategies focused on building capacity in children, adults and neighborhoods ‘cradle to career’, they are breaking new ground when it comes to working together.

The Neighborhood Health Improvement Strategy is a collective effort of non profits, health care organizations, municipal leaders, neighborhood residents, the Manchester Health Department and the Manchester School District. This first of its kind effort addresses community needs in a holistic manner, bringing critical services to vulnerable neighborhoods.

“The strategy encourages a coordinated approach to the multi-faceted needs of our poorest residents. The rising rate of poverty in Manchester may be concentrated in these targeted neighborhoods, but as a resident of Manchester, I know its prevalence affects every resident or person connected to this community, whether we realize it or not.” Robert Tourigny, Executive Director, NeighborWorks Southern New Hampshire.

This innovative, integrated model will support children and families in the Beech Street, Gossler Park and Bakersville communities with the expansion to other priority areas neighborhoods in the future. *To view a full copy of the plan, visit www.graniteuw.org.*

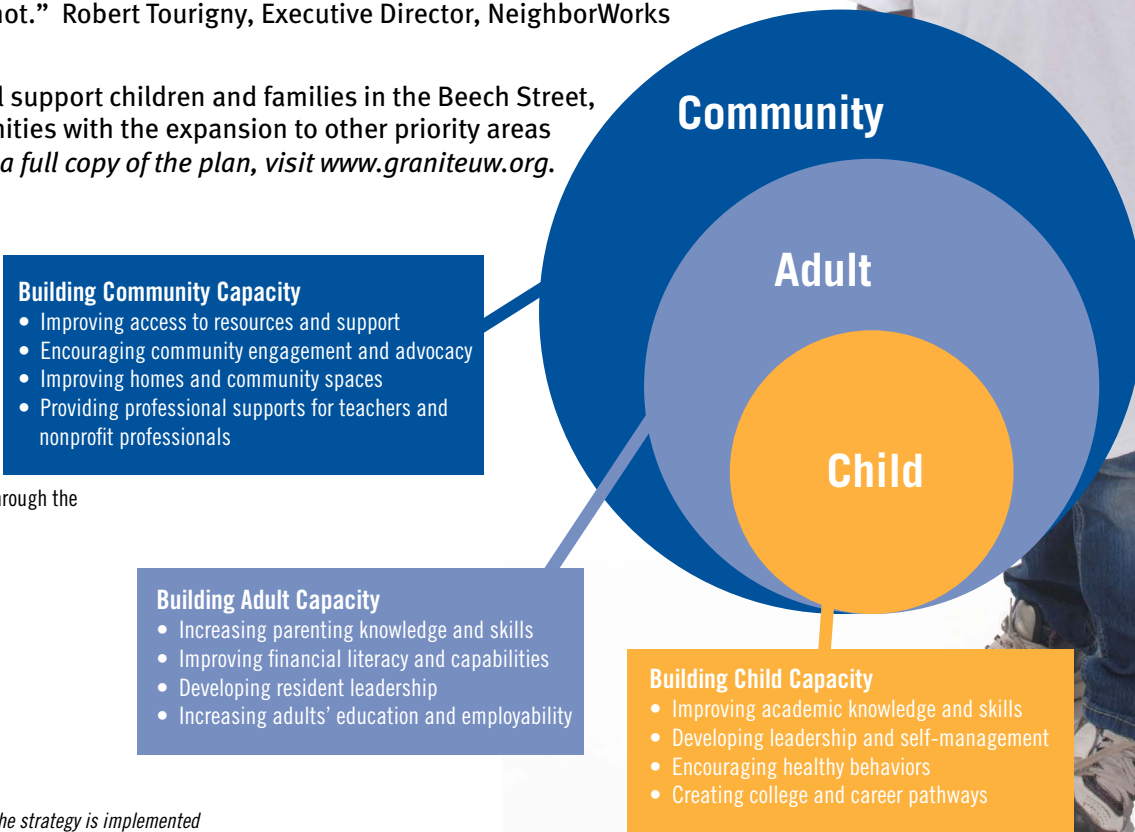
Major Funding Partners*

Granite United Way
New Hampshire Charitable Foundation
The Cogswell Benevolent Trust
The Endowment for Health
Elliot Health System
The Dartmouth Institute
The HNH Foundation
The Robert Wood Johnson Foundation
The Centers for Disease Control and Prevention
The National Prevention Partnership Awards Program through the U.S. Office of the Assistant Secretary for Health

Core Partner Organizations*

Manchester Health Department
Manchester School District
Easter Seals New Hampshire
NeighborWorks Southern New Hampshire
Child and Family Services of New Hampshire
Manchester Community Health Center
Mental Center of Greater Manchester
Granite YMCA

**as of press time, additional partners continue to join as the strategy is implemented*



▶ Bottom line results

CONDENSED STATEMENT OF FINANCIAL POSITION (March 31, 2015)	
Cash and cash equivalents	\$1,002,210
Pledges receivable	3,514,617
Prepaid expenses and other receivables	228,222
Investments	473,361
TOTAL CURRENT ASSETS	5,218,410
Investments-endowment	145,864
Beneficial interest in assets held by others (NHCF)	1,737,703
Property and equipment, net	1,452,541
TOTAL ASSETS	\$8,554,518
Future allocations payable and donor designations payable	\$3,592,885
Accrued expenses	161,665
Accounts payable	5,911
Deferred revenue on designation fees	42,838
Long-term debt	261,645
Funds held for others	66,756
TOTAL LIABILITIES	4,131,700
Unrestricted net assets	(105,096)
Temporarily restricted net assets	4,427,517
Permanently restricted net assets	100,397
TOTAL LIABILITIES AND NET ASSETS	\$8,554,518

CONDENSED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS	
Public support	\$6,824,610
Grant revenue	213,696
Sponsorships and other restricted contributions	253,649
In-kind contributions	31,169
TOTAL PUBLIC SUPPORT	7,323,124
Administrative fees	157,070
Investment income	99,903
Realized and unrealized gain on investments	19,750
Increase in the value of beneficial interest in trusts, net of fees of \$11,082	33,850
Miscellaneous income	53,605
TOTAL SUPPORT AND REVENUE	7,687,302
Program services	4,583,109
Donor designations	1,501,742
Operating expenses	1,287,613
TOTAL EXPENSES	7,372,464
INCREASE (DECREASE) IN NET ASSETS FROM OPERATIONS	314,838
NET ASSETS, BEGINNING OF YEAR	4,107,980
NET ASSETS, END OF YEAR	\$4,422,818

Granite United Way does not charge any member dues or fees from participating charitable organizations



TOP HONORS

Granite United Way has been rated a 4-Star Charity by Charity Navigator, America's largest independent charity evaluator. This coveted recognition is the highest possible rating and is only bestowed upon 1 in 4 rated charities. Granite United Way also received Gold Level recognition, the highest possible, by GuideStar, the world's largest source of nonprofit information. *Granite United Way is the only United Way in New England to hold both distinctions.*





GREAT THINGS HAPPEN WHEN WE LIVE UNITED

LIVE UNITED



Granite United Way

Connect with us!



www.graniteuw.org

Email us at info@graniteuw.org

Create your legacy.

Please remember Granite United Way in your estate planning.

Merrimack County
46 South Main Street
Concord, NH 03301
603.224.2595

Southern Region
22 Concord Street
Manchester, NH 03101
603.625.6939

North Country
P.O. Box 311
Littleton, NH 03561
603.444.1555

Northern Region
P.O. Box 614
Berlin, NH 03570
603.752.3343

Upper Valley
21 Technology Drive
West Lebanon, NH 03784
603.298.8499

Central Region
95 Water Street
Laconia, NH 03246
603.524.6864

Whole Village Family Resource Center
258 Highland Street
Plymouth, NH 03264
603.536.3720

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*Granite United Way is the only
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hold both distinctions*