DELIVERING IMPACT
Our Mission

Granite United Way’s Mission is to improve the quality of people’s lives by bringing together the caring power of communities.
Each year our Board of Directors challenges us to meet the needs of our community in the most effective and efficient way possible. This year we are implementing a refresh of our strategic plan with a goal of generating $11 Million during the campaign, and delivering $20 Million in total community impact by 2023. This is exciting and inspiring, and we are up for the challenge.

We have been serving New Hampshire for nearly 100 years, and also support Windsor County, Vermont. We continue to evolve to meet the needs throughout all of our communities. The strategic investments we make today, combined with our goals over the next five years deliver results like these:

- Our students will be more successful because they are ready to learn.
- Our communities will be stronger because its residents are financially stable.
- Our communities will be healthier because people have access to the services they need.

Together we are helping our neighbors Learn, Earn and Be Healthy. Your support has been critical in this effort, and we look forward to working with you in delivering the greatest impact possible.

Sincerely,

Heather Staples Lavoie
President, Geneia
Granite United Way Board of Directors Chair

Patrick Tufts
President and CEO
Granite United Way
The Youth Enrichment Partnership

Last year, Granite United Way’s volunteer-led Southern Region Community Impact Committee and the Norwin and Elizabeth Bean Foundation announced funding for an innovative, three-year, youth-focused program called the Youth Enrichment Partnership.

Granite United Way and The Bean Foundation joined together in a unique approach to supporting our low-income middle school youth and families across Manchester. Fifteen agencies across the city received funding to reduce barriers for middle school youth utilizing a hub and spoke model. This model brings together the best of services for youth in need at the place they feel most comfortable.

The Youth Enrichment Partnership has started to embed spoke services at the hub locations, increase staff trainings and provide consistent city-wide responses to the needs of students. Partners are able to refer across the network, create relationships amongst varying agency staff and have consistent trainings across all staff persons. One of the nonprofits, the Boys and Girls Club of Manchester, commended this collaboration, saying “We have greatly expanded our programming for middle school youth and are now open on Saturdays for this age group. We are collaborating even more with other agencies.”
In June 2015, Granite United Way, Bridge House and the Plymouth Area Renewable Energy Initiative (PAREI) embarked on an ambitious energy efficiency project. This collaboration grew to include Lakes Region Community Services, Tri-County CAP and the NH Electric Coop. Our goal was to lower operating costs at the Whole Village Family Resource Center and Bridge House, allowing us to further focus our efforts to support low and moderate-income residents and the homeless of the region.

With funding from multiple sources, primarily the NH Community Development Finance Authority (CDFA) and the New Hampshire Charitable Foundation, completed projects included the installment of 190 solar panels, LED lighting, solar daylighting at Bridge House and a new roof and air conditioning system at Whole Village. To date, the solar panels have generated over 95,000 kilowatt/hours of power and saved over $13,000, cutting the electricity bills by more than 50%.

These savings have been reinvested in the community in a variety of ways, including underwriting the daily dinners served at Bridge House and the RAISE Children initiative at Whole Village, promoting the healthy development of children through playgroups and informational workshops for parents. Granite United Way corporate partners supporting this project include Meredith Village Savings Bank, PROCON, Common Man Family of Restaurants, Bank of New Hampshire, Woodsville Guaranty Bank, Central Paper, Franklin Savings Bank, Nathan Wechsler & Company, MegaPrint, and Event Video Production.
BE HEALTHY

New Hampshire is currently facing a significant public health crisis related to opioid and substance misuse, with one of the highest per capita drug overdose rates in the country. Over the past few years, the State has invested significant resources in an attempt to strengthen the substance use disorder delivery system, however critical gaps remained.

In late 2018, New Hampshire unveiled plans for a new statewide access and delivery system for individuals seeking substance misuse treatment and recovery care that is client centered and integrated into local communities throughout the state. Through the State Opioid Response (SOR) grant, 211 NH was identified as the central access point for callers in the state who are seeking substance misuse services.

211 NH now offers each caller in need of substance misuse treatment or recovery supports a live, real-time connection to a trained professional at any one of the nine regional “hubs” or Doorways located throughout the state. The Doorways can provide a person seeking help a connection to a trained recovery support worker, a clinician, case management, and treatment and recovery options that can support a person throughout their recovery process. When a person does not know where to start, calling 211 NH can offer them a safe, secure, and supported connection to these new services, as well as help finding other resources they may need such as housing supports, employment services, and legal assistance. Since January 1, 2019, 211 NH has helped over 2,500 callers looking for resources related to substance misuse and has connected over 2,300 callers directly to one of the Doorways throughout the state.
LOCAL HIGHLIGHTS

CENTRAL REGION

Whole Village Family Resource Center in Plymouth received 3,897 requests for information and referral services by phone and walk-ins. Clients were referred to 9,255 services.

The Volunteer Income Tax Assistance (VITA) program in Laconia helped residents access $592,888 in federal returns which was a 46% increase from last year. This included $187,781 in Earned Income Tax Credits (EITC).

SOUTHERN REGION

“The Leader in Me” is a program based on Steven Covey’s The Seven Habits of Highly Effective People, integrating leadership development into the classroom curriculum, activities, faculty/staff development, and physical space, building resiliency in children that need it most. After a tour of Gossler Park School, the site of Granite United Way’s “The Leader in Me” launch in 2015, Mark and Sally Stebbins, owners of PROCON, were so inspired by the results that they committed to a two-year $225,000 Challenge Match to help bring The Leader in Me to every school on Manchester’s West Side.

Over 1,200 households utilized free tax preparation services, bringing over $1.4 Million in federal tax refunds to the community.

MERRIMACK COUNTY

Over 2,000 lbs. of prescription drugs have been safely destroyed through Capital Area Public Health Network activities, and nearly 900 parents and caregivers were provided with access to safe storage devices for prescription drugs and other potentially harmful substances.

Over 130 early childhood professionals participated in a free training series focusing on the prevalence and impact of trauma, promoting resiliency and capacity-building of children and their caregivers, and strategies for creating a trauma-responsive classroom.

NORTH COUNTRY

Over 570 hours of free legal assistance valued at over $100,000.

Over 12 companies engaged.

NORTHERN REGION

More than 170 households utilized the Volunteer Income Tax Assistance Program throughout the Northern Region bringing over $150,000 in federal tax returns to the area communities.

The Northern Region secured more than 6,000 lbs. of food for local food pantries with 50 volunteers bringing $3,800 of in-kind support to our partner agencies that, together, help combat food insecurity.

SOUTHERN REGION

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CHALLENGING OUR COMMUNITY

United Way Loyal Contributors and Alexis de Tocqueville Society Members, Liz and Dennis Hager, sponsored a $20,000 Challenge Match during the 2018 Campaign to inspire workplace employees in the Merrimack County and Central Regions, to make a new or increased Leadership gift ($1,000 or more) to Granite United Way.

Thanks to their generous Challenge Match, we have seen significant increases in gifts from existing Leadership donors and have welcomed many new donors into our Leadership Giving Society.

We are thrilled to share the results we have achieved last year and announce that Liz and Dennis Hager have agreed to sponsor the $20,000 Challenge Match again during the 2019 Campaign!

RESULTS TO DATE

$65,000+

WAS RAISED IN 2018
THANKS TO THE MATCH

AVERAGE NEW / LEADERSHIP GIFT = $1,130

AVERAGE INCREASE IN LEADERSHIP GIFTS = $208

LARGEST INCREASE IN DONATION FROM 2017 TO 2018 = $1,690

“Year after year, the employees of Bank of New Hampshire remain dedicated to the bank’s mission of supporting New Hampshire communities. THIS YEAR’S CONTRIBUTION OF NEARLY $130,000 AND 16 NEW LEADERSHIP DONORS is an outstanding example of that dedication. Supporting the United Way is important to Bank of New Hampshire and our employees because we see first-hand how our contribution continues to make a positive impact in the region and throughout the state.”

- Paul Falvey, President & CEO Bank of New Hampshire
Volunteers were out in full force during Day of Caring events across all six of our regions in September 2018. This year, Governor Chris Sununu volunteered at one of our projects. These incredible volunteers are making a positive impact in our community!

88 NONPROFITS
155 PROJECTS
2,600 VOLUNTEERS
8,000 VOLUNTEER HOURS
ALEXIS DE TOCQUEVILLE SOCIETY

Our Alexis de Tocqueville Society provides the foundation for our impact work. Each year, their generous annual gifts of $10,000 or more are working to improve lives and help our community Learn, Earn, and Be Healthy.

La Société Nationale ($100,000 - $249,999)
Eva Montembeault in memory of “Monty”
Mark & Sally Stebbins
TOSA Foundation

Ordre de Fraternité ($75,000 - $99,999)
1 donor wishes to remain anonymous

Ordre d’Égalité ($50,000 – $74,999)
The Jack & Dorothy Byrne Foundation

Ordre de Liberté ($25,000 – $49,999)
Bill & Tina Bedor
Joel & Cathy Bedor
Kraig Burnham
Dennis & Elizabeth Hager
Norm & Pat Turcotte

Ordre de Classique ($15,000 – $24,999)
Ellen & Jim Bassett
Bruce Carrozzi
David Glidden
J. Michael & Marilyn P. Hickey
J. Beatty & Susan Hunter
The Lovett-Woodsum Foundation
Nannu Nobis
Cathleen A. Schmidt
Gary Shirk & Ann Dippold
Kurt & Elaine Swenson
J. F. Swope Fund of the
NH Charitable Foundation
Charles A. & Lynne M. Walker
Edwin S. Webster Foundation

Membres de la Société ($10,000 – $14,999)
Patricia M. Anderson
Lisa Baldez & John Carey
Melinda & Joseph Bator*
Henry F. Berry Charitable Trust
Botnick Family Foundation
Barry and Caryl Bresinger*
William L. Chapman
David & Ellie Cochran
Philip L. Cote
Raymond G. † & Olga Cote
Michael & Shawnna Dion
Patrick Duffy & Jaye Gibson
Ben Gamache
Richard & Joanne Gustafson
Michael & Colette Jurnak
The Kfoury Family
Heather Staples Lavoie
Susan & Bruce Manchester
Dan & Cheryl McKenney
Peter & Jane McLaughlin
Dianne & John Mercier
Al & Margaret Mulley
Nordblom Family Foundation
Sean M. Owen
Mundy & Win Piper
Dick & Marsha Rawlings
Mark Reilly
Phil & Judy Ryan
Lynn & Gary Schwartz

Building a Legacy of Philanthropy

One of our Alexis de Tocqueville Society’s most dedicated members, Ray Cote, left a legacy of community investment when he passed away in February of this year. He and his wife of 67 years, Olga, valued the community where they lived, worked, and raised their family of seven children.

Ray was highly regarded for his strong work ethic and volunteerism throughout his community. Armed with his Bachelor’s Degree in Civil Engineering from the University of New Hampshire, he spent the next 30 years rising through the ranks at Harvey Construction until he retired as co-owner and President. Along the way, he was a champion of United Way, inspiring hundreds within Harvey Construction to value an investment in their community.

Throughout his career, he held several volunteer positions at United Way, including roles on the Leadership Giving Committee, Campaign Cabinet, and Board of Directors. He received numerous awards including the Citizen of the Year from the Greater Manchester Chamber of Commerce, and was a recipient of the Medallion Fund of the Manchester Community Foundation. Ray was also a retired member of the New Hampshire National Guard. Granite United Way honored Ray with the 2009 ADVOCATE Award for his support.

Ray’s loss is felt by many, and we thank him for building a legacy of United Way philanthropy that will endure for generations.
CELEBRATING OUR LEADERS

Support from our Leadership donors helps us deliver nearly $12 million in impact each year. Their investments are truly leading the effort in helping our communities Learn, Earn, and Be Healthy.

CHAMPION
($5,000 - $9,999)
Chryssa Alexis
Thelma Brown
David & Susan Cassidy
Danielle & Evelineline Christie
Bea & Woolsey Conover
William & Susan Cutillo
Doug & Becky Ewing
Alice & Arnold Goldstein
Richard & Sabine Griffin
Stephen L. Hackley
Philip Hanlon & Gail Gentes
Mr. Michael & Dr. Alison Holmes
Bryan & Brie Hussey
Harold & Betty Janeway
The Estate of Ralph A. Kirkman
Dr. Robert Larkin
Robert & Sylvia Larsen
Robert De Malis
Allison McLean
Jeremy Miller
Thomas & Judy Oxman
Robert & Norah Peterson
Penny Piou & Milo Pike
Charitable Fund of the NH Charitable Foundation
Lisa Plotnik
Robert & Elizabeth R. Porter
Bill & Kim Quinlan
Kern St. Jean
Lisa E. Stanley
Bayne & Jeannie Stevenson
Steven C. Webb
Jennifer Weigand
Jeffrey B. & Jennifer Weigand
Steven C. Webb
Kerri St. Jean
Bill & Kim Quinlan
Robert & Sylvia Larsen
Dr. Sarah Taylor-Black & Charla & David Stevens
Jack & Pat Weeks
H. Thomas & Eleanor Volpe
Jeremy & Karen Veilleux
H. Thomas & Eleanor Volpe
Jack & Pat Weeks
Lisa White
Heather Whitley
Marly Wilson
Michael Wimsatt & Chiara Dolcino
Lori & Caleb Wood
Robert & Dorothy Wortmann
Edward Zimmermann
William Zorn
11 Anonymous Donors

CORNERSTONE
($2,500 - $4,999)
Dan Andrus & Cheryl Moore
James & Barry Ball
Mary Quinton-Barry
Mr. & Mrs. John Barthelmes
Jim & Carol Baum
Robert & Toby Bersak
Peter & Pamela Bittner
Thomas & Mary Boucher
Leslie Ann Buckle
David Burns
Sean & Kimberly Carter
Dan & Terry Church
John & Lisa Colucci
Allison L. Connell
Greg Connors
David & Judy Corbit
Scott & Deborah Cote
Bruce Cronbard, DMD
Dan & Shelley Dal Pra
Jere & Elena Daniell
Mitchell W. Davis
Michael & Caroline Delaney
Dr. William E. & Mrs. Patricia G. Dewhurst
Joseph & Lisa DiBrigida
Mary O. Dix
Chiara Dolcino
Frederick Dowey
Walter & Caroline Dueger
Eric J. Esau
Peter Evers
Paul & Caryl Falvey
Lori & Caleb Wood
SUSAN ACKERMAN
Liz Agosto
Glenn & Cathy Ahrens
Brad & Judy Aiken
Bob Allen
Susan W. Almy
Robert & Susan Amburg
Jacqueline Arkenwicz
Denise Barstow
Cheryl A. Batstone
James Snodgrass & Gary Mitchell
Tim & Sue Soucy
Harold C. & Carol H. Sox
Jim & Karen Stewert
John R. Stebbins
John Steidl & Julia Griffin
Ken & Irene Stern
Charli & David Stevens
Dr. Mark Taylor-Black & Daniel Black
Pamela Telfer
Thomas Tomai
John Trummel & Anifa Toor
Mr. & Mrs. Harold Turner
Maumes Tweh
Sunshine Vazquez
Jeremy & Karen Veilleux
H. Thomas & Eleanor Volpe
Jack & Pat Weeks
Lisa White
Heather Whitley
Marly Wilson
Michael Wimsatt & Chiara Dolcino
Lori & Caleb Wood
Robert & Dorothy Wortmann
Edward Zimmermann
William Zorn
11 Anonymous Donors

RENEWER
($1,000 - 2,999)
Paul Abad
Susan Ackerman
Liz Agosto
Glenn & Cathy Ahrens
Brad & Judy Aiken
Bob Allen
Susan W. Almy
Robert & Susan Amburg
Judy Burrows & Jim Mackay
Steve Camerino & Sarah Knowlton
Bob & Cindy Campbell
Hester Campbell
Anne Canty
Dennis Card & Maureen McCanty
Joseph J. Carelli
Susan A. Carlson
Lisa G. Michael
Alan E. Painter
Michael Carrier
Richard Carson
Curtis & Smiley Lerner
Barbara & John Lerner
Mary E. Casey
Alan Garey & Carolle Meyers
Paula & Bob Caughhey
Sara Chaffee & Joshua Kilham
Mark & Beth Balcke
Josh & Milla Baynard
Dr. Steven & Robin Beaudette
Matthew & Lindsay Becker
Sarah F. Beckley
Paul Becotte
Richard Berman
Kathleen Beliveau
Steven Bell
Daniel Benjamin & Henrike Frowein
Carolyn Bentheim
Elizabeth B. Berry
Ronald R. Bessette
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Brian & Michelle Bickford
Lawrence Frederick Birch
Jana Bingham
Rhonda & Christian Bisson
Ralph A. Blackey
Bruce Blackstone
Daniel Blakeman
Mark Blanchard
Raymond & Rebecca Blanchard
Robert Bonfiglio
Franklin T. Bongiovanni
Lolli Bonte
Brad Bonbridge
Frank & Debra Boucher
Heather Boulanger
Stephanie Bournival
Daniel Brand
Aaron Brandt
Patricia Bray
Shannon M. Bresaw
Brian Brensahan
Benjamin A. Briggs
Vincent J. Broderick
Mark & Beth Balcke
Christopher A. Brown
Stanley W. Brown & Margaret B. Allen
David & Pamela Brown
Daniel Bryan
Rebecca Bryant
Mr. & Mrs. Peter Burger
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Steve & Katie Burke
David & Carol Burke
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Mary E. Casey
Alan Garey & Carolle Meyers
Paula & Bob Caughhey
Sara Chaffee & Joshua Kilham
Mark & Beth Balcke
Donna Gamache
Jim Gallagher
Donna Gauvin

11.
TOP 50 ACCOUNTS
CORPORATE PARTNERS

1. Eversource Energy
2. State Employees’ Charitable Campaign
3. Comcast
4. Dartmouth College
5. Hypertherm, Inc.
6. United Parcel Service
7. PROCON, LLC
8. Lincoln Financial Group
9. Dartmouth-Hitchcock Medical Center
10. Hannaford Supermarkets
11. Bank of New Hampshire
12. New Hampshire Charitable Foundation
13. New Hampshire Mutual Bancorp
14. Pike Industries, Inc.
15. TD Bank
16. Hubbell Construction and Energy
17. McLane Middleton
18. Norwin S. and Elizabeth N. Bean Foundation
19. Citizens Bank
20. Concord Hospital
21. Anthem
22. New Hampshire Housing Finance Authority
23. True Value
24. Enterprise Rent-A-Car
25. Cogswell Benefit Trust
26. Texas Instruments
27. St. Mary’s Bank
28. Granite United Way
29. New Hampshire Healthy Families
30. Velcro USA Inc.
31. People’s United Bank
32. HarborOne Mortgage, LLC
33. Catholic Medical Center
34. Bank of America
35. Algonquin Power & Utilities Corporation
36. Sheehan Phinney
37. Timken Aerospace
38. Harvey Construction Corporation
40. Nobis Group
41. Pentucket Bank
42. Elektrisola, Inc.
43. Northeast Delta Dental
44. Elliot Hospital
45. Eastern Bank
46. Woodsville Guaranty Bank
47. Northway Bank
48. Metro Walls
49. Baker Newman Noyes LLC
50. Orr & Reno

We have made every effort to ensure the accuracy of our information and apologize for any errors found within this list.

12.
FINANCIAL ACCOUNTABILITY

Granite United Way holds the trust and confidence of our donors and volunteers as our greatest achievement. We have been recognized at the highest possible level by both GuideStar and Charity Navigator for our efficiency and transparency.

CONDENSED STATEMENT OF FINANCIAL POSITION (March 31, 2019)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$419,438</td>
</tr>
<tr>
<td>Pledges &amp; grants receivable</td>
<td>3,575,081</td>
</tr>
<tr>
<td>Prepaid expenses and other receivables</td>
<td>60,218</td>
</tr>
<tr>
<td>Investments</td>
<td>465,922</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT ASSETS</strong></td>
<td><strong>4,520,659</strong></td>
</tr>
<tr>
<td>Investments-endowment</td>
<td>215,176</td>
</tr>
<tr>
<td>Beneficial interest in assets held by others (NHCF)</td>
<td>1,726,207</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>1,248,124</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$7,710,166</strong></td>
</tr>
<tr>
<td>Future allocations payable &amp; donor designations payable</td>
<td>2,739,512</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>160,097</td>
</tr>
<tr>
<td>Accounts payable</td>
<td>78,726</td>
</tr>
<tr>
<td>Deferred revenue on designation fees</td>
<td>86,362</td>
</tr>
<tr>
<td>Long-term debt</td>
<td>215,936</td>
</tr>
<tr>
<td>Funds held for others</td>
<td>9,055</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>3,289,688</strong></td>
</tr>
<tr>
<td>Without donor/time restrictions</td>
<td>(771,223)</td>
</tr>
<tr>
<td>With donor/time restrictions</td>
<td>5,191,701</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$7,710,166</strong></td>
</tr>
</tbody>
</table>

CONDENSED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS (Year ended March 31, 2019)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public support, less provision for uncollectible</td>
<td>$6,808,737</td>
</tr>
<tr>
<td>Grant revenue</td>
<td>1,230,089</td>
</tr>
<tr>
<td>Sponsorships and other restricted contributions</td>
<td>1,040,542</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>58,179</td>
</tr>
<tr>
<td><strong>TOTAL PUBLIC SUPPORT</strong></td>
<td><strong>9,137,547</strong></td>
</tr>
<tr>
<td>Administrative fees</td>
<td>59,348</td>
</tr>
<tr>
<td>Investment income</td>
<td>86,226</td>
</tr>
<tr>
<td>Realized and unrealized gain on investments</td>
<td>11,829</td>
</tr>
<tr>
<td>Change in the value of beneficial interest in trusts, net of fees of $12,051</td>
<td>(56,533)</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>146,529</td>
</tr>
<tr>
<td><strong>TOTAL SUPPORT AND REVENUE</strong></td>
<td><strong>9,384,846</strong></td>
</tr>
<tr>
<td>Program services</td>
<td>5,504,862</td>
</tr>
<tr>
<td>Donor designations</td>
<td>1,899,443</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>1,640,530</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>9,044,835</strong></td>
</tr>
<tr>
<td>Increase in net assets from operations</td>
<td>340,011</td>
</tr>
<tr>
<td>Net assets, beginning of year</td>
<td>4,080,467</td>
</tr>
<tr>
<td>Net assets, end of year</td>
<td>$4,420,478</td>
</tr>
</tbody>
</table>

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