

TOGETHER

Learn Earn Be Healthy



GRANITE UNITED WAY
COMMUNITY REPORT 2018

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GRANITE UNITED WAY'S

mission is to improve the quality of people's lives by bringing together the caring power of communities.

1 in 3 New Hampshire residents are engaged with Granite United Way ~ as a donor, volunteer or beneficiary of a program

\$14 Million in support delivered across New Hampshire and Windsor County, Vermont

750+ nonprofits benefit from the annual campaign

More than \$1.2 Million invested in improving public health across 54 New Hampshire communities

16,000 residents lifted out of poverty as a result of the Volunteer Income Tax Assistance (VITA) program



TO LIVE BETTER WE MUST LIVE UNITED

Across our community, there are complex issues we're working together to solve. Granite United Way helps to convene communities and leverage the support of individuals like you.

Granite United Way continues to lead the way in helping our community learn, earn, and be healthy. We are inspired by our donors, our volunteers, and our partners. Each of you is a game changer in this effort, making a difference in small and large ways.

What does this look like when there are individuals and families in New Hampshire and Vermont who still struggle to move forward? Together, we are able to help them achieve educational goals, maintain stable employment, and make healthy choices in their lives. Last year,

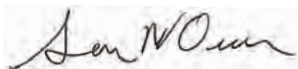
- We invested in critical mental health programs and played an integral role in the Governor's Commission on the opioid crisis and creating recovery-friendly workplaces
- We focused on improving literacy rates and nearly 500 students improved their reading levels by more than two grade levels
- We answered the call when our 2-1-1 NH initiative officially helped over 1 million people

We are stronger together. We can help solve complex problems together. It takes all of us, and we thank you for being part of this work.

Sincerely,



Patrick Tufts
President and CEO



Sean Owen
Chair, Board of Directors



A young boy and girl are holding hands on a paved path. The path has large letters painted on it, including 'P', 'Q', and 'R'. The boy is wearing a blue and yellow striped shirt, and the girl is wearing a grey shirt and a floral dress. The background shows a garden with plants and a person in a pink shirt.

LEARN TOGETHER

LEARNING FROM BIRTH

Helping someone learn to read, combined with developing math and writing skills, builds a stronger community. Literacy is not only important for individual success, it is also critical to building a solid future for our community. This year, our investments in education are already making an impact:

- As part of the successful West Side Reads program, **Granite United Way** installed its first **Born Learning® Trail** at Sweeney Park on Manchester's West Side. Another component of this initiative was investing in the Reading Plus® program at Parkside Middle School. Today, **nearly 500 students** at Parkside have increased an average of two grade levels in reading.
- Through our annual #GivingTuesday campaign, we've been able to put books in the hands of **thousands of children** across all of our regions.
- Our investments in early childhood education continue to deliver the strongest results. More than **2,000 children** have accessed high-quality childcare thanks to the support of our donors.

EARN TOGETHER



LIFTING OUR NEIGHBORS UP

One of our greatest achievements is helping individuals and families begin a path to financial empowerment. This year, our investments are improving lives in incredible ways:

- In 2017, **2-1-1 NH officially helped its 1 millionth person**. One of those was Melissa, who was on the verge of losing the home she had saved for. "I called 2-1-1. It changed my life. The person on the other end of the phone connected me with New Hampshire Housing Finance Authority's program and I was able to save my home." To commemorate 2-1-1 NH's 10th Anniversary, the 2-1-1 NH website received a makeover. Now www.211nh.org features user-friendly enhancements that connect our neighbors with the most up to date resources available.
- Students from Plymouth State University and Southern New Hampshire University donated their time for the Volunteer Income Tax Assistance (VITA) program, which has helped to **lift more than 16,000 New Hampshire residents out of poverty** each year for the last three years.
- Across our communities, **more than 7,000 pounds of non-perishable items** were collected to restock the shelves of local food pantries. In addition to these efforts, funded programs provided more than 4,000 individuals, from children to the elderly, with increased access to food.

BE HEALTHY TOGETHER



CREATING HEALTHY COMMUNITIES

By working together with local nonprofits and other leaders, we can address the complex issues facing our community. Granite United Way investments helped to create a healthy community in many ways:

- Granite United Way serves as the **lead for three of the state's public health networks** and also became an early adopter of the Governor's Recovery Friendly Workplace Initiative, which empowers workplaces to provide support for people recovering from substance use disorder.
- **More than \$1.3 Million has been invested** in mental health and addiction services that are embedded in our communities and are helping those struggling with these illnesses.
- Our investments help to provide **free trainings for critical issues** like Adverse Childhood Experiences (ACEs) to education and childcare professionals. In addition, our community trainings on Narcan administration are saving lives across many of our regions.

VOLUNTEER POWER



CENTRAL REGION



NORTHERN REGION



SOUTHERN REGION



UPPER VALLEY



MERRIMACK COUNTY



NORTH COUNTRY



This year, we celebrated our 25th Day of Caring, and it was our largest one to date. Volunteers across all of our regions donated their time, and an unparalleled dedication to local nonprofits.

2,000 + VOLUNTEERS

7,000 VOLUNTEER HOURS

167 PROJECTS HOSTED BY 84 NONPROFITS

\$178,640 IN VALUE TO LOCAL NONPROFITS

BUILDING NEW PARTNERSHIPS



Mark and Sally Stebbins were joined by 25 companies in the "Get On The Bus Challenge" at a New England Patriots game at Gillette Stadium.

"GET ON THE BUS" CHALLENGE ENGAGES NEW PARTNERS

For the second year in a row, the Stebbins Family offered a \$25,000 "Get on the Bus" Challenge Match to encourage new workplace campaigns and corporate gifts. Participants each year are treated to a New England Patriots game at Gillette Stadium, complete with complimentary transportation and a reception hosted by Mark and Sally Stebbins. Below are the companies that got "on the bus!" this year:

Burndy, a Hubbell company
with locations in Lincoln, Littleton,
Londonderry and Manchester
Checkmate Payroll Services
Comet Auto Sales
Communications Construction Group
DEKA Research and Development Corp.
Eckman Construction
FEEDNH.org
Great NH Restaurants' Charitable Trust
Geokon
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King Painting, Inc.
Martignetti Companies of NH
Percy's Appliance
Pitney Bowes
Precision Valley Communications
Rise Private Wealth Management
Sanborn, Head & Associates, Inc.
Sunrise Labs
TriWire Engineering Solutions, Inc.

"WORKING BETTER TOGETHER" IN THE NORTHERN TIER

Collaboration is the key to getting things done, and organizations across the North Country are demonstrating that in a big way.

They've organized a team known as "Working Better Together." Granite United Way recognized that having a regular forum where nonprofits and invested groups can convene is essential for strengthening the community fabric of our rural communities, and we are dedicated to supporting the process. "Working Better Together" is an open group that encourages nonprofits and local stakeholders to meet regularly so that they may stay informed about what is happening outside and around them in the community.

"We have been able to grow our 'Working Better Together' lunches, drawing local nonprofits to share resources and build collaborations. I know that working together will continue to offer North Country residents access to important programs and services," said Peter Christnacht, Executive Director at Copper Cannon Camp.

One meeting can have up to 40 agencies represented and each organization gets the opportunity to share their news and updates with the group.

"This opportunity offers nonprofits a platform to share needs, resources, and ideas, as we all work together to support our community," said Sara Shovlin, Executive Director of the Boys & Girls Club of the North Country.

ACROSS OUR COMMUNITIES

CENTRAL REGION

- Over 2,600 residents met their basic needs and built financial stability through funded partners and Granite United Way initiatives.
- Whole Village Family Resource Center installed solar panels through a partnership with Plymouth Area Renewable Energy Initiative (PAREI) and Bridge House. The energy efficiency project was funded in part by CDFA tax credits, and has already saved thousands of dollars which will be directed to services for families in the Greater Plymouth area.

MERRIMACK COUNTY

- Free trainings have been offered in Merrimack County to address Adverse Childhood Experiences (ACEs) for professionals working with young people.
- Over the past few years, 44 educational events have been conducted in Merrimack County, dispensing 637 no cost Narcan kits, educating over 1,000 people on the life saving option.

NORTH COUNTRY

- Senior citizens had access to a wide range of programs in the North Country that focused on developing more enriching environments and increasing their independence.
- The Volunteer Income Tax Assistance (VITA) program helped North Country residents access \$276,652 in federal refunds, including \$60,358 in Earned Income Tax Credit.

NORTHERN REGION

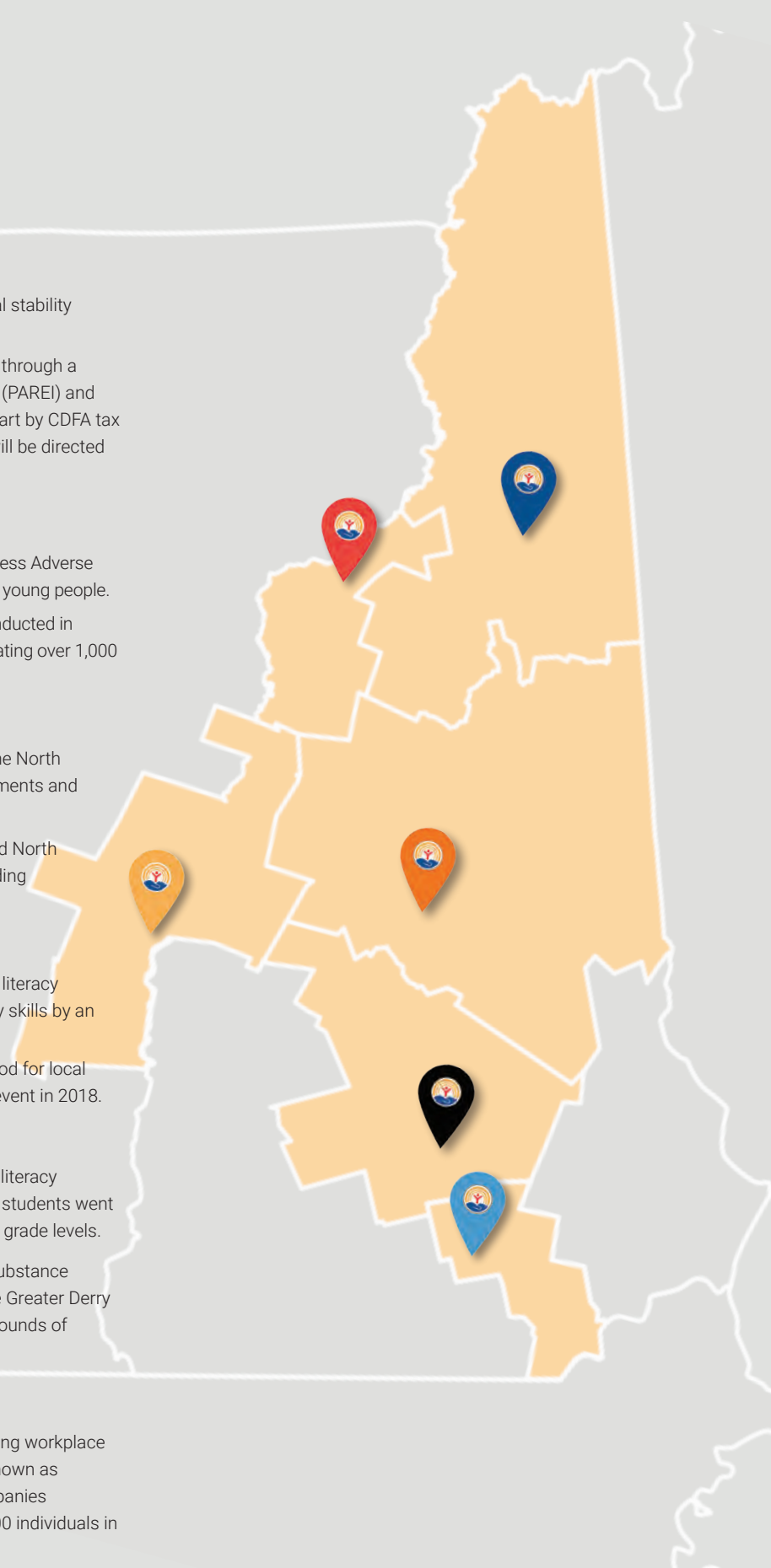
- Over the past year, students using the Reading Plus® online literacy program at Berlin Middle School have increased their literacy skills by an average of 2 grade levels.
- The Northern Region secured more than 6,000 pounds of food for local food pantries during the Letter Carriers' Stamp Out Hunger event in 2018.

SOUTHERN REGION

- Over 600 students are engaged in the Reading Plus® online literacy program at Parkside Middle School. More than 200 of those students went from being off-track to on-track, increasing an average of 2+ grade levels.
- The South Central Public Health Network has developed a substance misuse prevention resource guide for 10 communities in the Greater Derry area. They also partnered with local police to collect 1,533 pounds of prescription drugs in 8 towns.

UPPER VALLEY

- Work United, an employer collaborative dedicated to improving workplace productivity and financial stability for employees formerly known as Working Bridges, continues to grow with 10 Champion companies engaged. This year, the Work United team helped nearly 2,000 individuals in the Upper Valley.
- Through our volunteer-led funding process nearly 400 openings have been accessed by local families at four early childcare and education centers.



Alexis de Tocqueville Society

Granite United Way's Alexis de Tocqueville Society is the foundation for giving in our community. We are grateful for each of these members who invest \$10,000 or more annually through their United Way gift.

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(\$100,000 - \$249,999)

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(\$75,000 - \$99,999)

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(\$50,000 - \$74,999)

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3 donors wish to remain anonymous

** We are delighted to welcome our newest members to the Society.*

Never doubt that a

*small group of thoughtful,
committed citizens can
change the world.*

Indeed, it is the only thing that ever has.

- Margaret Mead

Leadership

Thank you to all of our Leadership donors who invest \$1,000 or more into our community each year through their United Way giving.

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TOP 50 Corporate Partners

1. Eversource Energy
2. NH State Employees' Charitable Campaign
3. Dartmouth College
4. Comcast
5. Dartmouth-Hitchcock Medical Center
6. Hypertherm, Inc.
7. United Parcel Service
8. Lincoln Financial Group
9. Catholic Medical Center
10. PROCON
11. Bank of New Hampshire
12. Hannaford Supermarkets
13. Cogswell Benevolent Trust
14. Pike Industries, Inc.
15. Southern New Hampshire University
16. New Hampshire Mutual Bancorp
17. New Hampshire Charitable Foundation
18. TD Bank
19. Velcro USA Inc.
20. Norwin S. & Elizabeth N. Bean Foundation
21. McLane Middleton
22. Citizens Bank
23. Concord Hospital
24. Hubbell Construction & Energy / Burndy
25. True Value
26. Anthem
27. Texas Instruments
28. Elliot Hospital
29. Enterprise Holdings
30. Internal Revenue Service
31. USDA - Rural Development
32. St. Mary's Bank
33. New Hampshire Housing Finance Authority
34. Volunteer NH
35. Granite United Way
36. New Hampshire Healthy Families
37. People's United Bank
38. Elektrisola, Inc.
39. Sheehan Phinney
40. Timken Aerospace
41. Liberty Utilities
42. Devine Millimet
43. Harvey Construction Corporation
44. LRGHealthcare
45. City of Manchester
46. Eastern Bank
47. Metro Walls
48. The Rowley Agency, Inc.
49. Pentucket Bank
50. Pitney Bowes

CELEBRATING CHAMPIONS

Each year we are honored to recognize the supporters and friends who join us in creating a stronger community. This year we were proud to celebrate the following individuals and organizations featured below.

2017 GIVE AWARD RECIPIENTS

Berlin Market Place The Rowley Agency
Eversource Energy Tom Volpe
Henry Peterson

2017 ADVOCATE AWARD RECIPIENTS

Joy Davis, AHEAD
Lakes Region Child Care Services
Guy Lopez, Gorham Paper & Tissue
Johane Telgener, Concord Hospital Center for Health Promotion
Donna Tighe, Greater Derry Community Health Services, Inc.

2017 VOLUNTEER AWARD RECIPIENTS

Stephanie Gamble, Tender Corporation
Dallas Lagerquist, Primary Bank
Demers Property Maintenance
Carolyn Gaudet, AutoServ
Lincoln Financial Group

LIVE UNITED AWARD RECIPIENTS

Mark and Sally Stebbins, PROCON

EMPLOYEE CAMPAIGN COORDINATOR AWARD RECIPIENTS

Campaign Team at New Hampshire Healthy Families led by Nicole Tower
Dona Murray, Bank of New Hampshire
Northeast Delta Dental Campaign Team

GRANITE AWARDS

Companies that raise \$100,000 or more during campaign

Bank of New Hampshire	Lincoln Financial Group
Catholic Medical Center	New Hampshire Mutual Bancorp
Cogswell Benevolent Trust	NH State Employees' Charitable Campaign
Comcast	Pike Industries, Inc.
Dartmouth College	PROCON
Dartmouth-Hitchcock Medical Center	Southern New Hampshire University
Eversource Energy	United Parcel Service
Hannaford Supermarkets	
Hypertherm, Inc.	



Pictured (from top): Nanci Carney, Henry Peterson, Patrick Tufts; Laura Boucher, Janet Nickerson, Steve Tardif, Sue Tardif; Joyce Savageau, Laureen Drolet, Amanda Ruggles, Joe Kasper; Patrick Tufts, Mark Stebbins, Sean Owen, Sarah McCluskey; and Cass Walker, Carolyn Gaudet and Scoop Welch.

RESULTS THAT MATTER

Granite United Way continues to lead the way in its transparency and efficiency. We are proud to have national and local organizations recognize these efforts.



GuideStar rates Granite United Way at their highest possible rating as a Platinum Participant.



Charity Navigator names Granite United Way among its highest rated nonprofits as a Three Star Charity.



Granite United Way is proud to be among the Early Adopters of the Governor's Recovery Friendly Workforce initiative.



Granite United Way's Volunteer Income Tax Assistance (VITA) program was recognized with a Savings Champion award from the Save Your Refund group.



CONDENSED STATEMENT OF FINANCIAL POSITION (March 31, 2017)

Cash and cash equivalents	\$727,600
Pledges & grants receivable	3,796,908
Prepaid expenses and other receivables	64,048
Investments	465,149

TOTAL CURRENT ASSETS 5,053,705

Investments-endowment	155,875
Beneficial interest in assets held by others (NHCF)	1,691,022
Property and equipment, net	1,028,071

TOTAL ASSETS \$7,928,673

Future allocations payable and donor designations payable	\$3,442,552
Accrued expenses	106,537
Accounts payable	68,556
Deferred revenue on designation fees	44,246
Long-term debt	239,420
Funds held for others	29,420

TOTAL LIABILITIES 3,930,731

Unrestricted net assets	(765,957)
Temporarily restricted net assets	4,663,502
Permanently restricted net assets	100,397

TOTAL LIABILITIES AND NET ASSETS \$7,928,673

CONDENSED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS (Year ended March 31, 2017)

Public support	\$6,648,583
Grant revenue	1,108,898
Sponsorships and other restricted contributions	677,938
In-kind contributions	40,899

TOTAL PUBLIC SUPPORT 8,476,318

Administrative fees	60,566
Investment income	97,762
Realized and unrealized gain on investments	(3,297)
Increase in the value of beneficial interest in trusts, net of fees of \$11,529	103,621
Miscellaneous income	146,634

TOTAL SUPPORT AND REVENUE 8,881,604

Program services	5,754,597
Donor designations	1,672,420
Operating expenses	1,498,895

TOTAL EXPENSES 8,925,912

(DECREASE) IN NET ASSETS FROM OPERATIONS	(44,308)
NET ASSETS, BEGINNING OF YEAR	4,042,250
NET ASSETS, END OF YEAR	\$3,997,942

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

Financials as of 03/31/2018
Updated financials available at www.graniteuw.org



Granite United Way

www.graniteuw.org
Email us at info@graniteuw.org



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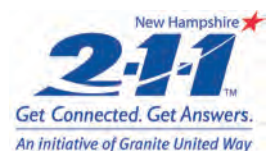
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603.625.6939

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One Court Street
Lebanon, NH 03766
603.298.8499

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



PLEASE REMEMBER GRANITE UNITED WAY IN YOUR ESTATE PLANS.

