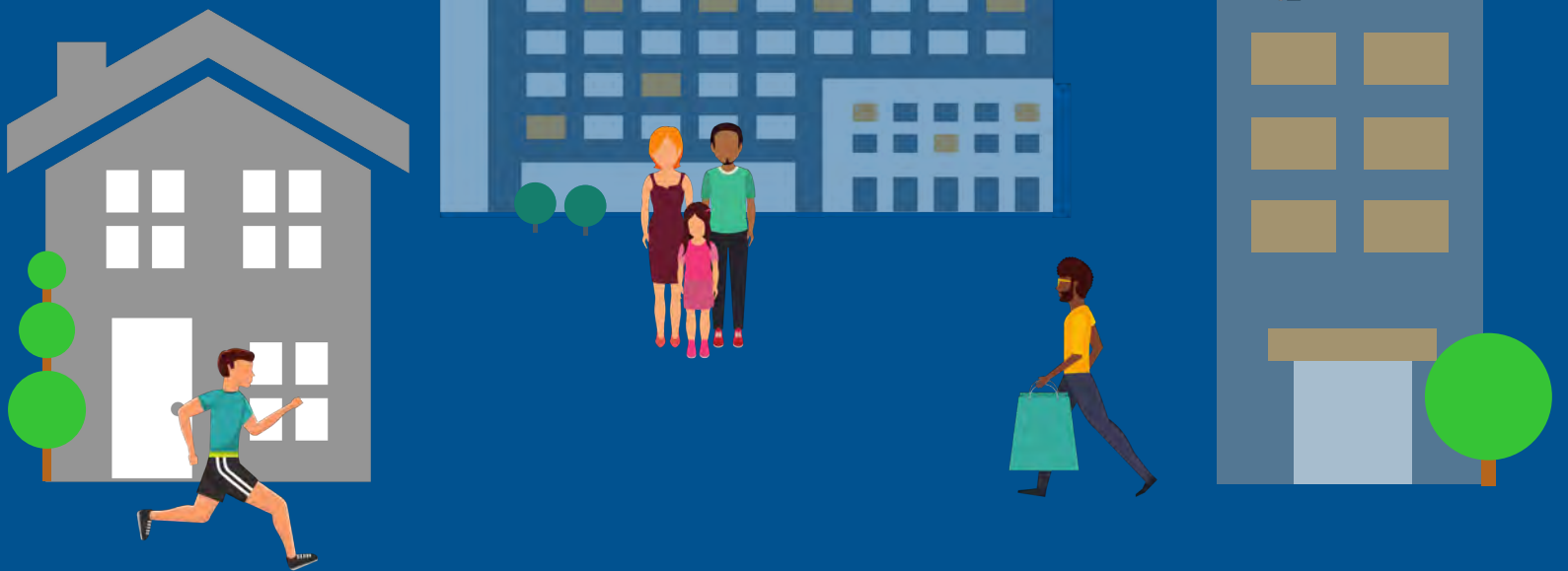




DELIVERING IMPACT



VOLUNTEER LEADERSHIP

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Our Mission

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

FUTURE FOCUSED

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





LEARN



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."



EARN



Energy Efficiency at Whole Village & Bridge House

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.



211 NH Connects Residents to Help

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).

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

North Country residents received 570 hours of free legal assistance **valued at over \$100,000**.

Working Better Together in the North Country brings together nonprofit and governmental agencies from throughout the region to network and collaborate on solving local issues.

Over 50 agencies regularly attend these sessions.

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

"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.

Nearly 9,000 211 NH callers in the Southern Region received critical referrals to social services, including needs related to homelessness, legal supports, and utility assistance.

UPPER VALLEY

Work United, an employer collaborative dedicated to improving workplace productivity, retention, advancement and financial stability for employees, continues to grow in the Upper Valley with **12 companies engaged**. This year the Work United team began working with local childcare centers - providing support to those who care for our most vulnerable community members.

Our Upper Valley office moved to a more central location – just off the Lebanon Green – putting Granite United Way in the heart of the Upper Valley community.

Upper Valley volunteers provided financial support to 59 programs this year through grant funding, ensuring that individuals and families in the region can learn, earn, and be healthy.



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!



\$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**

RESULTS TO DATE



**16 INCREASED
LEADERSHIP DONORS**

**21 NEW LEADERSHIP
DONORS**

**BANK OF NEW HAMPSHIRE
WON THE HAGER LEADERSHIP
CHALLENGE MATCH AS THE
COMPANY WITH THE MOST
INCREASED OR NEW LEADERSHIP
DONORS WITH 16 PARTICIPANTS!**

THEY WILL RECEIVE THE

\$2,000

ADDED TO THEIR CORPORATE GIFT.



"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

DAY OF CARING

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



CENTRAL REGION



UPPER VALLEY



NORTHERN REGION



MERRIMACK COUNTY



SOUTHERN REGION



NORTH COUNTRY

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'Egalité (\$50,000 - \$74,999)

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Doug & Tara Weckstein
Robert & Carol Weissman
4 donors wish to remain anonymous

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

† deceased



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.

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(\$5,000 - 9,999)

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† deceased

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 Benevolent 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
39. The Rowley Agency, Inc.
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.

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)

Cash and cash equivalents	\$419,438
Pledges & grants receivable	3,575,081
Prepaid expenses and other receivables	60,218
Investments	465,922

TOTAL CURRENT ASSETS 4,520,659

Investments-endowment	215,176
Beneficial interest in assets held by others (NHCF)	1,726,207
Property and equipment, net	1,248,124

TOTAL ASSETS \$7,710,166

Future allocations payable & donor designations payable	\$2,739,512
Accrued expenses	160,097
Accounts payable	78,726
Deferred revenue on designation fees	86,362
Long-term debt	215,936
Funds held for others	9,055

TOTAL LIABILITIES 3,289,688

Without donor/time restrictions	(771,223)
With donor/time restrictions	5,191,701

TOTAL LIABILITIES AND NET ASSETS \$7,710,166

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

Public support, less provision for uncollectible	\$6,808,737
Grant revenue	1,230,089
Sponsorships and other restricted contributions	1,040,542
In-kind contributions	58,179

TOTAL PUBLIC SUPPORT 9,137,547

Administrative fees	59,348
Investment income	86,226
Realized and unrealized gain on investments	11,829
Change in the value of beneficial interest in trusts, net of fees of \$12,051	(56,633)
Miscellaneous income	146,529

TOTAL SUPPORT AND REVENUE 9,384,846

Program services	5,504,862
Donor designations	1,899,443
Operating expenses	1,640,530

TOTAL EXPENSES 9,044,835

INCREASE IN NET ASSETS FROM OPERATIONS	340,011
NET ASSETS, BEGINNING OF YEAR	4,080,467
NET ASSETS, END OF YEAR	\$4,420,478



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

Central Region
193 Court Street
Laconia, NH 03246
603.524.6864

Merrimack County
125 Airport Road
Concord, NH 03301
603.224.2595

North Country
P.O. Box 311
Littleton, NH 03561
603.930.9443

Northern Region
961 Main Street
Berlin, NH 03570
603.752.3343

Southern Region
22 Concord Street
Manchester, NH 03101
603.625.6939

Upper Valley
One Court Street
Lebanon, NH 03766
603.298.8499

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



#LearnEarnBeHealthy



Granite United Way

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IN YOUR ESTATE PLANS.**

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