



FUTURE FOCUSED

Community Report
2024



GRANITE
UNITED WAY

Bright Future Ahead

Granite United Way is experiencing some exciting times! With our Strategic Plan implemented, Granite United Way has set a course for the future of our organization. We are starting to see those results across our pillars of focus in affordable housing, early childhood initiatives, financial empowerment, substance use and mental health disorders. These are complex issues that no single organization can solve, and Granite United Way is committed to working with our partners to address them.

We continue to stay true to our strategic promises to be local, lead and adapt. Throughout the past year we've met with long-time partners along with new ones through our equity grant making process, to conduct a number of listening sessions. We learned a great deal from those conversations and have moved forward on a number of tactics to improve conditions in our community. One of the first things we launched is a more responsive funding cycle that provides nonprofits with opportunities to apply for funding three times per year. This new model offers the chance to make inroads on immediate and emerging needs across each of our regions.

As we look to the future of Granite United Way, we want to recognize Patrick Tufts, President and CEO, for his strong leadership and vision for the organization. Patrick will be stepping down from his role at the end of this year after 20 years in United Way. His ability to work collaboratively across corporate and nonprofit partners has left an impressive imprint in thousands of lives across New Hampshire and Vermont. Thank you, Patrick, for the strong position Granite United Way is in.

We are well-positioned for future growth, thanks to the supporters, volunteers and team at Granite United Way.

Sincerely,

A stylized, handwritten signature in white ink, appearing to read 'JB' or similar initials, set against a dark blue background.

Joseph Bator
Board Chair

Granite United Way Mission

To improve the quality of people's lives by bringing together the caring power of community

20 YEARS OF IMPACT

At the end of the year, Patrick Tufts, President and CEO of Granite United Way, will be stepping down following a 20 year career at United Way. Under his guidance, Granite United Way has experienced exceptional growth and made significant impact in communities across New Hampshire and Vermont. His career has improved the lives of countless individuals and families, strengthened communities and helped our neighbors learn, earn and be healthy.

One of the most notable achievements of his United Way career was the merger of several independent United Way regions in New Hampshire. This monumental effort was part of a vision to harness the collective power of these entities across a larger footprint of the state. These mergers created exceptional efficiency, increased the ability to fundraise, and effectively invested those dollars back into the communities. This effort consolidated 7 of the 11 United Ways in New Hampshire. Granite United Way now covers 85% of New Hampshire and all of Windsor County, Vermont. The combined entity annually raises and delivers nearly \$13M in support to over 600 nonprofits.

During that time, Granite United Way has collectively raised and invested nearly \$200M into social services programs. These investments were made through over 1,000 nonprofit agency partners and direct delivery services. These include a full-service 211 NH call center, a family resource center, and leadership of statewide programs such as Recovery Friendly Workplace and Volunteer Income Tax Assistance.

"The State of New Hampshire is better off today thanks to the leadership of Patrick Tufts," said Governor Chris Sununu. "Thanks to his community-oriented focus and collaborative approach, with Patrick, good customer service always came first. From crises like the pandemic, where hundreds of volunteers took tens of thousands of calls a day, to implementing countless new statewide opportunities, Patrick always got the job done."

Patrick's imprint is found everywhere from a board room where he was brought together corporate partners and nonprofit leaders to address the most complex issues, to the Governor's office where he served as the Chair of the Commission on Alcohol and Other Drugs to leading local efforts during a worldwide pandemic. If you ask Patrick where some of his favorite memories of his United Way work was he'd recall reading to a classroom of young students, talking to a group of middle schoolers about the leadership program he helped bring to their school or a high school student volunteer about their plans for the future. His legacy is this next generation of leaders, volunteers and philanthropists he has inspired along the way.

Thank you, Patrick, for your vision, commitment and leadership at United Way. You have shown us all how to truly #LiveUnited.





Volunteers: Engaging A Stronger Future

Volunteers are the backbone of Granite United Way, and we are committed to increasing those opportunities across all of our regions. As part of our Strategic Plan, we have some ambitious goals - the main one being mobilizing 10,000 volunteers by 2026!

Throughout the past year, we've seen an increase in volunteer requests from our corporate partners. There is a renewed interest in bringing together teams of employees in a way that builds teamwork while helping our community. In addition to our annual Day of Caring events, Granite United Way now offers an interactive portal that connects volunteers with projects happening throughout the year.

Companies like NextEra Energy have made volunteerism a priority and looks to Granite United Way to engage their employees in a number of ways. This year they participated in Day of Caring, volunteered to pack backpacks for K Ready Kids and helped with the Community Baby Shower to support new families.

"Our partnership with Granite United Way goes beyond corporate social responsibility; it's about being an integral part of the community," says Dave Sluszka, Vice President at NextEra Energy, Inc. Seabrook Station. "As a local company, we're also a community member with a responsibility to give back."


**CHECK OUT OUR
VOLUNTEER
OPPORTUNITIES**



**MOBILIZED 4500+
VOLUNTEERS**

**HELPING 100+
NONPROFITS**

OVER 300 PROJECTS



Lifting our Partners

BUILDING COMMUNITY AT LOCAL LEVEL

Granite United Way recognizes the importance of partnerships across community. This work looks different every day.

A great example of collaboration is a nonprofit partner that came through our equity funding, Building Community in New Hampshire (BCNH.) Their organization helps refugees and other immigrants navigate their way to safe, healthy and connected lives in New Hampshire. Their efforts build strong and diverse communities locally and across our state.

By partnering with Granite United Way, organizations have an opportunity to collaborate with corporate partners, volunteers and supporters to initiate change.

“Granite United Way has connected us to parts of the community we didn’t even know existed,” said Rick Minard, Executive Director. “Granite United Way has given BCNH a chance to talk about our work to the corporate fundraisers and volunteers at major companies. That is the real gift.”

RESPONSIVE FUNDING MODEL LAUNCHES

Aligning with its Strategic Plan, Granite United Way launched an innovative and responsive funding model that offers nonprofits an opportunity to access responsive funding three times per year with grants ranging from \$1,000 - \$10,000 each cycle.

“Our volunteer leadership moved to change to an innovative and responsive funding model that will enable these partners to address immediate challenges. Our partners will have three opportunities each year to share those needs with our local, volunteer decision-makers,” said Nichole Reimer, Chief Engagement Officer. “We were intentional in this adjustment to better meet the needs of our partners and our community.”

During its most recent funding cycle, Granite United Way funded 137 nonprofit organizations, 22 were new grassroots partners supporting underserved populations. Establishing a more equitable funding model continues to be a key component of the overall funding strategy. This model shows how United Ways were built to adjust to community needs and convene diverse voices to drive impact.



**\$13M DELIVERED
IN SUPPORT**

**22 NEW EQUITY
PARTNERS**

**600+ NONPROFIT
PARTNERS
SERVED**

**“The change in the RFP process
allows us to plan our programming better,
knowing funding decisions almost immediately.”**

- Peter Christnacht, Executive Director at Copper Cannon



Creating Impact Across Community

FOCUSING ON FOUR CRITICAL NEEDS

Our communities are facing issues in different ways, and Granite United Way is committed to working with organizations to address those needs. We are driving change in the following areas:

Affordable Housing

Strong communities start where every individual & family has a safe place to call home.

- **Connected individuals who are unhoused to resources** for transitional housing
- **Converted 92 rental units to affordable housing**, opening up shelter beds and diverted individuals from unstable housing
- **Secured housing for 400 NH residents** since 2023 through Affordable Housing Initiative Program (AHIP)

Early Childhood Initiatives

Robust, resilient communities start by cultivating an environment where all children grow up within nurturing relationships and safe environments.

- Ensure all children have **access to high-quality early childhood care and education** through targeted investment and research
- Serving **300+ families annually**, **Whole Village Family Resource Center** offers programs designed to strengthen and support family protective factors
- Educate and empower NH's business sector to adopt family-friendly workplace policies with **40 companies designated Best Place for Working Parents**

Financial Empowerment

Community health and wellness is deeply tied to financial security.

- **Improved financial literacy** across all of our communities
- Partnered with **18 local agencies** to implement free tax preparation (VITA) and financial coaching
- **Engaged over 160 volunteers** who prepared nearly 3,200 tax returns in 2024
- Processed 473 Earned Income Tax Credit (EITC) claims, **returning \$800K to families**

Mental Health and Substance Use Disorders

These disorders directly impact the well-being of individuals and communities across all of our communities.

- Recruited nearly **400 corporate partners** to participate as Recovery Friendly Workplace
- Connected **11,600+ calls to 211 NH** who were seeking recovery services
- **Engaged 63 statewide partnerships** in 3 public health networks in prevention efforts
- **Decreased overdose deaths** by installing Naloxboxes in over 50 locations across our three public health regions

**NEARLY 73,000
CALLS to 211 NH**

**SECURED HOUSING
FOR 400
NH RESIDENTS**

**300+ FAMILIES
SERVED ANNUALLY
AT WHOLE VILLAGE
FAMILY RESOURCE
CENTER**

**400 CORPORATE
PARTNERS ARE
RECOVERY FRIENDLY
WORKPLACES**

Numbers Share The Story

CONDENSED STATEMENT OF FINANCIAL POSITION (June 30, 2023)

Cash and cash equivalents	\$848,587
Pledges & grants receivable	3,414,457
Prepaid expenses and other receivables	150,928
Investments	946,273

TOTAL CURRENT ASSETS 5,360,245

Investments-endowment	246,316
Beneficial interest in assets held by others (NHCF)	2,689,430
Property and equipment, net	1,552,641

TOTAL ASSETS \$9,848,632

Future allocations payable & donor designations payable	\$683,509
Accrued expenses	211,671
Accounts payable	602,964
Long-term debt	571,780
Funds held for others	9,337

TOTAL LIABILITIES 2,079,261

Without donor/time restrictions	675,404
With donor/time restrictions	7,093,967

TOTAL LIABILITIES AND NET ASSETS \$9,848,632

CONDENSED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS (Year ended June 30, 2023)

Public support, less provision for uncollectible	\$5,358,575
Grant revenue	4,491,561
Sponsorships and other restricted contributions	3,567,388
In-kind contributions	40,398

TOTAL PUBLIC SUPPORT 13,457,922

Administrative fees	81,229
Investment income	180,690
Realized and unrealized loss on investments	(3,588)
Change in the value of beneficial interest in trusts, net of fees of \$12,051	21,563
Miscellaneous income	109,291

TOTAL SUPPORT AND REVENUE 13,847,107

Program services	13,529,466
Donor designations	887,939
Operating expenses	829,348

TOTAL EXPENSES 15,246,753

DECREASE IN NET ASSETS FROM OPERATIONS	(1,399,646)
NET ASSETS, BEGINNING OF YEAR	9,169,017
NET ASSETS, END OF YEAR	\$7,769,371

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



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graniteuw.org



INVEST IN OUR FUTURE

GIVE TO GRANITE UNITED WAY

Your gift will be leveraged with
20,000 donors to drive change!

SCAN
HERE TO
GIVE



Central Region
258 Highland Street
Plymouth, NH 03264
603.536.3720

Greater Seacoast
110 Corporate Drive
Portsmouth, NH 03801
603.625.6939

Merrimack County
125 Airport Road
Concord, NH 03301
603.224.2595

North Country
P.O. Box 311
Littleton, NH 03561
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Northern Region
961 Main Street
Berlin, NH 03570
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Southern Region
22 Concord Street
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Upper Valley
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