

United Way Annual Report to the Community

Dear Friends of the Eastern Niagara United Way,

The Eastern Niagara United Way continued to grow and develop as an active force in our community in 2007. We are very fortunate in that, due to the hard work and dedication of many volunteers, our annual campaign was once again successful. Volunteerism remained strong and our financial condition remains solid, as evidenced by our annual audit conducted by Lumsden & McCormick. These are challenging times for our community, our volunteers and the agencies we serve and yet we continue to rise to the challenges in an effort to improve the quality of life in Eastern Niagara County.

Thank you very much for your vital support of our efforts. In 2007 we continued to receive outstanding help from our traditional sources of support, our workplace campaigns, corporate contributions and leadership giving. Our friends in business, industry, retail, government and education choose our United Way as the organization that can best mobilized people for fundraising and community leadership efforts.

As we continue to raise 1 million dollars each year, we have established a goal to increase that amount. By reaching 10,000 new contributors at only \$100 each we can raise an additional 1 million dollars for ENUW affiliated human services providers.

The Eastern Niagara United Way works to achieve specific measurable results over and above campaign success. An evaluation of the units of service provided by the sixteen agencies that received support from your United Way demonstrates in our beneficiary analysis that over 131,000 units of service were provided to residents of Eastern Niagara County.

Youth services and our partnership with education in our community continues to be a key focus of our efforts. ENUW has been a lead partner in the Niagara County School Community Collaborative. We also joined the Lockport City Schools Community Connections Committee. We joined other United Ways across the nation and distributed FAMILYWIZE Prescription Drug Discount Cards through our agencies and local pharmacies to help individuals who have no prescription drug insurance coverage. In 2007 we continued to examine ways that we can increase our level of collaboration with the other United Ways serving Niagara County. Our goal continues to be the most efficient and effective health and human service provider in the county.

The United Way partnership with organized labor continues to produce a unified effort to help people in our community. The AFL/CIO Labor Program in Niagara County has been recognized nationally, statewide and locally for its excellence and commitment to community service. Together we work on events like Make a Difference Day, Day of Caring, the American Red Cross Blood Drive, Salvation Army Bell Ringing and the National Letter Carriers Food Drive.

As we move into 2008 we will update our organizations strategic plan. Continued collaboration among the board, the volunteers, the agencies and the community will help to ensure the viability of the Eastern Niagara United Way in the future. We are committed to responsible management of the resources you have entrusted to us and we dedicate ourselves to organizing programs and serving the community in which we work and live.



Bob Hagen
Chairman



Mark Malonek
President

2007 *the year in review*

Annual Awards Luncheon

The Eastern Niagara United Way Annual Awards Luncheon was held on Wednesday, March 14, 2007 at the Cornell Cooperative Extension. Key volunteers were recognized and top-contributing companies received campaign awards. The Lockport City School District received the Community Challenge Cup recognizing them for all of their community activities they support. The Bon Ton received the Campaign Challenge Cup. The President's Challenge Cup was awarded to First Niagara Bank the top campaign leader demonstrating the greatest increase in total dollars or participation.

Volunteers' recognition awards went to ENUW Finance Committee, Jody Chesko, Hank Nevins, the Lockport Union-Sun & Journal, Pam Stevenson, Jayne Bil and Mary Mongeon. ENUW Finance Committee received the United Way Volunteer Leadership Award. Jody and Hank received the Shining Star Award for their exceptional commitment to the United Way campaign efforts. The Lockport Union-Sun & Journal received the Horizon Award for their commitment to ENUW by exemplifying a new contributors giving base. Pam received the AFL/CIO Community Services Award for her true spirit of community services to her community. Jayne received the Julie Lombardi Memorial Award and Mary received the Fred Bruski Memorial Award. Congratulations to all and we thank you for being a United Way volunteer.

The Eastern Niagara United Way was delighted to have two community volunteers who were excited to chair campaign 2007. Jody Chesko a Board Member and mother of three who manages the family business, Niagara County Produce and Gail Niparts an English teacher at Lockport High School and President of the Lockport Teachers Association.



2007 *the year in review*

Make a Difference Day

On August 1, 2007 many volunteers came out early in the morning to sell newspapers to support their local United Way. Thanks go out to all those volunteers who participated and raised over \$4,500. A special thanks to Steve Hall and Greater Niagara Newspapers for their support in Make a Difference Day.



Day of Caring

People helping people are what made the 15th Annual Day of Day a special event. This event was held on Wednesday August 15, 2007 with nearly 200 volunteers from Eastern Niagara County working on 18 different community-building projects. Volunteer groups that participated include: AES Somerset, Barker Central School District, Briody Health Care Facility, Cornerstone Community FCU, Delphi Thermal & Interior/UAW 686, Diversified Manufacturing, First Niagara Bank, Hunt Real Estate, Lockport City School District, Newfane Central School District, NYSEG, Orleans/Niagara BOCES, Tops Friendly Markets, VanDeMark Chemical, Verizon/CWA 1117, Wal-Mart, Wilson Central School District and many individual community volunteers.



2007 *the year in review*

United Way Challenge

The Eastern Niagara United Way participated in Challenge 2007. Our participation in the Challenge 2007 Sweepstakes increased interest and enhanced campaign visibility. This Sweepstakes was an incentive for donors with daily and weekly prizes, plus five grand prizes at the end of the campaign.

Many donors took the challenge by donating just a dollar or more a week either for the first time or increasing last year's gift. Daily prizes ranged from gift certificates to local stores and restaurants to event tickets. In addition, donors were eligible to win one of five Grand Prizes: A \$3,500 Evans National Bank debit card, free gasoline for an entire year from Tops Market, a High-Tech Home package from Time Warner Cable, \$5,200 worth of Wegmans gift cards (\$100 per week for an entire year) and a 2008 Sports Fanatic Pack (2 season tickets to Buffalo Bills home games, 4 passes to Buffalo Bisons' Friday night bash, select tickets to 2008-09 Buffalo Sabres games and two season tickets to 2008 Buffalo Bandits games.)

Winners from Eastern Niagara County include: Krista Radwanski, a sixth grade teacher at Emmet Belknap Middle School. Krista received her prize of six Buffalo Bills tickets from Gail Niparts, United Way Co-Chair and President of the Lockport Education Association. Phillip Warne, an employee of AES Somerset, was the December 11 daily prizewinner. Phillip won a \$50 Gift Card from Tops Markets. Starpoint Primary School Principal, Bonnie Calamita, was one of thousands United Way contributors who entered the United Way Challenge 2007. Bonnie was a grand prizewinner and won \$5,200 in Wegman's gift cards.



Along with the Challenge 2007 Sweepstakes, ENUW conducted weekly prize drawings during the month of October. Niagara County Produce, Frey's Tasty Treats, Ode-Eyed Jacks and Cammarata's Restaurant donated prizes for our weekly drawings. Weekly prizewinners were Kim Farr, Chad LaFever, Ellen Lauer and Viola Bieniecki. Kim a donor from Grand Tours & Ridge Road Express won a \$50 Gift Certificate from Niagara County Produce. Chad a Wilson High School teacher won a One-Eye Jacks Gift Basket. Ellen Lauer a donor from Quality Markets won a \$15 Gift Certificate to Cammarata's and Gift Certificates to Frey's Tasty Treats. Viola an employee of the Niagara County Department of Social Services, pictured left, receives a Frey's Tasty Treat Gift Certificate and a \$50 Gift Certificate to Niagara County Produce from Anna Horton, Niagara County Employee Campaign Chair.



Congratulations to all our winners. Thank you for being a United Way contributor and volunteer.

2007 the year in review

A Message from our Campaign Co-Chairs

As we look back upon our Campaign for 2007, we are reminded of how blessed our community is with people who care. We are proud of the accomplishments of our campaign team and those who stepped forward to support the United Way mission. We are also very proud of the United Way funded agencies, which have provided these much needed services and programs to our community.

We would like to thank the campaign cabinet members and the many volunteers for making this year's campaign a great success.



Jody Chesko



Gail Niparts

Campaign Celebration Breakfast

The Eastern Niagara United Way Campaign Celebration was held on November 15, 2007 at the Lockport Holiday Inn. Jody Chesko, Niagara County Produce, and Gail Niparts, English Teacher at Lockport High School and President of the Lockport Education Association led the annual Community Care Campaign for 2007. Jody and Gail announced that \$1,002,500 was raised through the combined efforts of our hardworking campaign cabinet and the volunteer campaign coordinators.

Jody and Gail thanked the five largest accounts, Delphi/UAW 686, First Niagara Bank, Lockport City School District, Niagara County Employees and Diversified/IPAC, because they represent 50% of our total campaign. These accounts are important but so many of our other Top Accounts increased by \$3,000 to \$4,000 to make up for some adjustments in this year's campaign. Our primary objective this year and continuing through future campaigns is to find 10,000 new donors that will contribute just \$10 per month to raise 1 million new dollars for our United Way agencies.

The Eastern Niagara United Way Board of Directors and staff applauded Jody and Gail for doing a great job with Campaign 2007.

2007 *the year in review*



AFL/CIO Community Services A United Way Partnership

Worker's Memorial

The Worker's Memorial is held annually to remember and honor union brothers and sisters who lost their lives while on the job. We mourn our loss and dedicate this special place in their names. In their memory we vow from this day forward to work for a safe and healthy workplace. Locally, the Memorial Monument is located at Reservoir Park, off Route 31, North on Lewiston Road (Military Road) at the base of the Power Authority Reservoir.



National Association of Letter Carriers Food Drive

The National Association Letter Carriers Food Drive took place on Saturday May 12, 2007. Our Niagara County Letter Carriers collected 284,000 pounds of food. Again the Letter Carriers Food Drive was a huge success with Western New York collecting over 2,994,193 pounds of food. This makes Western New York number ONE in the Country for the fifth straight year. A special thanks to all the volunteers, Letter Carriers from NALC Branch 3 and all the people in our community who helped make this event so successful. Congratulations Western New York.



Harry S. Jordan Scholarship

The AFL/CIO Niagara/Orleans Labor Council handed out three \$500 scholarships to high school students going on to college and one to a student who is continuing their education. This year's winners were recognized at an awards reception at the Como Restaurant on Saturday June 16, 2007. Scholarship winners were Kelly Mastrom, Katelyn Smith and Rebecca Kirsch.



Niagara County Legislature Tees Off for United Ways

The Niagara County Legislature along with the Community Services Committee of the AFL/CIO in cooperation with the Eastern Niagara United Way, the United Way of Niagara and the United Way of the Tonawandas sponsored the 11th Annual Niagara County Legislature Tees Off for United Ways. This year's Niagara County Legislature Tees Off for United Ways golf tournament raised \$3,400 for each United Way. Proceeds from the tournament directly benefit the United Way's 50 member agencies in Niagara County. Thank you to county legislators, union representatives, community organizations, business associates, United Way volunteers and companies for your participation in this special event.

2007 Board of Directors

Bob Hagen, Chairman
Community Leader

We express our sincere thanks to our Board of Directors, whose thoughtful guidance is essential to our success.

Ken Bork, Chairman Elect
Evans National Bank

Jody Chesko, VP for Resource Development
Niagara County Produce

Hank Nevins, VP for Marketing
Western Region OTB

Greg Chenez, VP for Volunteerism
Verizon/CWA 1117

Members At Large

Nancy Babis
Briody Health Care Facility

Andrew Currie
Ag-Pak

Gina Giese
M&T Bank

Jimmy Gugliuzza
Delphi/UAW Retiree

Agency Liaisons

Cheryl Blacklock
Mental Health Association

Special thanks to the Board members whose terms expired this year.

Jerry Wild, VP for Long Range Planning
Diversified Manufacturing

Gary Johnston
NYSEG/IBEW Retiree

Scott Schickling
CPA, CFP

Jim Snyder
North Park Middle School

Elisa David, Treasurer
Cambria Contracting

Gary Pogorzelski, VP Agency Relations
Newfane Superintendent

Tom Murphy, VP for Allocations
KREO

Patricia George, VP for Legal Counsel
Attorney at Law

Richard Laskowski
Leadership Niagara

Beverly Maziarz
NYS Supreme Court

John W. Rosenberg
MTC Software

Mary Ann Oliver
Niagara County Legal Aid Society

Stephen W. Hall
Greater Niagara Newspapers

John Russell
Sun Orchard Fruit Company

Doris Milewski
First Niagara Bank



Eastern Niagara United Way
Balance Sheet (Unaudited)
As of December 31, 2007

	<u>12/31/2007</u>
ASSETS	
Current Assets	
Cash	\$ 559,305
Pledges Receivable - Net of Allowance for Doubtful Accounts	791,467
Prepaid Expenses	75
Total Current Assets	1,350,847
Fixed Assets - Net	2,036
TOTAL ASSETS	1,352,883
LIABILITIES & EQUITY	
Liabilities	
Agency Allocations	\$ 534,376
Donor Designations	264,253
Other Current Liabilities	6,892
Total Liabilities	\$ 805,521
Equity	
Beginning Net Assets	601,866
Net Income	(54,504)
Total Equity	547,362
TOTAL LIABILITIES & EQUITY	\$ 1,352,883

**Your Eastern Niagara United Way
Means Community Care**

The United Way Community Care Fund is your connection to the entire family of local United Way charities here in Niagara County. Your dollars contributed in your community directly impact the quality of life in your city, town or village.

United Way Member Agencies

American Red Cross
Big Brothers Big Sisters
Boy Scouts of America: Iroquois Trail Council
Center for Young Parents
***Everywoman Opportunities Center**
Family & Children's Service of Niagara
Girl Scouts of Niagara County
HANCI

Mental Health Association
Niagara County Legal Aid Society
Northpointe Council
Opportunities Unlimited of Niagara
Salvation Army
The Dale Association
YMCA of Lockport
YWCA of Niagara



* Non-funded Agency

Eastern Niagara United Way

Audited Balance Sheet

December 31, 2007

Assets

Current Assets:

Cash and cash equivalents	\$ 548,325
Investments	11,027
Contributions receivable, net	<u>908,135</u>
	1,467,487

Equipment and improvements, net 1,416

\$ 1,468,903

Liabilities and Net Assets

Current Liabilities:

Accounts payable and accrued expenses	\$ 6,892
Agency allocations payable	534,376
Donor designations	<u>255,164</u>
	<u>796,432</u>

Net assets:

Unrestricted	(136,507)
Temporarily restricted	<u>808,978</u>
	<u>672,471</u>

\$ 1,468,903
