2020 ANNUAL REPORT

UNITED WAY OF LAKE COUNTY
Dear Friends,

As always in United Way of Lake County’s 100-year history, when challenges arise, we embrace them as opportunities to propel our mission of helping people live better lives.

Knowing there are segments of our community more vulnerable during a crisis, United Way reacted quickly in the face of many challenges brought upon individuals when COVID-19 struck Lake County. With the support of our community, we established the Lake County COVID Relief Fund and used it to help ensure those most at risk were protected during the pandemic. Emboldening our belief that education, financial stability, and health are the building blocks to a better life, we focused our COVID relief efforts holistically. One example was our partnership with Laketrans to support the Home-Delivered Grocery Program for Seniors, which brought groceries to the doorsteps of Lake County seniors who were unable to leave their homes.

Another example was our support of the Dolly Parton Imagination Library through Lifeline and the Mentor Public Library so that children could continue learning during the school disruption. We also sponsored Pandemic Child Care through the YMCA to alleviate the stress of frontline workers with children who could not shelter-in-place. We funded additional services for Project Hope in response to the increased demand on the homeless shelter during the stay-at-home order, as well as medical services at the Lake County Free Clinic, additional pick-up days for the Prescription Assistance program, and PPE for volunteers at RSVP Lake County.

During this period of great difficulty and hardship, we have been encouraged and humbled by the outpouring of generosity from our community. Volunteers, donors, businesses, and organizations have all continued to support our efforts, even during this time when we know everyone faced challenges.

On behalf of a grateful community, we thank you. And we hope you are comforted by knowing that United Way of Lake County will always be here to help people live better lives.

Sincerely,

Scot Park, 2020 Chairman, Board of Directors
Jennifer McCarty, President & CEO
To measurably improve the quality of people's lives in Lake County.
United Way of Lake County will become the entrusted champion that drives improved outcomes in our community by funding services that impact education, income and health.
STATEMENT OF INCLUSION

United Way of Lake County believes that every person is entitled to be treated with dignity and respect – this includes equal treatment and access to justice. Acts of racism in our society prevent all members of the community from being treated with the humanity and respect they each deserve.

We stand against racism of all forms.

We value the visible and invisible qualities that makes each person who they are.

We welcome that every person brings a unique perspective and experience to advance our mission and progress our fight for the health, education, and financial stability of every person in our community.

We believe that each United Way community member, donor, volunteer, advocate, and employee must have equal access to solving community problems.

We must all do our part, working United, to make our communities the places that we need them to be – equitable, respectful, and opportunity-filled.

We, as a society, can and must do better to guarantee that the basic human rights and freedoms of every person in every community are protected.
2020 LEADERSHIP

Executive Committee

Chairman of the Board
Scot A. Park, Artower Advisory Services

First Vice Chair
Jeremy Isoue, Stefanik Isoue & Associates

Second Vice Chair
Michelle Graf, The Lubrizol Corporation

Treasurer
Karen Burton, STERIS

Emeritus Board Members
Abraham Cantor, Law Office of Abraham Cantor
Melissa Ferguson, Functional Design
Thomas W. Ferguson, State Farm Insurance
Thomas D. Hill, Lighthouse Advisers
Rita McMahon, Aislinn Consulting
Robert Schiebti, Iron Workers #468, Retired
Carol-Ann Schindel, CPA, City of Eastlake

Board Members
Karen Allen, The Lubrizol Corporation
Morris Beverage III, Lighthouse Advisers
Kerry Bliss, HB Wealth Advisors, LLC
Tom Brewe, Roundstone Insurance
Rick Busby, The Rogers Company
Elliot Christiansen, Cleveland Construction
Mairsa Ferguson, Cuyahoga County
Common Pleas Court
Ellen Foley Kessler, WINT Integrity Radio
Patti Gavorski, Cardinal Commerce
Maria Manocchio, MAM Consulting
Michele Johnson, Lighthouse Advisers
Al Jones, Lake County NAACP
Maria Kula, STERIS
Scott J. Marn, CFP, AAMS,
Benjamin F. Edwards & Co.
Jennifer McCarty, United Way of Lake County
Paul Olzak, Lake Health
Kathy Peterson, Community Volunteer
Andrew Phelps, PNC
Bryan Thomas, Lighthouse Advisers
Jim Tobin, Community Volunteer

Finance Committee
Treasurer: Karen Burton, STERIS
Morris Beverage III, Lighthouse Advisers
Rick Bumgardner, The Lubrizol Corporation
Jack Gregorin, Middlefield Banking Company
Kathy Peterson, Community Volunteer

Marketing Committee
Chair: Maria Kula, STERIS
Karen Allen, The Lubrizol Corporation
Tom Brewe, Roundstone Insurance
Rick Busby, The Rogers Company
Ellen Foley Kessler, WINT Integrity Radio
Julia Schick, Laketran

Governance Committee
Michelle Graf, The Lubrizol Corporation
Al Jones, Lake County NAACP
Jennifer McCarty, United Way of Lake County
Andrew Phelps, PNC Bank

Women United Chair
Michele Johnson, Lighthouse Advisers

Emerging Leaders Chair
Bryan Thomas, Lighthouse Advisers
United Way of Lake County advances the common good by creating opportunities for all. Our focus is on education, financial stability, and health— the building blocks for a good quality of life and a strong community.
Thousands of Lake County children lack the support needed to strengthen their literacy, stay on track in school, graduate high school and find a career.

Even more astounding, **54% of Lake County children enter kindergarten without the sufficient skills and knowledge to engage in kindergarten-level instruction.** These children are at risk of being left behind throughout school and life.

Studies show that the developmental sweet spot for childhood learning is from birth through pre-k and that a focus on kindergarten readiness sets children on the path for success and life-long learning, decreasing the need for costly interventions down the line.

United Way of Lake County is working to ensure every child gets a strong start in life by providing access to needed resources. Our goal is for our children to grow into adults who thrive in the job market and life.
For too many families, the cost of living outpaces what they earn. A full 32.6% of Lake County households face barriers to self-sufficiency. And this was before the pandemic; we can only imagine what this number is today. These are Lake County residents who live in poverty or barely above, earning more than the federal poverty level but less than the cost of living. This percentage includes a stark 27% of households who fall into the ALICE threshold. ALICE is an acronym that stands for Asset Limited, Income Constrained, Employed; often referred to as our working poor.

Far too many cash-strapped households live one paycheck away from being forced to make impossible choices. When funds run short, people must decide between paying for things like quality childcare and rent, electricity and food, filling a gas tank or a needed medical prescription, and more. The stress can be unbearable, and unexpected expenses can send a family over the edge. The short-term decisions ALICE families are forced to make have long-term consequences not only for them, but for all of us.

United Way of Lake County is working to change this.
Too many people in Lake County live in distress at being uninsured or under-insured. When it comes to accessing health services, a person’s zip code, standing in life, job and financial status should not serve as a harsh barrier to quality healthcare. Yet for many, this is a daily reality.

By making it easier for families and individuals to receive quality health care, access to needed prescriptions, mental health counseling, substance abuse treatment, and access nutritious foods, we’re fighting to...

help everyone get—and stay—healthy.
WHAT’S NEEDED. WHERE IT’S NEEDED.

United Way of Lake County has been responding to our community’s most pressing needs for nearly 100 years. COVID-19 has been a new challenge for us and our community; but we’re up for it. We were built for this. As a leader in our community, our ability to convene partners, providers and resources is unparalleled.

As soon as the pandemic began affecting our community, United Way of Lake County pivoted to rally resources and raise funds to provide emergency assistance to those in need. Through the support of donors and partner agencies, United Way of Lake County was able to meet many of our community’s critical needs.

**Hunger**
Provided a substantial increase in food distributions to 40 local food pantries to help meet increased demand.

**Seniors**
Provided support for the fulfillment of a Home Delivered Grocery Program established for homebound seniors, where nearly 2,500 bags of groceries were distributed.

**Homeless Shelter**
Provided increased support to Project Hope for the Homeless to help meet an extension in service hours needed to comply with Ohio’s stay-at-home order.

**Meals**
Provided support to The Salvation Army of Painesville to fulfill an increased demand for meals.

**Free School Supplies**
Provided support for The Salvation Army’s 2020 School Supply Bash where nearly 1,400 children in need were provided school supplies.

**Free Medical Care**
Provided increased support to the Lake County Free Clinic to help meet the heightened demand stemming from those who lost jobs and health insurance.

**Pandemic Approved Child Care**
Provided support to the Lake County YMCA’s licensed pandemic approved childcare centers for essential workers.

**Free Prescriptions**
Provided increased support to the Prescription Assistance Program to help meet increased demand.

**Housing**
Provided support to the Fair Housing Resource Center to help meet a large increase in call volume for rental and eviction assistance, foreclosure prevention counseling, legal advice and more.
DONOR GIFTS AT WORK - 2020 IMPACT

- 7,394 Emergency Services Provided to those in Crisis
- 532 People Received Substance Abuse Treatment
- 7,183 Medical and Dental Visits Funded for those in Need
- 831 People Benefited from Prescription Assistance
- 2,573 Mental Health Counseling Services were Provided
- 8,200 Children Benefited from Mentors and Youth Assistance Programs
- 20,963 Children Benefited from Reading and Education Programs
- 188 Hospice Patients and their Families Received Comfort and Care
- 276 Domestic Violence Survivors Benefited from Refuge and Care
- 550 Homeless Persons Received Shelter and Care
- 166 People Benefited from Rental Assistance and Transitional Housing
- 502 Cans of Formula were Provided for Babies in Need
- 270,000 Meals were Provided to those Suffering from Hunger
- 41,024 Congregate, Drive-Through, and Delivery Meals Provided to Seniors
- 200 Day of Caring Volunteer Hours Donated to the Betterment of our Community
- 1,661 People Benefited from Familywise Prescription Program
- $138,719 Total Prescription Medication Savings Realized by People from Familywise Prescription Program

Total 92,024 SERVICES PROVIDED*

Helping People for Nearly 100 Years.

*The total number of services provided is based on the programs our Community Impact Fund Supports. This does not include the number of residents we helped, the number in Familywise prescription program or the total number of meals UWLC provided to feed Lake County’s Hungry. The inclusion of this data increases the total number of services provided.
2020 SUPPORTED PROGRAMS

**Education**
- Auburn Career Center
  Program Cost Assistance $19,341
- Camp Sue Osborn
  Camp Experience for those with Special Needs $19,300
- Captains Charities
  Captains Reading Program $4,000
- Crossroads Health
  Ohio Early Intervention Program Serving Children under the Age of 3 $74,200
- Fine Arts Association
  Creative Arts Therapy $7,350
- Lake County YMCA
  Summer Learning Loss Prevention $12,500
- Lake County YMCA
  Child Care Program $17,600
- Mentor Public Library
  Daily Parton Imagination Library
  Book Program for Pre-K Children to Promote Kindergarten Readiness $24,465
  ($13,465 Allocated by UWE & $11,000 Allocated by Emerging Leaders of UWE)
- Salvation Army Citadel
  Youth Learning Zone $36,000
- Starting Point
  Devereux Early Childhood Assessment $12,800
- Starting Point
  Child Care Training $9,187
- Torchlight Youth Mentoring Alliance
  Community-Based Mentoring Program $21,789
- Torchlight Youth Mentoring Alliance
  E-City Financial & Career Readiness Skill & Entrepreneurship Program $11,005

**Income**
- Birthright Lake, Inc.
  Formula for Babies of Low Income Households $12,671
  ($6,747 Allocated by UWE & $5,924 Allocated by Women United of UWE)
- Catholic Charities of Lake County
  Minority Outreach Program $9,731
- Catholic Charities of Lake County
  Emergency Services (Food Force) $15,000
- Forbes House
  Domestic Violence Shelter $80,000
  ($70,000 Allocated by UWE & $10,000 Allocated by Women United of UWE)
- Lake County Council on Aging
  Congregate Meal Program for Seniors $68,000
- Lake County YMCA
  Financial Assistance $52,451
  ($45,451 Allocated by UWE & $7,000 Allocated by Women United of UWE)
- Lifeline
  Security Deposit Assistance $16,118
- Project Hope for the Homeless
  Homeless Shelter $64,000
- Salvation Army Citadel
  Emergency Services $30,000
- Salvation Army Citadel
  Red Shield Homeless Program $15,400
- Salvation Army Service Units
  Emergency Services $19,200
- Western Reserve Community Development Corporation
  New Directions for Living $23,000

**Health**
- Cleveland Rape Crisis Center
  Services for Survivors $35,000
  ($20,000 Allocated by UWE & $15,000 Allocated by Women United of UWE)
- Crossroads Health
  Crossroads Health Adult Counseling $51,000
- Hospice of the Western Reserve
  Western Reserve Navigator $25,500
- Kidney Foundation of Ohio
  Medication & Transportation Assistance $24,650
- Lake County Free Clinic
  Medical Care $100,000
- Lake County Free Clinic
  Dental Care $26,300
- Lake County Free Clinic
  Case Management for Continuous Improvement $17,000
- Lake-Geneva Recovery Centers
  Outpatient Program $22,466
- Lake-Geneva Recovery Centers
  Inpatient Recovery Program $14,103
  ($4,103 Allocated by UWE & $10,000 Allocated by Women United of UWE)
- Lake Health District Fund
  Prescription Assistance Program $10,500
- Lake Hospital Foundation
  Cancer Prevention Center $14,834
- Lifeline
  Prescription Assistance Program $10,500

**Total**
- Education $270,137 [25.3%]
- Income $405,611 [37.9%]
- Health $394,253 [36.8%]

**Total**
- UWE $1,069,001
**Thank You**

*Donors, volunteers, and advocates* are the backbone of United Way of Lake County. We are able to ensure better lives for Lake County residents in need thanks to the contributions and support of the many corporations, agencies, organizations, and individuals who generously contribute to make it all happen.

While there are too many to thank, we would like to recognize a few volunteers and champions.

- **Gus Gehring Award Winner**
  Maria Kula, STERIS

- **Matt Logies Award Winner**
  Bryan Thomas, Lighthouse Advisers

- **Woman Leader of the Year**
  Patty Perry, ProMark Enterprises

- **Emerging Leader of the Year**
  Kerry Jonke, Laketran

- **Feed Lake County Champion**
  The Donato Foundation

At United Way of Lake County

All Gifts Raised in Lake County

Stay in Lake County!
### FYE20 Balance Sheet w/ FYE19 Comparables

*Per June 30, 2020 Audited Financial Statements*

<table>
<thead>
<tr>
<th></th>
<th>At June 30, 2020</th>
<th>At June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
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<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$601,063</td>
<td>$219,460</td>
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<td>Pledges Receivable</td>
<td>638,408</td>
<td>670,105</td>
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<tr>
<td>(Less Allowance for Uncollectible)</td>
<td>(90,000)</td>
<td>(80,000)</td>
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<tr>
<td>Prepaid Expenses and Other Assets</td>
<td>34,593</td>
<td>35,859</td>
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<td>Investments</td>
<td>2,125,009</td>
<td>2,075,391</td>
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<tr>
<td>Property and Equipment, Net</td>
<td>437,722</td>
<td>450,616</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$3,746,795</strong></td>
<td><strong>$3,371,431</strong></td>
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<table>
<thead>
<tr>
<th><strong>Liabilities &amp; Net Assets</strong></th>
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<tbody>
<tr>
<td><strong>Liabilities</strong></td>
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<tr>
<td>Allocations Payable</td>
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<td>$1,000,000</td>
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<td>Designations Payable</td>
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<tr>
<td>Accounts Payable and Other Payables</td>
<td>96,693</td>
<td>21,905</td>
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<tr>
<td>Accrued Expenses</td>
<td>21,332</td>
<td>16,229</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>1,244,872</strong></td>
<td><strong>1,056,670</strong></td>
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</tbody>
</table>

| **Net Assets**                |                  |                  |
| Unrestricted                  | 1,863,109        | 1,721,637        |
| Temporarily restricted         | 638,814          | 573,124          |
| **Total Net Assets**          | **2,501,923**    | **2,294,761**    |

| **Total Liabilities & Net Assets** |                  |                  |
| **3,746,795**                   | **3,371,431**    |                  |

### FYE20 Statement of Activities w/ FYE19 Comparables

*Per June 30, 2020 Audited Financial Statements*

<table>
<thead>
<tr>
<th></th>
<th>w/o Donor Restrictions</th>
<th>w/ Donor Restrictions</th>
<th>At June 30, 2020</th>
<th>At June 30, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Public Support &amp; Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Gross Campaign Results</td>
<td>$2,054,145</td>
<td>$2,217,012</td>
<td>$2,271,157</td>
<td>$2,062,865</td>
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<tr>
<td>Less Donor Designations</td>
<td>(253,004)</td>
<td>(253,004)</td>
<td>(166,351)</td>
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<tr>
<td>Less Allowance for Uncollectible</td>
<td>(66,792)</td>
<td>(66,792)</td>
<td>(65,891)</td>
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<tr>
<td><strong>Net Campaign Revenue</strong></td>
<td>$1,734,349</td>
<td>$1,917,212</td>
<td>$1,981,761</td>
<td>$1,830,623</td>
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<tr>
<td>Gifts-in-Kind</td>
<td>51,059</td>
<td>48,890</td>
<td>99,889</td>
<td>174,047</td>
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<tr>
<td>Other Income</td>
<td>13,253</td>
<td>13,253</td>
<td>7,597</td>
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<tr>
<td>Rental Income</td>
<td>12,000</td>
<td>12,000</td>
<td>24,415</td>
<td>10,764</td>
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<td><strong>Grant</strong></td>
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<td>Total Assets Released from Restrictions</td>
<td>233,243</td>
<td>(233,243)</td>
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<tr>
<td><strong>Total Public Support &amp; Revenue</strong></td>
<td>$2,043,904</td>
<td>$57,014</td>
<td>$2,100,918</td>
<td>$2,023,031</td>
</tr>
</tbody>
</table>

| **Expenses**                   |                        |                       |                  |                  |
| Program Services               |                        |                       |                  |                  |
| Gross Funds Awarded/Distributed| $1,396,298             | $1,396,298            | $1,228,005       |                  |
| Less Donor Designations        | (253,004)              | (253,004)             | (166,351)        |                  |
| **Net Funds Awarded/Distributed** | 1,143,294            | 1,143,294             | 1,061,654        |                  |
| Community Impact               | 389,626                | 389,626               | 466,628          |                  |
| Allocations & Agency Relations | 90,561                 | 90,561                | 96,470           |                  |
| **Total Program Services**     | $1,623,481             | $1,623,481            | $1,624,752       |                  |
| Supporting Services            |                        |                       |                  |                  |
| Management & General           | $116,735               | $116,735              | $147,109         |                  |
| Resource Development           | 240,908                | 240,908               | 231,548          |                  |
| **Total Supporting Services**  | 357,643                | 357,643               | 378,657          |                  |
| **Total Expenses**             | $1,981,124             | $1,981,124            | $2,003,409       |                  |
| Increase (Decrease) in Net Assets as a Result of Operations | 62,780               | 57,014                | 119,794          | 19,622           |

| **Non-Operating Activities**   |                        |                       |                  |                  |
| Unrealized Gain (Loss) on Investments | $18,513             | ($9,859)              | $8,754           | ($10,373)        |
| Investment Income              | 60,079                 | 18,535                | 78,614           | 119,814          |
| **Total Non-Operating Activities** | 78,692               | 8,676                 | 87,368           | 109,441          |
| Change in Net Assets           | $141,472               | $65,690               | $207,162         | $123,063         |
| **Net Assets - Beginning**     | $1,721,637             | $573,124              | $2,294,761       | $2,171,698       |
| **Net Assets - Ending**        | $1,863,109             | $638,814              | $2,501,923       | $2,294,761       |