COMMUNITY PROGRESS REPORT

United Way of Greater Mercer County's Report on Community Impact, Vision for the Future and Promise of Transparency

FISCAL YEAR 2016-2017
MESSAGE FROM PRESIDENT & CEO AND CHAIR

Message from the President & CEO and Chair

The 2016-17 fiscal year has been an exciting and busy one for us here at United Way of Greater Mercer County (UWGMC). Jennifer Woods of the Robert Wood Johnson Foundation joined us as chair of our board of directors as of July 1, 2017. Her leadership and passion for serving the Mercer County community has already had a positive influence on our journey as a valuable organization in our region. Our commitment to you is to be more transparent and focused on initiatives that provide the most community impact. We think you will see that in this report.

A key example of this is our annual Strike Out Hunger event, which has expanded from a half day meal packing event to a multi-prong approach. We now also provide grant funding to local non-profits and have engaged in a greater effort to encourage our corporate partners to host food drives, especially during the summer months when children are out of school and cannot participate in breakfast and lunch programs.

This past year we began a strategic planning process so that we can align our work with both community needs and donor interests. The community’s input in this endeavor is key to our success and we plan to continue to listen and learn about the specific needs of Mercer County citizens in order to determine the best solutions for the community.

As a result of the strategic planning process, we plan to focus on individuals and families walking a financial tightrope, also known as the Asset Limited, Income Constrained, Employed (ALICE) population in Mercer County. With this focus in mind, through collaborations with other organizations, we are most interested in finding solutions to complex problems to improve the quality of life of families in our community. We know that these efforts will be challenging, but will certainly be worth the time, effort and attention of the UWGMC staff and board of directors!

Our journey continues, and we invite you to join us in that journey.

Sandra Toussaint
President & CEO

Jennifer Woods
Chair, Board of Directors
OUR COMMUNITY

454,756
INDIVIDUALS AND FAMILIES SERVED

37
COMMUNITY PARTNERS

58
CORPORATE PARTNERS

1,557
VOLUNTEERS

21
TOWNS SERVED

Not included in the map, but in our service footprint:
- Hopewell Borough
- Kingston
- Monmouth Junction
- Hightstown Borough

83+
YEARS IN THE COMMUNITY
A child’s success in early life determines his or her future. At United Way of Greater Mercer County we promote early reading readiness, and support the development of critical life skills through our reading initiatives and programming to increase children’s self-esteem and self-awareness.

FINANCIAL STABILITY
As many as one-third of our community’s hard-working families do not earn enough to meet their basic needs. Wages have not kept pace with the rising cost of housing, healthcare, and education. Currently, the A.L.I.C.E. (Asset-Limited, Income-Constrained, Employed) population in Mercer County includes approximately 26,500 people who make less than $50,000/year. For those walking a financial tightrope, United Way of Greater Mercer County is here to help with free tax prep, benefits enrollment, and FAFSA completion.

HEALTH
UWGMC is addressing the physical, mental, social-emotional health of Mercer County’s most vulnerable population. We believe that everyone in the community should have access to a healthier life. UWGMC partners with local non-profits to support that vision through prevention and self-management education.
United Way of Greater Mercer County connects people with resources propelling individuals and families to reach their fullest potential creating a thriving community.

Our vision is a vibrant and inclusive greater Mercer County whereby all can thrive.

We invest in programs, community partnerships, and volunteer engagement in youth and family success, economic vitality and health and wellness.
IMPACT AT A GLANCE

ACCESS TO FOOD

LAST SUMMER WE APPLIED A MULTI-PRONG APPROACH TO IMPACT FOOD INSECURITY:
awarding $75,000 to 10 local non-profits to expand their focus on summer hunger;
packing 178,000 bowls of oatmeal at Strike Out Hunger; and partnering with local
and statewide government and nonprofits to promote awareness of free summer meals
for children.

600+
participated in
Strike Out Hunger
meal packing event.

178,000
bowls of oatmeal packaged
and distributed to local food
pantries.

$75,000
UWGMC funded 10
agencies to combat food
insecurity in Mercer County.

“Jewish Family and Children’s Service didn’t just feed my body, they fed my soul.”
- Food Pantry Client who received groceries as a direct result of
United Way of Greater Mercer County funding

TAX FILING ASSISTANCE

TO ADDRESS THE OBSTACLES THAT PREVENT HARD WORKING FAMILIES from getting ahead
financially, United Way of Greater Mercer County and the Mercer CASH (Creating
Assets, Savings and Hope) Tax Coalition helps families meet their basic needs, while
gaining the financial capability to plan for, and accomplish, their long-term
financial goals.

“This service has really taken a lot of stress out of my life over the past few years.”
- Educational Testing Service
  Employee

2,610
FREE TAX RETURNS*
Average return: $1,154
Average taxpayer income: $24,512

$2,656,548
TOTAL REFUNDS*
Total Earned Income Tax Credit: $717,657
Total Child Tax Credit: $605,371

2,909
VOLUNTEER HOURS*
75 tax prep volunteers equating to a contribution of $82,383 to the community.

*Serves Individuals & Families making less than $65,000 a year
* Dollars Returned to Mercer County
*The backbone of the program
IN PARTNERSHIP WITH CAMP FIRE NJ, we provide effective youth development programming in Mercer County. The evidence-based programs (Count on Me Kids, Caution Without Fear, and Safe & Sure) build social and emotional development skills such as self-esteem, self-awareness, social skills, decision making, relationship building, and conflict resolution.

108 YOUTH DEVELOPMENT PROGRAMS FUNDED

Count on Me Kids: 54
Caution Without Fear: 30
Safe and Sure: 24

SERVING 2,592 STUDENTS IN MERCER COUNTY

ALIGNING YOUR COMPANY’S MARKETING, BUSINESS AND PHILANTHROPIC GOALS with volunteerism is a great way to build your team, elevate your brand, enhance employee morale and impact your community. In addition to helping you oversee a project, we can assess and match your company with one of our community-based partners and tailor a project to your specific goals.

“We loved doing the kits! Everyone had a great time. We are ‘in’ for your next project.”
- Terry Young, Northfield Bank

3,224 BOOKS COLLECTED and donated to local elementary schools, in addition to art supplies, food, clothing and school supplies

760 KITS PREPARED including literacy, STEAM, anti-bullying and personal care kits

1,992 HOURS WORKED by 702 participants equating to a contribution of $56,413 to the community
MOBILIZING THE COMMUNITY

BY INCORPORATING THE COMMUNITY’S INPUT in the development of program planning, United Way of Greater Mercer County maximizes community involvement, which threads itself through all of the work that we do from programs to corporate engagement.

L.I.V.E. YOUNG SOCIETY

We strive to bring the next generation into the United Way fold to become leaders and volunteers that create lasting impact. The L.I.V.E. (Lead, Impact, Volunteer and Engage) Young Society is for young professionals interested in transforming communities. We incorporate a fun team-building activity into each L.I.V.E. Young Society event so that individuals are not only able to create professional connections but they can give back to the community they work or live in! Benefits of getting involved with UWGMC include opportunities to volunteer, expand social networks, invitations to exclusive events and potential leadership roles on Committees and the Board of Directors.

STUDENT UNITED WAY

UWGMC currently has a Student United Way Chapter at The College of New Jersey. Student United Way is about leadership development and community service. Each year they host an annual PB&J Race during the Spring semester. The purpose of the event is to bring students together to make peanut butter & jelly sandwiches that they donate to TASK (Trenton Area Soup Kitchen).

EMERGENCY FOOD AND SHELTER BOARD

UWGMC manages and convenes the local Emergency Food and Shelter board. The group is part of a national board chaired by the Federal Emergency Management Agency (FEMA) which distributes funds appropriated by Congress to expand the capacity of food and shelter programs in areas of need. Our local board determines how the funds are awarded in Mercer County and this year distributed $157,317 to agencies in our community.
COMMUNITY RESOURCES
MADE POSSIBLE WITH YOUR SUPPORT

NJ 2-1-1

United Way has been supporting NJ 2-1-1 since its inception in 1997. 2-1-1 is a free, confidential referral and information helpline and website that connects people from all communities and of all ages to the essential health and human services they need, 24 hours a day, seven days a week. A toll-free call to 2-1-1 connects you to a community resource specialist in your area.

FamilyWize

The distribution of our FamilyWize Prescription cards has saved families nearly $600,000 during fiscal year 2016-17 and over $1.6 million to date. United Way of Greater Mercer County and the FamilyWize Community Service Partnership have teamed up to make prescriptions more affordable to the community. FamilyWize cards have provided needed relief with great success to individuals and families in Mercer County.

FamilyWize Impact in Mercer County

Number of People Helped 5,499
Total Savings $590,222
Average Savings % 40%

Requested Services in Mercer County

<table>
<thead>
<tr>
<th>Service Type</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Assistance</td>
<td>200</td>
</tr>
<tr>
<td>Mental Health &amp; Counseling</td>
<td>272</td>
</tr>
<tr>
<td>Health/Medical</td>
<td>116</td>
</tr>
<tr>
<td>Food Access</td>
<td>4301</td>
</tr>
</tbody>
</table>

Number of Calls by Town in Mercer County

<table>
<thead>
<tr>
<th>Town</th>
<th>Calls</th>
</tr>
</thead>
<tbody>
<tr>
<td>East Windsor</td>
<td>78</td>
</tr>
<tr>
<td>Ewing</td>
<td>356</td>
</tr>
<tr>
<td>Hamilton</td>
<td>703</td>
</tr>
<tr>
<td>Hightstown</td>
<td>133</td>
</tr>
<tr>
<td>Hopewell</td>
<td>21</td>
</tr>
<tr>
<td>Lawrenceville</td>
<td>173</td>
</tr>
<tr>
<td>Pennington</td>
<td>66</td>
</tr>
<tr>
<td>Princeton</td>
<td>204</td>
</tr>
<tr>
<td>West Windsor</td>
<td>74</td>
</tr>
<tr>
<td>Robbinsville</td>
<td>30</td>
</tr>
<tr>
<td>Pennington</td>
<td>66</td>
</tr>
<tr>
<td>Trenton</td>
<td>3041</td>
</tr>
</tbody>
</table>

Number of People Who Saved On Prescriptions in Mercer County

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heart Disease &amp; Diabetes</td>
<td>3,147</td>
</tr>
<tr>
<td>Mental Health</td>
<td>1,216</td>
</tr>
<tr>
<td>Other Health Conditions</td>
<td>1,136</td>
</tr>
</tbody>
</table>

Prescription Savings by Dollar Amount

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heart Disease &amp; Diabetes</td>
<td>$294,993</td>
</tr>
<tr>
<td>Mental Health</td>
<td>$119,259</td>
</tr>
<tr>
<td>Other Health Conditions</td>
<td>$175,970</td>
</tr>
</tbody>
</table>
Gary, a volunteer in the United Way of Greater Mercer County’s Volunteer Income Tax Assistance (VITA) program since 1997, is very proud of the work he does to help people. "We have an exemplary interview process that allows us to get to know the taxpayer while gaining their trust and eliminating the fear that comes with getting your taxes prepared... and then help them get the greatest benefits on their returns. It's fun to meet so many great people and help them at the same time!"

A permanent fixture in the UWGMC offices, Gary and many others offer free tax preparation from February to October each year. There are 75 IRS-certified volunteers who follow strict standards and who clocked approximately 3,000 hours preparing returns during the 2017 tax season. When asked what he is most excited about this tax season, Gary pointed to a New Jersey state tax credit for veterans with its goal to provide additional benefit for those who have served in the military.

UWGMC recognizes that in order for families and individuals to be self-sufficient they have to be financially stable. In 2017, United Way of Greater Mercer County prepared 2,610 free tax returns with refunds last year totaling over $2.6 million which is a direct benefit to the community since much of that money is spent at nearby businesses, paying bills, or put into savings accounts at local banks.

UWGMC’s work is made possible by the countless hours volunteers and corporate partners provide to the organization. Corporate partners often contact United Way to fulfill their corporate citizenship goals so they too can make an impact in the community.

Whether it is volunteering for tax prep, creating education kits, painting a school classroom, reading to students, or organizing food or book drives, the commitment of our volunteers has been irreplaceable. In Gary’s case volunteering keeps him active and allows him to use a lifetime of skills.
THANK YOU FOR YOUR DONATION

$1-$499
Roelie Abdi
Stephen Adler
Rebecca J. Aquas
Ali Ali
Megan Allain
Sharon Allen
Roderick B. Anderson
Stephen Anderson
Benigno Anton
Kristin S. Appelget
C. Thomas Attix
Sidney Auerbach
Jean Austein
Melvin S. Babad
Paula Bacall
Helen Banis
Jo Ann Barber
John N. Beidler
Louis Beke
Michael Bell
Daniel C. Belostock
David A. Benjamin
Barbara Ann Berko
Marie Berman
John M. Bittner
John Blazejewski
John C. Borden
Jack Borrus
John E. Boscoe
William Bowen
Marilee Ruby Bragg
Mark E. Branon,
J. Robert Bratman
Linda Brozyna
J. Robert Bratman
Mary Bumm
Peter C. Bunnell
Asu Burik
Traslyn C. Butler
Glenn A. Buzzi
Curtis Callan
Raymond A. Camp
Byron A. Campbell
Bruce R. Campbell
Diane Campbell
Frank Campo
David Cannadine
Shuwen Cao
Jennifer L. Caputo
Halina Caravello
Walter Carl Case
George Casey
Lalitha Harish Chandra
Michael S. Chang
Yak Fa Cheung
Karen J. Chinn
First Baptist Church of
Princeton
Erhan Cinlar
William Claburn
Kelly Clark
Douglas M. Clark
Margaret C. Clark
Ross M. Contiliano
Michael Cook
Ann D. Corwin
Sara Kay Cosgrove
Kevin Cotter
Donna Crawford
Angela N.H. Creager
Regan Hunt Crotty
Denise Daniels
Dawn Day
Anthony R. De Meo,
Clement Decie
Louise F. Deis
Iris Delgado
William Demeritt
Judith A. Diamond
Pamela S. Dickson
Nicholas DiPietro III
Richard A. Druckman
Kim Dugo
Lisa Dunkley
Wendy Dunn
Cheri Hennessy Durst
Cresner Dussintyl
Diane East
Christopher L. Eisgruber
Jane D. Engel
Patricia Fair
David Feinblum
Stephanie R. Feingold
Joanne S. Ferrara
Jessica Figueroa
Bruce Finnie
William H. Fonger
Arthur Frank
Suzanne V. Franzino
Barry Friedman
Kelly Freidenfelds
Barbara Fruhling
Katharine Furda
David Gabai
Donna Gabai
Sheldon Garon
Henry L. Gingrich
Joan S. Givgus
William Gleason
E.S. Gleeson
Anna Goco
Newton E. Godnick
Andrew K. Golden
Noreen J. Goldman
Richard H. Goldman
Kittanee Gomez
Maria Gorlatova
Maura Graber
Kevin M. Grant
John S. Greenwald
Elizabeth B. Grimes
Evelyn Grossman
Charles A. Gruen
Sheila Gunning
Ilse C. Gusciora
Kathleen Haney
William M. Hardt
Julie M. Harris
Michael Hausser
Israel J. Heilweil
Connie Hensley
Linda Herrick
Philip John Holmes
Henry S. Horn
G.A. Horner
Joel Hosea
Nathaniel Howe
Yue-Kai Huang
Chase S. Hunt
Cloud Huntley
Janina M. Issawi
Robert G. Jahn
Miriam Jankiewicz
Sallie W. Jester
Karen A. Jezireny
Niraj K. Jha
Thomas K. Jondahl
Sandra Jones
Adam Jordan
William Leonard Joyce
Margaret Juerging
Asim Kadau
Robert Kaita
Nancy Kalmikoff
Richard L. Kaluzny
Robert Kammerer
Ariel Kapoano
Eric Kativa
Bryan S. Keighery
Josephine Kelly
William Kennedy
Isela Khouri
Elizabeth R. Kiviat
Karen Koller
Richard Kraeuter
Paul F. Lalli
Maureen Lampariello
Maxine R. Lampert
Yuki Laurenti
David M. Lee
William Lee
Jackie Leighton
Robert P. Leone
Michael A. Leopold,
Jennifer Levine
Marlene Levine
Denise Lezan
Yaowen Lin
Thomas A. Linthorst
Florence Lipstein
Daniel Lister
Regina S. Litman
Oren Livne
Victoria Lloyd
Maria LoBiondo
Anita L. Loerke
Rudy Loewenstein
Cristian Lumezanu
Claudette Lumpkins-Barlow
Andre Maman
MaryAnn T. Mancuso
Milbrey S. Mara
Angela Marquez
Mary Marrone-Polo
Diana Martin
Joan K. Martine
Teresa Marusa
Gina Mastro
Edward E. Matthews
Lester R. Mayer
Christopher J. McAuliffe
Jonathan B. McCabe,
Livia McCarthy
Tara McCartney
Karen E. McGinley
Julia McGlynn
Margaret M. McGovern
Timothy McGowan
Linda Meisel
Tali Mendelberg
Amy Mercogliano
Erin Metro
Daniel L. Migliore
Brenda B. Minan
Sarah S. Milburn
Margaret Miller
Arthur Miller
Leonard Millner
Renqiang Min
Michele Minter
Rand Mirante
Alice Monachello
Kevin Morano
David Morreaule
Robert Mosley
Paul B. Mott
Henry Murphy
Gary Mykietyn
Suzanne Nash
Jay C.S. Neary
Benjamin D. Novak
Barbara B. Oberg
Kristine H. O’Connor
George R. Oliver
Mark Oresic
Susan Ortiz
Marianne Ostendorf
Edward T. Osvai
Carrie Pabreza
Robert Paci
Michael Padgett
Lyman Page
Sanjay Palnitkar
Anthanassios
Panagiopoulos
Linda M. Pappadakis
Daniel G. Parrotta
Scott Parry
Lois C. Penn
Franco Perdriel
Beth Perrino

PAGE 11

United Way of
Middlesex County

PAGE 11

United Way of
Middlesex County
THANK YOU FOR YOUR DONATION

Jeffrey M. Pevar
Caroline Phillips
Robert  Pickens
Harry L. Pinch
Pierre A. Piroue
Antoinette Pirrera
Eric Plutz
Alexander Podlecki
David Popovce
Elizabeth Powers
Ruth E. Prigge
Theodore K. Rabb
Sampath Rangarajan
Janet Rapelye
Diane J. Reach
Dawn Reading
Gregory Rewoldt
Joe Reynolds
John J. Ricco
Victoria J. Ridge
Aleida Rios
Charles Rippin
Drew Rizzo
Patricia Robinson
Tobias D. Robison
Penina Rose
Lawrence Rosen
Harvey Rosen
Howard A. Rosen
Llewellyn G. Ross
Leona Rosso-Dzugan
Harvey Rothberg
H. L. Boyer Royal
Daniel Ian Rubenstein
Clarke Rupert
Elaine Russo
Himanshi Sachdeva
Sacks Family Fund
Renata Sagan
Jessica Sanchez
Alan F. Sand
John Santana
Caroline Sbraga
Denise Scerbo
The Byron & Margaret
Schaefer Gift Fund
William R. Schowalter
Gertrud Schupbach
Martin W. Schwartz
Priscilla Scott
Richard J. Seib
Lynn Shakin
Rosemarie Shangle-Johnson
Donald C. Sheasley
Glynis L. Sherard
Ivy Shinn
Colleen Sked
Don C. Skemer
Laurie B. Skoroda
Deborah A. Small
John B. Smiley
Thomas P. Smith
Julie Vichada Sok
Paula A. Sollami-Covello
Zoltan Soos
Robert C. Sprout
Stanley Stein
Marjorie Steinberg
Gerald P. Sternberg
Daren Stotler
Kyle Subramaniam
Joowon Suh
Mark Swanek
Robert W. Sweet
Miri Swerdlov
William M. Tang
Joseph Taylor
Andros B. Thomson
Carol Tierney
Irwin Tillman
Martin Timins
Henry T. Towns
Thomas Trezise
Tarry Truitt
Daniel Tsui
Ernestine L. Urken
Denise Vaccaro
Robert Van Vranken
Gabriel Veras
Jeremy Vitaro
Cheryl Von Morris
Barry A. Vuolo
Sigurd Wagner
Susan Walsh
Carley Ward
Charlotte T. Williams
William H. Wilmot
Edward Witten
Joyce Wong
Kirsten E. Yard
Peter V. Yeager
Lori Yeager-Myles
Helen York
Kenneth M. Young
Carol Zanca
Marion Zarzeczna
Panina Zaurov
Elizabetta Zodeiko
Sharad Malik
Thomas Mayer
McAlpin Fund
James A. Reeds
Richard A. Register
Louis J. Russo, Jr., D.D.S
Howard A. Stone
Sandra Toussaint
L. S. Watkins
Judith Weisenfeld

$1,000+
Vanguard Charitable
Anonymous
Charles R. Beitz
Grant A. Beske
Alan Blinder
Giles Constable
The Deligne Family Fund
Yvette Donado
John Epstein
C. William Gear
Churi L. Ghosh
Norman A. Goldschmidt
Kristen Hackett
Ruth B. Goldston
Katherine Hatton
Peter J. Holzer
J. Stuart Hunter
Andrew Jackson
Stanley N. Katz
Nancy Weiss Malkiel
Michael. S. Manning
Jane McCarty
Andrew Miller
Craig H. Multhauzer
Scott Nelson
John Repko
Rita Ribeiro
Michael Rowe
William M. Rue
Bill and Sonya Sappington
Raji Sathappan
Christopher A. Sims
James Spangler
Penny and Ted Thomas Fund
James D. Thursby
Roger Tran
Michael Ullmann
Victor P. Walcoff
John C. Wellemeyer
Jennifer Anne Widner
Jennifer Woods

$500-$999
Hans Aarstorp
Twin Chimney Inc.
David C. Colby
David & Gloria Morris Fund
Elzabeth Hirschhorn Donahue
Klaus Florey
Joseph A. Giordmaine
Gil E. Gordon
Eva Gossman
Matthew J. Gaglia
Edward Groth
Aarti Gupta
James Harton
Edmund Keeley

$500-$999
Hans Aarstorp
Twin Chimney Inc.
David C. Colby
David & Gloria Morris Fund
Elzabeth Hirschhorn Donahue
Klaus Florey
Joseph A. Giordmaine
Gil E. Gordon
Eva Gossman
Matthew J. Gaglia
Edward Groth
Aarti Gupta
James Harton
Edmund Keeley
**CORPORATE DONORS**

<table>
<thead>
<tr>
<th>1st Constitution Bank</th>
<th>Delaware River Basin Commission</th>
<th>J&amp;J Retirees</th>
</tr>
</thead>
<tbody>
<tr>
<td>AAA Mid-Atlantic</td>
<td>Deloitte</td>
<td>JC Penney Company</td>
</tr>
<tr>
<td>Abbott Laboratories</td>
<td>Delta Air Lines</td>
<td>Johnson &amp; Johnson</td>
</tr>
<tr>
<td>Above</td>
<td>Depends</td>
<td>JP Morgan Chase</td>
</tr>
<tr>
<td>Acme</td>
<td>Diverse Style Salon</td>
<td>Kellogg</td>
</tr>
<tr>
<td>ADP</td>
<td>Dominion</td>
<td>Katzkin &amp; Company</td>
</tr>
<tr>
<td>Advance Auto</td>
<td>Dow Jones &amp; Co., Inc.</td>
<td>Karn Ferry International</td>
</tr>
<tr>
<td>Aetna Foundation</td>
<td>Dupont</td>
<td>Liberty Mutual</td>
</tr>
<tr>
<td>Akzo Nobel</td>
<td>East West Bank</td>
<td>Lincoln Financial Group</td>
</tr>
<tr>
<td>Alcatel-Lucent</td>
<td>East Windsor Education Association</td>
<td>Lockheed Martin</td>
</tr>
<tr>
<td>Alex &amp; Ani</td>
<td>Edens Corporation</td>
<td>Lowe's</td>
</tr>
<tr>
<td>Allegro Princeton</td>
<td>Educational Testing Service</td>
<td>Macy's</td>
</tr>
<tr>
<td>Allstate</td>
<td>Element Ewing Princeton</td>
<td>Malco Products</td>
</tr>
<tr>
<td>American Airlines</td>
<td>Eli Lilly and Company</td>
<td>Marshalls</td>
</tr>
<tr>
<td>American Express</td>
<td>Enterprise Rent A Car</td>
<td>McDonald's</td>
</tr>
<tr>
<td>American National Red Cross</td>
<td>Equifax</td>
<td>Merrill Lynch</td>
</tr>
<tr>
<td>Ameriprise Financial</td>
<td>Exelon Corporation</td>
<td>MetLife</td>
</tr>
<tr>
<td>Amersource Bergen</td>
<td>Experts Finance</td>
<td>MidJersey Chamber of Commerce</td>
</tr>
<tr>
<td>Andersen Corporation</td>
<td>Express Scripts</td>
<td>Monro Muffler/Brake, Inc</td>
</tr>
<tr>
<td>Association for Advancement of Mental Health</td>
<td>ExxonMobil Research &amp; Engineering</td>
<td>Morgan Lewis</td>
</tr>
<tr>
<td>AT&amp;T</td>
<td>Federal Reserve Bank of New York</td>
<td>Morgan Stanley</td>
</tr>
<tr>
<td>Athene USA</td>
<td>FedEx</td>
<td>Nationwide</td>
</tr>
<tr>
<td>Avaya</td>
<td>First Energy Corp.</td>
<td>NEC Laboratories, America</td>
</tr>
<tr>
<td>Bainbridge Island Rowing</td>
<td>FMGC Corporation</td>
<td>New Jersey Education Association</td>
</tr>
<tr>
<td>Barnes &amp; Noble</td>
<td>Ford Motor Company</td>
<td>NJ State Employees</td>
</tr>
<tr>
<td>Better Beginnings</td>
<td>Fox Rothschild LLP</td>
<td>Charitable Campaign</td>
</tr>
<tr>
<td>Blank Rome</td>
<td>Fulton Bank of New Jersey Funds2Orgs</td>
<td>Nordson EFD LLC</td>
</tr>
<tr>
<td>BMO Harris Bank</td>
<td>Gaia</td>
<td>Nordstrom</td>
</tr>
<tr>
<td>BNY Mellon</td>
<td>GE Foundation</td>
<td>North Highland</td>
</tr>
<tr>
<td>BOA - Merrill Lynch</td>
<td>GE Healthcare</td>
<td>Novartis Pharmaceutical</td>
</tr>
<tr>
<td>Boy Scouts of America</td>
<td>General Motors</td>
<td>P&amp;G Prestige</td>
</tr>
<tr>
<td>Branch Banking and Trust Company</td>
<td>GlaxoSmithKline</td>
<td>PamTen</td>
</tr>
<tr>
<td>Bristol-Myers Squibb</td>
<td>Glenmede Trust Company</td>
<td>Parsons Corporations</td>
</tr>
<tr>
<td>Brown Roth-Mote &amp; Associates</td>
<td>H&amp;R Block</td>
<td>PerformCare NJ</td>
</tr>
<tr>
<td>Buchanan Ingersoll</td>
<td>Hartford Financial Services</td>
<td>Peterson's A Neinet Company</td>
</tr>
<tr>
<td>C.R. Bard Inc.</td>
<td>Hershey</td>
<td>Pfizer, Inc.</td>
</tr>
<tr>
<td>Caliper Human Strategies Inc.</td>
<td>Hitbox Group</td>
<td>Philips 66</td>
</tr>
<tr>
<td>Camp Fire USA NJ Council</td>
<td>High Industries, Inc.</td>
<td>Pitney Bowes Princeton</td>
</tr>
<tr>
<td>CenturyFSB</td>
<td>Holman Automotive Group, Inc.</td>
<td>PINC Bank</td>
</tr>
<tr>
<td>Century Link</td>
<td>Honeywell Hometown Solutions</td>
<td>Pomeroy</td>
</tr>
<tr>
<td>Ceridian Corporation</td>
<td>Horizon Blue Cross</td>
<td>Princeton Theological Seminary</td>
</tr>
<tr>
<td>Child Care Connection</td>
<td>Blue Shield</td>
<td>Princeton University</td>
</tr>
<tr>
<td>Children’s Home Society of New Jersey</td>
<td>Horizon New Jersey Health</td>
<td>Princeton University Chapel</td>
</tr>
<tr>
<td>Cigna</td>
<td>Hunterdon Medical Center</td>
<td>Princeton University Press</td>
</tr>
<tr>
<td>Click and Give Solutions</td>
<td>IBM Corporation</td>
<td>Principal Financial Group</td>
</tr>
<tr>
<td>CNA National</td>
<td>Independence Blue Cross</td>
<td>Provident Bank</td>
</tr>
<tr>
<td>CNO Financial Group</td>
<td>Ingersoll Rand</td>
<td>PSE&amp;G</td>
</tr>
<tr>
<td>Collective Brands</td>
<td>Innophos</td>
<td>Raymond James &amp; Associates, Inc</td>
</tr>
<tr>
<td>Colliers</td>
<td>Internal Revenue Service</td>
<td>Recho USA</td>
</tr>
<tr>
<td>Comcast</td>
<td>ivVent Health</td>
<td>Rider University</td>
</tr>
<tr>
<td>Congoleum Corporation</td>
<td>Investors Bank</td>
<td></td>
</tr>
<tr>
<td>Courtyard Ewing Princeton</td>
<td>ITW Covid</td>
<td></td>
</tr>
<tr>
<td>Customers Bank</td>
<td>Janssen Pharmaceuticals</td>
<td></td>
</tr>
<tr>
<td>Customized Benefit Solutions Inc.</td>
<td>Datacolor</td>
<td></td>
</tr>
</tbody>
</table>

*ETS is delighted to support the United Way of Greater Mercer County (UWGMC) in its service to our community. Whether it is promoting early literacy, offering assistance to students and families with the college admissions process, or helping to eliminate food insecurity, so many individuals rely on the important services that are directly provided and sponsored by the UWGMC to help improve their lives. As a concerned and involved corporate citizen, we can think of no greater investment of our resources.*

Lenora M. Green
Executive Director, ETS Center for Advocacy and Philanthropy

This Community Progress Report acknowledges donors who made gifts from July 1, 2016 through June 30, 2017. Our Resource Development team has worked carefully to ensure the accuracy of this information. If we have made an error, please accept our apologies and notify us by calling 609-896-1912.
FINANCIALS

STATEMENT OF ACTIVITIES - JULY 1, 2016 - JUNE 30, 2017

REVENUE

Annual Workplace Campaign *1 (Net of Collection Loss) 3,624,650
Fee for Service, Grants, Bequests 169,310
Other Revenue 201,954

Total Revenue 3,995,914

EXPENSES

Administration 156,529
Fundraising 308,825
Community Investment 1,206,849
Distributions Payable to Agencies*2 1,627,326

Total Expenses 3,299,529

REVENUE BY FUNDING SOURCE 2016-2017

*1. United Way workplace campaign unites employees in all offices or branches of a company, and gives them an opportunity to donate and volunteer through their local United Way.

*2. Distributions Payable to Non Profits (Designations): Many of our donors designate their donations to one of our partner non-profits.
EXPENSES 2016-2017

- Administration: 5%
- Fundraising: 9%
- Community Investment (Including donor designations to other non-profits): 86%

COMMUNITY IMPACT 2016-2017

- Education: 57%
- Health & Hunger Relief: 4%
- Financial Stability: 7%
- Program Support: 6%
- Marketing for Programs: 15%
- Other Program and Initiative Expenses: 9%
- Donor Designations: 1%

*3. Our annual workplace fundraising campaigns provide $1.6+ million to local non-profits who we have evaluated and determined to be fiscally responsible.
STAFF

Megan Allain, MPH, CHES
Vice President of Community Impact

Denise Daniels
Director, Outreach and Volunteer Services

Cheri Hennessy Durst
Vice President of Development & Strategic Partnerships

Jessica A. Figueroa
Marketing Coordinator

Andrea L. Kirton
Community Benefits Enroller

Vanessa Melendez
NJ 2-1-1 Liaison

Carrie Pabreza
Administrative Assistant

John A. Santana
Director, Strategic Partnerships

Janet Thomsen
Resource Development and Finance Coordinator

Sandra Toussaint
President & CEO

Tarry Truitt
Director, Community Impact Programs

STRATEGIC PLANNING COMMITTEE

The following people have lent their time, talent and expertise to move UWGMC forward. We also thank the many community members who participated in interviews, focus groups and surveys.

Eileen Conway
Community Activist

Matthew Murphy
Johnson & Johnson

Elizabeth Hanna
Origin, Inc.

Scott F. Nelson
Educational Testing Service

Margaret T. Harper
Community Activist

Rita Ribiero
Publicis Health Group

Vince Marcucci
Trenton Thunder Baseball Club
BOARD OF DIRECTORS

Jennifer Woods,
Board Chair
Robert Wood Johnson Foundation

Scott F. Nelson,
Former Board Chair
Educational Testing Service

L. Diane Campbell, Ed.D
Mercer County Community College

Eileen Conway,
Secretary
Community Activist

Yvette Donado
Community Activist

Eugene Marsh
Construction Project Management Services, Inc.

Rita Ribeiro
Publicis Health Group

Michael A. Rowe
Blank Rome, LLP

Raji Sathappan,
Treasurer & Finance Committee Chair
Mercadien, P.C.

Sandra Toussaint,
President & CEO
United Way of Greater Mercer County

ENDOWMENT COMMITTEE

Kristin Appelget
Princeton University

Jay Basehore
Educational Testing Service

Curt Emmich
Picus Associates

Stephen Shueh
Roundview Capital
TO OUR CORPORATE AND NON-PROFIT PARTNERS,

THANK YOU

Abbott Laboratories
ADP
Advocates for Children of New Jersey
Amerihealth Ancero
Arm in Arm
Ashley’s Quest
Barnes & Noble
Better Beginnings
Blank Rome
Boys and Girls Club of Mercer County
Boy Scouts of America Troop 87
Bracco
Bristol-Myers Squibb
Brown Dog Marketing
Camp Fire NJ
Case’s Pork Roll
Catholic Charities
CBSI
Center for NonProfits (NJ)
Children’s Home Society
ChiMoDa Yoga
City of Trenton
Colliers
Comcast
County of Mercer
Courtyard Marriott Ewing
CURE Insurance Arena
Deloitte
DiverseStyle Salon
Dow Jones
East Windsor Education Association
East Windsor Regional School District
El Centro Catholic Charities
ETS
Family Guidance
FamilyWize
Gershen Group
Grand Bank
Grape Escape
Grounds For Sculpture
Hamilton Free Public Library
Hedgepath-Williams Middle School
Holman Automotive Group, Inc
HomeFront
Horizon NJ Health
Inventiv Health
Internal Revenue Service
Janssen Pharmaceuticals
Jewish Family and Children’s Services
Johnson & Johnson
Josephine Peiser Foundation
Joshua Zinder Architecture & Design
Kidsbridge
Klatzkin & Co LLP
Latin America Legal Defense Fund
Mercadien
Mercer County Community College
Mercer County Library System
Mercer Street Friends
MidJersey Chamber of Commerce
NEC Labs
NJ Department of Health, Office of Minority and Multicultural Health
NJM Insurance Group
New Jersey Education Association
NJ 2-1-1
Nordson EFD
Northfield Bank
Novo Nordisk
PamTen
Penrose Housing Development
PerformCare
Present Company LLC
Princeton Community Village
Princeton Corridor Rotary
Princeton Plasma Physics Lab
Princeton Regional Chamber of Commerce
Princeton University
Raymond James
Rescue Mission of Trenton
Rider University
Robert Half
Robert Wood Johnson Foundation
Rue Insurance
Sandoz
SanMar
Scholastic
SingleStop
SNI Companies
Solvay
Special Olympics of New Jersey
Spring Hill Suites
Stark & Stark
Target
TCNJ Student United Way
Thomas Edison State University
TIAA CREF
Trenton Area Soup Kitchen
Trenton Digital Initiative
Trenton Kiwanis
Trenton School District
Trenton Thunder
UIH Family Partners
UWGMC L.I.V.E. Young Society
United Way of Greater Philadelphia & Southern New Jersey
United Way of Lancaster County
United Way of TriState
Urban Mental Health Alliance
Verizon
UPS
US Trust
WaWa
Wegmans
Wells Fargo
Williams Pipeline
WithumSmith+Brown
YMCA of Trenton
YWCA Princeton
GIVING OPPORTUNITIES

Below are a variety of ways you can give and make an impact. Every gift helps and is very much appreciated.

**Tributes – Honors and Memorials**
A tribute gift honors and recognizes people close to you while showing your support for United Way of Greater Mercer County. Make a “tribute” for a special occasion and we take care of sending the card either via email or postal mail - you choose the card and the method.

**Stock Donations**
Gifts of securities offer significant tax advantages. Plus, you can specify an area that you would like the proceeds to support or have them contributed to United Way of Greater Mercer Community Fund.

**Matching Gifts**
Many companies have demonstrated their support for United Way by matching their employees’ gifts. Before you make a gift, ask whether your employer participates in a matching gift program, as certain restrictions may apply.

**Tocqueville Donation**
Individuals or couples who contribute $10,000+ annually to United Way of Greater Mercer County become members of the Alexis de Tocqueville Society.
Tocqueville Society membership benefits include exclusive invitations to local and national events where you can learn, network and socialize. Members also receive special recognition in Tocqueville Society listings based on giving level.

**Leadership Giving**
Individuals or couples who contribute $1,000-$9,999 annually to United Way of Greater Mercer County become members of the Leaders’ Giving Circle. Leadership donors are invited to annual events and recognized at the appropriate giving level in our Leadership Giving roster.

**Endowment and Planned Gifts**
Planned gifts allow donors to leave a legacy and make a perpetual investment in the education, income stability and health of children and families in the Mercer County area. Your foresight and generosity will have a lasting impact for generations to come.

**Amazon Smile and American Express**
Every purchase you make on AmazonSmile raises money for United Way and ultimately benefits your community! It’s simple and easy! You can also use your American Express® Card or Rewards to make donations! Go to uwgmc.org for further details.

For more information on giving opportunities and benefits, please contact us at 609-896-1912