

**United
Way**



**United Way
of Chester County**

**UNITED WE FIGHT.
UNITED WE WIN.**

LIVE UNITED.



**2018-2019
REPORT TO THE COMMUNITY**

Friends and Supporters of United Way of Chester County,

The year saw great milestones reached, new initiatives launched, and a transition in leadership at United Way of Chester County. We are proud of the work that we accomplished with your support – partnering with those in the community that work for the health, education and financial stability of every resident in Chester County.

We celebrated the five year anniversary of our Financial Stability Center (FSC), the only one of its kind in a CareerLink facility in Pennsylvania. Reflecting back on the success of the FSC shows us the power United Way of Chester County and its ability to connect people that can help, with people that need help to create incredible community change. This work is not possible without our loyal, generous, focused and passionate partners and donors.

Supporting the United Way of PA ALICE study (Asset Limited, Income Constrained, Employed) has provided a great clarity for us to focus our work, as a reminder that while Chester County is a great place to live and work, there is more to be done and still many people that need our help. Projects like ALICE, the Financial Stability Center, and our Days of Caring volunteer program have given us the ability to reach out into the community, find issues affecting our county and work with partners on targeted solutions to make change.

Through all of the programs, initiatives, successes and challenges that United Way of Chester County has faced through the years, the one constant has always been our unbelievably generous community. Donors, volunteers, corporate partners, local government, foundations, educational institutions, nonprofit agencies and many others make up such a wonderful and impactful community, that joined with United Way of Chester County, continue to fight for the most vulnerable among us and look to make lasting, meaningful change in Chester County.

Thank you all for being game changers for Chester County!



Christopher Saello

Christopher Saello
President & CEO
United Way of Chester County



Celeste Barr

Celeste Barr
Chair of the Board
President, Clarus Consulting



CONGRATULATIONS AND THANK YOU

The United Way of Chester County would like to thank Claudia Hellebush, former President & CEO, for dedicating 23 years to our mission.

Under Claudia's leadership, United Way of Chester County transformed from a traditional fundraising operation to a full-service, community development organization with a network of services and initiatives addressing the areas of education, health and financial stability. Claudia was instrumental in the

creation of the United Way Volunteer Center, Leadership Chester County Board Training Program, Early Education Initiatives and the United Way Financial Stability Center.



Happy Retirement Claudia, and thank you for all you've done for Chester County.

MILESTONE CELEBRATION FOR THE FINANCIAL STABILITY CENTER



United Way of Chester County was honored by Chester County officials for the work of the Financial Stability Center.

Pictured L to R: Terence Farrell, County Commissioner, Chris Saello, UWCC CEO, Patrick Bokovitz, Director of Community Development, and Kathi Cozzone, County Commissioner.

United Way of Chester County recently celebrated the five-year anniversary of its Financial Stability Center in Exton with an open house and guided tours.

The FSC is the only center of its kind in the entire state that is co-located at a PA CareerLink® facility. The center is a great example of the work done by United Way and a unique project that seeks to increase income, decrease debt and build savings and assets for all Chester County residents in hopes of providing more people with financial stability.

"5,485 lives have been touched through financial coaching, counseling, and the supportive services (offered by the center) in the last five years," CEO Chris Saello told guests at the event. "That breaks down to three people every day, including weekends, for five straight years."

"My commitment to you from the United Way of Chester County is to continue to be innovative and find ways to meet the changing needs of the community. We're going to aggressively seek out people that need help in the county, and we're going to laser-focus on solutions for those people."

Since the creation of the
Financial Stability Center in 2014:

80,790 in person visits to the
Financial Stability Center

5,485 individuals received one or
more center services, including financial
coaching, counseling, and other supports

1,353 individuals received intense
comprehensive financial and budgeting
case management

Stability Center Partners:

- Chester County Library
- Chester County Health Department
- Chester County Hospital
- Clarifi
- Domestic Violence Center of Chester County
- Family Service of Chester County
- Legal Aid of Southeastern PA
- Life Transforming Ministries
- Maternal Child Health Consortium
- Open Hearth, Inc.
- PA CareerLink®
- Volunteer English Program
- Wings for Success



LIVE UNITED



Each of the partners below received 2018-2019 United Way grant funding for one or more programs that advance United Way's mission of building better lives and stronger communities in the investment areas of Education, Health, and Financial Independence. Agencies go through an extensive evaluation process to ensure the funded programs meet United Way standards for effectiveness and efficiency.

HEALTH

- Affilia Home Health, *Home Health Services*
- Cerebral Palsy Association of Chester County, *Adult Services*
- ChesPenn Health Services, *Comprehensive Dental Care, Comprehensive Medical Care*
- Chester County Hospital, *OB/GYN Clinic*
- Child Guidance Resource Center, *Outpatient/Psychiatry*
- Coatesville Area Senior Center, *Achieving Health and Wellness for Older Adults*
- Community Volunteers in Medicine, *Behavioral Health, Dental Services*
- Domestic Violence Center of Chester County, *Counseling*
- Downingtown Area Senior Center, Inc., *Active Older Adults Program*
- Family Service of Chester County, *Counseling*
- Maternal and Child Health Consortium, *Family Benefits*
- Neighborhood Health Agencies, Inc., *Senior HealthLink*
- Phoenixville Area Senior Center, *Nutrition Program*
- Planned Parenthood Southeastern PA, *West Chester Health Center*
- Surrey Services for Seniors, *Meals on Wheels*
- VNA of Pottstown & Vicinity, *Home Health Care Services*
- West Chester Area Senior Center, *Daily Meals and Supplemental Food*

FINANCIAL INDEPENDENCE

- American Red Cross, *Emergency Services and Volunteers in Action*
- Chester County OIC, *Workforce Development, Workforce Reintegration Program*
- Clarifi, *Financial Counseling*
- Domestic Violence Center of Chester County, *Housing and Legal Center*
- Family Service of Chester County, *ConnectPoints*
- Friends Association for the Care and Protection of Children, *Emergency Family Shelter, Homeless Prevention Program*
- Good Samaritan Shelter, *Good Samaritan Shelter*
- Home of the Sparrow, *Transitional Housing Program*
- Housing Authority of Chester County, *Housing Locator*
- Human Services, Inc., *Rapid Re-Housing*
- North Star of Chester County, *Homeless Prevention and Financial Independence*
- Legal Aid of Southeastern PA, *Legal Services*
- Life Transforming Ministries, *VITA*
- Open Hearth, *FIRM and FSP*
- Phoenixville Area Community Services, *Emergency Services*
- Safe Harbor of Chester County, Inc., *Emergency Shelter*
- Salvation Army West Chester PA Corps, *Social Service Program*
- Salvation Army-Service Extension, *Service Unit*
- The Crime Victims' Center of Chester County, *Direct Services*
- Volunteer English Program, *Volunteer English Program*

EDUCATION

- Big Brothers Big Sisters Independence Region, *One-to-One Mentoring*
- Boy Scouts of America Chester County Council, *Scoutreach*
- Cerebral Palsy Association of Chester County, *Early Intervention*
- Charles A. Melton Arts & Education Center, *New Directions*
- Chester County Health Department, *Nurse Family Partnership*
- Chester County Intermediate Unit, *UNIFY*
- Chester County Women's Services, *Family Movement Program*
- Coatesville Youth Initiative, *ServiceCorps*
- Phoenixville Area Children's Learning Center, *Childcare*
- The Arc of Chester County, *Children's Early Learning Services, Education Advocacy*
- West Chester Area Day Care Center, *Childcare*
- YMCA of Greater Brandywine, *Believe & Achieve, Childcare Financial Assistance*
- Youth Mentoring Partnership, *Friend Fitness*



FINANCIAL SUMMARY



Total Contributions	\$3,082,297
Revenue Received Past Campaigns	\$83,137
In-Kind Contributions	\$70,792
Investment & Other Income	\$148,647
Uncollectible Pledges	(\$143,517)

Total Revenue & Support \$3,241,356

Community Investments <i>(Program grants to agencies, special initiative funding, and donor designations)</i>	\$3,024,625
Fundraising	\$246,718
Management & General	\$164,472

Total Investments & Expenses \$3,435,815
Change in Net Assets (\$194,459)

Source: Audited Financials 2018-2019

WORKING TOGETHER

Each year companies partner with United Way of Chester County to offer volunteer opportunities to their employees. Companies that participated in Days of Caring in 2018 - 2019 gave more than 440 hours in community service. The value of volunteer service allows organizations to both conserve resources, and invest more into service delivery.

Volunteer projects, both big & small:

516 volunteers

\$38,244.81
total value of volunteer hours



2018-2019 CORPORATE PARTNERS

United Way of Chester County gratefully acknowledges the corporate partners, nonprofit agencies, foundations and other organizations whose financial and in-kind support help us fight to improve lives in Chester County.

- | | | |
|--|---|--|
| 1st Source Bank | Domestic Violence Center of Chester Cty | North Star of Chester County |
| 50/50 entertainment | Downingtown Area School District | Octorara Area School District |
| A C Miller Concrete Products | Duke Energy | Omega Design Corporation |
| Abbott Laboratories | Eli Lilly & Company | Omega Flex |
| AbbVie | Enterprise Rent-A-Car | On The Go Kids Inc |
| Abogados, LLC | Express Employment Professionals | PAC Strapping Products, Inc. |
| Acme Markets, Inc. | Family Service of Chester County | PECO, An Exelon Company |
| Aetna Life & Casualty | Farmers Insurance | Penn Oaks Golf Club |
| ALL4 Inc. | Federal Express | Pennsylvania American Water Company |
| Allstate Insurance Company | Fox Rothschild LLP | Pennsylvania State University |
| Amazon Smile | Friends Association | Pepperidge Farm, Inc. |
| Apple | Fulton Financial Corporation | Pfizer Animal Health, Inc. |
| Aqua America | G. O. Carlson, Inc. | Phoenixville Area Childrens Learning Ctr |
| ArcelorMittal | Gateway Medical Associates | Phoenixville Area Senior Center |
| Arthur Hall Insurance | Gawthrop Greenwood | Phoenixville Community Health Foundation |
| Arthur J. Gallagher & Company, Inc. | GE Energy | PNC Bank |
| Ashland Oil Company | Genuardi Family Foundation | Principal Financial Group |
| AT&T Company | Giant Food Stores, LLC | ProSigns Downingtown |
| AXAXL | Graphic Packaging Intl | Prudential Insurance Company of America |
| Babcock & Wilcox | Great Valley School District | QVC |
| Bank of America | Greg Zeller Custom Photography | Raymond James & Associates |
| BB&T Bank | Herr Foods | Rita's Water Ice-Gap |
| Benchmark Federal Credit Union | Hershey Foods Corporation | RKL |
| Bentley Systems, Incorporated | Home of the Sparrow | SABIC Innovative Plastics |
| Boeing Helicopters & U.A.W. #106 | Hotel Warner | Saint Paul's Baptist Church |
| Bosco's | IBM Corporation | Saint-Gobain Corporation |
| Brandywine Grange No. 60 | Independence Blue Cross | Salvation Army-Service Extension |
| Brandywine Health Foundation | Inland Packaging | Sartomer USA, LLC |
| Brandywine Hospital-Tower Health | Isaac's Deli & Restaurant | Schramm, Inc. |
| Brandywine Valley Heating & Air Conditioning | ITW (Illinois Tool Works) | Second Wind Timing |
| Brumbaugh Wealth Management | J.P. Morgan & Company | Spectra Energy |
| Buckley, Brion McGuire & Morris LLP | Johnson & Johnson Family of Companies | Star Print And Mail, Inc. |
| Cakes and Candies by Maryellen | Kellogg's | State Farm Insurance Company |
| Caln Township | Key Bank | Suntrust Bank |
| Cardinal Health | KeyBank Foundation | Surrey Services for Seniors |
| CCRES | KPMG | Target Inc. |
| Cerebral Palsy Association of CC | Krapf Bus Company | TD Banknorth Inc, Corp. |
| Certainteed | Lamar Outdoor Advertising | The Arc of Chester County |
| ChesPenn Health Services | Lamb McErlane PC Attorneys | The Travelers Companies, Inc. |
| Chester County Economic Development Council | Laura Mikowychok Design | Transamerica |
| Chester County Hospital | Legacy Planning Partners | TW Metals, Inc. |
| Chester County Intermediate Unit | Legal Internet Solutions, Inc. | U.S. Bank |
| Chester County OIC | Lenovo | UGI HVAC Enterprises: Service Mark |
| Chiral Technologies Inc | Liberty Mutual Insurance | United Parcel Service--West Chester Site |
| Cigas Machine Shop, Inc. | Lincoln National Life Insurance | United Way of Chester County |
| CIGNA | Lockheed Martin | UnitedHealth Group |
| Citadel Federal Credit Union | London Grove Grange #63 | Univest Bank |
| Citizens Bank of Pennsylvania | Longwood Foundation, Inc. | Vanguard Group |
| Comcast | M & T Bank | Verizon Communications |
| Communications Test Design Inc. | Macy & Co. | Voya Financial, Inc. |
| Community Volunteers in Medicine | Marshallton United Methodist Church | Wal-Mart Stores |
| ConAgra Foods, Inc | Maternal and Child Health Consortium | Wegmans Food Markets, Inc. |
| County of Chester | Meridian Bank | Wells Fargo |
| Cray Valley USA, LLC | Microsoft | West Chester Area Day Care Center |
| CUNA Mutual Foundation | Morgan Stanley | West Chester Area School District |
| Customers Bank | Nationwide Insurance | West Chester Area Senior Center |
| Delphi Wealth Management Group | Network for Good | Westminster Preschool |
| DNB First | NETZSCH | Will Anderson State Farm Insurance |
| Does Marketing | NextEra Energy | Williams Gas Pipeline Transco |

TOP 10 CORPORATE CAMPAIGNS 2018-2019

Bentley
Advancing Infrastructure

PECO
An Exelon Company

CTDI
Communications Test Design, Inc.

UPS

COMCAST

Citadel
Banking with one focus. You.

SARTOMER
ARKEMA GROUP

ArcelorMittal

Principal

Customers Bank

2018-2019 BOARD OF DIRECTORS

CHAIR OF THE BOARD

Celeste Barr ('21)
President
Clarus Consulting

BOARD TREASURER

Peter J. Silvester, Jr. ('20)
Retired
PAC Strapping Products, Inc.

DIRECTORS

Will Anderson ('19)
Agent
State Farm Insurance

Carolyn Beam ('21)
Executive Vice President, Retail Banking
Fulton Bank

Edwin A. Brownley, Jr. ('20)
President
PAC Strapping Products, Inc.

Neil Bryant ('21)
Vice President, Sales & Development, US & Canada
Carestream Health, Inc.

Kathi Cozzone ('19)
Commissioner
The County of Chester

Stephen DiMarco ('21)
Owner/Managing Director
Penn Oaks Golf Club

BOARD SECRETARY

Alfred G. Rundle, Jr. ('21)
Retired
Bentley Systems, Inc.

2018 CAMPAIGN CHAIR

Joseph Tankle
Vice President, Business Development
Meridian Bank

Marybeth DiVincenzo ('20)
Senior Vice President, Chief Marketing Officer
Chester County Economic Development Council

Roger Huggins ('19)
Partner
Lamb McErlane

Douglas Kaiser ('19)
COO
Cager Sports

Charles D. Kochka ('19)
Executive Vice President, Chief Lending Officer
Meridian Bank

Scott A. Neumann ('20)
External Affairs Manager
PECO Energy

Joseph O'Brien ('20)
Retired
Chester County Intermediate Unit

COMMUNITY IMPACT COUNCIL CO-CHAIRS

Timmy T. Nelson ('19)
Retired
United Parcel Service

David F. Zimmerman ('20)
Director of Customer Experience, QVC & HSN
QVC, Inc.

Brian Parsons ('19)
Vice President, Products Division
Communications Test Design, Inc.

Jodi Roth-Saks ('20)
Executive Director
Jewish Relief Agency

Tony Scheivert ('20)
Manager
New Garden Township

Steve Shihadeh ('20)
Founder
Get-To-Market-Health

Charles L. Witherspoon ('21)
Founder/Owner
3Spoons Productions, Just 2 Dads Properties

LCC Leadership Chester County

Leadership Chester County was happy to celebrate with the Class of 2019! This graduating class represented the 18th group to complete the board development program, which has now produced almost 500 alumni that serve the nonprofit community in Chester County.



UNITED WAY OF CHESTER COUNTY STAFF

Christopher Saello
President & CEO

Scott Fremont
Vice President, Resource Development

Stephanie Miller
Senior Director, Community Impact Strategies

Amy Davis
Director, Finance

Toren Peterson
Manager, Business Relationships

Mary Anne Feeley
Director, Leadership Chester County

Darshana Shyamsunder
Manager, Community Impact

Patricia Beans
Donor Services Administrator

Dana Grow*
Marketing Coordinator

*Not Pictured

Every effort has been made to ensure the accuracy of this list. Please report any errors or omissions to United Way of Chester County at 610.429.9400.





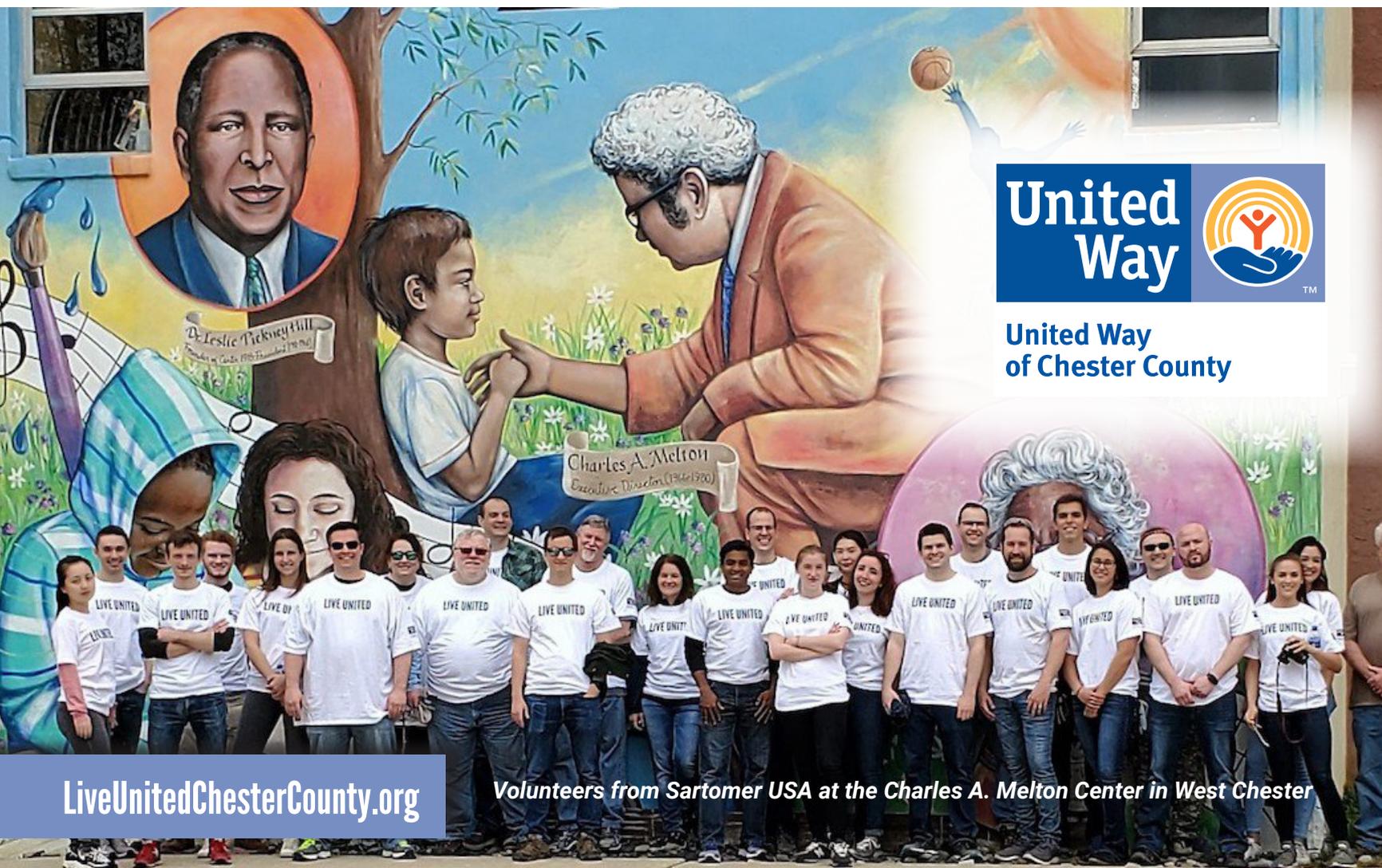
LiveUnitedChesterCounty.org

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United Way
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LIVE UNITED



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Volunteers from Sartomer USA at the Charles A. Melton Center in West Chester