



REPORT TO THE COMMUNITY

2022-2023

United Way
of Chester County



FRIENDS AND SUPPORTERS OF UNITED WAY OF CHESTER COUNTY,

As we reflect on the past year, we are excited to share the incredible progress we've made in advancing our mission and serving the community. The highlight of our year was the successful transformation of a vision into a reality - the acquisition and development of our new 5,000 sq. ft. building. In just nine short months, this space has become a dynamic hub for community engagement. It serves as our staff headquarters, a new home for Leadership Chester County, and the venue for numerous board meetings and nonprofit events.

Our new building has already touched the lives of many individuals and organizations. It has hosted essential activities like nonprofit board meetings, mentor trainings, American Red Cross Blood Drives and more. We've also witnessed the meaningful work of the Building Bridges Coalition, ACES Coalition, Coatesville Youth Leadership Council, and David's Drive 831 veterans holiday program. Additionally, it has been the backdrop for vital meetings such as those with Chester County Workforce Development.

However, the accomplishments of the past year go beyond our new building. We completed 89 additional reassessments for the mobile home project, pushing the total to 1,014, distributed nearly \$2 million in grants, initiative funding, and donor-directed gifts, and cultivated deeper relationships with numerous nonprofits across the county. We proudly received a \$200,000 federal community project funding grant through Congresswoman Houlihan's office to support our new Social Innovation Lab, and graduated 19 future board leaders from Leadership Chester County.

We extend our heartfelt gratitude for your unwavering support. Together, we are fortifying and revitalizing our community, making it a more vibrant and resilient place for all. Thank you for being part of our shared success story.



Christopher Saello
Christopher Saello
President & CEO



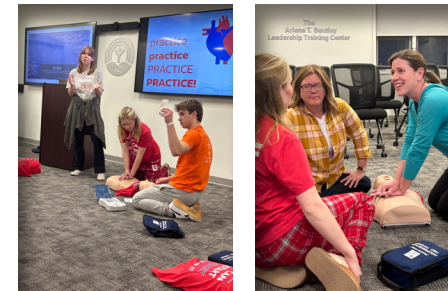
Brian Parsons
Brian Parsons
Chair of the Board

NEW INITIATIVE HIGHLIGHT



Aidan's Heart Foundation provides Sudden Cardiac Arrest (SCA) prevention and awareness, education, and support to the communities of Southeastern PA.

To help create heart-safe communities for our youth, United Way funded the purchase of **5 digital EKG machines** for this organization and became their **new home for their Heart Heroes Community CPR** trainings.



United Way of Chester County played a pivotal role in fostering a transformative collaboration between Aidan's Heart Foundation and Youth Mentoring Partnership.

This strategic connection facilitated the expansion of Aidan's Heart Foundation's impactful Heart Heroes Program into the Coatesville Area School District. Through this joint effort, a powerful synergy was created, enabling the program to reach and positively impact even more young hearts within the community.

INVESTING IN OUR COMMUNITY

United Way of Chester County proudly invested **\$2,530,806** in our community through grants to agencies, special initiative funding and donor designations. Below is a brief overview of our impact:

- **2,782** tax returns were prepared through the Volunteer Income Tax Assistance program (VITA), generating an economic impact of over **\$5 million**
- **89** successful Mobile Home Tax Reassessment appeals were completed, pushing the total reassessments to **1,014**
- **342** individuals received financial coaching, counseling, and other supportive services from our Financial Stability Center
- **19** students graduated from Leadership Chester County and gained valuable business, leadership and entrepreneurial skills
- **23** organizations utilized our new building space, saving them an estimated total of **\$14,082** in rental fees
- **\$265,000** raised for our Community Impact & Innovation Fund through special events, Live United in Music, Chester County Stronger Golf Classic & AK at Uptown
- **55** lifesaving units of blood were donated through our first quarterly blood drives



COMMUNITY IMPACT & INNOVATION FUND

ALICE (an acronym for Asset Limited, Income Constrained, Employed) remains our target population. These are working families and individuals with income above the Federal Poverty Level, but not high enough to afford basic household necessities. Below are the essential categories that we provided funding for through our Community Impact & Innovation Fund:

MENTAL/BEHAVIORAL HEALTH

EDUCATION/YOUTH DEVELOPMENT

FINANCIAL STABILITY

HEALTHCARE

HOUSING/HOMELESSNESS PREVENTION

BASIC NEEDS

PRE-K/DAYCARE/SENIORS

SPECIAL POPULATIONS

FOOD INSECURITY

SPECIAL PROJECTS



MEET DANIEL

Daniel began mental health treatments when he was three years old due to behavioral challenges at preschool. He was diagnosed with an adjustment disorder and needed a school that offered services to address his needs for behavior modification treatment.

A United Way funded program was able to provide Daniel's parents a case manager to help identify a school placement for him and explain their rights as part of the Individualized Education Plan Process. They expressed feelings of empowerment because of the support they received from their case manager.

Thanks to the treatment plan, Daniel was prepared and ready for kindergarten.

GRANT RECIPIENT HIGHLIGHT:
CHILD GUIDANCE RESOURCE CENTER

FUNDING 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.

See the list of game changers by scanning the QR code below:



SOCIAL INNOVATION LAB

MISSION: Nurture transformative new ways of approaching complex problems to bring about meaningful change in Chester County.

The dedication of our Steering Committee for the Social Innovation Lab has been instrumental in bringing the long-awaited initiative to fruition. Their unwavering commitment and strategic vision have served as the driving force behind the Lab's development throughout the fiscal year. We are eager to see the launch of this new endeavor in the upcoming months.

STEERING COMMITTEE

- Neil Bryant** | Vice President, Coaching & Leadership Development, Bluepoint Leadership
- Leo Daiuto** | Director of Great Valley LaunchBox and Entrepreneur-in-Residence, Penn State Great Valley
- Pattie Diggin** | Director, WCU Cottrell Entrepreneurship Center
- Edwin Goutier** | CEO, LaunchPath
- Beth Harper-Briglia** | Philanthropy Advisor, Consultant, Chester County Community Foundation
- Patrick Hayakawa** | Vice President of Sales, Sycamore International
- Dan Kessler** | President, Energage
- Timmy T. Nelson** | Retired, United Parcel Service
- Aaron Proietti** | Founder, Today's Innovator
- Randy Schauer** | Partner, Fox Rothschild
- Sue Springsteen** | Managing Partner and Co-Founder, nth Solutions
- Nick Torres** | Chief Operating Officer, Alliance for Health Equity
- David Zimmerman** | Director of Customer Experience, QVC



2022-2023 BOARD OF DIRECTORS

CHAIR OF THE BOARD

Brian Parsons ('23)
Vice President & COO
Communications Test Design, Inc.

BOARD TREASURER

Peter J. Silvester, Jr. ('23)
Retired
PAC Strapping Products, Inc.

BOARD SECRETARY

Carolyn Beam ('24)
Executive Vice President, Retail Banking
Fulton Bank

COMMUNITY IMPACT COUNCIL CO-CHAIRS

Timmy T. Nelson ('25)
Retired
United Parcel Service

David F. Zimmerman ('23)
Director of Customer Experience
QVC, Inc.

DIRECTORS

Will Anderson ('25)
Agent
State Farm Insurance

Steve Miller ('25)
VP, Retail Markets & Property Management
Citadel Credit Union

Tony Scheivert ('23)
Township Manager
Upper Uwchlan Township

Edwin A. Brownley, Jr. ('23)
Retired
PAC Strapping Products, Inc.

Tracey Moher ('25)
Managing Consultant
Stantec

Kate Sheehan ('25)
Senior Manager, Community Affairs
QVC, Inc.

Stephen DiMarco ('24)
Managing Director
Penn Oaks Golf Club

Keith Montone ('25)
Vice President, Risk Management & Corporate Administration
Communications Test Design, Inc.

Steve Shihadeh ('23)
Founder
Get-To-Market-Health

Marybeth DiVincenzo ('23)
Community Leader

Scott A. Neumann ('24)
External Affairs Manager
PECO Energy

Rhonda West-Haynes ('24)
Director, Revenue Operations
Penn Medicine - Chester County Hospital

Dan Kessler ('24)
President
Energage, Inc.

Joseph O'Brien ('23)
Retired
Chester County Intermediate Unit

Melinda Winkler ('24)
Co-Founder
DOES Marketing & Work2gether

Charles D. Kochka ('25)
Executive Vice President,
Chief Lending Officer
Meridian Bank

Aaron Proietti ('24)
Founder
Today's Innovator

C.J. Witherspoon ('24)
Founder/Owner
3Spoons Productions

James Logan ('24)
City Manager
Coatesville

Jodi Roth-Saks ('23)
Executive Director
Jewish Relief Agency

FINANCIAL SUMMARY

(July 1, 2022 - June 30, 2023)

Total Contributions	\$2,117,173
In-Kind Contributions	\$137,747
Investment & Other Income	\$535,228
Uncollectible Pledges	(\$69,820)
Total Revenue & Support	\$2,720,328

Community Investments \$2,530,806
(Program grants to agencies, special initiative funding and donor designations)

Fundraising	\$138,999
Management & General	\$200,903
Total Investments & Expenses	\$2,870,708
Change in Net Assets	-\$150,380

Source: Audited Financials 2022-2023

See the Audited Financial Statements by scanning the QR code below:



UNITED WAY OF CHESTER COUNTY STAFF

Christopher P. Saello
President & CEO

Stephanie A. Miller
Chief Operating Officer

Christina Wagoner
Senior Vice President,
Financial Development

Dana Grow
Senior Director, Communications

Kelly Cockshaw
Director, Leadership & Innovation

Kari Sullivan
Director, Resource Development

Valerie Connors
Executive Assistant

Edwina Johnson
Community Impact Assistant



**United Way
of Chester County**

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