

LIVE UNITED



COLORING A BRIGHTER TOMORROW

2009 was a year of great change, people who never needed help before were forced to seek basic necessities, largely because of sudden job loss. We all saw friends, family and neighbors in need and because of you, the United Way of Youngstown and the Mahoning Valley was able to step up and help one another. On behalf of our board, volunteers, and staff, and the entire community, thank you for helping us reach our goal of raising \$2.5 million.

We will continue to do all we can to ensure the dollars go where they are most needed and do the most good. We continue to change, and I believe improve to address the greatest needs, and fund programs that will reduce the need, and in some instances eliminate the need completely. We will fund evidence-based programs that work based on extensive research and effective, long lasting results.

We are excited about the Success By 6 program that will support Pre-Kindergarten children throughout the Mahoning Valley. They will have an opportunity to start school with the best possible chance for success.

We have a clear, focused plan that puts community first, and as we continue to advance the common good, we need you. Please continue to give, advocate, and volunteer. Thank you for helping build a stronger Mahoning Valley and for helping us all LIVE UNITED.

Sincerely,



Bob Hannon
President



John Donahoe
2009 Campaign Chairman



2009 EXECUTIVE COMMITTEE

OUR STAFF

Bob Hannon
President

Judith Hancock
Director of Finance and Administration

Tara Mady
Director of Marketing and Communications

Gary RABB Marinelli
AFL-CIO Community Services Liaison

Deborah Oliver
Resource Development Assistant

Kristen Olmi
Director of Grants and Initiatives

Ginny Pasha
Director of Community Impact

Mary Jane Zubick
Administrative Assistant

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GM Lordstown Complex

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Lyden Oil Company

Julie Michael Smith
Youngstown Business Incubator

Kenneth M. Miller
Trumbull Industries

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GM Lordstown Complex

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Mary Novak
Parker Hannifin

Theodore M. Schmidt
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Farmers Trust Company

Christine G. Shelton
Youngstown State University

Denise E. Stewart
Mahoning County Children Services

Alan D. Wenger
Harrington, Hoppe & Mitchell

Jay Williams
City of Youngstown

2009 BOARD OF TRUSTEES

TERM EXPIRES 2010

Joyce A. Bell
Mark A. Catello
James B. Greene
M. Michael McNair
Thomas A. Mock
George F. Popovich
Jay Williams

TERM EXPIRES 2011

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Theresa Dellick
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Kenneth M. Norris
Kenneth L. Simon
John H. Yerian III

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Germaine F. Bennett
Ronald K. Chordas
Holly A. Jacobs
Cheryl J. Parsons
Bruce R. Sherman
David H. Sweeney
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TERM EXPIRES 2013

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Karen A. Fox
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Theodore M. Schmidt
Scott R. Schulick
Thomas H. Warga
Bruce J. Zoldan

WE ARE ADDRESSING OUR COMMUNITY'S

United Way



United Way of Youngstown and the Mahoning Valley wants every child in our community to have the best-possible start in life. For United Way of Youngstown and the Mahoning Valley, Success By 6 is a comprehensive initiative to address the needs of children in our community through four areas:

1. A summer Kindergarten readiness program to increase a child's opportunity to be successful in Kindergarten.
2. Making sure all children have access to health insurance.
3. Helping children discover important skills at an early age so they will become good readers and more successful in school.
4. Monitoring public policy around issues that affect children.

PARTNERS IN THE SUCCESS BY 6 INITIATIVE ARE:

Austintown Local School District
Campbell City School District
Canfield Local School District
Congressman Tim Ryan
Girard City School District
Hubbard E.V. School District
Jackson Milton Local School District
Liberty Local School District

Lowellville Local School District
Lyden Oil Company
Mahoning County Board of Health
Mahoning County Children's Services Board
Mahoning County Educational Service Center
PNC Bank

Public Library of Youngstown and Mahoning County
Sebring Local School District
South Range Local School District
Springfield Local School District
Struthers City School District
Voices for Ohio's Children
West Branch Local School District
Youngstown City School District

Several years ago, United Way of Youngstown and the Mahoning Valley convened a multi-sector committee of non-profit agencies, government, business, education, health care and other volunteers, to form the Mahoning County Financial Stability Partnership, based on the framework provided by United Way Worldwide. The following strategies were developed: Expansion of the VITA sites with an emphasis on the Earned Income Tax Credit (EITC); introduction of a Mahoning Valley Saves; Financial Education and Public Policy initiatives to make changes to systems and policies that support and encourage predatory lending practices.



MAHONING COUNTY FINANCIAL STABILITY PARTNERS ARE:

Burdman Group
Catholic Charities
Community Legal Aid

Family Service Agency
Hands On Volunteer Network
Home Savings
Internal Revenue Service
Junior Achievement of Mahoning Valley
Mahoning and Columbiana Training Association
Mahoning/Youngstown Community Action Partnership
Mahoning Valley Saves/Ohio State University Extension
Neighborhood Ministries

Northeast Ohio Legal Services
Public Library of Youngstown and Mahoning County
State of Ohio Attorney General's Regional Office
Treasurer, State of Ohio Regional Office
Youngstown Area Development Corporation
Youngstown Metropolitan Housing Authority
YSU Department, Accounting & Finance
YWCA



< MEET MICHAEL

Michael serves on the Strengthening Individuals and Families Impact Panel and is the former campaign coordinator for Humility of Mary Health Partners. He challenges all local leaders to find a way to serve our local United Way.

MOST PRESSING CHALLENGES

THE IMPACT AREAS WHERE WE FOCUS OUR WORK:

CORE SERVICES

Individuals' and families' basic needs for shelter, medical services, food, clothing, and safety are met.

- Peoples' basic need of food, shelter, and safety are addressed
- People have access to services to meet their basic needs in time of crisis
- People have 24-hour access to crisis response services
- People have access to transitional services to achieve stability in their lives



NURTURING OUR CHILDREN

Every child has the opportunity to be nurtured, safe, healthy, educated and to become a productive adult.

SUCCESS BY 6

- Children enter school ready to learn
- Children have appropriate access to healthcare
- Children ages 0-5 will have access to quality childcare and early learning experiences

OUT OF SCHOOL PROGRAMS

- Families have the opportunity to access appropriate afterschool and summer care for youth ages 6-18
- Youth are prepared for productive adulthood
- Youth have appropriate access to healthcare



STRENGTHENING INDIVIDUALS AND FAMILIES

To increase economic stability and self-sufficiency for individuals and families by accessing existing resources and supports available in the community.

- Individuals and families have access to medical, mental, and oral health services including substance abuse prevention
- Individuals with disabilities are able to achieve their maximum level of self-sufficiency

FINANCIAL STABILITY PARTNERSHIP

- Individuals and families have opportunity for financial literacy, to increase their income and to gain and sustain assets
- Individuals and families are connected to coordinated support services that reduce barriers to achieving self-sufficiency

SENIORS

- Seniors are able to live and to age in place with dignity



GIVE. ADVOCATE. VOLUNTEER.

Since 1919, the United Way of Youngstown and the Mahoning Valley has strived to meet the needs of our community, regardless of economic conditions. This year was no exception.

We set an ambitious and challenging goal of \$2,500,000, given the local circumstances. But thanks to the caring nature and “never-give-up” attitude of our community, we did it. Together, we can make a difference for thousands of children, seniors, individuals, and families right here in the Mahoning Valley who deal with a variety of critical needs.

Our sincere appreciation goes to our 2009 Campaign Chair, John Donahoe, GM Lordstown Complex, and his team of volunteers for their dedication and commitment. Special thanks and recognition also go to the following:

Largest Corporate Gifts:

PNC Bank, Altronic Inc., and FirstEnergy Corp.

Largest Workplace Campaigns:

General Motors Lordstown Complex
(including UAW #1112 and UAW #1714 members)
Youngstown State University, and Altronic Inc.

Largest Foundation Gifts:

The Youngstown Foundation, Anonymous matching grant, and Walter E. & Caroline H. Watson

Largest New Workplace & Corporate Campaigns:

Stifel Nicolaus, Turning Technologies, G.D. Leasing, and Knoll Run Golf Course
26 other businesses participated in new workplace and corporate campaigns

In addition, we would like to thank the Labor & Building Trades Division, billboard sponsors, Lamar Advertising, Robert Senn Photography, H. P. Nemenz Food Stores for providing the \$1,000 shopping spree, and the 75 local vendors in the Community Benefits Coupon Book.

As we embark upon our 91st year ... and a new strategic plan ... United Way will continue to rely on our volunteers and donors to help us make an impact in the Mahoning Valley. We greatly appreciate your involvement and your commitment to LIVE UNITED.



The Leadership Club:

55 new members, who contributed the annual minimum \$1,000 or more



100 x 100 Campaign:

76 businesses and organizations that made first-time donations of \$100



The Winner's Circle:

A new program in the Professional Division that had 20 new donors of at least \$100

10% Increase in Workplace & Corporate Campaigns:

41 businesses and organizations that significantly increased giving levels, despite the economy



< MEET STEVE

As a Financial Advisor Steve has a philosophy of "Purpose Driven Investing" which seeks to make the absolute most out of his clients investments. He believes it is the same for us all to LIVE UNITED with a common purpose to make an IMPACT on our community. We all can invest our Time Talents and our Treasures. With one common purpose those investments can pay off big!

YOUR GIFT AT WORK

AGENCIES WHOSE PROGRAMS RECEIVED UNITED WAY FUNDING FOR 2009

American Red Cross, Mahoning Chapter
ARC of Ohio Northeast Branch
Associated Neighborhood Centers
Big Brothers & Big Sisters of Mahoning Valley, Inc.
Boy Scouts of America/Greater Western Reserve Council
Boys & Girls Club of Youngstown
Burdman Group Inc.'s - Sojourner House Domestic Violence Program
Catholic Charities Regional Agency
Family Service Agency
Girl Scouts of North East Ohio-East
Goodwill Industries, Youngstown Area

HandsOn Volunteer Network of the Valley
Help Hotline Crisis Center, Inc.
Interfaith Home Maintenance Service, Inc.
Jewish Community Center of Youngstown
Jewish Family Services
Millcreek Children's Center
Neighborhood Ministries
Neil Kennedy Recovery Clinic
Potential Development Program, Inc.
The Salvation Army
Second Harvest Food Bank of the Mahoning Valley
United Methodist Community Center
Visiting Nurse Association of Greater Youngstown
Young Men's Christian Association (YMCA)
YWCA of Youngstown
Youngstown Hearing & Speech Center



NEIGHBORHOOD CHESTS

Campbell Community Fund
Canfield Community Chest
Emmanuel Community Care Center of Girard
Hubbard Community Fund Corporation
Struthers Community Fund

MEET T.J., MASON, AND AMANDA >

T.J., Mason, and Amanda are Youngstown State University students who answer the call to LIVE UNITED through their philanthropic work with their respective fraternities and sorority. They enjoy raising money for, volunteering at, and educating the community about institutions such as the Potential Development Program, the Boys and Girls Club, Second Harvest Food Bank, Youngstown Hearing and Speech, and many more. In their spare time, T.J. enjoys watching movies, Mason enjoys studying finance and the economy, exercising, and viewing all types of sports, and Amanda enjoys working with her family and Guide Dogs for the Blind to raise puppies to be seeing eye dogs.



WE DON'T JUST WEAR THE SHIRT, WE LIVE IT!



Youth Day of Caring

YOUTH DAY OF CARING

On Saturday, April 25, 2009, 282 high school students participated in

our 8th annual Youth Day of Caring by completing projects at 20 local non-profit organizations. These young people came together to complete projects including painting, indoor and outdoor clean-up, planting flowers and doing crafts with senior citizens. We thank our sponsors for helping to make this day possible, Farmers National Bank and Wedgewood Pizza.



SHOEBOX FULL OF LOVE

A collection drive was held last spring for the Shoebox Full of Love project. Personal hygiene items including soap, toothpaste, toothbrushes, and shampoo were packed into shoeboxes by youth volunteers on our Youth Day of Caring. The boxes were distributed to those in need in our community including the homeless and unemployed. Thank you to all in the community who contributed and donated items for this project.

DAY OF CARING

Our annual Day of Caring was held on Friday, September 11, 2009. The Day of Caring kicked-off with our Breakfast of Champions at Our Lady of Mt. Carmel. Over 500 volunteers joined us for the breakfast and for the official start to our 2009 campaign. Following the breakfast, volunteers—wearing their LIVE UNITED t-shirts—went out into the community and did various projects at our local agencies. Special thanks to all of our t-shirt sponsors, participants, and agencies.



STUFF THE BUS

In August 2009, our United Way started its first annual Stuff the Bus collection. We accepted donations of school supplies which were packed into book bags and distributed to children in need in the Mahoning Valley. Thanks to the generous support of our community, our United Way distributed over 180 book bags! Thank you to all of our community partners.



< MEET JENNY

Jenny is General Manager of Knoll Run Golf Course and is a member of the United Way Public Relations Committee. "It is critical that the children of the community have the fundamental supplies to succeed. Knoll Run Golf Course was honored to be a collection point for the "Stuff the Bus" campaign. And we were able to raise funds to purchase over 80 book bags."

2009 SPECIAL EVENTS



SPAGHETTI DINNER

On Sunday, May 17, 2009 we held our first annual spaghetti dinner fundraiser at Mt. Carmel Hall in Youngstown. The afternoon featured a great selection of raffle baskets. Special thanks to Fusillo Catering, our sponsors, ClearChannel Radio and Rossi Brothers & Lellio Funeral Home, our volunteers and everyone who attended the event.

O'CHARLEY'S BASS CLASSIC

The 10th annual O'Charley's Bass Classic, hosted by Aqua Ohio, was held on Saturday, May 30, 2009 at Evans and Pine Lake. The event featured 47 pro-am teams. Our amateur participants included Daniel Sepulveda of the Pittsburgh Steelers and Joe Thomas of the Cleveland Browns with their pro partners Joe Harbert and D'Arcy Egan respectively. On the day of the tournament, we hosted a Kids' Fish & Fun Event at Evans Lake. Over 100 children enjoyed fishing along the shore and other fun activities. We thank our tournament chair, Jack Wollitz, and all of our corporate sponsors and participants.



CHAMPIONS AMONG US

On Thursday, June 4, 2009, we welcomed former YSU and NFL quarterback Ron Jaworski, who is currently a broadcaster for ESPN's Monday Night Football, back to Youngstown. We also honored Youngstown's own, and former Ursuline quarterback, Daryll Clark, who led Penn State last year to the Big 10 title and berth in the Rose Bowl. Over 700 people attended the event at Mr. Anthony's. The evening also featured a silent auction and an exciting live auction.

Our annual Golf Outing was held the following day at Kennsington Golf Club. Thank you to all of our sponsors and attendees who made these two events a success.



UNITED WE DINE

Media personalities, holiday basket raffles, a visit from Santa, and a puppy! Our United We Dine events were packed with excitement. We thank our event hosts: Inner Circle Pizza in Poland, Inner Circle Pizza in Canfield, and Jeremiah Bullfrogs in

Boardman. We also thank Ninkasis Bar & Grille for hosting our Young Leaders Society kick-off.

MEET GINA >

Gina's involvement with United Way, since 2004, has brought many enlightening experiences her way. Giving her time and effort is wonderfully rewarding knowing she can in some small way help someone in need. Uniting as a group is a much stronger force to achieve a goal. Living United is working as a team effectively which can carry over to many other aspects in your individual life.



FINANCIALS

BALANCE SHEETS AS OF DECEMBER 31, 2009 (UNAUDITED)

	2009	2008
<u>GENERAL FUND</u>		
ASSETS		
Cash and cash equivalents	1,055,995	984,462
Marketable securities (cost)*	2,397,237	2,442,353
Endowment trust fund (cost)*	2,145,451	2,185,718
Pledges receivable, less allowances for doubtful accounts of \$349,154 and \$348,390	940,506	1,102,013
Other receivables and prepaid expenses	<u>13,407</u>	<u>16,400</u>
Totals	<u>6,552,596</u>	<u>6,730,946</u>
LIABILITIES AND FUND BALANCES		
Accounts payable	55,488	51,517
Allocations payable	-0-	12,020
Contributions for the 09/10 campaign	1,413,824	1,475,913
Campaign designations payable	102,507	88,813
Deferred revenue	<u>44,000</u>	<u>-0-</u>
Total liabilities	<u>1,615,819</u>	<u>1,628,263</u>
Fund balances:		
Designated by the governing board for:		
Reserve fund for agencies	972,500	1,188,584
New programs	36,193	88,893
Endowment	2,145,451	2,185,718
Capital replacement	70,000	70,000
Undesignated, available for general activities	<u>1,712,633</u>	<u>1,569,488</u>
Total fund balances	<u>4,936,777</u>	<u>5,102,683</u>
Totals	<u>6,552,596</u>	<u>6,730,946</u>

PROPERTIES FUND

ASSETS		
Land	14,327	14,327
Building and building improvements	200,952	200,952
Furniture and equipment	200,882	200,882
Allowances for depreciation	<u>(376,597)</u>	<u>(367,840)</u>
Totals	<u>39,564</u>	<u>48,321</u>
FUND BALANCE	<u>39,564</u>	<u>48,321</u>

*Cost (Total investment accounts)	4,542,688	4,628,071
*Market Value (Total investment accounts)	4,383,007	3,811,343



< MEET JEREMY

Jeremy is a recent graduate of Youngstown State University. As a United Way intern pursuing his American Humanics Nonprofit Leadership certification, he attained a 60 percent increase in our Community Benefits Coupon Book. Jeremy chooses to LIVE UNITED by living his life according to a personal mission statement, "To make a meaningful impact on people, while promoting a more empathetic state of citizenship". Jeremy believes that this enables him to stay conscious of how important each interaction in life is.

STATEMENTS OF SUPPORT, REVENUE AND EXPENSES AND CHANGES IN FUND BALANCES, YEARS ENDED DECEMBER 31, 2009 (UNAUDITED)

	2009	2008
PUBLIC SUPPORT AND REVENUE:		
Public support:		
Contributions (net of provision for uncollectible pledges of \$180,000 and \$200,897 and 2009 designations of \$142,748 and 2008 designations of 145,119)	1,949,753	2,396,114
Other revenue:		
Investment income	67,107	103,412
Endowment contributions	27,500	10,000
Endowment income (net)	38,845	42,995
Endowment gains/losses	(94,650)	599
Gain (loss) on investments	(45,116)	20,583
Other income	<u>19,487</u>	<u>25,630</u>
Total other revenue	<u>13,173</u>	<u>203,219</u>
TOTAL PUBLIC SUPPORT AND REVENUE	<u>1,962,926</u>	<u>2,599,333</u>
ALLOCATIONS AND EXPENSES:		
Allocations to participating agencies	1,462,595	1,851,880
Expenses:		
Program services:		
Community Impact	117,076	121,574
Community Labor Liaison	<u>60,814</u>	<u>65,127</u>
	177,890	186,701
Supporting services:		
Administration	114,992	129,285
United Way Campaign	<u>368,289</u>	<u>345,880</u>
	<u>483,281</u>	<u>475,165</u>
Total expenses	<u>A-661,171</u>	<u>A-661,866</u>
TOTAL ALLOCATIONS AND EXPENSES	<u>2,123,766</u>	<u>2,513,746</u>
EXCESS (DEFICIT) OF PUBLIC SUPPORT AND REVENUE OVER ALLOCATIONS AND EXPENSES	(160,840)	85,587
Other changes in fund balance	6,177	(503)
Fund balances at beginning of year	<u>5,151,004</u>	<u>5,065,920</u>
Fund balances at end of year	<u>4,996,341</u>	<u>5,151,004</u>

Note A - Includes provision for depreciation for the years 2009 and 2008 respectively in the amounts of \$8,757 and \$6,561.

MEET JOHN >

After 33 years in public education, John is now the Director of the newly formed Turning Foundation at Turning Technologies in Youngstown. "I have always promoted the value of giving back to the community and it is important to me to lead by example." As a new volunteer with United Way, the opportunity to LIVE UNITED provides meaningful connections to the local community... and for John, a great way to give back.



**United Way of Youngstown and the Mahoning Valley's mission is to improve lives
by mobilizing the caring power of the Mahoning Valley.**

**For more than 90 years, United Way of Youngstown and the Mahoning Valley has been committed to making our
community a better place to live. We're a community problem solver, and we work hard to bring people and
resources together to tackle some of our community's most pressing challenges.**

**Your support makes this possible.
Thank you.**



**255 Watt Street • Youngstown, OH 44505
Phone: 330.746.8494 • Fax: 330.746.4525
www.ymvunitedway.org**