



LIVE UNITED



TEAMING UP FOR A BETTER TOMORROW

In the Mahoning Valley, we all share a commitment to improve the quality of life in our community. Together, with the collective strength of our donors, volunteers, businesses, community, and funded partners, we are getting to the heart of underlying causes of problems and creating a better tomorrow.

The United Way of Youngstown and the Mahoning Valley is addressing basic needs while focusing on long-term solutions. We will continue to do all we can to ensure the dollars go where they are most needed and do the most good.

Funding 70 health and human service programs that support the most vulnerable in our community is at the core of what we do. Our Success By 6 pre-kindergarten readiness program was utilized by 14 school districts in the Mahoning Valley, providing children with the extra boost they need before entering school.

Thank you to all the donors that made it possible to reach our goal of \$2.5 million for consecutive years. Without the financial support, the great work of the programs would not be possible. This year may prove to be even more challenging, but because of the great need, we are increasing our goal to \$2.6 million. Because of you, we will get there!

Thank you for helping to build a stronger Mahoning Valley. Together, we are a powerful partnership for change. That's what it means to LIVE UNITED.

Sincerely,



Bob Hannon
President



William Padisak
Board Chair



2010 EXECUTIVE COMMITTEE

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President

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Director of Marketing and Communications

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AFL-CIO Community Services Liaison

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Resource Development Assistant

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City of Youngstown

2010 BOARD OF TRUSTEES

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TEAMING UP TO SOLVE OUR COMMUNITY'S



2-1-1 is an easy to remember telephone number that connects people with available community resources. Developed by United Way Worldwide and United Way of Atlanta, the FCC approved 2-1-1 in 2000 and our United Way kicked-off the service in February 2004. By simply dialing three digits, you can make one call to get information on a broad range of services, including rent assistance, food banks, affordable housing, health resources, child care, after-school programs, elderly care, financial literacy, and job training programs. Calls are answered at Help Hotline by trained professionals 7 days

a week, 24 hours a day, 365 days a year. It's efficient, fast and easy to use. And the call is free and confidential. In 2010, 2-1-1 received more than 11,000 calls.

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.

United Way's interest is in helping individuals and families gain and sustain assets. What better way to do that than by helping families keep more of their hard-earned money through the Earned Income Tax Credit or the Childcare Tax Credit; money saved by avoiding predatory tax preparers; and dollars saved in income tax preparation fees.

In 2010, United Way of Youngstown and the Mahoning Valley was able to help the Mahoning County Economic Opportunity Coalition expand the VITA program into Lake Milton, Sebring and Campbell. These new sites, along with the YSU and MYCAP sites, helped nearly 1,000 Mahoning County residents get their taxes done for free by IRS-trained VITA tax preparers and receive every dollar of their refund. Data from the IRS shows that nearly \$1.5 million was returned to taxpayers and Mahoning County in refunds. The IRS calculates that these filers saved another \$200,000 in fees for a total economic impact of approximately \$1.7 million.



MAHONING COUNTY FINANCIAL STABILITY PARTNERS ARE:

Burdman Group
Catholic Charities
Community Legal Aid
Consumer Credit Counseling
Family Service Agency
Hands On Volunteer Network

Home Savings & Loan
Internal Revenue Service
JPMorgan Chase Foundation
Junior Achievement of Mahoning Valley
Mahoning and Columbiana Training Assn.
Mahoning Valley Saves/OSU Extension
Mahoning Valley Organizing Collaborative
Mahoning/Youngstown Community Action Partnership
Neighborhood Ministries
Northeast Ohio Legal Services
OH WOW! Roger & Gloria Jones Children's Center for Science & Technology

PNC Bank
Public Library of Youngstown and Mahoning County
State of Ohio Attorney General's Regional Office
Treasurer, State of Ohio Regional Office
United Way of Youngstown/Mahoning Valley
Youngstown Area Development Corp.
Youngstown Metropolitan Housing Authority
Youngstown Neighborhood Development Corporation
YSU Department, Accounting & Finance
YWCA

< MEET RAY

Ray is Professor and Director of the Lariccia School of Accounting and Finance at YSU. "United Way has taken a lead role in the Mahoning Valley Economic Opportunity Coalition & the Mahoning County Financial Stability Partnership. Both initiatives contribute tremendously to the financial well-being of the citizens of our valley by helping to bring more dollars into our area through free income tax preparation and income tax refunds, and then helping people to learn how to use those dollars wisely to better their lives. The valley is a much better place because of these activities!"



MOST PRESSING CHALLENGES



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:

Congressman Tim Ryan
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
Voices for Ohio's Children

THE PRE-KINDERGARTEN READINESS PROGRAM WAS OFFERED DURING THE SUMMER OF 2010 IN THE FOLLOWING SCHOOL DISTRICTS:

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

Lowellville Local School District
Sebring Local School District
South Range Local School District
Springfield Local School District
Struthers City School District
West Branch Local School District
Youngstown City School District



Students at Jackson Milton Elementary School participate in the Success By 6 program.

During the summer of 2010, 324 students participated in the Success By 6 program. Of those students, 280 or 86% increased their post test score, additionally, the average scoring increase was 12 points. These results indicate the program is having a positive impact on participating students. Other elements of the Success By 6 initiative included a United Way sponsored kindergarten registration drive.



MEET JOE >

Joe is the principal at Jackson Milton Elementary School. Success By 6 is a program that has helped his incoming kindergartners to adjust to school and its expectations. "It has allowed both teachers and students to become familiar with each other and has given each student a jump start on great beginnings. The students feel at ease and are comfortable with their school environment simply by knowing and experiencing ahead of time what school is all about."

GIVE. ADVOCATE. VOLUNTEER.

Thanks to generous donations from thousands of individuals and corporations, the United Way of Youngstown and the Mahoning Valley raised more than \$2,500,000 to meet the needs of our community. This is the second consecutive year we have exceeded our campaign goal because of the support of the community.

Our sincere appreciation goes to our 2010 Campaign Chair, Rich Denamen, former Superintendent of the Mahoning County Educational Service Center. In addition, we would like to thank Greenwood Chevrolet for donating a two year lease on a Chevrolet Cruze and the Labor & Building Trades Division for their involvement. Special thanks and recognition also go to the following:

Largest Corporate Gifts:

Altronic Inc., General Motors, 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:

Jackson Milton Local Schools, Girard City Schools, Youngstown Metropolitan Housing Authority, Circle Rehab, and Hometown Pharmacy Solutions
19 other businesses participated in new workplace and corporate campaigns

10% Increase in Workplace & Corporate Campaigns:

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



The Leadership Club:

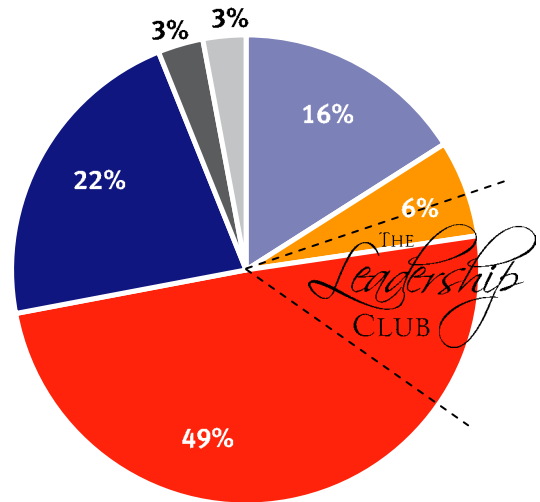
41 new members, who contributed the annual minimum \$1,000 or more.



< MEET MARTA

Marta is the Director of Volunteer Services and the United Way Campaign Coordinator at Northside Medical Center. As a hospital, their goal is to deliver high quality healthcare to the people of the Mahoning Valley, and through the United Way, the employees of Northside Medical Center embraced an opportunity to do even more to help their friends and neighbors. As they embark upon a new era, the employees stepped up to the challenge and more than doubled last year's donation.

2010 DOLLARS RAISED



WORKPLACE CAMPAIGNS.....	\$1,236,101
CORPORATE GIFTS.....	\$400,118
INDIVIDUAL GIVING.....	\$167,293
FOUNDATIONS.....	\$548,581
GRANTS.....	\$78,100
SPECIAL EVENTS.....	\$73,971

TOTAL RAISED.....\$2,504,164

NOTE: The Leadership Club represents 19% of the dollars raised in the annual campaign. All campaign numbers are as of March 2011.

YOUR GIFT AT WORK

Agencies who received United Way funding in 2010 served people through programs focused on our three impact areas:

CORE SERVICES.....\$579,921

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

NURTURING OUR CHILDREN.....\$369,450

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

STRENGTHENING INDIVIDUALS AND FAMILIES...\$438,088

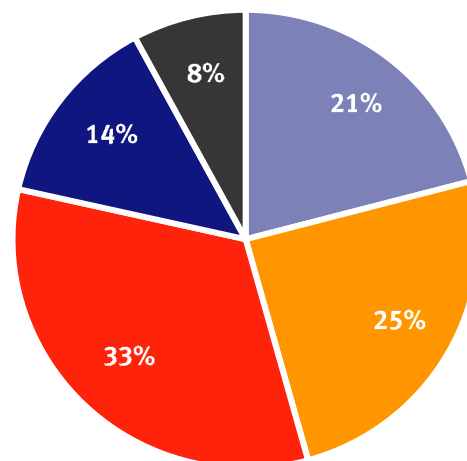
To increase economic stability and self-sufficiency for individuals and families by accessing existing resources and supports available in the community.

COMMUNITY PARTNERSHIPS & INITIATIVES.....\$240,754

Gifts directed by donors to individual agencies.....\$138,758

TOTAL INVESTED IN THE COMMUNITY\$1,766,971

DOLLARS AT WORK IN 2010



AGENCIES WHOSE PROGRAMS RECEIVED UNITED WAY FUNDING FOR 2010

- | | |
|--|--|
| American Red Cross, Mahoning Chapter | Neighborhood Ministries |
| ARC of Ohio Northeast Branch | Neil Kennedy Recovery Clinic |
| Associated Neighborhood Centers | Potential Development Program, Inc. |
| Big Brothers & Big Sisters of Mahoning Valley, Inc. | The Salvation Army |
| Boy Scouts of America/Greater Western Reserve Council | Second Harvest Food Bank of the Mahoning Valley |
| Boys & Girls Club of Youngstown | United Methodist Community Center |
| Burdman Group Inc.'s - Sojourner House Domestic Violence Program | Visiting Nurse Association of Greater Youngstown |
| Catholic Charities Regional Agency | Young Men's Christian Association (YMCA) |
| Family Service Agency | YWCA of Youngstown |
| Girl Scouts of North East Ohio-East | Youngstown Hearing & Speech Center |
| 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 CHESTS

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

IN THE COMMUNITY: ACHIEVING RESULTS



YOUTH DAY OF CARING

On Saturday, April 24, 2010, 230 high school students participated in our 9th annual Youth Day of Caring by completing projects at 12 local non-profit organizations. These young people came together to complete projects including painting, indoor and outdoor clean-up, gardening and planting flowers. We thank our event sponsor, Farmers National Bank, for helping to make this day possible.



SUCCESS BY 6 COLLECTION DRIVE

A collection drive was held last spring for the 6 "Wishes" for Success project. School supplies including crayons, pencils, scissors, play-doh, markers and glue sticks were collected by students in the Early Childhood Student Association and the Greek Sororities and Fraternities at Youngstown State University. The school supplies were packed into drawstring backpacks by youth volunteers on our Youth Day of Caring. The backpacks were distributed to the 324 children who participated in our summer Success By 6 program. Thank you to everyone who donated items for this project.

DAY OF CARING

Our annual Day of Caring was held on Friday, September 10, 2010. 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 2010 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 our event sponsor, Covelli Enterprises, and all of our participants and agencies.



Volunteers from Sam's Club Boardman participate in Day of Caring.

STUFF THE BUS

In August 2010, our United Way held its second annual Stuff the Bus collection. This year, we partnered with Huntington Bank to make the collection a four county effort in which back packs were distributed to children in need in Mahoning, Trumbull, Mercer and Columbiana counties. Supplies were collected at Great Clips locations and were transported in school buses thanks to Transit Services. Thanks to the generous support of our community, over 450 back packs stuffed with school supplies were given to children in need in the Mahoning Valley.



< MEET RYAN

Ryan believes in the "Power of 27", and asks "Why help one cause when you can help 27 worthy causes at once?" With his involvement in the 1st Thrill or No Thrill event, Ryan was able to help out the United Way and truly LIVE UNITED. Ryan is also an inaugural member of the United Way Young Leaders Society giving young professionals additional opportunities to connect and serve in the community. Abraham Lincoln once said "a house divided cannot stand", therefore it is up to all of us to LIVE UNITED.

2010 SPECIAL EVENTS



SPAGHETTI DINNER

On Sunday, May 23, 2010 we held our second annual spaghetti dinner fundraiser at Mt. Carmel Hall in Youngstown. The afternoon featured a successful bake sale. Special thanks to Our Lady of Mount Carmel, our volunteers, bakers and everyone who attended the event.

THE MURANSKY COMPANIES BASS CLASSIC

The 11th annual Muransky Companies Bass Classic, hosted by Aqua Ohio, was held on Saturday, June 5, 2010 at Evans and Pine Lake. The event featured 54 pro-am teams. Our amateur participants included Daniel Sepulveda, Brett Keisel and Tuff Harris of the Pittsburgh Steelers. Daniel Sepulveda and his pro partner Joe Harbert won the tournament. On the day of the tournament, we hosted a Fish & Fun Kids' Event at Evans Lake. Over 250 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.



The tournament winners were Joe Harbert and Daniel Sepulveda.



Bo Pelini



Kyle McCarthy

CHAMPIONS AMONG US

On Tuesday, June 29, 2010, we welcomed Nebraska Football Coach and former football star at Cardinal Mooney and Ohio State, Bo Pelini, back to Youngstown. We also honored former Notre Dame and Cardinal Mooney standout, Kyle McCarthy. Over 700 people attended the event at Antone's Banquet Centre. The evening also featured a silent auction and a live auction.

Our annual Golf Outing was held the following day at Knoll Run Golf Course. 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 his reindeer! 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 O'Charley's in Boardman.

MEET LUKE >

At the age of four, Luke is our United Way's youngest volunteer. Last year, he passed out candy with our United Way float at the Fourth of July Parade in Canfield and he also helped with our prize wheel at the Mt. Carmel Festival in Youngstown. Each year, Luke attends the Fish and Fun Kids' Event as part of our annual Muransky Companies Bass Classic. Luke thinks that it is fun to volunteer at the United Way and he likes to help other people.



FINANCIAL STATEMENTS

BALANCE SHEETS AS OF DECEMBER 31, 2010 (UNAUDITED)

	2010	2009
ASSETS		
Cash and short term investments	1,245,150	1,055,995
Marketable securities (cost)*	2,386,604	2,397,237
Endowment trust fund (cost)*	2,142,730	2,145,451
Pledges receivable	1,262,219	1,289,660
Allowance for doubtful accounts	(332,093)	(349,154)
Accrued interest receivable	5,812	7,184
Accounts receivable	500	863
Prepaid expenses	5,086	5,360
Land	14,327	14,327
Building	200,951	200,952
Equipment	202,492	200,882
Allowance for depreciation	(385,713)	(376,597)
Total	<u>6,748,065</u>	<u>6,592,160</u>
LIABILITIES AND FUND BALANCES		
Accounts payable	111,668	55,488
Contributions for the 2010/11 campaign	1,530,854	1,413,824
Campaign designations payable	55,249	102,507
Allocations due designated agencies	723,764	-0-
Allocation to administrative expenses	-0-	-0-
Deferred revenue	3,250	44,000
Total liabilities	2,424,785	1,615,819
Fund balances:		
Reserve fund for agencies	1,002,500	972,500
New programs	25,778	36,193
Endowment	2,142,730	2,145,451
Capital replacement	70,000	70,000
Land, building & equipment	32,057	39,564
Unrestricted	1,050,215	1,712,633
Total fund balances	4,323,280	4,976,341
Total	<u>6,748,065</u>	<u>6,592,160</u>
	*Cost (Total investment accounts)	4,529,334
	*Market Value (Total investment accounts)	4,703,581
		4,542,688
		4,383,007



< MEET RYAN

Ryan is the Director of Client and Community Relations at PNC. PNC continues to be a strong supporter of our United Way as their focus closely aligns with our philanthropic mission of providing for quality early education and building stronger communities. Ryan is personally proud of the partnership they forged between PNC's Grow Up Great Program and our Success By 6 initiative. By providing a pre-kindergarten school readiness program to over 320 children in the valley, we set the stage for these children to be more successful in kindergarten and beyond. That's what Ryan calls making an Impact.

STATEMENTS OF SUPPORT, REVENUE AND EXPENSES AND CHANGES IN FUND BALANCES, YEARS ENDED DECEMBER 31, 2010 (UNAUDITED)

	2010	2009
PUBLIC SUPPORT AND REVENUE:		
Public support:		
Campaign income	2,482,450	2,272,501
Special grants	(154,000)	-0-
Provision for uncollectibles	(184,771)	(180,000)
Designations	(138,758)	(142,748)
Bequests	<u>2,300</u>	<u>2,000</u>
Total public support	2,007,221	1,951,753
Revenue:		
Investment income	68,948	67,107
Endowment contributions	2,500	27,500
Endowment income	51,988	59,314
Endowment fees/gains/losses	(35,906)	(115,119)
Gain (loss) on investments	(11,184)	(45,116)
Special projects	-0-	-0-
Other income	<u>21,028</u>	<u>17,487</u>
Total Revenue	97,374	11,173
TOTAL PUBLIC SUPPORT AND REVENUE	<u>2,104,595</u>	<u>1,962,926</u>
EXPENSES:		
Allocations	2,108,881*	1,462,595
Programs:		
Campaign	361,402	364,524
Community Impact	90,202	115,237
Labor	<u>52,562</u>	<u>60,113</u>
Total programs	504,166	539,874
Administration	<u>107,005</u>	112,540
Total administration	107,005	<u>112,540</u>
Provision for depreciation	9,117	8,757
Remaining allocation to administrative expense	<u>-0-</u>	<u>-0-</u>
TOTAL EXPENSES	<u>2,729,169</u>	<u>2,123,766</u>
EXCESS (DEFICIT) OF PUBLIC SUPPORT AND REVENUE OVER EXPENSES	(624,574)	(160,840)
Other changes in fund balance	(28,487)	
Fund balances at beginning of the year	<u>4,976,341</u>	
Fund balances 12.31.10	<u>4,323,280</u>	

*2010 approved allocations were for the period of July 1, 2010—June 30, 2011

MEET DAVID >

Working at FirstEnergy, David understands that people who live and work in the communities he serves and where he conducts business, are more than just customers. They are our neighbors and friends. That's why he strongly believes in working with United Way and the organization's invaluable partnerships and community service initiatives.



Our Mission:

The United Way of Youngstown and the Mahoning Valley seeks to be the driving force behind sustained improvement in the lives of all our citizens, through initiatives that promote education, income, health, and community support services.

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.**



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