

# 2021

## REPORT TO THE COMMUNITY



### **TABLE** OF CONTENTS

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|            |   |
|------------|---|
| <b>2</b>   | A Word from Our President & Board Chair |
| <b>3</b>   | Community Information Exchange (CIE)    |
| <b>4-5</b> | Your Impact                             |
| <b>6</b>   | United Way 2-1-1                        |
| <b>7</b>   | Volunteer Center                        |
| <b>8-9</b> | Agency Listing                          |
| <b>10</b>  | Board of Directors                      |
| <b>11</b>  | Financial Report                        |





# LETTER FROM OUR **CEO & BOARD CHAIR**

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## **The past two years has many of us reflecting on what we value most and on our purpose.**

As we enter a new year, one that represents this United Way of Greater St. Louis's 100-year anniversary of helping local people, we look back on all this community has faced, overcome and achieved – not only in 2021, but in the past century.

The COVID-19 crisis continues to present challenges for so many of our neighbors in how they learn, work and survive. Families across our 16-county region are relying on our safety net and more than 160 local nonprofits we fund. Without the strong foundation of this safety net, many of our neighbors would have no place to go for help: Children would go to bed hungry, people would struggle with mental and physical health challenges, and seniors with disabilities would lose access to critical support programs to live independently. It is because of the generosity of our community, and the innovation and resiliency of local nonprofits that we are finding new ways to ensure supports are there for our neighbors when they need it most.

We are grateful to live in the St. Louis region, where the giving spirit is so strong. From times of disaster, like the recent tornadoes and severe weather that devastated people's lives, to meeting the everyday needs of local people, our region always steps up to help one another. Over the past 100 years, our United Way has been there to lead the way in creating the strong foundation our region needs to keep moving forward.

This coming year, we will reflect on how far we've come as a community and an organization. But more importantly, we will also look forward to our next 100 years and what our vision for a better, more equitable St. Louis region looks like. By creating new relationships and expanding existing connections, we will focus on transformative change to affect the root causes within local systems and communities that prevent people from living their best lives. Through creative and innovative new programs, like the Community Information Exchange (CIE) and United for Families, we will take helping people to the next level.

We embark on this momentous year with a renewed sense of purpose and hope for our region and our neighbors. Thank you for being a part of this work.



Michelle D. Tucker  
President and CEO,  
United Way of Greater St. Louis



Michael Moehn  
Board Chair,  
United Way of Greater St. Louis



# GREATER STL COMMUNITY INFORMATION EXCHANGE

## Complex problems require connected solutions

Helping people. That's what we've always done and will always do.

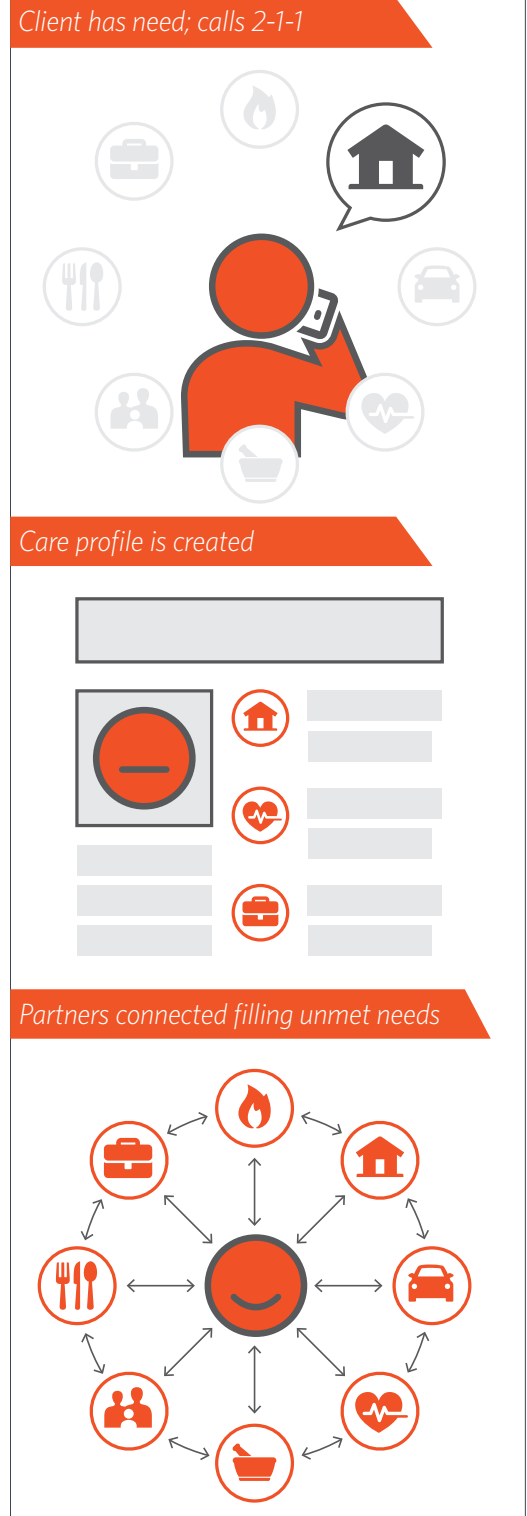
But what will need to evolve is how people are helped. We want to make sure people are receiving assistance how and where they need it, and in a way that will help them not only survive, but thrive.

This is why we've introduced game-changing solutions such as the Community Information Exchange (CIE) to address the holistic needs of clients. Through a collaboration with nearly 200 community partners, CIE uses a shared technology platform to collect essential client details up front and delivers and tracks referrals to/from participating partners. This helps reduce duplication of services and maximize vital resources in the delivery of more comprehensive, person-centered care — moving families from crisis to long-term stability. Existing partnerships include hospital networks, mental health providers, nonprofit and for-profit organizations. By bolstering aid to agencies that provide support for unmet social determinants of health and improving access for people to tap into those outlets, we're moving people from problems to solutions.

Before CIE, a person seeking help needed to contact various places for each of their needs. Now, if someone enters the CIE looking for a local food pantry, they can enter into the system of referrals and care. This way we can address the issue of food insecurity as well as the root causes of it, such as job loss, lack of opportunity, health issues, etc.

5,000+  
People Helped

In just one year, this transformative approach has linked more than 100 nonprofit partners and closed more than 5,000 cases.





# YOUR **IMPACT**

## A SAFETY NET FOR THE ENTIRE REGION

Your impact on the St. Louis region through United Way is incredible. We provide a strong, expansive and flexible safety net to serve our entire community. Below are the five main impact areas of focus to help keep our community strong.



### Provide Food & Shelter

Basic needs aren't so basic for some. This support helps position people for a better tomorrow.



### Establish Financial Security

If families and individuals have secure financial footing, they are less likely to require other services and more likely to succeed.



### Foster Learning

Everyone deserves access to quality education and the opportunity to reach their full potential.



### Improve Health

Being healthy is vital for children to grow and develop and for adults to live a full and productive life.



### Strengthen Communities

The presence of a robust and safe community can enhance the lives of its community members, affording them the necessary tools to thrive.

Here is a small sampling of how the community was helped through United Way.



6,400 clients gained strategies for enhancing their safety



46 million meals were distributed



1,607 clients improved and/or maintained academic performance



25,000+ linked with community resources





## YOUR **IMPACT** (CONTINUED)

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7,906 clients obtained job readiness skills



23,503 clients experienced fewer mental, emotional and/or behavioral symptoms



2,052 clients were prepared for kindergarten



10,000+ clients secured and/or maintained safe, stable housing



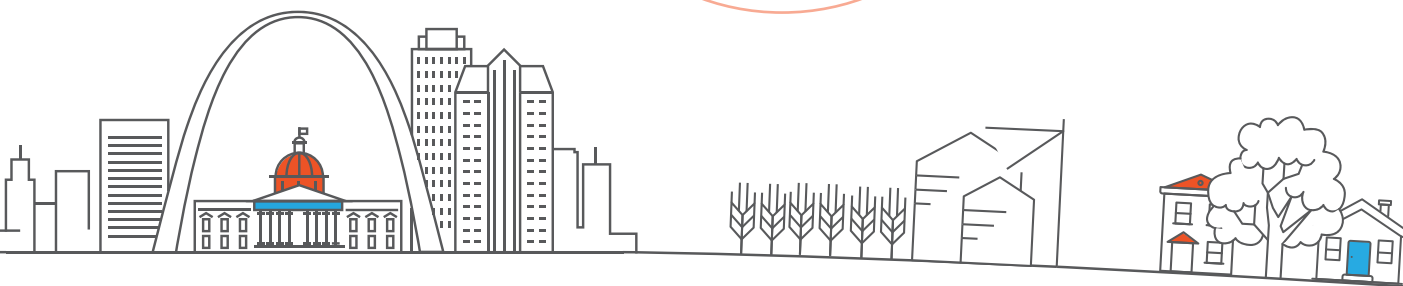
5,334 clients were free from substantiated incidents of child abuse/neglect



17,905 clients managed physical health conditions



1,822 clients gained essential life skills





# UNITED WAY 2-1-1

## A better you starts here











Whether it's a simple ask such as finding nearby senior care, or something that requires more agency involvement, like rent and utility assistance, United Way 2-1-1 is there for our community. Established more than a decade ago, 2-1-1 serves as the regional helpline to get people on a better trajectory.

During COVID, this 24/7/365 helpline has been instrumental in connecting our neighbors, friends and family to resources and services. More importantly, as an integral piece of the Community Information Exchange (CIE) network, 2-1-1 serves as the gateway to help local families meet their needs and establish their footing for a better tomorrow.



Click here to visit  
[211Helps.org](https://211Helps.org)

## Top 2-1-1 Requests from Callers

- |   |   |
|---|---|
| <br>Home & Shelter       | <br>Food           |
| <br>Informative Services | <br>Transportation |
| <br>Support              | <br>Legal          |
| <br>Clothing             | <br>Mental Health  |
| <br>Healthcare         | <br>Employment   |

## Recap of 2-1-1 Calls & Needs





# UNITED WAY'S **VOLUNTEER CENTER**

## A selfless community

Year after year, we see how much this community cares about our neighbors. And this year, like last, exemplifies that selfless spirit. With so many needs, compounded by COVID, our community stepped up in great numbers to help out.



People were able to get connected to meaningful volunteer opportunities through the leading program in our region - United Way's Volunteer Center. Once again, our Volunteer Center offered thousands of opportunities for people to help our community on issues they care about, including one-time, weekly, individual, group, and virtual events. The Volunteer Center can also equip diverse leaders to serve on nonprofit boards, as well as help organizations achieve volunteer program certification standards. Additionally, the Service2Go program kept flourishing, allowing large groups and companies to utilize kit-based projects that brightened the day for thousands of people.

Click here to visit [STLVolunteer.org](https://STLVolunteer.org)

## Volunteering Statistics



**148** total number of **Agencies Certified**



**3,026** new volunteer accounts created

**60** new STLVolunteer.org partner organizations



**77,677** total site visits to STLVolunteer.org



**1,900+** volunteer opportunities posted online

**1,800+** volunteers from 13 companies participated in **Service2Go** projects

**2,666** total kits created across 17 different **Service2Go** projects

**40**



total **customized volunteer opportunities** that matched trusted agency partners to corporate volunteer groups



**93%** of feedback survey respondents were **satisfied** with their volunteer experience

# AGENCY LISTING

For 100 years, United Way has partnered with amazing agencies which make our region stronger and healthier.

In 2021, we helped fund more than 160 partner agencies to strengthen the regional safety net by providing targeted services where there is the greatest need.

|   |             |
|---|-------------|
| Affinia Healthcare  | \$102,583   |
| Agape Ministry of Warren County, Inc.                                       | \$76,937    |
| Alcoholic Rehabilitation Community Home                                     | \$ 64,709   |
| Almost Home   | \$ 140,060  |
| ALS (Amyotrophic Lateral Sclerosis) Association, St. Louis Regional Chapter | \$176,724   |
| American Cancer Society   | \$ 909,273  |
| American Heart Association  | \$ 641,242  |
| American Lung Association in Missouri                                       | \$ 300,601  |
| American National Red Cross - South Central Illinois                        | \$ 20,517   |
| American Red Cross Greater St. Louis Chapter                                | \$1,538,747 |
| Annie Malone Children & Family Services                                     | \$186,444   |
| Asthma and Allergy Foundation of America, St. Louis Chapter                 | \$ 129,415  |
| Big Brothers Big Sisters of Eastern Missouri                                | \$ 371,631  |
| Big Brothers Big Sisters of Southwestern Illinois                           | \$ 78,380   |
| Bilingual International Assistant Services                                  | \$ 102,583  |
| Boy Scouts of America, Greater St. Louis Area Council                       | \$1,380,943 |
| Boys and Girls Club of Greater St. Louis, Inc.                              | \$ 724,376  |
| Boys Hope Girls Hope of St. Louis   | \$ 51,292   |
| Call for Help, Inc.   | \$ 152,777  |

|  |            |
|--|------------|
| Cardinal Ritter Senior Services                                  | \$ 311,763 |
| Caritas Family Solutions (Christian Social Services of Illinois) | \$ 69,693  |
| Carondelet Community Betterment Federation, Inc.                 | \$ 76,937  |
| CASA of Southwestern Illinois                                    | \$106,576  |
| CASA of St. Louis  | \$ 99,604  |
| Catholic Charities of St. Louis                                  | \$421,479  |
| Catholic Family Services Inc. (Saint Louis Counseling, Inc.)     | \$304,308  |
| Catholic Urban Programs  | \$ 76,937  |
| Center for Hearing & Speech                                      | \$ 384,531 |
| Center for Women in Transition                                   | \$ 60,139  |
| Central Institute for the Deaf                                   | \$ 210,930 |
| Children's Home & Aid  | \$ 369,985 |
| College Bound  | \$ 57,380  |
| Community Action Agency of St. Louis County, Inc.                | \$92,325   |
| Community Care Center  | \$ 81,270  |
| Community Council of St. Charles County                          | \$ 96,807  |
| Community Living, Inc.   | \$ 229,899 |
| COMTREA (Community Treatment, Inc.)                              | \$ 54,900  |
| Coordinated Youth & Human Services                               | \$190,217  |
| Cornerstone Center for Early Learning, Inc.                      | \$ 194,701 |
| Covenant House Missouri  | \$76,937   |
| Crider Health Center (Compass Health, Inc.)                      | \$ 321,575 |
| Deaconess Faith Community Nurse Ministries                       | \$97,585   |
| Delta Center for Independent Living                              | \$ 62,148  |
| Delta Gamma Center for Children with Visual Impairments          | \$102,583  |
| Doorways   | \$ 102,583 |
| Down Syndrome Association of Greater Saint Louis                 | \$ 51,292  |
| Duo Dogs, Inc. (Support Dogs)                                    | \$ 135,930 |
| Eagle's Nest of St. Clair County                                 | \$ 76,937  |
| Easterseals Midwest  | \$ 127,771 |
| Emmaus Homes, Inc.   | \$ 232,859 |
| Employment Connection  | \$ 638,434 |

|   |             |
|---|-------------|
| Epilepsy Foundation of Missouri and Kansas            | \$ 51,292   |
| Epworth Children & Family Services, Inc.              | \$ 528,452  |
| FamilyForward   | \$ 392,437  |
| Fathers & Families Support Center                     | \$ 167,886  |
| Foster and Adoptive Care Coalition                    | \$ 242,776  |
| Gateway Region YMCA                                   | \$1,321,979 |
| Gene Slay's Girls & Boys Club of St. Louis, Inc.      | \$ 171,407  |
| Girl Scouts of Central Illinois                       | \$ 5,953    |
| Girl Scouts of Eastern Missouri                       | \$372,039   |
| Girl Scouts of Southern Illinois                      | \$ 179,341  |
| Girls Incorporated of St. Louis                       | \$ 274,113  |
| Good Shepherd Children & Family Services              | \$ 433,951  |
| Great Circle  | \$ 485,331  |
| Guardian Angel Settlement Association                 | \$ 347,374  |
| Harris House Foundation                               | \$ 182,977  |
| Highland Area Christian Service Ministry              | \$36,696    |
| Home Sweet Home                                       | \$ 51,292   |
| Humanitri   | \$135,068   |
| Illinois Center for Autism                            | \$211,078   |
| Immigrant Home English Learning Program               | \$83,092    |
| IMPACT CIL  | \$51,292    |
| Independence Center                                   | \$ 102,583  |
| Infant Loss Resources                                 | \$ 51,292   |
| International Institute of Metropolitan St. Louis     | \$ 271,173  |
| Jewish Community Center                               | \$633,974   |
| Jewish Family Services of St. Louis                   | \$ 555,739  |
| Jewish Federation of St. Louis                        | \$ 113,223  |
| Justine Petersen Housing and Reinvestment Corporation | \$ 102,583  |
| Kids In The Middle, Inc.                              | \$ 190,843  |
| Kreative Kids   | \$ 30,775   |
| Land of Lincoln Legal Aid, Inc.                       | \$ 346,280  |
| Legal Services of Eastern Missouri                    | \$ 556,981  |
| Lemay Child and Family Center                         | \$ 163,328  |





# AGENCY LISTING (CONTINUED)

|   |            |
|---|------------|
| Lessie Bates Davis Neighborhood House, Inc. •         | \$314,142  |
| Leu Civic Center •                                    | \$ 105,188 |
| LifeBridge Partnership                                | \$112,604  |
| LifeWiseSTL •   | \$ 438,885 |
| Lincoln County Council on Aging •                     | \$ 129,939 |
| Lupus Foundation of America, Heartland Chapter •      | \$52,010   |
| Lutheran Child and Family Services of Illinois •      | \$ 58,210  |
| Lutheran Family and Children's Services of Missouri • | \$ 513,908 |
| Lutheran Senior Services •                            | \$214,491  |
| Madison County Catholic Charities •                   | \$ 284,789 |
| Madison County Urban League, Inc. •                   | \$ 180,532 |
| Marygrove •   | \$ 297,233 |
| Megan Meier Foundation •                              | \$ 53,903  |
| Memory Care Home Solutions •                          | \$102,583  |
| MERS Missouri Goodwill Industries •                   | \$593,791  |
| MindsEye Radio •                                      | \$ 113,178 |
| Mission St. Louis •                                   | \$ 102,583 |
| NAMI St. Louis •                                      | \$ 87,196  |
| National Kidney Foundation •                          | \$ 82,309  |
| National Multiple Sclerosis Society - Gateway Area •  | \$ 183,964 |
| Northside Youth And Senior Service Center •           | \$ 183,665 |
| NPower, Inc. •  | \$102,583  |
| Nurses for Newborns •                                 | \$ 137,106 |
| Oasis Institute •                                     | \$ 102,583 |
| Oasis Women's Center •                                | \$ 104,705 |
| Operation Food Search •                               | \$76,937   |
| Paraquad, Inc. •                                      | \$156,068  |
| Parents as Teachers National Center •                 | \$ 51,292  |
| Peter & Paul Community Services •                     | \$ 76,937  |
| Pony Bird, Inc. •                                     | \$ 102,583 |
| Preferred Family Healthcare, Inc. •                   | \$ 177,885 |
| PreventED (formerly NCADA St. Louis) •                | \$350,393  |

|  |              |
|--|--------------|
| Presbyterian Children's Homes and Services •               | \$ 51,292    |
| Provident Behavioral Health •                              | \$ 1,656,740 |
| R3 Development NFP •                                       | \$102,583    |
| Ready Readers •  | \$ 51,292    |
| Rebuilding Together St. Louis •                            | \$ 102,583   |
| Riverbend Family Ministries •                              | \$37,800     |
| Riverbend Head Start & Family Services •                   | \$78,145     |
| Safe Connections •   | \$249,254    |
| Saint Louis Crisis Nursery •                               | \$ 188,442   |
| Saints Joachim and Ann Care Service •                      | \$51,292     |
| The Salvation Army •                                       | \$927,166    |
| Senior Services Plus, Inc. (SSP) •                         | \$124,151    |
| Sherwood Forest Camp, Inc. •                               | \$ 286,356   |
| Society for the Blind & Visually Impaired •                | \$ 82,066    |
| Society of St. Vincent de Paul - St. Boniface Conference • | \$18,721     |
| The SoulFisher Ministries •                                | \$ 102,583   |
| SouthSide Early Childhood Center •                         | \$ 169,413   |
| St. Joseph Institute for the Deaf •                        | \$ 102,583   |
| St. Louis Arc, Inc. •                                      | \$631,599    |
| St. Louis Area Foodbank •                                  | \$462,960    |
| St. Louis Public Schools Foundation •                      | \$51,292     |
| St. Martha's Hall •  | \$ 153,875   |
| St. Patrick Center •                                       | \$397,486    |
| St. Vincent Children's Home •                              | \$79,094     |
| Starkloff Disability Institute •                           | \$ 102,583   |
| STL Village, Inc. •  | \$21,542     |
| Turning Point •  | \$128,490    |
| Unleashing Potential •                                     | \$454,648    |
| United Cerebral Palsy (UCP) Heartland •                    | \$512,916    |
| United Services for Children •                             | \$176,228    |
| United4Children •  | \$ 125,884   |
| University City Children's Center •                        | \$ 139,301   |
| Urban League of Metropolitan St. Louis •                   | \$1,339,811  |
| Violence Prevention Center of Southwestern Illinois •      | \$ 119,036   |

|   |            |
|---|------------|
| Visiting Nurse Association of Greater St. Louis •             | \$ 89,288  |
| Vivent Health •   | \$292,355  |
| VOYCE •   | \$ 187,801 |
| Webster Child Care Center at Laclede Groves •                 | \$147,525  |
| Wesley House Association •                                    | \$116,979  |
| The Women's Safe House •                                      | \$132,721  |
| Wyman Center, Inc. •  | \$ 509,338 |
| Young Men's Christian Association of Edwardsville, Illinois • | \$ 51,292  |
| Youth and Family Center •                                     | \$301,863  |
| Youth In Need •   | \$ 434,511 |
| YWCA of Southwest Illinois •                                  | \$ 66,679  |
| YWCA of Metropolitan St. Louis •                              | \$948,452  |



• Foster Learning • Improve Health • Strengthen Communities • Provide Food and Shelter • Establish Financial Stability

Agencies and allocation amounts reflect amount awarded in 2021 for the 2022 calendar year.



# BOARD OF **DIRECTORS**

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## **Board Chair**

Michael Moehn

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## **Vice Chairs**

Mrs. Stephen F. Brauer  
Donald M. Suggs  
Lawrence E. Thomas  
Patrick J. White II

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## **Treasurer**

James R. Schmersahl

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## **Corporate Secretary**

Valerie E. Patton

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Tiana Jo Berry-Jones  
Karen L. Branding  
Veronica D. Coleman  
Phillip E. Hickman  
Richard H. McClure  
James R. Schmersahl  
Ellen Theroff

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## **Auxiliary Board Representatives**

Gireesh V. Gupchup  
Nancy L. LeVault  
David Paeth  
Anthony G. Rothermich

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William Bradley Jr.  
Mark C. Darrell  
Michael A. DeCola  
Kelly Gast  
Lisa G. Gould  
Bruce B. Holland  
Janet M. Holloway  
Robert S. Holmes Jr.  
W. Stephen Maritz  
Kathy Osborn  
Terri A. Owen

Penny Pennington  
Cassandra R. Sanford  
Todd R. Schnuck  
Rueben A. Shelton  
Susan A. Stith  
Keith Williamson  
Mark S. Wrighton, Ph.D.

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## **Ex-Officio Members of the Executive Committee**

Juliette E. Douglas  
Roman P. Wuller  
Michelle D. Tucker

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## **Board of Directors**

Christopher Arnold  
John K. Beardslee  
Marie-Hélène Bernard  
George C. Bisig, III  
Robert Bobroff  
David W. Braswell  
Keith Brooks  
Emily Burch  
Thomas C. Burke  
Maria Burt  
Julianne Callaway  
Jason Carter  
Steven P. Casazza  
Stacy Clay  
Diane Compardo  
Rodney Crim  
Brittany Cummings  
Andrew Davidson  
Laura B. Ellenhorn  
Daniel Farmer  
Amy Fields  
Timothy M. Figge  
Tom Finan  
Travis Ford  
Herb Frohock  
Carolyn Greathouse  
Alana Green  
Ronny Griffin  
Patricia A. Hagen, Ph.D.  
Sheena R. Hamilton  
Lane Hamm

Catherine L. Hanaway  
Christopher W. Hanaway  
Sharonica L. Hardin-Bartley,  
Ph.D., PHR  
Howard Hayes  
Jeffrey Hoelscher  
Tina M. Hrevus  
Amy Hunter  
Ryan L. Hyman  
Natalie Jablonski  
Andrea Jackson-Jennings  
Frank D. Jacobs  
Fredrick Jamison  
Mark G. Johnson  
Barbara R. Kavalier  
Colette M. Kelly  
Ryan R. Kemper  
Whitney Lawson  
Mark B. Leadlove  
Peggy Lewis LeCompte  
Juan E. Lopez  
John Lynn  
Andrew Martin  
James Joseph McGrath  
Alan Meyer  
David Meyer  
Sara Miller  
Michael L. Moehn  
James Moore  
Stacey Morse  
Traci L. O'Bryan  
Lawrence K. Otto  
Christine M. Page  
Jeff L. Pittman  
Deborah Pitts  
James G. Powers  
Nick Ragone  
Janet T. Ramey  
Megan Rector  
Dana Redwing  
Tim L. Rozar  
Margaret H. Schneithorst  
Rob Schwartz  
Yusef Scoggin  
Michael J. Scully  
Rick Shang

Armando Siliceo-Roman  
Tiffany Slater  
Gregory R. Smith  
Keena Smith  
Yvonne S. Sparks  
Rick Stevens  
David L. Steward  
John Stiffler  
Julio Suarez  
Dan Telle  
Steve Thompson  
Tony Thompson  
Jackie Tischler  
Christopher J. Tongay  
Therese R. Trelz  
Brian Ungles  
Craig A. Unruh  
Sandra A. Van Trease  
Harvey N. Wallace, CPA  
Richard B. Walsh, Jr.  
Carrie E. Ward  
Dave B. Weaver  
Wade Weitlauf  
Richard B. White, M.D.  
Julie Whitehead  
Tamara Wofford  
Amadou Yattassaye



# FINANCIAL REPORT

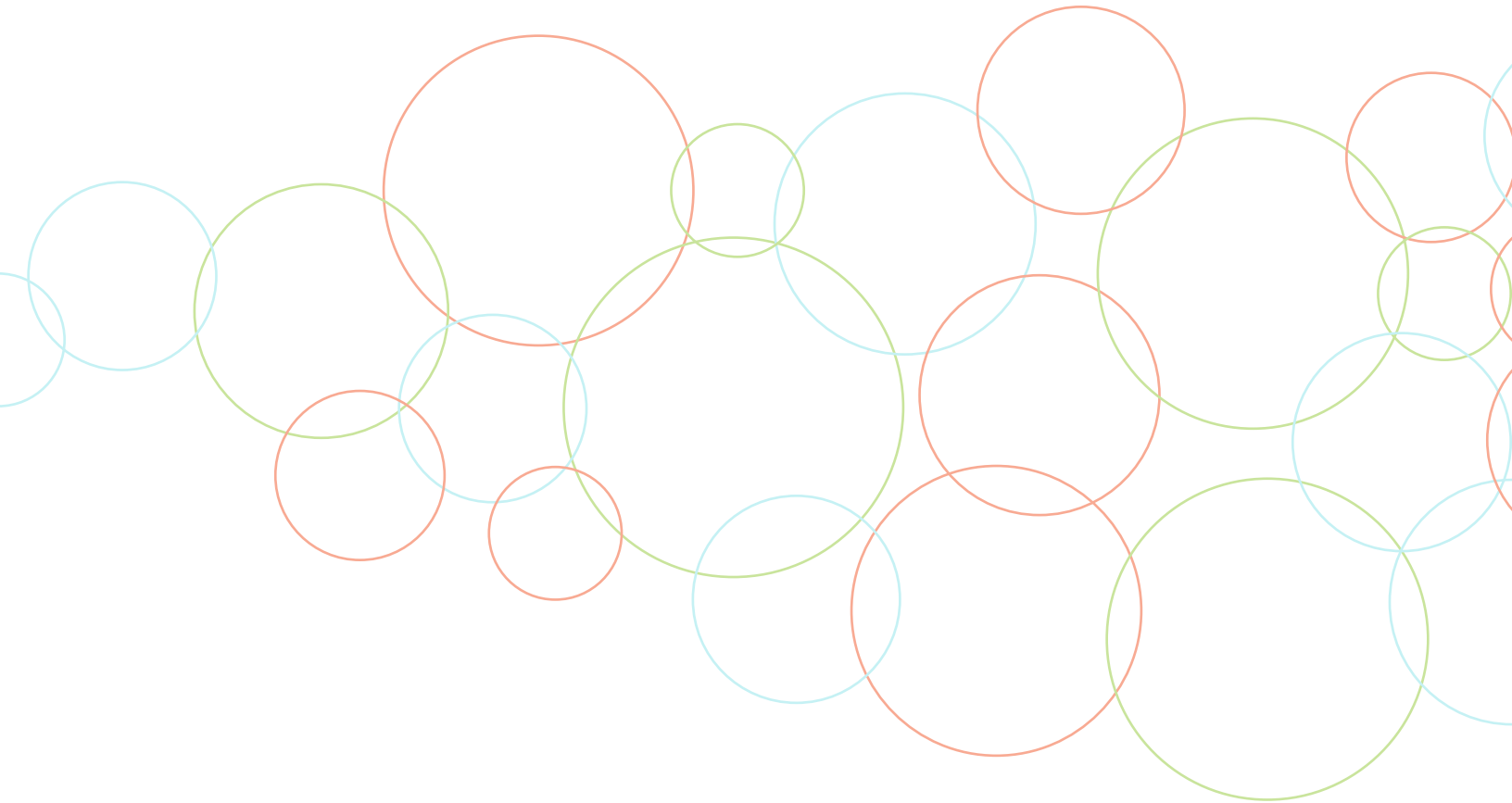
## STATEMENT OF FINANCIAL POSITION

|   | June 30,<br>2021     | June 30,<br>2020     |
|---|----------------------|----------------------|
| <b>ASSETS</b>                                     |                      |                      |
| Cash and cash equivalents                         | \$ 10,928,305        | \$ 11,993,568        |
| Other operating investments                       | 12,247,302           | 2,000,000            |
| Campaign pledges receivable                       | 18,079,395           | 22,354,448           |
| Allowance for uncollectible pledges               | (2,633,783)          | (2,804,572)          |
| Other receivables and prepaids                    | 2,309,979            | 1,429,983            |
| Charitable remainder trusts                       | 10,218,160           | 8,025,753            |
| Investments                                       | 41,346,236           | 34,072,598           |
| Land, building, furniture and equipment           | 2,854,237            | 3,129,760            |
| Endowment investments                             | 19,790,969           | 16,541,189           |
| Beneficial interests in perpetual trusts          | 6,331,928            | 5,107,335            |
| Promissory note receivable                        | 300,000              | 390,027              |
| <b>Total Assets</b>                               | <b>\$121,772,728</b> | <b>\$102,240,089</b> |
| <b>LIABILITIES AND NET ASSETS</b>                 |                      |                      |
| <b>Liabilities</b>                                |                      |                      |
| Accounts payable and accrued expenses             | \$ 1,150,736         | \$ 1,366,362         |
| Payable to United Way Worldwide                   | 41,721               | 288,305              |
| Allocations payable                               | 20,682,557           | 22,618,778           |
| Donor designations payable                        | 4,365,178            | 4,000,672            |
| Forgivable note payable                           | 2,000,000            | 2,238,000            |
| Pension plan and post-retirement plan liabilities | 3,796,693            | 6,945,951            |
| <b>Total Liabilities</b>                          | <b>32,036,885</b>    | <b>37,458,068</b>    |
| <b>Net Assets</b>                                 |                      |                      |
| Without donor restrictions:                       |                      |                      |
| Board designated                                  | 6,193,126            | 1,281,292            |
| Net investment in land, building and equipment    | 2,854,237            | 3,129,760            |
| Available for operations                          | 36,586,108           | 22,364,518           |
| Total without donor restrictions                  | 45,633,471           | 26,775,570           |
| With donor restrictions:                          |                      |                      |
| Perpetual in nature                               | 18,053,564           | 16,828,971           |
| Endowment earnings                                | 8,069,333            | 4,819,553            |
| Purpose or time restricted                        | 17,979,475           | 16,357,927           |
| Total with donor restrictions                     | 44,102,372           | 38,006,451           |
| <b>Total Net Assets</b>                           | <b>89,735,843</b>    | <b>64,782,021</b>    |
| <b>Total Liabilities and Net Assets</b>           | <b>\$121,772,728</b> | <b>\$102,240,089</b> |

## STATEMENT OF ACTIVITIES

|   | For the Years Ending June 30, |                     |
|---|-------------------------------|---------------------|
|   | 2021                          | 2020                |
| <b>PUBLIC SUPPORT, REVENUE AND GAINS</b>  |                               |                     |
| <b>Public Support</b>   |                               |                     |
| Annual campaigns and endowments   | \$72,786,497                  | \$78,462,083        |
| Donor designations  | (14,552,198)                  | (22,142,834)        |
| Provision for uncollectible pledges   | (844,360)                     | (3,545,149)         |
| Net Annual Campaigns  | 57,389,939                    | 52,774,100          |
| Estate, trust and other support   | 10,360,669                    | 9,413,544           |
| <b>Total Public Support</b>   | <b>67,750,608</b>             | <b>62,187,644</b>   |
| <b>Revenue and Gains (Losses)</b>   |                               |                     |
| Net realized gains on investments   | 2,689,133                     | 1,195,596           |
| Net unrealized gains on investments   | 8,932,810                     | 170,095             |
| Interest and dividends  | 1,466,328                     | 1,689,865           |
| Change in value of beneficial interests in charitable remainder trusts                    | 2,192,407                     | 265,685             |
| Change in value of beneficial interests in perpetual trusts                               | 1,224,593                     | (58,425)            |
| <b>Total Revenue and Gains (Losses)</b>   | <b>16,505,271</b>             | <b>3,262,816</b>    |
| <b>Total Public Support, Revenue and Gains (Losses)</b>                                   | <b>84,255,879</b>             | <b>65,450,460</b>   |
| <b>ALLOCATIONS AND EXPENSES</b>   |                               |                     |
| Funds awarded to agencies   | 38,700,301                    | 43,436,935          |
| Other programs and grants   | 7,310,345                     | 4,373,965           |
| Allocations to agencies and other programs  | 46,010,646                    | 47,810,900          |
| Other program services:   |                               |                     |
| Allocations/Grant-making  | 1,155,810                     | 1,359,176           |
| Community Solutions   | 3,427,361                     | 3,601,810           |
| Volunteer Center  | 449,963                       | 614,079             |
| Case Management Services  | 2,442,141                     | 2,965,034           |
| Philanthropic Services  | 769,322                       | 814,788             |
| <b>Total Program Services</b>   | <b>54,255,243</b>             | <b>57,165,787</b>   |
| Supporting services:  |                               |                     |
| Fundraising   | 5,287,131                     | 5,357,112           |
| Management and general  | 2,601,553                     | 2,786,192           |
| <b>Total Supporting Services</b>  | <b>7,888,684</b>              | <b>8,143,304</b>    |
| <b>Total Allocations and Expenses</b>   | <b>62,143,927</b>             | <b>65,309,091</b>   |
| <b>Increase in Net Assets from Operations</b>   | <b>22,111,952</b>             | <b>141,369</b>      |
| <b>Pension and Postretirement Plan Changes and Other than Pension Plan Services Costs</b> |                               |                     |
|   | 2,841,870                     | (2,056,427)         |
| <b>Increase (Decrease) in Net Assets</b>  | <b>24,953,822</b>             | <b>(1,915,058)</b>  |
| <b>Net Assets - Beginning of Year</b>   | <b>64,782,021</b>             | <b>66,697,079</b>   |
| <b>Net Assets - End of Year</b>   | <b>\$89,735,843</b>           | <b>\$64,782,021</b> |

Complete audited financial statements and accompanying footnotes as of and for the year ending June 30, 2021, are available at [helpingpeople.org/our-reports](https://helpingpeople.org/our-reports). For details regarding with and without donor-restricted net asset activities, please refer to the audited financial statements.



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