Mission Statement
To improve the lives of all Cayuga County residents by mobilizing the caring power of our community.

Vision Statement
The United Way of Cayuga County is the community leader in creating positive impact in the lives of our residents. We convene collaborative efforts between businesses, governments, individuals, and nonprofits to strengthen the community effectively and efficiently; develop and direct philanthropic resources for the common good; and ensure the critical human services needs of all community residents are met.

Board of Directors
Lynn Marinelli, President
Karen Quest, Vice President
Renee Jensen, Secretary
James Orman, Treasurer

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Morgan Demcovich
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John Lane
Jeff Pirozzolo
Michael Quill, Jr.
Beth Rabuano
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Meg Vanek

United Way Updates

BOARD RECOGNITIONS
Thank you to Lynn Marinelli for leading the United Way of Cayuga County as the Board President from 2016-2019. Lynn joined the Board in September 2013 and we appreciate the commitment and dedication she continues to demonstrate for the United Way. While we welcome a new president this year, we are thrilled to have Lynn remain as a board member.

Farewell and thank you to Morgan Demcovich who joined the board in November 2016. During her time with us, she participated on the Administration & Finance Committee. We will miss having her on the Board of Directors.

FAREWELL HOSPICE
Hospice of the Finger Lakes’ dedicated staff and volunteers served more than 3,700 patients and their families in the last 30 years. At the end of 2018, Hospice of the Finger Lakes and Hospice of Central New York officially merged moving the headquarters to Syracuse.

For more than two decades, Hospice of the Finger Lakes was a United Way of Cayuga County funded agency. While our partnership has changed, we look forward to seeing their great work continue in our community. Thank you to the staff and volunteers who supported our friends, family, and neighbors in their most trying times.

WE HAVE MOVED!
Visit us at our new location!
2 State Street, Suite 2
Auburn, NY 13021
Dear United Way Supporter:

It has been my honor to serve as board president of the United Way of Cayuga County for the past three years. It is amazing how quickly the time has flown by. I remain inspired by the dedication of our volunteers and our partners who do extraordinary work every day. I am also proud of the generosity of this community year after year.

As I look back, a lot has happened during this time. As an organization, the United Way of Cayuga County continues its mission of bringing people together for the good of others. Through our donor’s generosity and the work of our partners, children are better prepared for kindergarten, people can stay in their homes longer, and individuals who struggle with mental health issues are receiving more outpatient support. Your gifts are providing needed literacy skills to people to enhance their employability and provide families with assistance for childcare costs.

Organizationally, we continue to update and strengthen our systems. We have made many decisions, some difficult, to reduce our costs, increase efficiency, and modernize our operations. This included the approval of a major move for our administrative offices.

Funding partner agencies continues to be the cornerstone of what we do, but there is much more to our work. Our CASH program (free income tax preparation) annually brings approximately $500,000 back to the community with a direct cost savings to low to moderate-income earners. Partnerships with FamilyWize helps reduce prescription costs. Our links to 2-1-1 (information and referral), mean that people can access help and information 24/7, 365 days a year. The updated ALICE report (Asset Limited, Income Constrained, Employed) contains updated information on growing population of individuals and families, who work, yet struggle to make ends meet. Our nonprofit summit is bringing together human service leaders from Cayuga County and beyond to network, collaborate and grow professionally.

All of these achievements have occurred in a very challenging environment. Needs continue to increase, the fundraising field is more crowded, technology is changing how we raise funds, our donor expectations increase, and much more. Your United Way continues to navigate these changes, monitor community needs, and assess our funding models. Overall, we strive to be the best stewards of your gifts while staying true to our mission and meeting the ever-changing needs of our community.

At the end of the day, you continue to help thousands throughout Cayuga County. As my term closes, it is with heartfelt gratitude that I extend to the board, staff, volunteers, partners, and donors my thanks and appreciation for your efforts and support. Because of all of you, I remain optimistic for our future.

Lynn Marinelli, Board President
During the summer of 2018, ABC Cayuga’s Play Space launched their Getting Ready for Kindergarten through Play program that served 14-21 children each of the four weeks it was offered.

The American Red Cross Blood Services program collected 3,200 units of blood from 125 local blood drives. Additionally, the Services to Armed Forces and Disaster Services assisted more than 200 Cayuga County residents.

Therapeutic day camp for children and adults with disabilities, Arc of Seneca Cayuga’s Camp Columbus brightened the summer for 93 participants.

During 2018, 200 individuals and families received housing support such as blankets, kitchenware, hygiene products and more through the Family Transitions program at the Auburn Rescue Mission.

At Auburn Public Theater more than 600 children enjoy performance arts, camps, and year-round after school programming through Auburn Public Studio – Performing Arts Education Programming.

Based in Aurora, Camp Caspar Gregory provides a rustic Youth Camping experience to more than 125 children each summer.

Auburn YMCA-WEIU provides traditional classroom based education through their Preschool and School Age Child Care programs. Camp Y-Owasco offers opportunities for youth to develop independence, life, and leadership skills in a social, outdoor environment. Additionally, Y-Pals mentoring program facilitates a positive and supportive relationship between a child (often coming from a single parent home) and an adult.

Freedom Camp was a new program for ARISE in 2018 and they welcomed 61 children with disabilities to enjoy day camp services.

Booker T. Washington Community Center ensures that more than 670 children in the AweSum Youth After School program receive a healthy snack and dinner every day. Program services also include arts and crafts, homework assistance, college preparation opportunities, and more.

The Salvation Army provided 6,000 individuals in need food, clothing, shelter, and self-sufficiency classes through their Emergency Services program.

Through several partnerships the Human Services Coalition of Cayuga County works to support residents through its Community Tasks Forces & printed Resource Directory.

A holistic and all-girl environment allows the Leadership Experience for Girls program of NYPENN Pathways Girls Scouts to educate the 515 Cayuga County participants in outdoor adventures, financial literacy, civic engagement and more.

Approximately 35 students from 3rd to 6th grade participated in the special week long After School Program offered through the Cato-Meridian Community Recreation Center. The program spans a few weeks (as each week serves a particular age group) and provides a healthy snack and activities that are both physical and mentally stimulating.
Partner Programs

The **Outpatient Mental Health Clinic** through Cayuga Counseling Services supported more than 650 individuals last year. Providing a safe haven and counseling services for victims of sexual assault, **SAVAR** served 298 Cayuga County residents. Additionally, the **Runaway Homeless Youth** and **Pre-Trial Diversion** programs work with youth between 16-21 steering them to more positive outcomes.

CHAD’s outpatient **Clinic** works with individuals recovering from addiction. **Intervention/ Prevention** is a school based substance abuse prevention and counseling program that reached 2,500 students as well as hosting 55 interventions in 2018.

All children in Cayuga County are eligible to receive free books from birth until their 5th birthday through the **Dolly Parton Imagination Library** program offered by the E. John Gavras Center.

Primarily for energy needs, the **Emergency Assistance** program through Catholic Charities of the Finger Lakes served more than 100 Cayuga County residents last year.

The only emergency **Homeless Shelter** in Cayuga County, Chapel House served almost 200 men in 2018.

Literacy Volunteers of Cayuga County hosts tutoring sessions at 35 satellite sites throughout the local area to improve workplace reading and writing skills through their **Adult Basic English** and **English as a Second Language** programs.

Last year 130 individuals in Cayuga County utilized the **Social Work Services for People with Sensory Loss** program from AURORA of CNY.

Longhouse Council, BSA served 362 youth in the **Guiding Future Leaders** program teaching leadership skills while developing the foundation for positive character attributes that allow them to embrace opportunities, overcome obstacles, and make a positive impact in our community.

With vans based in Cato, Auburn, Union Springs, and Moravia the Transportation Project of Cayuga County ensures mobility to the county’s elderly and disabled individuals through **SCAT Van Services**. Last year some 10,700 residents accessed this service.

For 30 years, Hospice of the Finger Lakes provided **Patient Care** to terminally ill Cayuga County residents and offered **Bereavement Services** to family and friends.

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**2018-19 Campaign Supporters**

**FOUNDATIONS & TRUSTS**
- Avangrid Foundation, in partnership with NYSEG
- Dixon & Mary Blodgett Charitable Trust
- Columbian Foundation
- D. E. French Foundation
- Emerson Foundation
- Everett Trust
- Dorothy George Charitable Trust
- Isabel T. Goss Fund
- Lee Foundation
- Nina Norgaard Charitable Trust
- Stanley W. Metcalf Foundation
- Verizon Foundation
- Wal*Mart Foundation

**BUSINESS & FIRM GIFTS**
- Anheuser Busch
- Anonymous (55)
- Lake Country Real Estate
- New York State Electric & Gas
- Welch Allyn

**CIVIC & COMMUNITY ORGANIZATIONS**
- Anonymous (7)
- Auburn Rotary Club
- Cultural Italian American Organization (CIAO)

**BEQUESTS**
- Mrs. Mary A. Leonard
Partnerships: Donors, Agencies, and the United Way

United Way of Cayuga County chooses its partner agencies carefully. Further, our partners choose us carefully as well.

In 2015, Sue Van Epps became the executive director of the SCAT Van. The organization had a long partnership with the United Way and Sue (along with her board) have chosen to continue that relationship.

Sue notes that the United Way works hard to raise money to support valuable programs and needs throughout Cayuga County. The SCAT Van is one of 34 programs that received funding in 2018.

She talks about how important the United Way funding is to their program as it one of two major funding sources. The other is the Office for the Aging. Sue says that the SCAT Van remains very grateful to receive our United Way funding each year that they have applied.

Like most United Way partners, funding always remains a concern. For Sue and her agency, insurance rates continue to rise, vehicles need fixing or replacing, computer equipment needs upgrading and the list goes on. Some of their initiatives include the monthly Lunch to Go program, flower sales and an annual golf tournament.

Each fall, the United Way of Cayuga County opens its funding application cycle for the following year. Any organization wishing to secure funding must apply. Once all applications are in place, there are four review panels, all consisting of volunteer community leaders, who read the applications, meet with the agencies, and evaluate their ability to implement what they have outlined in the application. Outcomes – changes for individuals, families, or populations during or after participating in a program’s activities – receive critical examination.

The panel reviewers will make funding recommendations to the Fund Distribution and Agency Relations Committee who then makes a recommendation to the United Way’s Board of Directors. The Board has the final say as to who, what, and how much.

Once approved for funding, the agency signs a partner agreement. While the United Way works tirelessly every year to raise funds to support a variety of agencies and programs, it cannot do so without help. We believe that one of our greatest strengths is when we all work collectively for the betterment of our community.

The partnership agreements state that the agencies maintain high professional, legal, and financial standards. Additionally they will attend United Way events, quarterly partner meetings, promote 2-1-1 (information and referral service), and assist with the annual campaign.

The United Way assists in promoting their missions, activities, and needs. We work to stay current regarding
Partnerships: Donors, Agencies, and the United Way

community needs and brief our partners on emerging concerns. One example is the ALICE project. ALICE stands for Asset Limited, Income Constrained, Employed. This growing population that is doing all the right things by working and trying to get ahead but their financial situation remains tenuous. They are often a flat tire or a medical emergency away from falling into poverty.

Sue states that she has enjoyed meeting and learning from the other partners. She has learned more about them and through the quarterly meetings has established stronger working relationships. She also notes that she has learned more about running her organization and the community such as the ALICE project.

When you give to the United Way some very important things happen in our community. You are providing assistance, hope, and a greater knowledge base.

United Way of Cayuga County not only financially supports vital programs providing help in our community every day but we also participate in and help to organize collaborative efforts working to identify and meet the needs in our community. The money you contribute to the United Way of Cayuga County really does stay here, in our community, to help people every day.

Volunteers, donors, and agencies make this process work! Together you are the United Way of Cayuga County.
During the 2018-19 Campaign more than 2,500 gifts were made to the United Way of Cayuga County! Due to space limitations, the names featured are individuals who contributed $100 or more. To view all of the donors, please visit unitedwayofcayugacounty.org

Community Sponsors

2018-19 Campaign Sponsors

GOLD SPONSORS

SILVER SPONSORS
MEDENT, Cuddy & Ward, Bo-Mer Plastics, Cayuga Lake National Bank, Beardsley Architects + Engineers, Jacobs Press, Tompkins Trust Company, and NUCOR

SPECIAL THANKS
Leadership Cayuga for partnering with us for the 2018 Campaign.

Personal Care Drive

A fall countywide personal care drive led by Leadership Cayuga alumni resulted in the collection of 3,719 personal care items! Items included toilet paper, dental health products, soap, and more. All items were distributed among 16 Cayuga County pantries, soup kitchens, and shelters.

PARTICIPATING ORGANIZATIONS

Fair Haven: Bayside Grocery & Savannah Bank
Cato: Terry’s Food Mart
Weedsport: Shurfine


Union Springs: Cayuga Lake National Bank
Aurora: Cayuga Lake National Bank
Moravia: Post Office
Thank you Standing Committees

Investment Committee
Thomas Ganey, Chair
John Chomyk, Lynn Marinelli, Robert Mushтаре
Jim Orman, Karen Quest, Jeremy Vandermark

Fund Distribution Review Panels
John Lane, Chair
Jeff Dygert, Mike Festa, Jenny Haines
Michelle Hubbard, Audrey Iwaniwick, Renee Jensen
Ginny Kent, Greg Lattimore, Ted Mosley
J.D. Pabis, Monika Salvage, Jim Wells
Marion Wezowicz, Jon J. Wilcox, Kirsten Wise

Special Events Committee
Stephanie DeVito, Chair
Danielle Collier, Tim Donovan
Shelly Lowe, Rhonda Miller

In addition to our Board of Directors and Standing Committees, we would like to recognize all of the volunteers who support us including, but not limited to our office volunteers, Employee Campaign Coordinators, CAŠH, Nonprofit Summit committee, Personal Care Drive/Leadership Cayuga alums. As a volunteer organization, we are grateful for the support of 186 regular volunteers throughout 2018.

Community Events
Casey Park Community Build, May 2nd
Thank you Brandon Wakeham, Mimi White, Bob Edmunds, Mike Davis, Karen Macier, Sandy Sheridan, Cyndi Sharp, & Julisa Stone
United Way & the High Striker at Rotary, Ribs, Rhythm, & Blues in July at Emerson Park
Fran Padilla from 211 Finger Lakes Region at Hoopes Park on September 7th for National Night Out Block Party

Community Supporters continued

Ms. Kathleen Gemell
Ms. Carmela Germano
Mr. Samuel Giaiuntsi
James Giannone
Ms. Donna Giffus
Ms. Rita Giffus
Ms. Amy Gilmore
Mick Giuffe
Mr. Kevin R. Gleason
Mr. Joshua Golenbramski
Mr. Ron Gorney
Ms. Crista Gosbee
Donald & Victoria Gosline
Ms. Matilda Gouise
Mr. Mark E. Gould
Daniel Graf
Mr. David Graf
Ms. Jennifer Graham
Ms. Laura Gray
Ms. Avril Grazier
Ms. Brenda R. Green
Ms. Lisa Green
Mr. Troy Green
Jennifer Greene
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Ms. Andrea Hansen
Mr. Scott Harden
Mr. Robert Harding
Kevin Hares
Ms. Tereka Harmon
Mr. Trevor Harmon
Ms. Lynn Harrington
Jermaine Harrison
Mr. Brandon Harvard
Nora Hastings
Mr. Josh Hawker
Mr. Dallas Hayden
Ms. Renee Herndi
Amanda Henry
Mr. Timothy Herne
Joel & Carolyn Herrling
Mr. John Hill
Ronald J. Hill
Ms. Laura J. Hinds
Mr. Thomas Hitchcock, Sr.
Timothy & Lyrae Hlywa
Matt Hoey
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Kelly J. Holt
Mr. Luke Hoveler
Ms. Mary Hopkins
Mr. Jason Horbal
Thomas R. House
Jamie Hubert
Ms. Barbara Hunt
Mr. Gary Hunt
Ms. Pearl Hunter
Ms. Janie Hutchinson
Ms. Jennifer Indelicato
Ms. Sylvia J. Ingleston
Dr. Chakrapani Irii & Alina Krishnan
Ms. Donna Jakub
Mr. John L. Janow
Christina Jefferds

Mr. Jason Jewsbury
Karen Johnson
Ms. Karen A. Jones
Mr. Jeffrey Jordan
Ms. Amy Jorolemon
Mr. Timothy Kaiser
Betsy Kavanagh
John Keller
Ms. Kristine Kellogg
Mr. Eric Kelly
Mr. William Kelly
Carol B. Kenny
Mr. Tim Kent
Mr. Martin Keough
Tricia & Fred Kerr III
Bob Kerrick
Mr. Robert Kinneman Jr.
Ms. Rosalind Kimmich
Ms. Suzanne Klink
Mr. Arthur Klipple
Ms. Andrea Kloster
Ms. Julie Knight
Mrs. Mary Ann Kolo
Mr. Steve Komarczyk
Ms. Libette Komarosky
Mr. Peter Koont
Mr. Stefan Kowalski
Ms. Cynthia J. Kowatch
Ms. Kathleen Krauskap
Ms. Janice Krucek
Ms. Sheila LaBounce
Ms. Danielle LaRae
Mr. Dennis Laird
Ms. Joanne Lamphere
Ms. Pamela Landon
Rita LaPage & Adam Coe
Ms. Donna Lange
Mr. John Latarushyn
Mr. Michael LaVigne
Mr. Donald A. Lawler
Mr. David Lee
Ms. Mary Beth Leeson
Ms. Debbie Letch
Ms. Stephanie Leon
Mr. Michael Leshch
Mr. Kenneth J. Lillie
Michael & Bonita Lindberg
Ms. Barbara Littlejohn
Mark Locaturo
Mr. Jeff Lockhart
Mr. Mark Lockwood
Mr. Rocco LoPiccolo
Mr. Michael Losani
Cindy Loez
Francesca Louden
David Lubrand
Todd Luisi
Ms. Kathleen Lull
Mr. William Lupien
Mr. Charles H. Lynch, Jr.
Mr. Stephen Lynch
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Mrs. Lynn Marinelli
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Mr. Nicholas Matson
Mr. Mary Beth Mau
Ms. Ellen May
Daves & Kaye Mazzio
Ms. Maureen McKean
Ms. Colleen McLaughlin
Mr. Michael E. McQuenie
Ms. Rebecca Melnic
Shelia & Tom Mentley
Mr. Sheldon Meyers
Ms. Tracy Myers
Mr. William Mickle
Mr. Gary Miller
Sheena A. Miller
Ms. Valerie Miller
Ms. Donna Mineker
James Mitchell
Mrs. Alfred M. Miod
Mr. Ross Molano
Mr. Bradley Molloy
Mr. Christopher Molloy
Mr. Michael Monone
Ms. Carly Moore
Mr. Tony Moore
Ms. Terri C. Morato
Ms. Kara Morbach
Stacy Morehouse
Mr. Brian Morgan
Ryan & Jacqueline Morel
Robert C. Morris
Gregory Mott
Jennifer Murphy
Ms. Jacqueline Murray-Frost
Ms. Brittny E. Musso
Ms. Danielle Musso
Mr. Nicholas Musso
David Nelson
Ms. Evelyn Noden
Ms. Ashley Noga
Mr. Ryan Noga
Mr. Don Nolan
Dr. Edward J. Nolan
Ms. Lauren Nolan
Ms. Teresa Nolan
Mr. Timothy T. Nolan
Mr. Gary Normington
Yaw Mti-Addae
Mr. Chris Nucerno
Mr. Neil O'Brien
Ms. Norma Occlt
Mr. Kurt L. Olsen
Mr. James Oser
Mrs. Elvin W. Osterhout
Ms. Yvonne Otley
Mr. Craig Overend
Matthew Palmer
Mr. Scott P. Salmon
Steve Parker
Constance Pattington
James A. Paolo
Ms. Anna Petek
Jeffrey T. Peluso
Ms. Mary Theresa Peluso
25th Tim Morrison Miniature Golf Tournament

Forty-six organizations and hundreds of community members supported the 25th Annual Tim Morrison Miniature Golf Tournament raising $6,128! The event recognized our three Legacy Holes who have been participating since the tournament began in 1994: Currier Plastics, The Citizen, and Welch Allyn.

TOURNAMENT SPONSORS:
- Eagle – Beardsley Architects + Engineers, Lyons National Bank, Savannah Bank
- Media – Finger Lakes News Radio Group
- Birdie – Empower FCU, Hilton Garden Inn, Norman J. Chirco Law

HOLE SPONSORS:
- Generations Bank
- Lyons National Bank
- Merry-Go-Round
- Pinnacle Investments
- The Citizen
- Totum Design Co./Sign Dept.
- Savannah Bank
- Welch Allyn

Other Programs
- 2-1-1: Free, confidential information and referral resource available 24/7 with a database containing more than 69,000 programs and services. In 2018, 2-1-1 updated their website and launched a texting service.
- CA$H & MyFreeTaxes: Some 500 tax returns were processed for free, saving individuals and families the cost of tax preparation as well as returning more than $500,000 back to the county.
- FamilyWize: Negotiating with pharmacies across the nation, FamilyWize ensures that prescription medications are available to anyone at the lowest prices possible.
Second Nonprofit Summit

Approximately 75 professionals, volunteers, and nonprofit supporters came together to learn, network, and collaborate on October 25th at the Holiday Inn, Auburn. Gwen Webber-McLeod, Founder & CEO of Gwen Inc., kicked off the event with a keynote presentation titled Trust: A Strategic Business Resource. Ten of the area’s leading nonprofit and profit professionals spoke in breakout sessions about the changing climate of philanthropy and the importance of community partnerships. Concluding the presentations was Joel Campagnola, founder of Nick’s Ride 4 Friends/12 State Street who addressed Passion for Purpose. Opening the floor for discussion, a Networking Mixer at Burger Theory was held after the summit bringing more community members into the conversation.

United Way of Cayuga County, Inc.
BALANCE SHEET & PROFIT AND LOSS
December 31, 2018

**ASSETS**

**Current assets:**
- Cash and cash equivalents ................................................ $ 674,898
- Pledges receivable, net of allowance ..................................... 480,616
- Prepaid expenses ..................................................................... 10,495
- Deposits ......................................................................................3,800
- Total current assets ......................................................................1,169,809

**Equipment:**
- Equipment ................................................................................ 67,614
- Less: Accumulated depreciation ............................................(67,614)
- Total equipment ................................................................................ —

**Investments ..........................................................................1,644,757
- Total assets .......................................................................$ 2,814,566

**LIABILITIES AND NET ASSETS**

**Current liabilities:**
- Accounts payable and accrued expenses .................................$ 3,921
- Allocations payable ................................................................ 140,269
- Designations payable ............................................................... 30,233
- Total current liabilities ............................................................174,423

**Net assets:**
- With donor restrictions:
  - Time/purpose ......................................................................... 768,918
- Without donor restrictions:
  - Board designated ..................................................................1,644,757
  - Undesignated ..........................................................................226,468
- Total without donor restrictions ...........................................1,871,225
- Total net assets ....................................................................2,640,143
- Total liabilities and net assets ...........................................$ 2,814,566

**REVENUE**
- Campaign revenue, net of uncollectible pledges ...............$ 751,850
- Program income ............................................................................... —
- Donations in kind ...................................................................... 28,765
- Net investment income .........................................................(153,441)
- Miscellaneous income ..............................................................17,981
- Total revenue .......................................................................... 661,068

**EXPENSES**
- Allocations ............................................................................... $ 592,435
- Program service expense ......................................................... 26,175
- Supporting services ................................................................. 282,910
- Total expenses ........................................................................ 901,520
- Net operating loss ................................................................. $ (240,452)
Thank You...

...to the individuals, families, organizations, businesses, firms, foundations, and trusts who helped us raise $815,000!

*Your continued support touched the lives of 40,461 Cayuga County residents throughout 2018!*

Special thanks to The Jacobs Press for generously donating a portion of this Annual Report

Phone: 315.253.9741 • www.unitedwayofcayugacounty.org