



CHANGE DOESN'T HAPPEN ALONE

LIVE UNITED[®]

2018-2019 COMMUNITY IMPACT REPORT



United Way of Martin County

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Courtney Tompkins, *Campaign Coordinator*

Rachel Terlizzi, *Director of Community Impact*

Tara Zweben, *Community Outreach Coordinator*

A message to OUR COMMUNITY

By all measures, we have had a fantastic year. Thanks to the outstanding support we received from donors like you, we invested more than \$2.1 million in Martin County so that everyone can have access to the basics: a quality education, good health, and financial stability.

The first-year results of our strategic plan confirm that we are making significant strides on improving the needs in many areas where we are investing. The results have also brought to light other community issues that we will monitor and incorporate into our funding strategy.

We have encouraged an ongoing dialogue about community needs by hosting quarterly "community conversations." The meetings have spawned several ideas and initiatives to improve the quality of life for our most vulnerable residents, including one in which United Way is taking a leadership role – the Tools for Success school supply program.

We also play a pivotal role in convening community partners when disaster strikes. This past year, we sprang into action before, during, and after Hurricane Dorian working alongside the Martin County Emergency Operations Center. Thankfully, we were relatively unscathed here in Martin County, but we will continue to refine our processes to ensure we will be ready to respond if and when we are needed.

And finally, through our unique brand of collaboration, we're continuing our tradition of making the holidays bright for thousands of children by providing gifts and a holiday meal through the United Way Holiday Project.

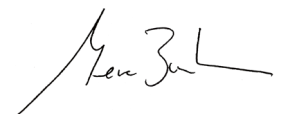
We are very proud of all that we have accomplished, and we couldn't have done it without the support of generous donors like you! Change doesn't happen alone. It occurs when an entire community works together with purpose and compassion.

Thank you for your support this year and for continuing to LIVE UNITED!

Warm regards,



Carol G. Houwaart-Diez
President/CEO
United Way of Martin County



Gene Zweben
Board Chair
United Way of Martin County



YOUR UNITED WAY

at a glance



FINANCIALS

United Way of Martin County

SCHEDULE OF ACTIVITIES for year ended June 30, 2019

Public Support, grants, and other revenue	2,931,195
Less: Amounts raised on behalf of others (designated gifts) ...	(683,240)
Less: Provision for uncollectible pledges	(110,000)
Total support and revenues.....	2,137,955
Program service expenses	1,694,958
Supporting services.....	425,467
Total expenses	2,120,425
Change in Net Assets	17,530
Net assets - June 30, 2019.....	740,241

United Way of Martin County values its fiduciary responsibility to donors, funders, and the community and strives to operate as efficiently as possible. More than 85 cents of every dollar raised is invested in local programs and services.

Audited financial statements and IRS Form 990 are available for review online: UnitedWayMartin.org

Shining a spotlight on

EDUCATION



Joan & Graci

First Grade Summer Reading Camp
Martin County School District

Research shows that third-grade literacy rates are a predictor of future academic success because before third grade, children are learning to read; after third grade, students are reading to learn. But in Martin County, only 56 percent of students are reading proficiently by that point.

Without a strong foundation in reading, children like Graci are left behind at the beginning of their education.

Joan noticed that her daughter, Graci, was struggling to acquire literacy skills as early as kindergarten. Although she achieved some gains in first grade, Joan knew Graci still wasn't where she needed to be and was worried if the lag persisted, she would fall even farther behind.

Graci's teacher recommended the First Grade Summer Reading Camp through the Martin County School District, a United Way funded program. At first, Joan was concerned that Graci wouldn't be happy going to school over the summer. But, to her surprise, it turned out to be quite the opposite. Not only did the camp foster a love for reading, but it also helped Graci improve her literacy skills, avoid the summer slide, and start the next school year reading on grade level.

By investing in education today for local students, we're ensuring children like Graci and thousands of others are on track to succeed. That's what it means to LIVE UNITED.

OUR GOALS

Increase the number of children who:

- Start school ready to succeed
- Read on grade level by third grade
- Have acquired the skills for academic and social/emotional development
- Graduate from high school on time with a post-secondary plan or are prepared for work



OUR PARTNERS

ARC of Martin County
Youth After School Camp

Big Brothers Big Sisters
BISS Mentoring

Boys & Girls Clubs of Martin County
K-8 Academic Success

Dunbar
Butterflies VPK Program

Gertrude Walden Child Care
VPK
VPK Summer Slide

Helping People Succeed
Baby Steps

Hibiscus Children's Center
Shelter Literacy Program

Hobe Sound Early Learning Center
Increase School Readiness

Hope Center for Autism
Opening Doors for Autism

Hope Rural School
Parent Outreach

Martin County School District
First Grade Reading Camp
Getting Ready for Kindergarten

United Way of Martin County
Tools for Success
RSVP
CHARACTER COUNTS!

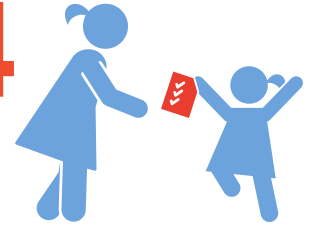
YMCA
Redirection & Positive Behavior



OUR RESULTS

6,004

local children



accessed United Way funded enrichment programs in preschool, school or out of school

...they achieved

90%
attendance



and...

80%
improved their grades



Your investment helps set thousands of local students on the path to success.

A closer look at

FINANCIAL STABILITY



Jessica & Madison
Women in Transition Program
Mary's Home

Jessica was in a dark place. She suffered a relapse while battling addiction. At the same time, she discovered she was pregnant and checked herself in for treatment. After completing treatment, Jessica needed to create an after-care plan.

The outlook was bleak: Jessica had no job, no car, and no way to care for herself or her unborn child. With nowhere to turn, Jessica found the Women in Transition program at Mary's Home, a United Way funded program. Through the program, Jessica learned critical life skills, including parenting techniques and tips to manage her personal finances.

Today, Jessica is celebrating two years of sobriety. She has a job, a home, and her own car. She is providing for her daughter, Madison, entirely by herself. She attributes her success to the support she received from the Women In Transition program.

By investing in programs like Women in Transition, we're helping people like Jessica get back on their feet so that they can take care of themselves for the long term. That's what it means to LIVE UNITED.

OUR GOALS

Increase the number of individuals and families who:

- Have access to food, shelter, education and other income/work supports
- Move closer to financial independence
- Have access to jobs/job training and health and education initiatives that improve employability and retention



Your investment provides people with the tools they need to better manage their money, get on solid financial ground and find a career with potential for advancement.

OUR PARTNERS

211 of the Treasure Coast

Crisis & Community Hotline

ARC of Martin County

ABLE Program

Caring Children Clothing Children

Clothing Program

Children's Home Society

Children in Need of Services

Council on Aging

Meals on Wheels

Helping People Succeed

Community Living

House of Hope

Golden Gate

Project Hope

Legal Aid Society

Legal Assistance

Life Builders

Building Lives, Protecting Community

Mary's Home

Pregnancy Shelter

Women in Transition

Molly's House

Hospitality House

Project Lift

Pre-Apprenticeship Certification

Transportation & Employment

SafeSpace

Domestic Violence Shelter

Salvation Army

Basic Needs

Compassion House

Treasure Coast Food Bank

Back Pack & School Pantry

Whole Child Connection

United Way of Martin County

Volunteer United

VITA

OUR RESULTS

Last year, United Way of Martin County's Volunteer Income Tax Assistance (VITA) program and MyFreeTaxes helped

343

individuals

and families

receive a total of \$345,574 in tax refunds



Residents saved

\$136,562

on prescription costs

as a result of the successful partnership with FamilyWise Community Service Partnership



5,504

individuals

accessed local resources through the 211 helpline



A story about

HEALTH



Veronica & Andrea
Specialized Day Care
Alzheimer's Community Care

Andrea started to notice that her 85-year-old mother, Veronica, was isolating herself from the world around her. Veronica was not motivated to get up in the morning and would sleep all day – it seemed like she lost her spark.

Concerned that her mother was suffering from depression, Andrea took her to a neurologist where she was diagnosed with dementia. In addition to medication for memory loss, the neurologist suggested enrolling Veronica in the Specialized Day Care program at Alzheimer's Community Care, a United Way funded program.

Andrea said she's noticed an astounding difference in her mother, and it has been an enormous relief to see her become her old self again. Thanks to the program at Alzheimer's Community Care, Andrea has peace of mind that her mother is well cared for, and Veronica has something to look forward to every day. She participates in the program's many activities, is surrounded by people who are there to care for her, and experiences pure joy from it.

By investing in programs like the Specialized Day Care program, we're helping Veronica and thousands of other Martin County residents find their spark again.

OUR GOALS

Increase the number of youth and adults who:

- Have access to necessary healthcare services – including preventative, maternal, pediatric, mental, dental, pharmaceutical and vision – provided in a coordinated way to produce the best results
- Lead active and healthy lifestyles to prevent disease and obesity
- Have a positive outlook and engage in supportive relationships



OUR PARTNERS

Alzheimer's Community Care

Family Nurse Consultant
Specialized Day Care

Catholic Charities

Children & Family Counseling

Children's Emergency Resources

Emergency Health Care

Council on Aging

Adult Day Health Program

D.A.T.A.

Youth Substance Abuse

Deaf & Hard of Hearing Services of the Treasure Coast

Dangerous Decibels

Epilepsy Foundation of Florida

Medical Services & Case Management

House of Hope

Food Pantry

Light of the World Charities

Little Lights Dentistry

Martin County Healthy Start

Client Services
Service Delivery

Martin County School District

Headstart

Project Lift

Substance Abuse

Tykes & Teens

Social Communicative Competence
YES Program

OUR RESULTS

429,210

nutritious meals

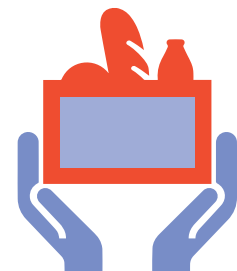
were provided to students, seniors
and neighbors in need



31,314

families

learned healthy habits through
schools, child care centers, and
health care clinics



"The United Way has helped my family
so much. I can't even imagine living in
a community without their support."

- Saiidia, local mother of two

TOCQUEVILLE SOCIETY



The Alexis de Tocqueville Society is United Way's most prestigious giving society and is recognized throughout the world. Members of the Tocqueville Society make an annual investment of \$10,000 or more in support of United Way's mission to improve people's lives.

With nearly 80 members, the Tocqueville Society contributed \$1,222,000 in the last fiscal year to lead the fight for health, education, and financial stability of every person in Martin County. Also, several members of the Tocqueville Society served as volunteers on the Citizen Review Panels to help assess which local community programs would receive United Way funding.

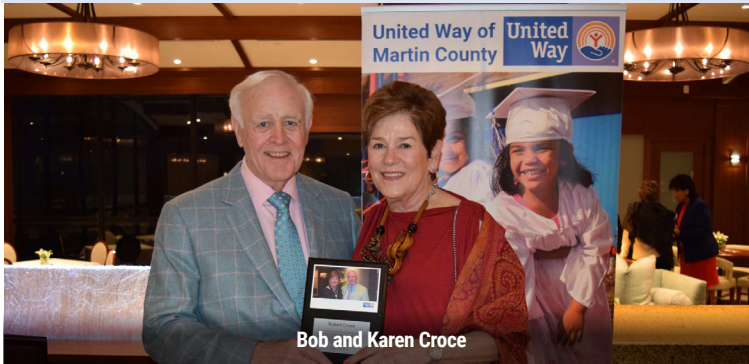
The Tocqueville Society Reception was held at Sailfish Point Country Club to acknowledge the collective philanthropic impact of these passionate donors. Mike and Linda Evans were awarded the Alexis de Tocqueville Outstanding Philanthropy Award at the reception, which was generously underwritten by Wilmington Trust.



Elisabeth Glynn, Richard and Karen Dakers, Linda and Mike Evans, Matt King, Carol Houwaart-Diez, and Ted Brown



Karen Dakers, Maralyn Reilly, Betsy Herold, and Linda Longstreet



Bob and Karen Croce



Gary and Nancie Parlin



Carol and Bob Weissman



Andy and Lorraine Popky



Bill and Audrey Crandall



Susan Sullivan

Who was Alexis de Tocqueville?

Only 26 years old when he traveled extensively throughout the United States in 1831, Alexis de Tocqueville's observations, readings, and discussions formed the basis of *Democracy in America*, a study of America society and politics.

One of his most important observations was that Americans hold in common a unique willingness to work for the public welfare – a tendency to lend faithful support to neighbors and countrymen, especially in times of need.

FOUNDATION UPDATE

\$7 MILLION

As of June 30, 2019, United Way of Martin County Foundation had net assets totaling **\$4,983,051** and additional legacy gift intentions of **\$2,085,000**.

The United Way of Martin County Foundation is an independent public charity uniquely positioned to accept legacy gifts and build an endowment fund to meet the current and future unmet needs of Martin County.

Foundation Board of Directors

- Chair:** Thomas H. Thurlow III Esq., Thurlow & Thurlow, P.A.
- Vice Chair:** Stephen A. Pinnacoli, Esq., LL.M., Keane Thomas & Pinnacoli
- Treasurer:** Charles R. Cleaver, CPA, MBA, Retired Executive
- Secretary:** Carol G. Houwaart-Diez, United Way of Martin County

Thomas Campenni, United Way Board Representative
 Dennis Longstreet, Retired Executive
 Gregory R. Nuttall, HBK CPAs and Consultants
 Randy Pennington, CenterState
 Robert Weissman, Retired Executive

WAYS TO GIVE

- Charitable Bequest
- Retirement Plan
- Charitable Gift Annuity
- Charitable Remainder Trust
- Charitable Lead Trust
- IRA Charitable Rollover
- Retained Life Estate
- Life Insurance

If you have already included United Way of Martin County Foundation in your will or estate plan, please notify us to be recognized as a member of the esteemed Legacy Society.

Why a Foundation?

Many donors give generously to United Way of Martin County's annual campaign as a way to combat the daunting challenges our community is facing today. By leaving a legacy gift to the United Way Foundation, donors can continue to support our community in the future.

The gift principal will be held in perpetuity with our Foundation as an endowment. Earnings from these endowment gifts will continue to grow and be used to support the community's future needs through the Foundation as a supporting organization of the United Way of Martin County.

Funds entrusted to the Foundation are managed by a team of independent investment professionals with oversight from the Foundation's Investment Committee, which is comprised of investment experts.

Frances Langford Humanitarian Award

United Way of Martin County Foundation honored Margaret and Joe Temple with the 2019 Frances Langford Humanitarian Award. The award recognizes community leaders who, like Frances, demonstrate the care and compassion for humanity in their lives and their actions. Mr. and Mrs. Temple were honored for their ongoing philanthropic endeavors directly benefiting United Way as well as other area nonprofit organizations.

The Temples have been members of the United Way Tocqueville Society for over a decade. "Receiving the Francis Langford Humanitarian Award in 2019 was great – but quite a bit less, by comparison, to the joy we feel for what we hope our giving did for those less fortunate and in need." – Joe Temple

The reception was generously underwritten by reception sponsors Bob & Jan Crandall and Bill & Audrey Crandall as well as by Presenting Sponsors: Saelzer/Atlas Wealth Management Group of Raymond James, US Trust, Bank of America Private Wealth Management and John & Linda Loewenberg.



Carol Houwaart-Diez, Joe and Margaret Temple, Todd Thurlow, and Elisabeth Glynn

TOP 10 MOST GENEROUS COMMUNITIES & WORKPLACES



United Way of Martin County

We once again released a ranking of the Top 10 most generous workplaces and communities whose employees and residents gave philanthropic contributions to United Way of Martin County during the previous fiscal year.

Publix Super Markets, a notable employer in Martin County and a company well known for charitable giving, combined with the generosity of its associates, contributed nearly \$560,000, solidifying its spot as the No. 1 Most Generous Workplace.

While many United Ways rely heavily on workplace campaigns, the local gated communities in Martin County comprise more than half of the philanthropic giving to our annual campaign. The residents of Sailfish Point were once again honored with the title of Most Generous Community for contributing over \$410,000.

MOST GENEROUS WORKPLACE



PUBLIX SUPER MARKETS



#1 MOST GENEROUS WORKPLACE 2019

TOP 10

MOST GENEROUS WORKPLACES

- 1 Publix Super Markets
- 2 Florida Power & Light Company
- 3 Seacoast Bank
- 4 Raymond James
- 5 Cleveland Clinic Martin Health
- 6 Pratt & Whitney
- 7 UPS
- 8 Boys & Girls Clubs of Martin County
- 9 Wells Fargo
- 10 Martin County School District

TOP 10

MOST GENEROUS COMMUNITIES

- 1 Sailfish Point
- 2 Harbour Ridge
- 3 Willoughby
- 4 Loblolly
- 5 Piper's Landing
- 6 Mariner Sands
- 7 Sandhill Cove
- 8 Jupiter Island
- 9 Sewall's Point
- 10 Jupiter Hills

MOST GENEROUS COMMUNITY



SAILFISH POINT



#1 MOST GENEROUS COMMUNITY 2019

*United Way of Martin County is a Top 10 Most Generous Workplace but is excluded from the listing

THE YEAR *in photos*

COMMUNITY LEADERS' BREAKFAST

August 24, 2018

We kicked off our 2018-2019 campaign with an energized crowd of 200 attendees at our Community Leaders' Breakfast held at Piper's Landing Yacht and Country Club.

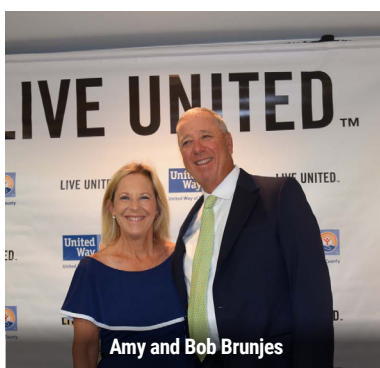
The event was sponsored by Florida Power & Light Company and featured keynote speaker Ergetu Merete with Wells Fargo.



Jim Albury, Amy Albury, Carol G. Houwaart-Diez, Amy Brunjes, and Crystal Stiles



Ademil Castrillo, Carol G. Houwaart-Diez and Ergetu Merete



Amy and Bob Brunjes



Ginger Featherstone, Mary White, Shannon Blount, Jennifer Corkern, and Carol G. Houwaart-Diez

DAY OF CARING

September 11, 2018

More than 200 volunteers participated in our Day of Caring and Sept. 11 Remembrance Ceremony held at the Martin County Fairgrounds.

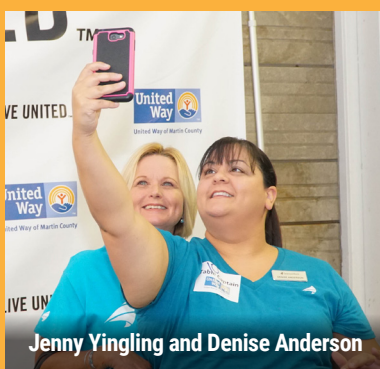
The remembrance service, which involved local police and fire officials, coincided with more than 20 corporate teams of volunteers packaging hygiene kits, emergency food supplies, and food boxes for senior Martin County residents in need.



Dillon Hataway, Jason Keane, Priscilla McGill, Sean Eichling, and Donald Lesko



The Wells Fargo team



Jenny Yingling and Denise Anderson



Cleveland Clinic Martin Health team

UNITED WAY HOLIDAY PROJECT December 2018

For more than 30 years, United Way of Martin County has helped bring Christmas to thousands of children and their families who are facing hard times by providing toys and a traditional holiday meal through the United Way Holiday Project. United Way distributed more than 15,000 toys, including 400 bikes to nearly 2,800 children and provided over 1,000 turkeys and staples for a holiday meal.



Clint, Clara, and Hudson Bradley assembled bicycles



Steven Kowalski, Amber Stephan, and Shannon Murphy



RSVP volunteer Sharon Leary



Publix associates packed bags of groceries

JOE KORDICK YOUTH CHARACTER AWARDS February 27, 2019

Family and friends of 23 outstanding students packed into the Wolf-High Technology Center at Indian River State College's Chastain Campus for the annual Joe Kordick Youth Character Awards presented by United Way of Martin County's CHARACTER COUNTS! Program.



Joe Kordick Youth Character Award high school recipients



Joe Kordick Youth Character Award middle school recipients

LEADERS UNITED

Created in 2016, Leaders United is an affinity group of the United Way of Martin County. Comprised of passionate professionals who GIVE, ADVOCATE, and VOLUNTEER to further the mission of United Way, this group continues to make an impact in the local community. This year, Leaders United participated in 16 volunteer and professional development opportunities.

"Over the past three years, I have participated in great opportunities to serve the community through Leaders United. Some of my favorites included painting at the Boys & Girls Clubs, sorting food for Stamp out Hunger, and serving meals at Salvation Army. I believe in serving others and Leaders United provides me with the way to do that."

– Natalie Desmangles, Leaders United member



Collecting dental products for the Little Lights Dentistry program

TIKIS ON THE TERRACE

May 17, 2019

The Aloha Spirit was in the air at the Mansion at Tuckahoe as guests swayed to island tunes, enjoyed traditional Polynesian entertainment, DJ, dancing, and tropical-inspired food and drink, plus raffle prizes and a silent auction.

Proceeds benefited United Way funded hunger relief programs to help Martin County's most vulnerable populations in the schools, at local food pantries, and homebound seniors.



Christine DelVecchio, Arati Hammond, Barbara Clifton, and Karen and Michael Braid



Tammy Matthew, Jeruza Kowalski and Michele Reilly



Kate Cotner, Bryan Garner, and Amy and Jim Albury



Mark Roberts, Dana Denzel, Jamie Gall
Christopher Gall, Kyle Offringa

GRANT AWARD ANNOUNCEMENT

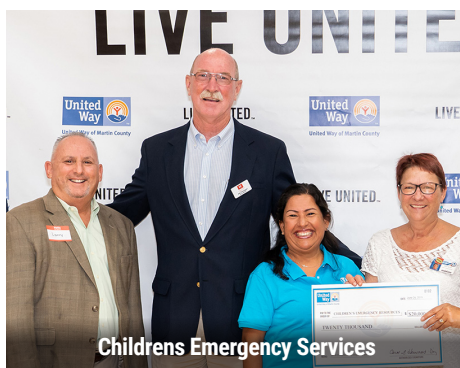
June 26, 2019

A crowd of agency partners and supporters gathered as we announced our investment of \$2.1 million in the Martin County community.

At this event, we presented community impact grants for 56 local programs and initiatives during a grant award announcement.



Community Impact Grant award recipients



Childrens Emergency Services



Alzheimer's Community Care



Mary's Home



OUR VISION

United Way of Martin County envisions a community where all individuals and families achieve their potential through education, financial stability and healthy lives.

Bravely, we dream of a day when no one in Martin County goes to bed hungry. We dream of strong, successful families. We dream of a UNITED community where everyone is healthy and has the opportunity to succeed, reaching their fullest potential in a safe and secure place.

OUR MISSION

To improve lives by mobilizing the caring power of our community.

UnitedWayMartin.org
772-283-4800



@UnitedWayMartin



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