



United Way
of Broome County, Inc.

2001 Annual Report



The Way Our Community Cares

2001 was a challenging year

We choose our annual organizational theme in the spring of each year. Our 2001 theme, “**The Way Our Community Cares,**” was selected because it reflected the mission of our United Way. Our local member agencies and their programs demonstrate our strong sense of community. In addition, our **First Call For Help, Teaming for Technology,** and **Voluntary Action Center** programs and several other meritorious demonstration projects similarly reflect the public’s desire to reach out to friends, families, and neighbors.

In February, 100 volunteers representing a broad cross section of the community concluded their year-long thoughtful and deliberate process for allocating funds from the past year’s campaign to local participating agencies. More than 100 programs at our 30 local member agencies and 14 Venture Grant recipients received much needed operational support to serve the community. Additionally, United Way continues to operate several programs directly in keeping with Broome County residents’ wish to benefit others in the community. Helping others, many of whom we may never know, is the essence of United Way.

During the year United Way also conceived and implemented two innovative and successful demonstration projects. One strengthened the capacity of participating day care centers in our county to provide developmentally enriching programs. The other helped area homeless shelters make sure that people had access to



Salvation Army workers help out in New York City following the destruction of the World Trade Center on September 11. (Photo © Wendy Post, 2001)

emergency housing. Both programs, although tremendously different, served very vulnerable populations and reflect the depth, breadth, and skill of our United Way, as well as the community’s desire to strengthen its capacity to serve.

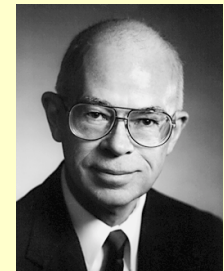
United Way is experienced in creating events that communicate our mission. At the same time, though, 2001 clearly demonstrated that an event can define an organization’s character.

The September 11 attack on America was a national horror. I am pleased to report that many United Way member agencies provided crucial support to the rescue and recovery efforts, both locally and at each tragic scene. The **Red Cross** and **Salvation Army**, for example, were at each disaster site almost immediately and provided much needed aid to victims, their families, and to rescue workers. They also provided comfort to the nation as a whole by showing such prompt, professional, and compassionate aid. **The Family and Children’s Society** and **Crime Victims Assistance Center** each sent trained social workers to New York City to provide grief counseling.

Locally, the **Mental Health Association** coordinated the availability of counselors for deployment to our schools, senior centers, and other groups to help with our own recovery process. Virtually all of our member agencies responded in some way to help their constituents—to help us—deal with our grief, confusion, depression, anger, and desire for understanding.

The September 11 attack, and all its subsequent terror and tragedy, held our attention and focus. Just as this community was responding to the national disaster, tens of thousands of us responded to our own community needs by supporting our annual campaign. The tremendous success of our annual fund drive, led by Diana Bendz, Endicott Senior Location Executive for **IBM Corporation**, was itself a heroic effort.

Please review this *Annual Report* for a sense of our many accomplishments during the year. You will see how we have faithfully carried out the public’s trust by serving as “The Way Our Community Cares” for others.



James P. Daly, Jr.

James P. Daly, Jr.
President
United Way of Broome County

BOARD OF DIRECTORS

James P. Daly, Jr.
President
Oliver N. Blaise, Jr.
Vice President
Paul R. Hoffmann, Esq.
Vice President
Debora A. Russell
Secretary
Gina S. Denniston
Treasurer
Edgar B. Parsons III
Assistant Treasurer

Diana J. Bendz
Keith W. Brown
Robert T. Cline
John H. Coleman
George B. Cummings II
Michael Decker
Alex S. DePersis
Kenneth D. Ellsworth
Kathleen A. Ernst
Susan M. Farrell
Katherine Fitzgerald*
Edwin C. Gent, Sr.
Patrick M. Gleason
Alfred Gorick, Jr.
Stephen T. Guinan
Gail Kreppel
Mark E. Lane

Brian L. Laud
Kate McCain
Peter V. McGinn
Ann McNichols
Kerry M. Mitchell
Diane M. Novak
Paul M. Price, Esq.
Dorothy K. Rode
Sam Rosato
Gilbert S. Rouff
James D. Scanlon
Lori Grumet Schapiro, Esq.
Jon C. Scott
Margaret Shiel
Judy U. Siggins, Ph.D.
Susan Vitanza
Kelly Wagstaff

David W. Watkins
Rev. Edward O. Williamson
Lauren A. Wise, Esq.
John W. Zimmerman

Ex-officio:
Danielle M. Bulger
Cynthia S. Burger
Thomas A. Conlon, Jr., Esq.
A. Jeffrey Cull
Lawrence A. Kiley, Ph.D.
Eric J. Olsen
Helen J. Raymond
Robert B. Thomas, Esq.

**resigned*

Raising resources in difficult times

Usually, United Way holds a kickoff event to let the community know that the fall campaign is off and running. A similar event was organized for 2001, following the family festival format that was highly successful in the previous two campaigns. **Newman Development Corporation** approved use of a vacant section of the Parkway Plaza on high-traffic Vestal Parkway, ensuring great visibility and easy access. For the third year in a row, **Wegmans Food Market** agreed to sponsor the appearance of a Buffalo Bills football player-- this time young running back Sammy Morris. Local radio favorites, **Steve Willett** and **Kathy Whyte**, from **WAAL-FM** radio, volunteered to emcee the stage activities.

Everything was ready for the kickoff. Attractive T-shirts, featuring this year's campaign theme "**United Way—The Way Our Community Cares**" were on hand to be given free to the first 500 attendees. Seven large tents were erected at the site to house the event, a portable power generator loaned by **NYSEG** had been hooked up and the audio system had been checked out. The stage was in place. The member agencies were ready with their respective booth paraphernalia.

There was only one thing wrong with this picture. The event was scheduled for September 11. With the enormity of the tragic events of the Attack on America that morning, the decision to cancel the afternoon kickoff event was a "no-brainer". There was also an urgent need to rethink the campaign schedule and decide whether to proceed as planned.

The national reaction to the September 11 events included a host of special fundraisers to help victims and volunteers. Local service organizations sent volunteers to help at the Ground Zero site in New York City. Special blood drives were held. Many local families had friends or relatives among the injured, missing, or dead, which brought the tragedy close to home. The entire nation focused on the tragedies and their aftermath.

After intense discussions and consideration of alternatives, it was decided to proceed with our campaign without re-scheduling the kickoff event. Subsequently, the campaign period was extended two weeks to accommodate late starting company campaigns.

The United Way staff and volunteers took a number of important steps in response to the September 11 events. A special communications effort was begun using the theme "**A Strong America Needs Strong Communities**", to make two important points. First, the rapid response to the needs at Ground Zero, particularly by two member agencies--the **Red Cross** and the **Salvation Army**, was possible because of their state of readiness resulting from past community support of the United Way. Second, in spite of the tragedy at the attack site, the community should not abandon its support for

local needs for human services which were ever-present and not diminishing. To recognize the special needs created by September 11, United Way of Broome County donated \$10,000 each to the **American Red Cross** and the **Salvation Army**, and pledged to donate any money raised over the 2001 campaign goal to funds established to help the families of the victims.

To add to this already difficult fund-raising environment, a second problem loomed: the economic slowdown. Reports showed that our region lost 2,200 jobs in 2001, with manufacturing businesses experiencing workforce reductions of 9.9 percent. By year end, the local jobless rate had climbed to 5.4 percent, compared with 3.3 percent a year earlier.

Yet with all this negative background, the 2001 fund drive was a real success story--a tribute to both the continuing generosity of the community and to the dedication and persistence of hundreds of volunteers. **The 2001 campaign raised \$3,901,688 in pledges, exceeding its goal of \$3,900,000.** The amount pledged exceeded the previous year's statistics by \$96,000. It was the highest increase since the fund drive conducted in 1985, except for the 1990 campaign which was a combined fund drive to benefit both the United Way and the **American Heart Association**. The 2001 campaign result also represented the sixth year running that amount pledged exceeded the the prior year's amount.

For the past few years, campaign messages have stressed the positive impact of donations as little as \$1 per week. To bring awareness to the message, this year's campaign again offered a promotion... "**\$1 per week... Can Energize Your Community and You !!**". Donors of \$1 per week or more were eligible to enter a drawing at the end of the campaign, for the equivalent of one year's free energy, donated by the **NYSEG Foundation**.

A second initiative also was carried over from the previous year's campaign. **IBM – Endicott** sponsored a breakfast meeting of local business leaders to address the idea of Businesses and United Way as Partners for a Better Community. More than 50 businesses were represented, and a number of them subsequently sponsored campaigns for the first time.

A new initiative, called the **UNITED Compute-aWAY**, was added this year to motivate potential donors to view the 2001 campaign video, on the premise that viewing the video would encourage donor support. Three Pentium III computers were donated as prizes.

While it is impossible to correlate positive impact directly from these initiatives, the popularity of the drawings (approximately 7,000 entries each), the startup of several new campaigns in 2001, and the final strong campaign results in a difficult fund raising envi-

*A total of 51 businesses qualified for membership in the **Thomas J. Watson Society** for their participation in the 2001 Campaign. The Watson Society recognizes organizations that pledge \$10,000 or more, considering both employee and corporate gifts, to the annual fund drive. While six former members did not qualify this year, six new organizations were added to the list, including **Giant Markets**; **Levene Gouldin & Thompson**; **Lourdes Employees Charities (LECCO)**; **Vestal Central School District employees**; **Willow Run Foods**; and **Windsor Central School District employees**. Pictured earlier in 2001 are (from left) **Paul Slobodian** and **Frank Carollo** accepting the Watson Award for **Universal Instruments'** participation in the 2000 Campaign and United Way's presenters, 2000 Campaign Chair **John May** and **George Barna**.*



(From left) Pat Gleason (BSB Bank & Trust), Larry Stone (BAE Systems), and Oliver Blaise Jr. (Windsor Schools) answer tele-phones at the telethon held at WBNG-TV on November 7, the last day of the campaign.



ronment are certainly positive indicators.

Other positive achievements in 2001 included:

- 56 employee campaigns reported increases of \$500 or more compared to 2000, including six increases by more \$5,000; eight increases by \$2,500 to \$5,000; 23 increases between \$1,000 and \$2,500; and 19 increases by \$500 to \$1,000.

- 20 donors became new members of the George F. Johnson Society, which recognizes individual donors who pledge \$1,000 or more to the campaign.

The 2001 success was also the result of the contributions of hundreds of volunteers and the business sponsors who were part of the campaign effort. The planning, strategies, and “missionary work” were the result of the efforts of a creative and dedicated Cabinet organization, whose members are listed elsewhere in this Annual Report. Working with more than 300 key persons that organized company employee campaigns were 10 Loaned Executives, who provided superb support to these accounts; they too are listed elsewhere in this report. Our Campaign Account Managers and Solicitors also share in the credit for the campaign’s success, calling on both business leaders and individual donors. Volunteers also provided hands-on support for many physical tasks that came up during the campaign, particularly the volunteers from RSVP who stuffed some 7,000 mailings that were sent out.

A broad variety of communication methods were used to convey the campaign message. The professionals at **BAE SYSTEMS Controls** deserve thanks for creating the campaign logos and associated printed materials. Special recognition goes to Communications Division member **Frank Carollo**, who prepared almost overnight the PSAs that were needed to communicate the revised campaign messages after the events of September 11 .

The 2001 campaign was faced with challenges that could have had disastrous results on the outcome. However, the Broome County community...businesses, individual donors, volunteers... showed once again its generosity by giving its time, its dollars, and its material gifts to help their neighbors in need. It was truly a shining example of “**The Way Our Community Cares**”.

BINGHAMTON METS PARTNERSHIP

Now in its tenth year, the Binghamton Mets Home Run Team continues to support United Way annual fundraising efforts. Since the opening game in 1992, the Home Run Team program has contributed more than \$44,000 to support services for the community.

Two organizations signed on as members of the 2001 Home Run Team: **Columbian Financial Group** and the **employees of BAE SYSTEMS Controls**. Each pledged to donate \$25 to the United Way for every home run hit by a Binghamton Mets player during home games, to a maximum of 45 home runs.

The Mets sluggers found the range to the outfield fence right from the start of the season and continued hitting home runs at a consistent pace throughout the season. The cap of 45 was reached in June, ensuring that the campaign would benefit by a total of \$2,250 contributed by the two sponsoring organizations.

As a part of Home Run Team activities, a Mets player is named “Player of the Month”, and is publicly recognized with an award presentation in a short, pre-home game ceremony. A representative from one of the sponsoring organizations makes the presentation. For the 2001 season, recognition awards were presented to relief pitcher Mark Corey, and first baseman, Earl Snyder. Both players were promoted later in the season to the Triple-A level.

RECORD OF CAMPAIGN ACHIEVEMENT

Campaign for	President	Campaign Chair	Goal	Raised	% of Goal	Increase	% Increase
1991**	Jesse S. Pevear	Kenneth H. Miller	\$5,000,000	\$4,879,632	97.6%	\$333,858	7.3%
1992**	Jesse S. Pevear	David L. Birchenough	\$5,000,000	\$4,839,755	96.8%	(\$39,877)	-0.8%
1993**	Arthur C. Smith	Robert W. Carey	\$4,850,000	\$4,449,157	91.7%	(\$390,598)	-8.1%
1994**	Robert W. Carey	Deborah A. Gouldin	\$4,125,000	\$4,023,091	97.6%	(\$426,066)	-9.6%
1995	Mark T. O’Neil Jr	James E. Lee	\$3,890,000	\$3,725,000	95.8%	(\$298,091)	-7.4%
1996	Ronald B. Lake	John T. Fitzsimmons	\$3,600,000	\$3,600,120	100.1%	(\$124,880)	-3.4%
1997	Patricia A. Phelps	Andrew D. Fornarola*/ Peter V. McGinn	\$3,700,000	\$3,602,083	97.4%	\$1,963	0.1%
1998	Patricia A. Phelps	Scott E. Dagenais	\$3,700,000	\$3,623,220	98.0%	\$21,137	0.6%
1999	Deborah A. Gouldin	Mary Ann Swain	\$3,700,000	\$3,701,150	100.1%	\$77,930	2.2%
2000	Deborah A. Gouldin	Paul R. Hoffmann	\$3,780,000	\$3,730,461	98.7%	\$29,311	0.8%
2001	James P. Daly, Jr.	John R. May	\$3,800,000	\$3,804,810	100.1%	\$74,349	2.0%
2002	James P. Daly, Jr.	Diana J. Bendz	\$3,900,000	\$3,901,688	100%	\$96,878	2.5%

*resigned

**combined campaign with local affiliate of American Heart Association

Complete campaign results since 1955 are available on the Internet at http://www.unitedwaybroome.org/pages/WhatIsUnitedWay/Campaign_Record.htm

CAMPAIGN CONTRIBUTORS

THOMAS J. WATSON SOCIETY

Platinum

(more than \$100,000 in corporate-employee donations)

BAE Systems Controls
IBM Corp.
Klee Foundation
Lockheed Martin Systems
New York State Electric & Gas
United Health Services

Gold

(\$50,000 to \$99,999 in corporate-employee donations)

BSB Bank & Trust
Decker Foundation
Security Mutual Insurance
Universal Instruments
Wegmans Food Market

Silver

(\$25,000 to \$49,999 in corporate-employee donations)

Broome County Government employees
Columbian Financial Group
Gaffney Foundation
HealthNow Upstate Medicare Division
Howland Foundation
M&T Bank, Southern Division
Press & Sun-Bulletin
Time Warner Cable

Bronze

(\$10,000 to \$24,999 in corporate-employee donations)

Botnick Enterprises
Broome Community College employees
Binghamton City employees
Binghamton City Schools employees
Catholic Charities
Control Concepts
Crowley Foods
EJ Footwear
Frito Lay
Gault Motors
Giant Markets
Hinman, Howard & Kattell
InPeake Packaging
Johnson Worldwide Associates
Kresge Foundation
Levene, Gouldin & Thompson
Lourdes – LECCO
Maines Paper & Foods
Miller Motors.
James B. Nelson Trust Fund
Penguin Putnam
Piaker & Lyons LLP
Sunstream Corp.
Union-Endicott Schools employees
United Parcel Service
Vail-Ballou Press
Verizon Corp.
Vestal Schools employees
Visions Federal Credit Union
Windsor Schools employees

GEORGE F. JOHNSON SOCIETY

Platinum (more than \$10,000)

Anonymous (1)
Mr. & Mrs. Robert F. Schumann

Gold (\$5,000 to \$9,999)

Anonymous (1)
Mr. & Mrs. Robert J. Gault
Mrs. Shirley W. Keller
Yvonne & Rudy Lawson
Peter & Marilyn McGinn
Abe & Maida Piaker
Edward J. Rompala
Dee & Jim Scanlon
Dorothy H Stuart

Silver (\$2,500 to \$4,999)

Loretta & Jim Carrigg
Mr. & Mrs. Carleton A. Cleveland, Jr.
Kenneth L. & Beth A. Coleman
Mary W. Couper
Mr. & Mrs. William R. Davies
Larry & Gina Denniston
Mrs. Helen Gamble
Mike & Susan German
Loren & Sue Guy
Rebecca R. Hamilton
Norman T. Herbert
David J. Maines
William R. Maines
K.S.G. & Mrs. Robert L. McDevitt

John & Dona Mc Grath
Tom & Phyllis Meade
Gene & Judy Peckham
In Memory of Pauline Piaker
Mr. & Mrs. Thomas E. Rattmann
William & Audree Rincker
Mr. & Mrs. John F. Russell
Mr. & Mrs. Edgar E. Severson
Jeanne & Jeffrey Smith
John G. & Judith A. Spencer
Dr. Mary Ann Swain
Mr. & Mrs. Robert B. Thomas

Bronze (\$1,000 to \$2,499)

Anonymous (21)
David & Colleen Adour
Ferris Akel
George Akel
Ronald Akel
Mr. & Mrs. Wells P. Allen, Jr.
Dick & Betsy Aswad
Mr. Robert Auchinachie
David & Kim Ayres
Bruce & Rosalie Becker
Gerry & Diana Bendz
Jane & Bill Berical
Barbara Berlinghof
David & Eileen Birchenough
Susan L. & Oliver N. Blaise, Jr.
Fred A. Blyler
E. Kay Boland
Alice Mae & Aubrey Bowen
Everett P. Brand
Nancy & Charles Brink
Marc A. Burford
Roger H. Calice
Patricia S. Camilo

Bob & Agnes Carey
Joan & Don Carlin
Jean & Jack Carlin
John & JoAnn Carrigg
Mr. & Mrs. Ronald S. Charsky
Gary & Jana Chavoustie
Pamela Christina
Frances S. Clark
Mary Rita Connerton
Cheryl & Thomas Coughlin
Mr. & Mrs. Richard W. Couper
J. Elmer Crowley
Mr & Mrs. James P. Daly, Jr.
Mr. & Mrs. Thomas J. Davis
Alex & Mary De Persis
Dr. & Mrs. Christopher Demtrak
Dr. & Mrs. Bruce Denham
Dr. & Mrs. Kamlesh Desai
John & Eve DiMenna
Tom & Louise Dorazio
Dr. Jonathan Harris & Ms. Gloria Block
Sandy Englehart
Thomas Erickson
Carl & Kathleen Ernst
John & Colleen Fitzsimmons
Dr. Frank & Colette Floyd
Bina & Bob Gallagher
Donna & John Gately
Paul & Charlene Gebler
Dr. Francis & Joyce Gilroy
Charles & Margaret Glenn
Robert & Marie Gomulka
Ms. Karen Goodman
Al & Kristi Gorick
Debbie & Dave Gouldin
Jim & Jean Gow
Mr. & Mrs. Arthur Grambling Jr.
Elizabeth W. Griffiths
Dr. Steven Grossman
Dr. & Mrs. Gudas
Johnny & Bobby Hart
James Hayes
Diana & Gene Heiser
Laurie Higgins Leech
Chris & Wendy Hill
Lee G. Hoffman
Paul R. & Nadine K. Hoffmann
L.G. & Carol K. Hofmann
Jane & Bob Hyland
Charles & Patricia Ingraham
Mr. & Mrs. Douglas R. Johnson
Michael B. Johnson
Judy & Jack Kamishlian
Joseph Kane
John M. & Marcella M. Keeler
Nancy & Addison Keeler
Frank E. Kelley
Dr. Thomas F. & Nancy Kay Kelly
Fred L. Kennedy
Floyd Kintner
Julianne M. Koromhaz
Dr. Frederick J & Lynne B. Lacey
Rob & Joan Lacey
Robert W. Lageman
Dr. & Mrs. James Lee
Virginia Lowe & Jeanne Ford
Al & Diana Lyons

Justin A. & Sylvia J. Marchuska
Martin J. Margherio
Peter J. Marshall
Mr. & Mrs. Todd L. Martin
John R. & Maureen May
Henry J. McGlynn
Michael & Joanne McNally
Richard & Marion Meltzer
Jan & Floyd Metzger
Frank & Carol Meyer
Judith & Kenneth Miller
Steve & Susan Miller
Mr. & Mrs. Wendell H. Miller
Mitch & Aimee Mitchell
Bill & Sandy Mitchell
Edmond & Marilyn Mohring
Charlotte S. Moore
Ron & Nancy Myers
Dwayne Thomas Neal
Dr. & Mrs. Orville F. Nielsen
Eric & Josephine Olsen
Dr. & Mrs. Thomas J. Oven
Howard & Billie Palmer
Karen K. Perkins
Carol & Barrie Phillips
Pat & Bill Phillips
Carolyn & Nick Pianella
Mark Reed
Mr. & Mrs. Tait Robertson
Henry & Dorothy Rode
Mary Ann Rodriguez
Peter & Susan Ronan
Ann & Charles Rosenthal
Chris & Rochelle Ryan
Lennart A. Saaf
Lawrence J. & Jennifer B. Schorr
Lola S. Schumann
Jon & Vee-Vee Scott
Dr. John Sharpless & Janet Rutkowski
Winslow T. Shearman
Rich Sheehan
Everett & Karen Shimp
Dennis & Julie Slattery
Paul & Kelly Slobodian
Bob and Penny Smith
Stephen Smyk
Ken & Sue Spink
Dr. & Mrs. John Spring
Fred W. Stein
Dr. Dennis & Linda Sweeney
Ralph & Mary Jane Tedesco
Kent & Barbara Turner
Jim & Terri Turner
Dennis & Sharon Urgento
Mary E. Vohringer
Wesley W. von Schack
Edward & Juanita Vytlicil
Mr. & Mrs. H. Kennedy Wadman
Mr. & Mrs. David E. Warne
Dr. & Mrs. Michael J. Wasco
John & Shirley E. Wedge
Dr. Mark Westcott
Cynthia H. Wetjen
Gregory J. White
Jean & Denis Wickham
Maynard & Sue Wiff
John & Diane Zunic
Paul & Michele Zurawel

CAMPAIGN VOLUNTEERS

2001 CAMPAIGN CABINET

Diana J. Bendz, *Chair*
Oliver N. Blaise, Jr., *Associate Chair*

Vice Chairs

Danielle M. Bulger, Service Organizations
Cynthia S. Burger, Professionals
Lawrence A. Kiley, Ph.D., Public Sector
John R. May, George F. Johnson Society
Eric J. Olsen, Public Relations
Helen J. Raymond, Manufacturing and Retail

Division Chairs

Perry Berkowitz, Ph.D., Education
Shelli Cordisco, Agencies
Sandy Dahulich, Medical Professionals
David Hayko, Retail
Thomas P. Hoke, Government
Christine Liss, Service
Michael Mercincavage, Manufacturing
David L. Niefer, Professionals
Gigi Puglisi, Small Business (co-chair)
Dorothy K. Rode, Special Gifts
Colleen Yanuzzi, Small Business (co-chair)

Representatives

Ann McNichols, Community Services Division
Shelli Cordisco, United Way Agencies

Ex-officio

James P. Daly, Jr.

CAMPAIGN ADVISORY COMMITTEE

John R. May, Chair
David L. Birchenough
Robert W. Carey
Joseph E. Dahm
John T. Fitzsimmons
David M. Gouldin, Esq.
Deborah A. Gouldin
Paul R. Hoffmann, Esq.
John M. Keeler, Esq.
James E. Lee, Ph.D.
Peter V. McGinn
Kenneth H. Miller
Sandra I. Ratvasky
Robert J. Smith, Esq.
Mary Ann Swain, Ph.D.

Ex-officio

Diana J. Bendz

2001 CAMPAIGN LOANED EXECUTIVES

Carl Backus
Systems Manufacturing (retired)
M. Jacqueline Bulger
United Way of Broome County
John H. Coleman
Binghamton University (retired)
Sandy Dahulich
United Health Services
Gary Donafrio
IBM – Endicott (retired)
Thomas H. Griffiths
Link Flight Simulation (retired)
Ted Scarpino
BAE Systems Controls (retired)
Everett Shimp
IBM – Endicott (retired)

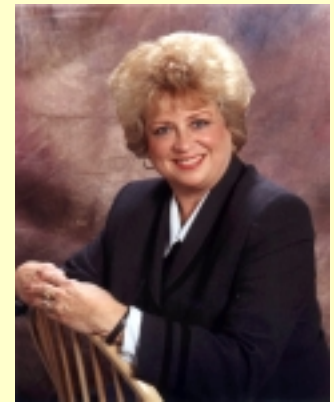
Irene Siedlarczyk
Lockheed Martin Systems
Jack Wilson
BAE Systems Controls (retired)

2001 PACESETTERS

Businesses
BSB Bank & Trust
The Bon-Ton
The Broome Chamber
Broome County Government employees
HealthNow Upstate Medicare Division
Horizons Federal Credit Union
IBM Corp.
Mang, Brown & Fitzsimmons
Piaker & Lyons
United Parcel Service
United Way Agencies
American Red Cross, Southern Tier Chapter
Catholic Social Services of Broome County
Day Nursery Association
Girl Scouts, Indian Hills Council
United Way of Broome County
YMCA of Binghamton

2001 CAMPAIGN EVENT SPONSORS

BAE Systems Controls
BSB Bank & Trust
Broome County Auto Dealers Association
Giant Food Markets
HSBC
IBM Corp.
JC Penney
JP Morgan Chase
Levene, Gouldin & Thompson
Lockheed Martin



Diana J. Bendz, **IBM Endicott Senior Location Executive**, was 2001 Campaign Chair.

Maines Paper & Food Service
Mang, Brown & Fitzsimmons
M&T Bank, Southern Division
NBT Bank
Olum's
Progressive Dental
Roberts Eye Care
Time Warner Cable
United Health Services
Universal Instruments
Visions Federal Credit Union

HOME RUN TEAM SPONSORS

BAE Systems Controls
Columbian Financial Group
Binghamton Mets Organization

2001 CAMPAIGN KICKOFF SPONSORS

Newman Development
New York State Electric and Gas
John P. Rogers, Inc.
Time Warner Cable
Wegmans Food Market

CAMPAIGN AWARDS

2001 CAMPAIGN CHALLENGE CUPS WINNERS

Small Businesses (less than 24 employees)

Columbia Gas Transmission

Mid-sized Businesses (25 to 99 employees)

Sunstream Corp.

Large Businesses (100 to 499 employees)

United Parcel Service (UPS)

Major Employers (more than 500 employees)

BAE Systems Controls

Major Retailers

The Bon Ton

Auto Dealers

Gault Motors

Insurance, Brokerage, and Real Estate Agencies

J.P. Morgan Chase

Large Financial and Insurance Organizations

Security Mutual Insurance of New York

Professional Service Offices

Piaker & Lyons

Food Sales and Distribution

Wegmans Food Market

Local Schools and Colleges

Broome Community College

Local Government Departments

Broome County Department of Planning and Economic Development

Not for Profit Organizations

United Way of Broome County

HELPING HAND AWARDS

Gene P. Clarke
HealthNow Upstate Medicare
Stacey Crescente
Broome County Government
Sandy Dahulich
United Health Services
Jeanette Green
Windsor Schools
Tami Hemenway
HealthNow Upstate Medicare
Debby Linsey
Giant Markets
Karen Matson
HealthNow Upstate Medicare
Kathleen Monticello
Vestal Schools
Bob Pass
New York State Electric and Gas
Jane Ryan
Visions Federal Credit Union

FREE ENERGY FOR A YEAR DRAWING (Sponsored by NYSEG Foundation)

Jan Houseknecht

Universal Instruments

Secondary prizes (Pentium III computer systems)

David Gumaer

Giant Markets

Sarah Lowenstein

Vestal Central Schools.

FREE PENTIUM III COMPUTER SYSTEMS FOR WATCHING CAMPAIGN VIDEO

Charles Kuhlman

Lockheed Martin

Gerald Avery

Wegmans

Kelly Coaxum

Security Mutual Insurance

State and federal government employees drives

For the sixth year in a row, the State Employees Federated Appeal (SEFA) had a record-breaking year, raising \$183,273, an increase of 13.4 percent over last year. The Southern Tier Combined Federal Campaign (STCFC) raised \$28,864, which was a 4.6 percent increase.

SEFA and STCFC are the only charitable fundraising campaigns that are authorized to run annually in the federal and state workplaces. Each is governed by a local employee committee and administered by the United Way of Broome County. Over 100 non-profit health and human service organizations locally, nationally, and internationally will benefit from the funds raised in SEFA and STCFC.

As a thank you to those donors contributing \$52 or more to SEFA, a drawing for a getaway weekend at The Inn at Glenora Wine Cellars and an overnight at Chestnut Inn was held at the end of the campaign.

STCFC covers six New York counties: Broome, Chenango, Delaware, Otsego, Tioga, and Thompson. To ensure the awareness and the importance of STCFC after the tragedy of September 11, presentations were made at local U.S. Postal Service sites. U.S.P.S. employees make up the greater share of participants in the STCFC. The average gift this year to STCFC was \$143.



Don Blake (center), SEFA Committee Chair, awards winners of a SEFA drawing with getaway weekend certificates. Dianne Zavada (left), won a weekend at Glenora Wine Cellars, and Linda Gance (right) was the winner of a Chestnut Inn gift certificate.

STATE AND FEDERAL VOLUNTEERS

STATE EMPLOYEES FEDERATED APPEAL COMMITTEE

State Employee Representatives

Albert Rivero, <i>Chair*</i>	(MC) Binghamton Psychiatric Center
Paul LaJoie, <i>Chair*</i>	(MC) New York State Department of Transportation
Donald Blake, <i>Chair</i>	(MC) Harpur College of Arts and Sciences, Binghamton University
Lorraine Arrow	(PEF) New York State Department of Transportation
Bill Campoli	(PEF) Broome Developmental Disabilities Services Office
Lawrence T. Lepak	(PEF) New York State Department of Environmental Conservation
Dayna Saraceno	(CSEA) Broome Developmental Center
Cheryl Spatt	(PEF) Binghamton Psychiatric Center

Independent Organizations

Ray Cordello	Camp Good Days
Kristine Cunningham	Mom's House
Maria Dibble	Southern Tier Independence Center
Susan MacLennan	Campus Pre-School, Binghamton University
Elizabeth Monaco	Chenango United Way
Barbara Samuelvich	Great Beginnings, Broome Developmental Center
Margaret Scalzo	American Cancer Society
Ginny Schmitt	American Heart Assn.
Ron Siwiew	Southern Tier AIDS Program

Joe Slavik

Federations

Shelli Cordisco
Thomas DeCoursey
George Geller
Regina T. Hendrix
Joanne B. Macklin
Alex Matich
Townsend Southard

Campaign Committee

Patricia McDonnell, Chair
Bill Campoli, Loaned Executive

Catholic Charities

United Way of Broome County (Action for Older Persons)
International Service Agencies
Earth Share of New York
America's Charities
Community Works of New York State
Community Health Charities of New York
Share America

Broome Developmental Disabilities Services Office
Broome Developmental Disabilities Services Office

SOUTHERN TIER COMBINED FEDERAL CAMPAIGN COMMITTEE

Thomas Jenkins, <i>Chair</i>	United States Postal Service, Binghamton
Mary Martir	United States Postal Service, Binghamton
Jerry Docteur	Social Security Administration-Binghamton
Clara Coston	Social Security Administration-Oneonta
Constance Finch	Internal Revenue Service
Wendy Anne Post	DCMC, Lockheed Martin

**resigned*

Working with others to improve our community

During 2001, United Way of Broome County was involved in a number of community building initiatives throughout Broome County—an example of the power and necessity of partnerships to help strengthen the fabric of our community.

During the year, United Way of Broome County was retained by the **Broome County Department of Social Services** and the **Broome-Tioga Workforce Development Board** to provide program management services for local funded projects targeting the underserved. United Way provides a capacity-building model to assist funded agencies in delivering services and measuring program impacts on clients.

United Way also became involved in the **Broome County Inter-County Planning (ICP)** coalition during 2001, along with seven Broome County departments and the **Hoyt Foundation**. ICP is formulating ways to improve communication, planning, and service delivery between the partners. United Way has developed a social indicators database and a website, www.bcpathways.org, to help coordinate the flow of county-wide data.

Voluntary Action Center

United Way's Voluntary Action Center works closely with the volunteer administrators of businesses in the Southern Tier to ensure that community volunteer opportunities are available. In June, the *Press & Sun-Bulletin* reinstated a weekly column of volunteer opportunities in the area. United Way also maintains a volunteer opportunities database to help place people who are interested in volunteering.

The Voluntary Action Center also helped in the distribution of 2,400 coats through the "Keeping Kids Warm" coat drive in December. This yearly event, supported by **PRISM Advertising**, **Lupos**, **Miller Dodge-Honda-Hyundai**, **Schapiro's Fine Dry Cleaning**, and **WMXW Radio**, helps collect and distribute coats to families in need throughout Broome County.

First Call for Help

First Call for Help, a centralized information and referral source for community human service resources, has been run by the United Way of Broome County since 1983. It is mainly a telephone-based service that received 16,820 calls in 2001 and services residents and professionals of three New York counties: Broome, Chenango, and Tioga.

The accredited professional staff uses a computerized database and national directories that cover information on 2,905 programs and 893 agencies in the health and human service fields. The calls received in 2001 fell into four main categories: basic needs (which



accounted for 62 percent, of which just under half were food related), mental health, medical, and legal.

In addition to servicing the communities through the calls received, the First Call For Help staff annually updates and publishes a human service directory, and specialized brochures, lists, and fact sheets. In 2001 the staff under contract with the **Tioga Youth Bureau** produced Call Me, a guide for Tioga youths.

During 2001, progress was made throughout New York on establishing a universal telephone number, 211, for all residents to use to obtain information and referrals on non-emergency health and human service needs. Work will continue on this activity during the coming year. In addition, First Call for Help's new website, www.firstcallforhelp.info, which was launched during the past year, will be revised during 2002 to make it more user friendly.

Teaming for Technology

Teaming for Technology strengthens the technological capabilities of not-for-profit organizations and, in so doing, helps them to carry out their missions more effectively. Originated by **IBM Corporation**, Teaming for Technology is a partnership between **IBM**, **AmeriCorps*VISTA**, **United Way of America**, and **United Way of Broome County**.

The program has proven that technology, planning, and training can help not-for-profit organizations to deliver services, manage costs, and maximize their effectiveness.

In addition to developing or revising databases to track clients, donors, inventories, mailing lists, bills of lading, office visits, and many other purposes, the program developed a unique database for the IBM WordPad, to demonstrate the feasibility of social workers gathering data or performing surveys in the field. Working with other United Way staff and the Homeless Coalition, it helped design and implement a system for tracking vacancies within local homeless shelters.

Whether helping to develop technology plans with a local charities, running cable, configuring networks, saving hard drives, working with hardware/software, fixing databases, developing spreadsheets, helping place IBM Young Explorers in child care centers, eliminating computer viruses, or simply answering questions, the program has proven itself to be an invaluable resource to strengthen the capacity of charities to help others.



IBM employees (from left) Jim Kapuschinsky, Craig Kaufman, and Gary Braman, help clean up the Girl Scouts' Camp Amahami in October, as part of a Day of Caring project. (Photo by Pat Cerra, IBM.)

IBM held its annual summer party at the Heritage Country Club again in 2001 for the children served by United Way member agencies.

IBM Computer Donation Program

For the tenth year, not-for-profit agencies in Broome County increased their ability to effectively deliver their services, thanks to the donation of 68 IBM NetVista A20 personal computers and 4 IBM ThinkPads with operating software. This donation by **IBM** was valued at \$78,333. Sixteen agencies, including the United Way, received one or more of these computer packages. **Binghamton Material Handling** again in 2001 made its warehouse available for use in the distribution of the computers.

Community Planning and Development

United Way of Broome County continues to support important community planning and development initiatives. United Way participates in an important project initiated by **Partnership 2000** that continues to promote greater collaboration between government-sponsored social agencies, non-profit human service agencies, and school districts.

The committee concluded that too often, social interventions for children focus not on prevention of problems, but on remediation. Two distinct age groups were chosen to focus this effort: children (prenatal-6 years old), and youth (7-16 years old). Initial activities highlight the prenatal-6 year old group, emphasizing the importance of a "healthy early start" to reduce long term health, social, and learning problems faced by young people, their families, and the community. The initiative for older youth focuses on building neighborhood-based support to help young people develop their unique strengths and minimize destructive, risk-taking behavior.

United Way also is an active participant in the teen pregnancy-prevention program funded by New York State through the **Adolescent Community Services Coalition** in Broome County, as well as



a member of **Cornell Cooperative Extension's Teen Assessment Project (TAP) Steering Committee.**

Supporting older adults in the community as a core member of the **Aging Futures Partnership** is another United Way alliance. This partnership is a planning forum which provides ongoing assessment of geriatric service needs and subsequent identification of gaps in long term care and supportive services.

Gifts-In-Kind

United Way's Gifts-in-Kind program serves as a link between non-profit organizations in need of equipment, furnishings, and supplies, and companies or individuals that want to donate excess or surplus goods or products.

Locally, **Talbots** donated thousands of dollars of clothing, which was distributed to agencies serving women and children. The

United Way helps to share homeless shelter vacancy information

With funding provided by a grant from the **Verizon Foundation**, United Way of Broome County has assisted the Homeless Coalition of Broome County by establishing a system to enable more complete and timely use of the homeless shelters in Broome County.

A new Homeless Vacancy Information Website was established in 2001 that allows nine local agencies to easily share information about vacancies at their homeless shelters. When a person approaches a shelter that has no current openings, rather than being turned away completely, he or she can be directed to another facility that does have openings. This system also is available for use by community agencies, hospitals, and local police to identify shelter vacancies for people in need.

Coordinating services for the homeless has proven to be a very difficult task for most communities. For the past 10 years, the Homeless Coalition of Broome County has worked toward understanding the causes

of homelessness and improving the delivery of services for the area's homeless. More than 20 agencies have worked together in the identification and implementation of promising approaches toward service integration and assuring program quality.

In May, the shelter sub-committee of the Homeless Coalition approached United Way for help in developing a system for coordinating data collection and information sharing among the agencies providing services to the homeless.

The Homeless Shelter Information project was divided into two phases. The first was to develop a computerized method of providing current shelter vacancy information to all shelters, as well as community and governmental agencies on a real-time basis. The second phase is to develop a telephone access system to assure bed availability information to police, fire, hospital personnel, clergy, and advocated for the homeless who do not have ac-

cess to a computer.

Employees of **Lockheed Martin** and United Way's Teaming for Technology program assisted with the conceptual design and planning for this site. **Upstate Internet Services** created a dynamic web-based database application that allows homeless shelter agencies to report the number of beds available at their site at any moment. **Cyber City** assisted with web hosting issues.

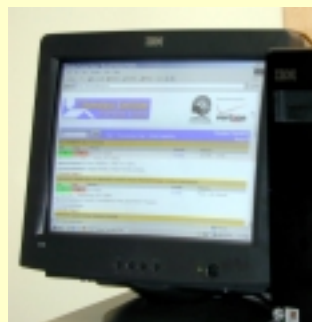
The new website also provides updated information about the agency's total bed capacity, client criteria, hours of operation, contact person, and any

specialized information. Each agency updates the information about its homeless shelter as vacancies fill.

The database will also contain links from the vacancy report page to additional pages that contain detailed information about the services provided for the homeless by each agency.

The Broome County homeless shelters currently participating in the program are:

- All Women's Help Center (Liberty House)
- Catholic Charities Teen Transitional Living Program
- Fairview Recovery Services (Addiction Crisis Center)
- SOS Shelter
- YMCA of Broome County
- YWCA of Binghamton/Broome County (Adult Long-term Housing, Emergency Housing, and Teen Transitional Living)
- Salvation Army (Adult Rehabilitation Center)
- Volunteers of America



Employees of the local **Target** store teamed with volunteers from **BAE Systems** and **United Way** to distribute Christmas trees that had been used for display at Target to families in Broome County who otherwise would not have a Christmas tree. Pictured (from left) are: John Prosinski, Target; Steve Kraly, BAE Systems; Dennis Kumpan, BAE Systems; Derrick Wylam, Target; and Jim Murphy-Jones, Target. (Photo by Ernie Mauro, BAE Systems.)



United Way also coordinated significant donations of office furniture from **BSB Bank & Trust**, **Miller Aviation**, and **NYSEG**.

In addition, United Way of Broome County serves as a coordinating agency partner with Gifts In Kind America. Local non-profit agencies received tens of thousands of dollars worth of computer software and hardware, as well as office and program supplies through this program in 2001.

IBM KidSmart Early Learning Program

IBM and United Way continued as partners in the IBM KidSmart Early Learning Program, an innovative childhood

learning initiative designed to give pre-kindergarten youngsters a jump start on education through fun, interactive learning and access to new technology. The program included a donation of 25 IBM/Little Tykes Young Explorer computer stations during 2001. These are especially designed for children ages 3-7 and are valued at \$53,725. The donation also included a host of award-winning educational software and learning materials for teachers and care providers. Seven local childcare centers were awarded Young Explorer systems in 2001.

Pilot program works to improve child care in Broome County

Many childcare programs in Broome County are actually only custodial care, with no educational component. But re-

search shows that the youngsters who have stimulating and enriching experiences by age 5 will outperform other children throughout their lives.

United Way is working with other area organizations to provide high quality childcare for all youngsters. During 2001 a pilot program was conducted at seven childcare centers in Broome County, using the Partners for Learning approach, which has been very successful in other communities.

Studies in North Carolina found that children from low-income families generally show development delays during the first three years of life, usually scoring low in general competence, intelligence, and

language development. However, children from such families show substantial progress when they receive high quality early education.

The agencies in the local pilot program serve many children from low-income families. Poverty is usually linked with many other factors that result in the child being an underperformer.

Earlier, two **Broome Community College** faculty visited child care centers in Chicago that use the Partners for Learning approach. During 2001 they developed training programs for the staff working in the seven local pilot sites.

In looking at community problems in Broome County, United Way saw that area children were doing poorly in certain areas. About 16 percent of the children enrolled in Broome County schools need special

education programs. In addition, about 300 drop out of school each year before graduating.

Working with other organizations in the community, including the **Binghamton Association for Education of Young Children**, **Partnership 2000**, **BOCES**, the **Binghamton School District** and several other local school districts, United Way proposed the adoption of the Partners for Learning program in Broome County. It provided a Venture Grant in 2001 to pay for the educational tools needed to support the pilot program at the seven child care centers.

The goal is to expand this program in 2002 and coming years to provide all Broome County with the opportunity to participate and provide each child with a greater chance for success.



Funding worthy programs

Of the funds raised in of the 2001 United Way Campaign, \$3,044,624 will be allocated to more than 100 health and human service programs at 30 member agencies in 2002. Also included is funds for a summer camp scholarship program to benefit low-income children in Broome County. In 2002, this program will offer \$17,729 to help low and moderate income families send their children to United Way agency sponsored summer camp programs.

In addition, \$182,050 was allocated to United Way's four direct service programs. Including grants and donor designated funds to other agencies, the total distributed will be \$3,352,362. This represents about 89 percent of estimated funds that will be collected from the 2001 United Way Campaign.

These funding decisions are not made quickly or easily. Review of the programs at the 30 member agencies is divided among six allocation panels, each composed of about 15 community volunteers. The panels review community needs, as well as agency services, finances, and management, before recommending which continuing programs deserve increased funding for the coming year, and which do not. The panels' recommendations are reviewed by two additional committees before being finally approved the United Way's Board of Directors.

In addition, \$25,000 of the funds raised in the Campaign will be awarded to 14 programs at selected member agencies, and a few non-member agencies, as Venture and Special Assistance Grants. These grants go to new and innovative human service programs that address important community issues and special one-time projects. The Venture Grant Committee's recommendations are also used by the Helen T. Howland Foundation in determining its yearly awards. It will provide an additional \$44,000 for these programs in 2002.



Volunteers who participated in United Way's allocation process and member agencies executives hold a check representing the total of \$3,044,624 that will be distributed to more than 100 health and human services programs at United Way's members agencies in 2002 as a result of a successful United Way campaign in 2001. Pictured are (left to right): Darlene Cacialli, **Boys and Girls Club of Western Broome**; Shelli Cordisco, **Action for Older Persons**; James A. Daly, **United Way President**; Ann McNichols, **Community Services Division Chair**; Denise Newvine, **Girl Scouts**; and Thomas A. Conlon Jr., **Community Services Division Vice Chair**.

DISTRIBUTION OF FUNDS FROM 2001 CAMPAIGN

Member Agencies

Action for Older Persons, Inc.	\$89,307
American Civic Association, Inc.	27,110
American Red Cross, Southern Tier Chapter	316,298
Arthritis Foundation, Broome County Branch	9,263
Boy Scouts of America, Baden-Powell Council, Inc.	149,000
Boys and Girls Club of Binghamton, Inc.	271,596
Boys and Girls Club of Western Broome, Inc.	251,139
Broome County Catholic Youth Organization	19,938
Broome County Urban League, Inc.	90,947
Broome-Tioga Association for Retarded Citizens	28,655
Catholic Social Services of Broome County	257,954
Crime Victims Assistance Center, Inc.	16,472
Day Nursery Association	159,150
Deposit Foundation and Rural Housing Services, Inc.	14,774
Family and Children's Society of Broome County, Inc.	230,880
Girl Scouts, Indian Hills Council, Inc.	129,625
Handicapped Children's Association of So. New York, Inc.	67,198
Jewish Community Center of Binghamton	74,580
Johnson City Senior Citizens Center, Inc.	22,977
Legal Aid for Broome and Chenango, Inc.	24,000
Literacy Volunteers of Broome/Tioga, Inc.	13,609
Mental Health Association of the Southern Tier, Inc.	118,641
National Multiple Sclerosis (MS) Society, Upstate NY	12,850
Planned Parenthood of Broome and Chenango Counties	29,836
PROBE, Inc.	30,000
Retired and Senior Volunteer Program (RSVP)	39,495
Salvation Army	99,685
SOS Shelter, Inc.	68,000
YMCA of Broome County	200,500
YWCA of Binghamton/Broome County	<u>181,145</u>
<i>Subtotal: member agencies</i>	<i>\$3,044,624</i>

Donor Choice payments	56,688
Grants and other allocations	<u>69,000</u>
<i>Subtotal: allocations, grants, and donor designations</i>	<i>\$3,170,312</i>

United Way Services

Allocations and Agency Relations	67,500
Community Planning	33,250
First Call For Help	71,800
Voluntary Action Center	<u>9,500</u>
<i>Total: agency and services distribution</i>	<i>\$3,352,362</i>

Fund raising	192,880
Management and general	<u>227,646</u>
<i>Total: budgeted distributions</i>	<i>\$3,772,888</i>

Provision for Collection Losses	<u>128,800</u>
Grand Total of 2001 Campaign	\$3,901,688

Venture and Special Assistance Grants, 2002

ADRDA, Inc.
Binghamton Association for Education of Young Children
Binghamton Rotary Charities, Inc.
Blind Work Association, Inc.
Boys and Girls Club of Binghamton
Broome County Council of Churches
Girl Scouts, Indian Hills Council, Inc.
Literacy Volunteers of Broome/Tioga Counties, Inc.
Mom's House, Inc. of Endicott, New York
Our Lady of Lourdes (Youth Service)
Southern Tier Institute for Arts in Education
Waterman Conservation Education Center
Whitney Point Preschool
YWCA of Binghamton/Broome County

Trust Fund provides long-term funding

The Trust Fund was created as a vehicle to benefit the community, and it is fulfilling its promise. It gives donors an opportunity to support local charities in perpetuity. Additionally, it benefits all donors, both individuals and organizations, by enhancing their contributions. The money donated to the Trust Fund is invested and five percent of the the market value is pledge to the United Way campaign each year. The Trust Fund magnifies contributions, because its pledge is added to other donations to support the programs of participating member agencies.

United Way was extremely fortunate to receive several large bequests during the year. Mr. and Mrs. Edgar (Esther) Couper, for example, supported many local charities during their lifetimes. Mr. Couper had included United Way in his estate plan, as did Mrs. Couper. They both believed that United Way was the best vehicle for supporting a broad spectrum of health and human service organizations throughout the community.

Many donors want to leave the bulk of their estate to loved ones. Through careful estate planning, they can achieve that objective, because of favorable tax treatment associated with the inclusion of a charity in their estate plan.

Mrs. Jeanne Ely faced a somewhat different situation. Following the death of her husband, Luther, Mrs. Ely recognized that, with no family members, her estate would go to the government. Wanting to support a wide variety of organizations, she chose United Way because of its breadth and credibility.

Whether through bequests or lifetime gifts, the United Way

Trust Fund offers an opportunity for individuals to invest in the future of their community. The principal of the Trust Fund remains intact—only 5 percent of the value of the total fund is used to support the programs and services of participating agencies. Capital gains and other earnings are expected to exceed this amount, thereby allowing the fund to grow and create a permanent memorial to the thoughtfulness and generosity of donors.

A variety of planned giving techniques are available, and donations may be made in cash, securities, insurance policies, or real estate. Estate planning can have a variety of tax benefits, including income tax; state tax; and/or capital gains tax; but, fundamentally, it is a wonderful method to support the future of Broome County charities and the families whom they serve.

For further information about the benefits of including the United Way of Broome County in one's estate plan, please speak with an attorney, financial advisor, bank trust officer, or member of the United Way Trust Fund Committee.

The Boys and Girls Club of Western Broome is one of several United Way member agencies to provide after-school training on computers.



TRUST AND ENDOWMENT FUND REPORT

Current year gifts and bequests received

Esther Couper for the Edgar W. Couper Endowment Fund	201,812
Marion McGory	8,425
William and Carrie Schlegel	76,833
Helen I. Sleeper	5,000
Ruth M. Young	42,000
In memory of the following: A. Ward West; Charles Babcock Hall; Robert Perkins; Andrew Perenyi; and in honor of Jeffrey Mueller	745

2000 gifts and bequests received

Esther Couper for the Edgar W. Couper Endowment Fund	99,978
William and Carrie Schlegel	370,930
Luther S. and Jeanne W. Ely	483,925
Harriet Ford Dickenson Foundation	2,200,000
Carroll and Christine Potter	10,500
Florence Ostrosky	15,000

Prior year(s) gifts and bequests (\$10,000 or more)

J. Donald Ahearn	750,892
Mrs. Louella Beckwith	114,893
Mary K. Blair	520,222
William S. and Helen G. Chittenden	105,769
Mrs. Elizabeth J. Coe	33,526

Alice Atkinson Cooper	61,390
Edgar W. Couper	14,954
Esther Couper for the Edgar W. Couper Endowment Fund	181,719
Mrs. Florence N. Crawford	200,000
Mrs. Mildred W. Cushman	76,674
James M. and Cornelia Y. Davidge	39,723
Mr. & Mrs. David L. Dickenson	249,033
Joshua B. Dunning	10,888
George G. Eggleston	372,061
George M. Ely	489,564
James Forrestal Estate in memory of Nancy E. Truesdell	24,000
James Forrestal	270,072
Jennette K. Forrestal	55,381
Anna Frtyal	97,819
Miller S. and Adelaide S. Gaffney	100,000
J. DeWitt Gardner	74,329
Dr. & Mrs. Julius Gattner	190,947
Eva Louise Gay	51,683
Great American Food Stores	25,950
Earl O. Hagman	49,910
Ralph Hasbrouck	121,868
Hazel M. Hillygus	192,574
Julia Francis Hoffman	10,000
Stewart W. and Willma C. Hoyt	1,780,706
Mrs. Jeannette G. Johnson	21,263
Iona Keeler	10,000
Chandler Keller	68,920
Anna Kostakovich	10,000

Paul H. Kraiss	23,511
Benjamin G. Kroehler	133,508
Golda E. Landon	120,283
Lily B. Lemons	81,862
Elnora M. Lewis	40,044
George A. Manger	21,172
Mrs. Ernest J. McHarg	11,183
Juanita C. Merle	28,904
Edward H. Prentice	84,485
Josephine R. Reynolds	40,024
Frank L. Rider	13,519
Mrs. Bertha M. Roper	14,709
Mr. & Mrs. George L. Savory	10,816
William and Carrie Schlegel	2,600,000
Robert Schuman	12,250
Mrs. Mary Schumann	50,000
Brewster Weed Smith	25,786
Jane T. Smith	13,623
Gertrude B. Somerville	202,392
Grace B. Stanton	29,494
Ellen Stark	10,000
Marguerite Taylor	10,000
Charles L. and Helen Wagener	253,333
Mark Winheld	13,962
Edith L. Zeh	58,629
Memorial gifts prior to 2001	34,731
Total all gifts under \$10,000	240,237
GRAND TOTAL	\$14,070,335

Treasurer's report

Statement of Activities

Current Unrestricted Funds

For the year ended December 31, 2001

Public Support and Other Revenue

Annual Fund Raising Campaign (Public Support)	\$2,881,969
Less: Provision for Collection Losses	(95,467)
Less: Donor Choice Liabilities	<u>(38,793)</u>
	2,747,709

Bequests, Legacies, Grants, and Other Public Support	2,848,555
Net Investment Income and Other Revenue	41,584
Unrealized and Realized Gains and Losses on Investments	172
Transfers from Trust and Endowment Funds	876,125
Total Public Support and Revenue	<u>\$3,822,041</u>

Expenses

Agency Allocations and Donated Equipment	\$3,104,226
Community Services	145,457
Allocations and Agency Relations	73,441
Supporting Services:	
Fund Raising	215,123
Management and General	<u>253,896</u>
Total Expenses	<u>\$3,792,143</u>

Excess of Public Support and Revenue Over Expenses \$29,898

Unrestricted Operating Net Assets, Beginning of Year	757,666
Unrestricted Operating Net Assets, End of Year	787,564
Unrestricted Net Assets, Trust and Endowment	<u>14,276,590</u>
Total Unrestricted Net Assets	<u>\$15,064,154</u>

Statement of Financial Position

Combined All Funds

As of December 31, 2001

Assets

Cash and Investments, at Fair Market Value	\$23,151,367
Pledges Receivable - Net	2,406,357
Other Receivables, Prepaids, and Other Assets	100,970
Property and Equipment, Net of Accumulated Depreciation	<u>268,661</u>
Total Assets	<u>\$25,927,355</u>

Liabilities and Net Assets

Liabilities

Allocations and Grants Payable	\$189,808
Accounts Payable and Accrued Expenses	<u>106,782</u>
Total Liabilities	296,590

Net Assets

Unrestricted Net Assets	15,064,154
Temporarily Restricted Net Assets	2,679,520
Permanently Restricted Net Assets	<u>7,887,091</u>
Total Net Assets	25,630,765

Total Liabilities and Net Assets \$25,927,355

Note: A copy of our complete financial statements will be available after June 15, 2002, at the United Way office.

United Way financial activities are a matter of public record. You may obtain a copy of the latest annual financial record filed with the New York State Office of Charities Registration by writing to: Office of the Attorney General, Charities Bureau, 120 Broadway, New York, NY 10271; or United Way of Broome County, Inc., PO Box 550, Binghamton, NY 13902-0550.



Rose Muss, a volunteer with the Retired and Senior Volunteer Program (RSVP), reads a book to a child at the Parent Resource Center in Hillcrest, N.Y. RSVP is a United Way member agency.

FUND DISTRIBUTION VOLUNTEERS

COMMUNITY SERVICES DIVISION

Ann McNichols, *Chair*
Thomas A. Conlon Jr., Esq.,
Vice Chair

Board Appointees

Susan M. Farrell
Paul R. Hoffman, Esq.
Diane M. Novak
Edgar B. Parsons III
Gilbert S. Rouff
Susan Vitanza
Kelly Wagstaff
David W. Watkins
Rev. Edward O. Williamson
John W. Zimmerman

At Large

Annette Gould
Deborah A. Gouldin
Elizabeth A. Hickey
Elsie Logan
Peggy Miller
Ann Marie Smith

Panel Chairs

Patrick Price, Panel A
Mary Ann Wilcox, Panel B
Doris Getty, Panel C
Jo Van Wely, Panel D
Joseph Dempsey, Panel E
Alan G. Hertel, Panel F

Ex-Officio

James P. Daly, Jr.

ALLOCATIONS STEERING COMMITTEE

Thomas A. Conlon, Jr., Esq.,
Chair

Panel Chairs

Patrick Price, Panel A
Mary Ann Wilcox, Panel B
Doris Getty, Panel C
Jo Van Wely, Panel D
Joseph Dempsey, Panel E
Alan G. Hertel, Panel F

Panel Vice Chairs

Christine Boras, Panel A
Mary Gere-Penna, Panel B
Donald Smith, Panel C
Dorothy Blasko, Panel D
Mary Rosato, Panel E
Maureen Reuther, Panel F

Ex-officio

Ann McNichols

ALLOCATION PANEL A

Patrick Price, *Chair*
Christine Boras, *Vice Chair*
Carolyn Anderson-Bulter
Melissa Burish
Naima Kradjian*
Jo-Anne Raffa
Sam Rosato
Rose Ann Rouff
Catherine Sentz
Joseph Silvanic
Christine Stamm
J. Bradley Wahl
Kathy Wayman
Karen Wintergrass

ALLOCATION PANEL B

Mary Ann Wilcox, *Chair*
Mary Gere-Penna, *Vice Chair*
Fred Booth
Gary Donafrio
Robin Eccleston
Feyi Gaji
Alan Greene
Eileen Heslin
Julianne Koromhaz
Catherine Maliwacki
Kerry M. Mitchell
Eileen Ozvold
Alyssa Rosato
Bob Tomaka
Kelly Wagstaff

ALLOCATION PANEL C

Doris Getty, *Chair*
Donald Smith, *Vice Chair*
Michael Brunner
Melody Gardner
Judith Harley
Raymond Linder
Rosemarie Lyle
Linda Mapes
Kate McCain
Donald Orlovsky
Barrie Phillips
Donna Riegel
Sharon Snyder

ALLOCATION PANEL D

Jo Van Wely, *Chair*
Dorothy Blasko, *Vice Chair*
Marcia Behrendt
Catherine Bertino
Mary Ann Callahan
John H. Coleman
Paul Covey
Nicole DoBell
Valerie Hampton
Albert W. Oatman
Howard Schultz
Frederick Simmons
Boni Swingle Gross
Mark Tomko

ALLOCATION PANEL E

Joseph Dempsey, *Chair*
Mary Rosato, *Vice Chair*
John Bowie*
Cynthia S. Burger
Lynn Cebula
Wilbert Corprew
Marjorie Downs
Leah Hammond
Dwayne T. Neal
Joan Pulse
Kathleen Rezeski
Kathi Roberts
Jon Sarra
Dawn Sinnott
Susann Thiel
Lisa Wise

ALLOCATION PANEL F

Alan G. Hertel, *Chair*
Maureen Reuther, *Vice Chair*
Ed Bahrenburg
Bernie Behrendt
Laurie Calenzo
Esther Covington
Joseph Galati
Martin Guzzi
Ernestine Perry
Tanya Robinson
Richard Stank
Marie Thomas

COMMUNITY INVESTMENT STRATEGY COMMITTEE

Patrick M. Gleason, *Chair*
Scott Bowen
Neil Eldred
Annette Gould
Mary Haust
Elizabeth Hickey
George Higginbottom
Kenneth Holmes
Paul Price, Esq.
Dr. Ernest Rose
Rose Sotak
Barbara Westbrook
Rev. Edward O. Williamson

EQUIPMENT DONATION COMMITTEE

John H. Coleman
Todd L. Martin
William Mitchell
Albert W. Oatman
Raymond H. Yeager



The pastor of a rural church in our area called the **Salvation Army** about Jim, a 20-year-old who had wandered into Broome County from out of state after a major disagreement with his family, but who had no means for caring for himself here. Because Jim suffered from severe mood swings, it was determined that he would probably not be able to manage his own housing, so he was provided emergency shelter at the **YMCA**. A Salvation Army case worker accompanied him to an appointment at the **Broome County Mental Health Clinic**, where Jim received appropriate medications to reduce his mood swings. It was also decided that he would benefit from living in a more structured and supervised environment for a while. Jim was encouraged to apply to live at one of the group homes operated by **Catholic Charities** until he is ready to recontact his family or able to live on his own. This is another example of how the agencies supported by United Way work together and with other organizations in our community to help solve the problems of people in our community.

OTHER VOLUNTEERS AND STAFF

EXECUTIVE COMMITTEE

James P. Daly, *Chair*

Officers:

Oliver N. Blaise, Jr.

Vice President

Gina S. Denniston

Treasurer

Paul R. Hoffmann, Esq.

Vice President

Debora A. Russell

Secretary

Division Chairs:

Diana J. Bendz

Campaign Chair

A. Jeffrey Cull

Communications Division

Chair

Ann McNichols

Community Services Division

Chair

At-Large:

Gail Kreppel

Paul M. Price, Esq.

James D. Scanlon

NOMINATING COMMITTEE

Lori Grumet Schapiro, *Chair*

Kenneth D. Ellsworth

Gail Kreppel

Brian L. Laud

Dorothy K. Rode

Debora A. Russell

Lauren A. Wise, Esq.

Ex-officio

James P. Daly, Jr.

ADMINISTRATIVE SERVICES COMMITTEE

Oliver N. Blaise, Jr., *Chair*

Robert T. Cline

George B. Cummings II

Michael Decker

Gina S. Denniston

Alex S. DePersis

Kathleen A. Ernst

Peter V. McGinn

Edgar B. Parsons III

Paul M. Price, Esq.

James D. Scanlon

Ex-officio

James P. Daly, Jr.

TRUST FUND COMMITTEE

Robert B. Thomas, Esq., *Chair*

Cissy Elinoff

John T. Fitzsimmons

Loren W. Guy, Esq.

Douglas R. Johnson

Ruthanne Koffman

Floyd H. Lawson

James E. Leonard

Richard N. Matties, Esq.

Ex-officio

James P. Daly, Jr.

JOINT BANK INVESTMENT SUBCOMMITTEE

Douglas R. Johnson, *Chair*

David Cahill

Linda L. Hamlin

John Klobusicky

Warren Nash

John P. Riesbeck

Mary Vincent

Ex-officio

Robert B. Thomas

TEAMING FOR TECHNOLOGY ADVISORY COMMITTEE

Ron Carlson, *Chair*

Annette Blake

Mary Clark

Thomas Dimock

Terijo Grosek

Christina Ketchuck

Robert Marthinsen

Todd L. Martin

Xan Penrose

COMMUNICATIONS DIVISION

A. Jeffrey Cull, *Chair*

Eric J. Olsen, *Vice Chair*

Larry Bohl

Frank L. Carollo

Heather Dibble

Marty Doorey

Patrick M. Gleason

Julie Goon

Lynde Lafler

Brenda Nanni

Dwayne T. Neal

Jon C. Scott

Brian K. Smith

Karen A. Troidl

Ex-officio

James P. Daly, Jr.

FIRST CALL FOR HELP ADVISORY COMMITTEE

Cindi Adair

Roz Antoun

Dorothy Condon

Carole Coppens

Marie Crampton

Amira Davis

Lise Fiato

Amy Fleming*

Lorelle Frushour

Sylvia Fulk

Eileen Krigstein

Doris Littlejohn

Victoria Moschak

Lilly Moss

Barbara Nojaim

Lynn Olcott

Karen Schultze

Rose Sotak

Anna Stark

Gena Strozak*

Glenn Whittington

*resigned

UNITED WAY STAFF

John G. Spencer

Executive Director

George Barna

Campaign Director

Lisa A. Brooks

Director of Finance

M. Jacqueline Bulger

Receptionist/Secretary

Bruce M. Dudley

Communications Director

Barbara E. Fisher

First Call For Help Program Specialist

Candace L. Gregory

First Call For Help Program Specialist

Susan Hughes

Executive Secretary

Erik H. Jensen

Director of Allocations and Planning

Mary A. Lancki

Administrative Assistant for Campaign

Cindy Lee-Gitchell*

First Call For Help Program Specialist

Sandra A. Mitchell

Assistant Campaign Director

R. William Newcomb

Teaming for Technology Member

Albert W. Oatman*

Teaming for Technology Program

Supervisor

Rosemary Skryp

Receptionist/Secretary

Rebecca Snow

Allocations and Planning Associate

John R. Sterlacci

Community-Building Specialist

Carol A. Thayne

First Call For Help Program Specialist

Phyllis S. Whitney

Accountant

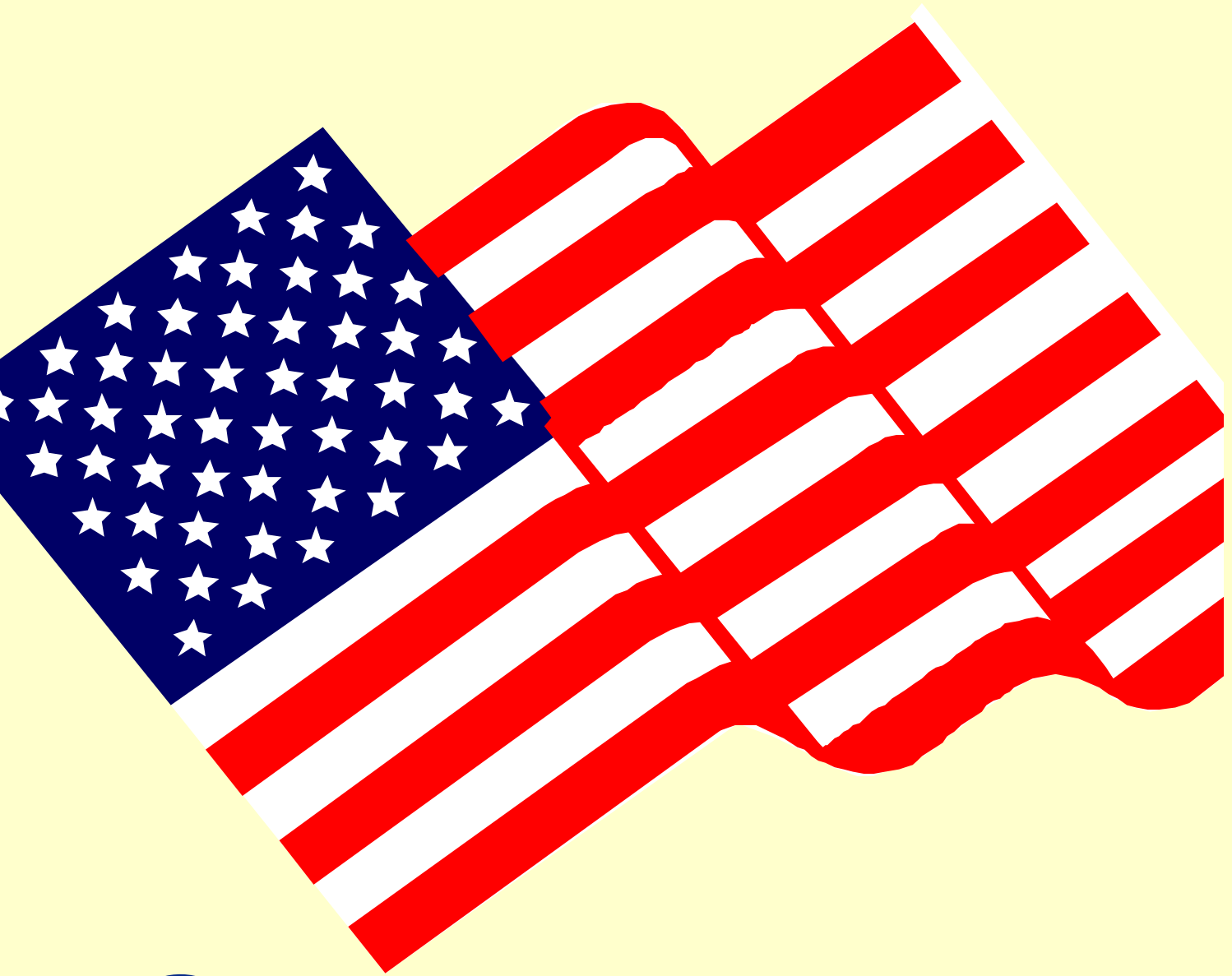
Raymond H. Yeager

Teaming for Technology Member

*resigned



Paul Miller, who donates his time to **Literacy Volunteers**, works one-on-one with Pat to help her learn to read. Like many others, Pat faked her way through school by using only verbal communication. She did not admit her illiteracy even to her daughters until they were college students. Literacy Volunteers is one of 30 United Way member agencies in Broome County.



United Way
of Broome County, Inc.

P.O. Box 550, Binghamton, NY 13902-0550
RETURN SERVICE REQUESTED

non-profit organization
U.S. postage paid
permit number 204
Binghamton, NY