CREATING OPPORTUNITIES FOR A BETTER FUTURE

2013 report to the community

United Way of Greenville County
Celebrating a Year of Impact. Creating a Cycle of Success.

United Way brings together people, businesses and organizations from across our community united by our shared desire to create a stronger community. Our goal is to make Greenville County a place where everyone has the opportunities and resources to reach their full potential.

We want to eliminate the barriers to success that affect so many, and instead, create a Cycle of Success for all. We’re building that cycle by helping children start school ready to succeed, youth graduate and achieve success after high school, and families achieve financial stability.

It takes a holistic approach. We are the whole community – nonprofits and for profits, public and private organizations, experts and everyday people – working together to realize the community’s vision of a better life for all.

We’re proud to say that in 2013, we made great progress. Last year, United Way programs and services directly touched the lives of more than 100,000 people in Greenville County, or approximately one out of every four people in our community.

In the past year, United Way has recruited over 10,500 volunteers for almost 60,000 hours of service. We raised a record $16.6 million from 37,000 donors throughout our community. We continue to strive to be good stewards of our community’s resources. We again received a clean report from our independent auditors and maintained our reserve fund.

A significant milestone in our work occurred in the spring with new changes to the program funding process. Hundreds of volunteers spent countless hours reviewing program funding applications to ensure that contributions made by our donors are strategically aligned to move more people onto the Cycle of Success.

The process ended with United Way granting funding to more than 100 local programs, including 28 programs funded for the first time. We want to personally thank all of our evaluation teams and the staff and volunteers from each of the funded partners for their hard work, patience, passion and dedication to ensuring the dollars we invest are getting the greatest results.

That’s what makes United Way’s work special. We’re harnessing this community’s collective power to tackle these big issues, and together, we’ve created the blueprints to get there. While we recognize this is long-term work, so many people in our community are working hard every day to make it happen.

As you will see throughout the pages of this report to the community, so many great things were accomplished in 2013, but there’s still a long journey ahead of us. As we’ve seen with the 20-year transformation of Greenville’s downtown into a national model for redevelopment, great progress takes time, planning, and collaboration. That’s what we’re doing at United Way and we need all of you to join us on this journey for a better community.

Thank you for living united.
Also in May, the second annual **UNITED WAY SPIRIT AWARDS** were presented to honor those companies, individuals, and nonprofit organizations who lead, support and serve our community in extraordinary ways. This year’s winners—Dr. Susan Thomson Shi, the Greenville Health System and CommunityWorks Carolina—epitomize the spirit of our United Way. Through their generosity, innovation and commitment to improving lives, they’ve made an indelible mark on our community.

**HANDS ON GREENVILLE DAY 2013** brought together more than 7,000 volunteers to complete 230 community service projects throughout Greenville County, all in one day.

**UNITED WAY 2-1-1**, an information and referral phone service that links callers to local health and human service resources, answered 19,161 calls for help.

**UNITED WAY’S ANNUAL SCHOOL TOOLS PROJECT** provided 3,000 Greenville County students with school supplies. Students and their families received free backpacks stuffed with paper, pencils, markers and binders for the new school year. The event was made possible by employees at more than 70 local companies and organizations who collected supply donations for boys and girls in kindergarten through eighth grade. Families were eligible for the free supplies if their student qualifies for Medicaid, free or reduced school lunch, or if the family receives food assistance.

During tax season, **VOLUNTEER INCOME TAX ASSISTANCE (VITA)** volunteers filed 7,674 free tax returns for low to middle income taxpayers across the Upstate. The coalition of five Upstate United Ways provided the service for individuals and families with household incomes of less than $51,000. Serving the 40 sites were 330 volunteers. This year in the Upstate, the VITA coalition generated $8.1 million in tax refunds, up from $6.5 million last year. VITA participants received $3.1 million in EITC, $239,896 in Child Tax Credit and $274,498 in Education Credit, while saving an estimated...

**VOLUNTEER ENGAGEMENT** efforts created real community impact in 2013. Volunteers drive much of United Way’s work and last year was no exception. Through United Way’s Hands On Greenville, volunteers donated nearly 60,000 hours of service to our community, helping so many of our nonprofit partners increase their capacity to serve. Thank you to all of our volunteers!

**MLK WEEK OF SERVICE** brought together 370 volunteers to complete 20 community service projects. Collectively, 1,480 hours of volunteer service were contributed.
Celebrating a Year of Impact: 2013 Highlights

**UNITED WAY INVESTMENTS IN SCHOOL READINESS** included funding and support of 13 local provider programs, child care scholarships for low-income families, advocacy efforts through the Institute for Child Success, and the Nicholtown Early Learning and Reach Out and Read programs. Nearly 13,000 people benefited from School Readiness programs and initiatives.

Also in School Readiness, BORN LEARNING UPSTATE SC launched in October. We helped bring together seven Upstate United Ways covering 10 counties to promote the importance of early learning opportunities for children, parents, and care providers across the region. With the support of United Way Young Philanthropists, bornlearningupstatesc.org was created as an online resource where parents and caregivers can access tools and tips to help them turn everyday moments into learning moments.

**UNITED WAY INVESTMENTS IN HIGH SCHOOL GRADUATION** included funding and support of 20 local provider programs, the Early Grades Reading Initiative, Early College, and BOOST, a United Way initiative working to improve the quality of out of school time programs serving our students. Nearly 5,600 students benefited from High School Graduation programs and initiatives.

Also in High School Graduation, the new MIDDLE GRADES SUCCESS AND TRANSITION team is zeroed in on the critical period of middle school and how it can help make or break a student’s chances at high school success. We had involvement in the initiative from individuals at every level: parents, teachers, support staff, administrators, and school board members: all united by our shared goal to see students succeed. In 2014 and beyond, we’ll continue to explore how United Way, our partner agencies, and the community, can better support the schools in this effort.

**UNITED WAY INVESTMENTS IN FINANCIAL STABILITY** included funding and support of 16 local provider programs, the Women’s Leadership Jobs to Careers program, AmeriCorps and Volunteer Income Tax Assistance or VITA, which last year filed more than 7,000 free tax returns for low income families. Nearly 13,000 people benefited from Financial Stability programs and initiatives.

Another great highlight on the Financial Stability front has been United Way’s involvement with the multi-partner GREENVILLE REGION WORKFORCE COLLABORATIVE, and especially its Career Skills Now program. After listening to the workforce needs of local employers, we got together with our partners and collaborators to develop this new job training course. The program is changing the lives of unemployed and low-skilled workers in our community, providing the skills they need to find good paying manufacturing jobs.

In November, under the leadership of Campaign Chair Art Seaver, United Way volunteers announced the organization’s annual COMMUNITY CAMPAIGN raised more than $16.6 million for its Greenville County programs and initiatives. The final campaign total of $16,611,591 surpassed the goal of $16.6 million set in September and established a new state record for United Way campaigns.
Providing people with the tools and support to thrive at every stage of life creates a better community for all of us.

We’re working to create a Cycle of Success, where all children start school prepared to learn and go on to graduate, well-educated graduates find good jobs and create stable homes, and children from stable homes continue the cycle because they start school on track and prepared to learn. Below are just a few examples of the impact we are achieving by working together to make our community stronger.

- **62,056** people benefited from Life Essentials strategies. Meeting basic needs like food, health care and safe shelter affect a family’s ability to create a cycle of success.

- **4,978** families increased income and saved for an education, home or retirement.

- **5,488** people were helped through training, education and social services at United Way Centers for Working Families.

- **1,858** people enrolled in employment readiness or GED courses.

- **12,932** parents and children benefited from School Readiness strategies, including parent training and high quality preschool programs.

- **24,000** children from low-income families received books and parents were encouraged to read together as a family.

- **200** out-of-school time programs are being helped to maximize resources and increase quality so the 10,000 kids they serve have the best chance at post-high school success.

- **3,798** students participated in mentoring/tutoring programs focused on keeping them on track.
Our community must work together to ensure that all children benefit from quality early care and enter school prepared for success because it lays a strong foundation for later in life. Having the right early learning experiences—at home, in preschool, and everywhere—increases every child’s chances to thrive in school, graduate from high school, find a good job and be successful in every stage of life.

STRATEGIES TO GET US THERE

- Literacy improvement opportunities for young children and families
- Parent education
- Effective therapy and education for children with developmental delays
- Available and accessible quality early child care

TOGETHER, WE’RE MAKING PROGRESS

- 12,932 people benefited from School Readiness programs and initiatives.
- 613 parents increased parenting skills or achieved their education goals.
- 632 children had access to high quality preschools.
- 376 childhood educators increased their knowledge in quality early care practices.

WHY IT’S IMPORTANT FOR OUR FUTURE

- The skills that children learn early in life have a direct impact on their later success.
- 90 percent of brain growth occurs during the first three years of a child’s life.
- Nearly 1 in 3 Greenville County children live in poverty.
- 33 percent of children under age five (95,000 children) live in single-parent households.

KEY PARTNERSHIPS IN SCHOOL READINESS

Nurse Family Partnership

A collaborative with Greenville First Steps and Greenville Health System that matches vulnerable first-time moms with nurses who ensure moms-to-be have a healthy pregnancy, become knowledgeable and responsible parents, and provide their babies with the best possible start in life. Building a relationship between mother and nurse provides the foundation for strong families and a successful future.

KEY OUTCOME: Of the 200 new parents engaged in the program, nearly 100% demonstrated knowledge of protective factors to keep babies on track developmentally. Additionally, all have set goals to achieve parenting success.

Reach Out and Read

Reach Out and Read promotes early literacy and school readiness by connecting with low-income families served by Medicaid-eligible health clinics. Every child in the program will enter kindergarten with a home library of at least 10 books, as well as parents who understand the importance of reading to their children.

KEY OUTCOME: With United Way investments, Reach Out and Read expanded to eight new clinical locations last year and provided services and books to 24,000 low-income children from birth to age five. More than 75% of families reported reading with their children at least three times per week and 60% report reading with them daily, both significantly above national statistics.
HIGH SCHOOL GRADUATION

Our community must work together to ensure that every student not only graduates, but is also prepared for post-high school success. High school graduates will have a greater opportunity to acquire the necessary skills for a strong career, advance through education, and earn enough money to provide a stable and secure future for both themselves and their families.

STRATEGIES TO GET US THERE

• Quality mentoring, tutoring and after school/summer learning opportunities
• Programs targeted at the prevention of adolescent risky behavior
• Bridging the post-secondary skills gap to ensure career opportunities for graduates

TOGETHER, WE'RE MAKING PROGRESS

• 5,595 students were served by High School Graduation programs and initiatives.
• 3,798 youth participated in mentoring/tutoring programs focused on keeping them on track toward graduation.
• 1,797 youth participated in programs focused on preventing risky behaviors.

WHY IT'S IMPORTANT FOR OUR FUTURE

• Producing more high school graduates will improve our community's economic competitiveness by reducing the costs of re-education and job training.
• Students from low-income families who don’t read proficiently by 3rd grade are 13 times more likely to drop out.
• Almost 30 percent of eighth grade students fail state standards tests for math and reading.
• One out of every four students will not graduate from high school on time.

KEY PARTNERSHIPS IN SCHOOL SUCCESS

Early Grades Reading Initiative

In conjunction with Public Education Partners, Greenville Women Giving and Greenville County Schools, United Way is investing in this effective program, which provides specialized teacher training, books and e-book libraries for high-poverty schools, and free books to take home for summer reading.

KEY OUTCOME: More than 50% of students in the 18 pilot schools in Greenville County’s Early Grades Reading Initiative maintained or increased their reading levels over the summer, keeping them on-track for the new school year.

BOOST

As a strategic initiative of United Way of Greenville County, BOOST (Building Opportunities in Out-of-School Time) helps out-of-school time programs maximize resources, increase quality, and support program staff so that Greenville County children can have the best chance at post-high school success.

KEY OUTCOME: Engagement in BOOST continues to grow, with more than 200 out-of-school time programs currently part of the program. Collectively, these programs impact more than 10,000 youth in our community.
FINANCIAL STABILITY

Our community must work together to help more people achieve financial stability because it will make our community stronger in the long run. Financially stable families can provide for basic needs like food, health care, shelter and transportation, while also saving for things like an education, a home, or retirement, that help to build a cycle of success for their children and generations to come.

STRATEGIES TO GET US THERE

- Employment skills development
- Sustainable employment and supportive services
- Integrated service delivery/multi-service centers
- Connecting financial products/services and building savings
- Financial literacy
- Affordable housing

TOGETHER, WE’RE MAKING PROGRESS

- 12,918 people benefited from Financial Stability programs and initiatives.
- 4,978 families increased income and saved for an education, home or retirement.
- 1,858 people enrolled in employment training or GED courses to increase their knowledge and skill level.

WHY IT’S IMPORTANT FOR OUR FUTURE

- A parent’s education level and income are both key contributing factors to a child’s future success.
- 20 percent of children (5,000) under the age of 5 have parents who did not graduate from high school.
- 16.6 percent of individuals lived below the poverty line in 2012.
- Over 62,000 people (14.1%) do not know when they will have their next meal.

KEY PARTNERSHIPS IN FINANCIAL STABILITY

CAREER SKILLS NOW
A Greenville Region Workforce Collaborative program that offers training, placement and coaching services that help unemployed and underemployed workers secure employment in advanced manufacturing jobs and grow these initial jobs into career pathways with family-sustaining wages. Services include counseling in financial management, career planning and other critical factors in maintaining and advancing in a career. It’s a win-win because employers get well-trained employees and employees build a more stable, secure future.

KEY OUTCOME: To date, 239 unemployed individuals have completed the training program with 179 finding jobs and beginning their careers in advanced manufacturing.

CENTERS FOR WORKING FAMILIES
United Way Centers for Working Families integrate job training and employment programs with social services and financial education, making it a one-stop place to help families on the path to financial independence. The centers are a collaboration with The Benefit Bank of South Carolina, Center for Community Services, CommunityWorks Carolina, Foothills Family Resources, Goodwill Industries, Greenville County Human Relations Commission, Greenville Literacy Association and United Ministries.

KEY OUTCOME: Since the first site opened in 2012, 5,488 individuals have received help. Additionally, 1,223 people secured jobs. Currently, there are centers located in Berea, downtown Greenville, Simpsonville and Slater-Marietta.
## 2013-2014 Community Investments

### SCHOOL READINESS INVESTMENTS

<table>
<thead>
<tr>
<th>Community Initiatives &amp; Services</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Institute for Child Success</td>
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<td>Young Philanthropists’ Born Learning</td>
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### STRATEGY: LITERACY FOR YOUNG CHILDREN AND FAMILIES

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<tr>
<th>Program</th>
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<tr>
<td>Girl Leadership Development in Grades K-5</td>
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<td>Girl Scouts of South Carolina–Mountains to Midlands</td>
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<td>Communities in Schools of Greenville County: Student Support</td>
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### STRATEGY: PARENT EDUCATION

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<td>Greenville County First Steps: Nurse-Family Partnership</td>
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<tr>
<td>Greenville Literacy Association: English as a Second Language</td>
<td>$51,000</td>
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### STRATEGY: DEVELOPMENTAL DELAYS

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<th>Program</th>
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<tr>
<td>Greenville County First Steps: Endowed Child Care Scholarships</td>
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<td>Pleasant Valley Connection: 3/4K Early Child Development</td>
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### STRATEGY: AVAILABILITY OF QUALITY EARLY CHILD CARE

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<tbody>
<tr>
<td>Greenville County First Steps: Endowed Child Care Scholarships</td>
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<td>Pleasant Valley Connection: 3/4K Early Child Development</td>
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<tr>
<td>YMCA of Greenville: Preschool</td>
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### HIGH SCHOOL GRADUATION INVESTMENTS

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<tr>
<td>LEAD Academy: Extended Learning Time</td>
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<td>Pleasant Valley Connection: After School Program</td>
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<td>The Salvation Army: Boys &amp; Girls Club</td>
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### STRATEGY: YOUTH ENGAGEMENT

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<td>Compass of Carolina: Child &amp; Adolescent Services</td>
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<td>School of America, Blue Ridge Council: Scouting</td>
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### STRATEGY: BRIDGING THE POST-SECONDARY SKILLS GAP

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<th>Program</th>
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<td>Able South Carolina: Empowering Students Program</td>
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<td>Junior Achievement of Upstate SC: Empowering Young People</td>
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### STRATEGY: PATHWAYS TO COLLEGE

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<td>Legacy Charter School: Gateway for College Success</td>
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<td>YMCA of Greenville: Teen Achievers</td>
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### FINANCIAL STABILITY INVESTMENTS

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<td>AmeriCorps/VISTA</td>
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<td>Greenville Region Workforce Collaborative: CareerSkillsNow</td>
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<td>Goodwill Industries of Upstate/Midlands SC: Greenville Region Workforce Collaborative–Advanced Manufacturing Training Program</td>
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<tr>
<td>Greenville Tech Foundation: H.O.P.E.S. (Helping Others Pursue Economic Success)</td>
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<tr>
<td>Greenville Literacy Association: Adult Basic Education</td>
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<td>Greenville Tech Foundation: SHARE: LADDER (Lifelong Advancement through Diligence, Determination and Employment Resources)</td>
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<td>United Ministries: Adult Education</td>
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<tr>
<td>United Ministries: Employment Readiness</td>
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### STRATEGY: SUSTAINABLE EMPLOYMENT AND SUPPORTIVE SERVICES

- Alston Wilkes Society: Community Services 864.282.4528  $38,500
- Urban League of the Upstate: Career Link 864.244.3862  $36,000

### STRATEGY: INTEGRATED SERVICE DELIVERY

- Center for Community Services: Integrated Service Delivery 864.967.2022  $51,000
- Foothills Family Resources: Integrated Services 864.836.1100  $40,000
- Goodwill Industries of Upstate/Midlands SC: Financial Stability Centers 864.351.0100  $90,000

### STRATEGY: CONNECTING FINANCIAL PRODUCTS/SERVICES AND BUILDING SAVINGS

- CommunityWorks Carolina: Individual Development Account (IDA) Network 864.235.6331  $60,000

### STRATEGY: FINANCIAL LITERACY

- Clearpoint Credit Counseling Solutions: Case Management Partnership for Financial Stability 800.221.2227  $20,000
- Greenville County Human Relations Commission: Building A Sound Financial Future 864.467.7095  $40,000
- Homes of Hope: Affordable Housing–Asset Development 864.269.4663  $32,000

### STRATEGY: AFFORDABLE HOUSING

- CommunityWorks Carolina: Homebuyer Assistance Program 864.235.6331  $94,000
- GAHHN (Greenville Area Interfaith Hospitality Network): Sharing Hospitality with Homeless Families 864.271.3424  $57,000

### LIFE ESSENTIALS (HEALTH) INVESTMENTS

#### STRATEGY: ACCESS TO HEALTH CARE

- AccessHealth Greenville County: Capacity Expansion Program 864.467.3193  $60,000
- Clarity: Access to Developmental Healthcare 864.331.1400  $60,000
- Compass of Carolina: Adult Counseling Services 864.467.3434  $98,800
- Family Connection of South Carolina: Project Breathe Easy 800.578.8750  $15,000
- Greenville Free Medical Clinic: Greenville Free Medical Clinic 864.232.1470  $230,000
- New Horizon Family Health Services:
  - New Horizon Family Dental Care 864.312.6001  $95,000
  - New Horizon Family Health Services:
    - Travelers Rest Pharmacy Project 864.312.6001  $23,500
    - Taylors Free Medical Clinic: Taylors Free Medical Clinic 864.244.1134  $23,500

#### STRATEGY: SUBSTANCE USE DISORDER

- The Family Effect: Healthy Living Program 864.467.3790  $25,000
- The Family Effect: Serenity Place—Success After Graduation 864.467.3790  $23,000
- The Family Effect: White Horse Academy—Success After Graduation 864.467.3790  $44,380
- FAVOR (Faces and Voices of Recovery): Greenville Recovery Support Services 864.320.2859  $25,000
- The Salvation Army: Rehabilitation 864.235.4803  $38,000

#### STRATEGY: INTERPERSONAL VIOLENCE

- Bethany Christian Services of South Carolina:
  - Safe Families for Children 864.235.2273  $15,000
  - Compass of Carolina: Family Violence Intervention 864.467.3434  $75,000
  - Julie Valentine Center: Sexual Assault and Child Abuse Recovery 864.331.0560  $175,000
- OPERA: Centro de Familia 864.244.6358  $30,000
- Pendleton Place for Children and Families: Family & Child Assessment Center 864.467.3650  $80,000
- Safe Harbor: Domestic Violence Shelter Services 864.467.1177  $30,000
- Safe Harbor: Non-Residential Domestic Violence Services 864.467.1177  $40,000

#### STRATEGY: ACCESS TO EMERGENCY ASSISTANCE

- American Red Cross, Western Carolinas Division: Disaster Relief and Preparedness 864.271.8222  $85,000
- Cancer Society of Greenville County: People in Crisis 864.232.8439  $73,000
- Foothills Family Resources: Families First 864.836.1100  $50,000
- Golden Strip Emergency Relief and Resources Agency:
  - Emergency Services 864.688.2233  $50,000
  - Greer Relief and Resources Agency: Emergency Assistance 864.848.5355  $50,000
- Harvest HOPE Food Bank: Feeding Greenville 864.281.3995  $20,000
- Loaves & Fishes: Daily Food Rescue 864.232.3595  $18,000
- Mental Health America of Greenville County: Crisis Intervention Services 864.467.3344  $122,000
- The Salvation Army: Direct Services 864.235.4803  $50,000
- The Salvation Army: Emergency Shelters 864.235.4803  $60,800
- United Ministries: Emergency Assistance/Place of Hope 864.232.6463  $50,000

#### STRATEGY: SENIOR SERVICES AND PERSONS WITH DISABILITIES

- Able South Carolina: Empowering Students Program 803.779.5121  $5,000
- Alzheimer’s Association South Carolina Chapter: Alzheimer’s Care and Support 864.250.0029  $30,000
- Compass of Carolina:
  - Representative Payee/Money Management 864.467.3434  $30,000
  - Gateway House: Psychiatric Day Program 864.242.9193  $60,000
- Greenville County Disabilities and Special Needs Board:
  - Piedmont Skills 864.679.0220  $23,500
- Greenville County Recreation District: Camp Spearhead 864.288.6470  $50,000
- Meals on Wheels of Greenville: Meals on Wheels 864.233.6565  $30,000
- Mental Health America of Greenville County:
  - Consumer Support Services 864.467.3344  $25,000
  - Senior Action: Comprehensive Services for Seniors 864.467.3660  $25,000
Each year, the United Way Spirit Awards honor companies, nonprofit organizations and community leaders in Greenville County who LIVE UNITED, working to strengthen our community through an unwavering willingness to give, advocate and volunteer. We are proud to recognize this year’s winners for all they do to make Greenville County a better place to live and work.

The corporate and community leadership awards celebrate those who are leading and creating impact around United Way’s work through volunteerism, advocacy and an outstanding record of philanthropic support.

The nonprofit leadership award recognizes a local agency or organization who, through innovation and collaboration, are achieving real, measurable results that bring the community closer to meeting United Way’s goals for long-term, sustainable community change.

**Corporate Leadership**
**Greenville Health System**

As the largest employer in Greenville County, the impact of the Greenville Health System extends far beyond its everyday mission to “heal compassionately, teach innovatively and improve constantly.” GHS’s commitment to improving the health of our community includes strong collaboration with United Way and many other local partners to develop innovative and effective solutions to Greenville County’s most pressing needs. Additionally, GHS employees demonstrate unmatched compassion and generosity through their volunteerism and personal support of United Way’s annual campaign.

**Nonprofit Leadership**
**CommunityWorks Carolina**

Originally formed out of a collaboration of United Way and community leaders focused on housing issues in Greenville County, CommunityWorks Carolina has grown to become one of the principal community partners working on financial stability initiatives. From helping low-wealth homebuyers purchase their first home to facilitating an Individual Development Account matched savings program for students and small business owners, CommunityWorks Carolina has made significant impact on the Upstate, serving more than 520 families with an estimated economic impact of more than $66 million.

**Community Leadership**
**Dr. Susan Thomson Shi**

A selfless leader and inspired visionary for Greenville County, Dr. Shi embodies the spirit of community that drives our United Way. While serving as a key community volunteer for more than 20 years, she played a central role in guiding United Way’s transition to a Community Impact organization focused on strategic and sustainable change. Dr. Shi’s special interest in education, specifically early childhood education, made a significant impact in Greenville County and led to the creation of the Institute for Child Success, a nationally recognized organization born out of her vision.
Community Campaign Highlights

- $16,611,591 raised.
- 37,316 donors contributed.
- 649 workplace campaigns.
- Workplace campaigns represented 72% of the total.
- 152 companies contributed a corporate gift representing 20% of the total.
- Retirees, medical professionals and others contributing outside the workplace represent 8% of the total.
- 26 new campaigns contributed $95,192 from employee and corporate gifts.
- Contributions from donors giving $1,000 or more represent 46% of the total campaign.
- 4,363 Palmetto Society donors contributed $7,673,808.
- Thanks to the Stathakis family of restaurants, Stax restaurants, Greenville County Recreation District, Greenville Zoo and Roper Mountain Science Center for giving generous coupons to all who pledged $250 or more.
- Special thanks to Table 301 for graciously donating gift certificates in recognition of Palmetto Society donors.
- A special thank you to Erwin Penland, for providing in-kind creative services to develop promotional materials for the 2013 campaign.
- Thanks to Michelin North America for contributing $100,000 in matching dollars for the Palmetto Society Leader’s Circle Challenge.

"Once again, the people of Greenville County have shown the empathy and incredible generosity that makes our community such a special place. Your generosity will help so many people and families every day, and make the community stronger for all of us."

THANK YOU.

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Metcalf & Atkinson
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Long Branch Baptist Church
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B’hai Faith
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Earle Street Baptist Church
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Jennifer Parker
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James Pierce
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Eva A. Price
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Laura Stout
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- Greenville Business Magazine
UNITED WAY OF GREENVILLE COUNTY  
Statement of Activities  
For the Year Ended December 31, 2013  
(with comparative totals for 2012)

### Revenues, Gains and Other Support

<table>
<thead>
<tr>
<th>Description</th>
<th>2013 Audited</th>
<th>2012 Audited</th>
</tr>
</thead>
<tbody>
<tr>
<td>Campaign results (net of uncollectibles)</td>
<td>$15,018,009</td>
<td>$15,390,320</td>
</tr>
<tr>
<td>Less: Donor designations</td>
<td>(3,441,739)</td>
<td>(2,763,121)</td>
</tr>
<tr>
<td>Endowment contributions</td>
<td>171,873</td>
<td>134,481</td>
</tr>
<tr>
<td>Capital campaign contributions</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Grants for Initiatives</td>
<td>1,639,247</td>
<td>1,333,014</td>
</tr>
<tr>
<td>Gifts in kind</td>
<td>509,106</td>
<td>454,211</td>
</tr>
<tr>
<td>Other grants and contributions</td>
<td>217,295</td>
<td>244,881</td>
</tr>
<tr>
<td>Investment income</td>
<td>107,324</td>
<td>93,841</td>
</tr>
<tr>
<td>Donor designation fees</td>
<td>296,039</td>
<td>193,266</td>
</tr>
<tr>
<td><strong>TOTAL SUPPORT/REVENUE</strong></td>
<td><strong>14,517,154</strong></td>
<td><strong>15,080,893</strong></td>
</tr>
</tbody>
</table>

### Allocations and Functional Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>2013 Audited</th>
<th>2012 Audited</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agency allocations and grants</td>
<td>8,915,663</td>
<td>8,033,282</td>
</tr>
<tr>
<td>Less: Donor designations</td>
<td>(1,056,322)</td>
<td>(922,154)</td>
</tr>
<tr>
<td>Community Initiatives</td>
<td>2,367,736</td>
<td>1,584,934</td>
</tr>
<tr>
<td>Community Services and Outreach</td>
<td>2,476,609</td>
<td>2,173,078</td>
</tr>
<tr>
<td><strong>TOTAL ALLOCATIONS AND FUNCTIONAL EXPENSES</strong></td>
<td><strong>12,703,686</strong></td>
<td><strong>10,869,140</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>2013 Audited</th>
<th>2012 Audited</th>
</tr>
</thead>
<tbody>
<tr>
<td>United Way System Supporting Services</td>
<td>2,531,418</td>
<td>2,265,308</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>15,235,104</strong></td>
<td><strong>13,134,448</strong></td>
</tr>
</tbody>
</table>

### Change in Net Assets from Operations

<table>
<thead>
<tr>
<th>Description</th>
<th>2013 Audited</th>
<th>2012 Audited</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pension benefit obligation adjustment</td>
<td>12,690</td>
<td>(71,885)</td>
</tr>
<tr>
<td>Gifts in kind</td>
<td>(509,106)</td>
<td>(454,211)</td>
</tr>
<tr>
<td>Unrealized gains (losses) on investments</td>
<td>263,002</td>
<td>236,443</td>
</tr>
<tr>
<td>Equity transfer to affiliate</td>
<td>(233,016)</td>
<td>-</td>
</tr>
<tr>
<td>Net Assets beginning of the year</td>
<td>24,397,286</td>
<td>22,740,494</td>
</tr>
<tr>
<td><strong>Net Assets end of the year</strong></td>
<td><strong>23,212,906</strong></td>
<td><strong>24,397,286</strong></td>
</tr>
</tbody>
</table>
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To provide leadership in uniting our community to improve people’s lives and build a vital, caring community.

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To be the most vital, caring community in America.
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