

LIVE UNITED™



2010-2011 Annual Report



Members of the YMCA of the North Shore Kids' Chorus at the
1st LIVE UNITED Leadership Award.

WHEN WE LIVE UNITED, WE BUILD A BETTER NORTH SHORE COMMUNITY

Table of Contents and Images from the Year

Letter from the Executive Director and Board Chairman	Page 3
Board of Directors	Page 4
Community Impact Areas	Page 5
Discretionary Grants	Page 11
Volunteer Opportunities	Page 12
Campaign Report	Page 13
Board of Directors Committees	Page 14
Lighthouse Society	Page 15
Community Friends	Page 18
Corporate Donors	Page 20
Financial Statement	Page 22



NSUW launched the first LIVE UNITED Leadership Award event in the fall of 2010. Recipient Jack Meany with Executive Director Margo Casey and Board Chairman Jack Good.



Family Community Service Project volunteers.



Over fifty representatives from NSUW partner agencies attended the NSUW Outcomes Measurement Training.



YMCA teen leader volunteers at Latitude 43 Match Madness event.

Reflections from 2010-2011

Dear Friends,

We have much to celebrate in our 2010-2011 Annual Report thanks to our North Shore community (donors, volunteers, agency staff and over 25,000 people that received services through NSUW funded programs). NSUW grants to local programs totaled close to \$900,000 with a four percent increase in donations over the prior year – truly a tribute to the generosity and commitment to LIVE UNITED on the North Shore.

As you read through our Annual Report, please note the new and innovative work of many of our community partner agencies from 8 mobile markets at The Open Door to the Adult Education program at Wellspring to Beverly Children's Learning Center's program focusing on healthy kids. We applaud the work of more than 45 programs and the careful review of them by more than 60 NSUW trained Allocations Committee volunteers.

The NSUW workplace campaigns grew last year with leadership from, among others, Gorton's, Danversbank, CPI, Sudbay Motors, Axcelis, EBSCO, and our first campaign at Rockport National Bank.

2011-12 was a year of firsts: Our First LIVE UNITED Leadership Award honored Jack Meany, the CEO of the YMCA of the North Shore. Jack embodies the NSUW commitment to youth programs, affordable housing and excellent leadership. The NSUW has supported the Y for 68 years with over \$3.2 million in grants. We rounded out the Campaign with Match Madness II at Lat 43 in Gloucester with supporters, volunteers and agency staff helping to put us over the top.

We are proud also of our very popular Family Community Service Projects that provide opportunities for families to volunteer together. All of our work is made possible because of our very supportive community, the extraordinary commitment of our Board of Directors and over 100 volunteers that work with NSUW. In addition to our three staff who work tirelessly to support all of the good works in our community.

We invite you to read about this extraordinary year and join with us in the coming year to LIVE UNITED on the North Shore, supporting your local independent NSUW.

Jack

Jack Good III
Board Chair 2010-2011

Margo

Margo Casey
Executive Director



Board of Directors and Staff

2010-2011 Board of Directors

John L. Good III, *Chair*
Seth C. Ward, *1st Vice Chair*
Richard Fitzpatrick, *2nd Vice Chair*
Mark Johnson, *3rd Vice Chair*
John Maihos, *Secretary*
Stephen J. Feron, *Treasurer*

David Baer, Esq.
Karen Carney
John F. Donovan, Jr.
William F. Dore, Jr.
Patricia Duncan
Faith D. Emerson
Kari Gunn
Kenneth Hanover
Stephen J. Jones, Jr.
Ann Noble-Kiley
Babette Loring

Victoria Macmillan
Ruth E. Pino
Judson Reis
Susan Scott Robinson
Darren Ross
Brandon M. Ruggieri, Esq.
Chris Shimkin
Peter Tarr
Margo Casey, *Executive Director*
John Sutyak, *ex officio*

To view our 2011-2012 Board,
visit us at: www.nsuw.org

For information about joining
the Board, contact Margo
Casey at mcasey@nsuw.org

Office Staff

Margo Casey, Executive Director
Barbara Kuszmar, Executive Assistant
Corinne Lippie, Project Director
Robin Trefry, Volunteer
Emma Johnson, Summer 2011 Intern

Community Impact Areas

The North Shore United Way (NSUW) funds a network of agencies and programs that collectively address critical needs within **5 Community Impact areas**:

- *Basic Needs*
- *Child and After School Care*
- *Housing*
- *Health Care*
- *Youth Substance Abuse Prevention*

In the fall of 2011, the NSUW combined these 5 areas into 3 Building Blocks:

- Youth & Child Development
- Financial Stability
- Health

It is this comprehensive approach that makes the North Shore United Way different from other local organizations. **The way we fund programs means that your donation to NSUW can address more than one critical need and, ultimately, improve conditions for all.**

NSUW GRANT PROCESS:

- ✓ Over 60 NSUW Allocations Committee Volunteers are trained and grouped into NSUW Community Impact (CI) area teams
- ✓ Site visits are conducted with each grant applicant followed by CI team hearings with agencies requesting funding
- ✓ Allocations teams make funding recommendations to NSUW Allocations Oversight Committee
- ✓ Allocations Oversight Committee proposes final awards based on funds available from Annual Campaign
- ✓ Board of Directors reviews and approves final funding to Community Partner agencies

Basic Needs

NSUW Goal: To increase access to healthy food, financial benefits and basic resources for low income families.

NSUW Allocations Committee Team for Basic Needs

Al Dichner
Alex Delis
John Donovan
Steve Feron
Pam Irwin
Paul Jermain
Scott Kornusky
Corinne Lippie
Babette Loring
John Maihos
Debbie Marcus
Jim Purdy
Jim Rich
Nicole Richon-Schoel
Scottie Robinson
Sherry Rogers
Darren Ross
Brandon Ruggieri
Don Sudbay, Jr.
Hope Wigglesworth
Margo Casey



“Mobile Market is awesome. I don’t have to worry about buying fruits and vegetables for my kids. I can get it all here. It takes a big burden off my finances.”

-Dottie Barlow,
Gloucester resident and
single mother

AGENCY GRANTS

American Red Cross, Northeast Division

\$48,000 *Disaster Assistance*

Beverly Bootstraps Community Services

\$35,000 *Outreach Services*

\$ 5,000 *Earned Income Tax Credit*

Catholic Charities North

\$51,000 *Basic Needs*

Cerebral Palsy Association

\$ 5,000 *Adult Vocational Program*

HAWC

\$30,000 *Cape Ann Outreach Program*

The Open Door

\$25,000 *Food Pantry*

\$10,000 *Meals Program*

\$15,000 *Mobile Market*

Salvation Army, Beverly

\$35,000 *Emergency Assistance*

St. Vincent de Paul, St. Mary’s

\$27,000 *Emergency & Family Assistance*

St. Vincent de Paul, St. John’s

\$12,000 *Emergency & Family Assistance*

Strongest Link AIDS Services

\$32,000 *HIV/AIDS Case Management*

Spotlight on... **Beverly Bootstraps** **Community Services**

When his family of six, including three young children, became homeless due to fire, Daniel was referred to Bootstraps by Beverly City Hall. We helped secure services and resources to rebuild their lives, including clothing for the family, as well as bedding, towels and kitchen items. The children are also receiving scholarships to attend camp this summer and new backpacks for the start of school.



Julie Murphy of Beverly Bootstraps works with Daniel.

Housing

NSUW Goal: To create more secure, stable and safe affordable housing opportunities, and to increase the personal capacity of lower-income residents to find and remain in affordable housing.

AGENCY GRANTS

North Shore Community Development Coalition

\$35,000 Affordable Housing and Community Development

Wellspring House

\$15,000 Adult Education

NSUW Allocations Committee Team for Housing

**Jack Good III
Nancy Palmer
Mary Smith
Trina Smith
Margo Casey**

Spotlight On...

North Shore Community Development Coalition

With the support of the North Shore United Way, the North Shore Community Development Coalition has been able to transform the gateway of downtown Beverly with the spring completion of a three-story, 43-unit, Platinum LEED building. Ten of these units provide housing to DMH clients, with individual housing that meets their adult needs. With the completion of Cabot Street Homes, the NSCDC moves forward in partnership with the YMCA to revitalize another historic Beverly neighborhood: Gloucester Crossing. The beginning of a two phase project in the Gloucester Crossing community has already significantly engaged and positively changed the residential area; a dramatic increase of 91% of residents now feel safe in their neighborhood. According to a longtime resident of Gloucester Crossing, "This is the most civic engagement I've ever seen in this neighborhood—and I've lived here for 20 years!"



Mickey Northcutt, Executive Director of NSCDC, and Beverly Mayor William Scanlon celebrate Cabot Street Homes' Ribbon Cutting spring 2011.

"As a result of the ALI Program I feel more confident in my abilities. Deep down I knew I was a good student, but somewhere along the way I forgot. ALI has given me the motivation to continue growing and learning."

*-Cathy A., student in
Wellspring's Adult
Learning Initiative (ALI)
Program*

Youth Development

NSUW Goal: To promote school success and foster healthy lifestyles.

NSUW Allocations Committee Team for Youth Substance Abuse Prevention

Caron Clark
Faith Emerson
Dave Flynn
Susan Hauck
Tori Macmillan
Mike Maginn
Beth Putin
Margo Casey

“The Student Assistance Program has truly helped meet the needs of many students in a very individual and beneficial manner. Ipswich High School absolutely serves the needs of its students better as a result of this program.”

-Barry Cahill, Ipswich High School Principal



Speakers at the NSUW Education Series seminar on the importance of mentors for at-risk youth.

AGENCY GRANTS

Children's Friend & Family Services

\$27,000 *Child & Family Counseling*

\$25,000 *Mentoring Program*

Heath & Education Services (HES) Student Assistance Programs

\$30,350 *Beverly High School Student Assistance*

\$34,780 *Beverly & Gloucester Middle Schools*

\$42,091 *Hamilton-Wenham & Ipswich High Schools*

\$13,039 *Manchester-Essex Middle School*

\$12,026 *Rockport Middle and High Schools*

S.A.F.E. Studio (Jeanne Geiger Crisis Center)

\$15,000 *Ipswich Adolescent-at-Risk Group and Gloucester Middle School*

Spotlight On... **Children's Friend and Family Services**

Mentoring: If it weren't for the funding we receive from NSUW, there is a good chance that Betsy would not have attended her junior or senior prom, would not have graduated high school, would not have a job and would not be able to attend college in the fall. Since meeting her mentor over a year and a half ago, Betsy finally feels confident that she will be able to meet her goal of becoming a crime scene investigator and a college graduate.

Counseling: Susan, a mother of two teenaged children, came to Children's Friend for services. The clinician quickly realized that Susan herself was suffering from severe Post Traumatic Stress Disorder symptoms and suggested that Susan begin therapy. Susan disclosed that she was in recovery from abusing alcohol (6 months in recovery), had been battered by her ex-husband and had been sexually abused over a period of many years during her childhood. The therapist suggested that Susan partake in one of their Evidence Based Treatments, Trauma Focused Cognitive Behavior Therapy (TF-CBT) in order for her to process her multiple traumas and to reinforce her sobriety. Over a period of 4 months, Susan gradually learned how to "feel" again and to express her feelings appropriately. This was a time of true self-discovery for Susan. In her words, "I am in control of my own life now."

Child and After School Care

NSUW Goal: To increase the quality of child and after school care and community programs for low income youth.

AGENCY GRANTS

Beverly Children's Learning Center

\$15,000 Happy, Healthy, Fit Kids initiative

Girl Scouts of Eastern Massachusetts

\$18,265 Girl Scouts Leadership Development Experience

Northeast Arc

\$15,000 Recreational Programs

\$ 8,000 Advocacy for People with Disabilities

\$14,000 Volunteer Support

Pathways for Children

\$20,000 School Lunch Program

\$27,000 Services to Children with Special Needs

YMCA of the North Shore

\$57,500 ACCESS-Low Income Scholarships

\$20,000 Beverly Youth Collaboration

\$ 8,500 Rockport Youth & Teen Center

\$ 8,500 Cape Ann Youth & Teen Center

Spotlight On... **YMCA of the North Shore**

After struggling with health issues, Susan had decided to return to school to become a nurse in honor of the health care professionals who had cared for her. As a single mother she found it impossible to pay for child care while attending school. Committing herself to school did not allow her to work enough hours to pay tuition for the quality of care she trusted at the YMCA. She was faced with having to pull her son out of the program. It was then that the staff at the Center told her about the financial assistance available through the Y. Thanks to the Y assistance, her son was able to continue at the Center and is growing by leaps and bounds. Susan said, "I am able to work hard and build a better future for both of us with the help of the Y."

NSUW Allocations Committee Team for Affordable Child and After School Care

**Mark Dirksen
Lucille Duval
Marissa Frerk
Peggy Hegarty-Steck
Mark Johnson
David Lawson
Bridget Murray
Brian Nelson
Ruth Price
Judson Reis
Matt Veno
Dan White
Margo Casey**



Susan and her son.

Health Care

NSUW Goal: To maximize the integration of medical, behavioral health and cultural competency in health care settings for low income people.

NSUW Allocations Committee Team for Health Care

Rosemary Costello
Melissa Dimond
Jonathan Marcus
Ginny Mazman
Julie Nelson
Peg Reny
Scottie Robinson
Chris Shimkin
Ana Stefanovich
Rich Weissman
Margo Casey

AGENCY GRANTS

Health Quarters

\$ 7,500 Cervical Cancer Screening

North Shore Health Project

\$16,000 Wellness Program

VNA Care Network & Hospice

\$50,000 Care for the Underserved

Spotlight On...

North Shore Health Project

Over two years ago, a male HCV+ client came to the Health Project with little knowledge of the disease and unable to continue to work as a car mechanic due to an auto accident that limited the use of his left arm and left him with ongoing pain. He also was in the early stages of recovery from substance abuse. Thanks to holistic treatment, and the support of NSHP case managers, this client was able to find an infectious disease doctor and currently has a good handle on his HCV and overall health; the holistic treatments led to pain relief (and less dependency on pain medication), and a case manager helped him find employment (as a personal care attendant) for income. This client recently earned his certificate for drug and alcohol counseling, and has parlayed an internship at a local homeless shelter into part-time employment directing programs at this shelter aimed at substance abuse prevention and recovery. He has transformed himself from a client just hoping to find his way into a community leader helping others.

**“My nurse is a Godsend...
I would never have made
it without these home
health services.”**

**-Jim B., patient with VNA
Care Network’s
Community-Based Care
for the Underserved
Program**

Discretionary Grants

Throughout the year, NSUW awards one-time discretionary grants for emergency needs or seed support for innovative programs. The following grants were awarded during the fiscal year July 1, 2010 - June 30, 2011.

AGENCY GRANTS

Beverly Children's Learning Center

\$ 5,000 Summer School Lunch Program

Birth to Three Family Center

\$ 5,000 North Shore Postpartum Depression Task Force

MASS 2-1-1

\$ 2,026 24/7 free information referral line

Mill Street Fire Fund

\$ 2,000 Emergency Relief

North Shore Consortium

\$ 1,500 Accessible play space for children with special needs

Salem CyberSpace

\$ 4,000 Linking Information For Employment Skill Program

Wellspring House

\$ 5,000 Homeless Prevention Fund

Discretionary Grant Committee

**Stephen Jones
Ann Noble-Kiley
Nancy Palmer
Brandon Ruggieri
Chris Shimkin
Margo Casey**

Volunteer Opportunities

Business Meets Community

The NSUW links companies and their employees seeking meaningful service opportunities with organizations that provide aid to local children and families. In 2010 we collaborated on Days of Caring with two local businesses: Gorton's in Gloucester and Axcelis in Beverly.



Gorton's employees at Pathways for Children.



Axcelis runs a collection for Beverly Children's Learning Center.

Grant Review

Our Allocations Committee is a group of dedicated volunteers who provide valuable input into the process of determining agency grants each year.

Family Community Service Project

The Family Community Service Project provides opportunities for parents to volunteer together with their children for short-term projects organized by the North Shore United Way. Between fall 2010 and spring 2011 volunteers worked at Gloucester's Open Door Food Pantry, sorted holiday food donations for Beverly Bootstraps, and did a yard clean-up with Northeast Arc.



Painting soup bowls at The Open Door.



Volunteers at Beverly Bootstraps.



Families at the Northeast Arc clean-up.

2010-2011 Campaign Report

Total Raised ~ \$1,214,637

CAMPAIGN LEADERSHIP

Peter Tarr and Gail Nelson, Honorary Chairs

Lighthouse Committee

Mark W. Johnson, Chair
Susan Barry, John F. Donovan, Jr.,
William F. Dore, Jr., Richard Fitzpatrick,
John L. Good III, Tori Macmillan,
R.T. Paine Metcalf, Ann Noble-Kiley,
Peter R. Townsend
Caleb Loring III (Member Emeritus)
Binkley C. Shorts (Member Emeritus)
Gilbert L. Steward (Member Emeritus)

Community Chairs

Ruth E. Pino, Campaign Chair
Mark Dirksen, Beverly
Laurie Lufkin, Essex
Ruth E. Pino, Gloucester
John and Shelly Shuka, Hamilton
Nat Clapp, Ipswich
Cynthia Funchion, Manchester
Diana Brown McCloy, Rockport
Diane and Rich Jones, Wenham

Fundraising Area	Amount Raised
Beverly	\$326,468
Essex	\$23,390
Gloucester	\$120,502
Hamilton	\$81,000
Ipswich	\$96,393
Manchester	\$142,791
Rockport	\$32,052
Wenham	\$84,800
Special Accounts*	\$288,465
Events	\$18,775

* *Special Accounts include United Ways of New England, Grants, State & Federal Employee Campaigns and Out of Area Donor Designations.*

Board of Directors

Committees

EXECUTIVE COMMITTEE

John L. Good III, Chair
Stephen J. Feron
Richard Fitzpatrick
Mark W. Johnson
John Maihos
Seth C. Ward
Margo Casey (ex-officio)

INVESTMENT COMMITTEE

Seth C. Ward, Chair
Stephen J. Feron
Peter A. Hersee
Caleb Loring III
Chet Shuman
Maureen Trefry
Margo Casey (ex-officio)
Lisa Austin (ex-officio)

ALLOCATIONS OVERSIGHT COMMITTEE

Scottie Robinson, Chair
Faith Emerson
Richard Fitzpatrick
John L. Good III
Brandon Ruggieri
Margo Casey (ex-officio)

ALLOCATIONS COMMITTEE

Scottie Robinson, Chair
(See Community Impact Areas for complete list)

NOMINATING COMMITTEE

Seth C. Ward, Chair
John F. Donovan, Jr.
Stephen Feron
Richard Fitzpatrick
Mark W. Johnson
Margo Casey (ex-officio)

DISCRETIONARY GRANT COMMITTEE

Ann Noble-Kiley, Chair
Steve Jones
Nancy Palmer
Brandon Ruggieri
Chris Shimkin
Margo Casey (ex-officio)

MARKETING COMMITTEE

Karen Carney
Patricia Duncan
Judson Reis
Corinne Lippie
Darren Ross
Margo Casey (ex-officio)

MATCH MADNESS II COMMITTEE

David Baer
Karen Carney
John Donovan
William F. Dore, Jr.
John L. Good III
Barbara Kuszmar
Corinne Lippie
Tori Macmillan
John Sutyak
Margo Casey (ex-officio)

RESEARCH COMMITTEE

Richard Fitzpatrick, Chair
Faith Emerson
Ann Noble-Kiley
Scottie Robinson
Chris Shimkin
Margo Casey (ex-officio)

AUDIT COMMITTEE

Seth C. Ward, Chair
Stephen J. Feron
Ann Noble-Kiley
Margo Casey (ex-officio)

Thank you to our donors!

Leadership Giving Lighthouse Society

The Lighthouse Committee

Mark W. Johnson, Chair

Susan Barry

John F. Donovan, Jr.

William F. Dore, Jr.

Richard Fitzpatrick

John L. Good III

Ann Noble-Kiley

Tori Macmillan

R.T. Paine Metcalf

Peter R. Townsend

Caleb Loring III (Member Emeritus)

Binkley C. Shorts (Member Emeritus)

Gilbert L. Steward (Member Emeritus)

The Lighthouse Society is a recognition program for our most generous philanthropic donors who make significant contributions at the \$1,000 level and above to the annual campaign of the North Shore United Way.

The Tocqueville Society

Within the Lighthouse Society, the Tocqueville Society was created in honor of Alexis de Tocqueville to recognize his admiration for the spirit of voluntary association and voluntary effort for the common good. The Tocqueville Society is a national program which recognizes individuals giving at the \$10,000 level and above who demonstrate outstanding philanthropic leadership.

2010/2011 Tocqueville Donors

Mr. & Mrs. William Devereaux

Mr. & Mrs. Steven B. Dodge

Mr. Caleb Loring, Jr.

Mr. & Mrs. Campbell Steward

Mr. Leslie S. Ray

Mr. & Mrs. Binkley C. Shorts

Mr. & Mrs. Joseph F. Trustey

Peter Tarr & Gail Nelson

Mr. & Mrs. Ernst von Metzsch

Mr. & Mrs. Robert R. Gould

Mr. & Mrs. A. Heaton Robertson

Mr. & Mrs. Hollis French III

Mr. & Mrs. Gilbert L. Steward Jr.

Mr. Elvind G. Lange & Ms. Mary G. Puma

Thatcher's Island Twin Lighthouses

\$5,000 to \$9,999

Mr. & Mrs. Thomas Johnson	Mr. & Mrs. James V. Nyce
Mr. & Mrs. Jonathan M. Payson	Judson & Lisa Reis
Mr. & Mrs. Michael P. Duffield	Mr. & Mrs. William Shields
Mr. & Mrs. Seth C. Ward	Mr. & Mrs. Donald E. August
Mr. & Mrs. David Baer	Mrs. Reginald Foster III
Mr. & Mrs. Bartlett R. Geer	Mr. & Mrs. E. Miles Herter
Mr. & Mrs. Garlan Morse	Mr. & Mrs. Henry H. Porter, Jr.
Mr. & Mrs. Gerard Townsend	Mr. & Mrs. Mark W. Johnson
Mr. Wilhelm Merck	Joanne Holbrook Patton
Mr. & Mrs. Chester A. Shuman	Mr. & Mrs. Richard J. Makin, Jr.
Mr. & Mrs. Francis J. McNamara III	Mr. & Mrs. J. Linzee Coolidge
Mr. & Mrs. Allan H. Cohen	Mr. & Mrs. Robert Crandall
Mr. Kenneth Hanover	

Hospital Point Light

\$2,500 to \$4,999

Mr. & Mrs. Richard J. Broderick	Mr. & Mrs. James D. Dawson
Mr. & Mrs. R. T. Paine Metcalf	Mr. & Mrs. James S. Ansara
Mr. & Mrs. Edward G. Anderson	Mr. David Weber
Mr. Arthur N. Ryan	Mr. Peter P. Twining
Mr. & Mrs. Derek Heaslip	Mr. & Mrs. Henry W. Cook
Mr. & Mrs. Albert Creighton, Jr.	Mr. & Mrs. Albert Creighton III
Mr. & Mrs. William F. Dore, Jr.	Mr. Terrence P. Kennedy
Mr. & Mrs. James P. Macmillan	Mr. & Mrs. W. McConnell III
Mr. & Mrs. Peter W. Robbins	Mr. & Mrs. Ronald L. Skates
Tim & Joanie Ingraham	Mr. & Mrs. Caleb Loring III
Mr. & Mrs. Peter B. Loring	Mrs. Elana Brink
Dr. & Mrs. Richard J. Fitzpatrick	Mr. & Mrs. John W. Thompson II

Annisquam Harbor Light

\$1,000 to \$2,499

Mr. & Mrs. Carl Anderson	Mr. Steven C. Carhart &
Mr. & Mrs. Thomas B. Anthony	Ms. Martha C. Farmer
Mr. & Mrs. David Arnold, Jr.	Mr. & Mrs. Nathaniel Clapp
Mr. Gordon Baird, Jr. &	Mr. & Mrs. Harold W. Cogger
Ms. Joeann Harte	Atty. & Mrs. John D. Colucci
Mr. & Mrs. Kevin Barry	Mr. & Mrs. Wendel W. Cook
Mr. Stephen G. Bassett	Christopher H. & Bonnie G.
Mr. & Mrs. Quincy Bent	Covington
Mr. Michael Berry	Mr. & Mrs. Gregory Crockett
Mr. & Mrs. Thomas Bishop	Mrs. Haines Danforth
Mr. & Mrs. John M. Bradley	Mr. & Mrs. David de Sieyes
Mr. & Mrs. Roger Brand	Mr. & Mrs. Craig H. Deery
Mr. Kevin J. Brewer	Mr. & Mrs. Frank S. Deland III
Mr. & Mrs. Robert E. Brooker, Jr.	Mr. & Mrs. Edward DeRoche
Dr. Joan E. Brooks &	Mr. & Mrs. Brian Ditchek
Dr. James I. Garrells	Mr. & Mrs. John F. Donovan, Jr.
Ms. Dorothy A. Brown	Neiland & Priscilla Douglas
Ms. Martha F. Brown	Mr. & Mrs. Thomas Duff
Mrs. Eustace Buchanan	Brian & Patricia Duncan
Mr. & Mrs. Samuel Cabot III	Mr. & Mrs. Steven R. Dunstan

Annisquam Harbor Light

(Continued)

Mr. William D. Duryea II
Mr. & Mrs. Robert W. Emmons, Jr.
Ms. Lynette Fallon
Mr. Marvin Farley
Mr. & Mrs. Charles Favazzo
Mr. & Mrs. Stephen J. Feron IV
Mr. & Mrs. Donat A. Fournier
Mrs. Linda Frieze
Mr. & Mrs. Joseph Gal
Mr. Justin E. Gale
Mr. & Mrs. Benjamin H. Gannett
Mr. Mark Glovsky & Ms. Livia Cowan
Mr. & Mrs. Alexander S. Glovsky
Mr. & Mrs. John Glovsky
Mr. & Mrs. John Good III
Mr. & Mrs. Richard R. Gourdeau
Mr. & Mrs. Henry Haight IV
Mr. & Mrs. Joseph W. Haley
Peter & Susan Hersee
Mr. & Mrs. Galen Ho
Mr. & Mrs. Arthur C. Hodges
Mr. & Mrs. Thomas C. Hooper
Mr. & Mrs. William F. Howard
Mr. & Mrs. Robert W. Irwin
Mr. & Mrs. Harold Jones
Mr. & Mrs. Gary R. Kaneb
Dr. Tasso Kaper
Mr. & Mrs. Stephen G. Kasnet
Mr. & Mrs. William J. Kneisel
Mr. & Mrs. Robert M. Knowles
Mr. & Mrs. William T. Kozak, Jr.
Dr. & Mrs. Edward E. Krukonis
Dr. Catherine Lastavica
John Lechner IV & Mary Higgins
Dr. & Mrs. John S. Ledbetter
Donald J. Lynch
Mr. & Mrs. G. Fred Lyon
Mr. & Mrs. Michael Maginn
Mr. Robert J. Mahoney
Mr. John J. Maihos
Mr. & Mrs. A. Walker Martin
Mrs. Constance Mason
Mr. & Mrs. Andrew T. Mauck
Ms. Christine McCabe
Mr. Thomas J. McBryan III
Mr. & Mrs. J. Nelson McLean
Mr. & Mrs. Pete Michaels
Mr. & Mrs. Richard Mooney
Mr. & Mrs. Hewitt Morgan
Mr. & Mrs. Frederick Moseley IV
Mr. & Mrs. Joseph Mueller
Ann Mulry Shaw
Mr. & Mrs. Jeffrey S. Murphy
Mr. & Mrs. Kenneth J. Novack
Mr. Richard O'Dwyer
Mr. & Mrs. Ford O'Neil
Mr. & Mrs. Richard Olney III
Mr. & Mrs. Joseph Palmer
Mr. & Mrs. Alexis Pappas
Barrett and Lydia Petty
Mrs. Sydney W. Phillips
Mr. Anthony Picano
Mr. & Mrs. Robert P. Pitts
Mr. & Mrs. George Putnam
Mr. George Putnam III
Mr. Charles Raymond
Mrs. Diana Richardson
Mr. W. Michael Rieker
Mr. Mark Rizza
Bill & Scottie Robinson
Mr. Denis A. Robitaille
Mr. William Rogers
Mr. & Mrs. Edward S. Rowland
Mr. & Mrs. Walter Schreuer
Mr. & Mrs. David W. Scudder
Mrs. Barbara Sears
Mr. & Mrs. John R. Serafini, Jr.
Mr. & Mrs. Keith C. Shaughnessy
Mr. Chris Shimkin
Mrs. Teresa Silverman
Mr. & Mrs. James Smeallie
Mrs. Clark R. Smith
Ms. Mary L. Smith
Mr. & Mrs. Richard W. Southgate
Mr. & Mrs. George Stairs
Mr. Lee Strauss
Mr. & Mrs. Donald Sudbay, Jr.
Mr. & Mrs. John Sutyak
Mr. & Mrs. Carl V. Swanson
Mr. Richard Thorndike III
Mr. Peter R. Townsend
Mr. Michael B. Uretsky
Mr. William van Faasen
Mrs. Gordon Vawter
Mr. & Mrs. Oliver F. Wadsworth
Mr. John C. Walsh
Mr. & Mrs. Bill & Maureen Weihs
Mr. Paul Whalen
Hope W. Wigglesworth
Mr. Duncan Wilkinson
Mr. & Mrs. John F. Winchester
Anonymous

“The North Shore United Way does such great work and I am truly proud and feel fortunate to be able to help.”

-Richard Mooney, Donor

Community Friends

\$100 to \$999

Dr. Robert Ackerman
Mr. Larry Albert
Mr. Amory A. Aldrich, Jr.
Mr. & Mrs. Herbert K. Allard
Mr. Ronald L. Alpert
Mr. & Mrs. Sanford Anstey
Timothy & Lauren Averill
Mr. & Mrs. Duncan Ballantyne
Mr. & Mrs. Devereux Barker III
Mr. & Mrs. Jeffrey Barlow
Dr. & Mrs. Bryant Barnard
Mr. & Mrs. Dennis Barous
Dr. & Mrs. Stephen A. Barrand
Mr. & Mrs. J. Martin Benchoff, Jr.
Mr. & Mrs. Leo F. Berman
Mr. & Mrs. David A. Bernard
Mrs. Benjamin D. Beyea
Mr. & Mrs. Scott Beyer
Mr. & Mrs. Ted Bidwell
Mrs. Charles S. Bird III
Mr. & Mrs. Bailey J. Bishop, Jr.
Ms. Susan Bjork
John & Cynthia Bjorlie
Mr. & Mrs. George Blagden
Mr. & Mrs. Dana Blake
Mr. Robert Bonazoli
Mr. and Mrs. Donald Bowen
Patty Brennan & Joe Demeo
Mr. Mark Brislin
Thomas Brown & Mimi Batchelder-Brown
Mrs. Kristine Brown
Dr. Richard E. Brown
Mr. Shepard Brown
Mr. & Mrs. Timothy L. Bruno
Ms. Marie P. Buckley & Mr. Charles F. Goodrich
Mr. & Mrs. Erich C. Buddenhagen
David Burbridge & Ruth Price
Thomas Burger & Andree Robert
Mr. David Burke
Virginia Burke
Mr. & Mrs. John E. Burns
Mr. & Mrs. Gary Bush
Mr. & Mrs. John L. Cabot
Edward & Elizabeth Cahill
Dr. T. Curtis Campbell
Mr. & Mrs. William Canty
Dr. & Mrs. Frank S. Carbone
Karen & Kevin Carney
Anne Babson Carter
Mr. and Mrs. James Caulkett
Mr. Philip Chalmers
Mr. Everett E. Chapman
Mr. & Mrs. Gregory L. Chin
Mr. Forrester Clark Jr.
Caron Clark
Mrs. Leigh Clark
Martha E. Clark
Dr. & Mrs. Walter B. Clayton
Dr. & Mrs. Francis X. Cleary
Mr. & Mrs. Samuel Cleaves
Mrs. Frances H. Colburn
Mr. & Mrs. Herbert F. Collins
Mr. & Mrs. Ferdinand Colloredo-Mansfeld
Mrs. James D. Colt
Ms. Marilyn J. Comb
Ms. Loretta Coombs
Mr. & Mrs. Dwight B. Corning
Mr. & Mrs. W. Pearce Coues
Mr. Arnold B. Cowan
Mr. Peter Creighton
Mr. Chris Cullen
Mr. Timothy A. Cunningham
James Davies
Mr. & Mrs. Nicholas de Sherbinin
Mr. & Mrs. David Dearborn
Mr. & Mrs. Hughes Delaforcade
Ms. Melissa A. Dimond
Mr. Mark C. Dirksen
A. Winslow Dodge
Mr. & Mrs. John J. Donnelly
Rev. & Mrs. Michael Duda
Mr. Charles M. Duval
Mr. & Mrs. Michael Dyer
Dr. & Mrs. Paul Earl
William Eaton II
Mr. & Mrs. Wesley H. Eaton
Edwin E. Eckl
Steven & Robin Ellis
Christopher & Faith Emerson
Mr. John Ennis
Mrs. William R. Eppel
Ms. Adele G. Ervin
Mr. Hans H. Estin
Ms. Diane Faissler
Mr. & Mrs. Jamie Fay
Mr. & Mrs. Conway Felton III
Mr. & Mrs. Alexander A. Felton
Mrs. Cornelius Felton
Mr. & Mrs. Jeffrey Filmore
Mr. John Finn
Ms. Nina Fletcher
Richard J. Forsley
Liz Fragola & Nicholas Senzamici
Mrs. John Frangos
Mr. & Mrs. Hollis French
Marion M. Frost
Mr. Michael J. Furnari
Mr. & Mrs. David Gaffney
Mr. & Mrs. Adolfo R. Garcia
Mr. & Mrs. Charles W. Gardiner
Mr. & Mrs. John L. Gardner
Mrs. Lucile Gatchell
Dr. Jonas Gavelis & Ms. Bonnie Sylvester
Mrs. Joel Gibbs
Mr. & Mrs. Ernest Godshalk III
Ms. Susan Grasso
Mr. Daniel S. Greenbaum
Mrs. Raymond C. Grein
Mr. & Mrs. Paul R. Gudonis
Dr. & Mrs. John M. Gurley
Mr. & Mrs. L. Carl Gustin
Mr. & Mrs. Denison M. Hall
Ms. Trudy Hall
Bonnie & Michael Hammerl
Mr. & Mrs. James B. Harris
Mr. & Mrs. Richard Harte, Jr.
Mr. & Mrs. Whitney Hatch
Mr. & Mrs. Richard Hayes
John D. Heinzmann
Donald F. Herdeg
Dr. & Mrs. James S. Hewson
Sheila P. Hill
Mr. Jonathan B. Hodges
Ken & Ruth Hohensee
Caroline Hovey
Mr. & Mrs. George E. Howe
Eleanor M. Hoy
Mr. & Mrs. L. Scott Hughes
Mr. & Mrs. Robert Hughes
Ms. Mary G. Hull
Mr. & Mrs. Richard S. Humphrey, Jr.
Mr. & Mrs. John Huss
Mr. & Mrs. Daniel Irvin
Mrs. Elsie Jacobson
Mr. & Mrs. William Jaques
Mr. Robert U. Johnson
Mr. & Mrs. Stephen Jones, Jr.
Mr. & Mrs. Richard Jones
Mr. & Mrs. Mark Kagan
Dr. Albert A. Kalustian
Mr. & Mrs. Jeffrey Kaneb
Frederick Kauders
Georgina & Neal Keefe-Feldman
Robert W. Kelley
Mr. & Mrs. William E. Kelley
Mr. Paul Kenerson & Ms. Elaine Abry
Mrs. Elizabeth King
Mr. Gerhart Klein

Community Friends

\$100 to \$999 (continued)

Mr. & Mrs. Bernard Koechlin
John & Phyllis Krenn
Frederick Kuemmerle
Mr. & Mrs. Miles A. Kulukundis
Mr. & Mrs. Henry G. Lapham
Mr. & Mrs. Thomas M. Lattof
Mary Lee Leggett
Mr. & Mrs. Russ Liddle
Dr. & Mrs. Charles Lieberman
Mr. & Mrs. Paul D. Littlefield
Mr. George C. Lodge
Mr. & Mrs. Henry S. Lodge
Ms. Rosemary Loring
William C. & Agnes L. Loring, Sr.
Mrs. Joseph Lovejoy
Mrs. John A. Lynch
Mrs. Maureen Maier
Mr. & Mrs. Jacek Makowski
Mr. & Mrs. William T. Maloney
Wendell & Gloria T. Mason
Ginny Mazman
Diana McCloy
Mr. & Mrs. Gardner V. McCormick
Dr. & Mrs. W. Scott McDougal
Priscilla McKinnon
Mr. & Mrs. Robert McLane
Moirra McLaughlin
Edward McMillan
Mrs. Kenneth B. McMullen
Mr. & Mrs. John McWane
Mr. & Mrs. John Meers
Ms. Kathleen Mills
Mr. Quinn Mills
Mrs. Marcia Molay
Leslie Moore
Mr. & Mrs. Carl Moores
Mr. & Mrs. Keith P. Moores
Martha Morgan & Dan Ottenheimer
Ms. Wendy Morgan
Mr. Benjamin B. Morrill
Mr. & Mrs. Everett Morss
Mr. & Mrs. Charles A. Morss, Jr.
Ms. Christine Morton
Mr. & Mrs. Frederick S. Moseley III
Mr. & Mrs. Peter Murley
Doris & Neal Murphy
Pam & Alan Murray
Mr. Joseph R. Nardone
Mr. Robert W. Nason
Mr. & Mrs. William Nelson
Mr. Abraham Newman
Carol T. Noble
Ann Noble-Kiley

Mr. Richard Norton
Mr. & Mrs. Arthur J. Oberheim
John Olsen
Richard B. Osgood
Mrs. Richard Ostberg
Samuel A. Otis
Charles J. Palmer
Mr. & Mrs. Stephen Parson
Mr. & Mrs. Herman Patrican, Jr.
Ms. Susan Patrick
Mr. Anthony Pearson
Ms. Jennifer Pearson
Mr. & Mrs. Paul F. Perkins Jr.
Katherine Pessin
Mr. & Mrs. John Petrou
Mr. & Mrs. Peter Philip
Mr. & Mrs. David O. Phippen
Mr. & Mrs. Henry P. Phippen
Ms. Joanna L. Phippen
Mr. & Mrs. Richard D. Phippen
Mr. & Mrs. John Pia
Mr. & Mrs. John Pingree
Mr. & Mrs. Richard B. Pino
Mr. Morley L. Piper
Kathy & Sunil Prasad
Mr. & Mrs. Robert L. Prichard
Mrs. Susan Emerson Prudden
Dr. Ronald C. Pruett
Lawrence J. Pszenny
Mr. & Mrs. James Q. Purdy
Mr. & Mrs. David Ray
Mr. & Mrs. Edmund Reinhalter
Margaret Reny
Lily Rice
Mr. & Mrs. Paul Robichau
Timothy & Lisa Robinson
Mr. & Mrs. Melvin Rosenblatt
Mr. & Mrs. Darren Ross
Mr. & Mrs. James Ruane
Atty. & Mrs. Brandon Ruggieri
Mr. William Safrin
Mr. Anthony B. Sandoe
Mr. & Mrs. William F. Scanlon, Jr.
Mr. & Mrs. Darvin Schanley
Betty Seagrave
Barry Jay Seltser
Karen & Alan Shah
Mr. & Mrs. Arthur J. Sheehan
Mr. & Mrs. John Shuka
Mr. & Mrs. Thomas H. Simmonds, Jr.
Wes Slate & Georgia Bills
Mr. & Mrs. Bradley W. Small
Derek A. Smith

Mr. & Mrs. Lawrence M. Smith
Mrs. Walter Smith
Dr. & Mrs. Carl A. Soderland
Mr. Armand Soucy
Mrs. Chris Soulios
Mr. & Mrs. John Sparks
Mr. Norman Spector
Mr. & Mrs. Vincent St. Onge
Mr. Edward Stabler
Mr. & Mrs. David Standley
Mr. & Mrs. Joseph Stanislaw
Rob Steck & Peggy Hegarty-Steck
Mr. John P. Stevens III
Charles M. Storey
Mr. & Mrs. Ian Strachan
Mrs. Henry Streeter
Steven Strumph
Mr. & Mrs. Donald E. Sudbay, Sr.
Mr. & Mrs. Thomas Tanous
Eleanor Thompson
John C. Thomson
Mr. & Mrs. Frederick Thorne
Mr. Michael John Clavering Tobb
Mrs. George Tozer
Samuel Vaughan
Mrs. Stephen Vernon
Alan L. Visnick
Mr. & Mrs. Ralph Vogel
Bruce & Deborah Gardner Walker
Mr. & Mrs. Thomas S. Walker
Mr. & Mrs. Stephen H. Warhover
Mr. & Mrs. William Wasserman
Robert K. Weatherall
Mrs. Arthur D. Weekes III
Paul Weinberg
Mr. & Mrs. Christopher Weld
Mr. & Mrs. Mark Weld
Ms. Deborah J. Wender
Ms. Edward Werner
Leo J. White
Mr. Benjamin J. Williams
Mr. & Mrs. Richard Wilson
Mr. James M. Winter
Mr. & Mrs. Frederic Winthrop
Joan Witte
Mr. & Mrs. Oliver Wolcott Jr.
Mrs. Fraley D. Wright
Mr. Lee Yaffa
Anonymous

Corporate and Employee Donors

The North Shore United Way thanks our Corporate and Employee donors who made major investments in our home communities. Your support is greatly appreciated.

CHAIRMAN'S CIRCLE

(Gifts of \$10,000 or more)

Axcelis Technologies Employees
CFC Federal Employees
Danversbank
Danversbank Employees
EBSCO Publishing
EBSCO Publishing Employees
Fisher & Fuel Society
Gorton's of Gloucester
Gorton's Employees
Northeast Hospital Corporation
Oak Foundation

PLATINUM PILLAR

(Gifts of \$5,000 or more)

COMECC State Employees
Communications & Power Industries Employees
Eastern Bank Charitable Foundation
Nancy A. Millet Fund
Sudbay Motors
Sudbay Motors Employees
Varian Semiconductor Equipment Employees

GOLD PILLAR

(Gifts of \$2,500 or more)

Beverly Cooperative Bank
Beverly Cooperative Bank Employees
CSL International
Cummings Foundation
Northeast Arc Employees
Rockport National Bank Employees
Salem Five Charitable Foundation
TD Bank Employees

SILVER PILLAR

(Gifts of \$1,000 or more)

Appleby & Wyman Insurance Agency
Beverly Mother's Club
Beverly Municipal Employees
Beverly Rotary Club
Cape Ann Savings Bank
Comcast Foundation
Endicott College Employees
Holyoke Insurance
Latitude 43
Leslie S. Ray Insurance Agency, Inc.
Northeast Behavioral Health Employees
North Shore 104.9 FM Employees
North Shore United Way Employees
The Open Door Employees
Pathways for Children Employees
Rotary Club of Gloucester
Sterling Insurance Agency, Inc.
Suez LNG NA LLC
TD Bank
Varian Semiconductor Equipment
Weir Valves and Controls Employees
Weir Valves and Controls
YMCA of the North Shore Employees

BRONZE PILLAR

(Gifts of \$500 or more)

American Express Employees
Beverly Bootstraps Community Services Employees
Beverly School System Employees
Catholic Charities North Employees
Comcast Employees
HAWC Employees
Marcus Financial Advisors Employees
Microsoft Employees
North Shore 104.9 FM
United Health Group Employees
Wells Fargo Employees

FRIENDS

(Gifts of \$100 or more)

Abbot Fund Employees
Agilent Technologies Employees
American Red Cross Employees
A.P. Marcorelle Co., Inc.
Casa de Moda
C.B. Fisk, Inc.
Children's Friend & Family Services Employees
Constellation Energy Group Employees
Corliss Brothers, Inc.
Dick & June's, Inc.
Geoffrey H. Richon Co.
Girl Scouts of Eastern Massachusetts Employees
Gloucester Municipal Employees
Gold Coast Mortgage
Granite Savings Bank
Hamilton Shopping Center
Ipswich Ford
Mr. Mark C. Dirksen
Mulry Realty Trust
North Shore Health Project Employees
Quality Carpentry & Remodeling
Rotary Club of Rockport
Shore Country Day School Student Fundraiser
Strongest Link AIDS Services Employees
UBS Financial Services Employees

United Ways of New England companies and their employees donated more than

\$140,000 to the NSUW. They include:

AT&T
Bank of America
BJ's Wholesale
The Boston Globe
Comcast
FM Global
The Gillette Company
Harvard Pilgrim Health
Harvard Vanguard
Hewlett Packard
H.P. Hood
IBM Corporation
Liberty Mutual
Macy's
Osram Sylvania
Raytheon
Shaw's Supermarket
Sovereign Bank
The Stop & Shop Companies
Thermo Fisher
UPS North New England
Verizon

The North Shore United Way thanks all of its donors at every level. We appreciate and recognize the corporate and employee donors listed above for taking leadership roles in the community by making significant investments in NSUW for a better tomorrow.

A special "Thank You" to our donors who work outside our service area and designate their gifts back to their local North Shore United Way.



Margo Casey receives a check from the Bank of America Charitable Foundation.

Financial Statement

*Financial Statement
for the
2010-2011 Campaign*
(Audited Financial Statement)

2010-11 Campaign Contributions	\$ 1,220,617	
Less: Collection Loss	<u>(21,341)</u>	\$1,199,276
Endowment Income		131,728
Fund Raising Expenses		<u>144,424</u>
Net Revenues		\$ 1,186,580
Member Agency Allocations	\$ 853,632	
Discretionary Grants	25,426	
Community Service Expenses	102,399	
Management and Administration Expenses	61,096	
United Way Worldwide Dues	<u>10,005</u>	<u>1,052,558</u>
Net Income		\$ 134,022

ENDOWMENT FUND BALANCES
(As of June 30, 2011)

NSUW Endowment Fund	\$ 757,494
Smith Family Foundation	<u>116,153</u>
	\$ 873,647

A copy of the 2011 Audit, prepared by Bernard, Johnson & Co.,
is available at www.nsuw.org

North Shore United Way
248 Cabot Street ~ Beverly, MA 01915
Tel. (978) 922-3966, (978) 281-1485 ~ Fax (978) 922-0611
Email : nsuw@nsuw.org Web: www.nsuw.org

