



# 2009 - 2010 Annual Report

**LIVE UNITED™**

# Chairman's Message

Although the past year continued to present a tumultuous economic scenario for our country, our state and our local communities, we were able to rally all those who understand the true need this situation creates. For the North Shore United Way (NSUW), our local United Way, it turned out to be a strong campaign eclipsing last years' raise, reaching a total of over \$1.16 million dollars. But the campaign was not the only accomplishment for the NSUW this year. Through the hard work of our Executive Director, Margo Casey, and her able team (Barbara, Corinne and Gin), the organization made extraordinary strides in a number of areas.

The NSUW continued to improve its allocation procedure. Through the painstaking work of over 50 community volunteers working on allocating your donations, an evolving diligence and review process ensures that every dollar allocated is maximized in programs that are well planned, deliver critical services, and provide measureable results.

This methodology will continue to evolve this year through the development of an even further defined measured outcome process. Spurred by our volunteer driven Research Committee, the NSUW refined its outcome process and held an Outcomes Training workshop in June for our Community Partner agencies. The training was met with a resounding positive response.

A brand new and exciting program was cultivated by new NSUW employee, Corinne Lippie. The Family Community Service Project, a program offering half day volunteer opportunities for families, has been met with excitement. See the NSUW website [www.nsuw.org](http://www.nsuw.org) for fall opportunities. What a great way to teach our children about our personal commitments to helping those in need; in a way that is meaningful and memorable to the participants.

Perhaps the biggest undertaking for the organization this past year was our "Match Madness" campaign that ran through the month of March. The campaign was built around the concept of a one to one match of every dollar donated during the campaign. It was incredibly successful, reaching our goal of \$100,000 donated and matched. We look forward to a similar program this year with even more new events and activities to both promote and provide more reasons than ever to donate to the NSUW. A very special thank you goes out to all of the very, very generous donors who gave, in many cases twice during a single campaign season, to create the match pool. Without their help and dedication we would not have been able to make this event a reality and resounding success.

On behalf of all of us associated with the NSUW, either as part of the tireless team that operates the organization on a daily basis, or the over 100 volunteers that work as board members, allocation volunteers, fund raisers, or our new family volunteer program members, thank you for considering the NSUW. This is indeed a hearty thanks to all of you who have given and continue to give to this effective non-profit organization.

The important thing to note and remember about the NSUW is that we support our local communities from Beverly to Manchester, Gloucester, Rockport, Essex, Ipswich, Hamilton, and Wenham. There is need in each of these communities, perhaps more than ever before. Your donation helps individuals and families who need assistance the most, from a family trying to place food on the table to an individual displaced by a fire and trying to rebuild a life.

We are blessed to be able to call the North Shore home since it is such a special place. Through your generosity we continue to make it better, lifting all boats with the rising tide of generosity. Again, thank you for your support, and if you are a new donor welcome to a way of giving that cannot be matched for efficiency and accountability, making "the difference" the reality.

John Sutyak  
*Board Chair, 2009-2010*

# Executive Director's Message

The North Shore United Way is grateful for the many community voices that joined together this year to LIVE UNITED.

Together, we accomplished much in the midst of continued turbulence in our local and national economies. Our success with this past year's Campaign was due in no small part to the strong leadership and commitment of our Board of Directors, as well as to the loyalty and support of our many generous donors. The year presented opportunities amid the challenges of fundraising in such a difficult economic climate. Opportunities that included engaging new and loyal donors in a creative new fundraising initiative called "Match Madness"; connecting to North Shore families interested in giving back by volunteering together in their community; training agencies to improve their impact assessment; and maximizing NSUW grant dollars for critical needs: food, shelter, child care, health care, and supporting teens at risk.

Our North Shore community joined our efforts in a variety of ways this past year, including:

158 donors stepped up for "**Match Madness**", **raising \$100,000** and closing the NSUW Campaign with a 3% increase over last year's total!

**1,100 individuals** donated to the NSUW in the 2009-2010 Campaign.

**50 smart and committed volunteers** refined the NSUW grant process integrating their knowledge of best practices, program outcomes and financial management to address the **5 NSUW Community Impact** areas.

**45 agency staff** participated in **NSUW's Outcome Measurement Training**, exemplifying the agencies and NSUW's commitment to quality programs for our Community.

**90 parents and children** volunteered in NSUW's first **Family Community Service Projects**, underscoring parents' commitment to teaching their young children about giving back to their community.

**200 community members** will come together on **September 30th**, the start of this year's campaign, **to celebrate Jack Meany, CEO of the North Shore YMCA, as the first NSUW LIVE UNITED Leadership Award recipient.**

Thank you to all those that joined with us this year to invest in a strong and healthy North Shore community. Together, we LIVE UNITED!

Margo Casey  
*Executive Director*



Margo Casey with students at program funded by NSUW.

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# Board of Directors 2009-2010

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Richard Fitzpatrick, *3<sup>rd</sup> Vice Chair*

John Maihos, *Secretary*

E. Gail Ramos, *Treasurer*

Mary C. Helming, *Asst. Treasurer*

To view our 2010-2011 Board,  
visit us at: [www.nsuw.org](http://www.nsuw.org)

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Mary Smith

Margo Casey, *ex officio*

John D. Colucci, *ex officio*

## *Office Staff*

Margo Casey, Executive Director

Barbara Kuszmar, Executive Assistant

Corinne Lippie, Project Director

Gin Wallace, Director of Public Relations

Robin Trefry, Volunteer

Caitlin Ross, Spring 2010 Intern

Taylor Cook, Summer 2010 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**

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 50 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 Volunteers 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

# Ensuring Access Basic Needs

## NSUW Allocations Committee Team for Basic Needs

Vickie Cataldo  
Alex Delis  
Mary Helming  
Pam Irwin  
Rob Irwin  
Paul Jermain  
Scott Kornusky  
Corinne Lippie  
Rudy Macchi  
Debbie Marcus  
Jonathan Marcus  
Julie Nelson  
Jim Purdy  
Sherry Rogers  
Brandon Ruggieri  
Aaron Sasseville  
Carl Swanson  
Rich Weissman  
Margo Casey

*NSUW Goal:* To promote financial stability, access to financial benefits, food security, nutrition, permanent housing, and individual and family safety

### AGENCY GRANTS

**American Red Cross, Northeast Division**  
\$48,000 *Disaster Assistance*

**Catholic Charities North**  
\$45,000 *Emergency Services & Homeless Prevention*  
\$ 6,000 *Financial Literacy Program*

**Cerebral Palsy Association**  
\$ 5,000 *Adult Services: Vocational Work Program*

**HAWC**  
\$30,000 *Cape Ann Outreach Program*

**The Open Door**  
\$25,000 *Food Pantry*  
\$10,000 *Meals Program*  
\$10,000 *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*



Clients picking out food at The Open Door.

### *Spotlight on...*

#### The Open Door, Gloucester

Despite juggling two part-time jobs, Susan (34) and her husband (who also works) struggle to raise their three children. Their youngest child is 1½ years old and was born severely brain-damaged. "I miss a lot of work ferrying my son back and forth from Boston's Children's Hospital," said Susan. When she doesn't work, she doesn't get paid so "it's hard to make ends meet between paying the mortgage and all the bills." Although Susan and her husband are low income, they do not qualify for food stamps. The Open Door's Food Pantry and Mobile Market are the only options left to help Susan and her family when "money runs short."

NSUW funding supports The Open Door's core programs: the Food Pantry, Community Meals, and the Mobile Market. All provide healthy, nutritious food to those in need.

# Strengthening Families

## 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

#### **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...*

#### Cape Ann Youth & Teen Center

With financial support from the North Shore United Way, the YMCA operates two Teen Centers in Gloucester and Rockport. The proverbial cornerstones of these two Teen Centers are the service-learning clubs. By engaging these teens in meaningful service within and for their community the Y is able to help the teens grow into caring and productive adults. In April 2010, fifteen local teens with support from Y staff planned, raised funds and participated in an amazing trip to help rebuild New Orleans. Without NSUW support of the Teen Centers, programs like the Leaders Club and the New Orleans trip would not be possible.

“I am walking away from this trip with so much gained: team work, leadership, new friendships, service to a great community and a sense of accomplishment.”

– Monica, Grade 10

“This trip showed me that to not help and not do my part- with all the blessings I have- would be a disgrace. What we can get accomplished together is so powerful and it is important to step back and realize this.”

– Molly, Grade 12

“This trip has been a push to jump-start my life-long goal to serve others and make this earth a greater place to live.”

– Sami, Grade 12

### NSUW Allocations Committee Team for Affordable Child and After School Care

Nat Clapp  
Mark Dirksen  
Dave Flynn  
John Good, III  
Peggy Hegarty-Steck  
David Lawson  
Bridget Murray  
Judson Reis  
Matt Veno  
Dan White  
Margo Casey



YMCA teens at work in New Orleans during April 2010 trip.

# Promoting Self-Sufficiency

# Housing

## NSUW Allocations Committee Team for Housing

John Maihos  
Ann Noble-Kiley  
Nancy Palmer  
Mary Smith  
Trina Smith  
Hope Wigglesworth  
Margo Casey

*NSUW Goal:* To create more secure, stable, and safe affordable housing opportunities.

### AGENCY GRANTS

#### **Beverly Affordable Housing Coalition**

*\$35,000 Program Services*

#### **Beverly Bootstraps Community Services**

*\$40,000 Outreach Services*

### *Spotlight On...*

#### Beverly Bootstraps

After losing her job in October of 2008, Ann took every available workshop at Lynn Career Services. To start a new career and achieve self-sufficiency, she knew she needed computer skills and was referred to the NSUW funded L.I.F.E. (Linking Information for Employment) Skills class at Beverly Bootstraps Community Services, done in collaboration with Salem Cyber Space. Having never used a computer before, Ann was nervous but the instructors made her feel comfortable right away.

While the computer instruction and job search training were helpful to Ann, she was surprised that the most valuable aspect was the feeling of confidence and the positive attitude she gained from the course and interaction with other students. “[The instructor] reminded us of the importance of doing things for ourselves,” Ann now says.

Equipped with her technology skills and remarkable attitude, Ann was able to find work as a receptionist and is on her way to a new career and the self-sufficiency she had hoped for.

#### Beverly Affordable Housing Coalition

Deb is a full time waitress with grown kids. Although she’s on her own now, it was very difficult to find a place to live. While she could find an occasional room for rent that was affordable, it was proving nearly impossible to find a good quality home of her own in Beverly.

When Deb came to the Coalition, BAHC took the time to help her verify her income to show that she qualified for affordable housing. She was then able to apply for an apartment and within no time she moved into a home that the Coalition had bought and preserved to ensure that there are affordable homes for people like Deb in Beverly. Deb now has a beautiful, stable, and affordable home.

# Fostering Healthy Lives

# Health Care

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

## AGENCY GRANTS

### **Health Quarters**

*\$15,000 Cervical Cancer Screening*

### **Gloucester Family Health Center**

*\$17,000 Dental Health Care*

### **North Shore Health Project**

*\$15,923 Wellness Program*

### **VNA Care Network & Hospice**

*\$50,000 Care for the Underserved*

## NSUW Allocations Committee Team for Health Care

Al Dichner  
Melissa Dimond  
Cynthia Funchion  
Bill Gray  
Karyn Martin  
Ginny Mazman  
Brian Nelson  
Peg Reny  
Chris Shimkin  
Ana Stefanovich  
Don Sudbay, Jr.  
Margo Casey

## *Spotlight On...*

### VNA Care Network & Hospice

With the support of the North Shore United Way, VNA Care Network & Hospice is able to literally help people get back on their feet. Jim Burke needed a hip replaced a second time because of infection. The 61 year-old, unemployed construction worker had very limited insurance and few resources to get through this difficult time. VNA Care Network & Hospice's compassionate clinicians were there for Jim after surgery, helping him make the transition from hospital to home. The nursing care focused on getting Jim's wound to heal properly and physical therapy on helping him regain mobility. Support from the North Shore United Way enables VNA Care Network & Hospice to care for people of all ages during difficult times. The visits from skilled clinicians help people make the most of their health and continue living independently.

*"In an environment where agencies with little try to do more with less, difficult decisions are made daily. By providing a sympathetic yet critical review of an organization's mission, NSUW volunteers have a unique opportunity to help shape both their current work and future course. It is a pleasure and rare privilege."*

*– Mark Dirksen,  
Allocations Committee*

# Building New Futures

## Youth Substance Abuse Prevention

### NSUW Allocations Committee Team for Youth Substance Abuse Prevention

Caron Clark  
Faith Emerson  
Kari Gunn  
Susan Hauck  
Mike Maginn  
Jonathan Miller  
Ruth Price  
Beth Putin  
Jim Rich  
Margo Casey

*NSUW Goal:* To decrease the likelihood of substance abuse among 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*  
\$22,548 *Beverly & Gloucester Middle Schools*  
\$42,548 *Hamilton-Wenham & Ipswich High Schools*

#### **S.A.F.E. Studio**

\$11,092 *Ipswich Adolescent-at-Risk Group*  
\$ 3,500 *Gloucester Middle School Program*

#### **CAB Health & Recovery Services**

\$30,000 *Project ALERT: Manchester Essex Middle School*

### *Spotlight On...*

#### Health & Education Services, Student Assistance Programs

#### **Ipswich High School**

A 10th grade girl worked with the student assistance counselor on coping strategies to deal with anxiety and self-confidence. The student assistance counselor connected both mom and student to stress reduction classes and an outside counselor. The parent and child were very grateful for the student assistance services. "I don't know what I would have done this year without Katie [the counselor]. I am so glad this program exists."

- Abby, 10<sup>th</sup> grade student

#### **Hamilton-Wenham Regional High School**

"This program is helpful because it helps me deal with the stress of high school. It gives me the opportunity to have someone I can trust about what is going on in my life."

- Olivia, 11<sup>th</sup> grade student

*"...It is wonderful to see that there are so many deserving initiatives being fostered on the North Shore. We all benefit from the work supported by the NSUW either directly or through program models that grow and expand."*

- Susan Hauck,  
Allocations Committee

# Discretionary Grants

## Discretionary Grant Committee

Mary Helming  
Eleanor Hoy  
Stephen Jones  
Ann Noble-Kiley  
Nancy Palmer  
James Purdy  
Chris Shimkin  
Margo Casey

Throughout the year, NSUW awards one-time discretionary grants for emergencies, start-ups and to address emerging needs. The following grants were awarded during the fiscal year July 1, 2009-June 30, 2010.

## AGENCY GRANTS

### **Action Inc.**

\$ 250 *Sponsor Landlord Breakfast*

### **Beverly Children's Learning Center**

\$5,000 *Towards purchase of new Blue Bird Vision School Bus*

### **Glen Urquhart School**

\$5,000 *Beverly Summer Enrichment Program*

### **Harborlight Community Partners**

\$5,000 *Towards rehabilitation assistance for 20 affordable housing units in Beverly*

### **Ipswich Caring**

\$1,500 *Back to School Fund*

### **Northeast Health Systems**

\$1,000 *Gloucester Wellness Fair*

### **River House Emergency Shelter**

\$5,000 *Supportive services to end homelessness*

### **Salem CyberSpace**

\$5,000 *L.I.F.E. (Linking Information for Employment) Skills Program*



Beverly Summer Enrichment Program Director,  
Laura Day, with participating students

# Images from 2009-10



NSUW Rocks II event at Turner Hill in Ipswich.



Volunteers at Family Community Service Project events



Staff at Cherry Farm Creamery scoop up ice cream for National Ice Cream for Breakfast Day with proceeds donated to NSUW



Volunteer at NSUW Match Madness event at YMCA in Beverly



End of Campaign Appreciation event in Beverly



Outcomes Measurement Training organized by NSUW for over 50 nonprofit leaders on developing and measuring outcomes

# 2009-2010 Campaign Report

**Total Raised ~ \$1,166,430**

## CAMPAIGN LEADERSHIP

Steve & Anne Dodge, Honorary Chairs

### **Lighthouse Committee Chairs**

Seth C. Ward, Lighthouse Co-chair  
Mark W. Johnson, Lighthouse Co-chair

### **Campaign Chairs**

Joe Lumino, John Maihos, Ruth Pino  
Campaign Co-Chairs

### **Community Chairs**

John Maihos, Beverly Chair  
Peter A. Hersee, Hamilton-Wenham Chair  
Julie Nelson, Ipswich Chair  
Scottie Robinson, Essex Chair  
Ronald W. Ramos, Manchester Chair  
Ruth Pino, Gloucester Chair  
Diana Brown McCloy, Rockport Chair

NSUW Community	Amount Raised
Beverly	\$332,470
Essex	\$13,104
Gloucester	\$103,752
Hamilton	\$85,246
Ipswich	\$59,252
Manchester	\$151,944
Rockport	\$22,701
Wenham	\$106,425
Special Accounts*	\$291,536

\* 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**

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John L. Good III  
Seth Ward  
Richard Fitzpatrick  
John Maihos  
Gail Ramos  
Mary Helming  
John Colucci (ex-officio)  
Margo Casey

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Margo Casey

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Faith Emerson  
Jim Purdy  
Mary Smith  
Scottie Robinson  
Margo Casey

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Jim Purdy  
Aaron Saseville  
Nat Clapp  
John L. Good III  
Judson Reis  
John Maihos  
Mary Smith  
Faith Emerson  
Chris Shimkin  
Corinne Lippie  
Margo Casey

## **ALLOCATIONS OVERSIGHT COMMITTEE**

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David Baer  
Richard Fitzpatrick  
John L. Good III  
Faith Emerson  
Mary Helming  
Jim Purdy  
Scottie Robinson  
Mary Smith  
Margo Casey

## **NOMINATING COMMITTEE**

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John Donovan  
Richard Fitzpatrick  
Seth Ward  
Margo Casey

## **DISCRETIONARY GRANT COMMITTEE**

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Mary Helming  
Eleanor Hoy  
Steve Jones  
Ann Noble-Kiley  
Nancy Palmer  
Chris Shimkin  
Margo Casey

## **MARKETING COMMITTEE**

Judson Reis, Patricia Duncan, Co-Chairs  
Karen Carney  
Gin Wallace  
Corinne Lippie  
Margo Casey

## **FAMILY COMMUNITY SERVICE PROJECT**

Faith Emerson  
Corinne Lippie  
Margo Casey

## **MATCH MADNESS COMMITTEE**

David Baer, Chair  
Bill Dore  
John Sutyak  
John L. Good III  
Corinne Lippie  
Gin Wallace  
Margo Casey

# Thank you to our donors

## Leadership Giving Lighthouse Society

### *The Lighthouse Committee*

**Seth C. Ward, Co-Chair**  
**Mark W. Johnson, Co-Chair**

Susan Barry	R.T. Paine Metcalf
John F. Donovan, Jr.	Ann Noble-Kiley
William F. Dore, Jr.	Binkley C. Shorts
Richard Fitzpatrick	Chester A. Shuman
Caleb Loring III	Gilbert L. Steward
Peter R. Townsend	

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. Membership in the Lighthouse Society shows a commitment to the community and provides a strong foundation upon which the United Way can support and help solve the ever-changing issues facing the North Shore.

### *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.

### **2009/2010 Tocqueville Donors**

Mr. & Mrs. Peter Clay	Mr. & Mrs. A. Heaton Robertson
Mr. & Mrs. William Devereaux	Mrs. Mary G. Puma & Mr. Elvind G. Lange
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Mr. Caleb Loring, Jr.	Kris & Joe Trustey
Mr. Leslie S. Ray	Mr. & Mrs. Ernst von Metzsch

## *Thatcher's Island Twin Lighthouses*

**\$5,000 to \$9,999**

*"The North Shore United Way is a very efficient organization that uses quantifiable metrics to measure their success. The causes they support are clearly worthy and they approach their funding in a systematic way. In this time of sparse resources, that's extremely important."*

**- Peter B. Tarr**

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Anonymous

## *Hospital Point Light*

**\$2,500 to \$4,999**

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Mr. & Mrs. Seth C. Ward

*"For me, the NSUW is my first consideration when I think about lending a hand to someone who really needs the support. I invest in the NSUW because I know the NSUW does its homework in evaluating the most essential needs, allocating its precious resources and assessing the efficacy of its commitments. The return on my investment in the NSUW is the certain calm and comfort that comes with the knowledge that I have found a trusted partner in fulfilling my obligations to my North Shore neighbors in need."*

**- Seth Ward**

## *Annisquam Harbor Light*

**\$1,000 to \$2,499**

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Drs. Joan Brooks & James Garrells  
Ms. Dorothy A. Brown  
Ms. Martha F. Brown

Mrs. Eustace Buchanan  
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Steven C. Carhart &  
Martha C. Farmer  
Mr. & Mrs. Michael Cataldo  
Mr. & Mrs. Gregory L. Chin  
Mr. & Mrs. Harold W. Cogger  
John D. & Lisa Colucci  
Mr. & Mrs. Wendel W. Cook  
Christopher & Bonnie Covington  
Mr. & Mrs. Albert Creighton III  
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Mr. & Mrs. James D. Dawson  
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Mr. & Mrs. Frank S. Deland III  
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 Mr. & Mrs. Steven R. Dunstan  
 Mr. & Mrs. Wesley H. Eaton  
 Ms. Adele G. Ervin  
 Mr. & Mrs. James Esdaile  
 Ms. Lynette C. Fallon  
 Mr. Dave Flynn  
 Mr. Donat R. Fournier  
 Mr. & Mrs. Michael Frieze  
 Ms. Cynthia R. Funchion  
 Mr. & Mrs. Joseph Gal  
 Mr. & Mrs. John Galligan  
 Mr. Mark Glovsky & Mrs. Livia Cowan  
 Mr. & Mrs. Alexander S. Glovsky  
 Mr. & Mrs. John Glovsky  
 Mr. & Mrs. John L. Good III  
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The North Shore United Way thanks our Corporate and Employee donors who made major investments in our home communities. Your support is greatly appreciated.

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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.

# Financial Statement

*Financial Statement*  
*for the*  
**2009-2010 Campaign**  
(Unaudited June 30, 2010)

2009-10 Campaign Contributions		\$ 1,166,429
Endowment Contributions		5,000
Endowment Income		69,822
<i>Less:</i> Collection Loss (Estimated)		58,322
Fund Raising Expenses		<u>150,227</u>
<b>Net receipts</b>		<b>\$ 1,032,702</b>
<i>Less:</i> Payments in 2010		
To member agencies	\$ 828,461	
To designated agencies	5,737	
To discretionary grants	33,249	
Direct Community Service	<u>78,841</u>	\$ 946,288
Management Expenses		<u>\$ 63,014</u>
<b>Estimated Balance</b>		<b>\$ 23,400</b>

**ENDOWMENT FUND BALANCES**  
(As of June 30, 2010)

NSUW Endowment Fund	\$ 659,885
Smith Family Foundation	<u>101,356</u>
	\$ 761,241

Copies of the 2010 Audit, prepared by Bernard, Johnson & Co.,  
are available for review upon request from the North Shore United Way office.