LIVE UNITED

POVERTY ANYWHERE IS A DANGER TO PROSPERITY EVERYWHERE.

- Jawaharlal Nehru
UNITED WAY CREATES PARTNERSHIPS TO REDUCE POVERTY IN GREATER GREENSBORO
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AND EXECUTIVE LEADERSHIP

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MISSION
To improve lives and create thriving communities by mobilizing and uniting the caring power of greater Greensboro.
Poverty in Greensboro is 31% higher than the national average. “How will United Way of Greater Greensboro create community impact to break the cycle of poverty?”

The answer is contained in the work volunteers, the board of directors, staff and human service partners will do together over the next several years.

United Way of Greater Greensboro is at a pivotal time in our 95 year history in this community. The pockets of poverty are growing in Greensboro. Our children are hungry and having difficulty learning. Parts of our community are unhealthy and unsafe.

At the same time, the philanthropic passion of people has never been greater.

Accordingly, United Way must ensure we are focused on making a positive community impact with the volunteer hours and financial contributions given to us from donors.

The impact we make together leads to a sustainable change in the lives of people most in need. The successful strategic partnerships we are creating today are working to lift children, adults and families out of poverty.

I want to thank the community for its ongoing support as we continue on this successful journey of reducing generational poverty.

It was an honor to serve as Chairman and I am proud of the progress our wonderful staff, volunteers, donors and community partners have made over the past year.

One of the great strengths of this organization is the fact that there are so many community volunteers who hold it accountable.

They are the backbone of United Way of Greater Greensboro and because of that, every dollar given to United Way is multiplied to produce the most meaningful impact possible.

In fact, thanks to this year’s leveraged partnerships and volunteers, United Way turned every $1.00 raised into $1.94 of community impact.

I have spent a great deal of time in management and finance in my professional career, and can assure the community that United Way is a good steward of the gifts received, makes wise investments and measures community impact carefully.

There is no doubt in my mind that staff, volunteers and supporters of United Way care deeply about the community and want to make a difference every day.

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YOUR LOCAL IMPACT

2016-17 CAMPAIGN TOTAL: $10,100,00

7¢  →  $1.00  →  $1.94

We spend 7¢ to raise $1.00 and through collaboration, we turn every $1.00 you give into $1.94 of community impact.

THAT’S ALMOST DOUBLING THE IMPACT OF EVERY GIFT!

United Way and its community partner agencies delivered 114,208 service interactions to greater Greensboro residents in 2016-17. Below are a few outcomes of those served.

- 94% of children were prepared to enter school healthy, safe, & ready to succeed.
- 87% of children advanced to the next grade level adequately prepared.
- 77% of people had food and housing needs met while working toward self-sufficiency.
- 88% of people demonstrated improved health through access to healthcare.
- 91% of adults were better prepared to help children be successful.
- 93% of people improved their financial capability.
- 66% of people reported having an ongoing source of medical care.
- 80% of people moved along the path to family-sustaining employment.

2016-17 annual campaign funds support 2017-18 programs. For a complete financial report and listing of community investments, see back of annual report.
Over a decade after leaving his home in Florida, Joe Rotondi is finding ways to make others feel the same sense of ownership and pride in Greensboro as he did when he first arrived. As Executive Director at Forge Greensboro, Joe aims to inspire the community to “own” the city by making it what they dream it can be.

Through memberships and workshops, Forge is a “makers space” where people gain skills ranging from sewing to laser cutting and use tools that vary from pottery wheels to advanced 3D printers.

Joe believes the future of economic development depends on offering technology and training to all people, including those who need a helping hand. According to Joe, when people collaborate on projects that they otherwise could not afford to do alone, great things happen.

He says, “You can’t really strategically plan for alleviating poverty without working hand-in-hand with the people you want to empower.”

Currently, Joe is developing ways to make Forge’s services more accessible to programs funded by United Way and members at United Way’s Family Success Center, a 30 partner collaboration focused on empowering entire families to become self-sufficient.

Thanks to Joe and others at Forge, Family Success Center members have created goods and received training on how to sell them through e-commerce sites like etsy.com. Joe hopes Forge will continue to serve as an outlet for local families to find community, be creative and become entrepreneurs.

Thanks to partnerships like these, Joe says, “Something new is growing in Greensboro. We’re affecting people’s lives. Besides just having a warm fuzzy feeling, there’s a real currency to that.”
Every year, a handful of dedicated volunteers in North Carolina are awarded the Governor’s Volunteer Service Award. This award honors the true spirit of volunteerism by recognizing individuals who make a significant contribution to their community through volunteer service. Two of this year’s recipients include local United Way volunteers Alyce Barrett and Jen Caldwell.

Their passion for volunteering stems from a love of community. When Alyce and Jen moved to Greensboro with their families several years ago, both immediately sought ways to become involved in the new community they called home, and both looked to United Way to make it happen.

They started as volunteers for Handbags for Hope, an annual handbag auction hosted by United Way’s affinity group, Women United. Both women chose this event because it engages local women and raises money to support United Way’s focus on breaking the cycle of poverty.

Today, Alyce and Jen are co-chairs of the Handbags for Hope planning committee. Both always show up, recruit volunteers, form partnerships with companies and ensure everything goes as planned. “We want to have fun, and we always want to make the event better than the previous year,” says Alyce.

While both women are thankful to be recognized with the Governor’s Volunteer Service Award for their contributions, both also say the act of encouraging others to volunteer is more important.

Alyce says, “United Way reinforces the importance of being a part of a community by making an impact and we should encourage everyone to be involved. Supported people support others.”

Likewise, Jen says, “Nothing in history has ever survived when it functions by itself. In order for a community to function and be successful, everybody has to chip in when they can.”
A UNITED CAMPAIGN LEADER

“THE GOOD WE DO IS THE RENT WE PAY TO BE ON EARTH. I’VE BEEN VERY FORTUNATE AND I LIKE GIVING BACK.” - DOUG LOGAN

For over 10 years, Doug Logan has been the campaign chair for Guilford County’s annual United Way campaign.

“I volunteer every year because I genuinely want to help make a difference and I’ve always believed in United Way. It’s an organization that truly makes our community stronger,” says Doug.

As Court Alternatives Director for Guilford County’s Juvenile Detention Center, Doug sees firsthand the obstacles many local youth growing up in poverty face on a daily basis.

“I see kids stealing Doritos from Wal-Mart because they are hungry and some are homeless. That is a reality in our community.”

Doug’s department is committed to creating and maintaining alternatives to detention through programs that promote education, healthy lifestyles and positive choices for youth and their families.

“When it comes to crime, poverty is a determining factor. When you are hungry or stricken with poverty, your self-esteem goes down and you feel bad about yourself and then you feel bad about everyone else - it makes you feel like there’s no hope.”

Over the years, Doug has seen and heard directly from youth and families who are being helped by United Way’s efforts. According to him, there is a direct correlation between United Way’s focused efforts to reduce poverty and his mission to help youth succeed.

“You can do a lot of things good but you can do things better if you have a focus. I love that we are focused on poverty because it’s a problem that impacts everything in our community. It’s something I want to be a part of. The good we do is the rent we pay to be on earth. I’ve been very fortune and I like giving back.”
Seressa Carter made education a top priority early in life.

That changed when she had to drop out of high school to care for her son. Over 15 years later, while struggling to provide the basics for her son and younger daughter, Seressa lost her job for not having her high school diploma.

“It was a pivotal moment and thanks to United Way’s Family Success Center, I was able to make education a top priority again,” says Seressa.

With the help of 30 partners, The Family Success Center provides GED education, health care resources and financial literacy classes through a collaborative approach that empowers families to lift themselves out of poverty and unemployment into self-sufficiency. The program also provides 5-star quality childcare. “I had to have childcare for my daughter. There would have been no other way for me to get my GED.”

Seressa passed the four part GED exam within two and a half months and became the Family Success Center’s first GED graduate. She quickly landed a job at Guilford Child Development Center as a Procurement Administration Assistant. As if that weren’t enough cause for celebration, she also got married and is now a proud homeowner.

When it comes to education and being a role model for her family, Seressa tells her children, “you can, you will, and you must. While you have the help and the backup, utilize it, and don’t give up.” After earning her GED, she enrolled at GTCC and will earn an Associates degree in May, 2018.

“A UNITED SUCCESS

“ONCE I TOOK THAT FIRST STEP TO GET MY GED, EVERYTHING ELSE FELL INTO PLACE.” - SERESSA CARTER

“Once I took that first step to get my GED, everything else fell into place.”
CEO BREAKFAST
AT HONDA AIRCRAFT COMPANY

AUGUST 26, 2016 - HONDA AIRCRAFT COMPANY
ENGAGED TOP COMMUNITY LEADERS
IN A NEW WAY AT AN EXCLUSIVE LOCATION
PHOTOS BY UNITED WAY STAFF
HANDBAGS FOR HOPE

APRIL 4, 2017 - BEN & JERRY’S FRIENDLY CENTER
$1,200 raised, over 4,000 people exposed to United Way’s message
Photos by United Way Staff

FREE CONE DAY

OCTOBER 12, 2016 - GREENSBORO COUNTRY CLUB
$56,222 raised to break the cycle of poverty
Photos by Vanderveen Photographers
SPEAKER SERIES

MAY 3, 2017 - GRANDOVER RESORT / KEYNOTE: DR. SAMPSON DAVIS
$101,639 RAISED TO BREAK THE CYCLE OF POVERTY
PHOTOS BY VANDERVEEN PHOTOGRAPHERS

WORLDWIDE PRESENTATION

MAY 10, 2017 - ORLANDO, FL
PRESENTED FAMILY SUCCESS CENTER RESULTS AT
UNITED WAY WORLDWIDE CONFERENCE
PHOTOS BY UNITED WAY STAFF
ORDER D’INDEPENDENCE
$250,000 - $499,999
In Memory of
Mr. Joseph M. Bryan Sr.
Tobee W.** and Leonard J. ** Kaplan

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Julia E. (Judy) White*
Ann and Ben Zuraw

2 Members wish to remain
Anonymous

*Tocqueville Women’s Leadership
**Deceased

THANK YOU TO OUR GENEROUS
2016 TOCQUEVILLE MEMBERS
United Way’s Alexis de Tocqueville Society members are impact leaders.
They are concerned citizens who have committed to taking action toward
a common good. Their action leads to results.
MILLION DOLLAR ROUNDTABLE

This group of individuals has contributed $1 million each over a lifetime. We extend our heartfelt gratitude to each member for their significant, impactful contributions to our community.

$1,000,000 AND ABOVE
In Memory of Joseph M. Bryan Sr.
Joseph M. Bryan Jr.
Joann G. and David Grimes
Bonnie McElveen-Hunter and Bynum Hunter
Tobee** and Leonard** Kaplan
Mr.** and Mrs. Sidney J. Stern Jr.

ENDOWED TOCQUEVILLE GIFTS

These forward thinking donors endowed their Tocqueville giving in perpetuity to make a lasting impact in our community for generations to come.

Joseph M. Bryan Sr.**
Barbara and Herman** Cone
Neil and Marilyn Belenky
Tobee W.** and Leonard** Kaplan
Ann and Ben Zuraw

**Deceased

A special thank you to Tobee** and Leonard** Kaplan for their generous gift which made the “Tobee Wynne Kaplan Community Innovation Center” possible. The center is located at United Way of Greater Greensboro and open to our community.
2016 LEADERSHIP CIRCLE DONORS

We sincerely thank each Leadership Donor. Their generosity and concern for others is evident each year they renew their annual contribution of $1,000 or more.

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Scott and Patricia Russell
Diane and John Ryan
Eric Christopher Ryan
John and Diane Ryan
Dabney and Walker Sanders
Evelyn and Gabe Santanella
Ruth Sappenfield
Marie M. and Ed Sartin
Virginia and John Saslow
Robert W. Saunders
James Savich
Charity L. Sawicki
Kathy and Greg Schaftlein
Dr. and Mrs. Leslie S. Schlanger
Bill and Michelle Schneider
Marina Scholten
Sue M. Sciabarrasi
Wanda E. Scott
Chief of Police Wayne Scott
Stephanie and John Scott
Sherry Scullion
Patrick and Cari Scully
Ashley and Eric Sears
Michael D. Sellers
Carl and Diane Semmler
Bryan Sepessy
Victoria Sessoms
Steven Setzer
Vevica R. Sewell
Karen Sexton
Jimmy and Linda Shafer
Steven C. Shanaberger
Kimberly Ziebell
Dr. Randy Shaver
Allison Shaw
William Shawcross
Deborah Shelton
David L. Sherman
Sally and John Sherrill
April Sherrill
Heather Jenkins Shilt
Stephen D. Showfety
Ernest and Rachel Showfety
Danny and Delores Sides
Jeffery L. Sides
Julie and Dana Simmons
Lisa J. Simpson
Mr. and Mrs. Ricky Simpson
Michael and Beth Sinnott
Ricardo I. Siordia
Laurita Sirimongkhon
David Skinner
Denny and Karen Slagle
Beth and Johnny Slaughter
David F. Sledge
Susan and John Small
Anita Fields Smith
Mr. and Mrs. James Lee Smith
Flo Smith
Norman B. Smith
Clark Smith
John Robert Smith
Daniel F. E. Smith and
Dania Ermentrout
Ariel Fleming Smith
Sheldon D. Smith
Dennie W. Smith Jr.
M. Jack Smith
Randelle and Doug Smith
Mark D. Smith
Brad Smith
Frederick Jermaine Smith
Robert and Jennifer Smith
Mark N. Smith
Robert and Rebecca Smith
Virginia Smith
Sue Schwartz
Bill and Andrea Snyder
Linda A. Socia
Pat and Gordon Soenksen
Raymond Soliday
John Sorjonen and Rose Sunila
Gina and Mark Sorrells
Mr. and Mrs. Lee Sparks
Cherrie Speagle
Breanne Speciale
John B. Speckhard
Constance M. Speight
Leigh Spencer
Kitty Stafford
Kenton and Susan Stamey
Brian Keith Stanley
Lee and Rorie Staton
Tanja and Tony Staton
Mark and Elizabeth Stauffer
Pat and Joe Stavola
Pastor Paul and Kelli Stennett
Manette A. and Robert D. Stevens
Scott and Gavin Stevens
William Stevens Jr.
Eric R. Stewart
Rich and Leigh Anne Stewart
Stephanie Stewart
THANK YOU TO OUR GENEROUS 2016 CORPORATE LEADERS, FOUNDATIONS & DEDICATED EMPLOYEES

$500,000 to $1,000,000
VF Corporation
ITG Brands
Lincoln Financial Group
Cone Health System

$100,000 to $499,000
The P & G Fund of The Greater Cincinnati Foundation
Syngenta
Ecotrend
Joseph M. Bryan Foundation
UPS
Guilford County Schools
Volvo Group of Companies
BB&T
Housing Opportunities, Inc.
International Textile Group
Gilbarco Veeder-Root, Inc.
City Of Greensboro
Leon Levine Foundation
AT&T
Brooks, Pierce, McLendon, Humphrey & Leonard, LLP
Wells Fargo
Duke Energy Corporation
Guilford County

$25,000 to $49,999
Piedmont Natural Gas
Kayser-Roth Corporation
Center for Creative Leadership
American National Bank & Trust Company
Weaver Foundation
Senn Dunn
Smith Moore Leatherwood, LLP
Harris Teeter Supermarkets, Inc.
BGF Industries, Inc.
Evonik Industries
Northwestern Mutual Financial Network
Hospice & Palliative Care of Greensboro
Pace Communications, Inc.
Hillsdale Fund
Deluxe Financial Services
Customer Center
United Way of Greater Greensboro
Community Foundation of Greater Greensboro, Inc.
Greensboro Housing Authority
Brown Investment Properties, Inc.
Snider Fleet Solutions
Penn National Insurance
Bonset America Corporation
Listingbook, LLC
PNC Bank
United Guaranty Corporation
American Express
Brady Services
Blue Gem, Inc.
North Carolina
GlaxoSmithKline Fnd

$10,000 to $24,999
Toledo Foundation
Piedmont Triad Airport Authority
PricewaterhouseCoopers, LLP
Electric Supply & Equipment Co.
Piedmont Trust Company and Richardson Properties
Atlantic Coast Conference
M. G. Newell Corporation
Guilford Child Development
Hoffman & Hoffman, Inc.
FirstPoint, Inc./GMA
Donathan Properties
Xerox Corporation
First National Bank LabCorp
Carolina Bank
Aetna U.S. Healthcare Company
Todd of the Carolinas
Samet Corporation
Apex Analytx, Inc.
Ametek Technical & Industrial Products
Target Corporation
Biscuitville Restaurants
Weaver Investment Company
Koury Corporation

Campaigns under $10,000
Leeper, Kean & Rumley, LLP
Terry Labonte Chevrolet
Vanderbilt Mortgage and Finance
Guilford Technical Community College
Bank of Oak Ridge
AC Corporation
Textron Aviation
Greensboro Chamber of Commerce
Principal Financial Group
Windsor Investments
Turning Point Litigation Van Laningham Duncan, PLLC
H R Block
Dick Broadcasting Company, Inc.
Thompson-Arthur Paving & Construction
Hagan Barrett & Langley, PLLC
Mylan Pharmaceuticals, Inc.
YMCAs of Greensboro, Inc.
WFMy News 2
Parker Hannifin Corporation
Johnson, Peddrick, & McDonald, PLLC
Replacements, Ltd.
CIGNA-Medicare
Johnson Controls, Inc.
Eli Lilly and Company Foundation
Bank of North Carolina
Norfolk Southern Corporation
Coilplus-North Carolina, Inc.
Banyan Consulting Group
Virginia College
Nationwide Mutual Insurance
Colonial Pipeline Company
Flow Auto Center of Greensboro
Elanco Animal Health
Lowe's Food
Steams Financial Services Group
Citi Cards
Regional Land Surveyors, Inc.
Ott Cone & Redpath, P.A.
Clear Defense, LLC Laminates, LLC
Aurora Diagnostics
GPA Laboratories
Good Works Consulting
Genuity Concepts
Mary Lynn Richardson Fund
CTD Holdings, LLC
GCL Properties, LLC
Convatec
Craft Insurance Center, Inc.
IBM Corporation
Weaver Cooke Construction, LLC
Terminix Company - Bruce Terminix
Global Brands Group
Sharrard, McGee & Co., PA
The Ellison Company, Inc.
RSM US LLP
Fung Foundation Limited
Dillard's Inc.
Habitat for Humanity Greater Greensboro
Epes Transport Systems, Inc.
Macy's
John Hancock Financial Services, Inc.
Heat Transfer Sales of the Carolinas, Inc.
Flow Motors of Greensboro
Central Carolina Air Conditioning
Epes Logistics Services, Inc.
Focke & Co., Inc.
Central Carolina Obstetrics & Gynecology, PA
Amarr/Entrematic Doors
CU Factory Built Lending, LLP
Solenis
Fifth Third Bank
The Salvation Army of Greensboro
Walmart Foundation
Legal Aid of North Carolina, Inc.
Children's Home Society of NC
Scott Insurance
Guilford College
The Arc of Greensboro, Inc.
Piedmont Triad
Regional Council
NC A & T State University
Greensboro Radiology, PA
John Davenport Engineering, Inc.
dba Davenport Transportation Consulting
Hill Evans Jordan & Beatty, PLLC
ITW / Texwipe NC
Jersey Mike’s Subs (State St.)
Delman & Company
Ryerson, Inc.
Anonymous
William A Stern Foundation
Caterpillar, Inc.
KPMG, LLP
Communities in Schools of Greater Greensboro, Inc.
Allen Tate Realtors
Hanes Lineberry Funeral Homes
Shamrock Corporation
Greensboro OB/GYN Associates, Inc.
Calvary Christian Center
Lebauer Allergy & Asthma
Twisted Paper Products, Inc.
Tanger Factory Outlet Centers, Inc.
Marva Smalls Endowment of Coastal Community Foundation of SC
Speedline Corporation
Oral Surgery Institute of the Carolinas
Carruthers & Roth, P.A.
Siemens Medical Solutions
Harland Clarke
Merck & Co.
IDEXX Pharmaceuticals, Inc.
Zuraw Financial Advisors
YWCA
Triad Adult & Pediatric Family Medicine
DMJ & Co., LLP
PPG Industries, Inc.
Bright Plastics, Inc.
Accredo Health Group
Express Scripts
Tencarva Machinery Co.
Triton Management Company
Carolina Kidney Associates, P.A.
Qorvo
Barron & Berry
Piedmont Radiation Oncology
Honda Aircraft Company
Adult Center for Enrichment, Inc.
dba Well-Spring Solutions
Beacon Technologies, Inc.
Kelloggs
St. Johns Packaging
Ben & Jerry’s Friendly Center
Industrial & Commercial Insulation, Inc.
Eli Lilly
Marshalls
Belk
Volunteer Center of Greensboro, Inc.
Piedmont Health Services and Sickle Cell Agency
Smith James Rowlett & Cohen, LLP
Ernst & Young, LLP
Greensboro Medical Society Foundation
Black Child Development Institute of Greensboro, Inc.
Clinton Press
Reading Connections
Scottrade, Inc.
JFS Consulting
Chapman Law Firm
Carolina Finance, LLC
Cunningham & Company
Johnson & Johnson
CVS Caremark
Merz Pharmaceuticals, LLC
Hirschfeld Industries
Old North State Council
Boy Scouts of America
Capital Bank
The University of North Carolina at Greensboro
Tuggle Duggins, PA
Costello Hill & Company, LLP
Shelton Nelson & Associates, PA
Liberty Property Trust
Chandler Concrete Company
Carlton Scale
Mother Murphy’s Laboratories, Inc.
SKA Consulting Engineers, Inc.
Williams Overman Pierce, LLP
HBD, Inc.
Greensboro Cardiology Associates, PA
Alliance Urology Specialists
Ann Crittenden, Inc.
Olympic Products
Primrose School of Brassfield
Central Carolina Surgery, PA
Oppenheimer & Co., Inc.
National League for Nursing
Coppage Charitable Gifts
Carson Family Foundation
Bank of America - US Trust
3M
Mondelez International
### STATEMENT OF FINANCIAL POSITION

Unaudited - audited financial statements will be available September 30, 2017 at www.unitedwaygso.org/financials

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>JUNE 2017 ($)</th>
<th>JUNE 2016 ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>600,011</td>
<td>805,116</td>
</tr>
<tr>
<td>Pledges receivable, net</td>
<td>3,071,912</td>
<td>3,622,224</td>
</tr>
<tr>
<td>Other receivables</td>
<td>290,407</td>
<td>245,536</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>63,627</td>
<td>53,841</td>
</tr>
<tr>
<td>Investments</td>
<td>8,488,654</td>
<td>7,466,543</td>
</tr>
<tr>
<td>Beneficial interest in foundation assets</td>
<td>2,873,200</td>
<td>2,446,570</td>
</tr>
<tr>
<td>Cash surrender value of life insurance ($800,000 face value)</td>
<td>109,623</td>
<td>115,013</td>
</tr>
<tr>
<td>Land, buildings and equipment, net</td>
<td>945,935</td>
<td>875,746</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>16,443,369</strong></td>
<td><strong>15,630,589</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>134,892</td>
<td>231,564</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>47,265</td>
<td>99,144</td>
</tr>
<tr>
<td>Allocations and designations payable</td>
<td>5,970,512</td>
<td>6,539,390</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>6,152,669</strong></td>
<td><strong>6,870,098</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unappropriated</td>
<td>5,302,007</td>
<td>4,558,308</td>
</tr>
<tr>
<td>Board appropriated</td>
<td>1,483,086</td>
<td>710,880</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>2,349,576</td>
<td>2,485,272</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>1,156,031</td>
<td>1,006,031</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>10,290,700</strong></td>
<td><strong>8,760,491</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>16,443,369</strong></td>
<td><strong>15,630,589</strong></td>
</tr>
</tbody>
</table>
# STATEMENT OF FINANCIAL ACTIVITIES

Unaudited - audited financial statements will be available September 30, 2017 at www.unitedwaygso.org/financials

<table>
<thead>
<tr>
<th>SUPPORT AND REVENUE</th>
<th>JUNE 2017 ($)</th>
<th>JUNE 2016 ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross campaign results</td>
<td>9,360,661</td>
<td>9,297,464</td>
</tr>
<tr>
<td>Less donor designations</td>
<td>(1,622,146)</td>
<td>(1,918,902)</td>
</tr>
<tr>
<td>Less provision for uncollectible</td>
<td>(284,699)</td>
<td>(223,929)</td>
</tr>
<tr>
<td><strong>Net current campaign revenue</strong></td>
<td>7,453,816</td>
<td>7,154,633</td>
</tr>
<tr>
<td>Campaign revenue - prior campaign</td>
<td>(18,176)</td>
<td>1,930</td>
</tr>
<tr>
<td>Campaign revenue - future campaign, net</td>
<td>802,699</td>
<td>617,836</td>
</tr>
<tr>
<td><strong>Net campaign revenue</strong></td>
<td>8,238,339</td>
<td>7,774,399</td>
</tr>
<tr>
<td>Net income from investments</td>
<td>647,785</td>
<td>65,978</td>
</tr>
<tr>
<td>Net income (loss) from beneficial interest in foundation assets</td>
<td>346,253</td>
<td>(124,250)</td>
</tr>
<tr>
<td>Designations - other community campaigns</td>
<td>253,409</td>
<td>274,950</td>
</tr>
<tr>
<td>Grant and gift revenue</td>
<td>355,098</td>
<td>263,684</td>
</tr>
<tr>
<td>Other revenue</td>
<td>191,859</td>
<td>138,302</td>
</tr>
<tr>
<td><strong>Total support and revenue</strong></td>
<td>10,032,743</td>
<td>8,393,063</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FUNCTIONAL EXPENSES</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Allocations and grants</td>
<td>5,043,815</td>
<td>5,311,127</td>
</tr>
<tr>
<td>Other community programs</td>
<td>1,643,859</td>
<td>1,479,249</td>
</tr>
<tr>
<td>Administration</td>
<td>1,031,089</td>
<td>1,081,859</td>
</tr>
<tr>
<td>Fund development</td>
<td>783,771</td>
<td>729,652</td>
</tr>
<tr>
<td><strong>Total functional expenses</strong></td>
<td>8,502,534</td>
<td>8,601,887</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CHANGE IN NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase in net assets</td>
<td>1,530,209</td>
<td>(208,824)</td>
</tr>
</tbody>
</table>

United Way of Greater Greensboro does not assess membership dues or a fee for fundraising, administration and management expenses to Combined Federal Campaign federation members. United Way of Greater Greensboro as a Combined Federal Campaign federation honors all designations made to each member organization by distributing a proportionate share of receipts based on donor designations to each member. An uncollectible shrinkage percentage based on an average of the prior three year’s uncollectible rate is charged on all pledges.
United Way of Greater Greensboro’s strategic investment model for reducing poverty supports local programs that work together to have a holistic longterm impact on children, adults and families.

### HELPING OTHERS LEAD A HEALTHY LIFESTYLE

**TOTAL: $1,984,055**

<table>
<thead>
<tr>
<th>Adult Day Services</th>
<th>HIV Prevention &amp; Client Services</th>
<th>SCOPE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Caregiver Education</td>
<td>Infant Toddler Early</td>
<td></td>
</tr>
<tr>
<td>Counseling</td>
<td>Integrated Behavioral Health</td>
<td>Sickle Cell Services</td>
</tr>
<tr>
<td>Counseling &amp; Education</td>
<td>Kid’s Path</td>
<td>Supportive Services</td>
</tr>
<tr>
<td>Family Preservation (2 programs)</td>
<td>Parenting Skill Development</td>
<td>Teen Parent Mentoring Program</td>
</tr>
<tr>
<td>Foster Care to Permanency</td>
<td>Prevention &amp; Education</td>
<td>Wise Guys</td>
</tr>
<tr>
<td>Healthy Moms Healthy Babies</td>
<td>Public Mental Health Education</td>
<td></td>
</tr>
</tbody>
</table>

### HELPING OTHERS ACHIEVE EDUCATION & CHARACTER SUCCESS

**TOTAL: $1,289,848**

<table>
<thead>
<tr>
<th>Black &amp; Latino Achievers</th>
<th>Hayes Taylor Summer</th>
<th>Success AT School Afterschool Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boys &amp; Girls Club</td>
<td>Healthy Start</td>
<td>Success IN School</td>
</tr>
<tr>
<td>Camp Weaver</td>
<td>Juvenile Mediation</td>
<td>Teen Court - Life Skills</td>
</tr>
<tr>
<td>Community Service</td>
<td>Leadership Experience Outreach</td>
<td>YWORLD Afterschool</td>
</tr>
<tr>
<td>Family Literacy</td>
<td>Learning for Life</td>
<td>YWORLD Summer</td>
</tr>
<tr>
<td>Foster Grandparents Program</td>
<td>Scouting</td>
<td></td>
</tr>
<tr>
<td>Hayes Taylor Afterschool</td>
<td>Spirit of Excellence</td>
<td></td>
</tr>
<tr>
<td>HELPING OTHERS REACH FINANCIAL STABILITY &amp; INDEPENDENCE</td>
<td>TOTAL: $615,824</td>
<td></td>
</tr>
<tr>
<td>--------------------------------------------------------</td>
<td>---------------</td>
<td></td>
</tr>
<tr>
<td>Adult Literacy</td>
<td>Legal Information Access Program</td>
<td></td>
</tr>
<tr>
<td>arcBarks</td>
<td>Newcomers CLASS</td>
<td></td>
</tr>
<tr>
<td>Consumer Credit Counseling</td>
<td>Older Adult Unit</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Paying for Child Care</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Supported Employment</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Women to Work</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>HELPING OTHERS ACCESS FOOD AND OTHER BASIC RESOURCES</th>
<th>TOTAL: $1,094,467</th>
</tr>
</thead>
<tbody>
<tr>
<td>Access to Services</td>
<td>Disaster Services</td>
</tr>
<tr>
<td>Center of Hope Crisis Assistance</td>
<td>Domestic Services</td>
</tr>
<tr>
<td>Children's Advocacy Center</td>
<td>Domestic Unit</td>
</tr>
<tr>
<td>Community Guide</td>
<td>Domestic Violence Intervention</td>
</tr>
<tr>
<td></td>
<td>Nutritional Support Services</td>
</tr>
<tr>
<td></td>
<td>Obtaining Child Care</td>
</tr>
<tr>
<td></td>
<td>Senior Wheels</td>
</tr>
<tr>
<td></td>
<td>Transitional Development</td>
</tr>
<tr>
<td></td>
<td>Victim Services</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>COMMUNITY PARTNERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adult Center for Enrichment</td>
</tr>
<tr>
<td>Alcohol &amp; Drug Services</td>
</tr>
<tr>
<td>American Red Cross</td>
</tr>
<tr>
<td>Black Child Development</td>
</tr>
<tr>
<td>Boy Scouts</td>
</tr>
<tr>
<td>Center for New North Carolinians</td>
</tr>
<tr>
<td>Children's Home Society</td>
</tr>
<tr>
<td>Communities in Schools</td>
</tr>
<tr>
<td>Family Service of the Piedmont</td>
</tr>
<tr>
<td>Girl Scouts</td>
</tr>
<tr>
<td>Greensboro Cerebral Palsy</td>
</tr>
<tr>
<td>Guilford Child Development</td>
</tr>
<tr>
<td>Hospice &amp; Palliative Care</td>
</tr>
<tr>
<td>Legal Aid of North Carolina</td>
</tr>
<tr>
<td>Mental Health Association</td>
</tr>
<tr>
<td>One Step Further</td>
</tr>
<tr>
<td>Piedmont Health Services</td>
</tr>
<tr>
<td>Reading Connections</td>
</tr>
<tr>
<td>Salvation Army of Greensboro</td>
</tr>
<tr>
<td>Senior Resources of Guilford</td>
</tr>
<tr>
<td>The Arc of Greensboro</td>
</tr>
<tr>
<td>Triad Health Project</td>
</tr>
<tr>
<td>Women's Resource Center</td>
</tr>
<tr>
<td>YMCA</td>
</tr>
<tr>
<td>Youth Focus</td>
</tr>
<tr>
<td>YWCA</td>
</tr>
</tbody>
</table>
United Way of Greater Greensboro invests in initiatives and awards short-term grants that further our impact on children, adults and families.

### UNITED WAY OF GREATER GREENSBORO INITIATIVES
**TOTAL: $1,263,069**

<table>
<thead>
<tr>
<th>Initiative</th>
</tr>
</thead>
<tbody>
<tr>
<td>Big Brothers Big Sisters</td>
</tr>
<tr>
<td>Family Success Center</td>
</tr>
<tr>
<td>Health Navigator</td>
</tr>
<tr>
<td>Mentoring Matters</td>
</tr>
<tr>
<td>NC 2-1-1</td>
</tr>
<tr>
<td>Partners Ending Homelessness</td>
</tr>
<tr>
<td>Thriving at 3</td>
</tr>
<tr>
<td>The Volunteer Center of Greensboro</td>
</tr>
</tbody>
</table>

### KATHLEEN AND JOSEPH M. BRYAN COMMUNITY ENRICHMENT AND VENTURE GRANT (CEVG)
**TOTAL: $117,093**

<table>
<thead>
<tr>
<th>Initiative</th>
</tr>
</thead>
<tbody>
<tr>
<td>Center for Visual Artists: Los Artistas</td>
</tr>
<tr>
<td>Greensboro Housing Coalition: First H.O.M.E.</td>
</tr>
<tr>
<td>Mustard Seed Community Health: Community-Centered Health Home</td>
</tr>
<tr>
<td>NC Med Assist: Over the Counter Drug Giveaway</td>
</tr>
<tr>
<td>One Step Further: The Family Factor</td>
</tr>
<tr>
<td>The First Tee of the Triad: Youth &amp; Community Services Series</td>
</tr>
<tr>
<td>UNCG Community Arts Collaborative: Community Outreach Programs</td>
</tr>
<tr>
<td>Women’s Resource Center: Change Maker Recharge</td>
</tr>
<tr>
<td>YMCA of Greensboro: Y Bold and Gold Program</td>
</tr>
<tr>
<td>YWCA of Greensboro: Passion to Purse Program</td>
</tr>
</tbody>
</table>

### JOSEPH M. BRYAN HUMAN SERVICES GRANT
**TOTAL: $150,000**

<table>
<thead>
<tr>
<th>Initiative</th>
</tr>
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<td>Family Service of the Piedmont: Integrated Care</td>
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<td>One Step Further: Community Support and Nutrition Program</td>
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<td>People &amp; Paws 4 Hope: Second Chance</td>
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<td>Planned Parenthood South Atlantic: Long-Acting Reversible Contraception</td>
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<td>Reading Connections: Detention Center Literacy</td>
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<td>StepUp Greensboro: Bridge Programs</td>
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<td>YMCA of Greensboro: Family Emergency Shelter</td>
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UNITED WAY CREATES PARTNERSHIPS TO REDUCE POVERTY IN GREATER GREENSBORO