

2020 ANNUAL REPORT

LIVE UNITED

have the
COURAGE

United
Way



United Way
of Trumbull County

RECOVER. REIMAGINE. REBUILD.



MISSION

To be united in helping children and families thrive in Trumbull County.

VISION

To inspire and build a community where everyone has the opportunity to reach their full potential.

A MESSAGE FROM LEADERSHIP



Ginny Pasha



Kathy Kiniklis

LETTER FROM THE PRESIDENT

2020 was a year unlike any of us have seen. While 2020 presented significant challenges, it also illustrated the important role United Way of Trumbull County plays. The year began with the approval of our 2023 Strategic Plan but quickly pivoted to providing direct and indirect support to individuals, families, and agencies in Trumbull County.

In direct response to COVID-19, we coordinated volunteers to make masks for essential workers when PPE was not readily available and provided 288 gallons of hand sanitizer to partner agencies to keep their staff and the people they serve safe. Through our COVID-19 fund, we addressed food and housing insecurity and provided increased funding to our front-line partner agencies as the demand for their services continued to grow. We provided diapers to families in need, school supplies to students, kept kids engaged with virtual Read Aloud sessions and recognized our front-line workers through our Thankful Acts of Kindness Initiative.

We also never lost sight of our day-to-day work as we continued to fund more than 20 local programs to help people in our community get the opportunities they need to build toward self-sufficiency. We remained focused on early childhood literacy and introduced the Ohio Governor's Imagination Library and broke ground on a new Born Learning Trail in Warren. And, as the cost of prescriptions continued to rise and the need for assistance grew, Women United of Trumbull County provided more than 200 prescriptions for insulin to underinsured seniors and others.

United Way of Trumbull County was founded because of challenges like those we have seen during this pandemic. What we do well is collaborative, strategic, big-picture work that no one agency can do on its own. By setting goals and coordinating with others we make an even bigger difference in our community.

As we look to 2021, there are encouraging signs. There are jobs coming to Trumbull County. There is new construction. Our restaurants and sports venues are reopening. And we look forward to working in partnership with all of you to Recover, Reimagine and Rebuild so that all children and families in Trumbull County can Thrive.

Ginny Pasha
President & C.E.O.

LETTER FROM THE CHAIRMAN OF THE BOARD

For most of us, the year 2020 will be remembered as a time of social distancing and uncertainty. Yet, as we remained six feet apart, United Way and our community partners, including donors, volunteers, government agencies, foundations, and other non-profits were more united than ever to provide strength and hope in an unprecedented time.

With the help of our funding partners, we stayed true to our mission of Being United in Helping Children and Families Thrive in Trumbull County by amplifying our efforts to make sure people in our community still had opportunities to Learn Well, Earn Well and Stay Well while quickly addressing the more urgent needs created by COVID-19. In 2020, we were faced with unexpected challenges that led us to change our initial plans and come together to do what needed to be done in this moment. We learned once again that we are more resilient together.

I want to thank everyone at United Way and all our community partners for stepping up when it counted. I would also like to add a special thank you to the doctors, nurses, and health care professionals who work tirelessly on the front lines. At United Way of Trumbull County, we take time to recognize and celebrate their commitment to our health and safety because we know they are among our community's most valuable assets.

United, we worked and continue to work together to further our vision of building a community where every person has the opportunity to thrive now and for years to come. Our future depends on all of us working in collaboration to address the challenges we faced before and after COVID-19. No matter what happens in 2021 and beyond, we are committed to standing side by side with our community and to meet the needs of our friends and neighbors in Trumbull County.

Thank you for Living United,

Kathy Kiniklis
Chairman of the Board

UNITED WAY OF TRUMBULL COUNTY LEADERSHIP

OFFICERS

KATHLEEN KINIKLIS

Chairman of the Board
Mercy Health

JOSEPH JOHNSON

Vice Chairman of the Board
Huntington National Bank

VAN NELSON

Secretary
Trumbull County Action Program

H. SCOTT MASTERS

Treasurer
*Berkman, Jorgensen,
Masters & Stafman, LLC*

BOARD OF DIRECTORS

BRIAN BOETTCHER

Seven Seventeen Credit Union

ESTHER BUSCHAU

The Cafaro Company

DANTE CAPERS

Warren City Schools

MAYOR DOUG FRANKLIN

City of Warren

LINSEY GRAY

Anderson-Dubose Company

PASTOR TODD JOHNSON

Second Baptist Church

TAMMY JORGENSEN

Premier Bank

JAMES LEDENKO

Laborers Local 935

MATT MARTIN

*Trumbull Neighborhood
Partnership*

DON MOORE

City of Cortland Council

ROBERT NEMETH

Stanwade Metal Products

JOHN ROSSI, ESQ.

Farmers Trust Company

LISA TADDEI

First Energy/Ohio Edison

TODD WEDDELL

United Steelworkers Local 2155

STAFF

GINNY PASHA

President & C.E.O.

SALLIE DAUGHTERY

Director of Finance

CHRISTINE COPE

*Director of Marketing,
Development & Women United*

CINDY ROGERS

Campaign & Event Coordinator

LUANN CONRAD

Administrative Assistant



VISION

To inspire and build a community where everyone has the opportunity to reach their full potential.

EXPAND FUNDING SOURCES

Secure the funding and necessary resources to fund good work that addresses growing need by identifying new funding relationships and funding sources to increase diverse funding streams.

ADDRESS SYSTEMIC ISSUES

Lead a collaboration of stakeholders to address systemic issues that impact the culture of dependency and inclusion.

OUR PRIORITIES

IMAGE BRANDING/MARKETING

To be branded as a navigator of resources to capitalize positive change initiatives with a marketing plan that incorporates our new direction and enables achievement goals.

OPERATIONS

Be a model of operational excellence with a BOD that is engaged, a high-performing staff, enhanced technology, and volunteers who are committed to the success of the organization.



MISSION

To be United in helping children and families thrive in Trumbull County.

ADVOCATE

COLLABORATE

ORGANIZE

FACILITATE

FUND



LIVE UNITED

UNITED WAY OF TRUMBULL COUNTY



4,400+ STUDENTS
received services to support their education through our programs.

200+ VOLUNTEERS
gave their time, talent and energy.



1 OUT OF 3
people in Trumbull County have been helped by a United Way funded program.



2-1-1 HELPLINE
Available 24 hours a day, offering centralized information and referral services for individuals seeking various services in the community - whether via programs offered by Help Network of Northeast Ohio or referral to other agencies.

11,943 calls



1,992 PEOPLE
helped with prescription discounts
\$117,918 COMMUNITY SAVINGS



200 PRESCRIPTIONS
Diabetes related medications provided.



3,224 Enrolled
in the Ohio Governor's Imagination Library.



1500 masks
donated to essential workers.

288 gallons
of hand sanitizer donated.



ACHIEVEMENTS IN ORGANIZATIONAL EXCELLENCE

In 2020, United Way of Trumbull County once again achieved all nine core requirements of United Way Worldwide. The thumbs up logo assures those involved with our organization that United Way of Trumbull County is recognized to be tax exempt under Section 501(c)3 of the IRS code and has complied with all applicable legal, local, state, and federal operating and reporting requirements. It is critical that our donors and volunteers are confident in their investment with United Way of Trumbull County. United Way of Trumbull County is proud to announce the following achievements that allow those that contribute to our organization to be confident in their investment.

United Way of Trumbull County has once again earned the Platinum Seal of Transparency from the non-profit leader, Guidestar, the world's largest source of non-profit information. This is the highest level of recognition offered by Guidestar and allows our donors to focus on the progress and results of United Way of Trumbull County. We are proud to be an accredited business of the Better Business Bureau.



RESPONDING TO THE CRISIS



COVID-19 FUND

United Way of Trumbull County worked in collaboration with local foundations to ensure donations were getting to those in need by coordinating efforts, identifying gaps, and streamlining procedures to avoid duplication.

SURVEYS

During the pandemic, United Way of Trumbull County also conducted three surveys in Trumbull County. The information helped identify trends and local needs, better enabling the organization and its community partners to provide much needed resources and support during the ongoing pandemic.

Children, adults, and seniors experience the impact of COVID -19 differently, but the surveys revealed that mental health assistance is a high priority for each group. The last survey responses showed a 10% uptick in the need for mental health assistance as people continue to struggle with the stay-at-home order and the rapid depletion of financial reserves.

MASK DISTRIBUTION

Early on in the pandemic, getting PPE to essential workers was a challenge. At the direction of the Trumbull County Health District, United Way collaborated with local volunteers to make cloth masks and distribute them to those in need. United Way of Trumbull County and several Dollar General stores served as designated drop-off locations. JoAnn Fabrics provided discounted fabric and supplies as well as finished masks and the Youngstown Air Reserve Station provided masks for distribution once their quota was made. Volunteers making the masks were from all over Trumbull County including employees from Trumbull County Children Services. The masks were distributed to essential workers at local non-profit agencies, assisted living facilities and nursing homes, grocery stores, local health organizations, and to individuals upon request.

NEARLY 1,500 MASKS WERE DISTRIBUTED.

Both Employees and Children at the Pandemic Care Center at NEO Children's Rehabilitation Center received masks.



Lake Vista employees, considered frontline workers, were the first to receive the much needed masks as PPE remained scarce.

HAND SANITIZER

We distributed 288 gallons to our partner agencies for their safety and the safety of those they serve.



DIAPERS

As incomes as well as the distribution chain was impacted by COVID-19, families suddenly found themselves in need of diapers. Women United of Trumbull County helped raise funds to purchase diapers in bulk and distribute them through our local partner agencies. Over 1,000 diapers were provided to local families in need.

Litco International Inc. in Vienna not only raised funds, but also conducted an employee diaper drive. JoeAnn Coleburn, Human Resource Administrator from Litco Manufacturing and Women United Steering Committee member, helped coordinate the effort.

VIRTUAL READ ALOUDS

We introduced Read Aloud Wednesdays in the summer of 2020 for kids staying at home during the pandemic.

THANKFUL ACTS OF KINDNESS



Thanks to a generous donation from a private donor, we recognized our frontline essential workers with THANKFUL ACTS OF KINDNESS to show our appreciation for the sacrifices they made during the pandemic. We accepted nominations for a month in the spring and again in fall. Weekly, we chose one individual or group to be recognized. Each person received a small gift or meal purchased locally to show support for small businesses and restaurants such as *Just Pizzelles*, *Vasillio's*, *Independent Avon Representative Georgann Learn*, and *Ritual Earth* during the stay-at-home order. In a December newspaper ad, we thanked all the nominees for going over above during the crisis.



Employees at St. Joseph Hospital
Direct Support Professionals at Clear Skies Ahead, Niles
Trumbull Mental Health and Recovery Board Employees
Save-a-Lot Employees in Warren
Dylan Ellsworth – Champion Student
(he entertained assisted living and nursing home residents)
Timothy Grantz – Howland Firefighter
Karrie Diegan – Respiratory Therapist
SCOPE Employees and Volunteers
Kathee Lee – Desert Storm Veteran and SCOPE Volunteer

RECOGNITION OF TEACHERS AND NURSES

During the pandemic, UWTC recognized and celebrated nurses and teachers for stepping up to meet the challenges of the pandemic and for the great work they do day in and day out. We asked colleagues and students to share pictures during Nurses Week and Teacher Appreciation Week to highlight just some of the individuals who made and continue to make all the difference for the rest of us.



Sharonda Moore, RN
Harbor Light Hospice



Cindy D'Amico, RN
Trumbull Regional Medical Ctr.



Emergency RN's
St. Joseph Warren Hospital



Intensive Care Nurses
St. Joseph Warren Hospital



Home Care Nurses
Mercy Health



Ms. Rebekah Loveland
Niles Primary School



Mr. Patrick Carney
Badger High School



Miss Erica Cameron
Bristol Elementary School

LEARN WELL

FUNDED PROGRAMS

Family & Community Services – Big Brothers/
Big Sisters of Mahoning Valley
Boy Scouts, Great Trail Council
Family & Community Services – Foster Grandparents
Inspiring Minds
Potential Development Program
Trumbull Family Fitness

OHIO GOVERNOR'S IMAGINATION LIBRARY

In 2019, United Way of Trumbull County launched the Ohio Governor's Imagination Library in Trumbull County. It is a new chapter in early childhood literacy across Ohio that complements the work that UWTC has been doing for years. Through a partnership with Dolly Parton's Imagination Library, the goal is put more books in the hands of Ohio's children to ensure that every student enters kindergarten ready to succeed.

ENROLLED: 3,224 | GRADUATED: 333



BORN LEARNING TRAIL

In the early fall, we began work on a new Born Learning Trail in Perkins Park! The trail's theme of **WATCH! STOP! LEARN! PLAY!** encourages parents and caregivers to follow the child's lead, building the child's curiosity and confidence, and reinforces learning opportunities present in everyday life.

The Born Learning Trail supports language, literacy, and social skills development, and reminds us that learning can be fun!

We know increased investment in pre-K development fosters healthy growth, decreasing the likelihood of children being affected by various other adversities later in life. Because of the power of early learning, United Way has established kindergarten readiness as a LEARN WELL area of focus.

LEARN WELL

Allocation Committee:
Sue Datish & Denise Deltondo

Ohio Governor's Imagination Library Advisory Committee:

Lori Faust, *Youth Services Manager,*
Warren Trumbull-County Public Library

Jim Wilkins, *Director*
Warren Trumbull-County Public Library

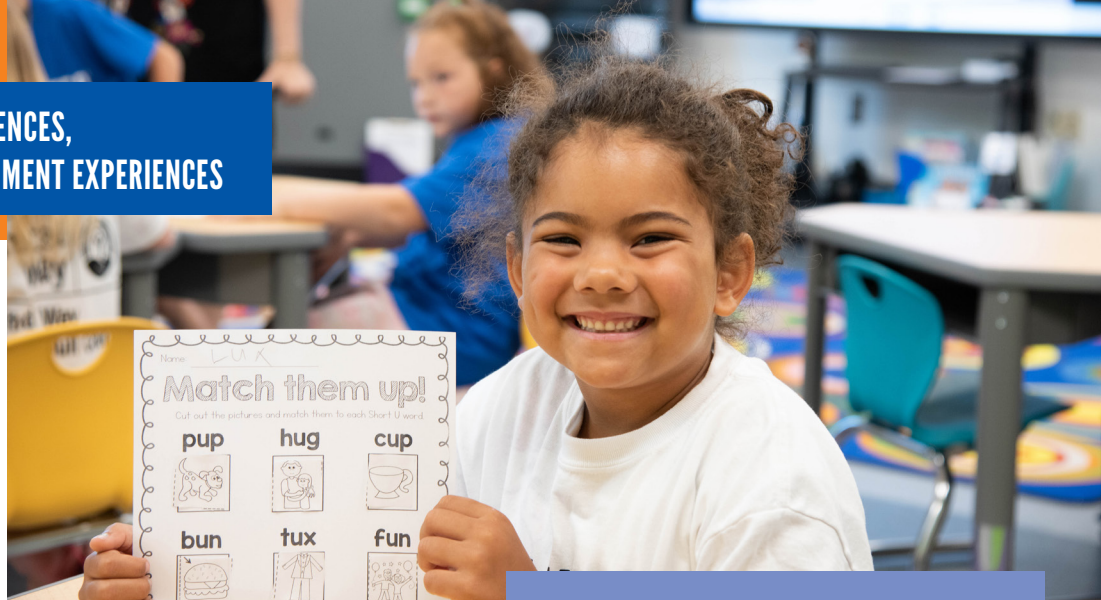
Jenna Amerine,
Trumbull County Combined Health District

Kelly Hutchison, *Preschool Coordinator,*
Warren City Schools

Bonnie Wilson, *Director,*
Family & Children's First Council

Van Nelson, *Director,*
Trumbull Community Action Program

SEEKING TO IMPROVE LEARNING EXPERIENCES,
EDUCATIONAL OPPORTUNITIES & ENRICHMENT EXPERIENCES



This initiative includes three programs, each designed to increase the number of Trumbull County children reading at grade level by grade three, with an emphasis on children from low-to moderate-income families.

In 2020, our programming efforts took a back seat to more urgent needs. However, **READ 4 FUN** was a great success in late February when 130 volunteer readers visited classrooms throughout Trumbull County to read to 4400 students as part of Read Across America. **READ 4 FUN** helps build students' confidence and creativity through fun reading experiences with the help of community volunteers.

In the summer, United Way of Trumbull County volunteers produced **VIRTUAL READ ALOUDS** for kids to stay engaged with reading during their break and to keep reminding young children that reading is fun!

United Way of Trumbull County also helped students to succeed by providing book bags, school supplies, and pantry items.

**Reading Great by 8
Advisory Committee:**

William Bosheff, *TESC*

Steve Chiaro, *Superintendent,
Warren City Schools*

Lori Faust, *Youth Services Manager,
Warren Trumbull County Library*

Angela Guarnieri, *TCESC*

Jennifer Soloman, *Third Grade Teacher,
Champion Local School District*

Bonnie Wilson,
Family & Children's First Council



A "BOATLOAD" OF SCHOOL SUPPLIES was provided to Trumbull County School Districts thanks to The Trumbull County Educational Service Center, United Way of Trumbull County, and local Dollar Generals.



As part of the annual STUFF THE BUS PROGRAM, Huntington Bank provided United Way of Trumbull County with 200 book bags for underserved students in Trumbull County. Kathy Kiniklis, UWTC Board Chair, picked up bags on our behalf to later be distributed to kids in Trumbull County.

FUNDED PROGRAMS

Salvation Army Drop-In Center

Family & Community Services
SCOPE Senior Support



MACY'S GIVES AWAY \$10,000 IN CLOTHING



Macy's at the Eastwood Mall donated \$10,000 worth of clothing to United Way to distribute to our partner agencies who serve families with low incomes. These beautiful clothes were given to the Community Volunteer Council who received phone calls immediately from families in need.

FUNDED PROGRAMS

American Red Cross Lake to River Chapter
 Catholic Charities Regional Agency
 Children's Rehabilitation Center - NE Ohio
 Community Volunteer Council
 Family & Community Services - SCOPE Senior Services
 Family & Community Services - Someplace Safe
 Greater Warren-Youngstown Urban League
 Help Network of Northeast Ohio
 Niles Community Services, Inc.
 Salvation Army
 Second Harvest Food Bank of Mahoning Valley
 Trumbull Mobile Meals

LEADING THE CHARGE | INSPIRING THE CHANGE

STEERING COMMITTEE

We are part of a community of like-minded women who contribute their personal passions, best ideas, and unique strengths to the goal of building stronger communities while developing personally and professionally.

JENNA AMERINE

Trumbull County Health District

JULIANNA BEGALLA

Cortland Bank

STACIA BROWN

Premier Bank

JOEANN COLEBURN

Litco Manufacturing

SALLIE DAUGHERTY

United Way of Trumbull County

JAIME LOEW

Woodforest Bank

PAM MARSHALL

*Trumbull Regional Medical Center
Committee Chair*

TAMMY JORGENSEN

*Premier Bank
Board Liaison*

MICHELLE PRESTON

Entrepreneur

SARAH VOSMIK

Warren Industrial Group

LINDA TOMINEY

Trumbull Regional Medical Center

MAYSOON YASIN

Woodforest Bank

DIABETES AWARENESS AND PRESCRIPTION ASSISTANCE

In 2020, Women United primarily focused on helping diabetics with limited incomes in Trumbull County to afford insulin. Nearly 100% of the people we help are senior citizens who are underinsured, and it was even more important that they stay healthy during the pandemic.

We provided funding for nearly 200 prescriptions in 2020.

A special thanks to Premier Bank, Litco Manufacturing, Inc., and the ladies at the Trumbull Regional Gift Shop for making this possible in 2020.



SUPPORTING A HEALTHY COMMUNITY

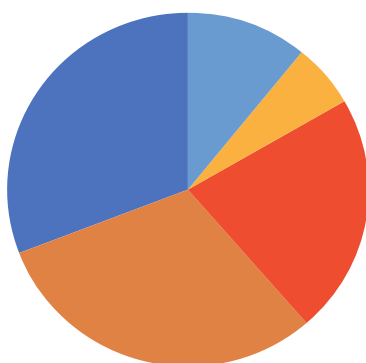


FamilyWize helps people afford their medications so they can live happy, health lives. Together, FamilyWize Community Service Partnership and United Way are working to help people across the country get much-needed prescription medications they otherwise would not be able to afford.

PEOPLE HELPED: 1,992

% of People by Age Group

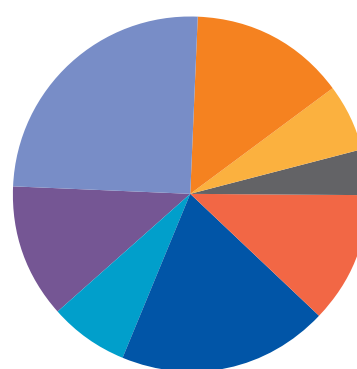
- 65 and over - 31%
- 45 to 64 - 31%
- 25 to 44 - 22%
- 18 to 24 - 6%
- 17 and under - 11%



COMMUNITY SAVINGS: \$117,912

% of Prescriptions by Therapy Area

- Other - 26%
- Allergy & Asthma - 14%
- Analgesics - 6%
- Anti-Inflammatory/ Musculoskeletal - 4%
- Diabetes/Endocrine - 12%
- Heart Disease - 19%
- Infections - 7%
- Mental Health - 12%



CALL 211

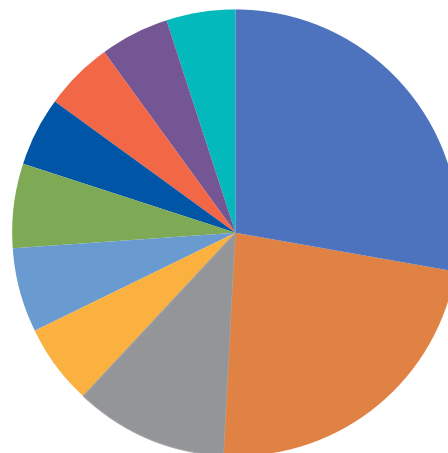
- Service provided by -



United Way of Trumbull County provides funding for their up-to-date database of community resources that are available 24 hours a day, offering centralized information and referral services for individuals seeking various services in the community - whether via programs offered by Help Network of Northeast Ohio or referral to other agencies. Dial 211, or you can also access the database of community resources by visiting the home page of this website and clicking on the appropriate circle under Help Finder.

2020-TOP 10 REASONS FOR CALLS TO 211

- General Information - 28%
- Counseling - 23%
- Senior Citizens Services - 11%
- Mental Health - 6%
- Food - 6%
- Housing - 6%
- Utilities - 5%
- Medical/Health - 5%
- Homeless - 5%
- Alcohol/Drugs - 5%



CAMPAIGN HIGHLIGHTS

TOP 10 WORKPLACE CAMPAIGNS

Seven Seventeen Credit Union
General Motors - Lordstown Complex
United Parcel Service
Warren City School District
Paige & Byrnes Insurance Agency
Thomas Steel Strip Corporation
Stanwade Metal Products
Trumbull Industries Inc.
Cortland Bank
Premier Bank

TOP 10 CORPORATE GIFTS

General Motors - Lordstown Complex
PNC Bank
Premier Bank
Cortland Bank
Seven Seventeen Credit Union
Toyota of Warren
ArcelorMittal - Warren
Stanwade Metal Products
Nationwide Insurance
Giant Eagle

TOP 10 FOUNDATION GIFTS

(in alphabetical order)

ArcelorMittal - Warren
Cafaro Foundation
First Place Community Fund
Mr. and Mrs. Gregory L. Greenwood
Ruth Beecher Charitable Trust - PNC
The Frances Schermer Charitable Trust
The John D. Beeghly Fund
Truist Foundation - UWW Covid-19 Relief Fund
Walter E. & Caroline H. Watson Foundation
William J. Bruder Foundation



THANK YOU

FOR GETTING INVOLVED.
CHANGING LIVES.
LIVING UNITED.

THANK YOU TO OUR

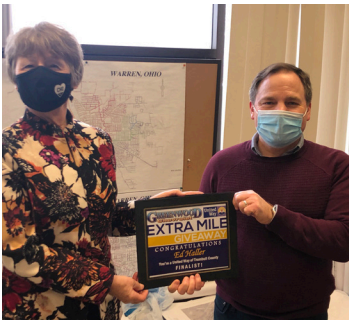
LONG-TIME LABOR PARTNERS

UAW 112
Operating Engineers Local 66
Laborers Local 935
Local Union 573 IBEW
Western Reserve Building Trades

CAMPAIGN HIGHLIGHTS



2020 brought many unique challenges for workplace campaigns and long-standing events such as the **GREENWOOD EXTRA MILE GIVEAWAY**. Each year for the past decade, Greenwood Chevrolet in Austintown has provided a new car (this year was a Chevy Trax) or \$15,000 in cash to one lucky person in Trumbull or Mahoning County. To be eligible, an individual must donate \$5 per week or \$260.00 per year to United Way of Trumbull or Mahoning Counties. Five names are pulled from each county for a total of ten finalists. In February, we typically come together for an exciting event at the dealership where one person's winning key starts the car. Due to COVID-19, this year's event was completely virtual! Thanks to the teams at Greenwood Chevrolet and 898 Marketing the whole event was promoted like never before, executed flawlessly, and was aired on local television with clips to be broadcast nationally. This year's winner was Joe Datchuk, Legal Counsel for 717 Credit Union and a supporter of United Way of Trumbull County. Joe had just recently started at 717 and was pleased to learn of their support for United Way. Joe lives in Trumbull County with his wife and three girls.



Ed Haller, Warren City Finalist



Stanley Elkins, Trumbull County Prosecutor, Finalist



Tim Schaffner, Trumbull County Children's Services, Finalist



Sonya Marshall, Warren City Schools, Finalist



Joe Datchuk, 717 Credit Union, Finalist & WINNER



Joe Datchuk and Greg Greenwood



Ginny Pasha picks a key.



Ginny Pasha turns the winning key.



Joe Datchuk's emotional response after winning!



In spring, Greg Greenwood toured Trumbull County Partner Agencies funded by UWTC. Greg Greenwood, Ginny Pasha, Thomas Conley, Urban League Director.

We also want to thank Steve Chiaro, Superintendent of Warren City Schools, Eric Lanham, SVP of Marketing for 717, and Russ Osman, of Trumbull Metropolitan Housing Authority (and the winner in 2019!) for filming videos with 898 Marketing to promote the event and United Way of Trumbull County.

UNITED WAY AT WORK

In 2020, United Way at Work looked a little different. Instead of hundreds of volunteers coming together to kick off our annual campaign, individuals and small teams volunteered in different ways and on different days for local projects in Trumbull County.

Barton Malow and the Local 935 broke ground in the fall for a new Born Learning Trail, in Perkins Park. This interactive trail contains signs with instructions for simple games that will turn time at the park into fun learning moments for young children.

The Team from TEMA Roofing helped Carol Walker, an 80-year-old grandmother from Niles, with several yard projects. They tackled everything from cleaning the gutters to trimming trees to raking leaves. Mrs. Walker has raised her grandson since he was an infant. She also supports a grown son, who was placed on disability and is unable to work.



The team from Barton Malow, Jim Ledenko from Local 935 and Ginny Pasha break ground on the Born Learning Trail in Perkins Park.



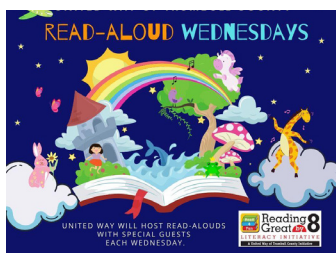
TEMA Roofing helps Carol Walker, seen here with her grandson, in Niles.



TEMA Roofing's Justin Froelich has a little fun. The crew was there for four hours and went over and beyond the scope of the work.

VIRTUAL READ ALOUDS

Volunteers recorded themselves reading age-appropriate books for children who may have had little interaction over the summer. The videos were posted on social media so the kids and their parents could easily engage and enjoy.



Bill Burgess, Kent State Trumbull
Give a Moose a Muffin

Darnelle Clark, Liberty Local Schools
Be Kind

Lori Faust, Warren-Trumbull County Public Library
Nobody Hugs a Cactus

Justin Froelich, TEMA Roofing
The Very Hungry Caterpillar

Cindy Jones, United Way Volunteer Reader
Five Little Monkeys

Jennifer Kennedy, Stana Jasen, Sylvia Pastore, and Kristin Woods, Cortland Bank
One Cent, Two Cent, Old Cent, New Cent

Lindsay McCoy, WFMJ 21 News
Madeline

Melissa Maki, Middlefield Bank
The Day the Crayons Quit

Wendy Miller, Howland Community Scholarship Foundation
Green Eggs & Ham

Daniel Palmer, Ph.D., Kent State Trumbull
Grumpy Monkey

Karen Segesto, PNC Wealth Management
The Wonderful Things You Will Be

SMALL BUSINESS UNITED



In 2020 we launched Small Business United with the help of TEMA Roofing Services. Small Business United offers opportunities for small businesses to give and volunteer in a way that fits their philanthropy goals, team building goals, and marketing objectives.

TEMA Roofing is a family-owned business in Trumbull County and agreed to be the “face” of this new opportunity to encourage others in the community to do the same.

They gave a financial contribution but their employees volunteered to read for kids, helped a local grandmother with yard work, participated in our golf outing and much more. When possible, media was directed their way.

We appreciate what Small Businesses do for our community so throughout the pandemic we encouraged everyone to patronize local establishments and restaurants.

A special note of thanks to John Guarnieri, of the former Albert Guarnieri and Co, who provided invaluable input and assistance during the inception of this giving initiative. Albert Guarnieri and Co was a family-owned business in Warren, Ohio for more than 100 years.

FINANCIALS

ASSETS

	December 31,	
	2020 (Unaudited)	2019 (Audited)
CURRENT ASSETS		
Cash and cash equivalents		
Unrestricted	\$ 434,088	\$ 378,723
Restricted for group benefits	383	433
Campaign Pledges Receivable:		
Prior year (net of allowance for uncollectible pledges)	55,190	54,131
Current year (net of allowance for uncollectible pledges)	206,742	166,583
OTHER ASSETS	506,780	496,780
LAND, BUILDING & EQUIPMENT		
Land and land improvements	40,033	40,033
Building and building improvements	353,874	353,874
Furniture and equipment	160,614	160,614
Accumulated depreciation	(479,272)	(468,612)
TOTAL ASSETS	\$ 1,278,432	\$ 1,182,559

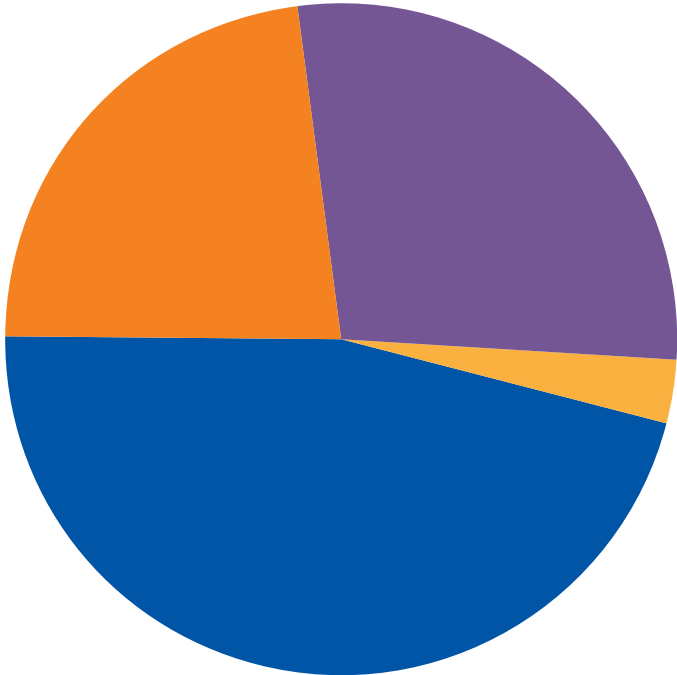
LIABILITIES & NET ASSETS

LIABILITIES		
Accounts Payable - Community Services	\$ 383	\$ 433
Designated Pledges payable	40,992	27,194
Note Payable	44,722	8,208
NET ASSETS		
Without donor restrictions	676,093	729,542
With donor restrictions	516,242	417,182
TOTAL LIABILITIES & NET ASSETS	\$ 1,278,432	\$ 1,182,559

Financial information was prepared prior to the independent annual audit, which will be completed on or about August 31, 2021, and available for inspection at the United Way office thereafter.

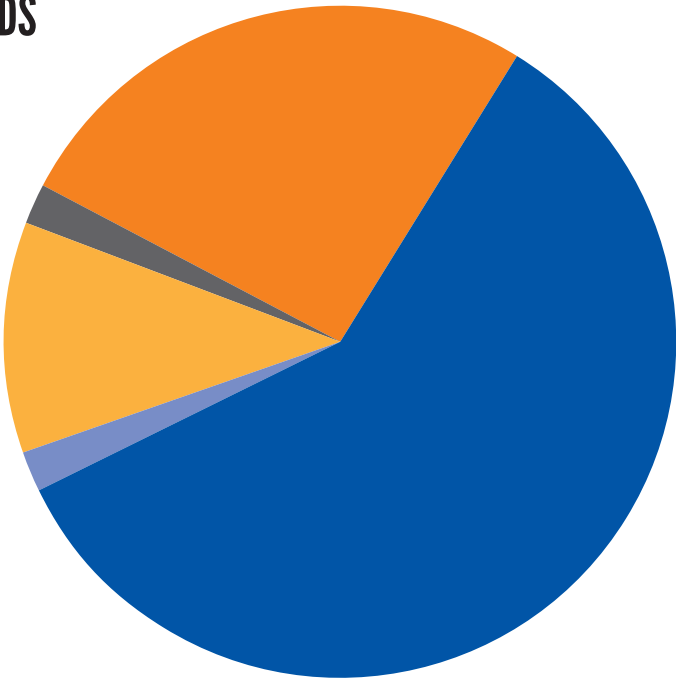
2020 IMPACT

- Learn Well - 28%
- Earn Well - 3%
- Stay Well - 46%
- COVID-19 - 23%

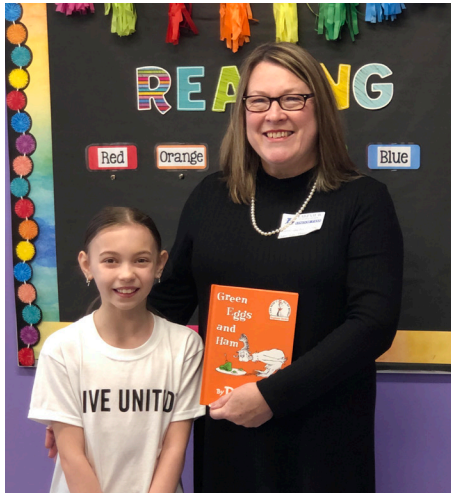
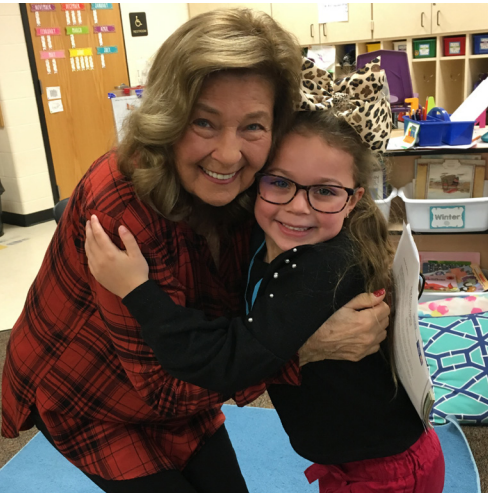


2020 CAMPAIGN BY SOURCE OF FUNDS

- Corporate - 59%
- Employees - 26%
- Small Businesses - 2%
- Foundations - 11%
- Labor - 2%



HIGHLIGHTS



SPOKES KIDS FOR UNITED WAY OF TRUMBULL COUNTY

In 2019, we held tryouts for kids to represent our United Way in the Community in 2020 by volunteering, appearing in promotional materials, and to learn about giving back. BAILEY TOLIOS of Cortland and CADENCE TREICH of Champion were selected for their enthusiasm, commitment to do good in the community, and their talent. Though 2020 did not go as planned, each girl was able to contribute.

Bailey, with the help of her mom Dana Warren-Tolios, created a video for our campaign that creatively explains what United Way is all about. (Originally, both girls memorized the script, rehearsed, and showed up for the video recording, but the final video did not get made due to COVID-19).

Cadence helped by volunteering when possible. She is seen below helping load food at Trumbull Mobile Meals where long-time volunteer Dick Lytle, talked to her about the program and the importance of volunteering.

BAILEY TOLIOS



LOCAL DOLLARS LOCAL IMPACT

United Way
United Way of Trumbull County

3601 Youngstown Rd.
Warren, Oh 44484
330-669-1000

**HELP THOSE IN
TIME OF NEED**

Donate today at
www.unitedwaytrumbull.org

"Volunteering and helping others not only helps them, but it helps us too. It makes us feel good!"

Bailey Tolios - A local spokes kid for United Way of Trumbull County.



CADENCE TREICH





United Way of Trumbull County

3601 Youngstown Road, SE

Warren, OH 44484-2832

Phone: 330-369-1000

Fax: 330-369-5555

www.unitedwaytrumbull.org