



UnitedWay of the LowerEasternShore  
2017AnnualReport

A Message from the Chairman of the Board and the President & CEO...

Heartfelt United Way greetings and thanks to every donor, organization, and program partner for making this past year one of the most generous, caring and impactful years in our local United Way's history! This year was record breaking with support to lift up and provide hope and critical help for our Eastern Shore community. Over \$2.4 million was pledged through employee campaigns, corporate gifts, event sponsorships and grants. Additionally, in-kind gifts and services received were valued at over \$300,000. Our employee campaigns exceeded all goals thanks to the strong support and creative energy of over 200 CEO's and their Campaign Coordinators.

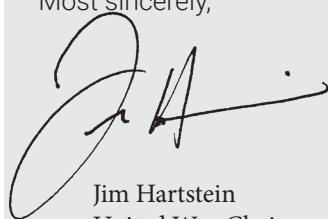
Our special events broke all records thanks to the Salisbury Elks # 817 taking the lead for the annual "Cornament" (Cornhole Tournament) and the Holiday Ball Committee's continued record breaking success with another sold out event for over 500 guests.

Two new United Way programs, Read to Succeed & Girls on the Run, touched over 70 children thanks to the leadership of Lois Hartstein and Cathie Thomas who launched our newest Affinity Group "Women UNITED" with an inaugural group of over 300 women who have been given the opportunity to make a measurable difference by volunteering with local children.

The bottom line to our success this year is we all succeed when an at-risk child succeeds in school, when someone gains the skills to find a job so they can provide for their family, or when our neighbors are able to access quality, affordable and understandable health care. For our United Way these are the basic building blocks of life we remain focused on ... local education, health and financial stability.

In the pages ahead are the true community heroes who brought to life the true meaning of our campaign mantra this year ... UNITED WE WIN!!

Most sincerely,



Jim Hartstein  
United Way Chairman of the Board  
The Insurance Market



Kathleen Mommé  
United Way President/CEO



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# COMMUNITY IMPACT



## EDUCATION

Success in life begins with a quality education. And yet, thousands of children and youth lack the support they need to strengthen their literacy, stay on track in school, graduate high school and find a career. We're fighting to shift the odds so tomorrow's leaders can build a better foundation today. With an approach to education that spans from cradle to career, we're ensuring every child gets a strong start in life, teenagers have the tools to learn and grow, and young adults thrive in the job market.



STEM education is a major focus of the Girl Scout's Lower Shore Scouting Outreach Program.



## FINANCIAL STABILITY

Chronic Unemployment... Financial Illiteracy... Homelessness... all across the Lower Eastern Shore, individuals and families are facing financial obstacles that prevent a good quality of life. We're fighting to put every person in our community on a path toward financial empowerment. That starts with access to services, job training, financial counseling and housing support.



Student volunteers assist with a Habitat for Humanity build.



## HEALTH

Understanding and accessing quality health care is a challenge for many of our neighbors, and advocating for a loved one is complicated! Making it easier for individuals to navigate and access physical and mental health services is key for a healthy community. Whether the need is critical substance abuse support, removing food insecurity or accessing quality health care, we're fighting to help everyone get—and stay—healthy.



The Pediatric Therapy program at Easter Seals provides critical health services to children on the Eastern Shore.

## OUR FOCUS

Health, Education, and Financial Stability are the building blocks for success and our United Way offers community support and direct programs in these critical areas. We work to ensure every child, family, senior and neighbor in our community has the tools and the support they need to succeed and thrive.

## OUR IMPACT

We are the problem-solvers, the hand-raisers, the game-changers. We fight for the Health, Education and Financial Stability of every person in our community. By uniting efforts with diverse stakeholders to collectively address the challenges facing our community, we are changing the odds for our most vulnerable populations. United Way of the Lower Eastern Shore remains the largest non-governmental source of support for 80 critical programs in Dorchester, Somerset, Wicomico and Worcester Counties, providing opportunities for a better life for everyone on the Lower Shore. UNITED ... WE WIN!

**80**  
**SUPPORTED  
PROGRAMS**

**34**  
**AGENCY  
PARTNERS**

**254**  
**CORPORATE  
PARTNERS**

**6,485**  
**DONORS**

**11,942**  
**VOLUNTEER  
HOURS**

**1,447**  
**VOLUNTEERS**

**1 IN 3**  
**LOWER SHORE  
NEIGHBORS  
HELPED**

**84,000**  
**INDIVIDUALS  
& FAMILIES  
IMPACTED**

**\$1,460,316**  
**INVESTED IN  
COMMUNITY  
IMPACT  
PROGRAMS**

# 17 PROGRAMS

# \$340,269 INVESTED

# 12,381 IMPACTED



Salisbury University Student United Way club members host a resume building workshop for local students.



Participants in United Way's Read to Succeed Program show off a book they received from local author, Bernadette Gesser.



Third grade participants in the Community Connection Program display Literacy certificates.



Graduates of the Salisbury Horizon's program receive technology supplies to help them with their high school studies thanks to the Tech 4 Teens program.

# EDUCATION

Education is the first critical building block to a successful and stable life. Our funded programs focus on mentoring, scouting, summer enrichment, youth leadership, adult literacy and kindergarten readiness ... and provide the tools our local children, teens and adults need to flourish.



## **Big Brothers Big Sisters of the Eastern Shore**

**Mentor Training | \$3,000**

**Mentoring | \$52,000**

## **Del-Mar-Va Council, Boy Scouts**

**Lower Shore Scouting Outreach | \$38,000**

## **Epoch Dream Center**

**After School & Summer Enrichment | \$37,019**

## **Garland Hayward Youth Center**

**After School Program | \$4,000**

## **Girl Scouts of the Chesapeake Bay**

**Lower Shore Scouting Outreach | \$40,000**

## **Horizons Salisbury**

**High School Enrichment | \$5,000**

**Summer Enrichment & Academic Connections | \$28,250**

## **It Takes a Village to Help Our Children**

**Faces of Somerset After School Program | \$5,000**

## **Salisbury Urban Ministries**

**Kids Café | \$11,000**

## **The Salvation Army- Lower Eastern Shore**

**Education & Latchkey Program | \$17,000**

## **United Way of the Lower Eastern Shore**

**Community Connection Program | \$14,000**

**Imagination Library | \$68,000**

**Student United Ways | \$6,000**

**Tech 4 Teens | \$3,000**

## **Worcester Youth & Family Services**

**SABERS Boys Program | \$3,000**

**SAGES Girls Program | \$6,000**

**24  
PROGRAMS**

**\$416,022  
INVESTED**

**47,984  
IMPACTED**



Student Volunteers distribute Maryland 2-1-1 helpline cards around the community.



Volunteers prepare meals at a local emergency shelter.



Salisbury University and Wor-Wic Community College Student United Ways collaborated on a Habitat build.



Pocomoke High School Student United Way members lend a hand at a local food pantry.

# FINANCIAL STABILITY

United Way of the Lower Eastern Shore is committed to helping families and individuals become financially stable ... the second building block to a successful life. Our programs' focus on housing, food distribution, crisis assistance, job training and social services helps our vulnerable neighbors improve their day to day living stability, keep bills paid, and puts food on the table ... ultimately achieving long-term stability.

## American Red Cross, Delmarva Region

**Disaster Services | \$30,000**

## Catholic Charities - The Seton Center

**Basic Needs & Case Management | \$62,000**

## Delmarva Community Services

**Community Action Center - Emergency Food | \$12,000**

**Community Action Center - Homeless Prevention | \$10,000**

## Diakonia

**Emergency Food Assistance | \$7,500**

**Emergency Shelter | \$40,000**

**Homeless Prevention/Rapid Rehousing | \$10,000**

**Transitional Housing | \$10,000**

## Dove Pointe

**Disability Day Services | \$8,022**

## Habitat for Humanity of Wicomico

**Community Home Building | \$12,000**

## Life Crisis Center

**MD 211 | \$60,000**

## Lower Shore Enterprises

**Vocational & Employment Transportation | \$5,000**

**Workforce Development / Community Integration | \$5,000**

## M.A.C.

**Senior Job Training | \$13,000**

## Samaritan Ministries

**Emergency Shelter | \$22,000**

**Soup Kitchen | \$10,000**

## Telamon

**Financial Literacy & Housing Counseling | \$5,000**

**Food & Service Training Program | \$8,000**

## The Salvation Army- Cambridge

**House of Hope Shelter | \$10,000**

**Pathway of Hope | \$5,000**

## The Salvation Army- Lower Eastern Shore

**Social Services | \$30,000**

## United Way of the Lower Eastern Shore

**ALICE® Report | \$1,000**

## Village of Hope

**Steps to Success Transitional Living | \$37,000**

## Worcester Youth & Family Services

**Family Connections | \$3,500**

**33  
PROGRAMS**

**\$557,025  
INVESTED**

**14,508  
IMPACTED**



United Way's Girls on the Run program provides mental and physical health benefits to participants.



Maryland Food Bank's Pantry on the Go program offers healthy meals to local residents in need.



United Way of the Lower Eastern Shore, Peninsula Regional Medical Center and Beacon at Salisbury University partner in support of a local Health Literacy Initiative.



Cheyenne Shrievies happily benefits from services provided by Easter Seal's Pediatric Therapy program.

# HEALTH

Access to quality healthcare is vital for a good quality life ... which is why Health is United Way's third building block for a successful life. As many struggle with illness, disability, abuse, addiction, and inadequate health insurance ... we work hard to ensure our vulnerable neighbors receive the critical care they need and are focused on living healthier lives.



## Bay Area Center for Independent Living Assistive Technology Center | \$22,000

## Catholic Charities - The Seton Center Behavioral Health Services | \$7,500

## Chesapeake Housing Mission Critical Home Repair & Accessibility | \$23,000

## Coastal Hospice & Palliative Care Compass Program | \$9,000 Hospice Program | \$40,000 Palliative Care Program | \$26,000

## Delmarva Community Services Alzheimer's Respite Care | \$8,000 Medical Adult Day Care | \$3,000 Senior Dental Program | \$4,500 Senior Rural Food Distribution & Transportation | \$4,500 Transportation for Dialysis Patients | \$17,000 Veterans' Medical Transportation | \$4,000

## Easter Seals Pediatric Therapy Services | \$15,000

## For All Seasons Dorchester School Based Mental Health | \$15,000

## Habitat for Humanity of Wicomico Roof & Repair Program | \$5,000

## M.A.C. Alzheimer's Day Program | \$15,000 Meals On Wheels | \$180,000 Senior Care at MAC | \$5,000

## Maryland Food Bank Pantry on the Go Program | \$7,500

## Mid Shore Mediation Center In-School Conflict Resolution | \$9,000

## Moveable Feast Home Delivered Meal Program | \$5,000

## Recovery Resource Center Addiction Recovery Support | \$26,000

## Salisbury Urban Ministries Community Health/Rx Assistance | \$9,000

## Somerset Community Services Disability Day Program Transportation | \$525

## The Salvation Army- Lower Eastern Shore Crisfield Youth Program | \$15,000 Hazel Center Youth Program | \$7,500 Older Adult Ministries | \$3,000 Salisbury Youth Program | \$14,000

## United Way of the Lower Eastern Shore Health Literacy Project | \$3,000 Opioid & Addiction Awareness | \$5,500

## Worcester County Developmental Center Residential Services | \$5,000 Court Appointed Special Advocates(CASA) | \$24,500 Mental Health Counseling | \$19,000

# VOLUNTEERS ARE OUR DRIVING FORCE!

United Way volunteers are the driving force behind our fight for better Health, Education and Financial Stability for all. Helping out for an hour, a day or every week makes a significant impact in building a strong community. Whether helping with a fundraiser, reading with a child, or serving food to the hungry, sharing time and talents is a special gift. No one can tackle community issues alone, and volunteers make sure that UNITED ... WE WIN!

**1,447**  
**Volunteers**

**Nonprofits  
Participating**  
**128**

**670**  
**Projects Completed**

**17,409**  
**Individuals & Families  
Impacted**

**11,942** **Volunteer Hours**

Value of Volunteer Hours Impacting Our Community

**\$319,913**

**499** REGISTERED  
Volunteer  
**CONNECTIONS**

**375** VOLUNTEER  
Needs  
**SHARED**

**111** COMMUNITY  
Events  
**SHARED**

## GET CONNECTED VOLUNTEER CENTER

[www.ShoreGetConnected.org](http://www.ShoreGetConnected.org)

United Way is proud to be the designated Volunteer Center by the Governor's Office on Service & Volunteerism. The center provides local nonprofits with free volunteer management tools to help mobilize volunteers into action. Community members of all ages are encouraged to find their passion and lend a helping hand, with personalized data to see their local impact.



**SITE  
VIEWS  
Monthly** **5,100+**



Local seniors volunteer at The Salvation Army in Salisbury.



Snow Hill residents participate in a neighborhood cleanup.



Students donate their time at the Maryland Food Bank.



Student United Way members help with renovations at HALO.



# Be the Difference! Day

## ONE DAY. 23 PROJECTS. WINNING IMPACT.

In partnership with Community Foundation of the Eastern Shore and Salisbury University, the Volunteer Center organized a community-wide day of service... Be the Difference Day! For this inaugural event, 274 Volunteers provided over 530 hours of service in ONE DAY – from sorting donated food, to cleaning up our community, serving meals to the hungry and more! A great display of what it means to LIVE UNITED!



**Spirit of the Shore Award | SOMERSET COUNTY PUBLIC SCHOOLS**

**Heart of United Way  
CONNIE STROTT**  
Law Office  
of George G. Strott, Jr.

**President's Trophy  
JIM HARTSTEIN**  
The Insurance Market

# VOLUNTEERS OF THE YEAR

**Wicomico County  
DANA SEILER**  
Vantage Point  
Solutions Group



**Worcester County  
COLE TAUSTIN**  
BLU Crabhouse  
& Embers Restaurant



**Somerset County  
KIMBERLY  
CONWAY-DUMPSON**  
University of MD Eastern Shore



**Dorchester County  
JENNIFER LAYTON**  
Layton's Chance Winery



**Emerging Leader  
CANDICE SCHROEPFER**  
Perdue Farms



**Student United Way  
KATIE KIRBY**  
Salisbury University



**Flame of Excellence | WORCESTER COUNTY PUBLIC SCHOOLS**



**Student United Way  
GRACIE BOYCE**  
Pocomoke High School

# COMMUNITY CELEBRATION & AWARDS

The community had an opportunity to celebrate success and recognize dedicated volunteers at the 72nd United Way of the Lower Eastern Shore Annual Meeting and Community Leaders Celebration. Generously hosted by the University of Maryland Eastern Shore, the event attracted nearly 300 community members representing more than 150 local companies.



**Jim Barrett  
Community Leadership Award  
SUSAN PURNELL  
Kuhn's Jewelers**

## COORDINATORS OF THE YEAR



**Wicomico County  
THE WCBOE TEAM**  
Jesse Reid, Courtne Jones,  
Brooke Barnes, Laura Bounds,  
Mark Thompson  
Wicomico County Public Schools



**Worcester County  
ERIC LAGSTROM**  
Town of Ocean City



**Dorchester County  
LISA FATICA**  
D.S. Smith



**Somerset County  
MICHELLE TAYLOR & GARY KITCHING**  
Somerset County Employees

# Salisbury UNIVERSITY

eighty-five+ Volunteer Projects | 70 Club Members



The Salisbury University Student United Way Executive Team celebrates their community impact at the SU Center for Student Involvement & Leadership Awards.

4,100+ Volunteer Hours | \$9,475+ raised to support UnitedWayPrograms

3,500 Individuals&Families IMPACTED



Club members volunteer at the "Shred Day" Fundraiser at Salisbury University, raising over \$1,100.

# STUDENT UNITED WAY

## OFFICERS

Eleanor Brown | President; Drew LaCouture | Vice President

Paige Brinsfield | Secretary; Megan Lynch | Volunteer Coordinator

Katie Mader | Treasurer & Fundraising Chair

Katie Kirby & Brielle McQuiston | Public Relations Coordinators

Kerry Lynch | Recruitment Coordinator

Erin Walbert | Campus Representative

Dr. Ani Mathers | Salisbury University Advisor

## HIGHLIGHTS

4th Annual Zombie 5K Dash raised a record-breaking \$7,921

Record-breaking year in volunteer impact. 17 members received Governor's Volunteer Service Awards

Advisor, Dr. Ani Mathers, awarded "Outstanding Contribution to Student Life" at the SU Center for Student Involvement & Leadership Awards

Completed four wheelchair ramp builds with Chesapeake Housing Mission

Conducted two resume workshops at Wicomico High School

President Eleanor Brown awarded "Outstanding Club President" at the SU Center Involvement & Leadership Awards.



The zombies are coming! The Halloween 5K Dash features a fun "Zombie-Infested" 5K and 1 Mile Walk.

Student United Way is a platform for passionate student leaders who are committed to improving lives and strengthening communities. We focus on Education, Financial Stability and Health, because those are the things everyone needs to build a good quality life. Student United Way represents the next generation of community leaders.



Wor-Wic Club representatives donate fundraiser proceeds to United Way.

## O F F I C E R S

Cory Davis | President

## H I G H L I G H T S

Held a Food Drive for Wor-Wic's food pantry

Supported Salisbury University Student United Way's Halloween 5K

Rang the Bell for the Salvation Army

Served lunch at God's Kitchen

Organized a free campus yoga session for Heart Health month

Held a Bake Sale and Pancake Fundraiser

Partnered with Salisbury University Student United Way on two wheelchair ramp builds

Recognized as an Outstanding Club on campus



Club President Cory Davis and Club Advisor Ellie Soulis 'Live United' by fundraising at the Pancake Breakfast!

# WOR-WIC COMMUNITY COLLEGE

## eight Volunteer Projects | 10 Club Members



Michael Bowman, Brieya Wilson, Cory Davis, Kristen Coleman, and Ellie Soulis volunteer at the Pancake Breakfast fundraiser.

**111+**  
**Volunteer**  
**HOURS**

**\$330+**  
**raised to support**  
**United Way Programs**

**375** Individuals & Families  
**IMPACTED**



Building a ramp requires 'all hands on deck' and SUW brings students together with local professionals to make an impact.

# UNITED WAY EMERGING LEADERS

Founded in 2010, the Emerging Leaders recognizes young and young-at-heart professionals who support United Way of the Lower Eastern Shore by donating at a leadership level and promoting the spirit of local philanthropy & volunteerism.

**In 2017, this group, comprised of...**

**1717 individuals+couples  
donated a combined total of \$240,893  
to support United Way programs.**

Chair: Candice Schroepfer, Perdue Farms



Emerging Leaders celebrate 'Christmas in July' during their 2nd annual holiday fundraiser at the Salisbury Elks Pool.



Candice Schroepfer and Michelle Sadler guest bartending at The Brick Room.



Mark Moskowitz, Twain Evanson, Michelle Sadler and Candice Schroepfer helping at God's Kitchen.



Emerging Leaders at a monthly committee meeting, planning future volunteer projects and fundraising efforts.



Filippa and Ben Etherton, Kristia Mardones, and Katherine Hairsine ready to deliver Thanksgiving dinner to local families.

In 2017, our United Way launched a new affinity group ... Women United. Across the world, Women United groups take action on issues that hit closest to home through their giving, volunteering and advocating. The focus of Women United is to provide hands on volunteer support for selected projects that meet the critical needs of our local communities... bettering the community through taking action.

# WOMEN UNITED



Women United donors and volunteers gather at the inaugural kickoff event.

## READ TO SUCCEED

A reading program where volunteers spend thirty minutes per week in local classrooms helping children develop and improve literacy skills. In its inaugural year, mentors worked with students in the 3rd grade at Glen Avenue, bringing them up to grade level reading. 31 students participated in the program with 46 mentors tutoring them weekly.

Women United recognizes that the strength of our future workforce depends on students becoming successful today. Strong early childhood development programs and a focus on literacy have a direct link to children's likelihood to graduate from high school. Volunteers recognize the importance of supporting our local schools and students.



Shylonda enjoys books with Laura Rodriguez.

Connie Strott reads with her 3rd grade student, Chastity.



## GIRLS ON THE RUN

A transformational learning program for 8 to 13 year-old girls. The program piloted at Pittsville Elementary & Middle School with volunteers providing lessons to encourage positive emotional, social, mental and physical development. Participants explored and discussed their experiences and challenges girls face. They also developed important strategies and skills to help them navigate life experiences.

Physical activity is woven into the program to inspire an appreciation of fitness and to build habits that lead to a lifetime of health. At the end of the three month session, the girls participated in a Girls on the Run 5K event in Baltimore with thousands of girls from across the state. This celebratory, non-competitive event was the culminating experience of the curriculum, giving the girls a tangible understanding of the confidence that comes through accomplishment.

Girls from Pittsville Elementary & Middle School successfully completed their 5k.



# UNITED WE WIN THROUGH SPECIAL EVENTS

Each year, companies all across the Lower Eastern Shore of Maryland rally support in the most creative ways. On these pages, you will find special events that brought the community together and, in many cases, raised thousands of dollars for our United Way!



## LOWER EASTERN SHORE CORNAMENT

Presented by The Salisbury ELKS #817, the largest annual cornhole tournament on Maryland's Eastern Shore featured a fun competition with cash prizes, silent auction, entertainment, and tons of bragging rights!



## HOT STOVE BANQUET

Each year, the Hot Stove banquet kicks off the Shorebirds' season and includes a silent auction benefitting United Way, in addition to the Fly Together Fund. Since 2012, the Shorebirds organization has donated nearly \$15,000 cumulatively to United Way through the banquet.

## CEO & COORDINATOR BREAKFAST

The 13th Annual CEO & Coordinator Breakfast kicked-off the 2017 "United We Win" campaign season. Hosted by Jim Perdue, Chairman of Perdue Farms, the breakfast sponsored by Salisbury University brought over 250 local business and community leaders together to hear uplifting speeches and updates on United Way's community impact efforts on the Lower Shore.



## PIEDMONT'S ANNUAL DASH PULL

Each year, Piedmont Airlines invites community businesses to assemble teams and test their strength by pulling a Dash-8 airplane. The team that pulls the airplane to the finish line the fastest takes home the trophy!



## POWER OF THE PURSE

Women United hosted the inaugural Power of the Purse event featuring a very special evening of delicious cuisine, cocktails, conversation ... AND over 50 brand new designer purses available to the highest bidder.



## DANCE UNITED & MORE

Wicomico County Public Schools really got their United Way Campaign movin' up the chart by hosting student fundraising events in 13 schools. From Mardela's "Rock Around the Clock" themed day to Fruitland Primary's Slime the Principle Challenge, students all over the county participated in fun activities, while accepting contributions to help friends and families in need on the Lower Eastern Shore.



## PEPSI VENDING MACHINES

By choosing to drink from United Way Pepsi machines, residents are able to enjoy their favorite soft drink products, knowing they are helping the community. With products purchased from these machines, a percentage of every dollar is donated back to local programs!



## PREAKNESS PALOOZA

The 7th Annual Preakness Palooza was the place to be for Maryland's famous horse race. The event took place at Evolution Craft Brewing Company and featured fun opportunities to "bet" and win prizes and tons of entertainment. Presented by Arthur J. Gallagher & Co. and RPS ISG International.



## FRISBEE GOLF TOURNAMENT

Teams of 4 enjoyed an awesome day of disc golf, competed for prizes and spent a fun Friday with fellow business professionals, raising money for Imagination Library. Presented by Arthur J. Gallagher & Co. and RPS ISG International.



## UNITED WAY WEDNESDAYS

Local restaurant, Cactus Taverna, launched an ongoing and most delicious weekly fundraiser called "United Way Wednesdays". Every Wednesday from 4pm-10pm, a portion of food and drink sales are donated to United Way.



## CRAB FEAST & MORE

Somerset County Public Schools reached a record campaign with several fun, unique events throughout the year! A Crisfield Crab Feast, cupcake wars, quarter auction, first annual Bus Pull, and 'Soak the Principal' were just a few highlights.



## me·dia

the system & organizations of communication through which information is spread to a large number of people

[ Local media are critical to helping us keep our community informed of our positive local impact and all the good news we have to share. Heartfelt thanks to our media partners for providing in-kind advertisements and corporate sponsorships to support our mission. ]

# new campaigns!

The following companies opened their doors and their hearts by offering their employees an opportunity to give through the workplace campaign for the first time this year!



Adam's Housing | Greater Salisbury Committee  
 Delmarva Wealth Management | Harkins Companies  
 Granger & Company | Value One Carpet



32 Palm Restaurant  
Atrium Cafe  
Blu Crabhouse & Raw Bar  
Brass Balls  
Caribbean Pool Bar & Grill  
Coral Reef Café  
Crab Bag  
DaVinci's By The Sea  
Dough Roller-41st Street  
Dough Roller-70th Street  
Embers Restaurant  
Grotto Pizza - 125th Street  
Grotto Pizza - 15th Street  
Happy Jack Pancake House  
Harrison's Harbor Watch  
Hemingways at The Coral Reef  
Little House of Pancakes, Ribs & Pizza  
Mañana Mode  
Outback Steakhouse - West OC  
Phillips Crab House  
Phillips Seafood House  
Rumbas Lounge  
Seacrets  
Sello's Italian Oven & Bar  
Surfin' Betty's Beach Bar  
The Deep End Pool Bar & Grill  
The Original Pool Bar & Grill

For the second year in a row, community-minded Ocean City restaurants united in a friendly competition to raise money for United Way. By donating a portion of their proceeds, these restaurants, their customers and generous sponsors raised over **\$50,000!**



Participating Ocean City restaurants and hotels celebrate the success of the 2nd Dine & Stay United season.



Jay Taustin & Cole Taustin of Blu Crabhouse & Raw Bar and The Embers Restaurant



Annemarie Dickerson of the Francis Scott Key Family Resort with United Way's Olivia Mommé



Burgundy Inn  
Commander Hotel  
Courtyard by Marriott  
Days Inn  
Dunes Manor  
Fenwick Inn  
Francis Scott Key Family Resort  
Grand Hotel  
Howard Johnson Inn  
Howard Johnson Plaza Hotel  
Ocean 1 Condo  
Princess Royale Oceanfront

Under the leadership of Cole Taustin of Blu Crabhouse & Raw Bar, and Annemarie Dickerson of Francis Scott Key Family Resort, STAY UNITED was launched in the summer of 2017. Participating hotels donated a portion of their proceeds to United Way, totaling over **\$21,000!**

# TOP PARTICIPATION

## 10 to 500+ employees

The caring employees from the following organizations stepped up in full force to help their neighbors in need. This notable group is comprised of organizations with the highest percentages of their employees making a gift or pledge by May 1, 2018.

\*Includes companies with 10 employees or more

% Participation # Employees

### 500+ EMPLOYEES

1	Wicomico County Public Schools	49%	2,313
2	Perdue Farms	49%	1,844
3	Worcester County Board of Education	33%	1,142
4	Peninsula Regional Medical Center	28%	2,655
5	Worcester County Government	27%	656

### 250-499 EMPLOYEES

1	Somerset County Public Schools	66%	470
2	Somerset Community Services	25%	414
3	Pohanka Automotive Group	24%	300
4	Jubilant Cadista Pharmaceuticals	21%	286
5	Somerset County Employees	20%	250

### 100-249 EMPLOYEES

1	The Bank of Delmarva	80%	114
2	DS Smith	59%	140
3	McCready Health	32%	183
4	Coastal Hospice & Palliative Care	28%	178
5	Boscov's - Store 50	26%	120

### 50-99 EMPLOYEES

1	MAC, Inc.	100%	65
2	Avery Hall Insurance	95%	58
3	First Shore Federal Savings & Loan Association	85%	75
4	Lower Shore Enterprises	84%	63
5	Farmers Bank of Willards	53%	77

### 25-49 EMPLOYEES

1	Life Crisis Center	62%	45
2	George, Miles & Buhr	60%	42
3	TGM Group	40%	35
4	Worcester County Commission On Aging	36%	28
5	Sharp Energy - Salisbury	34%	32

### 10-24 EMPLOYEES

1	Diakonia	100%	22
2	Vantage Point Solutions Group	87%	15
3	Fisher Architecture	82%	11
4	Worcester Youth & Family Services	81%	16
5	Telamon	67%	12



Wicomico County Public Schools



Somerset County Public Schools



Pohanka Automotive Group



The Bank of Delmarva



Peninsula Regional Medical Center

# TOP PER CAPITA

Thanks to the "Over the Top" generosity of these groups, United Way continues to impact the lives of the less fortunate in our community all year long. These organizations led with the highest per capita employee gifts as of May 1, 2018.

\*Includes companies with 10 employees or more

Employee Pledge	Per Capita	#Employees
-----------------	------------	------------

## 500+ EMPLOYEES

1	Perdue Farms	\$142.30	1,844
2	Peninsula Regional Medical Center	\$55.70	2,655
3	Worcester County Board of Education	\$40.03	1,142
4	Town Of Ocean City	\$37.01	512
5	Wicomico County Public Schools	\$33.87	2,313

## 250-499 EMPLOYEES

1	Somerset County Public Schools	\$86.25	470
2	Jubilant Cadista Pharmaceuticals	\$66.99	286
3	Pohanka Automotive Group	\$52.00	300
4	Wor-Wic Community College	\$40.40	250
5	Credit Plus	\$35.48	330

## 100-249 EMPLOYEES

1	DS Smith	\$222.11	140
2	The Bank of Delmarva	\$133.39	114
3	Pepsi Bottling Ventures	\$69.86	227
4	Coastal Hospice & Palliative Care	\$60.30	178
5	McCready Health	\$55.94	183

## 50-99 EMPLOYEES

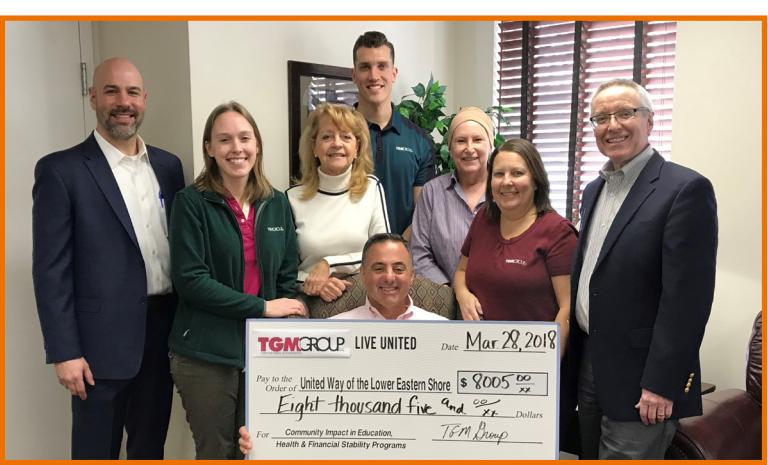
1	Avery Hall Insurance Group	\$381.66	58
2	MAC, Inc.	\$226.17	65
3	First Shore Federal Savings & Loan Association	\$167.67	75
4	Lower Shore Enterprises	\$123.76	63
5	PKS & Company	\$122.29	69

## 24-49 EMPLOYEES

1	TGM Group	\$143.00	35
2	Shore Distributors	\$120.60	40
3	George, Miles & Buhr	\$111.05	42
4	Servpro of the Lower Shore	\$109.31	29
5	Gillis Gilkerson	\$101.33	30

## 10-24 EMPLOYEES

1	Vantage Point Solutions Group	\$641.33	15
2	Telewire	\$223.00	10
3	Delmarva Veteran Builders	\$160.33	12
4	Atlantic Tractor	\$157.83	23
5	Diakonia	\$153.59	22



TGM Group

# CORPORATE Anchor Society

## ATLANTIC \$25,000+

Donnie Williams Foundation ▲

Pepsi Bottling Ventures

Perdue Farms ▲

PNC Bank ▲

Somerset County Public Schools \$

State of MD Opiod Operations

## REGATTA \$10,000-\$24,999

Commander Hotel \$

Delmarva Power

DS Smith

Harrison Group ▲

Hyatt Regency Chesapeake Bay Resort

M&T Bank ▲

Pohanka Automotive Group ▲

Salisbury Elks Lodge #817 \$

## CHESAPEAKE \$5,000-\$9,999

Avery Hall Insurance ▲

Bank of America ▲

Community Foundation of the Eastern Shore ▲

Credit Plus ▲

Dough Roller Restaurants

Embers Restaurant

First Shore Federal Savings & Loan Association

Francis Scott Key Family Resort

Gillis Gilkerson ▲

Harrison's Harbor Watch

Joan W. Jenkins Foundation \$

Peninsula Cardiology Associates

Peninsula Regional Medical Center ▲

Princess Royale Hotel & Condos \$

Salisbury University ▲

The Richard A. Henson Foundation

University of Maryland Eastern Shore ▲

Wicomico County Employees ▲

Wigglesworth, Layton, Moyers & Chance \$

## CLIPPER \$2,500-\$4,999

Bank of Delmarva ▲

Blu Crabhouse & Raw Bar

Deer Pointe Surgical Center \$

Delmarva Now

Delmarva Veteran Builders ▲

Devreco ▲

Farmers Bank of Willards

Granger & Company, P.A. \$

Happy Jack Pancake House ▲

Hebron Savings Bank ▲

Herl's Bath & Tile Solutions ▲

Holloway Funeral Home ▲

Nelson's Nationwide Insurance

Peninsula Eye Center

Peninsula Orthopedic Associates

PKS & Company

Sherwin Williams

Somerset County Employees

TGM Group ▲

Tito's Handmade Vodka

The Insurance Market ▲

Toroid Corporation of Maryland ▲

UPS

## SCHOONER \$1,000-\$2,499

Adams Housing \$

Affiliated Power Purchasers Int'l ▲

Allen and Allen ▲

The Gables at Manokin ▲

Baywater Farms ▲

Brass Balls Saloon

Cactus Taverna \$

Chesapeake Utilities Corporation ▲

Clear Channel Outdoor ▲

Courtyard OC Oceanfront - Marriott

Crab Bag \$

Delco Packaging Products

Delmarva Shorebirds ▲

Draper Holdings Charitable Foundation

Dunes Manor Hotel

The Erwyn Group \$

FedEx ▲

FirstEnergy Foundation ▲

Fisher Architecture ▲

Harkins Companies \$

Holt Paper Company

John D. Hynes & Associates

Jubilant Cadista Pharmaceuticals ▲

K & L Microwave ▲

Kuhn's Jewelers ▲

Law Firm of George G. Strott ▲

Liberty Mutual

Marshall Nationwide Insurance

Outback Steakhouse - West OC

Peninsula Imaging ▲

Reliable Churchill \$

Rotary Club of Salisbury

Rotary Club of Wicomico County

Servpro of the Lower Shore

Surfin' Batty's Beach

SVN Miller Commercial Real Estate ▲

Target

Telewire ▲

Travelers Insurance

Trond's Pool Care

Vantage Point Solutions Group ▲

Walmart \$

Whiting Turner Contracting Company \$

Wicomico County Public Schools ▲

Wilgus Insurance Group ▲

Worcester County Commission On Aging

The prestigious United Way Corporate Anchor Society stands out for LIVING UNITED . Companies in this group contribute a corporate gift, grant, sponsorship, or special event (or a combination of all) of \$500 or more, many in addition to offering a United Way Campaign to their employees as of May 1, 2018.

▲ Increase

◆ New Donor

## SKIPJACK \$500-\$999

American Inks & Coatings (The Flint Group)

BEACON at Salisbury University

Beazley USA Services ▲

BesTemps

Brown-Forman \$

Cactus Taverna \$

Carefirst Blue Cross Blue Shield

Centerplate Catering \$

Chubb Insurance

Comprehensive Financial Solutions ▲

Fenwick Inn

Fidelity Fiber Solutions

Frontier Town

GE Foundation ▲

Grotto Pizza

Hanover Insurance Company

Hiscox USA International

Illinois Tool Works, Inc. ▲

McCall Handling Company

Nationwide Foundation

Ocean 1 Condos

Ocean City Mini Storage

Ocean City-Berlin Rotary Club

Phillips Crab House

Prudential Matching Gifts Program

Ron Jon Surf Shop

Rotary Club of Cambridge

Salisbury Route 50 Self Storage ▲

Salisbury University Foundation

Selective Ins - Mid Atlantic Region \$

Sequre Underwriters

Signode Engineered Products

The Burgundy Inn Hotel

The Hartford

Union Bank and Trust \$

United States Liability Insurance Group \$

Whitehead Real Estate Executives \$



# IN-KIND Donors

2017 Holiday Ball Committee  
 A Bagel And  
 A Diamond On Pearl  
 A Little Rusty Shop  
 ACME Markets  
 Acorn Market  
 Agave Azul  
 American Red Cross - Delmarva  
 Angello's Unique Gifts  
 Arthur J. Gallagher & Co.  
 Avery Hall Insurance Group  
 Ayers Creek Adventures  
 Back Street Grill  
 Baltimore Ravens  
 Bay Area Center for Independent Living  
 Bay Land Aviation  
 Bay Shore Development Corp.  
 Bella Designs  
 Bethany Beach Retreat  
 Bishop's Stock  
 Blu Crabhouse & Raw Bar  
 Boardwalk Hotel Group  
 Boscov's  
 Bruder Hill  
 Cake Art  
 Candy Kitchen  
 Catholic Charities – Seton Center  
 Cedar Chapel Special School  
 Chesapeake Ghost Walks  
 Chincoteague Comfort Suites  
 Chuck E. Cheese's  
 City of Salisbury Fire Department  
 City of Salisbury Mayor's Office  
 Coastal Coffee Roasting  
 Comcast Spotlight  
 Concord Pet Foods & Supplies  
 CrossFit Salisbury  
 Delmarva Now  
 Delmarva Power  
 Delmarva Printing and Design  
 Delmarva Shorebirds  
 Denny's  
 Diakonia  
 Donoway Furniture  
 Dough Roller Restaurants  
 Dr. Don Merritt  
 Dr. Donna Hanlin  
 Dr. Jason Evans & Dr. Michele Urban  
 Dr. John Gaddis  
 Dr. Michele Canopii  
 Drs. Memo & Veronique Diriker  
 DS Smith  
 E.S. Adkins  
 Educational Supplies  
 Encore Events by Angie Gillis  
 Escape Salisbury  
 EVO Craft Brewing Company  
 First Shore Federal S & L  
 Fixer Upper Fitness  
 Flowers by Alison  
 Food Lion

Froggy 99.9  
 Frontier Town Campground  
 G.B. Heron & Co. Goldsmiths  
 Gardner Signs  
 Girl Scouts of the Chesapeake Bay  
 Green Hill Country Club  
 H. Glenwood Evans & Son Seafood  
 Hair Studio 720  
 Hot Foods Concepts  
 Howard Johnson Oceanfront Plaza Hotel  
 Hudson Health Services  
 Hyatt Regency Chesapeake Bay Report  
 iHeart Media  
 James Seip Photography  
 Jeffrey Auxer Designs  
 Jersey Mike's Subs  
 Kelly & Associates Insurance Group  
 Kitty's Flowers  
 Krispy Kreme  
 Kyle Edward Fine Jewelry  
 Layton's Chance Vineyard & Winery  
 Lower Shore Enterprises  
 MAC, Inc.  
 MAD Fish  
 Main Street Deli  
 Main Street Nails  
 Market Street Inn  
 Maryland State Police Aviation Division  
 Maui Jacks Waterpark  
 Michael's  
 Michelle's Pretty Paws  
 Mojo's  
 Mr. & Mrs. Andrew Mommé  
 Mr. & Mrs. Brad Strand  
 Mr. & Mrs. Brent Miller  
 Mr. & Mrs. Chip Strott  
 Mr. & Mrs. Deck Decker  
 Mr. & Mrs. Dennis Killian  
 Mr. & Mrs. Dennis Weller  
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 Mr. & Mrs. Jack Thomas  
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 Mr. & Mrs. Kurt Reddersen  
 Mr. & Mrs. J. Michael Connelly  
 Mr. & Mrs. Pete Bugas  
 Mr. & Mrs. Phil McMichael  
 Mr. & Mrs. Rick Nelson  
 Mr. & Mrs. Steven Fulkrod  
 Mr. & Mrs. Todd Burbage  
 Mr. Alan Miller  
 Mr. Allen Nelson  
 Mr. Andy Kitzrow  
 Mr. Bobby Vermillion  
 Mr. Bryan Newton  
 Mr. Calvin Peacock  
 Mr. Cole Taustin  
 Mr. Hsin Cheu  
 Mr. Ivan Miller  
 Mr. Jim Hughes  
 Mr. John Rankin  
 Mr. Lee Beauchamp & Ms. Jenni Pastusak  
 Mr. Lefty Corbin  
 Mr. Randy Scott  
 Mr. Robin Cockey  
 Mr. Roger Follebout  
 Mr. Tonney Insley  
 Mr. Tony Jewell  
 Mrs. Abbi Custis  
 Mrs. Carol Wright  
 Mrs. Filippa Etherton  
 Mrs. Ginnia Magda  
 Mrs. Lois Hartstein  
 Mrs. Mary Mengason  
 Mrs. Nan Sartorio  
 Mrs. Susan Parker  
 Ms. Amy Hasson  
 Ms. Ann Allen  
 Ms. Beth Reid  
 Ms. Briana Mattern  
 Ms. Candice Schroeper  
 Ms. Eleanor Brown  
 Ms. Geo McElroy  
 Ms. Ginny Reid-Matern  
 Ms. Kacey Decker  
 Ms. Katarina Ennerfelt  
 Ms. Kim Conway-Dumpson  
 Ms. Laura Rodriguez  
 Ms. Ann Stein Miller  
 Ms. Mary Mengason  
 Ms. Molly Taylor  
 Ms. Olivia Mommé  
 Ms. Patty Falck  
 Ms. Sonya Whited  
 Ms. Susan Wilkes  
 Ms. Tina White  
 O.C. Seacrets  
 Ocean City Golf Club  
 Ocean Pines Aquatics Department  
 PAC14  
 Paige Elizabeth Photography  
 Pat's Pizza & Pasta  
 Pemberton Coffeehouse  
 Pemberton Pharmacy & Gift  
 Peninsula Plastic Surgery  
 Peninsula Regional Medical Center  
 Pepsi Bottling Ventures  
 Personal Wellness Center  
 Perdue Farms  
 Phillips Seafood  
 PNC Bank  
 Pocomoke River Canoe Company  
 Princess Royale Oceanfront Hotel  
 Print Globe  
 Recovery Resource Center  
 Red Door Sub Shop  
 Renaissance Med Spa  
 Restaurant 213  
 Richard A. Henson Family YMCA

Rise Up Coffee Roasters  
 Robyn's Wreaths  
 Rock Lobstah' Lobster Bar  
 Ropewalk Chincoteague  
 Rothschild Broadcasting  
 RPS ISG International  
 Ruark Golf  
 Salisbury Elks #817  
 Salisbury Marathon  
 Salisbury Symphony Orchestra  
 Salisbury University  
 Salisbury University Center for Extended and Lifelong Learning  
 Salisbury University Foundation  
 Salisbury University President's Office  
 Salisbury Walmart Supercenter  
 Salon Sixteen  
 The Salvation Army Lower Shore  
 Sam's Club  
 Sea Rocket  
 See's Candies  
 Signs by Tomorrow  
 Somerset Choice Station  
 Somerset Community Services  
 Sound Advice  
 Southbound Alley  
 Southern Boys Concepts  
 Specific Gravity  
 Sposato Family Vineyards  
 Sunoco Salisbury  
 Target  
 Terri's Hair Designs  
 The City Florist  
 The Commander Hotel  
 The Corner Shoppe  
 The Dressing Room  
 The Lazy River Saloon  
 The Newseum  
 The Washington Inn  
 The Waystead Inn  
 Town of Berlin  
 Toy Town Antiques  
 Toys R Us  
 Twilley, Rommel & Stephens  
 University of Maryland Eastern Shore  
 Vantage Point Solutions Group  
 Vernon Powell Shoes  
 Victorian Charm  
 Village of Hope  
 VizionCreative  
 Wicomico County Drug Court  
 Wicomico County Sheriff's Office  
 Wicomico Nursing Home  
 Wicomico Public Libraries  
 Worcester County Developmental Center  
 Worcester County Emergency Services  
 WRDE COAST TV  
 WSL-FM  
 XL Insurance

# “The Top50”

The following companies earned a place on the elite “Top 50” list for raising the most dollars through workplace campaigns, sponsorships, grants and special events.

“United We Win” thanks to their support!



# #1 Perdue Farms, Inc. \$431,393

2	Peninsula Regional Medical Center .....	\$152,875
3	Wicomico County Public Schools.....	\$81,061
4	Somerset County Public Schools.....	\$65,938
5	Piedmont Airlines .....	\$56,267
6	PNC Bank.....	\$52,749
7	"100 Docs" Campaign .....	\$50,225
8	Donnie Williams Foundation.....	\$50,000
9	DS Smith.....	\$48,096
10	Worcester County Board of Education .....	\$45,917
11	Pepsi Bottling Ventures.....	\$45,312
12	Pohanka Automobile Group.....	\$39,380
13	State of MD Opioid Operations .....	\$31,720
14	RPS ISG International and Arthur J. Gallagher & Co. ....	\$27,838
15	Avery Hall Insurance .....	\$27,650
16	Atlantic General Hospital.....	\$26,200
17	M&T Bank .....	\$23,677
18	Dorchester County Public Schools.....	\$22,961
19	Jubilant Cadista Pharmaceuticals .....	\$21,128
20	First Shore Federal Savings & Loan Association.....	\$21,076
21	Delmarva Power .....	\$20,633
22	Credit Plus .....	\$19,625
23	Town Of Ocean City .....	\$18,951
24	Maryland Charity Campaign .....	\$18,291
25	The Bank of Delmarva .....	\$18,206
26	UPS .....	\$17,484
27	Harrison Group .....	\$16,500
28	Worcester County Government.....	\$15,599
29	M.A.C. .....	\$14,781
30	Wicomico County Employees .....	\$14,240
31	Salisbury Elks Lodge #817 .....	\$13,300
32	Commander Hotel .....	\$13,286
33	Wicomico Retired Educational Personnel .....	\$13,085
34	Sherwin Williams .....	\$12,328
35	K & L Microwave .....	\$12,169
36	Vantage Point Solutions Group.....	\$11,620
37	The Insurance Market .....	\$11,472
38	PKS & Company .....	\$11,338
39	Peninsula Cardiology Associates.....	\$11,275
40	Coastal Hospice & Palliative Care.....	\$10,733
41	Delmarva Community Services.....	\$10,590
42	McCready Health .....	\$10,237
43	Wor-Wic Community College .....	\$10,101
44	Somerset County Employees.....	\$9,616
45	Toroid Corporation of Maryland.....	\$9,308
46	City of Salisbury .....	\$8,828
47	Farmers Bank of Willards.....	\$8,718
48	The Richard A. Henson Foundation.....	\$8,500
49	Community Foundation of the Eastern Shore .....	\$8,116
50	Gillis Gilkerson .....	\$8,080



# WORKPLACE campaigns

Community kudos to the following companies and organizations who offered employees a chance to make an impact through a workplace campaign. Includes companies with contributions reported as of May 1, 2018.



Bosco's



Worcester County Government



Wor-Wic Community College



Atlantic Tractor



Piedmont Airlines



Twilley Rommel Stephens



Gillis Gilkerson



PNC Bank

3M Health Information Systems  
 AAA - Salisbury  
 American Red Cross - Delmarva Region  
 Ameriprise Financial  
 AT&T▲  
 Atlantic General Hospital  
 Atlantic Tractor - East New Market  
 Avery Hall Insurance▲  
 Ayres, Jenkins Gordy & Almand  
 Azar Eye Institute  
 Bank of Delmarva▲  
 Bay Area Center for Independent Living  
 BB&T  
 Big Brothers Big Sisters of the Eastern Shore  
 Boscos' - Store 50▲  
 Cambridge International▲  
 Carefirst Blue Cross/Blue Shield  
 Catholic Charities - Seton Center  
 Cato Gas & Oil  
 Chesapeake Housing Mission  
 Chesapeake Utilities Corporation▲  
 Christiana Care Health Systems □  
 Citigroup▲  
 City of Cambridge▲  
 City of Pocomoke  
 City of Salisbury  
 Coastal Hospice & Palliative Care  
 Comcast  
 Cable  
 Community Foundation of the Eastern Shore▲  
 Comprehensive Financial Solutions  
 Credit Plus  
 Davis, Bowen & Friedel▲  
 Deeley Insurance Group  
 Delco Packaging Products  
 Del-Mar-Va Boy Scouts of America  
 Delmarva Community Services  
 Delmarva Now  
 Delmarva Power  
 Delmarva Veteran Builders▲  
 Delmarva Wealth Management □  
 Diakonia▲  
 Dorchester Chamber of Commerce  
 Dorchester County Government  
 Dorchester County Public Schools  
 Dove Pointe▲  
 DS Smith  
 Easterseals  
 Eli Lilly and Company  
 Epoch Dream Center  
 Fairfax Properties of Salisbury▲  
 Farmers Bank of Willards▲  
 FedEx▲  
 First Energy Foundation  
 First Shore Federal Savings & Loan Association▲  
 Fisher Architecture▲  
 For All Seasons  
 Four Square Benefits  
 Garland Hayward Youth Center▲  
 GE Foundation▲  
 George, Miles & Buhr▲  
 Gillis Gilkerson▲  
 Girl Scouts of the Chesapeake Bay▲  
 GKD-USA



Davis, Bowen &amp; Friedel

GM Corporation  
 Granger & Company, P.A. □  
 Greater Salisbury Committee □  
 Habitat for Humanity of Wicomico County  
 Hardwire  
 Harkins Companies □  
 Holloway & Marvel  
 Home Seal Services  
 Horizons Salisbury  
 Hudson Health Services  
 IBM Retiree Charitable Campaign  
 Illinois Tool Works, Inc.▲  
 John D. Hynes & Associates  
 Jubilant Cadista Pharmaceuticals▲  
 K & L Microwave▲  
 Laureate Education Foundation □  
 Law Firm of George G. Strott, Jr.▲  
 Layton's Chance Vineyard & Winery  
 Liberty Mutual▲  
 Life Crisis Center  
 Lowe's  
 Lower Shore Enterprises▲  
 M&T Bank▲  
 M.A.C.▲  
 Macy's  
 Maryland Charity Campaign▲  
 Maryland Food Bank▲  
 McCormick & Company □  
 McCready Health▲  
 Mid Shore Community Mediation Center  
 MTS Broadcasting  
 Marshall's Nationwide Insurance Company  
 Nelson's Nationwide Insurance  
 Wilgus Nationwide Insurance Agency▲  
 William Staples Nationwide Insurance  
 Network for Good  
 O.C. Seacrets  
 Orbital ATK▲  
 Peninsula Cardiology Associates  
 Peninsula Eye Center  
 Peninsula Insurance Company  
 Peninsula Regional Medical Center▲  
 Peninsula Roofing Company  
 Peninsula Urology Associates  
 Pepsi Bottling Ventures  
 Perdue Farms▲  
 Piedmont Airlines  
 PKS & Company  
 PNC Bank▲  
 Pohanka Automotive Group▲  
 Recovery Resource Center  
 Regina USA▲  
 Ron Jon Surf Shop  
 RTI International  
 Salisbury Area Chamber of Commerce  
 Salisbury Urban Ministries▲  
 Salisbury University▲  
 Salvation Army of Cambridge  
 Salvation Army of the Eastern Shore  
 Samaritan Ministries  
 Schneider Electric North America Foundation  
 Securus Technologies▲  
 Selective Insurance Company of America▲



Servpro of the Lower Shore  
 Sharp Energy - Pocomoke  
 Sharp Energy - Salisbury  
 Sherwin Williams  
 Shore Distributors▲  
 Shore Sheet Metal  
 Shore Up!  
 Somerset Community Services▲  
 Somerset County Employees  
 Somerset County Public Schools▲  
 Spartech  
 Stryker CMF▲  
 SunTrust Bank  
 Supervalu▲  
 SVN Miller Commercial Real Estate▲  
 T. Rowe Price Program for Charitable Giving  
 Target  
 TD Bank  
 Telamon Corporation  
 Telewire▲  
 TGM Group▲  
 The Adkins Company  
 The Insurance Market▲  
 The Salisbury School  
 Toroid Corporation of Maryland▲  
 Town of Berlin▲  
 Town Of Ocean City▲  
 Transamerica Agency Network - Monumental Life  
 Tri-County Council for the Lower Eastern Shore▲  
 Twilley, Rommel & Stephens  
 UM Shore Regional Health  
 UPS▲  
 Utz Quality Foods  
 UW of the Lower Eastern Shore▲  
 Value Carpet One □  
 Vantage Point Solutions Group▲  
 Verizon▲  
 Village of Hope  
 University of Maryland Eastern Shore▲  
 W. R. McCain & Associates  
 Wallace & Wolitarsky Dental Associates □  
 Walmart▲  
 Wicomico County Employees▲  
 Wicomico County Public Schools▲  
 Wicomico Nursing Home  
 Wicomico Public Libraries▲  
 Wigglesworth, Layton, Moyers & Chance▲  
 WMMD - Marquee Broadcasting  
 Worcester County Board of Education  
 Worcester County Commission On Aging  
 Worcester County Developmental Center▲  
 Worcester County Government  
 Worcester Youth & Family Services▲  
 Wor-Wic Community College▲  
 Xerox Corporation



Toroid

# Holiday Ball Event of the Year!

The 15th Annual Holiday Ball was held at the beautiful Hyatt Regency Chesapeake Bay Resort in Cambridge on December 2, 2017.

The "Event of the Year" broke all records with raising \$228,700 and over 500 guests supporting a Holiday Tradition which brings joy, help and hope to our neighbors in need.



Marvin & Debbie Pyles with Eli Modlin



Richard & Kathleen Beckstead, Valerie & Dave Dawson and Alex Scott



Jonathan Holloway & Britta Murphy with Robin & John Holloway



Annette Wallace & Sonya Whited



Bill & Teresa McCain with Francis & Ken Sterling



Brad Gillis, Daniel Mills & JD Schroen



## Holiday Ball Committee

Chip & Connie Strott, Chairs  
 Ben & Jenna Bowne  
 John & Deborah Breda  
 Kacey Decker  
 Memo & Veronique Diriker  
 Kim Conway-Dumpson  
 Filippa Etherton  
 Dennis & Chastity Killian  
 Bree Mattern  
 Stacey McMichael  
 Dick & Margy Meeks  
 Mary Mengason  
 Amy Miller  
 Kathleen Mommé  
 Cortney Monar  
 Susan Parker  
 Jenni Pastusak  
 John & Sally Rankin  
 Kurt & Karen Reddersen  
 Candice Schroepfer  
 Andy Kitzrow & Samantha Scott  
 Cheryl Taustin  
 Robin Wade  
 Dennis & Nancy Weller  
 Sonya Whited  
 Carol Wright

## *Special Thanks* to the 2017 Royal Sponsors

### *Presenting*

Blue Water Development Corporation  
 DelmarvaNow  
 Hyatt Regency Chesapeake Bay Resort

### *King & Queen*

Perdue Farms  
 Salisbury University  
 The City Florist  
 University of Maryland Eastern Shore

### *Prince & Princess*

Avery W. Hall Insurance  
 Bank of America  
 Bank of Delmarva  
 Deer Pointe Surgical Center  
 Delmarva Power  
 Delmarva Veteran Builders  
 Devreco  
 DS Smith  
 Embers Restaurant & Blu Crabhouse & Raw Bar  
 Farmers Bank of Willards  
 Granger & Company, P.A.  
 Hebron Savings Bank  
 Herl's Bath & Tile Solutions  
 Holloway Funeral Home  
 M&T Bank  
 Mr. Chris Perdue  
 Ms. Sonya Whited  
 Peninsula Eye Center  
 Peninsula Regional Medical Center  
 Pohanka of Salisbury  
 TGM Group  
 The Insurance Market

### *Duke & Duchess*

Adams Housing  
 Allen & Allen  
 APPI Energy  
 Community Foundation of the Eastern Shore  
 Gillis Gilkerson  
 Holt Paper  
 Kuhn's Jewelers  
 Law Office of George G. Strott, Jr.  
 Peninsula Imaging  
 SVN Miller Commercial Real Estate  
 Trond's Pool Care  
 Vantage Point Solutions Group

### *Earl & Countess*

Clear Channel Outdoor  
 Nelson's Nationwide Insurance  
 Rotary Club of Wicomico County  
 The Gables at Manokin

## ANCHOR SOCIETY DONORS

The United Way Anchor Society represents the most compassionate and caring individuals on Maryland's Eastern Shore. Their generous donations of \$500 and much higher are a true anchor for our local United Way. Recognition levels within the Anchor Society include The Skipjack Club, The Schooner Club, The Clipper Club, The Chesapeake Club and the Alexis de Tocqueville Society.

This philanthropic group of **674** individuals & couples raised a heartwarming **\$767,834.64** for our community in 2017.

Includes contributions received as of May 1, 2018.



Donna & Steve Farrow

### ALEXIS DE TOCQUEVILLE \$10,000+

Mr. & Mrs. Stephen R. Farrow   
Mr. Wayne Ellis & Mrs. Colleen Hazel  
Mr. & Mrs. Morgan P. Hazel  
Mr. Lyle Hogg  
Mr. Christopher J. Perdue  
Mr. & Mrs. James Perdue  
Mr. & Mrs. Robert N. Wolpe



Chris & Chrissy Perdue



Jim & Jan Perdue



Wendy &amp; Dana Seiler



Debbie &amp; Randy Day



Steve &amp; Andrea Williams

## CHESAPEAKE \$5,000- \$9,999

Mr. & Mrs. Pete A. Bugas▲  
 Ms. Sharon G. Clark  
 Mr. & Mrs. Randall M. Day▲  
 Mr. & Mrs. Steve Evans  
 Mr. & Mrs. Steve Fulkrod  
 Ms. Mary C. Klein▲  
 Mrs. Elsie W. MacMullin▲  
 Mr. & Mrs. Andrew Mommé▲  
 Mr. Leighton Moore  
 Mr. Charles J. Schaffernoth  
 Mr. & Mrs. Dana M. Seiler  
 Mr. & Mrs. John Thomas  
 Mr. & Mrs. Steve Williams



Liza &amp; Steve Evans



Tami &amp; Pete Bugas

## CLIPPER \$2,500- \$4,999

Mr. & Mrs. John Ade▲  
 Mr. Cedric L. Armwood  
 Dr. & Mrs. Jeffrey S. Baer  
 Mr. & Mrs. Anthony Betterson▲  
 Dr. Robert T. Chasse  
 Dr. & Mrs. Robert Corcoran  
 Mr. Peter Crawford▲  
 Mr. Edward M. Flanagan  
 Dr. John B. Gaddis  
 Mr. & Mrs. Thomas Hershey  
 Ms. Vivian Hoprich  
 Mr. & Mrs. Stanley Howeth▲  
 Mr. & Mrs. Bryan M. Hurst  
 Mr. Davis E. Jean-Louis▲  
 Mr. & Mrs. Garrett S. Layton  
 Mr. & Mrs. Gaston LeBois, Jr.  
 Dr. & Mrs. Richard Meeks▲  
 Ms. Mary M. Mengason  
 Mr. & Mrs. Doug Morris  
 Mr. & Mrs. Martin T. Neat  
 Mr. & Mrs. Rick Nelson▲  
 Mr. & Mrs. Bill Perry  
 Mr. James D. Prinz  
 Ms. Theresa A. Sullivan  
 Mrs. Marshalann Taylor  
 Mr. & Mrs. Matt W. Tilghman, Jr.  
 Ms. Sandra E. Tripp-Jones  
 Ms. Sonya A. Whited▲



Bryan &amp; Marylou Hurst



Nora &amp; Gus Lebois



Robert &amp; Jane Corcoran



Melody &amp; Rick Nelson



Ed & Diana Barber



Donna & Dave Hanlin



Charles & Patricia Doherty



Kathryn Fiddler



Chastity & Dennis Killian



Kim & Steve Leonard



Bryan Newton



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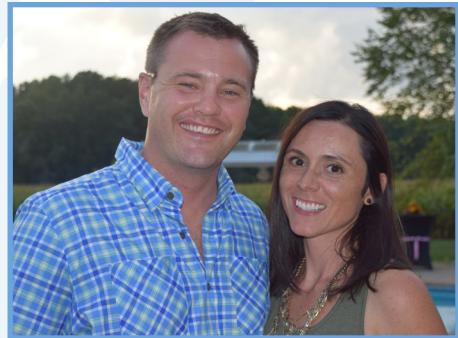
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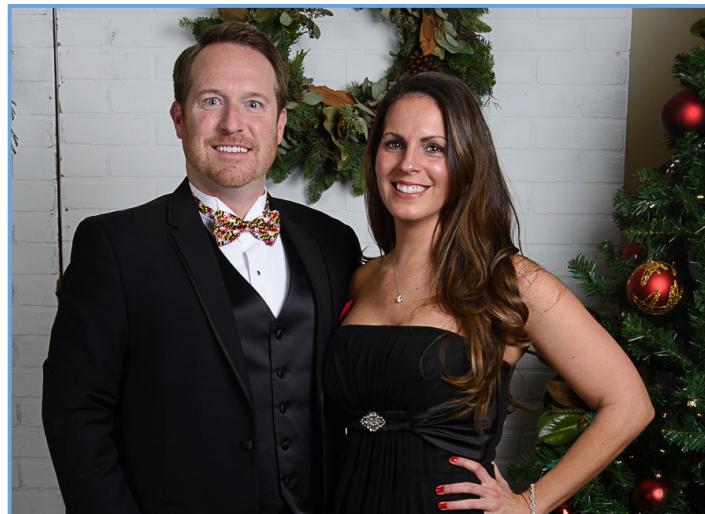
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Stephanie Willey with Patricia Ilczuk Lavaceau

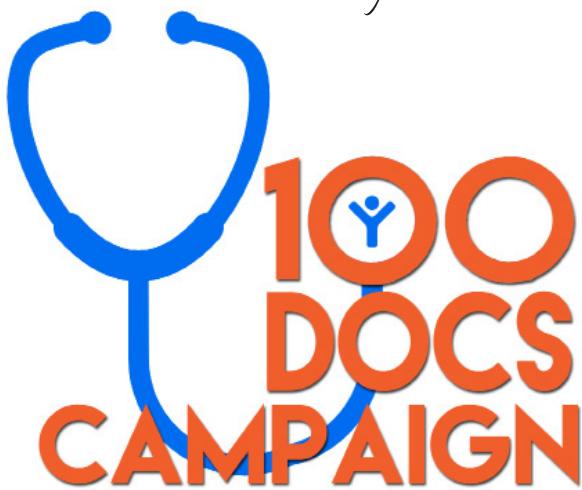


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*It is with sincerest gratitude and thanks that we acknowledge our physician heroes...*



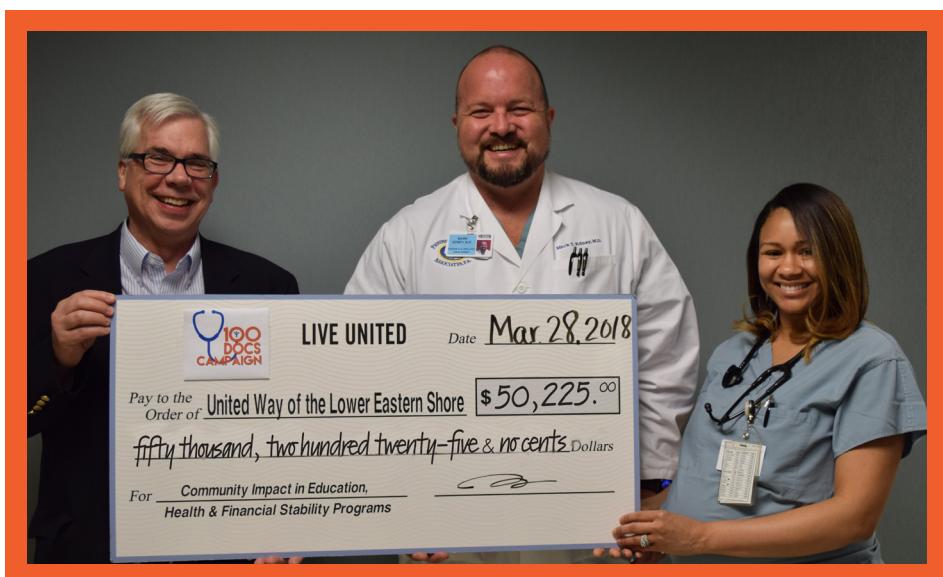
In 2013, Dr. Mark Edney created a platform to unite the local medical community and inspire his colleagues to support the United Way of the Lower Eastern Shore. The "100 DOCS" Campaign is a way for physicians to expand their care, and support their community, outside the walls of their workplace. As a former United Way Board member, Dr. Edney had a vision and method for the medical community to maximize their charitable impact through United Way. This year he was joined by Dr. Mosha Peters-Harris, Dr. Letitia Banks and Dr. Charles Silvia to lead the campaign.

### \$1,000+ Donors

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Dr. Charles Silvia, Dr. Mark Edney & Dr. Letitia Banks

**With team encouragement & support,  
the campaign raised \$50,225, bringing the  
5 year cumulative giving = \$244,721!**



Wicomico Retired Educational Personnel

## WICOMICO RETIRED EDUCATIONAL PERSONNEL

For years this group of retired professionals led by Chair, Mr. Thomas E. Smith, generously contributed to programs providing opportunities in Education, Financial Stability and Health to every person in the community. This year, the group of retired administrators, custodians, teachers, nurses and superintendents have contributed...

**a record-breaking \$13,085**  
**With heartfelt thanks, we honor & recognize these 136 donors**



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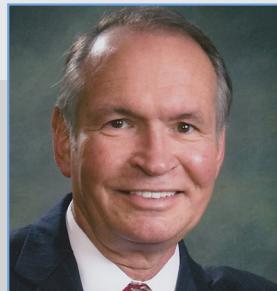


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**Steve Fulkrod** | Finance Manager

**Pam Gregory** | Community Impact Director

**Chelsea Johnson** | Community Outreach Coordinator

**Amy Luppens** | Chief Operating Officer

**Stacey McMichael** | Resource Development Manager

**Kathleen Mommé** | President & CEO

**Olivia Mommé** | Community Outreach Coordinator

**Tracy Ritter** | Community Impact Volunteer

**Cathie Thomas** | Leadership & Planned Giving Officer

## Awards & Recognition

### Drug Free Wicomico

**2017 Community Drug Use Impact Award**

### Wor-Wic Community College Student United Way

**"Outstanding Community Service Projects"**

### Maryland Daily Record's Top 100 Women & Circle of Excellence

**Kathleen Mommé**

### Friends of Wicomico Public Libraries' Health Literacy Luminary Award

**The Lower Shore Health Literacy Initiative**

### Salisbury Elks Lodge #817 Citizen of the Year

**Kathleen Mommé**

### Governor's Volunteer Service Award

**Salisbury University Student United Way**

### SU Outstanding Club President

**Eleanor Brown**

### SU Outstanding Contribution to Student Life

**Ani Mathers**

# FINANCIAL REPORT

## Statement of Financial Position

### ASSETS

Cash and Cash Equivalents.....	\$349,948
Net Pledges Receivable.....	\$382,342
Accounts Receivable - Other .....	\$433
Prepaid Expenses.....	\$69,172
Property.....	\$26,147
<b>TOTAL ASSETS.....</b>	<b>\$828,042</b>

### LIABILITIES

Accrued Liabilities .....	\$27,078
Community Impact Funding .....	\$317,666
Accounts Payable.....	\$68,695
Donor Designations .....	\$47,404
Deferred Revenue .....	\$143,681
<b>TOTAL LIABILITIES.....</b>	<b>\$604,524</b>

### NET ASSETS

Unrestricted .....	\$206,299
Temporarily Restricted .....	\$17,219
<b>TOTAL NET ASSETS.....</b>	<b>\$223,518</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS .....</b>	<b>\$828,042</b>

## Statement of Activities

### PUBLIC SUPPORT & REVENUE

2016-2017 Campaign (Less donor designations & pledge loss provision) .....	\$1,729,151
"United Way Forever" Endowment Interest Income.....	\$124,428
Other Revenue.....	\$371,683
<b>TOTAL SUPPORT &amp; REVENUE.....</b>	<b>\$2,225,262</b>

### COMMUNITY IMPACT & FUNCTIONAL EXPENSES

Community Impact .....	\$960,348
Program Services .....	\$777,305
Management & General .....	\$124,291
Fundraising .....	\$513,368

**TOTAL COMMUNITY IMPACT & FUNCTIONAL EXPENSES.....\$2,375,312**

**YEAR END NET DIFFERENCE .....**-\$150,050

**TOTAL NET ASSETS SEPTEMBER 1, 2016 .....**\$373,568

**TOTAL NET ASSETS AUGUST 31, 2017 .....**\$223,518

**TOTAL "UNITED WAY FOREVER" ENDOWMENT**

**HELD AT THE COMMUNITY FOUNDATION AUGUST 31, 2017 .....**\$2,606,529

There is no membership or application fee charged to any agency in order to receive designations or to be a part of the United Way of the Lower Eastern Shore Federation.

PKS & Company, P.A. are the official auditors for the United Way of the Lower Eastern Shore. The details of the summary report noted above are based on the audit completed for FYE August 31, 2017. A complete audit report is available upon request.

**PROUD TO BE LOCAL. ALL UNDER ONE ROOF!**

1 9 5 7 N O R T H W O O D . D R I V E . S A L I S B U R Y . M D



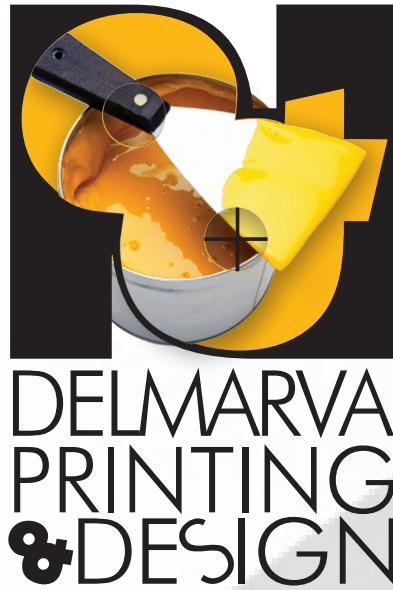
Andrea and I are very honored to once again play a part in reporting the powerful synergy that exists between the United Way and the community leaders of the lower Eastern Shore. These business, governmental, and agency leaders understand that by their marshalling resources on behalf of the United Way, they exponentially increase the impact of their gifts to the people served by the important programs delivered by the United Way.

This United Way Annual Report showcases how these leaders have taken to heart the lesson of Luke 12:48: "From everyone who has been given much, much will be demanded; and from the one who has been entrusted with much, much more will be asked." These leaders write their own checks and spend their personal time working with the United Way. More importantly, they motivate those around them to donate as well.

We are proud to be part of this wonderful community and its support of the United Way of the lower Eastern Shore.

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