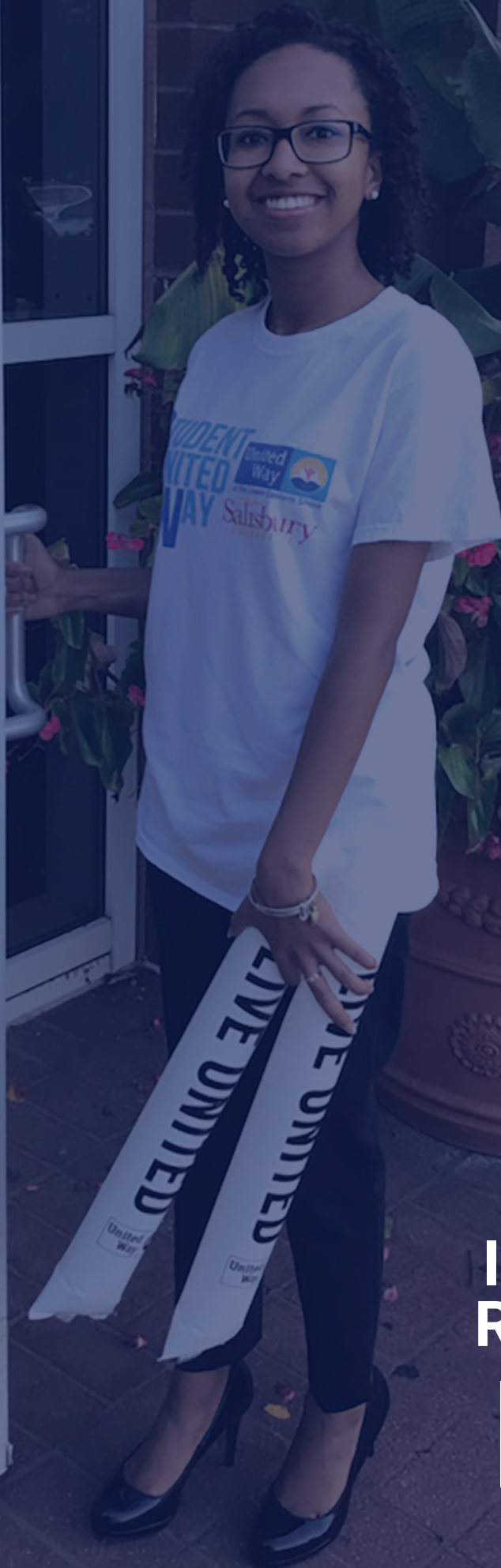


LIVE UNITED

and Open Doors



2018 IMPACT REPORT



United Way of the
Lower Eastern Shore



Thank You for helping to Open Doors of opportunity for our Lower Shore neighbors! Your support of our local United Way is an investment in our entire community. Together, we raise our hands, share our voices and leverage our gifts to meet local needs, creating impact beyond what any individual, organization or agency can tackle alone.

Since 1944, our United Way has been a trusted leader in rising to local challenges affecting the health, education and financial stability of individuals and families across the Lower Shore. We understand that these areas are critical to ensuring our community grows stronger with every generation, creating a foundation of support to build better tomorrows for everyone.

By providing access to healthcare resources, empowering families to gain financial independence and ensuring children have the skills they need to achieve their goals, you – the donor, the volunteer, the advocate, and most importantly, the neighbor – create positive change. Thanks to you, our United Way continues to impact 1 in 3 neighbors each year through these efforts.

We hope you enjoy our 2018 Impact Report and its refreshed design – this is just a snapshot of what you have helped our community accomplish. Also, we invite you to engage with us all year as we approach our 75th Anniversary of serving the Lower Shore. There are many ways to be involved in United Way’s mission – you’ll find us online and “out and about” in Dorchester, Somerset, Wicomico and Worcester counties – we’re excited to LIVE UNITED and Open More Doors to brighter futures together!


Dana Seiler, Chairman of the Board


Pam Gregory, President/CEO



We thank Leigh Yanus of Stella Creative Design for designing our Impact Report, and Delmarva Printing & Design for their support of our printing needs.

Share Your Voice:

- Facebook:**
Main @uwles
Volunteer Center @ShoreGetConnected
Dine & Stay @DineStayUnited
SU Student United Way @SUunitedway
Emerging Leaders @uwlesEL
Opioid Coalition @LowerShoreCoalition

Instagram:
@unitedwayles

YouTube:
@UnitedWayLES

Raise Your Hand:

Share your time & talents with us or local partners!
Get Connected Volunteer Center:
www.ShoreGetConnected.org

Be Informed & Leverage Your Impact:

Visit our website to learn more, join our email list, or grow your impact with a gift:
www.UnitedWay4Us.org

Call or Visit:
United Way of the Lower Eastern Shore
803 N. Salisbury Blvd, Suite 2100
Salisbury, MD 21801
410.742.5143

COMMUNITY IMPACT

Creating Lasting Change

Impact happens when people work together, bringing varied perspectives, expertise and resources to the table from individuals, businesses, government and nonprofits. By collaborating and rolling up sleeves, everyone has the opportunity to create a better tomorrow for families, neighbors and future generations across the Lower Shore. United Way works every day to support these efforts, leveraging the time, talent and financial resources of our neighbors to create impact in Health, Education and Financial Stability – which are the foundations for a strong community. Each year, United Way’s Community Impact Committee reviews the applications of local nonprofits seeking funding support, and provides comprehensive stewardship of all donations. Every dollar adds up to significant impact, helping 1 in 3 local neighbors.

 **35** Funded Partners

 **81** Programs & Services

 **\$1,610,500** Invested

 **121,000+** Neighbors Impacted

 **1,100+** Community Impact Committee Stewardship Hours

“The Community Impact Committee process continues to be the most rewarding volunteer experience that I have ever had. Seeing the funding discussions first hand makes me proud to call the United Way of the Lower Eastern Shore my United Way!”

Jim Hartstein, The Insurance Market
United Way Board Member

OPENING DOORS

for Future Leaders

A community that values life-long learning is a community that thrives. In Education, our focus is helping all members of the community have the opportunity to achieve their full potential. Through partnerships with schools, nonprofits, and the community at large, we are ensuring more children have a strong educational foundation that will help them succeed through high school and beyond.



14 Education Programs



\$343,950
Invested



6,400+ Impacted

Kids' Café at Salisbury Urban Ministries was born out of a need for a safe, supervised after-school environment for children in the Church Street neighborhood of Salisbury. Scott represents one of Kid's Café's success stories. When he entered the program, Scott was being picked on at school because his clothing didn't fit in with his peers'. The bullying caused his grades and behavior to suffer. Through the program, Scott found a supportive system of adults to provide mentorship, and a peer group who accepts him. He also received homework help and the opportunity to do enriching activities like roller-skating, arts and crafts, and bowling. He is now thriving and back to being a straight A student!

"Mike and I are committed to supporting United Way because we see their commitment to helping the residents of Somerset County. The return on investment and financial impact those donations make in the county where we work provides much needed resources to a struggling community. Many programs would not exist if not for the financial contributions of the United Way."

Tracie & Michael Bartemy
Somerset County Public Schools

EDUCATION

OPENING DOORS FOR *Stronger Households*

Having the security of a safe, affordable home, reliable income, and access to healthy food is the foundation of wellbeing for individuals and families. Our work in Financial Stability strives to make this a reality for every member of our community through support for emergency needs, job training and financial literacy.



24 Financial Stability Programs



\$446,572 Invested



57,600+ Impacted

FAST (Food and Service Training), a program through Telamon Corporation, demonstrates the importance of job training to financial stability, prepping participants for careers in the food service industry. Elsie and Jona are two graduates of the program, who previously had been doing farm work, a situation that meant a 16 hour workday, including transportation. After completing the program, Elsie and Jona are able to earn more in a normal work day than they were able to before. Since graduating from FAST, they are employed with MAC, Inc. preparing Meals on Wheels. They once benefitted from one United Way funded program, and are now “paying it forward” through another!

“United Way is a valued community member and always there with their experience and knowledge to help new or experienced applicants through the fund request process, and also helps them learn how to run their nonprofit with efficiency and effectiveness.”

Bill Ferguson, Civic Leader
Community Impact Committee Volunteer

FINANCIAL STABILITY

OPENING DOORS

for Better Health

United Way provides access to, and awareness of, local health services, because good health is an essential ingredient to a thriving community. Supporting the health of the more vulnerable members of the community is especially important. To that end, strengthening programs which promote preventative care, focus on behavioral and physical health, and inspire an active lifestyle continues to be a priority.



36 Health Programs



\$633,378
Invested



57,000+ Impacted

Moveable Feast's program furthers United Way's Health goals, by ensuring that those with serious illnesses can access food that supports their nutritional needs. Their motto is "Food is Medicine," and each meal is developed by a nutritionist to address a specific medical issue. Kenny is a participant, and he has been coping with a serious disease for twenty years. He struggles with everyday tasks related to meal preparation, like carrying and unpacking groceries, and standing for extended periods to prepare food and clean up. The program is free to participants, allowing Kenny to stretch his grocery budget further, and rely on having healthy meals delivered directly to his door.

"UWLES continues to provide outstanding support to many deserving agencies in the lower four Eastern Shore counties and for that we are most appreciative of our many supporters."

Tony Sarbanes, Civic Leader
Volunteer & Former United Way Board Member

IMAGINATION *Library*

This program, launched in 2012 in partnership with Dolly Parton’s Imagination Library, has a simple premise, with a profound effect: provide free books to children ages birth to five, delivered to their home each month to prepare them for kindergarten. But it’s much more than just free books to any child. Reading experts select titles by age and development levels, and many include bilingual or reading guides. Removing the barrier of access to books for low income households, creating family connections, and fostering a love of reading are just a few of the impacts. Data shows local children in our program perform better on kindergarten readiness assessments and demonstrate the skills needed to be ready to learn in school. That’s a big win for our little ones!



3,700+ books locally delivered each month

7,600+ local children served to date

178,000+ books delivered to date

UP TO 37% higher scores for Kindergarten Readiness



◀ So many books!

ALICE®

Did You Know? United Way’s ALICE® report indicates 46% of Lower Shore households are struggling to make ends meet. These families are working – often multiple jobs - but remain just one emergency away from financial disaster. They do not

ASSET LIMITED

ALICE has no safety net for emergencies

INCOME CONSTRAINED

ALICE's income falls short of basic necessities

EMPLOYED

ALICE is working, but can't afford the cost of living

have enough income to sustain the basic necessities such as food, housing, child care, transportation, and health care, causing them to make tough choices each month. The updated report dives into the data by county, examines the challenges for ALICE families and is a critical tool to guide community stakeholders, nonprofits and government in shaping our community’s future. Learn more and download the report at www.unitedway4us.org/ALICE.

16% Lower Shore households live in poverty

31% Lower Shore households are ALICE

35,200+ Lower Shore households struggle financially every day

GET CONNECTED *Volunteer Center*

No one is more cherished in this world than someone who lightens the burden of another.” - Anonymous

Giving back through volunteering allows anyone to support our neighbors in any way they are able. Nonprofits rely every day on volunteers to help achieve their mission and improve our community. Get Connected is a free online tool for all Lower Shore nonprofits to share their needs and how others can help. There are opportunities for many ages and abilities, and across a diverse range of interests – from helping to provide meals, to supporting youth and seniors, protecting our environment or being part of the fun at the National Folk Festival – there are countless ways to share your time and talents for an hour, a day or more! Volunteering is fun for groups, too, and is a great team building or family activity! There is even free time tracking to gauge your volunteer impact and ways to connect on social media. Visit www.ShoreGetConnected.org to find your passion and LIVE UNITED and Open Doors for others.



135+ nonprofits participating

752 nonprofit projects

1,000+ volunteer connections

1,110+ volunteer hours reported online

BUILDING *Healthy Communities*

Helping provide awareness of and access to health resources is a vital component of ensuring our community is healthy and thrives. When we live healthier, we are able to be more productive at school and work, ensuring that education and financial goals can be within reach, making our whole community stronger.

1,300+ neighbors received prescription discounts

\$150,800+ annual Rx savings

76 student art submissions

15+ Addiction Coalition Partners

United Way’s partnership with Peninsula Regional Medical Center, BEACON at Salisbury University, Wicomico Public Libraries and other health providers is working to inspire neighbors to make informed & healthy choices for their families through Wellness Made Easy, a health literacy initiative.

United Way offers a free prescription discount program in partnership with FamilyWise. No sign up is required and a free app is available for iPhone/Android to help find discounted pricing and healthy living tips.

Outreach with the annual Addiction Awareness Arts Competition and collaboration with the Lower Shore Opioid & Addiction Coalition provide opportunities to build awareness, reduce stigma and inspire hope for anyone affected by addiction.



“Knowing where the money is going increases my desire to spread the word about the great things happening with our LOCAL United Way!”

Beth Reid, Healogics/PRMC, United Way Board Member

EMPOWERING YOUTH *with Women United*

Read to Succeed matches volunteer reading mentors with local elementary students to help them achieve their reading level goals by spending time each week reading and focusing on building skills identified by the child’s teacher. Consistent one-on-one reading time is critical to reinforce these skills and achieve the confidence many need to work towards their goals. Now in its second year, the program has expanded to two counties, and welcomes male and female reading buddies. These students consistently achieve or exceed their reading goals, and make great grown-up friends along the way, too!



▲ Middle school girls in Somerset County getting fired up for their 5k!

Girls on the Run, also now in its second year, focuses on empowering middle school girls to set and achieve goals. The girls and their mentor coaches train weekly with a guided curriculum throughout the spring, learning how to run a 5k and be confident in who they are and what they can accomplish, on and off the track. They participate together in a regional 5k with other Girls on the Run chapters for an all-star demonstration of girl power!

60 student readers in 4 schools

93 volunteer reading buddies

1,200+ volunteer hours

OVER 71% of students gained 3+ reading levels



Disaster Cycle Services
(Emergency Services)
\$32,000



Assistive Technology Center
\$25,000



Mentoring
\$54,000



Basic Needs, Food &
Case Management
\$64,000



Critical Home Repair
\$28,000



Emergency Shelter
\$5,000



Compass Outreach
\$10,000
Hospice Care
\$40,000
Palliative Care
\$29,000



Alzheimer's Respite Care
\$5,000
Dialysis Patient
Transportation
\$15,000
Veteran's Transportation
\$4,500
Senior Dental Care
\$5,000
Senior Rural Food
Distribution/Transportation
\$5,000
Community Action Center:
Emergency Food
\$13,000
Community Action Center:
Homeless Prevention
\$11,000



Lower Shore Scouting
Outreach
\$28,000



Emergency Shelter
\$40,000
Emergency Food Assistance
\$8,500
Homeless Prevention/
Rapid Rehousing
\$20,000



Day Services
\$2,322
easterseals
Delaware & Maryland's
Eastern Shore
Pediatric Therapy Services
\$15,000



After School/Summer
Enrichment
\$45,000



Dorchester School Based
Mental Health
\$18,000



Lower Shore Girl
Scouting Outreach
\$40,000



Roof & Repair Assistance
\$6,912
Community Home Building
\$15,000



Summer Enrichment
\$32,000
Academic Connections
\$2,500



MD 211
\$60,000



Workforce Development/
Community Integration
\$7,500
Transportation - Vocational
& Employment
\$7,500



Maintaining Active Citizens
Your Area Agency on Aging
Dorchester, Somerset, Wicomico, Worcester

Meals On Wheels
\$180,000
Alzheimer's Day Support
\$15,000
Senior Care at MAC
\$6,000
Senior Job Training
\$13,000



Pantry on the Go
\$13,500



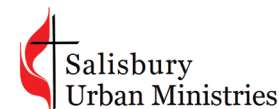
Dorchester School Based
Conflict Resolution
\$11,250



Home Delivered
Meal - Lower Shore
\$8,000



Community Center
\$26,000



Kids Café
\$11,400
Community Health/
Rx Assistance
\$9,000



Emergency Shelter
\$23,000
Soup Kitchen
\$12,000



Transportation - Disability
Day Services
\$866



Equine Assisted Therapy -
Lower Shore
\$5,000



FAST Job Training
\$10,000
Financial Literacy & Housing
Counseling
\$7,000



One Year to Empowerment
\$5,000



Steps to Success
Transitional Living
\$36,250



Disabilities Day Services
\$12,500



S.A. Cambridge
House of Hope Shelter
\$12,000
Pathway of Hope
\$2,000
Social Services
\$7,000

S.A. Lower Shore
Education/Latchkey - Salisbury
\$7,000
Education/Latchkey - Hazel
\$10,000
Education/Latchkey - Crisfield
\$5,000
Youth Sports - Salisbury
\$14,000
Youth Sports - Hazel Center
\$7,500
Youth Sports - Crisfield
\$15,000
Older Adult Ministries
\$3,000
Social Services
\$35,000



Youth Enrichment
\$10,000
Mental Health Counseling
\$20,000
Court Appointed Special
Advocates
\$24,500
Family Connections
\$3,500



Imagination Library
\$94,800
Tech 4 Teens
\$3,250
Read to Succeed
\$1,000
FamilyWise Rx Discount
Program
N/A

Girls on the Run
\$10,000
TechAssurance
\$1,000
Opioid & Addiction
Awareness
\$34,850
Health Literacy
\$5,000
Get Connected
Volunteer Center
\$40,000
Student United Ways
\$4,000
Community Impact &
Donor Services
\$78,100

ALICE® Report & Outreach
\$1,000
Jump Start for Nonprofits
\$6,000
Information & Referral
Services
\$10,000
Emerging Leaders
\$10,000
Nonprofit Agency Training
& Support
\$37,500

Affinity Groups

LIVE UNITED



Salisbury University Student United Way

With the first Student United Way in Maryland, Salisbury University students have opportunities to make a difference and become the next generation of community leaders. This year, over 70 active members engaged beyond the campus, completing volunteer and advocacy projects such as building wheelchair ramps, mentoring youth, serving at soup kitchens, hosting resume workshops at Wicomico High School and more. They learn fundraising and planning and outreach skills through their annual Halloween 5K Dash and SU Shred Day Fundraisers. The club was honored by the SU Center for Student Involvement and Leadership Awards as the Outstanding Club and Outstanding Community Service Program for the entire campus.

50+ volunteer projects
2,900+ volunteer hours
3,700+ neighbors impacted
\$9,134 raised for local programs



Wor-Wic Community College Student United Way

This marks the second year for the Student United Way at Wor-Wic Community College. The club provides students with opportunities for leadership, fundraising, professional development, and service to the community. Participants volunteered with Chesapeake Housing Mission, Habitat for Humanity of Wicomico County, and God's Kitchen at Salisbury Urban Ministries. By planning and implementing fundraisers including a restaurant night at Five Guys, a yard sale, and a gift basket raffle, the students exceeded their fundraising goal for the year. Outgoing club President Cory Davis will continue making an impact with SU's Student United Way next semester.

14 volunteer projects
127 volunteer hours
655 neighbors impacted
\$1,120+ raised for local programs



Emerging Leaders

The Emerging Leaders mission is to promote and encourage the spirit of philanthropy and volunteerism among young professionals on the Lower Shore while also providing opportunities to network and grow professionally. EL members recognize and value the importance of philanthropy and believe in and support the work of United Way. They enjoy focusing efforts with our youngest residents through fundraisers like Giving Tuesday and the Emerging Leaders Dodgeball Tournament to support holiday assistance programs. Through Thanksgiving basket deliveries and the Secret Santa program where food, meals, gifts, clothing, and other assistance is offered, ELs bring hope to families during the season of giving.

7 volunteer projects
270 volunteer hours
139 neighbors impacted
\$4,300 raised for local programs



Women United

Women United gathered together this year to provide hands-on opportunities for local volunteers to make a difference in the communities we serve, volunteering with youth programs such as Read to Succeed and Girls on the Run, which Women United launched together in 2018. This committed group of women support United Way's work through their philanthropy and by hosting their signature fundraiser, the Power of the Purse. They also connect with each other quarterly for fellowship, networking and learning more about issues facing our neighbors through Community & Conversations. We invite you to join these dynamic women and experience first-hand impact through volunteering!

2 volunteer programs
1,915 volunteer hours
195 neighbors impacted
\$21,267 raised for local programs

Bravo!

to our Local Advocates, Donors and Volunteers

2017-2018 Annual Award Honorees

Dorchester Coordinators of the Year

Sandra Tripp-Jones & Kathy Foster
City of Cambridge

Dorchester Volunteers of the Year

Dean Goodwin, Risk Placement Services
Brad Sutcliffe, Arthur J. Gallagher & Co.

Worcester Coordinators of the Year

Eric Lagstrom & Team
Town of Ocean City

Worcester Volunteer of the Year

Cole Taustin
The Embers Restaurant, Blu Crabhouse & Raw Bar,
and Mad Fish Bar & Grill

Somerset Coordinators of the Year

Somerset County Public Schools

Somerset Volunteer of the Year

Cortney Monar
Princess Anne Elementary School

Wicomico Coordinator of the Year

Katherine Hairsine
Pohanka of Salisbury

Wicomico Volunteer of the Year

Beth Reid
Healogics at Peninsula Regional Medical Center

Salisbury University Student United Way Volunteer of the Year

Eleanor Brown
Club Past President & Fundraising Chair

Wor-Wic Community College Student United Way Volunteer of the Year

Cory Davis
Club President

Emerging Leader of the Year

Michelle Sadler
Perdue Farms

Women United Volunteer of the Year

Lois Hartstein
Civic Leader



Jim Barrett Community Leadership Award, Dr. Memo Diriker

The Jim Barrett Community Leadership Award is the highest individual recognition by United Way for exemplary service to our community and beyond in memory of Jim Barrett's legacy of service. Dr. Memo Diriker has international acclaim, having served in many capacities on nonprofit boards including the Salisbury Area and Maryland Chambers of Commerce, the Maryland Chamber of Commerce Foundation, Peninsula Regional Medical Center Foundation, Leadership Maryland, and United Way to name just a few. For his 'day job' he is the founding Director of BEACON at Salisbury University's Franklin P. Perdue School of Business, providing premier research and consulting services for organizations near and far. Dr. Diriker was also a guiding figure in developing United Way's Health Literacy focus and partnership with PRMC.



Flame of Excellence, Wicomico County Public Schools

The United Way Flame of Excellence honors the individual or team that exhibits superior campaign strategy and management. The WCPS team's enthusiasm and energy was evident from the beginning of the 2017-18 season, kicking off their campaign at the Wicomico Youth and Civic Center with 2,500 employees participating in a choreographed Dance to "We Are Family" led by their coordinator team. WCPS had students involved, too, with Dance United and Slime the Principal events. WCPS partnered with Women United to launch 2 new programs, Girls On the Run mentoring through fitness program and Read 2 Succeed to help elementary students achieve reading level goals. They also encouraged students to participate in the Opioid Awareness Art Competition, with Wicomico students earning over \$4,300 in awards for their art. WCPS supports our students in and out of the classroom every day! (Pictured are Mark Thompson, Dr. Donna Hanlin & Pam Gregory.)



Spirit of the Shore Award, Salisbury University

Our Spirit of the Shore Award is the highest honor bestowed on a company for excellence in community compassion and overall philanthropic service. SU has a community spirit that dates back to its founding in 1925. Its highest purpose is to empower students with the knowledge, skills, and core values that contribute to active citizenship, gainful employment, and life-long learning in a democratic society and interdependent world. The ripple effect of their impact across the shore is undeniable. Maryland's first Student United Way Club was founded on their campus in 2013, and continues to receive local and national recognition for their outreach and volunteerism. Students and faculty are encouraged to be engaged with their neighbors through numerous outreach and volunteer events. In addition to offering a world-class academic experience, SU's focus on creating community leaders is truly what embodies the Spirit of the Shore. (Pictured are Amy Hasson and Dr. Memo Diriker.)



President's Award, Mr. Dana Seiler

The President's Award recognizes an individual who goes above and beyond to further United Way's mission. Dana Seiler has a long-standing history as a donor, volunteer and corporate supporter of our United Way. He has worn a number of United Way hats, serving on the Community Impact Committee, the Wicomico County Team, and most recently as the Executive Vice President and our Campaign Chair. His IT company has partnered with our United Way on several ventures in assisting local nonprofits with their technical infrastructure. Over the years, the book value of his in-kind support to our organization has been tens of thousands of dollars... but the value of knowing our donor's data is protected and our small and mighty organization can seamlessly serve the community is PRICELESS. Our community, and our United Way, are fortunate to have leaders of his caliber and we are so thrilled to welcome him as Chair of the Board for the 2018-2019 Campaign.



Heart of the United Way, Jennifer Cannon & Amy Wingate of Perdue Farms, Inc.

The Heart of United Way award is bestowed upon those who demonstrate what it means to LIVE UNITED and personifies the values of Inclusiveness, Commitment, Compassion and Humility. This dynamic duo have led the #1 workplace campaign for over 9 years! They have volunteered enormous amounts of time and resources and led a team of more than 30 coordinators each year. They offer "pay for play rewards" in the form of chocolate candy bars, planning creative fundraising activities like barbeques, bake sales and car washes, and are responsible for the collection of over 900 associates' donations towards the Campaign. We are fortunate to have their passion and commitment for improving the lives of our neighbors in so many ways throughout the year.

4imprint
Abbi Custis/AbbiArt
About Faces Day Spa & Salon
Absolute Security
Acme
Adams Radio Group
Adam's Taphouse Grille
Amazon
Arthur J. Gallagher & Co.
Avery Hall Insurance
Ayers Creek Adventures
Back Bay Adventures
Bags and Bows
Bathing Bee
Bay Country Shop
Bay Land Aviation
Bay Shore Development Corp.
BB&T Bank
BBSI
BEACON at Salisbury University
Bishop's Stock
Blue Diamond Almonds
Blue Water Development Corp.

Designer's Edge
DiFebo's
Dr. & Mrs. Dick Meeks
Dr. Michele Canopii
Dr. Samantha Scott of the Child & Family Center
Drs. Memo & Veronique Diriker
DS Smith
E.S. Adkins
Eastern Shore Forest Products
Educational Supplies, Inc.
Embers, Blu & Mad Fish Restaurants
Evolution Craft Brewing Company
Exotic Sound
Fixer Upper Fitness
Flowers by Alison
Froggy 99.9
Frontier Town Campground
G.B. Heron & Co. Goldsmiths
Grant's Service Center
Green Hill Country Club
Habanera Farms
Habitat for Humanity

M4 Reactor
Main Street Nails
Market Street Inn
Maui Jack's Waterpark
Michael's in Salisbury
Minutemann Press
Mr. & Mrs. Ben Bowne
Mr. & Mrs. Bill McCain
Mr. & Mrs. Chip Strott
Mr. & Mrs. Craig Booth
Mr. & Mrs. Dana Seiler
Dr. & Mrs. Dennis Killian
Mr. & Mrs. Dennis Weller
Mr. & Mrs. Dodger Adkins
Dr. & Mrs. Don Ritter
Mr. & Mrs. Jim Gregory
Mr. & Mrs. Jim Hartstein
Mr. & Mrs. John Breda
Mr. & Mrs. John Rankin
Mr. & Mrs. John Thomas
Mr. & Mrs. Kurt Reddersen
Mr. & Mrs. Leighton Moore
Mr. & Mrs. Mike Connelly
Mr. & Mrs. Patrick Gilbert
Mr. & Mrs. Rick Nelson
Mr. & Mrs. Phil McMichael Jr.
Mr. & Mrs. Steven Fulkrod
Mr. Alan Miller
Mr. Andy Kitzrow
Mr. Brad Sutcliffe
Mr. Bryan Hurst
Dr. Bryan Newton
Mr. Calvin Peacock
Mr. Cole Taustin & Ms. Bree Mattern
Mr. Corey Hoch
Mr. Darrell "Lefty" Corbin
Mr. Dean Goodwin
Mr. Drew Mengason
Mr. Evan Miller
Mr. Hsin Cheu
Mr. Jim Duffy & Ms. Jill Jasuta
Mr. John Lating
Mr. Junior Brittingham
Mr. Kendall Lamm
Mr. Louis Wright
Mr. Randy Scott
Mr. Roger Follebout
Mr. Steve Farrow
Mr. Todd Burbage
Mr. Tony Jewell
Mrs. Amy Gonzales
Mrs. Carol Wright
Mrs. Claire Otterbein
Mrs. Ginny Reid-Matern
Mrs. Lois Hartstein
Mrs. Robin Wade
Mrs. Susan Parker
Ms. Andrea Bounds
Ms. Angie Strouth
Ms. Ashley Matthews
Ms. Beth Reid
Ms. Brenna Racine
Ms. Candice Schroepfer

Ms. Carla Lewis LesCallette
Ms. Caroline Carozza
Ms. Caroline Phillips
Ms. Dana Wright
Ms. Danielle Bradley
Ms. Dawn Tarr-Scott
Ms. Eleanor Brown
Ms. Emily Saulsbury
Ms. Grace Sturgis
Ms. Heather Gray
Ms. Hillary Hoffman Wright
Ms. Jennifer Mrohs
Ms. Judy Keightly
Ms. Kacey Decker
Ms. Katarina Ennerfelt
Ms. Kim Austin
Ms. Laura Rodriguez
Ms. Lisa Payne
Ms. Mary Beth Shook-Inman
Ms. Mary Mengason
Ms. McLean Turner
Ms. Megan Lynch
Ms. Nancy Flurer
Ms. Olivia Mommé
Ms. Phyllis Vinyard
Ms. Rachel Alvarez
Ms. Tonia Dale-Johnson
Ms. Valerie Cullen
Ms. Valerie Morris
Muddy Paws, LLC
O.C. Seacrets
Ocean City Chamber of Commerce
Ocean City Hotel Motel Restaurant Association
Ocean Pines Association
Old Pro Golf
Olive Garden Italian Restaurant
Olympia Fitness Club
On Target Training Center
One More Rep
Overnightprints
PAC14
Paige Elizabeth Photography
Pam's Hallmark
Parker Place
PayPal Charitable Giving Fund
Pemberton Pharmacy & Gift
Peninsula Eye Center
Peninsula Regional Medical Center
Pepsi Bottling Ventures
Perdue Farms
Personal Wellness Center
Phillip's Seafood
Plak That
PNC Bank
Pocomoke River Canoe Company
Pohanka of Salisbury
Posey's By the Sea
Princess Royale Resort Hotel & Conference Center
Queen Nails Salon
Red Sun Custom Apparel
Renaissance Med Spa
Rise Up Coffee Roasters

Risk Placement Services, Inc.
Robyn's Rustic Wreaths
Rommel's Ace Hardware
RPS ISG International
Ruark Golf
Ruth's Chris Steak House
Salisbury Area Chamber of Commerce
Salisbury Business Journal
Salisbury Elks #817
Salisbury Independent
Salisbury Symphony Orchestra
Salisbury University
Salisbury University Center for Extended & Lifelong Learning
Salisbury University President's Office
Salisbury University Student United Way Sam's Club
Sassy Girl Boutique
Scott Tawes, CPA
Shrimp Boat
Smooches fur Pooches
Soul Yoga Studio
Sound Advice
Southbound Alley
Southern Boys Concepts
Southern Glazers Wine & Spirits
Specific Gravity Pizzeria
St. Michael's Winery
Staples
Starbucks
Stephen Decatur High School
Sub Runners
Sunset Grille
Sysco Eastern MD
Target
TD Digital Printers
TGM Group
The Bay Gift Vault
The Boardwalk Hotel Group
The City Florist
The City of Salisbury Fire Department
The City of Salisbury Mayor's Office
The Corner Shoppe
The Crab Place
The Daily Times
The Dressing Room
The Hon Company
The Insurance Market
The Red Roost
The Ropewalk, Chincoteague Island
The Ropewalk, Ocean City
The Ugly Pie
Thirty-One Bags
Tingle Design Company
Tom James Company
Touched by Cotton Auto Detailing
Toys R Us
Trond's Pool Care
Twilley, Rommel & Stephens
United Way Board of Directors
United Way Emerging Leaders
United Way Women United
United Way Worldwide

University Car Wash
University of Maryland Eastern Shore
Vantage Point Solutions Group
Vernon Powell Shoes
VizionCreative.tv
Washington Street Inn
Wicomico County Sheriff's Department
Will Mengason
WMDT-TV & CW3
Wockenfuss Candies
WRDE Coast TV
WXSU 96.3

Includes contributions received as of 4/30/19.

A special thank you

These in-kind donors show incredible generosity to ensure the success of various events and initiatives!

Boardwalk Hotel Group
Bordeleau Winery & Vineyard
Burnett-White Tire Pros
Canteen Vending
Carey Distributors
Cato Gas & Oil
Charlene Upham Antiques
Chipotle
City of Salisbury Fire Department
Clear Channel Outdoor
Coastal Aesthetics & Wellness
Comcast Spotlight
Community Impact Committee
Cornament Committee
Crisfield Chamber of Commerce
D3Corp
D'ann Danse Studio
Delmarva Discovery Center
Delmarva Power
Delmarva Printing & Design
Delmarva Promotional Products LLC
Delmarva Public Radio
Delmarva Shorebirds
DelmarvaNow
Denny's
Deputy Chief John Tull

Hair Studio 720
Hallmark.com
Hampton Inn & Suites Chincoteague
Hardee's
Higgins Crab House
Holiday Ball Committee
HR Strategy Group
Hyatt Regency Chesapeake Bay Resort
iHeart Media Delmarva
Interior Motives
Ish Boutique
Island Creamery
James Seip Photography
Jeffrey Auxer Designs
Jimmy John's
Jolly Roger Amusement Park
K-Coast Surf Shop
Kelly & Associates
Kingsbay Mansion Executive B&B
Kitty's Flowers
Kuhn's Jewelers
Kurt Reddersen Photography
Lana Foley Photography
Law Office of James A. List
Layton's Chance Vineyard & Winery
Leah Adkins Photography
Longboard Café
Lower Shore Enterprises



OPENING DOORS WITH

FUN DRAISING!

Each year, generous companies from all across the Lower Eastern Shore donate their time and resources with *FUN*draisers ... bringing our community together and raising critical funds to make a difference in the most creative of ways!

Presented by Arthur J. Gallagher & Co. and Risk Placement Services, Inc., the Preakness party was “a sure bet” raising a record-breaking \$16,000+ for Imagination Library. Filled to the brim with fun, attendees enjoyed an epic best-dressed contest, chances to win prizes, and the best seats in the house to view the race on the big screen. Pictured is Robin Hoffer and Rick Santow.



8th Annual Preakness Palooza



5th Annual Halloween 5K Dash

Organized by Salisbury University Student United Way as their signature fundraiser, spooky family-fun was enjoyed by all with a “Zombie-Infested” 5K, 1 mile walk, and after-party, raising \$8,000 for United Way programs. Pictured is the Student United Way team with one of the lurking “Zombies!”



8th Annual Disc Golf Tournament

Presented by Arthur J. Gallagher & Co. and Risk Placement Services, Inc. and now known as Maryland’s largest Disc Golf Tournament, over 50 teams of four enjoyed a “Fun Frisbee-Filled Friday” with fellow business professionals. This event really “soared” for Imagination Library, raising a record-breaking \$21,200. Pictured is the GKD-USA, Inc. team.



2nd Annual Power of the Purse

Generous fashionistas enjoyed cocktails, conversation, and fun while bidding on over 60 fabulous designer purses. The event helps support Women United’s youth programs, Read to Succeed and Girls on the Run. Pictured is Sarah Arnett, Kathryn Fiddler, and Katherine Smith of Peninsula Regional Medical Center.



Pepsi Vending Machines

By choosing to drink from United Way Pepsi machines, residents can enjoy a refreshing soft drink while helping the community, as a percentage of the proceeds benefit our United Way. Since launching in 2014, nearly \$100,000 has been raised for local programs! Thank you, Pepsi Bottling Ventures!

Teams came out to Stephen Decatur High School gym and dodged, ducked, dipped, and dived to raise funds for the Emerging Leaders’ Secret Santa program ... bringing Christmas joy to local families in need.



1st Annual Dodgeball Tournament



Somerset County Public Schools BBQ

Did someone say BBQ chicken? Grill master and Somerset County Public Schools Superintendent, Dr. John Gaddis, prepares a feast to raise funds for their United Way campaign.



Peninsula Regional Medical Center BBQ

Come and get it! The PRMC Facilities Department was cookin’ up a storm for their United Way campaign!



Dove Pointe Chicken & Dumplings Fundraiser

Dove Pointe was really rolling with their workplace campaign this year, adding in a successful (and delicious) Chicken & Dumplings Fundraiser!



5th Annual Lower Eastern Shore Cornament

In partnership with the Salisbury Elks #817, the largest cornhole tournament on Maryland’s Eastern Shore brought in professional and amateur players alike for a day filled with exciting competition, games, tiki bar, and more. Pictured is the Cornament Committee presenting the Elks’ event sponsorship.

16th Annual Holiday Ball

The 2018 Event of the Year!

The Holiday Ball continues to be held at the one-and-only Hyatt Regency Chesapeake Bay Resort in Cambridge. The "Event of the Year" broke all records in attendance and fundraising, helping open doors of opportunity for our Lower Shore neighbors!



John & Deborah Breda,
Holiday Ball Co-Chairs

Holiday Ball Committee

John & Deborah Breda, *Chairs*
 Robyn Bernstein
 Ben & Jenna Bowne
 Kacey Decker
 Memo & Veronique Diriker
 Filippa Etherton
 Patrick & Kristin Gilbert
 Pam Gregory
 Amy Gonzales
 Amy Hasson
 Dennis & Chastity Killian
 Kim List
 Teresa McCain
 Stacey McMichael
 Margy & Dick Meeks
 Mary Mengason
 Claire Otterbein
 Susan Parker
 Caroline Phillips
 John & Sally Rankin
 Kurt & Karen Reddersen
 Don & Tracy Ritter
 Laura Rodriguez
 Candice Schroepfer
 Samantha Scott
 Chip & Connie Strott
 Angie Strouth
 Cheryl Taustin
 Robin Wade
 Dennis & Nancy Weller
 Laura Wilson
 Carol Wright

Thank You to the 2018 Holiday Ball Royal Sponsors

Presenting

Blue Water Development Corp. | DelmarvaNow
 Hyatt Regency Chesapeake Bay Resort

King & Queen

Gillis Gilkerson | Perdue Farms
 Salisbury University | The City Florist

Prince & Princess

Avery W. Hall Insurance | Adams Housing
 APPI Energy | Bank of America | Bank of Delmarva
 Deer Pointe Surgical Center | Delmarva Power
 DS Smith | Hebron Savings Bank
 Holloway Funeral Home | M&T Bank
 Mr. & Mrs. Chris Perdue | Ms. Sonya Whited
 Peninsula Eye Center | Peninsula Plastic Surgery
 Peninsula Regional Medical Center
 Pohanka Automotive Group of Salisbury
 Southern Glazer's Wine & Spirits of Maryland
 TGM Group | Vantage Point Solutions Group
 The Embers, Blu & Mad Fish Restaurants
 The Insurance Market
 The Law Offices of James A. List, LLC
 University of Maryland Eastern Shore

Duke & Duchess

Carey Insurance & Financial Services
 Community Foundation of the Eastern Shore
 Granger & Company, CPAs | Holt Paper
 Kuhn's Jewelers | Law Office of George G. Strott, Jr.
 LWRC International, LLC | Peninsula Imaging
 Sysco Eastern Maryland | The Car Store
 Trond's Pool Care

Earl & Countess

Allen & Associates | Clear Channel Outdoor
 Pool Tech | Rotary Club of Wicomico County
 Twilley, Rommel & Stephens
 SVN Miller Commercial Real Estate
 The Gables at Manokin | W.R. McCain & Associates



Auctioneer, Bill McCain



Presenting Sponsor, Blue Water
Development Corp.



Gillis Gilkerson



Table Sponsor Sonya Whited
& Friends



TGM Group



The Sharmas & The Cordreys

TOGETHER WE *open doors*

The workplace campaign has been the foundation of United Way's ability to open doors and support our local nonprofits. Our top 50 list of organizations support our mission and contribute through workplace campaigns, corporate giving, event sponsorships and grant funding.

TOP
50

#1	PERDUE FARMS.....	\$339,724
#2	PENINSULA REGIONAL MEDICAL CENTER.....	\$223,279
#3	PIEDMONT AIRLINES.....	\$60,975
#4	WICOMICO COUNTY PUBLIC SCHOOLS.....	\$56,323
#5	WORCESTER COUNTY PUBLIC SCHOOLS.....	\$55,044
#6	DONNIE WILLIAMS FOUNDATION.....	\$50,000
#7	PNC BANK.....	\$49,672
#8	PEPSI BOTTLING VENTURES.....	\$48,622
#9	SOMERSET COUNTY PUBLIC SCHOOLS.....	\$41,110
#10	DS SMITH.....	\$38,798
#11	POHANKA OF SALISBURY.....	\$35,592
#12	RISK PLACEMENT SERVICES & ARTHUR J. GALLAGHER.....	\$35,000
#13	AVERY HALL INSURANCE.....	\$32,021
#14	BANK OF DELMARVA.....	\$25,932
#15	UNITED PARCEL SERVICE.....	\$25,535
#16	DELMARVA POWER.....	\$25,244
#17	THE HARRISON GROUP.....	\$24,607
#18	FIRST SHORE FEDERAL SAVINGS & LOAN.....	\$21,557
#19	ATLANTIC GENERAL HOSPITAL.....	\$21,475
#20	MARYLAND STATE EMPLOYEES.....	\$18,230
#21	M&T BANK.....	\$16,549
#22	TOWN OF OCEAN CITY EMPLOYEES.....	\$16,064
#23	HYATT REGENCY CHESAPEAKE BAY.....	\$15,000
#24	JUBILANT CADISTA PHARMACEUTICALS.....	\$14,196
#25	MAC, INC.....	\$13,633

#26	DORCHESTER COUNTY PUBLIC SCHOOLS.....	\$13,355
#27	WORCESTER COUNTY EMPLOYEES.....	\$13,005
#28	VANTAGE POINT SOLUTIONS GROUP.....	\$12,880
#29	GILLIS GILKERSON.....	\$11,980
#30	COMMANDER HOTEL.....	\$11,960
#31	TOROID CORPORATION.....	\$11,908
#32	THE INSURANCE MARKET.....	\$11,357
#33	EMBERS RESTAURANT/ BLU CRABHOUSE.....	\$10,829
#34	COASTAL HOSPICE & PALLIATIVE CARE.....	\$10,373
#35	DELMARVA COMMUNITY SERVICES.....	\$10,164
#36	PKS & COMPANY.....	\$9,770
#37	PENINSULA CARDIOLOGY ASSOC.....	\$9,380
#38	SALISBURY ELKS LODGE #817.....	\$9,050
#39	WOR-WIC COMMUNITY COLLEGE.....	\$8,564
#40	COMMUNITY FOUNDATION OF THE EASTERN SHORE.....	\$8,415
#41	BANK OF AMERICA.....	\$8,000
#42	O.C. SEACRETS.....	\$7,815
#43	LOWER SHORE ENTERPRISES.....	\$7,813
#44	SOMERSET COUNTY EMPLOYEES.....	\$7,630
#45	WICOMICO COUNTY EMPLOYEES.....	\$7,596
#46	MCCREADY HEALTH.....	\$7,283
#47	SALISBURY UNIVERSITY.....	\$6,750
#48	BOSCOV'S.....	\$6,570
#49	FRANCIS SCOTT KEY FAMILY RESORT.....	\$6,249
#50	TGM GROUP.....	\$6,073



Raised to Date:
\$162,000

2018 DINE UNITED
\$38,337

2018 STAY UNITED
\$11,492

PARTICIPANTS

RESTAURANTS: 32 Palm Restaurant, Atrium Café, Blu Crabhouse & Raw Bar, Caribbean Pool Bar & Grill, Coral Reef Cafe, Decatur Diner, Embers Restaurant, Happy Jack Pancake House, Harrison's Harbor Watch, Hemingways at The Coral Reef, Mañana Mode, Phillips Crab House, Poseidon's, Rumbas Lounge, The Deep End Pool Bar, The Hobbit, The Original Pool Bar & Grill

HOTELS: Atlantic Ocean Front Inn, Commander Hotel, Days Inn, Francis Scott Key Family Resort, Howard Johnson Inn, Howard Johnson Plaza Hotel

VENDORS: Tito's Vodka, Bacardi, The Erwyn Group, Brown Forman

SPONSORS: Comcast Spotlight, iHeartRadio Delmarva & Froggy 99.9, DelmarvaNow, OCHMRA, Ocean City Chamber of Commerce

Leaderboard

0-150 Seating Capacity Division
Poseidon's at Ocean Downs
150-300 Seating Capacity Division
Happy Jack Pancake House
300-600 Seating Capacity Division
Blu Crabhouse & Raw Bar
600+ Seating Capacity Division
The Embers Restaurant

Under 100 Rooms Division
The Atlantic Oceanfront Inn
100-250 Rooms Division
Commander Hotel
250+ Rooms Division
The Francis Scott Key Family Resort



CORPORATE *Anchor Society*

ATLANTIC \$25,000+

Donnie Williams Foundation, Inc.
Peninsula Regional Medical Center
Pepsi Bottling Ventures
Perdue Farms, Inc.
PNC Bank Peninsula Region- Greater Maryland Market
Risk Placement Services & Arthur J. Gallagher & Co.

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

BLU Crab House & Raw Bar/Embers Restaurant/ Mad Fish Grill
Commander Hotel
Delmarva Power (an Exelon Corporation)
DS Smith
Franklin P. and Arthur W. Perdue Foundation, Inc.
Hyatt Regency Chesapeake Bay
M&T Bank
Pohanka of Salisbury
Somerset County Public Schools
The Harrison Group
Vantage Point Solutions Group

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

Avery Hall Insurance
Bank of America
Community Foundation of the Eastern Shore
First Shore Federal Savings & Loan
Francis Scott Key Family Resort
Gillis Gilkerson
Piedmont Airlines, Inc.
Salisbury Elks Lodge #817
Salisbury University
Toroid Corporation of Maryland
University of Maryland Eastern Shore

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

Affiliated Power Purchasers Int'l, LLC
Allen and Allen, Chtd.
Bank of Delmarva
Deer Pointe Surgical Center, LLC
DelmarvaNow
Delmarva Veteran Builders
Harkins Companies
Hebron Savings Bank
Holloway Funeral Home
Kuhn's Jewelers
Peninsula Cardiology Associates, P.A.

Peninsula Plastic Surgery, P.C.
PKS & Company
Rotary Club of Salisbury
Somerset County Employees
TGM Group, LLC
The Insurance Market

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

Adams Housing
Arthur J. Gallagher & Co.
Atlantic Oceanfront Inn
Axis Capital
Baywater Farms
BEACON at Salisbury University
Carefirst Blue Cross/Blue Shield
Cato Gas & Oil
Clear Channel Outdoor
Delmarva Shorebirds Fly Together Fund
Draper Holdings Charitable Foundation, Inc.
Erwyn Products Company, Inc.
Farmers Bank of Willards
FirstEnergy Foundation
Gateway Pediatrics, P.A.
Granger & Company, P.A.

"I'm always inspired when businesses and their employees step up to the plate for their communities," Brian Gallagher, President and CEO of United Way Worldwide.

Locally, we are blessed to have corporate partners that encourage, lead, advocate, volunteer and give so that our communities can thrive. Recognized as the Corporate Anchor Society, these companies contribute \$500 or more through a corporate gift, grant, sponsorship, and/or hosting a special event.

Happy Jack Pancake House
Holt Paper Company
John D. Hynes & Associates
Law Firm of George G. Strott, Jr.
LWRC International
Nationwide - Carey Insurance Group
Optimist Club of Salisbury
Peninsula Imaging, LLC
Pool Tech, Inc.
Ron Jon Surf Shop
Rotary Club of Wicomico County
Salisbury Route 50 Self Storage
Samuel W. and Marilyn C. Seidel UWLES Fund
SVN Miller Commercial Real Estate
Sysco Eastern Maryland
Telewire, Inc.
The Car Store
The Gables at Manokin
The Hobbit Restaurant
Travelers Insurance
Tronds Pool Care, LLC

Twilley, Rommel & Stephens
W. R. McCain & Associates
Walmart
Wigglesworth, Layton, Moyers & Chance, P.C.
Worcester County Commission On Aging

SKIPJACK \$500 - \$999

Aetna/United Health Care
American Inks and Coatings (The Flint Group)
BBSI
Beazley USA Services, Inc.
Berlin Auto Wash, Inc.
Boardwalk Hotel Group
Brown-Forman
Cambridge International
CFC Underwriting
Chesapeake Utilities Corporation
Chubb Insurance
CNA Insurance
Comprehensive Financial Solutions
Davis, Bowen & Friedel, Inc.

Frank & Sue Morris Fund
GE Foundation
Hiscox USA Insurance
Northrop Grumman Innovation Systems
Ocean City Mini Storage
Ocean City-Berlin Rotary Club
Ocean Downs Racetrack & Casino
Phillips Crab House
Prudential Matching Gifts Program
Rados 5 Inc. Decatur Diner
Salisbury University Foundation, Inc.
Selective Insurance - Mid Atlantic Region
SeQure Underwriters, LLC
The Hartford
The Salisbury School
Town Of Ocean City
United States Liability Insurance Group
Westchester (a Chubb Company)
Whitehead Real Estate Executives

Includes contributions received as of 4/30/19.

WORKPLACE *Campaigns*

“The Piedmont Jet Pull encourages our employees to get out and give back to their local communities. It’s team building, fundraising and engagement all in one event. Everyone looks forward to putting on gloves and pulling for United Way.”

Lyle Hogg
President & CEO,
Piedmont Airlines, Inc.

Includes contributions received as of 4/30/19.

1880 Bank
3M Company
AAA - Salisbury
Affiliated Power Pruchasers Int’l LLC
Atlantic General Hospital
Atlantic Union Bank
AT & T
Avery Hall Insurance
Azar Eye Institute
Bank of Delmarva
Bay Area Center for Independent Living
BB&T Bank
Boscov’s
Cambridge International, a Rexnord company
Carefirst Blue Cross/Blue Shield
Catholic Charities-Seton Center
Cato Oil
Chesapeake Housing Mission
Chesapeake Health
Chesapeake Utilities Corporation
Chesapeake Urology Associates
City of Pocomoke
City of Salisbury
Coastal Hospice & Palliative Care
Comcast Cable
Blue Water Development Corp.
Community Foundation of the Eastern Shore, Inc.
Comprehensive Financial Solutions
D3Corp
Davis, Bowen & Freidel, Inc.
Deeley Insurance
Delco Packaging Products
Delmarva Community Services
Delmarva Power, an Exelon Corp.
Delmarva Veteran Builders
Delmarva Wealth Management
Diakonia
Dorchester Chamber of Commerce
Dorchester County Board of Education
Dorchester County Government
Dove Pointe
DS Smith
Egide USA Inc.
Eli Lilly and Company
Fairfax Properties of Salisbury
Farmers Bank of Willards
FedEx
Fidelity & Guaranty Life Insurance Company
Fidelity Information Services
FirstEnergy Foundation
First Shore Federal Savings & Loan

Four Square Benefits
DelmarvaNow
GE Foundation
George, Miles & Buhr
General Dynamics
Gillis Gilkerson
Girl Scouts of the Chesapeake Bay
GKD-USA, Inc.
Habitat for Humanity of Wicomico County
Hardwire, LLC
Harkins Companies
Harland Clarke
Holloway & Marvel
Holloway Funeral Home
Home Seal Services
Hudson Health Services
IBM Retirees
Illinois Tool Works, Inc.
John D. Hynes & Associates
Jubilant Cadista Pharmaceuticals, Inc.
Koch Business Solutions, LP
Laureate Education
Law Firm of George G. Strott, Jr.
Layton’s Chance Winery
Liberty Mutual
Life Crisis Center
Lower Shore Enterprises
M&T Bank
MAC, Inc.
Macy’s
Maryland State Employees
Maryland Food Bank
McCormick & Company
McCready Health
Mid Shore Community Mediation
Nationwide Insurance
Northrop Grumman Innovation Systems
O.C. Seacrets, Inc.
Peninsula Cardiology Associates
Peninsula Eye Center, P.A.
Peninsula Regional Medical Center
Peninsula Roofing Company
Pepsi Bottling Ventures, LLC
Perdue Farms, Inc.
Piedmont Airlines
Pitney Bowes
PKS & Company
PNC Bank
Pohanka of Salisbury
Prudential Matching Gifts Program
Recovery Resource Center

Ron Jon Surf Shop
Rommel Holdings
Safelite Autoglass
Salisbury Area Chamber of Commerce
Salisbury Urban Ministries
Salisbury University
Salvation Army - Salisbury
Samaritan Ministries
Selective Insurance Company of America
ServPro of the Lower Shore
Sharp Energy
Shore Distributors
Somerset County Board of Education
Somerset Community Services
Somerset County Government
Suntrust Bank
Supervalu
SVN Miller Commercial Real Estate
Target
Telamon Corporation
Telewire, Inc.
TGM Group, LLC
The Adkins Company
The Insurance Market
Toroid Corporation
Town of Berlin
Town of Ocean City
Tri-County Council for the Lower Eastern Shore of MD
Twilley, Rommel & Stephens
United Bankshares
United Parcel Service
UW of the Lower Eastern Shore
University of Maryland Eastern Shore
Value Carpet One
Vantage Point Solutions Group
Verizon
Village of Hope
W.R. McCain & Associates
Walmart
Wicomico County Board of Education
Wicomico County
Wicomico Public Libraries
Wigglesworth, Layton, Moyers & Chance, PC
WMDT - Marquee Broadcasting
Worcester County Board of Education
Worcester County Commission on Aging
Worcester County Developmental Center
Worcester County Government
Worcester Youth & Family
Wor-Wic Community College

ANCHOR SOCIETY *Donors*

THIS PHILANTHROPIC GROUP OF
835+ individuals & couples
RAISED AN INCREDIBLE
\$697,000+

United Way recognizes many different levels of giving. The Anchor Society represents an extremely generous and dedicated group of couples and individuals that are committed to providing opportunities in Health, Education and Financial Stability to every person in our community.

Includes contributions received as of 4/30/19.

ALEXIS DE TOCQUEVILLE SOCIETY

\$10,000+

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

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

Dr. & Mrs. Jeffrey S. Baer
Mr. & Mrs. Anthony Betterson
Mr. & Mrs. Pete A. Bugas
Ms. Sharon G. Clark
Mr. & Mrs. Randall M. Day
Mr. & Mrs. Steve Evans
Mr. & Mrs. Steve Fulkrod
Mr. & Mrs. Thomas Hershey
Ms. Mary C. Klein
Mrs. Elsie W. MacMullin
Mr. & Mrs. Leighton Moore
Mr. & Mrs. John Thomas
Mr. & Mrs. Matt Tilghman
Mr. & Mrs. Steve Williams

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

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Mr. Cedric L. Armwood
Dr. Stephen Capelli
Dr. Robert T. Chasse
Dr. & Mrs. Robert Corcoran
Mr. Peter Crawford
Dr. Kathryn M. Fiddler & Mr. Jeff Berthiaume
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Ms. Amy S. Hasson
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Mr. & Mrs. James A. List

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Ms. Mary M. Mengason
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Mr. & Mrs. Marty Neat
Mr. & Mrs. Rick Nelson
Mr. & Mrs. Robb Sartorio
Mr. & Mrs. Dana Seiler
Ms. Sonya A. Whited

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

Mr. & Mrs. Raymond Adkins
Mr. Robert G. Anderson
Mr. William Arndt
Mr. & Mrs. Tim Arnett
Mr. & Mrs. Bryan D. Ashby
Mr. & Mrs. Carlos Ayala
Mrs. Lindsay P. Bailey
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Mr. & Mrs. Edward G. Banks
Mr. & Mrs. Ed Barber
Ms. Nancy W. Barrett
Mr. & Mrs. Michael Bartemy
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Ms. Kelly M. Berrie
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Ms. Cindy Bounds
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Mr. Glen N. Ennis
Mrs. Julia A. Esham
Mr. & Mrs. Gary Eskridge
Mr. & Mrs. Ben Etherton
Drs. Jason A. Evans & Michele Urban
Mr. Martin F. Fabac
Mr. & Mrs. Gerald Farrelly
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Mr. & Mrs. James Hartstein

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Dr. & Mrs. Murray Hoy
Mr. & Mrs. Douglas Johnson
Mr. & Mrs. Lee Skip Johnson, III
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Mr. Thomas V. Kimball, Jr.
Dr. Elizabeth & Mr. Michael R. Koval
Mr. Eric T. Lagstrom
Dr. Katherine Layton & Mr. Brett Hofmann
Mr. & Mrs. Gaston LeBois, Jr.
Mr. & Mrs. Derek R. Leitner
Dr. & Mrs. Steven E. Leonard
Mr. Stephan Levitsky
Mrs. Barbara Lewis
Mr. Jason P. Loar
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Mr. & Mrs. Vince E. Tolbert
Mr. & Mrs. Michael Tull
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Ms. Maria Von Kollmar
Dr. Annette E. Wallace
Mr. Gary Ward
Mr. Mark Weisman
Dr. Christina J. Welch
Ms. Sherry L. Whitt
Dr. Charles Wight & Ms. Victoria Rassmussen
Hon. & Mrs. Brett W. Wilson
Dr. Stephen D. Wilson
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Awards & Recognition:

UWLES:

•2018 Nonprofit of the Year

Ocean City Chamber of
Commerce

Wor-Wic Community College Student UW:

•Cory Davis

MD Higher Education
Commission Student
Representative Award

Salisbury University Student UW:

•Outstanding Student Group

•Outstanding Community Service Program

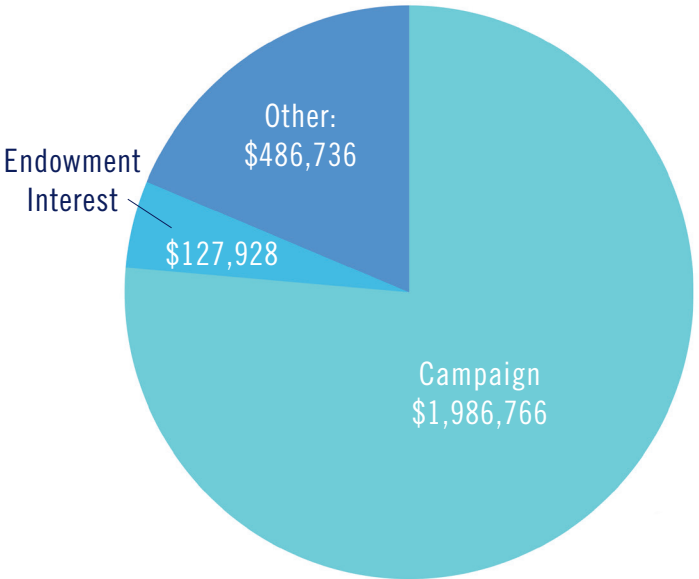
"Serving on the United Way Board has been one of the most rewarding experiences of my life. There are so many diverse needs in our community, and the United Way is the only organization where I can volunteer and make a difference with multiple organizations and programs. The United Way connects local resource with local needs, and I feel delighted knowing we are helping to meet critical health and human community needs. I like to think I start each day with a grateful heart, which is very easy to do when I LIVE UNITED."

Mary Mengason, Avery Hall Insurance Group

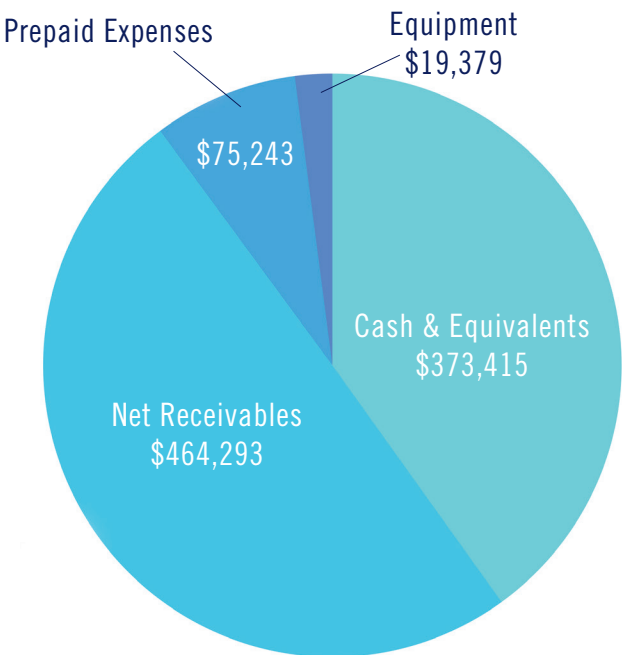
FINANCIAL REPORT

FY 2017 - 2018

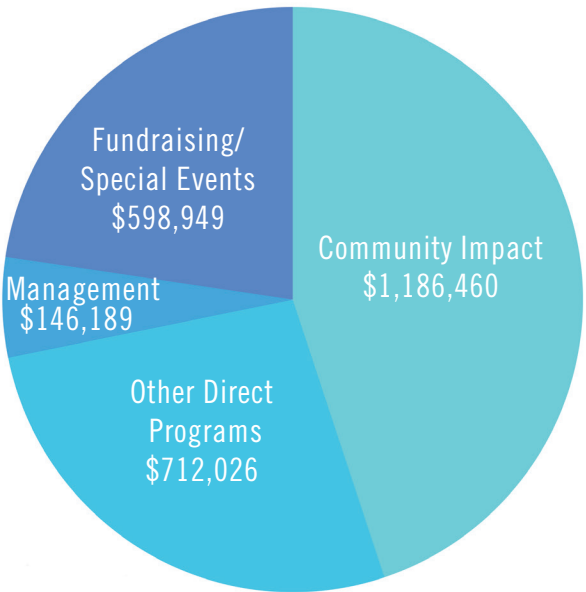
REVENUE: \$2,601,430



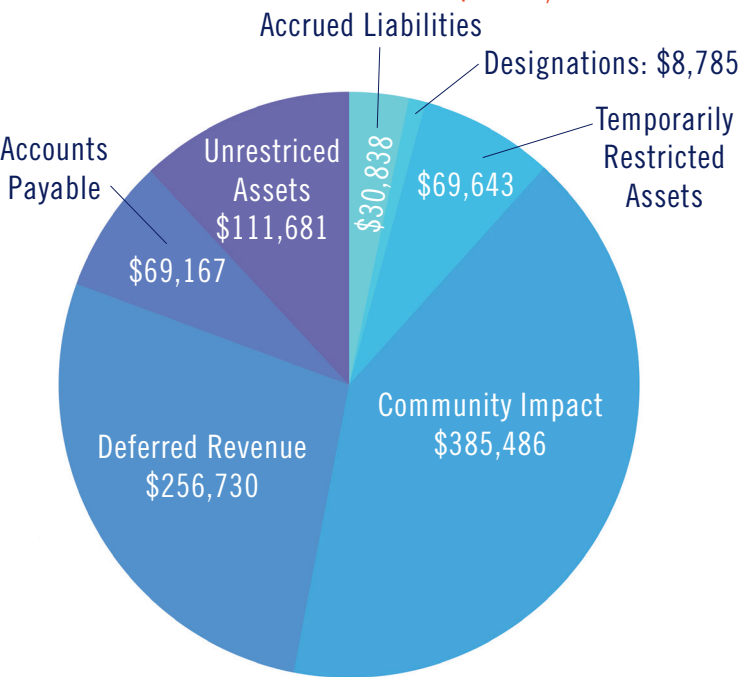
ASSETS: \$932,330



EXPENSES: \$2,643,624



LIABILITIES & EQUITY: \$932,330



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

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, 2018. A complete audit report, and 990 return, are available upon request.

PROUD TO BE LOCAL. ALL UNDER TWO ROOFS!

1957 NORTHWOOD DRIVE, SALISBURY, MD 21801
26836 LEWES-GEORGETOWN HIGHWAY, HARBESON, DE 19951

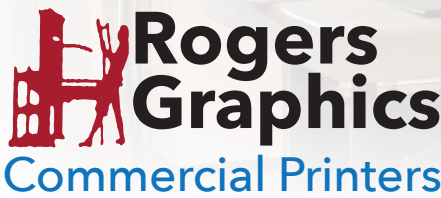
Andrea and I once again are honored to play a small part in helping the United Way tell the stories of the kindness of the people of the Eastern Shore. We are constantly amazed at the lengths that they go to in helping their neighbors. Most of the time they are helping people that they do not know and probably will never know or will ever be recognized for their kindness.

The United Way takes the efforts and contributions of so many people and efficiently and effectively organizes and allocates resources where they can best be used.

The Eastern Shore is a great place to live and work and while I have only been here a short time – as I have been told by locals many times, 27 years; this is home for Andrea and me. With God’s help, we will continue to do our small part to help out by helping the United Way.

Darrell and Andrea Fearin, Owners

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To create and enhance opportunities for making a positive and lasting impact in education, financial stability and health for all.

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