

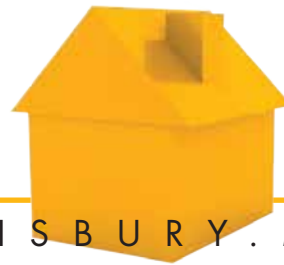


Great Things HAPPEN *when we* **LIVE UNITED!**

2 0 1 5 A N N U A L R E P O R T

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 have been very blessed to be able to donate the printing of this Annual Report for the 10th straight year. We are honored to be members of one of the most generous business communities anywhere. The businesses, organizations and agencies represented in this publication truly go out of their way to make the Eastern Shore a wonderful place to live. We are proud to do a small part in acknowledging their contributions that help make the lives of so many — better.

SUPPORT UNITED WAY
Darrell & Andrea Fearin

Psalms 133:1 "Behold, how good and how pleasant it is for brethren to dwell together in unity!"



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PRESIDENT & EXECUTIVE DIRECTOR'S MESSAGE

United Way of the Lower Eastern Shore was once again blessed in 2015 by the exceptional support and generosity of our four Lower Shore County businesses and caring individuals. This Annual Report is filled with extraordinary examples of our community's donations of time, talents, and resources. Through these gifts the United Way has directly impacted over 77,000 families and individuals on the Eastern Shore.

As the region continues its slow but steady recovery from difficult economic times, these generous contributions have allowed the United Way of the Lower Eastern Shore to invest over \$1.3 million directly into programs that provide opportunities for a better life to the most vulnerable citizens among us. These funds went to support **62 programs** that fall within the areas of Health, Education and Financial Stability, directly affecting the local graduation rate through after school and mentoring programs, putting food in empty stomachs through food pantries and Meals on Wheels, and giving comfort and dignity to those at the end of their lives who cannot afford hospice care.

Each page of this report reflects generous outpourings of support, resulting in lives changed. The Community Impact Committee welcomed five new nonprofit partners, broadening our reach to an additional 780 households in need of help. United Way's Imagination Library, FamilyWize and Volunteer Projects grew exponentially, serving 12,466 families and individuals thanks to the combined efforts of the Board of Directors, Committees, Emerging Leaders, Student United Ways and every single donor that contributed! This year alone, over 220 businesses and organizations provided employees an opportunity to give through payroll deduction, with a record breaking 18 businesses offering the opportunity for the very first time. It is truly an honor and a blessing to be a part of a community with such a philanthropic nature, to ensure each contribution is changing a person's life, and to be meeting the ever changing and increasing needs on the Lower Shore.

Sincere thanks to each and every one of you for your role in helping our United Way Make Great Things Happen!

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Catherine R. Thomas
Catherine R. Thomas
Board President



Kathleen Mommé
Kathleen Mommé
Executive Director


Great Things
HAPPEN *when we*
LIVE UNITED!

COMMUNITY IMPACT

United Way of the Lower Eastern Shore remains the largest non-governmental source of support for 62 critical programs in Dorchester, Somerset, Wicomico and Worcester Counties making a real difference on the Lower Shore. This year the United Way impact was magnified with an increased effort to collaborate with more and diverse stakeholders to collectively address the challenges facing our community.



Numbers Making A Difference

5,333 Donors

229 Corporate Partners

1,026 Volunteers

7,832 Volunteer Hours

39 Coalitions

29 Agency Partners

62 Supported Programs

\$1,287,330

Invested in Programs

77,165

Individuals & Families Impacted

1 in 3 Lower Shore Neighbors
Receiving Help & Hope

FOCUSED UNITED WAY IMPACT AREAS

United Way of the Lower Eastern Shore focuses on ensuring all have the opportunity for a better life. Education, Financial Stability and Health are the building blocks for success. Helping children succeed in school, empowering families to thrive and encouraging neighbors to live healthy lives are just a few ways "Great Things Happen When We LIVE UNITED!"

COLLECTIVE COMMUNITY IMPACT

United Way works year-round with numerous organizations to unite and leverage resources, improve communications, support best practices, align agendas, and broker new collaborations to engage community-wide initiatives and support Lower Shore neighbors. Above and beyond the 200 + employee campaign and funded agency partners, additional community impact partners include ...

211 Maryland
ALICE Advisory Council
BEACON at Salisbury University
Chesapeake Women's Network
Community Foundation of the Eastern Shore
Dorchester County Chamber of Commerce
Dorchester County Public Schools
Eastern Shore Volunteer Network
Emergency Food and Shelter Program
Governor's Health & Human Services Referral Board
Governor's Office on Service & Volunteerism
Greater Salisbury Committee
Homeless Alliance for the Lower Shore
Kiwanis Club of Ocean Pines-Ocean City
Leadership Maryland
Lower Shore Veteran's Network
Maryland Association of United Ways
Ocean City Chamber of Commerce
Ocean City Chamber Young Professionals
Perdue School of Business Career Advisory Board
Pocomoke High School
Rotary Club of Cambridge
Rotary Club of Wicomico County
Salisbury Area Chamber of Commerce
Salisbury Chamber Young Professionals
Salisbury Christian School – Interact Club
Salisbury Sunrise Rotary
Salisbury University
Somerset County Public Schools
Somerset Early Learning Advisory Council
Somerset Long Term Recovery Committee
The Salisbury School
United Way Worldwide
University of Maryland Eastern Shore
Wicomico County Mentoring Project
Wicomico County Public Schools
Wicomico County Service Agencies
Wor-Wic Community College
Worcester County Public Schools

AGENCY PARTNERS

Each year, local volunteers on the Community Impact Committee dedicate over 800 hours to ensure donors' contributions are directed to programs making a measured impact and meeting vital community needs. United Way's Agency Partners are nonprofits who adhere to high fiscal, ethical and administrative standards and are committed to providing quality programs which are making a difference specifically on the Lower Eastern Shore.

American Red Cross, Delmarva Region
Bay Area Center for Independent Living
Big Brothers Big Sisters of the Greater Chesapeake
Catholic Charities -The Seton Center
Chesapeake Housing Mission
Coastal Hospice
Del-Mar-Va Council, Boy Scouts of America
Delmarva Community Services
Diakonia
Dove Pointe
Easter Seals DE/MD Eastern Shore
Epoch Dream Center
For All Seasons
Girl Scouts of the Chesapeake Bay
Habitat for Humanity of Wicomico
Horizons Salisbury
Life Crisis Center
M.A.C., Inc.
Mid Shore Community Mediation Center
Salisbury Substance Abuse Community Center
Salisbury Urban Ministries
Salvation Army Cambridge
Salvation Army Lower Eastern Shore
Samaritan Ministries
Somerset Community Services
Telamon
Village of Hope
Worcester County Developmental Center
Worcester Youth & Family Counseling Services

UNITED WAY PROGRAMS

United Way of the Lower Eastern Shore works with a variety of community partners to Advance the Common Good. In addition to the Community Impact funded programs, we directly provide numerous programs to influence academic achievement, financial stability and healthy living.

Volunteering Proves “Great Things Happen When We Live United!”

Simply put, nonprofits can't do it all alone. Whether it's administrative help in the office, filling bags of food, wielding a hammer, mentoring a child, or managing a company campaign, progress doesn't happen without the heart-filled efforts of Volunteers.

Highlights include ... • **1,026 Volunteers** who Helped • **194 Projects** • **8,282 Individuals & Families** impacted • **7,832 Volunteer Hours** provided • **True Value of United Way volunteer hours - \$206,843**



Imagination Library

Early literacy is a major factor in lifelong academic success and a key component of United Way's focus on education. The Imagination Library program prepares all locally enrolled children from birth to age 5, for kindergarten by delivering high-quality, age-appropriate books to their homes every month at no cost.

Highlights include ...

- **Over 2,200 children** received books every month at their homes in Dorchester, Somerset, Wicomico & Worcester Counties
- **62,287 total books** have been distributed since program's launch in 2012 • **3,419 total children** served to date



Community Connection Program

The Community Connection Program created by United Way of the Lower Eastern Shore in 2003 continues to be a model educational program. Each year students are exposed to programming to heighten community awareness and provide “out of the box” opportunities to engage in social solutions. Areas of experiential learning include Community Safety, Literacy, Education, Emergency Services, Poverty & Homelessness, Aging & Senior Needs, Substance Abuse and Disabilities.

Highlights include ...

- **177 youth participants** • **25 projects** • **38 class sessions** • **845 volunteer hours** completed
- **3,859 individuals & families** impacted • **True Value of volunteer service hours - \$22,316**



Tech 4 Teens

In partnership with Perdue Farms, Vantage Point Solutions Group, and Horizons Salisbury, the United Way “Tech 4 Teens Program” provided computer technology to deserving at-risk youth in the community, ensuring they were prepared with the necessary tools for academic success. Thanks to the partnership, twelve Horizons graduates entering 9th Grade received Chromebooks and school essentials to help them begin their High School Years with appropriate technology and supplies.



United Way Secret Santa

While the holiday season is a time of joy for many, hundreds of local families struggle to make Christmas a reality for their children. In partnership with WBOC's “Bless our Children” fund, The Salisbury Sunrise Rotary and United Way's Emerging Leaders ... the holiday spirit was alive and filled with heartwarming smiles for 57 local children who this past Christmas were touched by the kindness of United Way Volunteers who bought, wrapped and delivered hundreds of toys and much needed clothing.



↑ Events
↑ In-Kind Needs
↑ Volunteer Opportunities

Get Connected Volunteer Center

GET CONNECTED is the United Way free online tool to connect community members & organizations with resources, local needs, special events, and opportunities to volunteer. As the official designated Volunteer Center with the Governor's Office on Service & Volunteerism for Maryland's Lower Eastern Shore, United Way is helping nonprofits and community members GET CONNECTED to make a positive impact every day.

Highlights include ...

- **65 nonprofit organizational partners** • **Over 100 volunteer connections** made • **223 events & needs** shared
- **Over 5,000 site views** monthly



FamilyWize Prescription Discount Program

FamilyWize reduces the cost of prescription medicine for families and individuals of all ages by providing prescription discount cards distributed by local United Ways. This free program, open to any Lower Shore resident, helps reduce the costs for prescription medication for anyone who is uninsured or underinsured.

Highlights include ...

- **2,195 prescriptions** discounted for individuals & families in Dorchester, Somerset, Wicomico & Worcester Counties
- **\$63,992 savings** realized for local neighbors for prescription medications



ALICE

Do you know ALICE? There is a growing population of Asset Limited, Income Constrained, Employed individuals in our community who are struggling every day to make ends meet. While these workers may be living above the federal poverty level, they are far from stable and are often one emergency away from financial disaster. United Way of the Lower Eastern Shore has partnered with United Ways throughout the State of Maryland to dig deep into the critical issues facing ALICE families in our communities, and help identify the necessary steps to securing financial stability for those who are often overlooked.

FOCUS ON EDUCATION

A community can thrive and grow if there is strong support for Educational Programs. Our children are tomorrow's leaders and it is our responsibility to help them be prepared to move our community forward. While dropout rates across Maryland average 8.35 %, the four Lower Shore Counties average 10.15% ... indicating there is much work to be done. The cost nationwide for those not completing their education is more than \$312 billion in lost wages, taxes and productivity over their lifetimes. The good news is when public, private and nonprofit sectors work together, these statistics – and the future of communities significantly improve.

United Way of the Lower Eastern Shore is committed to helping local youth of all ages achieve their potential. Through partnerships and year-round support we are keenly focused to ...

- Increase school readiness for children entering kindergarten
- Increase academic performance of at-risk students
- Increase on time graduation rates in local high schools

United Way Funded Educational Programs

\$340,120

| | |
|---|-----------------|
| Mentor Training Big Brothers Big Sisters of the Chesapeake | \$4,000 |
| Mentoring Big Brothers Big Sisters of the Chesapeake | \$47,500 |
| Lower Shore Scouting Outreach Del-Marva Boy Scouts | \$35,000 |
| Children's Disability Program Dove Pointe | \$6,620 |
| After School & Summer Enrichment Epoch Dream Center | \$10,000 |
| Dorchester School Based Mental Health For All Seasons | \$10,000 |
| Girl Scouting Outreach Girl Scouts of the Chesapeake Bay | \$35,000 |
| Dorchester School Based Conflict Resolution Mid Shore Community Mediation Center | \$5,000 |
| Academic Enrichment Horizons Salisbury | \$23,500 |
| Kids Café After School & Summer Program Salisbury Urban Ministries | \$10,000 |
| Cambridge Children's After School Program Salvation Army | \$5,000 |
| Crisfield Youth Club Salvation Army | \$14,000 |
| Education/Latchkey Program Salvation Army | \$14,500 |
| Richard Hazel Youth Center Salvation Army | \$5,000 |
| Salisbury Youth Club Salvation Army | \$19,000 |
| Community Connection Program United Way | \$15,000 |
| Imagination Library United Way | \$60,000 |
| Student United Way United Way | \$10,000 |
| Tech 4 Teens United Way | \$5,000 |
| SAGES Girls Program Worcester Youth & Family Services | \$6,000 |



3rd grade Community Connection students prepared hundreds of books for donation to each county's early learning centers.



After school tutoring at The Salvation Army helps students with homework and extra studies.



Horizons graduates receive Chromebooks through the Tech 4 Teens program.



The Imagination Library free book program helps build a love of reading from birth – five.



Pocomoke High School students celebrate St. Patrick's Day with Seniors in Pocomoke.



Local mentoring programs and supporters were recognized in Annapolis in honor of National Mentoring Month by Delegate Sample-Hughes, Delegate Anderton and Senator Eckhardt.



Education programs such as Epoch Dream Center focus on helping children succeed in school and life.

FOCUS ON FINANCIAL STABILITY

Working in low-paying jobs without basic health or retirement benefits, or working multiple part time jobs to make ends meet - also known as “under-employment” - is a growing challenge in our community. Wages and job opportunities have not kept pace with the rising cost of housing, healthcare and education. Official poverty rates for Lower Shore Counties average 16.95%, with families struggling week to week. The reality remains that many families are only one emergency away from financial crisis.

United Way of the Lower Eastern Shore is committed to help families struggling to improve their situation, keep bills paid, and put food on the table. Through partnerships and support, we continue to focus on the following goals ...

- Transition families and individuals in need to self-sufficiency
- Connect seniors, low income workers and individuals with disabilities to job opportunities & training
- Provide food to the working poor
- Deliver critical services in times of emergency

United Way Funded Financial Stability Programs

\$352,500

| | |
|--|----------|
| Disaster Services American Red Cross Delmarva Region | \$29,000 |
| Food Distribution & Crisis Catholic Charities - Seton Center | \$55,000 |
| Community Action Center Emergency Food Delmarva Community Services | \$9,500 |
| Community Action Center Homeless Prevention Delmarva Community Services | \$7,500 |
| Emergency Shelter Diakonia | \$41,000 |
| Transitional Housing Diakonia | \$20,000 |
| Community Home Building Habitat for Humanity of Wicomico | \$5,000 |
| MD 211 Life Crisis Center | \$52,000 |
| Senior Job Training MAC, Inc. | \$10,000 |
| Emergency Shelter Samaritan Ministries | \$17,000 |
| Soup Kitchen Samaritan Ministries | \$3,000 |
| Farmworker Jobs Program Telamon | \$7,500 |
| Cambridge House of Hope Shelter Salvation Army | \$7,500 |
| Lower Shore Social Services Salvation Army | \$40,000 |
| Steps to Success Transitional Living Village of Hope | \$35,000 |
| Adult Disability Day Program Worcester County Developmental Center | \$10,000 |
| Family Connections Worcester Youth & Family Services | \$3,500 |



The Village of Hope offers support and a new start for women and their children, helping them reach their full potential.



In addition to providing food, Delmarva Community Services' Community Action Center provides classes in budgeting and healthy eating.



24/7 information and referrals are provided via the free MD 2-1-1 hotline.



PRMC's nursing staff prepared bountiful Thanksgiving food baskets for local families in need - identified by United Way.



SU Student United Way organized a campus food drive to benefit local food pantries.



Target employees get the whole family involved in giving back at a local soup kitchen.



Financial Stability programs like Worcester County Developmental Center's Job Training allows individuals to reach their potential and thrive.

FOCUS ON HEALTH

Affordability, quality and access to healthcare is vital for a good quality of life. However, many continue to struggle with inadequate health insurance, suffer with abuse or addiction, live with untreated mental illness or simply don't have transportation to treatment. United Way of the Lower Eastern Shore is working hard to ensure our vulnerable neighbors receive the critical care they need.

Through partnerships and support, we continue working to accomplish the following goals ...

- Improve overall wellness of youth and adults
- Improve access to and awareness of critical health services
- Improve health care literacy of our most vulnerable community members

United Way Funded Health Service Programs

\$474,710

| | |
|--|-----------|
| Assistive Technology Center Bay Area Center for Independent Living | \$17,500 |
| Wheelchair Accessibility Chesapeake Housing Mission | \$15,000 |
| Compass Program Coastal Hospice | \$7,000 |
| Hospice Program Coastal Hospice | \$40,000 |
| Palliative Program Coastal Hospice | \$22,000 |
| Alzheimer's Respite Care Delmarva Community Services | \$7,053 |
| Medical Adult Day Care - Hurlock Delmarva Community Services | \$3,000 |
| Senior Dental Fund Delmarva Community Services | \$3,500 |
| Veterans' Transportation Delmarva Community Services | \$3,500 |
| Senior Rural Food Distribution Delmarva Community Services | \$4,300 |
| Transportation for Dialysis Patients Delmarva Community Services | \$17,000 |
| Camp Fairlee Easter Seals MD Eastern Shore | \$1,396 |
| Alzheimer's Day Program MAC, Inc. | \$14,000 |
| Meals On Wheels MAC, Inc. | \$172,000 |
| Community Center Salisbury Substance Abuse Community Center | \$20,500 |
| Prescription Assistance Salisbury Urban Ministries | \$8,000 |
| Medical Transportation Somerset Community Services | \$1,961 |
| Older Adult Ministries Salvation Army | \$3,000 |
| FamilyWise Prescription Assistance United Way | \$75,000 |
| Court Appointed Special Advocates Worcester Youth & Family Services | \$20,000 |
| Mental Health Counseling Worcester Youth & Family Services | \$19,000 |



Bay Area Center for Independent Living offers adaptive devices and training to improve lives for those with disabilities.



Community Connection students made new senior friends at MAC, while learning about the joys and challenges of aging.



Navy Veteran Dick Rohm is one of many Coastal Hospice patients honored in special ways for his service.



The Compass program of Coastal Hospice offers patients and families resource connections and in-home guidance for navigating the healthcare system.



SU Student United Way helped build wheelchair ramps in 3 counties!



Health programs such as MAC's Meals on Wheels ensure local seniors have proper nutrition along with a friendly check-in.

SALISBURY UNIVERSITY STUDENT UNITED WAY

In 2013, Salisbury University launched the first Student United Way club in the state of Maryland. Now in its third year, students have reached new heights in improving lives of Eastern Shore residents and strengthening the community through fundraising, advocating and volunteering. Students accomplished significant achievements this year, including receiving international recognition with the "Income Award" at the United Way Worldwide Student United Way Leadership Retreat.

2015 Highlights

200 club participants
51 volunteer projects completed
2,800 individuals & families impacted
1,910 volunteer hours completed
\$5,000 raised

2015/2016 Club Officers

President Emily Hawthorne

Vice President Aaron Coles

Secretary Catherine Raley

Treasurer Orhagha Sido

Fundraising Chair Jessica Molnar

Campus Representative Nicole Ambrose

PR Coordinator Maria Kolar

Advisor Dr. Ani Mathers



THANKS TO THE 2ND ANNUAL HALLOWEEN 5K DASH SPONSORS ...

ZANY ZOMBIES

BEACON

Johnson, Mirmiran & Thompson
Salisbury University Foundation
Pepsi Bottling Ventures

VICIOUS VAMPIRES

Apple Discount Drugs

BB51

Comprehensive Financial Solutions

Etch-Art Awards

Frontier Town Campground

Law Firm of Michael B. Mathers, P.A.

Powerhouse Gym

GHASTLY GHOSTS

Bay Water Greens

Cato Gas & Oil

First Shore Federal Savings and Loan

Law Firm of George G. Strott, Jr.

Taylor Bank

The Greene Turtle

The Sparklin Family

Unifirst Corporation



Club members proudly display the Income Award received at the Student United Way Leadership Retreat in Alexandria, VA.



Jessica Molnar and Orhagha Sido during the campus-wide food drive.



The zombies at the 2nd Annual Halloween 5K Dash Fundraiser were a huge hit.



POCOMOKE HIGH SCHOOL STUDENT UNITED WAY

Pocomoke High School is proud to be the first high school Student United Way in the State of Maryland. The club began in May 2014, thanks to the vision of Principal Dr. Annette Wallace. Led by United Way staff and Club Advisor Jess McInerney, this Student United Way is comprised of forty-five members who learn about critical issues facing Lower Shore residents and spend hours volunteering to help make a difference. This group of eager and caring students participated in over twenty meetings and volunteer projects including agency tours, wheelchair ramp builds and holiday parties for local seniors. Pocomoke High School Student United Way is a perfect example of making "Great things happen when we LIVE UNITED!"

2015 Highlights

45 Club Members

471 Volunteer Hours

8 Volunteer Projects

140 Individuals and Families Helped

2015/2016 Club Officers

Co-Presidents Kasey Lee & Luanne Mottley

Vice President LeAnn McDowall

Secretary Moet Wise

Member at Large LeTia McCready

Advisor Jess McInerney



Tatyana Waters, Caleb Abbott & Moe't Wise participate in the St. Patty's Party at the Pocomoke Senior Center.



Principal Dr. Annette Wallace, student volunteers and a special guest at the annual Children's Holiday Party.



Student United Way volunteers built a ramp to help a Berlin resident have wheelchair access to his home.



Student volunteers work on leveling ground in preparation for a new wheelchair ramp to be installed.



COMMUNITY AWARDS & HONORS

The Lower Eastern Shore community had an opportunity to celebrate success and community impact at the 70th United Way of the Lower Eastern Shore Annual Meeting and Community Leaders Celebration in March, generously hosted by the University of Maryland Eastern Shore. Over 250 community members representing more than 90 local companies and organizations attended the event and provided United Way an opportunity to recognize supporters demonstrating exceptional compassion and dedication. The event honored key supporters and officially announced the 2014 campaign surpassed the \$1.65 million mark thanks to the generosity of almost 6,000 donors and 600 volunteers.

COORDINATORS OF THE YEAR

For over 70 years, the key to rallying United Way support has been dedicated Campaign Coordinators who open the door for employees at their companies to give back to their community. Hundreds of company volunteers step forward each year, sacrificing their time and energy to ensure the success of their company's campaign. Special recognition was extended to the following coordinators, for going above and beyond the call of duty to take their campaigns to the next level.



Dorchester County
Coordinator of the Year
Ashley Church
Cambridge International



Worcester County
Coordinators of the Year
Lou Brecht &
Denise Marshall
Atlantic General Hospital



Somerset County
Coordinator of the Year
Cortney Monar
Princess Anne Elementary



Wicomico County
Coordinator of the Year
Danita Carroll
Chesapeake Utilities

VOLUNTEERS OF THE YEAR

United Way volunteers are truly both the heart and backbone of our organization. This year, seven volunteers had a phenomenal impact on United Way's ability to touch the lives of over 77,000 people. Kudos to the following Volunteers of the Year for their amazing commitment to making a difference!



Dorchester County
Volunteer of the Year
Dean Goodwin
RPS ISG International



Worcester County
Volunteers of the Year
Lisa & Scott Phillips
Town of Ocean City
& PRMC



Somerset County
Volunteer of the Year
Jeff Eichelberger
Sherwin Williams



Wicomico County
Volunteer of the Year
Jim Hartstein
The Insurance Market



Salisbury University
Student United Way
Kyle Eskridge



Pocomoke High School
Student United Way
Sophie Fleming



EMERGING LEADER OF THE YEAR

Annette Wallace, Pocomoke High School

The United Way Emerging Leaders was founded by a small group of young professionals in January 2011 who sought to dedicate both time and resources to improve the community. This award honors an Emerging Leader whose efforts and involvement go above and beyond. Annette Wallace, principal of Pocomoke High School, has an impact that reaches far beyond the walls of her learning institution. In addition to developing the very first Student United Way on the high school level in the state of Maryland at Pocomoke High School, leading 33 students in their effort to serve individuals and families in Worcester County with almost 700 volunteer hours completed, she serves on the leadership committee for the Emerging Leaders Society and on the United Way Board of Directors.



HEART OF UNITED WAY

Dr. Memo Diriker, BEACON at Salisbury University

The Heart of the United Way Award is bestowed upon an exceptional volunteer leader who personifies the values of United Way of the Lower Eastern Shore. Memo Diriker is well known for his huge heart, expertise in business, marketing, leadership, community service and passion for all his work. He has served as a strong supporter for Salisbury University's Student United Way, the Wicomico Campaign Team, Holiday Ball Committee, the Strategic Planning Committee, the United Way Health Initiative Team and also on the United Way Board of Directors.



PRESIDENT'S TROPHY

Cathie Thomas, Salisbury Area Chamber of Commerce

The President's Trophy is the highest United Way award an individual can receive and honors both dedication and an inspirational volunteer and philanthropic spirit. Cathie Thomas has served United Way in numerous capacities; as Campaign Chair, Vice-President & President of the Board, on the Holiday Ball, Executive and Special Projects Committees, as well as on the Wicomico County Team and the Nominating & Diversity Committee. Her service to United Way has been extensive, but it is the little things that add up to make Cathie Thomas so deserving of recognition. There is no task too large or small and her compassion and generosity shines through in everything she touches.



SPIRIT OF THE SHORE AWARD

Gillis Gilkerson

The "Spirit of the Shore" award honors businesses with excellence and leadership in community compassion and overall community service. Gillis Gilkerson has a 30 year reputation of building strong foundations, buildings, and community partnerships for those in need. This company has gone far beyond bricks and mortar to help United Way provide the building blocks for a better life for all. The company has a long history of continued volunteer leadership commitment to our United Way, a history of providing a 100% corporate match to employee donations and sponsoring many of our United Way special events. Additionally, as the general contractor to build out the new United Way offices, they went above and beyond securing over \$160,000 of in kind donations.



JIM BARRETT COMMUNITY LEADERSHIP AWARD

Dr. Janet Dudley-Eshbach, Salisbury University

Jim Barrett was one of the most compassionate Eastern Shore community leaders and served as a role model volunteer and humanitarian for the local United Way for 20 years. This award, established in 2005, honors individuals like Jim, who exemplify the qualities of philanthropic leadership. Dr. Janet Dudley-Eshbach was named the 8th President of Salisbury University in 2000. Since then, she has been a leader who has strongly inspired a culture of community involvement and diversity. Her support of uniting local United Way community impact with the University has been historical. In 2013 the Salisbury University Student United Way was created making it the first University Student United Way in Maryland. Dr. Dudley-Eshbach's leadership within Salisbury University has an impact that ripples throughout the local community and beyond.

BOARD & STAFF CAMPAIGN KICK-OFF

The United Way Board and Staff gather each August to kick off the campaign by pledging support and leading by example with the first contributions. This year's event was held at the beautiful home of Ginny & Walter Matern and raised a record **\$67,304!**

"This event marks the beginning of our new campaign season, and each year I am amazed by the generosity of this group of individuals who dedicate so much of their resources to our shared mission. I have no doubt this year will be a great success for the United Way, and for our community." -Kathleen Mommé



Rick Nelson, Kathleen Mommé & Cathie Thomas



William & Jennifer Layton with Brenda & Allen Nelson



Vicki Miele, Pam Gregory, Chelsea Micka & Michael Johnson



Chip & Connie Strott with Krysten Haemel



Ashley & Mark Edney with David & Amy Luppens



Melody Nelson, Joy Strand & Kathleen Mommé



Kim Butler, Brandy Hartstein & Beth Reid



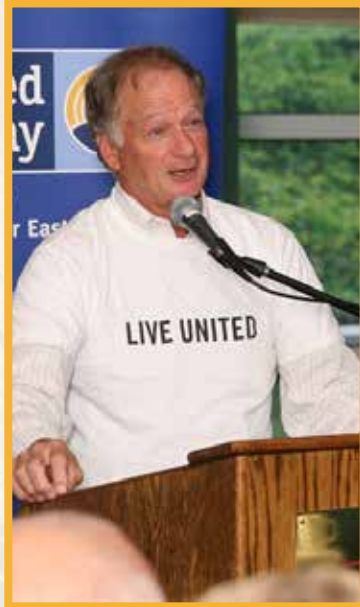
Karen & Kurt Reddersen with Cathie Thomas



Memo Diriker with Cheryl & Vince Tolbert

CEO&COORDINATOR BREAKFAST

The 11th Annual CEO & Coordinator Breakfast officially kicked off the United Way campaign, featuring the campaign theme “Great Things Happen When We Live United.” The event was sponsored by Salisbury University and hosted by Jim Perdue with over 250 local business and community leaders attending.



Event host, Jim Perdue,
CEO of Perdue Farms

Salisbury University President, Dr. Janet Dudley-Eshbach, opened the event with an enthusiastic and official welcome. Presenters, Mitzi Perdue, author of “Tough Man, Tender Chicken,” Rick Nelson, United Way Campaign Chair, with Randy Day and Chris Oliviero of Perdue Farms emphasizing the importance of community wide support and encouraging local businesses to increase their involvement and become United Way champions. A moving speech from Jim Perdue, along with United Way’s Executive Director, Kathleen Mommé concluded the breakfast program with heartwarming community spirit.

Following the breakfast, guests were offered a “Seeing is Believing” tour of the Boy Scout’s Henson Scout Camp to gain a first-hand look at the impact United Way programs are having in the community along with a lunch and learn training for the campaign coordinators.



Randy Day,
President of Perdue Farms



Event sponsor, Dr. Janet Dudley-Eshbach,
President of Salisbury University



United Way Campaign Chair, Rick Nelson of
Nelson's Nationwide Insurance



Chris Oliviero, Vice President Business
Development & Deli, Perdue Farms



United Way Executive Director,
Kathleen Mommé



Salisbury University's Amy Hasson (center) with United Way's Pam Gregory and Vicki Miele



Mike Charlton, Mark Thompson & Jesse Reid of the Wicomico County Board of Education



Randy Day & Jim Perdue of Perdue Farms with Bill Middleton



Roman Geiser of PRMC, Roy Geiser of TGM Group, Greg Tawes of BB&T & Jim Hartstein of The Insurance Market



Teri Klaverweiden, Jody Meegan & Jackie Jennings of Piedmont Airlines with Vantage Point Solution Group's Dana Seiler



United Way's Chelsea Micka (center left) with Cortney Monar, Leo Lawson and Dr. John Gaddis of the Somerset County Board of Education



RPS ISG Interstate Dean Goodwin with Pete Bugas of Interstate Container.



Event hosts and special guest speakers, Jim Perdue of Perdue Farms, Dr. Janet Dudley-Eshbach of Salisbury University, Mitzi Perdue, author of "Tough Man, Tender Chicken," with Randy Day & Chris Oliviero of Perdue Farms.

CORPORATE EVENTS & SUPPORT



Lower Eastern Shore

CORNAMENT

Presented by Interstate Container, the 2nd annual "Lower Eastern Shore Cornament" raised over \$21,000 for United Way with over 50 teams competing. Interstate Container provided leadership, planning & volunteer support and gathered over 30 corporate sponsors to make the event a huge success. Die-hard cornhole lovers and loyal United Way supporters braved monsoon rains & wind for the chance to win the title of "Cornament Champion!"



The Gourmet Wine Dinner

In its 7th year, this sold-out event hosted by Market Street Inn, had record success, raising over \$5,000!



Preakness Palooza

The 4th annual Palooza, presented by RPS ISG International, drew a crowd of 150 spectators and raised over \$10,000 for Imagination Library, providing attendees with "front row seats" and entertainment from local "jockeys"!



Frisbee Golf Tournament

Hosted by RPS ISG International, the 4th annual Frisbee Golf Tournament took place in October and raised over \$10,000 for the Imagination Library. Over 25 teams competed in the tournament to support United Way.



Piedmont Airlines Dash Pull

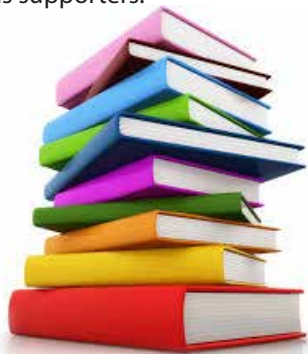
Piedmont Airlines continues to reach new heights through their annual Dash Pull competition. Hosted at our local airport, teams of 8 competed to pull a Dash-8 airplane across the finish line in the shortest amount of time... yet the real winner of this event was United Way!



Imagination Library Supporters

Generous supporters and companies ensure thousands of books are delivered each month to local children through United Way's Imagination Library. Thank you to the following 2015 grant providers & generous supporters!

1880 Bank
A.S.A.P.R. Integrated Marketing
ACE Commercial Risk Services
Affiliated Power Purchasers Int'l.
Amedisys Home Health Care
Bank of America
Beazley USA Services
BestTemps
CareFirst BlueCross/BlueShield
Choptank Electric Cooperative
Chubb Federal Insurance Company
CNA Insurance
Coastal Style Magazine
Comcast Spotlight
Davis, Bowen & Friedel
Delco Packaging
Delmarva Media Group
Dorchester Board of Education
Dr. James & Anne McNulty
Egide USA
Gateway Pediatrics
GIS Benefits
GKD-USA
Hanover Insurance Company
Hebron Savings Bank
Hill-Kimmel Contracting
Intercoastal Trading
Interstate Container
Kelly Integral Solutions
Layton's Chance Winery
Liberty Mutual
LWRC International
Matice
MetLife
Mr. & Mrs. Steve Fulkrod
Mr. Hubert Wright
Ms. Emily Hunter
Ms. Joanne Rue



Ms. Sharon Borg Wall
Ocean City-Berlin Rotary Club
Optimist Club of Salisbury
PNC Bank
Rosko's, Inc.
Rotary Club of Cambridge
Rotary Club of Wicomico County
RPS ISG International
Salisbury Sunrise Rotary
Selective Insurance
SeQure Underwriters
Servpro of the Lower Shore
Sherwin Williams
Shore Bank
Sigma Tau Gamma -
Salisbury University
Sound Advice Audio Specialties
TGM Group
The Hartford
The Insurance Market
The Salisbury School
Travelers Insurance
Tri Gas & Oil Co.
U.S. Investment Corporation
WBOC TV



Hot Stove Banquet

Once again, the Delmarva Shorebirds hosted their annual Hot Stove Banquet to kick off the baseball season, with proceeds from the silent auction benefiting United Way. Over \$1,400 was raised throughout the evening to benefit local programs.



The Joy of Pepsi!

One of United Way of the Lower Eastern Shores longest and largest supporters, Pepsi Bottling Ventures is now offering customers an additional way to "give back" through the company sponsored machines. Over \$5,000 has been raised to date through special United Way-themed Pepsi machines across the shore. Pepsi-drinkers know they are supporting local non-profits when they drink their favorite soft drink.



Days of Caring

Above and beyond traditional campaign support, many companies in our community like to roll up their sleeves and get "hands on" with giving back through United Way organized Days of Caring. Target employees serve as a great example, spending an entire day at Salisbury Urban Ministries, completing various projects and serving meals in God's Kitchen.

THE HOLIDAY BALL

The Event of the Year

Presented by Delmarva Media Group & Hyatt Regency Chesapeake Bay Resort. Well over 300 guests from across the Shore (and beyond) began the Holiday Season in style at "The United Way Holiday Ball - The 2015 Event of the Year!" The 13th Annual event was held at the beautiful Hyatt Regency Chesapeake Bay Resort in Cambridge and broke all records raising over \$150,000!!



Holiday Ball Committee

Scott & Lisa Phillips, Co - Chairs | Ben & Jenna Bowne
Julie Duer-Clayton | Kacey Decker | Memo & Veronique Diriker
Jeff & April Eichelberger | Palmer & Sandy Gillis
Terry & Sally Herling | Rob & Danialle Kenney | Amy Luppens
Dick & Margy Meeks | Mary Mengason | Kathleen Mommé
Kate Oliviero | John & Sally Rankin | Kurt & Karen Reddersen
Samantha Scott | Jane Vickers | Robin Wade
Dennis & Nancy Weller | Sonya Whited



Councilwoman Laura & Miguel Mitchell with
Dane & Gretchen Foust



Chris Hayes, Andy Hartstein, Wes Cox, Brad Gillis & Chris Eccleston



Jack & Cathie Thomas and Vince & Cheryl Tolbert



Brian & Nancy Flurer with John Morcom

s p o n s o r s

King & Queen

47ABC/WMDT, CW3 and MeTV
The City Florist
Perdue Farms
PSAV
Salisbury University
University of Maryland Eastern Shore
Yard Designs

Prince & Princess

Avery W. Hall Insurance
Azar Eye Institute
Bank of America
Farmer's Bank of Willards
Hebron Savings Bank
Herl's Bath & Tile Solutions
Holloway Funeral Home
Kuhn's Jewelers
Market Street Inn
Mr. & Mrs. Chris Oliviero
Peninsula Eye Center
Peninsula Regional Medical Center
Mr. Chris Perdue
TGM Group
Trond's Pool Care

Duke & Duchess

Clear Channel Outdoor
Commander Hotel
Mr. & Mrs. Steve Fulkrod
Gillis Gilkerson
Holt Paper
The Insurance Market
Mr. Go-Glass
Peninsula Imaging
Pohanka of Salisbury
Southern Wine & Spirits
Vantage Point Solutions Group

Earl & Countess

Aurora Senior Living of Manokin
The Carousel Resort Hotel
David Luppens, DDS
Interstate Container
Law Office of George G. Strott, Jr.
Nelson's Nationwide Insurance
Rotary Club of Wicomico County
Seaside Smiles
Mr. & Mrs. Michael Silgen



Jeff & April Eichelberger, John & Sally Rankin and Scott & Lisa Phillips



Steve & Andrea Williams, Chris & Nancy Jones, Bruce & Barbara Stewart-Brown, Eric & Eny Christianson, Randy & Debbie Day and Jim & Jan Perdue



Dennis & Nancy Weller, Rob & Danialle Kenney, Memo & Veronique Diriker, Terry & Sally Herling



Kim Butler, Nick Janysek, Abigail Smith, Kathleen Mommé, Teresa Niblett, Loren Fleming



Lee Beauchamp, Bill McCain and Andrew Mommé



Senator Addie & Dick Eckardt

MEDIA STARS

Local Media continue to make "Great Things Happen" by raising community awareness of United Way's local impact. Through television, print and radio publicity, the generous media coverage received has helped United Way reach a wider audience within the community and beyond. Special thanks to the following media leaders ...



The Gannett news organization's local publication, The Daily Times, continues to be a cornerstone of local United Way media coverage with \$28,569 in advertisements to promote awareness of United Way events and community impact. Additionally, DMG was a presenting Holiday Ball Sponsor, Cornament Sponsor and their significant employee campaign raised nearly \$9,000!



Generously supported United Way's "Giving Tuesday" campaign with numerous public service announcements.



Morning Star Publications, with continuous media coverage, helped United Way share inspiring news with thousands of local professionals and community members.



Provided an in-kind donation of ad space on the electronic billboard in Salisbury to promote the 2015 Preakness Palooza as well as a generous sponsorship of the Holiday Ball.



Our local public access television station produced and aired our regular program, "United Way Update," providing a professional and continued showcase of United Way news, volunteers and community impact. Additionally, PAC 14 aired the 2015 Annual Meeting & Community Celebration and again highlighted the tremendous impact of United Way programs with Greg Bassett's "One on One" feature show.



Continue to support our United Way by sharing news and events to Worcester County residents and beyond.



Played an instrumental role in sharing United Way's news and events to Dorchester County community members.



Produced by The Salisbury Chamber of Commerce can always be counted on to deliver United Way press releases and event announcements to thousands of local professionals.



The Dorchester Chamber of Commerce provided invaluable support through publicity in the Chamber Connection Newsletter and speaking opportunities at Chamber events. The Chamber also generously featured United Way news and events through e-marketing.



Continued to be a very strong supporter of United Way through media coverage including news, advertisements and editorials.



Flag Publications, Ocean City Today and Bayside Gazette, continued to make "Great Things Happen" by regularly sharing United Way press releases and upcoming events.



Was instrumental in reaching those in our community with United Way news and campaign milestones. In addition, provided a generous sponsorship of the Preakness Palooza and an appearance on DelmarvaLife.



Provided spectacular support by providing \$3,000 in PSA's, website publicity, an appearance on Dateline Delmarva and live event coverage in promotion of the 2015 Eastern Shore "Cornament."



Provided tremendous support with news, event coverage and appearances on Good Things Delmarva, in addition to their in-kind sponsorship to promote the Holiday Ball and \$1,748 in generous contributions through their employee United Way campaign.



Featured the special moments and social memories of United Way's events in their monthly publications.

IN-KIND DONORS

2015 Holiday Ball Committee
47ABC/WMDT, CW3 and MeTV
A Few of my Favorite Things
About Faces Day Spa & Salon
Adams Radio Group Delmarva
Atlantic Retreat
Avery Hall Insurance
Ayres Creek Adventures
Barnes & Noble
Basignani Winery
Bay Area Center for Independent Living
Bethany Resort Furnishings
Bishop's Stock
Black Ankle Vineyards
The Black Smith
Blue Dog Café
Ms. Jenna Bowne
Mr. Bruce Bright
Buckingham Elementary School's
After-School C.A.R.E. Academy
Burger King
Burnett-White Tire Pros
by Executive Design, LLC
Caesar's Pizza Palace
Canvasback Restaurant and Irish Pub
Carousel Resort Hotel & Condos
Catering by Carol
Catholic Charities - Seton Center
Ms. Angela Catloth
Cedar Chapel Special School
Mr. Hsin Cheu
Chincoteague Island Comfort Suites
The City Florist
Constant Movement Cinema
Ms. Kim Conway-Dumpson
The Corner Shoppe
Creative Day Spa
Crown Sports Center
Ms. Abbi G. Custis
D.A. Kozma Jewelers
Deer Run Golf Club
The Deli
Delmarva Discovery Center
Delmarva Media Group
Delmarva Power
Delmarva Printing & Design
Delmarva Shorebirds
Diakonia
Drs. Memo & Veronique Diriker
Dirt Road Outlawz
Donaway Furniture
Dove Pointe
Dove Valley Winery
Ms. Jennifer Doyle
Mr. Mark Dudick
Eastern Shore Distributors
Ms. Ashley Edney
Mr. & Mrs. Jeff Eichelberger
Ms. Cindy Elder
Katarina & Filippa Ennerfelt
Evolution Craft Brewing Company

Dr. Renee Fredericksen
Froggy 99.9
Frontier Town Campground
G.B. Heron & Co. Goldsmiths
Great Hope Golf Course
Green Hill Country Club
Ms. Sandy Grim
Harvest Moon Tavern
Headquarters LIVE
Mr. & Mrs. Terry Herling
Holly House Pen & Inks and Ms. Julie Urian
Horizons Salisbury
Mr. Bud Horner
Hudson Health Services
Hyatt Regency Chesapeake Bay Resort
Interstate Container
The Irish Penny
K-9 Heeling
Kelly & Associates
Kitty's Flowers
Kuhn's Jewelers
Kurt Reddersen Photography
Lavender and Lily Photographic Arts
Layton's Chance Winery
Lazy River Saloon
Mr. Gus Lebois
LeCato Interiors
Mr. & Mrs. Bryan Lecompte
MAC, Inc.
Main Street Deli
Malibu's Surf Shop
Mar-Va Theater
Maryland State Police
Aviation Division - Salisbury
Maryland Wine Bar
Matice Interactive
Matt Landon Photography
Ms. Mary Mengason
Mr. Christopher Miele
Mixed Martial Fitness
Ms. Olivia Momme
Ms. Cortney Monar
Nassawango Golf
Mr. & Mrs. Rick Nelson
Nelson's Nationwide Insurance
The Newseum
North Bay Marina
Nutters Golf Course
O.C. Organics
O.C. Seacrets
Ms. Beth Ohlsson
Ms. Kate Oliviero
On Target Training Center
Ms. Susan Parker
Peaky's Restaurant
Pemberton Coffeehouse
Pemberton Pharmacy
Peninsula Eye Center
Pepsi Bottling Ventures
Perdue Farms
Ms. Jan Perdue

Phillips Seafood
Mr. & Mrs. Scott Phillips
PNC Bank
Pocomoke River Canoe Company
Pocomoke River Cruises
Port of Leonardtown Winery
Powerhouse Gym
Princess Royale
Peninsula Regional Medical Center
Emergency Team
Peninsula Regional Medical Center
Nursing Team
Ms. Beth Reid
Mr. Jesse Reid
Rise Up Coffee
River Run Golf Club
The RiverGem B&B
Riverside Grill
Roadie Joe's
Ms. Laura Rodriguez
Runaway Tide General Store
The Sage Diner
Salisbury Substance Abuse
Community Center
Salisbury University
Salisbury University's Squawkappella
Salisbury University's Untouchables Dance
Salisbury Walmart Supercenter
Salon Art
Salvation Army - Salisbury
Mr. & Mrs. Dana Seiler
Somerset Choice Antiques & Gifts
Somerset Community Services
Southern Boys Concepts
Sposato Family Vineyards
Mr. & Mrs. Chip Strott
Sunnyside Shop
Target
The Child & Family Center
& Dr. Samantha Scott
Mr. & Mrs. Jack Thomas
The Trauger Family
Una Bella O & V
United Way Board of Directors
University of Maryland Eastern Shore
Vantage Point Solutions Group
Mr. Bobby Vermillion
Vernon Powell Shoes
Village of Hope
Ms. Annette Wallace
Waterman's Inn
Waystead Inn
The Wellfonder Group
Wicomico County Drug Court
Wicomico County Library
Wicomico County Sheriff's Office
Wicomico Nursing Home
The Wine Rack
Worcester County Developmental Center
Worcester County Emergency Services

THE "TOP 50"

GREAT THINGS HAPPEN WHEN WE LIVE UNITED!

| #1 | PERDUE FARMS | \$336,875 |
|-----|--|------------------|
| #2 | Peninsula Regional Medical Center | \$139,260 |
| #3 | Delmarva Power | \$74,135 |
| #4 | Wicomico County Public Schools | \$53,126 |
| #5 | 100 Docs Campaign | \$52,189 |
| #6 | Piedmont Airlines | \$50,001 |
| #7 | Interstate Container | \$43,800 |
| #8 | Pepsi Bottling Ventures | \$39,013 |
| #9 | Somerset County Public Schools | \$38,235 |
| #10 | Dorchester County Public Schools | \$28,844 |
| #11 | Avery Hall Insurance | \$22,500 |
| #12 | Sherwin Williams | \$21,632 |
| #13 | PNC Bank | \$21,302 |
| #14 | RPS ISG International | \$21,242 |
| #15 | Worcester County Government Public Employees | \$20,788 |
| #16 | Worcester County Public Schools | \$19,940 |
| #17 | International & Freightliner of Delmarva | \$19,916 |
| #18 | Atlantic General Hospital | \$19,805 |
| #19 | First Shore Federal Savings & Loan Association | \$17,505 |
| #20 | Town Of Ocean City | \$17,243 |
| #21 | Safran Labinal Power Systems | \$16,355 |
| #22 | Jubilant Cadista Pharmaceuticals | \$16,081 |
| #23 | MAC, Inc. | \$13,816 |
| #24 | Nationwide Insurance | \$13,656 |
| #25 | Wicomico Retired Educational Personnel | \$13,443 |
| #26 | Credit Plus | \$13,182 |
| #27 | UPS | \$12,383 |
| #28 | K & L Microwave | \$12,000 |
| #29 | Bank of Delmarva | \$11,668 |
| #30 | Wicomico County Public Employees | \$11,284 |
| #31 | Pohanka Automotive Group | \$11,024 |
| #32 | Somerset County Commissioners & Public Employees | \$10,287 |
| #33 | Bank of America | \$10,286 |
| #34 | Peninsula Cardiology Association | \$10,260 |
| #35 | Hyatt Regency Chesapeake Bay Resort | \$10,000 |
| #36 | PKS & Company | \$9,254 |
| #37 | United Way of the Lower Eastern Shore | \$9,102 |
| #38 | Delmarva Media Group | \$8,990 |
| #39 | Coastal Hospice & Palliative Care | \$8,623 |
| #40 | O.C. Seacrets | \$8,276 |
| #41 | Cambridge International | \$8,260 |
| #42 | PolyOne | \$7,808 |
| #43 | City of Salisbury | \$7,632 |
| #44 | TGM Group | \$7,579 |
| #45 | Delmarva Community Services | \$7,221 |
| #46 | Toroid Corporation of Maryland | \$6,833 |
| #47 | Vantage Point Solutions Group | \$6,570 |
| #48 | McCready Foundation | \$6,537 |
| #49 | Wor-Wic Community College | \$6,183 |
| #50 | The Insurance Market | \$6,132 |

\$1,358,076



Wicomico Board of Education



Somerset Board of Education



Perdue Farms



Piedmont Airlines



Dorchester Board of Education



Interstate Container



Peninsula Regional Medical Center



Avery Hall Insurance

CORPORATE ANCHOR SOCIETY

These prestigious United Way Corporate Anchor Society Companies stand out for making Great Things Happen in our community. Companies in this group contribute a corporate gift of \$500 or more, many in addition to offering a United Way Campaign to their employees.

👤 New to Level ▲ Donation Increase

Atlantic- \$50,000+

Anonymous Donor 👤
Perdue Farms ▲

Regatta- \$10,000 to \$24,999

Delmarva Power ▲
Interstate Container ▲
Hyatt Regency Chesapeake Bay Resort
Pepsi Bottling Ventures ▲
PNC Bank

Chesapeake- \$5,000 to \$9,999

Bank of America
Delmarva Media Group
First Shore Federal Savings & Loan Association
Nationwide Insurance Foundation
Peninsula Cardiology Association 👤
Pohanka Automotive
Salisbury University
Sherwin Williams
University of Maryland Eastern Shore

Clipper- \$2,500 to \$4,999

Avery Hall Insurance
Azar Eye Institute
Farmers Bank Of Willards
Hebron Savings Bank
Herl's Bath & Tile Solutions ▲
Holloway Funeral Home
Jubilant Cadista Pharmaceuticals
Peninsula Regional Medical Center ▲
Safran Labinal Power Systems
Salisbury Sunrise Rotary Club Foundation 👤
Somerset County Commissioners
TGM Group ▲
Toroid Corporation
Trond's Pool Care
Worcester County Commission On Aging ▲
Yard Designs 👤

Schooner- \$1,000 to \$2,499

AmerisourceBergen Corporation 👤
Atlas Container Corporation 👤
The Blackiron Group 👤
Cambridge International
Carefirst Blue Cross/Blue Shield ▲
Cato Gas & Oil ▲
Chemol Company 👤
Chesapeake Nurseries
Clear Channel Outdoor 👤
Commander Hotel 👤
Draper Holdings Charitable Foundation
Gateway Pediatrics 👤
Gillis-Gilkerson
Go-Glass Corporation
Holt Paper Company
Illinois Tool Works
John D. Hynes & Associates
K & L Microwave
Kuhn's Jewelers ▲
Lorch Microwave
MAC, Inc. ▲
M-Pak Technology 👤
Peninsula Imaging
PKS & Company
Pohanka Automotive Group
Quality Staffing Services
Rotary Club of Wicomico County 👤
South Chicago Packing 👤
Sensation Technologies
Sperry Van Ness - Miller 👤
Target
The Insurance Market
The Richard A. Henson Foundation

Skipjack- \$500 to \$999

American Inks and Coatings 👤
Applied Industrial Technologies 👤
Aurora Senior Living of Manokin 👤
BEACON
Beazley USA Services
Carousel Oceanfront Hotel & Condos 👤
Chubb Federal Insurance Company
CNA Insurance
Delco Packaging Products
Delmar Family Dental ▲
Evco Industries
Hanover Insurance Company
Ingredion, Inc. 👤
Johnson, Mirmiran & Thompson
Kelly Integral Solutions
Law Firm of George G. Strott, Jr. ▲
Macy's
National Roll Kote 👤
Nelson's Nationwide Insurance
Ocean City Mini Storage
PolyOne 👤
Prudential Matching Gifts Program
Rexel USA 👤
Ron Jon Surf Shop
Rotary Club of Cambridge
Salisbury Route 50 Self Storage
Salisbury University Foundation
Sarasota Associates 👤
Signode Packaging 👤
Sobo's Wine Bistro 👤
Telewire 👤
The Hartford
Toroid Corporation
Travelers Insurance
Uline



Bank of America



Salisbury University

500+ ORGANIZATIONS

The following companies and organizations offered an employee campaign and raised over \$500.

◆ New Campaign ▲ Campaign Increase

| | | |
|--|---|--|
| 1880 Bank | Go-Getters/Lower Shore Clinic ▲ | Servpro ▲ |
| Affiliated Power Purchasers Int'l ◆ | Habitat for Humanity of Wicomico County ◆ | Sharp Energy - Pocomoke ▲ |
| Atlantic General Hospital | Holloway & Marvel ▲ | Sharp Energy - Salisbury ◆ |
| Atlantic Tractor - East New Market ◆ | Holloway Funeral Home | Sherwin Williams |
| Atlantic/Smith, Cropper & Deeley | Home Seal Services | Shore Distributors |
| Avery Hall Insurance ▲ | Hudson Health Services | Somerset Community Services |
| Ayres, Jenkins Gordy & Almand | Illinois Tool Works | Somerset County Commissioners & Public Employees ▲ |
| Bank of America ▲ | International & Freightliner of Delmarva | Somerset County Public Schools ▲ |
| Bank of Delmarva ◆ | Interstate Container ▲ | South Moon Under |
| Bay Area Center for Independent Living | Jubilant Cadista Pharmaceuticals | Sperry Van Ness Miller ◆ |
| Bosco's | K & L Microwave | SunTrust Bank ▲ |
| Cambridge International | Law Firm of George G. Strott, Jr. ▲ | Target |
| Carefirst Blue Cross/Blue Shield ▲ | Layton's Chance Winery ▲ | Telamon ◆ |
| Catholic Charities - Seton Center ▲ | Life Crisis Center | Telewire ◆ |
| Cato Gas & Oil ▲ | Lorch Microwave | TGM Group ▲ |
| Chesapeake Housing Mission ◆ | Lower Shore Enterprises ◆ | The Insurance Market |
| Chesapeake Nurseries | M&T Bank | Toroid Corporation |
| Chesapeake Utilities Corporation | MAC, Inc. ▲ | Town of Berlin ▲ |
| City of Pocomoke ▲ | Macy's | Town Of Ocean City ▲ |
| City of Salisbury | Marshall's Insurance and Financial Services | Tri-County Council, Lower Eastern Shore ▲ |
| Coastal Hospice & Palliative Care | McCready Foundation ▲ | Twilley, Rommel & Stephens |
| Comcast Cable ▲ | Nationwide Insurance | UPS |
| Community Foundation of the Eastern Shore | Nelson's Nationwide Insurance ▲ | United Way of the Lower Eastern Shore ▲ |
| Comprehensive Financial Solutions ◆ | O.C. Seacrets ▲ | Vantage Point Solutions Group ▲ |
| Credit Plus | Peninsula Cardiology Associates ◆ | Walmart Stores |
| Davis, Bowen & Friedel ▲ | Peninsula Eye Center | Wells Fargo ▲ |
| Delco Packaging Products | Peninsula Insurance Company ▲ | Wicomico County Public Employees |
| Delmarva Community Services ▲ | Peninsula Regional Medical Center ▲ | Wicomico County Public Schools ▲ |
| Delmarva Dental Services ◆ | Peninsula Urology Associates | Wicomico Nursing Home |
| Delmarva Media Group | Pepsi Bottling Ventures | Wicomico Public Libraries ▲ |
| Delmarva Power ▲ | Perdue Farms ▲ | Wilgus Insurance Agency |
| Delmarva Veteran Builders ◆ | Piedmont Airlines ▲ | WMDT - Marquee Broadcasting |
| Diakonia | PKS & Company ▲ | Worcester County Commission On Aging ▲ |
| Dorchester County Public Employees | PNC Bank | Worcester County Developmental Center |
| Dorchester County Public Schools ▲ | PolyOne | Worcester Youth & Family Counseling Services |
| Dove Pointe | Pohanka Automotive | Worcester County Public Employees |
| Eli Lilly & Company | Relcomm Technologies | Worcester County Public Schools |
| First Shore Federal Savings & Loan Association | Ron Jon Surf Shop ▲ | Wor-Wic Community College ▲ |
| FirstEnergy Foundation | Safran Labinal Power Systems | |
| Florida Power & Light Company | Salisbury Area Chamber of Commerce ▲ | |
| For All Seasons ◆ | Salvation Army - Lower Eastern Shore | |
| George, Miles & Buhr ▲ | Securus Technologies | |
| Gillis-Gilkerson | Sensata Technologies | |

NEW CAMPAIGNS

We salute the following businesses and organizations for offering employees the chance to make a difference through payroll deduction this year for the very first time! These generous companies raised over \$40,000 in their first campaign... making Great Things Happen!



Affiliated Power Purchasers International
Atlantic Tractor
Bank of Delmarva
Chesapeake Housing Mission
Comprehensive Financial Solutions
Delmarva Dental Services
Delmarva Veteran Builders
Epoch Dream Center
For All Seasons
Habitat for Humanity of Wicomico
Hertz-Salisbury
Mid Shore Community Mediation Center
Lower Shore Enterprises
Peninsula Cardiology Associates
Sharp Energy- Salisbury
Sperry Van Ness Miller
Telemon
Telewire



Delmarva Dental Services



Sperry Van Ness & Miller



Delmarva Veteran Builders



Bank of Delmarva

TOP PER CAPITA PARTICIPATION

Thanks to the over the "Top" generosity of this group, 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. Humble appreciation goes out to these organizations whose kindness is a true inspiration for all.

Includes companies with 10 employees or more

| Rank | Company Name | # Emp. | Per Cap. Gift |
|------|--|--------|---------------|
| #1 | Vantage Point Solutions Group | 10 | \$657 |
| #2 | Avery Hall Insurance | 54 | \$330 |
| #3 | International & Freightliner of Delmarva | 66 | \$302 |
| #4 | MAC, Inc. | 47 | \$271 |
| #5 | Twilley, Rommel & Stephens | 17 | \$203 |
| #6 | Interstate Container | 130 | \$200 |
| #7 | Servpro | 29 | \$175 |
| #8 | Telewire | 11 | \$171 |
| #9 | First Shore Federal Savings & Loan Association | 73 | \$156 |
| #10 | Delmarva Veteran Builders | 12 | \$141 |
| #11 | TGM Group | 36 | \$133 |
| #12 | Habitat for Humanity of Wicomico County | 11 | \$132 |
| #13 | Perdue Farms | 1,844 | \$118 |
| #14 | Shore Distributors | 43 | \$112 |
| #15 | Sherwin Williams | 153 | \$107 |
| #16 | Pepsi Bottling Ventures | 242 | \$103 |
| #17 | Bank of Delmarva | 114 | \$102 |
| #18 | Gillis-Gilkerson | 31 | \$101 |
| #19 | Worcester County Commission On Aging | 27 | \$100 |
| #20 | PKS & Company | 69 | \$99 |
| #21 | Comcast Cable | 54 | \$95 |
| #22 | George, Miles & Buhr | 43 | \$93 |
| #23 | Atlantic Tractor - East New Market | 25 | \$93 |
| #24 | Life Crisis Center | 36 | \$91 |
| #25 | UPS | 142 | \$87 |
| #26 | O.C. Seacrets | 100 | \$83 |
| #27 | Somerset County Public Schools | 470 | \$81 |
| #28 | Worcester Youth & Family Counseling Services | 19 | \$79 |
| #29 | Diakonia | 19 | \$78 |
| #30 | Peninsula Cardiology Association | 72 | \$71 |



TGM Group

Employees from the following organizations were Community Stars in 2015 and stepped up in full force. This notable group is comprised of organizations that had at least half of their employees make a gift or pledge.

Includes companies with 10 employees or more

| Rank | Company Name | # Emp. | % Part |
|------|--|--------|--------|
| #1 | First Shore Federal Savings & Loan Association | 73 | 100% |
| #2 | MAC, Inc. | 47 | 100% |
| #3 | Salvation Army - Salisbury | 33 | 100% |
| #4 | Diakonia | 19 | 100% |
| #5 | Bay Area Center for Independent Living | 29 | 98% |
| #6 | Comcast Cable | 54 | 96% |
| #7 | Vantage Point Solutions Group | 10 | 90% |
| #8 | Avery Hall Insurance | 54 | 89% |
| #9 | Bank of Delmarva | 114 | 74% |
| #10 | Servpro | 29 | 69% |
| #11 | Worcester Youth & Family Counseling Services | 19 | 68% |
| #12 | Sharp Energy - Pocomoke | 18 | 67% |
| #13 | Somerset County Public Schools | 470 | 61% |
| #14 | George, Miles & Buhr | 43 | 60% |
| #15 | Interstate Container | 130 | 56% |
| #16 | Target | 71 | 56% |
| #17 | International & Freightliner of Delmarva | 66 | 56% |
| #18 | Life Crisis Center | 36 | 50% |



First Shore Federal Savings & Loan Association

ANCHOR SOCIETY

The United Way Anchor Society represents some of the most compassionate and caring individuals on the Shore. Their generous donations of \$500 and 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 600 individuals and couples raised a heartwarming \$668,716 for our community in 2015.

🚢 New to level ▲ Donation Increase

Alexis De Toqueville- \$10,000 +

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Mr. & Mrs. Mark Garth 🚢
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Mr. & Mrs. Morgan P. Hazel
Mr. Lyle Hogg 🚢
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Chesapeake- \$5,000- \$9,999

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Mr. & Mrs. Mark Garth



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

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Great Things Happen because of our loyal Leadership Circle donors... generous couples and individuals who contribute between \$250 and \$499 to help our neighbors in need on the Lower Shore. With 954 couples and individuals among the 2015 Leadership Circle, this group raised an amazing **\$271,646.55!**

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 Ms. Teresa L. Tracy
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 Ms. Tammera J. Ward
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 Ms. Marilyn B. Williams ●
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 Mrs. Cheryl W. Young ▲
 Ms. Sharon Zupan



Mr. & Mrs. Bruce Stewart - Brown

"100 DOCS" CAMPAIGN

In its third year, The "100 Docs" Campaign continues to make Great Things Happen in the medical community and beyond by rallying local medical professionals to contribute at the \$1,000 Leadership Level. This past year, the "100 Docs" Campaign founder and dynamic leader, Dr. Mark Edney worked diligently to promote the campaign and United Way's mission, earning the support of 84 medical professionals ...

AND RAISING
\$52,689!

Heartfelt thanks to the following most generous and caring Medical Professionals for their generous support!

\$1,000+ DONORS

Anonymous
Anonymous
Dr. & Mrs. Charles Brenner
Dr. Letitia Carter
Dr. Robert T. Chasse
Dr. & Mrs. Christopher T. Conyers
Dr. & Mrs. Robert Corcoran
Dr. & Mrs. David Cowall
Dr. & Mrs. William J. Doyle
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Dr. James C. Todd
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Drs. Gunnar & Pamela Zorn

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Drs. Leslie Belloso & Gerard Hogan
Dr. & Mrs. Thomas N. Berry
Dr. William H. Boothe
Dr. & Mrs. Thomas A. Brandon
Dr. & Mrs. Michael P. Buchness
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Dr. Lucy Van Voorhees
Dr. & Mrs. Ghulam Waris
Dr. Glenn Wolffe



Ashley & Mark Edney

WICOMICO RETIRED EDUCATIONAL PERSONNEL

This group of educational retirees continues to demonstrate how to live life to the fullest by opening their hearts to support the community through the Wicomico Retired Educational Personnel Campaign.



Lynne Bratten, Mildred Bailey, Allen Brown & Barbara Stephens of Wicomico Retired Educational Personnel with Board Member, Jesse Reid

Led by Campaign Chairperson, Barbara Stephens and President, Beverly Yurek, 159 caring and compassionate retirees raised a RECORD BREAKING ... \$13,443 for United Way programs!

| | | | |
|-----------------------------|--------------------|---------------------------|---------------------------|
| Lora E. Adkins | Ira G. Epstein | Mary J. Linn | Edward & Barbara Stephens |
| James Anno | Suzanne F. Erskine | Leslie F. Lowe | Shirley N. Sterling |
| Ronald G. Ayers | Cynthia E. Evans | Sharon J. Lynch | Barbara J. Stevens |
| Dora A. Bailey | Nancy B. Evans | Margaret A. Malone | Argathia D. Styles |
| Mildred R. Bailey | Patricia Evans | James G. Maynard, Sr. | Janice L. Sutton |
| Diana M. Baker | James Farley | Rachel C. McKenzie | Clytie W. Taylor |
| Doris E. Baker | Naurita R. Farmer | Michele H. Messick | Julia B. Taylor |
| Elizabeth Banks | Paul E. Ferrier | Pandora S. Messick | Rebecca G. Taylor |
| Priscilla Basehart | Thomas B. Field | Lillian H. Mezick | George C. Thamert, Jr. |
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| Sharon Belcher | Jane R. Ford | June Miles | Joyce C. Townsend |
| Ruth T. Bennett | Renzilo Foxwell | Wayne S. Mitchell | Paulina Tribeck |
| Karen Bennie | LaRaeu I. Franklin | Nevette W. Muir | Judith S. Trivits |
| Carol Bisker | Mary D. Fulton | Peggy G. Palmer | Mahlon Trout |
| Denwood B. Bloodsworth, Jr. | Ann S. Gilmore | Marian L. Parker | Linda M. Truitt |
| Shirley M. Bolen | Rosalie B. Gordy | Linda Pastorfield | Richard L. Turner |
| Leon Bounds | Charles G. Goslee | Janice A. Patey | Claudette F. Vincent |
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| Gloria W. Carrigan | Rebecca F. Hopkins | Joyce V. Roberts | Lloyd Wescoe |
| David J. Churchman | Leslie W. Hughes | Phyllis A. Ross | Arthur B. Wharton |
| Carolyn B. Collins | Sharon P. Huston | Nancy S. Rowe | Lois Wilburn |
| Cheryl E. Collins | Connie Jenkins | Clara F. Sample | Judy K. Wilkerson |
| Norman H. Conway | Doretha P. Jones | Daniel Savoy | Carol K. Wilkins |
| Phyllis M. Cooper | Doris B. Jones | Frances J. Scott | Loetta B. Wilkins |
| Thomas H. Craig, III | Mary-Gladys Jones | Ann T. Shaheen | Susan Wilkins |
| Kay Crouse | Cheryl A. Kennedy | Joan Simpson | Ronald O. Willey |
| Brenda O. Dennis | Eileen C. Kirby | Debora A. Smith | Gloria B. Wilson |
| Emma P. Dixon | Deborah A. Krauss | Stephanie H. Smith | Hattie Winder |
| Carl R. Dragwa | Linda Lane | Thomas E. Smith | Dollie C. Wright |
| Barbara B. Dryden | J. Sheldon Larmore | Alison E. Soper | Beverly Yurek |
| Jean Dykes | Margaret L. Lewis | Rudolph E. Stanley | Thomas H. Zimmerman |
| Carolyn J. Elmore | Ronald Linkswiler | Linda J. Stark | |

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 and volunteerism. This group, comprised of 678 individuals and couples, donated a combined total of \$89,721 to support local programs.



Beyond their financial support, emerging leaders actively volunteered for projects year round. This year, they built two wheelchair ramps, helped deliver Thanksgiving dinner baskets (thanks to PRMC!) for local families, hosted the annual Christmas Party for children in Worcester County, and were an amazing force behind United Way's Christmas Adopt a Family ensuring 57 children in low-income homes had much to smile about on Christmas morning. To maximize United Way's impact, the Emerging Leaders raised over \$2,500 with their quarterly guest bartending events at Headquarters Live, The Brick Room and Roadie Joe's.

An additional highlight of the year was the formation of an exciting partnership for the EL's with the Salisbury Chamber's Young Professionals. Partnering with the YP's is another example of United Way's focus on working together with all community partners to maximize the collective impact.



Beth Reid & Kim Butler deliver Thanksgiving dinner to local families



Emerging Leaders lend their muscle building a wheelchair ramp for a local resident



Abigail Smith & Lynnette Darnell happily help at the Children's Christmas Party at Pocomoke High School



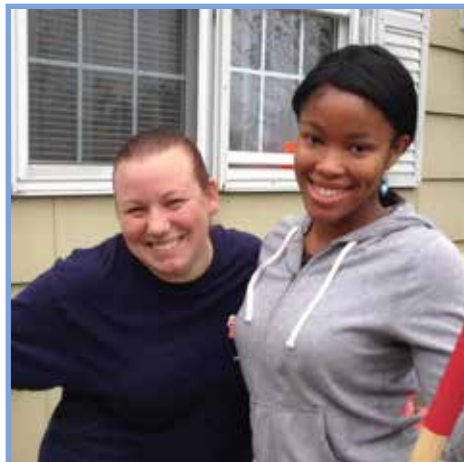
Chris Perdue, Jake Day & Jim Ireton, Roadie Joe's Guest Bartenders Extraordinaire



Mary Mengason & Beth Reid, The Brick Room High Energy Guest Bartenders



Chalarra Sessoms, Chris Miele, Nicole Bush-Buffington, & Sonya Whited enjoy the Emerging Leaders Event at Roadie Joe's



Lori Clark & Temi Adelakun help build a wheelchair ramp for a Hurlock resident in need



Filippa Ennerfelt & Ben Etherton, Enthusiastic Ramp Builders

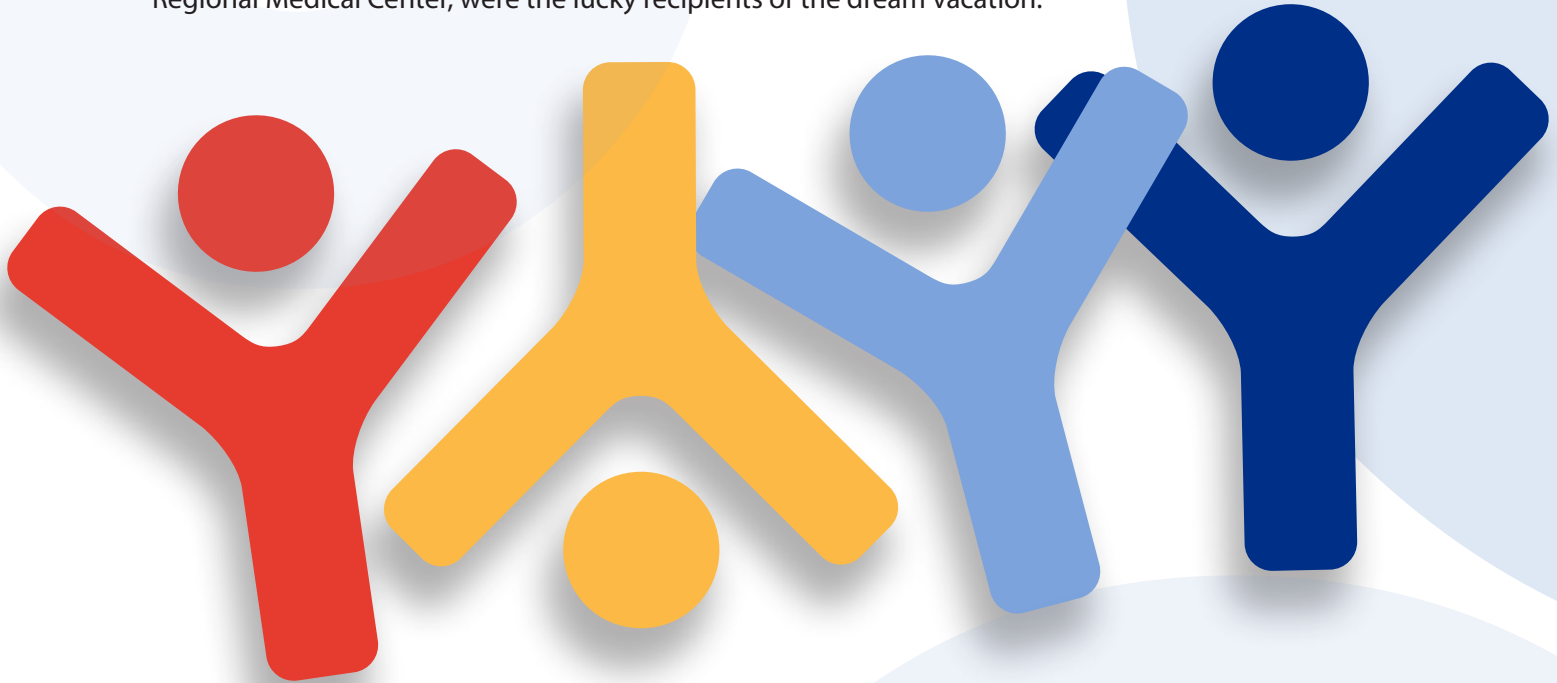
Peter Murphy, Angie Strouth & Duke Marshall, Happy Guest Bartenders at Headquarters Live!



LEADERSHIP CELEBRATION

United Way's Top donors were celebrated and honored at the Annual Leadership Celebration generously sponsored by PNC Bank & First Shore Federal. The event was a perfect evening for donors to enjoy great food and craft beer at EVO Craft Brewing Company while also being entertained by the incredible music of Everett Spells.

Contributors at the "Leadership Circle" level were eligible to receive a \$1,000 Walmart shopping spree sponsored by First Shore Federal and "Anchor Society" level donors were eligible for a \$2,500 dream vacation sponsored by PNC Bank. Lori Layfield with Perdue Farms was the lucky winner of the Walmart gift card and David Gibson of International Freightliner of Delmarva and his wife, Kim Gibson of Peninsula Regional Medical Center, were the lucky recipients of the dream vacation.



Winners of the \$2,500 dream vacation!
Jennifer Joseph of PNC Bank presents the prize to David & Kim Gibson.



Winner of the \$1,000 shopping spree!
Skip Johnson, Marty Neat & Brenda Ruark of First Shore Federal present a certificate to Lori Layfield.



John Morcom, Scott Phillips & Darlene Morcom



Roy Geiser, Bryan & Angie Fykes & Peggy Bradford



Kathleen Mommé with Bill & Nancy Turner



Chris Perdue, Chris Oliviero, Ellen Whitehead & Kate Oliviero



Tim & Cindy Feist with Dale Dryden



Kim Butler & Beth Reid



Margy & Dick Meeks



Alexis & Keith Dashiell with Pam Gregory



Dr. Ray Hoy & Curt Berstler



Jan Perdue & Helga Wieland

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Chamber of Commerce



Mr. Vince Tolbert
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Board of Education

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Mark Edney
Roy Geiser
Jim Hartstein
Ron Hickman
Gus Lebois
Mary Mengason
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Susan Parker
Beth Reid
Jesse Reid
Ginny Reid Matern
Laura Rodriguez
Tony Rodriguez
Dana Seiler
Connie Strott, Chair
Cathie Thomas

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Dwayne Abt
Pete Bugas
Robin Burton-Moore
Jennifer Layton
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Robin Stanley
Henry Wagner

In Memory...



On December 20, our good friend and Board member, Steve Marshall, passed away. In addition to his involvement with United Way, Steve served the community as the longtime director of Somerset County's Department of Emergency Services, and volunteered with the Crisfield Fire Department, the Lower Somerset County Ambulance & Rescue Squad, the Crisfield Area Chamber of Commerce, the Somerset County Volunteer Fireman's Association and the Marion Lions Club. His generous spirit and dedicated work touched the lives of countless individuals on the Lower Shore. Steve was universally loved by all who had the privilege and pleasure to work with him, and he will be greatly missed.

STAFF

Kacey Decker Donor Relations Coordinator
Dale Dryden Finance Manager
Pam Gregory Community Impact Manager
Krysten Haemel Office Manager
Amy Luppens Assistant Director
Chelsea Micka Donor Relations Coordinator
Vicki Miele Outreach and Communications Manager
Kathleen Mommé Executive Director
Carol Price Administrative Volunteer
Sandy Ricker Administrative Volunteer



FINANCIAL REPORT

STATEMENT OF FINANCIAL POSITION

| | |
|---|------------------|
| ASSETS | |
| Cash and Cash Equivalents | 355,718 |
| Net Pledges Receivable | 383,300 |
| Accounts Receivable - Other | 75,031 |
| Prepaid Expenses | 35,666 |
| Property | 30,653 |
| Beneficial Interest in Annuity | 158 |
| Total Assets | \$880,526 |
| LIABILITIES | |
| Accrued Liabilities | 13,070 |
| Community Impact Funding | 258,038 |
| Accounts Payable | 76,774 |
| Deferred Revenue | 49,850 |
| Total Liabilities | \$397,732 |
| NET ASSETS | |
| Unrestricted | 400,822 |
| Temporarily Restricted | 81,972 |
| Total Net Assets | \$482,794 |
| Total Liabilities & Net Assets | \$880,526 |

STATEMENT OF ACTIVITIES

| | |
|--|--------------------|
| PUBLIC SUPPORT & REVENUE | |
| 2014-2015 Campaign (Less donor designations & pledge loss provision) | 1,433,827 |
| "United Way Forever" Endowment Interest Income | 118,769 |
| Other Revenue | 329,247 |
| Total Support & Revenue | \$1,881,843 |
| COMMUNITY IMPACT & FUNCTIONAL EXPENSES | |
| Community Impact | 791,113 |
| Program Services | 547,344 |
| Management & General | 117,109 |
| Fundraising | 340,955 |
| Total Community Impact & Functional Expenses | \$1,796,521 |
| Year End Net Difference | \$85,322 |
| Total Net Assets September 1, 2014 | \$397,472 |
| Total Net Assets August 31, 2015 | \$482,794 |
| Total "United Way Forever" | |
| Endowment held at the Community Foundation August 31, 2015 | \$2,428,007 |

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, 2015. A complete audit report is available upon request.





**803 NORTH SALISBURY BOULEVARD | SUITE 2100
SALISBURY, MARYLAND 21801**

**SERVING WORCESTER, WICOMICO, SOMERSET & DORCHESTER COUNTIES
IN MARYLAND SINCE 1944**