

A stylized orange figure with a circular head and a thick, bent arm, positioned behind the main text.

MAKING A  **DIFFERENCE!**
LIVE UNITED

A N N U A L R E P O R T **2016**



PRESIDENT & EXECUTIVE DIRECTOR MESSAGE

"I have one life and one chance to count for something. My faith demands that I do whatever I can, wherever I am, for as long as I can ... with all that I can to make a difference." ~ Jimmy Carter

United Way of the Lower Eastern Shore is blessed with thousands of individuals and hundreds of organizations who live by these words. We have served as a vehicle to help our community Make a Difference since 1944. We are a community where this difference is brought to life daily ... it is real ... it is valued and the results are heartwarming & life changing. One person at a time we are making a measurable impact on everyone in our community by providing the basic building blocks of life ... Education, Financial Stability and Health. And as we all know, what gets measured gets done. Our local United Way measures results, is improving efficiencies and constantly raising the bar to be the best resource for our neighbors.

Highlights of the past year are thanks to Sponsors, Donors and Partners and include 1) The first ever \$2 million dollar campaign 2) The A.L.I.C.E. (Asset Limited Income Constrained and Employed) Statewide United Way Report to truly demonstrate the real plight of our working poor 3) Our Imagination Library's 5th Year Anniversary celebrating over 100,000 books delivered locally to children Birth to 5 with phenomenal kindergarten readiness success 4) Having our GET CONNECTED VOLUNTEER CENTER designated by the Governor's Office as the official Volunteer Center for the Lower Eastern Shore 5) Our focus on creating partnerships to address the epidemic issue of addiction and opioids in our community and 6) The over the top success of the "DINE UNITED OC" promotion thanks to Cole Taustin and many volunteers and restaurants in Ocean City.

We extend a virtual hug and handshake for each and every company, organization and individual listed in the pages ahead who have been a part of our United Impact to Make A Real Difference in our Community!

With humble gratitude for your support,



Rick Nelson

Rick Nelson
Board President



Kathleen Mommé

Kathleen Mommé
Executive Director

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MAKING A DIFFERENCE



through COMMUNITY IMPACT

No single organization can alone change the conditions in our community. By uniting efforts with diverse stakeholders to collectively address the challenges facing our community, we are changing the odds for our most vulnerable populations. United Way of the Lower Eastern Shore remains the largest non-governmental source of support for 74 critical programs in Dorchester, Somerset, Wicomico and Worcester Counties, Making a real Difference for everyone on the Lower Shore.

Helping children succeed in school, empowering families to thrive and encouraging neighbors to live healthy lives are just a few ways we continue to Make a Difference. We work to ensure every child, family, senior, and neighbor in our community has an opportunity for a better life.

U N I T E D W A Y

FOCUSED IMPACT AREAS



In Education, our focus is making sure all children in our community will achieve their full potential. Through partnerships with the public schools, nonprofit organizations, and the community at large, we are ensuring more children in our community have a strong educational foundation that will help them to graduate from high school.

For some, being financially stable means having enough money to pay bills on time. Others may need an extra bag of food from a food pantry each month to feed their family. For another family, it might mean having a consistent roof over their heads, or dependable transportation. Our impact in Financial Stability is focused on making sure families, individuals, veterans, and seniors have the support they need to become self-sufficient and stable.

Our United Way provides access to and awareness of local health and wellness services, because good health is an essential ingredient to a thriving community. Whether it's providing hospice care to someone who can't afford insurance or doesn't have enough coverage, prescription assistance to people who have to make the difficult choice between buying groceries or medications, or mental health counseling to school age children whose families can't afford it, we make sure these critical health and wellness programs are available to the individuals and families in our community who need them the most.

5,659 DONORS
284 CORPORATE PARTNERS
1,222 VOLUNTEERS
9,427 VOLUNTEER HOURS
33 AGENCY PARTNERS
74 SUPPORTED PROGRAMS

\$1,397,210 INVESTED IN COMMUNITY IMPACT PROGRAMS
82,432 INDIVIDUALS & FAMILIES IMPACTED
1 in 3 LOWER SHORE NEIGHBORS HELPED

MAKING A DIFFERENCE



through EDUCATION

United Way of the Lower Eastern Shore acknowledges Education as the first critical building block to a successful and stable life. Our programs focus on mentoring, scouting, summer enrichment, youth leadership, adult literacy, and kindergarten readiness.

18 PROGRAMS
\$342,369 INVESTED
2,078 IMPACTED



Mentoring, Big Brothers Big Sisters of the Eastern Shore.....	\$50,000
Mentor Training, Big Brothers Big Sisters of the Eastern Shore.....	\$4,000
Scouting Outreach, Del-Mar-Va Council Boy Scouts	\$36,000
Children's Program, Dove Pointe	\$2,719
After School & Summer Enrichment, Epoch Dream Center.....	\$24,000
After School Program, Garland Hayward Youth Center.....	\$4,000
Scouting Outreach, Girl Scouts of the Chesapeake Bay.....	\$38,500
Summer Enrichment & Academic Connections, Horizons Salisbury.....	\$26,500
High School Enrichment, Horizons Salisbury	\$5,000
In-school Conflict Resolution, Mid Shore Community Mediation Center.....	\$8,000
Kids Café, Salisbury Urban Ministries	\$10,000
Youth Program, The Salvation Army, Cambridge.....	\$2,500
Education & Latchkey Program, The Salvation Army, LES	\$14,000
Community Connection Program, United Way of the LES.....	\$13,000
Project READ, Wicomico Public Libraries & United Way of the LES.....	\$35,000
Imagination Library, United Way of the LES.....	\$61,150
Student United Ways, United Way of the LES.....	\$3,000
Tech 4 Teens, United Way of the LES.....	\$5,000



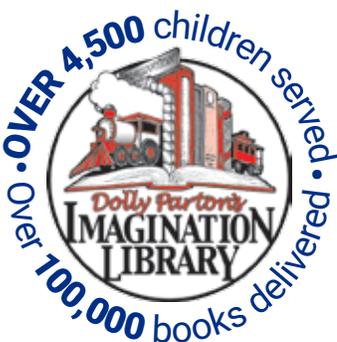
Tech 4 Teens



Youth Programs

IMAGINATION LIBRARY Established 2012

United Way's Imagination Library, in partnership with Dolly Parton's nationwide initiative, serves children ages Birth-Five. The early results demonstrate this program is having a significant local impact on our kindergartners. Registered children receive an age-appropriate book delivered free of charge to their home each month.



Kindergarten Readiness Assessment Results

*A comparison of kindergarten readiness among children enrolled in Imagination Library vs. children not enrolled

	Imagination Library Enrollee	Non-Imagination Library
Dorchester County		
Language and Literacy	72%	22%
Mathematics	19%	11%
Wicomico County		
Language and Literacy	32%	26%
Mathematics	20%	18%
Somerset County		
Language and Literacy	38%	36%
Mathematics	35%	25%
Worcester County		
Reading Readiness	61%	45%



MAKING A DIFFERENCE



through FINANCIAL STABILITY

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

23 PROGRAMS
\$412,282 INVESTED

50,438 IMPACTED



Disaster Services, American Red Cross, Delmarva Region.....	\$30,000
Food Distribution & Crisis Asst., Catholic Charities, The Seton Center.....	\$60,000
Comm. Action Center: Emergency Food, Delmarva Comm. Svcs.	\$10,000
Comm.Action Center: Homeless Prevention, Delmarva Comm. Scvs.	\$8,000
Emergency Food Assistance, Diakonia.....	\$5,000
Emergency Shelter, Diakonia.....	\$40,000
Homeless Prevention/Rapid Rehousing, Diakonia	\$5,844
Transitional Housing, Diakonia	\$20,000
Permanent Housing, Habitat for Humanity of Wicomico.....	\$10,000
MD 211, Life Crisis Center	\$55,000
Senior Job Training, M.A.C.	\$12,000
Emergency Shelter, Samaritan Ministries.....	\$20,000
Soup Kitchen, Samaritan Ministries.....	\$4,000
Food & Service Training Program, Telamon.....	\$5,000
Financial Literacy & Housing Counseling,Telamon.....	\$2,500
Farmworker Jobs Program, Telamon.....	\$5,000
House of Hope Shelter, The Salvation Army, Cambridge	\$7,500
Social Services, The Salvation Army, Lower Eastern Shore.....	\$40,000
ALICE Report, United Way of the Lower Eastern Shore.....	\$5,000
Wor-Wic Adult Scholarship Program, UWLES.....	\$20,000
Steps to Success Transitional Living, Village of Hope	\$35,000
Jobs Program, Worcester County Developmental Center	\$8,938
Family Connections, Worcester Youth & Family Services.....	\$3,500



Do you know "ALICE®"?

United Way of the Lower Eastern Shore partnered with United Ways throughout the State of Maryland to dig deep into the critical issues facing **Asset Limited Income Constrained & Employed** families in our communities to identify the necessary steps to secure financial stability for those who are often overlooked. While these workers may be living above the federal poverty level, they are far from stable and often one emergency away from financial disaster. The ALICE report provides a framework, language, and tools for policymakers and stakeholders to understand and address the economic challenges of our local ALICE population.

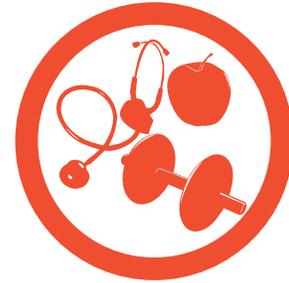
MAKING A DIFFERENCE



through HEALTH

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

27 PROGRAMS
\$500,059 INVESTED
10,948 IMPACTED



Assistive Technology Center, Bay Area Center for Independent Living	\$20,000
Behavioral Health Services, Catholic Charities, The Seton Center.....	\$5,000
Wheelchair Accessibility & Home Repair, Chesapeake Housing Mission	\$18,000
Compass Program, Coastal Hospice & Palliative Care.....	\$8,000
Hospice Program, Coastal Hospice & Palliative Care	\$40,000
Palliative Care Program, Coastal Hospice & Palliative Care.....	\$24,000
Alzheimer's Respite Care, Delmarva Community Services	\$8,000
Medical Adult Day Care, Delmarva Community Services.....	\$3,000
Senior Dental Program Delmarva Community Services.....	\$4,000
Veterans Medical Transportation, Delmarva Community Services.....	\$4,000
Senior Rural Food Distribution, Delmarva Community Services.....	\$4,500
Transportation for Dialysis Patients, Delmarva Community Services	\$17,000
Pediatric Therapy, Easterseals, Maryland Eastern Shore	\$5,000
School-Based Mental Health, For All Seasons.....	\$13,250
Alzheimer's Day Program, M.A.C.	\$14,000
Meals On Wheels, M.A.C.	\$177,000
Home Delivered Meal Program, Moveable Feast.....	\$5,000
Addiction Recovery Support, Recovery Resource Center.....	\$23,750
Community Health/Rx Assistance, Salisbury Urban Ministries	\$8,500
Disability Day Program, Somerset Community Services.....	\$559
Older Adult Ministries, The Salvation Army, Lower Eastern Shore.....	\$3,000
Crisfield Youth Program, The Salvation Army, Lower Eastern Shore	\$15,000
Hazel Youth Program, The Salvation Army, Lower Eastern Shore.....	\$7,500
Salisbury Youth Program, The Salvation Army, Lower Eastern Shore	\$14,000
Heroin & Addiction Awareness, UWLES.....	\$10,000
Court Appt. Special Adv. (CASA), Worcester Youth & Family Services	\$20,000
Mental Health Counseling, Worcester Youth & Family Services	\$19,000
SABERS Boys Program, Worcester Youth & Family Services	\$3,000
SAGES Girls Program, Worcester Youth & Family Services	\$6,000

HEALTH LITERACY INITIATIVE

In partnership with BEACON@Salisbury University and Peninsula Regional Medical Center, United Way launched an initiative to empower nonprofit partners and community stakeholders to provide Health Literacy Training to vulnerable populations. Through workshops, community health is improved by providing participants the knowledge they need to take responsibility for managing their own and their families' health & wellness.



Easterseals



Chesapeake Housing Mission



MAKING A DIFFERENCE



through VOLUNTEERS

NOTHING IS AS STRONG AS THE **HEART OF A VOLUNTEER**

United Way's volunteers contribute in a monumental way. From administrative help in the office, to filling bags of food, to wielding a hammer, to mentoring a child, to managing a company campaign... progress doesn't happen without the heart-filled efforts of United Way volunteers.

1,222 **289** **9,427** **8,545**
Volunteers **Completed** **Volunteer Hours** **Individuals & Families**
Projects **Impacted**

Value of Volunteer Hours Impacting our Community

\$251,135



PNC Bank Volunteers at Habitat for Humanity



The Governor's Office on Service & Volunteerism named United Way's Get Connected Volunteer Center the designated volunteer center for Maryland's Lower Eastern Shore. The center helps Eastern Shore community members connect online with resources, local needs, special events, and opportunities to volunteer.



105 **158** **139** **4400+**
Nonprofits **Volunteer** **Events &** **Site Views**
Participating **Connections** **Needs Shared** **Monthly**

"The Get Connected Volunteer Center has given me a chance to volunteer through a variety of projects in various nonprofits in our community and I walk away from each project feeling inspired and motivated to do more." ~Kim Butler



MAKING A DIFFERENCE



Spirit of the Shore Award - Piedmont Airlines



President's Trophy
Rick Nelson
Nelson's
Nationwide Insurance



Flame of Excellence
Somerset County Public Schools



Jim Barrett
Community Leadership Award
Kathleen McLain
WMDT/TV47

through VOLUNTEERS

The community had an opportunity to celebrate success and community impact at “The 71st United Way of the Lower Eastern Shore Annual Meeting and Community Leaders Celebration” in March. The University of Maryland Eastern Shore generously hosted the event attended by nearly 300 community members representing more than 150 local companies and organizations.

COORDINATORS OF THE YEAR



Wicomico County
Sheila Pullen & Leah Evans
Hudson Health Services



Worcester County
Kelly Brinkley & Stacey Norton
Worcester County Government



Somerset County
Leo Lawson
Somerset County
Public Schools



Dorchester County
Dwayne Abt & Beth Wilson
Dorchester County
Public Schools

VOLUNTEERS OF THE YEAR



Wicomico County
Connie Strott,
Law Firm
of George G. Strott, Jr.



Worcester County
Lisa & Scott Phillips,
Holiday Ball Committee Co-Chairs



Somerset County
Jeff Eichelberger,
Sherwin Williams



Dorchester County
Davis Jean-Louis &
The Interstate Container
Cornament Committee



**Pocomoke High School
Student United Way**
LuAnne Mottley



Heart of United Way
Melody Nelson
Nelson's
Nationwide Insurance



**Salisbury University
Student United Way**
Emily Hawthorne



Emerging Leader
Beth Reid
Healogics, PRMC

MAKING A DIFFERENCE



STUDENT UNITED WAYS *through*



SALISBURY UNIVERSITY

Founded in 2013

70 Club Members

80 Volunteer Projects

3,500 Individuals & Families Impacted

4,000 Volunteer Hours

\$6,000 raised to support United Way programs

CLUB OFFICERS

Katie Kirby **President**

Katie Mader **Vice President**

Drew Lacouture **Secretary**

Syntyche Boly & Sierra Mitcheltree **Treasurers**

Eleanor Brown **Volunteer Coordinator**

Emily Hawthorne **Public Relations Coordinator**

Catherine Raley **Fundraising Chair**

Dr. Ani Mathers **Salisbury University Advisor**

HIGHLIGHTS

- 3rd Annual Halloween 5K Dash raised record-breaking \$6,050
- 7 officers attended the United Way Worldwide Student Leadership Retreat
- Conducted two resume workshops at Wicomico High School
- 15 members received Governor's Volunteer Service Award
- President Katie Kirby awarded the "Light of Literacy Higher Education Award"

WOR-WIC COMMUNITY COLLEGE

Founded in 2016

President Kristen Coleman

Vice President Haylee Morris

Treasurer Jerry Jeffra

PR Chair Cory Davis

Membership Chair Dustin Phillips



HIGHLIGHTS

- "Souper Bowl" Food Drive for Diakonia
- Read to children at Wor-Wic's Jordan Center
- Coordinated a campus Volunteer Fair
- Organized a purse drive for local women's shelters
- Assisted at Wild About Reading event at The Salisbury Zoo
- Participated in Be the Difference Day
- Partnered with SU Student United Way on a Habitat for Humanity build



POCOMOKE HIGH SCHOOL

Founded in 2014

38 Club Members

684 Volunteer Hours

6 Volunteer Projects

300 Individuals & Families Helped

HIGHLIGHTS

- Distributed 150 Literacy Bags to at-risk youth
- Decorated mini pumpkins for 50 Meals on Wheels recipients
- Built a wheelchair ramp in one day for a Snow Hill resident
- Prepared Christmas stockings for 57 local children
- Hosted a St. Patrick's Day Party for 25 Pocomoke Seniors

MAKING A DIFFERENCE



through EMERGING LEADERS

Founded in 2010, the Emerging Leaders recognizes local professionals who support United Way of the Lower Eastern Shore by donating at a leadership level and promoting the spirit of local philanthropy & volunteerism. In 2016, this group, comprised of 334 individuals and couples, donated a combined total of \$150,267 to support United Way programs.

Chair Beth Reid, Healogics, PRMC

HIGHLIGHTS

- 475 families and individuals helped
- Partnered on a Habitat for Humanity House Build with SACC Young Professionals
- Participated in the Great Clue Caper for Village of Hope
- Served Lunch at God's Kitchen on multiple Saturdays
- Delivered 21 Thanksgiving Dinner baskets to local families
- Hosted Holiday Party for families at Village of Hope
- Provided over \$6,000 in Christmas gifts to 57 local children
- Participated in Be the Difference Day
- Served as an official pit-stop at Moveable Feast's Ride for the Feast



Chrissy Tanner, Chris Perdue, & Courtney Tanner attend the Holiday Ball



Beth Reid, Ryan Daniher & Filippa Ennerfelt deliver Thanksgiving Dinner Baskets



Lee Beauchamp, Chris Eccleston & Matt Holloway guest bartend at Headquarters Live



Kacey Decker, Candice Schropfer, Kelsey Tilghman, Teresa Niblett, Beth Reid, Michelle Sadler & Brian Nelson volunteer at the Village of Hope Holiday Party

MAKING A DIFFERENCE



Town of Ocean City celebrates a successful campaign with a United Way Dessert Party.



PolyOne's General Manager, Jason Stokes, took a pie in the face for United Way.



PRMC collected food baskets for local families at Thanksgiving.



Piedmont Airlines invited community businesses to test their strength at the Piedmont Dash Pull Fundraiser.



Fed Ex hosts annual food drives in addition to their campaign.



Greenwood Elementary teachers suit up for the United Way.



Interstate Container sponsored the annual Lower Shore Cornament, raising over \$10,000.



RPS ISG International raised over \$20,000 for Imagination Library, hosting Preakness Palooza and The Frisbee Golf Tournament.



Worcester County Employees took the time to demonstrate how far each donation will go.

through CORPORATE SUPPORT

The official United Way Campaign kicked off in September at the 12th Annual CEO & Coordinator Breakfast, generously sponsored by Salisbury University and hosted by Jim Perdue. Companies and organizational leaders were inspired to Make a Difference in the community through supporting United Way. From pulling airplanes at the Piedmont Dash Pull, to throwing bean bags at Interstate Container's Lower Shore Cornament, to watching horse races & flying frisbees at RPS ISG International's Preakness Palooza and Frisbee Golf Challenge... companies showed support in a heartwarming variety of ways.



Hundreds of CEOs and Coordinators gathered to kick off the campaign at the CEO Breakfast.



Delmarva Shorebirds support United Way through their Hotstove banquet.



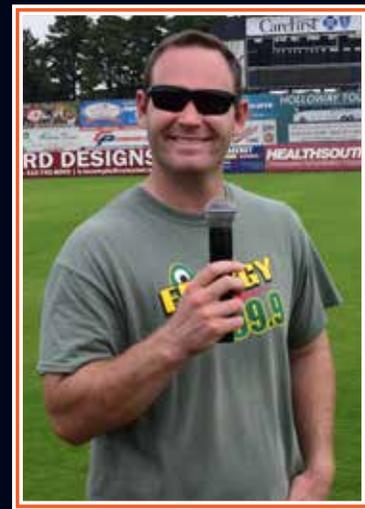
Bennett Middle School students stand United for their community.

MAKING A DIFFERENCE

MEDIA HEROES

Local media and their generosity are critical to helping us keep our community informed of our positive local impact. Heartfelt thanks to the following media partners for providing in-kind advertisements and corporate sponsorships to support our mission.

Clear Channel Outdoor
Comcast Spotlight
Delmarva Media Group
The Dispatch
iHeartMedia- Froggy 99.9
PAC 14
Rothschild Broadcasting
Salisbury Business Journal
The Salisbury Independent
The Women's Journal
The Voice Radio Network
WMDT 47 ABC, CW3, MeTV
WRDE COAST TV



Froggy 99.9's Randy Scott rallied support for many events throughout the year.



through CORPORATE SUPPORT

DINE UNITED INAUGURAL YEAR!

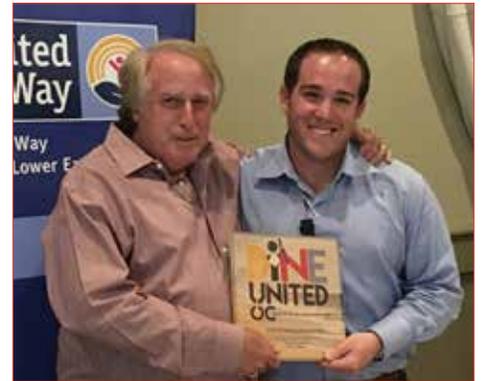
In a "Dine United" effort created by Cole Taustin of BLU Crabhouse & Raw Bar, some of the most community-minded restaurants on the Lower Eastern Shore united to Make a Difference by holding a friendly competition to raise dollars for United Way. By designating menu and drink specials, these restaurants raised over **\$48,000** thanks to customers and generous sponsors.

"Dine United OC" Restaurants

32 Palm
Atrium Café & Bar
Blu Crabhouse & Raw Bar
Caribbean Pool Bar & Grill
Coral Reef Café
DaVinci's By The Sea
Deep End Pool Bar
The Dough Roller – 41st Street
The Dough Roller – 70th Street
The Embers Restaurant
General's Kitchen
Grotto's Pizza - 14th Street
Grotto's Pizza - 125th Street
Happy Jack Pancake House
Harrison's Harbor Watch
Hemingway's at the Coral Reef
Manaña Mode
The Original Pool Bar & Grill
Phillips Crab House – 20th Street
Phillips Seafood House- 141st Street
Rumbas Lounge
Secrets
Smitty McGee's Raw Bar & Restaurant
Surfin' Betty's Beach Bar
Touch of Italy

"Dine United Salisbury" Restaurants

The Brick Room
Cactus Taverna
The Corner Grill
The Country Café
DaNizza Wood Fired Pizza
The Deli at Pecan Square
Hopper's Tap House
Headquarters Live
The Irish Penny Pub & Grill
Laurel Grill
Market Street Inn
Melted
Mojo's Urban Eatery
The Olde Towne Deli
Riverwalk Café
Roadie Joe's Bar & Grill
Smokin' BBQ Grille
Sub Runners
Sushi De Kanpai
Tall Tales Brewing Company
VIBE Bar & Grill
Wingin' It



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



DINE UNITED SPONSORS
Blu Crabhouse & Raw Bar
The Embers Restaurant
OC Hotel Motel Restaurant Association
The Voice Radio Network
WRDE Coast TV
Rothschild Broadcasting
OC Chamber of Commerce
The Dispatch

MAKING A DIFFERENCE

BUILDING OUR COMMUNITY BASE...

The following companies opened their doors and their hearts by offering their employees an opportunity to give through a workplace campaign for the first time this year, raising over **\$25,000!**



Farmers Bank of Willards



Wigglesworth, Layton, Moyers & Chance, P.C.



through CORPORATE SUPPORT

TOP PARTICIPATION

The caring employees from the following organizations stepped up in full force to help their neighbors in need. This notable group is comprised of organizations with the highest percentages of their employees making a gift or pledge by March 31, 2017.

TOP PER CAPITA

Thanks to the "Over the Top" generosity of these groups, United Way continues to impact the lives of the less fortunate in our community all year long. These organizations led with the highest per capita employee gifts as of March 31, 2017.

Companies with 500+ Employees		# Employees	Emp. Pledge Per Capita
#1	Perdue Farms	1844	50%
#2	Wicomico County Public Schools	2313	40%
#3	Worcester County Government Employees	656	32%
#4	Worcester County Public Schools	1142	32%
#5	Atlantic General Hospital	857	31%

Companies with 250-499 Employees		# Employees	Emp. Pledge Per Capita
#1	Somerset County Public Schools	470	76%
#2	Delmarva Power	320	39%
#3	Somerset County Commissioners	250	25%
#4	City of Salisbury	408	19%
#5	Delmarva Community Services	330	16%

Companies with 100-249 Employees		# Employees	Emp. Pledge Per Capita
#1	Bank of Delmarva	114	81%
#2	Interstate Container	133	56%
#3	UPS	142	44%
#4	Credit Plus	235	34%
#5	Coastal Hospice & Palliative Care	171	30%

Companies with 50-99 Employees		# Employees	Emp. Pledge Per Capita
#1	M.A.C.	56	100%
#2	Avery Hall Insurance	54	89%
#3	First Shore Federal Savings & Loan Association	75	87%
#4	PolyOne	85	80%
#5	Lower Shore Enterprises	64	67%

Companies with 25-49 Employees		# Employees	Emp. Pledge Per Capita
#1	Life Crisis Center	39	100%
#2	Salvation Army - Salisbury, MD	33	88%
#3	Worcester County Commission On Aging	25	56%
#4	Servpro of the Lower Shore	29	55%
#5	George, Miles & Buhr	44	55%

Companies with 10-24 Employees		# Employees	Emp. Pledge Per Capita
#1	Diakonia	22	100%
#2	Habitat for Humanity of Wicomico County	10	100%
#3	Bay Area Center for Independent Living	21	90%
#4	Worcester Youth & Family Counseling Services	18	78%
#5	Telamon Corporation	12	75%

Companies with 500+ Employees		# Employees	Emp. Pledge Per Capita
#1	Perdue Farms	1844	\$136
#2	Peninsula Regional Medical Center	2655	\$53
#3	Town of Ocean City	512	\$36
#4	Worcester County Public Schools	1142	\$36
#5	Atlantic General Hospital	857	\$33

Companies with 250-499 Employees		# Employees	Emp. Pledge Per Capita
#1	Delmarva Power	320	\$160
#2	Somerset County Public Schools	470	\$115
#3	Somerset County Commissioners	250	\$34
#4	Delmarva Community Services	330	\$32
#5	Wor-Wic Community College	260	\$28

Companies with 100-249 Employees		# Employees	Emp. Pledge Per Capita
#1	Interstate Container	133	\$213
#2	Bank of Delmarva	114	\$128
#3	UPS	142	\$92
#4	O.C. Seacrets	100	\$77
#5	Sherwin Williams	153	\$72

Companies with 50-99 Employees		# Employees	Emp. Pledge Per Capita
#1	Avery Hall Insurance	54	\$348
#2	M.A.C.	56	\$251
#3	First Shore Federal Savings & Loan Association	75	\$149
#4	PKS & Company	69	\$118
#5	Lower Shore Enterprises	64	\$96

Companies with 24-49 Employees		# Employees	Emp. Pledge Per Capita
#1	Servpro of the Lower Shore	29	\$160
#2	TGivi Group	35	\$137
#3	Worcester County Commission On Aging	25	\$127
#4	Shore Distributors	41	\$111
#5	George, Miles & Buhr	44	\$91

Companies with 10-24 Employees		# Employees	Emp. Pledge Per Capita
#1	Wigglesworth, Layton, Moyers & Chance	11	\$652
#2	Telewire	10	\$208
#3	Atlantic Tractor - East New Market	23	\$159
#4	Twilley, Rommel & Stephens	17	\$148
#5	Delco Packaging Products	10	\$144

MAKING A DIFFERENCE

CORPORATE ANCHOR SOCIETY

★ Increase  New to Level

The prestigious United Way Corporate Anchor Society stands out for Making a Difference in our Community. Companies in this group contribute a corporate gift, grant, sponsorship, or special event (or a combination of all) of \$500 or more, many in addition to offering a United Way Campaign to their employees as of March 31, 2017.

ATLANTIC \$25,000+

Anonymous Donor
The Donnie Williams Foundation 
Pepsi Bottling Ventures ★
Perdue Farms ★
PNC Bank ★

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

Aircraft Service International Group 
Delmarva Power ★
Interstate Container ★
State of MD Volunteer Generation Fund 

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

Avery Hall Insurance ★
Bank of America
Credit Plus ★
Delmarva Media Group
First Shore Federal Savings & Loan Assn. ★
General's Kitchen 
Harrison's Harbor Watch 
M&T Bank ★
Nationwide Insurance Foundation ★
Ocean Amusements 
Peninsula Cardiology Associates ★
Salisbury University
The Richard A. Henson Foundation ★
The Walmart Foundation 
University of Maryland Eastern Shore

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

Blu Crabhouse & Raw Bar 
Delmarva Veteran Builders ★
Devreco 
Dough Roller Restaurants 
Farmers Bank of Willards
Fifth Generation 
Gillis-Gilkerson ★
Happy Jack Pancake House 
Hebron Savings Bank
Herl's Bath & Tile Solutions
Peninsula Eye Center
Peninsula Regional Medical Center ★
PKS & Company ★
Pohanka of Salisbury ★
Sherwin Williams
Somerset County Commissioners
TGM Group
The Original Pool Bar 
Toroid Corporation of Maryland ★
Tronds Pool Care
Worcester County Commission On Aging ★

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

Affiliated Power Purchasers Int'l.
Aviles-Robbins Truck Leasing 
B & E Storage 
Cato Gas & Oil
Chemol Company
Community Foundation of the ES 
Comcast Cable ★
Delco Packaging Products
Delmarva Shorebirds
Draper Holdings Charitable Foundation
Eastern Shore Smile Solutions 
Frontier Town Campground 
Gateway Pediatrics ★
Go-Glass Corporation
Grotto Pizza 
Hanover Insurance Company
Holt Paper Company
John D. Hynes & Associates ★
Kuhn's Jewelers
Law Firm of George G. Strott, Jr. ★
Layton's Chance Winery 
Liberty Mutual ★
Manana Mode Pool Bar & Grill 
McCall Handling Company 
M-Pak Technology
Nelson's Nationwide Insurance ★
Paul Davis Restoration 
Peninsula Imaging
Phillips Crab House 
Rotary Club of Wicomico County
Salisbury Elks Lodge 
Sobo's Wine Bistro ★
Somerset Well Drilling 
South Chicago Packing
Surfin Batty's Beach Bar 
Target
The Embers Restaurant 
The Insurance Market
Travelers Insurance 
Twilliey, Rommel & Stephens ★
Vantage Point Solutions Group

SKIPJACK \$500 to \$999

Allen & Allen 
American Inks and Coatings
Applied Industrial Technologies
Arrow Safety Device Co. 
Atlas Container Corporation
Aurora Senior Living of Manokin
Bank of Delmarva 
BEACON at Salisbury University
Beazley USA Services
Carefirst Blue Cross/Blue Shield
Caribbean Pool Bar & Grille 
Carousel Oceanfront Hotel & Condos
Chesapeake Utilities Corporation
Choptank Electric Cooperative
Chubb Federal Insurance Company
Clear Channel Outdoor
CNA Insurance
DataGuard Recycling 
DaVinci's By The Sea 
Deep End Pool Bar 
Fidelity Fiber Solutions 
Hiscox USA Insurance 
Holloway Funeral Home
Hoppers Tap House 
Hudson Health Services ★
Illinois Tool Works
Johnson & Johnson
Kiwanis of Ocean Pines/OC 
Ocean City Mini Storage ★
Ocean City-Berlin Rotary Club
Phillips Seafood House 
PolyOne ★
Prudential Matching Gifts Program
Ron Jon Surf Shop ★
Rotary Club of Cambridge ★
Salisbury Route 50 Self Storage
Salisbury University Foundation
Sequire Underwriters
Signode Packaging
SmittyMcGee's Raw Bar & Restaurant 
Sub Runners 
SVN Miller Commercial Real Estate
Telewire ★
The Brick Room 
The Hartford
United HealthCare Services 

through CORPORATE SUPPORT

IN-KIND DONORS

2016 Holiday Ball Committee
28th St. Pit and Pub
47ABC/WMDT, CW3, and METV
Acorn Market
Adams Radio Group Delmarva
Mrs. Rachel Alvarez
American Red Cross Delmarva Chapter
Angello's Unique Gifts
Ayers Creek Adventures
Bay Area Center for Independent Living
Bay Shore Development Corporation
BEACON at Salisbury University
Bethany Sports Cards & Collectibles
Bishop's Stock
Black Ankle Vineyards
Blu Crabhouse & Raw Bar
Mrs. Jenna Bowne
Ms. Gemma Shanfield Boyer
Bull on the Beach
Cake Art
Mr. Tyler Carey
Cedar Chapel Special School
Mr. Hsin Cheu
Chincoteague Island Comfort Suites
Choptank River Golf
City of Salisbury
Clear Channel Outdoor
Mr. Robin Cockey
Coco's Funhouse
Comcast Spotlight
Ms. Kim Conway-Dumpson
Costa Ventosa Winery
Crabcake Factory USA
Creative Day Spa
Mrs. Abbi Grier Custis
Delmarva Discovery Center
Delmarva Media Group
Delmarva Power
Delmarva Printing & Design
Delmarva Shorebirds
Dennis Storage Company
Diakonia
Drs. Memo & Veronique Diriker
Dirt Road Outlawz
Dove Pointe
Easterseals of DE and MD Eastern Shore
Eastern Shore Coffee and Water
Embers Restaurant
Dr. Mark Edney
Educational Supplies
Mrs. Catherine Emerson
Entourage Tours
Drs. Jason Evans & Michele Urban
Evolution Craft Brewing Company
Mr. & Mrs. Stephen Farrow
Fixer Upper Fitness
Food Lion
Froggy 99.9
Frontier Town Campground
G.B. Heron & Co. Goldsmiths
Mrs. Sandy Gillis
Great Hope Golf Course
Green Hill Country Club
Mrs. Sandy Grim
Habitat for Humanity of Wicomico County
Harvest Moon Tavern
Headquarters Live
Holloway Tours
Horizons Salisbury
Hudson Health Services

Mr. & Mrs. Bryan Hurst
Hyatt Regency Chesapeake Bay Resort
iHeart Media
James Seip Photography
Jimmie & Sook's Raw Bar
Kelly & Associates
Kirby's Pub
Kitty's Flowers
Mr. Andy Kitzrow
Kuhn's Jewelers
Kurt Reddersen Photography
Kyle Edward Fine Jewelry
Lavender and Lily Photographic Arts
Mrs. Jennifer Layton
Layton's Chance Winery
Lazy River Saloon
Mr. & Mrs. Gus Lebois
Life Crisis Center
Liquid Assets
Ms. Betsy Long
Mrs. Amy Luppens
M.A.C.
Market Street Inn
Maryland State Police Aviation Division
Mayabella's
Dr. & Mrs. Richard Meeks
Mrs. Mary Mengason
Mr. Don "Mutt" Meritt
Ms. Vicki Miele
Mr. & Mrs. Andrew Mommé
Ms. Olivia Mommé
Mrs. Cortney Monar
Mother's Cantina
Mr. & Mrs. Rick Nelson
Mr. Bryan Newton
O.C. Seacrets
OC Wasabi
Ocean City Chamber of Commerce
OC Hotel Motel Restaurant Association
Olde Towne Deli
Ms. Siobhan O'Loughlin
Olympia Fitness Club
On Target Training Center
Ms. Alda Owens
PAC14
Mrs. Susan Parker
Ms. Michelle Paschal
Pemberton Pharmacy & Gift
Peninsula Eye Center
Peninsula Regional Medical Center
PRMC Emergency Services
Perdue Farms
Phillips Seafood
Mr. & Mrs. Scott Phillips
PNC Bank
Pocomoke River Canoe Co.
Princess Royale
PSAV
Mrs. Robbie Raffish
Mr. & Mrs. John Rankin
Recovery Resource Center
Mrs. Karen Reddersen
Mrs. Suzanne Reddish
Ms. Beth Reid
Mr. Jesse Reid
Mrs. Ginny Reid-Matern
Mr. James Respass
Rise Up Coffee
Mr. & Mrs. Don Ritter
River Run

Riverside Grill
Roadie Joe's
Rock Lobstah' Lobster Bar
Mrs. Laura Rodriguez
Rothschild Broadcasting
Mr. Mark Rudnick
Salisbury Jaycees
Salisbury University
Salisbury University Faculty
Salisbury University's Squawkappella
Salon Art
Sam's Club
Mrs. Nan Sartorio
Dr. Samantha Scott
Mr. Randy Scott
Mr. & Mrs. Dana Seiler
Somerset Choice Antiques
Somerset Community Services
Southern Boys Concepts
Southern Wine & Spirits
Mrs. Joy Strand
Mr. & Mrs. Chip Strott
Sunnyside Nursery
Sunnyside Shop
Sushi de Kanpai
Symphony Orchestra at Salisbury University
Tall Tales Brewing Company
Target
Mr. Cole Taustin
Ms. Molly Taylor
The Boardwalk Hotel Group
The City Florist
The Corner Shoppe
The Delmarva Shorebirds
The Dispatch
The Greene Turtle
The Irish Penny
The Newseum
The Salisbury Independent
The Salvation Army Lower Shore
The Voice Radio Network
The Women's Journal
Mrs. Cathie Thomas
Thomas's Fine Jewelry
Mr. & Mrs. Jon Thorsten
Three Sixty at River's Edge
Tito's Handmade Vodka
United Way Board of Directors
University of Maryland Eastern Shore
Vantage Point Solutions Group
Mr. Bobby Vermillion
Vernon Powell Shoes
Mrs. Jane Vickers
Village of Hope
Mrs. Robin Wade
Walgreens - Delmar, DE
Dr. Annette Wallace
Washington Inn & Tavern
Ms. Sonya Whited
Wicomico County Drug Court
Wicomico County Library
Wicomico County Sheriff's Office
Wicomico Nursing Home
Williams Market
Woodsong Country Inn Bed & Breakfast
Worcester County Developmental Center
Worcester County Emergency Services
WRDE/NBC/Coast TV
WSCL-FM
Mr. Ryan Zimmerman

MAKING A DIFFERENCE



TOP 50!

#1 PERDUE FARMS \$412,212

ENCE

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

(Includes contributions reported as of March 31, 2017)

	COMPANY	Amount Raised
#1	Perdue Farms	\$412,212
#2	Peninsula Regional Medical Center	\$146,804
#3	Delmarva Power	\$76,298
#4	Wicomico County Public Schools	\$60,390
#5	Piedmont Airlines	\$57,550
#6	Somerset County Public Schools	\$53,817
#7	"100 Docs" Campaign	\$49,000
#8	Interstate Container	\$47,820
#9	Pepsi Bottling Ventures	\$44,745
#10	Worcester County Public Schools	\$40,987
#11	PNC Bank	\$37,392
#12	Dorchester County Public Schools	\$30,001
#13	The Donnie Williams Foundation	\$30,000
#14	Atlantic General Hospital	\$28,240
#15	Avery Hall Insurance	\$24,050
#16	RPS ISG International	\$20,995
#17	Credit Plus	\$20,971
#18	State of Maryland Volunteer Generation Fund Grant	\$20,454
#19	First Shore Federal Savings & Loan Association	\$19,668
#20	Worcester County Government Employees	\$18,896
#21	Town Of Ocean City	\$18,483
#22	UPS	\$16,296
#23	Bank of Delmarva	\$15,087
#24	Sherwin Williams	\$14,449
#25	M.A.C.	\$14,047
#26	Peninsula Cardiology Associates	\$13,144
#27	PKS & Company	\$12,016
#28	Wicomico Retired Educational Personnel	\$12,000
#29	Somerset County Commissioners	\$11,111
#30	Delmarva Community Services	\$11,061
#31	Coastal Hospice & Palliative Care	\$11,023
#32	City of Salisbury	\$10,505
#33	Bank of America	\$10,121
#34	Wicomico County Employees	\$9,361
#35	PolyOne	\$8,179
#36	McCready Health	\$9,095
#37	K & L Microwave	\$8,733
#38	The Richard A. Henson Foundation	\$8,500
#39	Farmers Bank of Willards	\$8,183
#40	O.C. Seacrets	\$8,008
#41	Delmarva Media Group	\$7,957
#42	Toroid Corporation of Maryland	\$7,832
#43	Nationwide Insurance Foundation	\$7,738
#44	Comcast Cable	\$7,367
#45	TGM Group	\$7,283
#46	Wor-Wic Community College	\$7,242
#47	Wigglesworth, Layton, Moyers & Chance	\$7,176
#48	Pohanka of Salisbury	\$6,972
#49	Gillis-Gilkerson	\$6,960
#50	The Insurance Market	\$6,648



MAKING A DIFFERENCE

WORKPLACE CAMPAIGNS

★ Increase New Campaign

Community kudos to the following companies and organizations who offered employees a chance to Make a Difference through a workplace campaign. (Includes contributions reported as of March 31, 2017)

- 1880 Bank
- 3M Health Information Systems
- AAA Mid-Atlantic - Salisbury
- ADP
- Ameriprise Financial
- AT&T Employee Giving Program
- Atlantic General Hospital ★
- Atlantic Smith Cropper & Deeley
- Atlantic Tractor - East New Market
- Atlantic Tractor - Pocomoke
- Atlantic Tractor - Salisbury
- Avery Hall Insurance ★
- Ayres, Jenkins, Gordy & Almand
- Bank of America
- Bank of Delmarva ★
- Bay Area Center for Independent Living ★
- BB&T
- Benco Dental Supply Company
- Big Brothers Big Sisters of the ES
- Boscov's
- Cambridge International
- Catholic Charities - Seton Center ★
- Cato Gas & Oil
- Chesapeake Housing Mission ★
- Chesapeake Utilities Corporation
- Citigroup
- City of Pocomoke ★
- City of Salisbury ★
- Coastal Hospice & Palliative Care ★
- Coldwell Banker
- Comcast Cable ★
- Community Foundation of the ES ★
- Credit Plus ★
- D3Corp
- Davis, Bowen & Friedel
- Delaware Technical Community College
- Delco Packaging Products
- DeMar-Va Boy Scouts of America ★
- Delmarva Community Services ★
- Delmarva Media Group
- Delmarva Power ★
- Delmarva Veteran Builders
- Diakonia ★
- Dorchester Chamber of Commerce ★
- Dorchester County Public Schools ★
- Dorchester County Government
- Dove Pointe
- DuPont Company
- Easterseals MD Eastern Shore
- Epoch Dream Center
- Fairfax Properties of Salisbury
- Farmers Bank of Willards
- FedEx
- First Shore Federal Savings & Loan Asso. ★
- FirstEnergy Foundation
- Fisher Architecture
- For All Seasons ★
- Four Square Benefits
- Garland Hayward Youth Center
- GE Foundation
- George, Miles & Buhr ★
- Gillis-Gilkerson ★
- Girl Scouts of the Chesapeake Bay ★
- GKD-USA
- Go-Getters
- Habitat for Humanity of Wicomico County
- Hardwire
- Herl's Bath & Tile Solutions
- Holloway & Marvel
- Holloway Funeral Home
- Home Seal Services
- Horizons Salisbury
- Hudson Health Services ★
- IBM Retiree Charitable Campaign
- Illinois Tool Works
- Interstate Container ★
- Johnson & Johnson
- Jubilant Cadista Pharmaceuticals
- K & L Microwave
- Law Firm of George G. Strott, Jr. ★
- Layton's Chance Winery
- Liberty Mutual ★
- Life Crisis Center ★
- Lowe's
- Lower Shore Enterprises ★
- M&T Bank
- MAC, Inc. ★
- Macy's
- Marshall's Nationwide Insurance ★
- Maryland Capital Enterprises
- Maryland Food Bank
- McCready Health ★
- Mid Shore Community Mediation Cntr. ★
- Nelson's Nationwide Insurance ★
- O.C. Seacrets
- Orbital ATK ★
- Peninsula Cardiology Associates ★
- Peninsula Eye Center
- Peninsula Insurance Company
- Peninsula Regional Medical Center ★
- Peninsula Roofing Company
- Pepsi Bottling Ventures
- Perdue Farms ★
- Piedmont Airlines ★
- PKS & Company ★
- PNC Bank ★
- Pohanka of Salisbury
- PolyOne ★
- Recovery Resource Center
- Ricoh USA
- Ron Jon Surf Shop ★
- Rothschild Broadcasting
- RTI International
- Salisbury Area Chamber of Commerce
- Salisbury University
- Salisbury Urban Ministries
- Salvation Army - Cambridge, MD
- Salvation Army - Salisbury, MD ★
- Securus Technologies
- Selective Insurance Company of America
- Servpro of the Lower Shore
- Sharp Energy - Pocomoke ★
- Sharp Energy - Salisbury ★
- Sharp Water Culligan ★
- Sherwin Williams
- Shore Distributors
- Somerset Community Services
- Somerset County Commissioners ★
- Somerset County Public Schools ★
- SunTrust Bank
- SVN Miller Commercial Real Estate
- Target
- TD Bank ★
- Telamon Corporation
- Telewire ★
- TGM Group
- The Adkins Company
- The Insurance Market ★
- The Salisbury School
- Toroid Corporation of Maryland
- Town of Berlin ★
- Town Of Ocean City ★
- Transamerica Agency Network
- Tri-County Council LES of MD
- Twilley, Rommel & Stephens ★
- UPS
- UTZ Quality Foods

through CORPORATE SUPPORT

- United Way of the Lower Eastern Shore ★
- University of Maryland Eastern Shore
- Vantage Point Solutions Group
- Verizon
- Village of Hope ★
- Walmart
- Wells Fargo ★
- Wicomico County Public Schools ★
- Wicomico County Employees
- Wicomico Nursing Home
- Wicomico Public Libraries
- Wigglesworth, Layton & Moyers & Chance ☑
- Wilgus Nationwide Insurance
- William Staples Nationwide Insurance
- WMDT - Marquee Broadcasting
- Worcester County Board of Education ★
- Worcester County Commission On Aging ★
- Worcester County Developmental Center
- Worcester County Government
- Worcester Youth & Family Counseling Services
- Wor-Wic Community College ★



Worcester County Public Schools



McCready Health



Credit Plus



Dorchester County Public Schools



Ron Jon Surf Shop



PKS & Company



Peninsula Regional Medical Center

MAKING A DIFFERENCE

THE UNITED WAY *HOLIDAY* BALL

The 14th Annual Holiday Ball was held at the beautiful Hyatt Regency Chesapeake Bay Resort in Cambridge on December 3, 2016. Breaking all records by raising over **\$175,000** and 478 guests from across the shore demonstrating their true holiday spirit.



Ball Committee

Chip & Connie Strott, Chairs
Ben & Jenna Bowne
Kim Conway-Dumpson
Kacey Decker
Memo & Veronique Diriker
Chelsea Johnson
Amy Luppens
Dick & Margy Meeks
Mary Mengason
Kathleen Mommé
Courtney Monar
Susan Parker
Scott & Lisa Phillips
John & Sally Rankin
Kurt & Karen Reddersen
Samantha Scott
Jane Vickers
Robin Wade
Dennis & Nancy Weller
Sonya Whited



Wesley Cox & Tarrah Tatem with Amy & Brent Miller.



Roy Geiser, Cris & Olesya Taylor, Jennifer & William Layton.

The Event of the Year!

through

SPECIAL THANKS 2016 ROYAL SPONSORS

PRESENTING

Delmarva Media Group
Hyatt Regency Chesapeake Bay Resort

KING & QUEEN

The City Florist
Market Street Inn
Perdue Farms
Salisbury University
University of Maryland Eastern Shore

PRINCE & PRINCESS

Avery W. Hall Insurance
Bank of America
Delmarva Veteran Builders
Devreco
Farmers Bank of Willards
Hebron Savings Bank
Herl's Bath & Tile Solutions
Interstate Container
M & T Bank
Peninsula Eye Center
Peninsula Regional Medical Center
Mr. Chris Perdue
Pohanka of Salisbury
TGM Group
Trond's Pool Care
Ms. Sonya Whited

DUKE & DUCHESS

APPI Energy
Community Foundation of the ES
Mr. & Mrs. Steven Fulkrod
Gillis Gilkerson
Holt Paper
The Insurance Market
Kuhn's Jewelers
Law Office of George G. Strott, Jr.
Mr. Go-Glass
Nelson's Nationwide Insurance
Paul Davis Restoration
Peninsula Imaging
PKS & Company
Southern Wine & Spirits
Twilley Rommel & Stephens
Vantage Point Solutions Group

EARL & COUNTESS

Allen & Allen
Aurora Health Management
The Carousel Resort
Clear Channel Outdoor
Holloway Funeral Home
Rotary Club of Wicomico County
Sun Communities
Mr. & Mrs. Dennis Weller



Dennis Chodnicki with Brady Hartstein & Tina White



Kati & Andy Hartstein with Kim & Brad Gillis



Paula & Mark Garth with Gene & Donna Malone



Jim & Kathy Gray with Kathleen & Andrew Mommé



Dana & Wendy Seiler with John & Deb Breda



Jeri Shelton & Jimmy Sweet with Carol & Stanley Botts, John Allen and Renee Stephens & Joe Sheehy



Mary Lou Hurst with Lisa & Chris Davis and Stephen & Holly Hearne



MAKING A DIFFERENCE

ANCHOR SOCIETY DONORS *raised...*

\$772,795!

The United Way Anchor Society represents the most compassionate and caring individuals on Maryland's Eastern 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 631 individuals and couples raised a heartwarming **\$772,795** for our community in 2016.

(Includes companies contributions reported as of March 31, 2017)

★ Increase ⚓ New to Level

ALEXIS DE TOQUEVILLE \$10,000 +

- Mr. & Mrs. Carlos Ayala ⚓
- Mr. & Mrs. Stephen R. Farrow
- Mr. & Mrs. Mark Garth ★
- Mr. Wayne Ellis & Mrs. Colleen Hazel
- Mr. & Mrs. Morgan P. Hazel
- Mr. Lyle Hogg ★
- Mr. Christopher J. Perdue ★
- Mr. & Mrs. James Perdue ⚓
- Mr. & Mrs. Robert N. Wolpe

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

- Mrs. Brenda T. Beauchamp ⚓
- Mr. James C. Blankenship
- Mr. & Mrs. Pete Bugas
- Mr. Roy Collins ★
- Mr. & Mrs. Randall M. Day ⚓
- Ms. Mary C. Klein ⚓
- Mr. & Mrs. Kennard M. MacMullin ★
- Mr. & Mrs. Andrew Mommé ★
- Mr. & Mrs. Leighton Moore
- Mr. Mark V. Rudnick ⚓



Mr. & Mrs. Steven Fulkrod



Mr. Chris Perdue & Ms. Chrissy Tanner



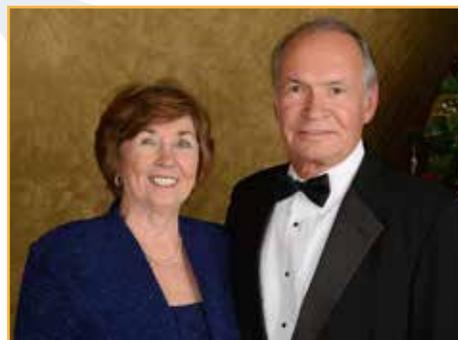
Mr. & Mrs. Mark Garth



Mr. & Mrs. Randy Day



Mr. & Mrs. Jim Perdue



Mr. & Mrs. Stephen Farrow



Mr. & Mrs. Pete Bugas

through LOYAL DONORS

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

Mr. & Mrs. John Ade
 Mr. & Mrs. Anthony Betterson ★
 Dr. & Mrs. Jeffrey S. Baer ★
 Mr. Matthew P. Chance 
 Dr. Robert T. Chasse 
 Ms. Sharon G. Clark 
 Dr. & Mrs. Robert Corcoran
 Mr. Peter Crawford 
 Mr. Edward M. Flanagan 
 Mr. & Mrs. Steven B. Fulkrod
 Mr. & Mrs. Harold B. Gordy
 Mr. & Mrs. Robert B. Harvey 
 Mr. & Mrs. Thomas Hershey ★
 Mr. & Mrs. Stanley Howeth ★
 Mr. & Mrs. Davis E. Jean - Louis 
 Dr. & Mrs. Richard Meeks 
 Mr. James E. Moyers 
 Mr. & Mrs. Martin T. Neat ★
 Mr. & Mrs. Rick Nelson ★
 Mr. & Mrs. Robb Sartorio
 Mr. & Mrs. Dana M. Seiler
 Mr. & Mrs. John Thomas
 Mr. Merrill W. Tilghman, Jr. 
 Ms. Sonya A. Whited 



Mr. & Mrs. Richard Meeks



Mr. & Mrs. Davis Jean - Louis

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

Mr. & Mrs. Raymond Adkins ★
 Mr. & Mrs. John Allen
 Mr. William Arndt ★
 Mr. & Mrs. Bryan D. Ashby ★
 Mr. Leslie M. Baker 
 Mr. & Mrs. Edward G. Banks
 Mr. & Mrs. Ed Barber
 Ms. Nancy W. Barrett
 Mr. & Mrs. Michael Bartemy 
 Ms. Kathy L. Bennett
 Mr. George G. Betton 
 Mr. Jeremy D. Bouchelle ★
 Ms. Cindy Bounds
 Mrs. Betty-Lou L. Bowman
 Ms. Peggy Bradford
 Mr. Carlton W. Bradshaw ★
 Mr. & Mrs. Gary Brown 
 Mrs. Barbara D. Butler 
 Mr. & Mrs. Michael Cannon
 Dr. Stephen L. Capelli ★
 Mr. & Mrs. Charles E. Carpenter
 Dr. Letitia J. Carter
 Mr. Richard L. Catlin ★
 Mr. Bernhard E. Christianson
 Dr. & Mrs. Christopher T. Conyers
 Mr. & Mrs. Robert Core ★
 Ms. Gloria Cornish
 Mr. Glenn A. Covington
 Dr. & Mrs. David Cowall
 Mr. Ernest A. Crofoot
 Mr. & Mrs. Frank J. Cruice ★
 Mr. & Mrs. Lawrence L. Dernulc ★
 Drs. Memo & Veronique Diriker ★
 Mrs. Patricia A. Doherty 
 Dr. & Mrs. William Doyle
 Mr. & Mrs. Dale V. Dryden
 Mr. & Mrs. Jack Duer 
 Mr. & Mrs. Christopher Eccleston 
 Dr. & Mrs. Mark T. Edney
 Mr. & Mrs. Jeffrey Eichelberger ★
 Mr. James E. Ell 
 Ms. Katarina Ennerfelt
 Dr. Bonnie H. Ennis
 Drs. Jason A. Evans & Michele Urban
 Mr. Martin F. Fabac
 Mr. & Mrs. Gerald Farrelly 
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 Mr. & Mrs. Paul E. Ferrier
 Dr. Kathryn M. Fiddler ★

Mr. & Mrs. Gary L. Figgs
 Mr. & Mrs. Roland Finger
 Mr. Roderick H. Flagg 
 Mr. Roger Fleming 
 Mrs. Michelle R. Foose
 Mr. & Mrs. Michael A. Franklin 
 Mr. & Mrs. Herbert D. Frerichs, Jr. ★
 Mr. Timothy A. Frump
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 Ms. Amy S. Hasson 
 Mr. & Mrs. Kevin J. Hayes ★
 Mr. James L. Hearne
 Mr. Ronald W. Hickman
 Ms. Vivian Hoprich
 Drs. Alan and Natalie Hopson
 Mr. & Mrs. David W. Howett
 Dr. & Mrs. Murray Hoy ★
 Dr. Lorenzo L. Hughes ★
 Ms. Michele J. Hughes
 Mrs. Carol S. Humphrey ★
 Mr. & Mrs. Bryan M. Hurst ★
 Mr. & Mrs. Michael Hyland ★
 Mr. & Mrs. Kevin Ireland ★
 Mr. & Mrs. Cameron S. Jackson ★
 Mr. Kenneth M. Janek 
 Mr. & Mrs. Douglas Johnson
 Mr. & Mrs. Lee "Skip" Johnson, III ★
 Mr. Dennis Jones 
 Mr. Donald K. Jones 
 Mr. Stephen B. Keefer
 Mr. & Mrs. William E. Killinger
 Dr. & Mrs. Andras Kovacs
 Mr. & Mrs. Michael R. Koval
 Mr. Eric T. Lagstrom 
 Ms. Faith M. Lauer 

ANCHOR SOCIETY DONORS (CONTINUED) ★ Increase New to Level

Mr. & Mrs. Gaston LeBois, Jr.
 Mr. & Mrs. Steven Leonard ★
 Mr. Stephan Levitsky
 Mrs. Barbara Lewis 
 Dr. Mary Beth & Mr. Torrence Lindsay
 Mr. Jason P. Loar
 Mr. & Mrs. Richard Loscomb 
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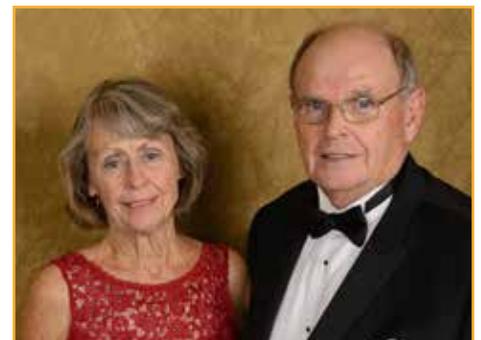
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Mr. Wesley Cox & Ms. Tarrah Tatem



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MAKING A DIFFERENCE

100 DOCS
CAMPAIGN *raised...*

\$47,781!

In its fourth year, "The 100 Docs Campaign" continues to make Make a Difference 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 68 medical professionals ... raising **\$47,781!**

Heartfelt thanks to all of the following most generous and caring "Docs" for their generous support!

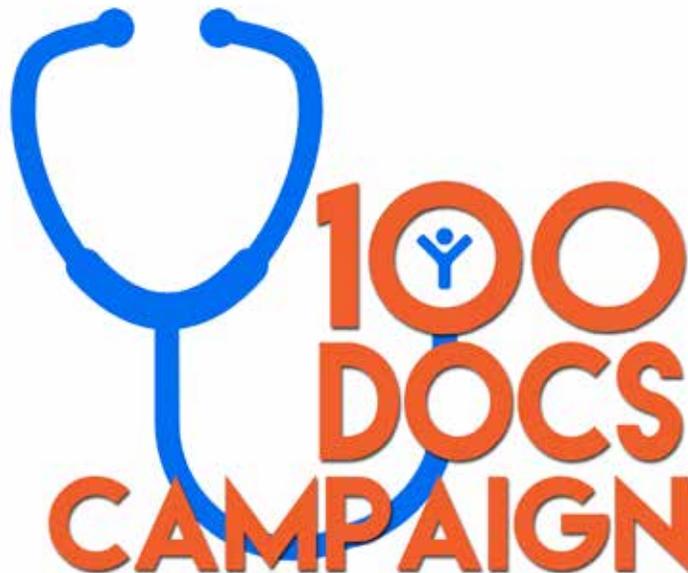
\$1,000+ DONORS

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Dr. & Mrs. William Doyle
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Dr. Lucy Van Voorhees
Dr. & Mrs. Ghulam Waris
Dr. Debra L. Welsh
Dr. & Mrs. Jeffrey Wieland



Dr. Mark Edney
Peninsula Urology

through LOYAL DONORS

WICOMICO RETIRED EDUCATIONAL PERSONNEL *raised...*



\$12,941!

This generous group of Wicomico Educational Retirees continues to be an amazing example of opening their hearts to support others through the Wicomico Retired Educational Personnel Campaign. Led by Campaign Chairperson Extraordinaire, Tom Smith, 144 caring and compassionate retirees raised a RECORD BREAKING ... **\$12,941** for local United Way programs! Teachers, Custodians, Administrators, Nurses, Superintendents & Principals...still Making a Difference in retirement!

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Dora A. Bailey
Mildred R. Bailey
Diana M. Baker
Doris E. Baker
Elizabeth Banks
Priscilla Basehart
Elodie F. Beale
Sharon Belcher
Carol Bisker
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MAKING A DIFFERENCE

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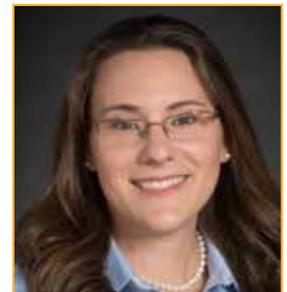
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United Way of the Lower Eastern Shore
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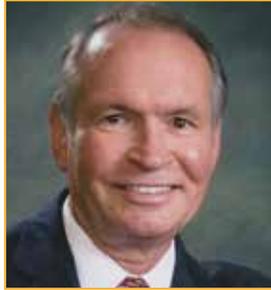
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Dale Dryden Finance Manager | Kacey Decker Special Projects Manager | Tracy Ritter Grants Manager
Stacey McMichael Resource Development Manager | Meg Davis Office Manager | Cathie Thomas Leadership & Planned Giving Officer
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Mrs. Laura Rodriguez
PNC Bank



Mr. Dana Seiler
Vantage Point Solutions Group
United Way Vice President - Wicomico

AWARDS&RECOGNITION

Salisbury Area Chamber of Commerce Awards

Businesswoman of the Year *Kathleen Mommé*

Light of Literacy Awards

Higher Education Luminary *Katie Kirby, Student United Way President*

Salisbury University Student Involvement and Leadership Awards

Most Outstanding Club *Student United Way*

Event of the Year *Student United Way Halloween 5K*

Most Outstanding Community Service Program *Student United Way Resume Workshop*

Emerging Leader *Eleanor Brown, Student United Way Vice President*

MAKING A DIFFERENCE

FINANCIAL REPORT

Statement of Financial Position

ASSETS

Cash and Cash Equivalents.....	312,936
Net Pledges Receivable.....	426,817
Accounts Receivable - Other.....	75,000
Prepaid Expenses.....	58,742
Property.....	31,144
TOTAL ASSETS	\$904,639

LIABILITIES

Accrued Liabilities.....	9,329
Community Impact Funding.....	272,596
Accounts Payable.....	49,173
Donor Designations.....	51,847
Deferred Revenue.....	148,126
TOTAL LIABILITIES	\$531,071

NET ASSETS

Unrestricted.....	271,214
Temporarily Restricted.....	102,354
TOTAL NET ASSETS	\$373,568
TOTAL LIABILITIES & NET ASSETS	\$904,639

Statement of Activities

PUBLIC SUPPORT & REVENUE

2015-2016 Campaign (Less donor designations & pledge loss provision).....	1,540,541
"United Way Forever" Endowment Interest Income.....	121,798
Other Revenue.....	338,389
TOTAL SUPPORT & REVENUE.....	\$2,000,728

COMMUNITY IMPACT & FUNCTIONAL EXPENSES

Community Impact.....	867,008
Program Services.....	737,034
Management & General.....	102,824
Fundraising.....	403,088

TOTAL COMMUNITY IMPACT & FUNCTIONAL EXPENSES..... \$2,109,954

YEAR END NET DIFFERENCE..... -\$109,226

TOTAL NET ASSETS SEPTEMBER 1, 2015..... \$482,794

TOTAL NET ASSETS AUGUST 31, 2016..... \$373,568

TOTAL "UNITED WAY FOREVER" ENDOWMENT

HELD AT THE COMMUNITY FOUNDATION AUGUST 31, 2016..... \$2,475,028

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, 2016. A complete audit report is available upon request.

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

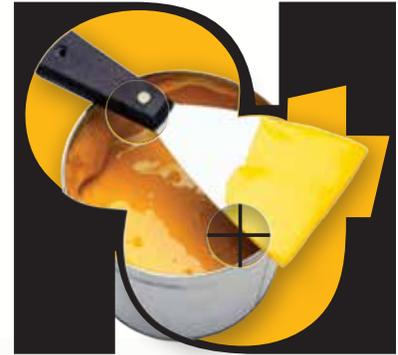
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Andrea and I are very happy to be part of a business community that has the generosity and the desire to give back as part of its DNA. We view the printing of the United Way Annual Report as our way to openly display the efforts by the businesses, organizations, and agencies that strive daily to better the lives of everyone in our community.

In support of United Way,
Darrell & Andrea Fearin
Owners of Delmarva Printing & Design, Salisbury, MD
& Rogers Graphics Commercial Printers, Harbeson, DE

"Each of you should give what you have decided in your heart to give, not reluctantly or under compulsion, for God loves a cheerful giver." ~ 2 Corinthians 9:7 NIV



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SALISBURY, MARYLAND 21801

MAKING A DIFFERENCE IN
WORCESTER, WICOMICO, SOMERSET & DORCHESTER COUNTIES IN MARYLAND
SINCE 1944

