A single mother struggling to find affordable, quality child care in order to maintain employment and provide opportunities for her children.

A family coping with financial stress, a mental illness and a child with unmet dental needs.

A lonely senior citizen struggling to fix meals and maintain their home, striving to remain independent.

Each of these people, and the thousands more like them in our community, aspires to achieve their dreams, support their family, and live with dignity.

Over 90 years of local experience, in conjunction with the experiences of our national United Way network, teaches us that integrated, community-wide solutions offer the best chance of helping them succeed and make our community a stronger, healthier place for all.

That’s why we join together to come alongside of individuals and families in need. Our community is stronger when we Live United. Together, we are fighting harder than ever to build stronger lives, stronger families, and a stronger community that allows everyone to reach their potential.

United Way goes beyond single-issue solutions and temporary fixes. Our community impact strategies are integrated and focus on ensuring children are prepared for school; youth develop skills and abilities they need to thrive in the job market; and people of all ages have an opportunity to improve their living conditions, economic status, and live a healthy life.

Within this report, you will find examples of the results driven by our impact agenda. Most importantly, you will be reminded that for every program, every new initiative and every dollar raised, individual lives have been changed forever.

We do it by mobilizing the community, forging partnerships, and building coalitions. We find solutions tailored to the challenges of our ever-changing world, at the individual, community, and systems levels.

Our solutions are based on local needs – ensuring they make a defining impact in homes, schools, and workplaces right here in Olmsted County. The evidence of our work is pervasive and is highlighted throughout this annual report.

This fight is joined by partners from every sector of our community. We foster relationships and build trust between companies, government agencies, nonprofits, and individuals to bring all voices and stakeholders to the conversation and to develop solutions together.

Our community will evolve – and United Way will continue to adapt alongside it – but no matter the time or place, people are being touched because communities are choosing to come together.

That’s the power of community building. That’s what it means to Live United. When you choose to get involved, to give back to the community through the United Way, you are impacting the entire spectrum of need, through a single act.
United Way of Olmsted County was established in 1925 as a community chest fund and has emerged over the past two decades as a community impact organization. The development of the community impact model is the product of a long history that has built upon nearly a century of work to help create a better, stronger, and more vibrant community in Olmsted County. Through its entire 90 year history, working together in support of people in need has been the central focus.

Uniting people and resources to improve people’s lives in our community.

There is boldness in all of us. And when we LIVE UNITED we can take on the critical problems in our community. In the right circumstances we can ignite that boldness to pull ourselves up and extend a hand to someone else. By providing people the tools to succeed, we can do more than help one person overcome the odds. Because BOLDLY we unite. UNITED we fight for individuals in need, and UNITED we win for ALL.

To be an agent of community change that inspires hope, creates opportunity, and champions people in need.

We win by living UNITED. By forging unlikely partnerships. By finding new solutions to old problems. By mobilizing the best resources. And by inspiring individuals to join the fight against our community’s most daunting social crises. No matter the odds, we surround a problem, and we fight to win—with results to show for it. We have one life. To live better we must be BOLD, we must LIVE UNITED.
As highlighted throughout this report, last year was another very active and productive year at United Way of Olmsted County. By connecting thousands of donors and volunteers throughout our community with strategies grounded in research, we have once again improved lives of people in need and helped make our community a better, healthier place.

All of us want to live in thriving communities with quality education, good health, and strong financial stability – where everyone reaches their potential.

Thank you for being a significant part of our community and for your contributions to United Way.
When children and youth have strong, stable learning and growing environments, they can be more successful in achieving lifelong success and reaching their potential.

Without good, stable health, people struggle to provide adequate income and pursue education for reaching their potential.

Living in a financially stable household is a major determining factor in the education and future success of children.
Our United Way Partnerships
Helpers in Our Own Community

**Wes Brandenburger**
**Helps to Ensure Knowledge + Skills**

“We know a vital and productive society is built upon a foundation of healthy childhood development. The lifelong cost of childhood stress are enormous, leading to adverse impacts on learning, behavior, and health. Through our partnership with United Way, we are able to offer effective early childhood intervention and provide critical opportunities to prevent these undesirable outcomes and generate large benefits for all of society.”

**Cindy Norgard**
**Helps Fight for a Healthy Life**

“We feel the success of our programs whenever we help bridge someone in need to resources that will help them become more successful. It is hard to be successful in other parts of your life if you do not have your health, if you are in pain or unable to afford medicine for your chronic conditions. Meeting these basic needs, while at the same time providing connections to ongoing insurance, prescription access, and other community resources is a core service in our Good Samaritan Health Clinics.”

**Abdirahman Hassan**
**Helps to Build a Strong Foundation**

“United Way of Olmsted County plays an important role in supporting Three Rivers’ work in addressing barriers to homeownership faced by households throughout Olmsted County. Through United Way’s support, we are able to deliver local culturally-tailored financial coaching services that help first-time homebuyers successfully purchase affordable homes in the community. I am able to see the result of the hours spent to assist families achieve their goals in housing stability and succeed in reaching housing stability in their lives.”
Our United Way Programs
Vital Assets Within Our Own Community

Angela Daley
Helps to Ensure Knowledge + Skills

“I volunteer with United Way’s My Free Taxes program, which helps low-income workers claim the refunds and credits they’ve earned. I find value in assisting families that may otherwise be missing an opportunity to increase their annual incomes. I also enjoy knowing that a portion of those monies returned gets spent in our local community. And what really excites me is when someone returns the following year and you can see improvement in their ability to file their returns; of course we are there to assist but what better way to witness empowerment!”

Justin Stoll
Helps Fight for a Healthy Life

“The Community School is a wraparound strategy that promotes student well-being by aligning the expertise and resources of Rochester’s health community to support students in their physical, social and mental health needs. We take steps together towards collaborative leadership, with the establishment of formal committees and informal work groups (monthly partner lunches, health and social support committee, site community school leadership teams, etc.) and as a Community Schools Partnership Specialist, I help to manage communication, planning and continuous improvement across the partnership.”

Julia Johnson
Helps to Build a Strong Foundation

“When people in Olmsted County are unsure of which health or social service agency would help meet their needs, United Way 2-1-1 call specialists are there, 24/7/365 to help out. We can act as a link in accessing programs to meet basic needs, local government offices, disaster recovery services, financial help, domestic violence shelters, community centers, clinics, and so much more. Whether someone is trying to find out where to renew their driver’s license, or struggling to pay rent, community members can depend on 2-1-1 call specialists, day or night, to help point them in the right direction.”
EDUCATION UNLOCKS POTENTIAL. IN OLMSTED COUNTY, **84%** OF ALL STUDENTS GRADUATE ON TIME, BUT THE RATE DROPS TO **70%** FOR STUDENTS ON FREE OR REDUCED PRICE LUNCH PROGRAMS. RESEARCH INDICATES THAT STUDENTS SUCCEEDING IN SCHOOL GO ON TO HAVE MORE SUCCESSFUL OUTCOMES AS HIGH SCHOOL GRADUATES. STUDENTS WHO DROP OUT ARE **72%** MORE LIKELY TO BE UNEMPLOYED.

UNITED, WE’RE SUPPORTING QUALITY EARLY CHILDHOOD EDUCATION, AFTER-SCHOOL PROGRAMS, READING TUTORS, MENTORS, YOUTH DEVELOPMENT PROGRAMS, BOOKS FOR CHILDREN, SCHOOL SUPPLIES, AND MORE TO ENSURE FUTURE GENERATIONS ARE ON A PATH TOWARD SUCCESS.
A snapshot of our work in education

Youth in Olmsted County are now building healthy relationship skills with help from youth after-school & summer programming and activities within programs like Girl Scouts ConnectZ and partners like Boys & Girls Club of Rochester.

Children in need are now achieving age-appropriate developmental milestones to help them become kindergarten ready through programs like Success by Six and the Tots Room at Gage East Apartments.

People in need are now completing financial literacy programs with help from partners like Catholic Charities and Three Rivers Community Action and through programs like Family Stabilizer and Refugee Resettlement.

Wes Brandenburger
GAGE EAST-SITE DIRECTOR

“Our successes are not always immediately noticeable, and they may seem insignificant, yet sometimes it’s the little things we do that have the biggest impact of all.”
Good physical, mental, and dental health increases quality of life. 27% of Olmsted County residents are considered obese, and people with lower education and income have higher rates of oral/dental disease. The community needs stronger mental and dental health systems for those most vulnerable, as well as residents who are under-insured or uninsured.

United, we’re providing health and dental care to people who need it most, preventive dental care education, mental health education, and more to ensure the most vulnerable in our community are able to improve their health.
A SNAPSHOt OF OUR WORK IN HEALTH

331
People in need received early interventions for mental illness in community settings (behavioral and mental health care) with help from programs like Community Health Worker, and Senior Independence.

1,331
Children and youth in need received preventive dental care, including individualized case management, teeth cleaning, and x-rays from partners like Children’s Dental Health Services and programs like Community Health Worker.

4,250
Services were delivered to people in need of acute and chronic care or continuity of care from important programs like the Good Samaritan Health Clinic.

CINDY NORGARD
DIRECTOR OF SOCIAL SERVICES - SALVATION ARMY
“Our partnership with United Way allows us to serve those most in need in Rochester and surrounding areas. No one person and no one agency can do all of the work that needs to be done by themselves. Strong partnerships allow us to build a stronger, healthier community which benefits us all.”
LIVING IN A FINANCIALLY STABLE HOUSEHOLD IS A MAJOR DETERMINING FACTOR IN THE EDUCATION AND FUTURE SUCCESS OF CHILDREN. UNITED WAY HELPS MEET THE BASIC NEEDS OF FOOD, SHELTER, AND SAFETY IN OLMSTED COUNTY. BOLDLY, WE’RE HELPING SENIORS REMAIN INDEPENDENT, PROVIDING CRISIS CHILDCARE, LEGAL SUPPORT, SAFE CHILD VISITATION, RENT ASSISTANCE, TRANSITIONAL HOUSING, FOOD AND MORE TO ENSURE BASIC NEEDS ARE BEING MET.

UNITED, WE’RE PROVIDING JOB TRAINING, FINANCIAL LITERACY COURSES, JOB COACHING, TAX FILING ASSISTANCE, AND MORE TO HELP PEOPLE IN OUR COMMUNITY BECOME MORE FINANCIALLY STABLE.
A SNAPSHOT OF OUR WORK IN INCOME + BASIC NEEDS

3,085,739
Nutritious meals were delivered to people in need by programs like Meals on Wheels, meals served community-style by programs like Noon Meal, and food distributed through food shelves like Channel One.

261
People in need received immediate, short-term shelter with help from partners like Salvation Army and Lutheran Social Services and through their programs, LINK and Rent Assistance.

920
Seniors in need received case management support with help from partners like the Elder Network and Family Service Rochester, and through programs like Meals on Wheels and Senior Independence.

ABDIRAHMAN HASSAN
THREE RIVERS COMMUNITY ACTION - EMERGING MARKETS OFFICER
“I’ve learned a great deal about the needs of working families and how to lessen the barriers in achieving homeownership. I am so fortunate to work alongside with United Way and other agencies such as IMAA to further achieve and meet the needs of clients to reduce any additional barriers.”
WE WIN BY LIVING UNITED.

By forging unlikely partnerships. By finding new solutions to old problems. By mobilizing the best resources. And by inspiring individuals to join the fight against our community’s most daunting social crises.

Together, we involve experts and leaders, practitioners and people from all walks of life into the solution conversation. We’re the stop-talking-start-doing-band-together-and-take-on-impossible-task-masters. No matter the odds, we surround a problem, and we fight to win—with results to show for it.

United Way engages a strategic and diverse network of community supports to help address the complex causes of poverty by creating long-lasting change in the interconnected areas of knowledge and skills, a healthy life and a strong foundation. These partnerships and the rest of United Way’s work help change community conditions that challenge all lives, bring people together to create lasting solutions, and improve lives today for better communities tomorrow.

KINGDOM + SKILLS

Gage East Apartments: Center City Housing Corporation
Girl Scout Connectz: Girl Scouts of MN WI River Valleys
LEAD Mentorship: Olmsted County
Rochester Reading Champions: Rochester Public Library
Sports Mentorship Academy: Sports U
Teen Ascent: Boys & Girls Club of Rochester, Quarry Hill Nature Center
Youth After School & Summer Programming: Boys & Girls Club of Rochester
Y-Mentors: Rochester Area Family YMCA

A STRONG FOUNDATION - IN INCOME

Achieve Homeownership: Three Rivers Community Action
Family Stabilizer: Family Promise Rochester
Financial Literacy: Catholic Charities Rochester
Pathways to College and Career: Hawthorne Education Center
Refugee Resettlement: Catholic Charities
Access Home: The Salvation Army

A STRONG FOUNDATION - BASIC NEEDS

Crisis Nursery: Families First of Minnesota
Family Access Center: Family Service Rochester
Food Shelf: Channel One Regional Food Bank
Living Independently with Knowledge (LINK): Lutheran Social Service of Minnesota
Legal Assistance: Legal Assistance of Olmsted County
Meals on Wheels: Family Service Rochester
Noon Meal: The Salvation Army
Rent Assistance: The Salvation Army
Senior Independence Collaborative: Elder Network, Family Service Rochester, The Salvation Army
Supported Employment: Ability Building Center, PossAbilities

A HEALTHY LIFE

Community Health Worker: Intercultural Mutual Assistance Association
Families Matter: Family Service Rochester, NAMI Southeast Minnesota
Good Samaritan Health Clinic: The Salvation Army
Happy Teeth: Children’s Dental Health Services
Silver Creek Corner: Center City Housing

2017-2018 PROGRAM + PARTNERS
“My family received a helping hand, it can happen to any family, at any time. And it can send your life in a different direction."

Now when making our annual community investment decisions, we use this simple guide - if not now, when? If not me, who?

“...It all adds up when everyone does what they can, and it can really make a difference!”

-Paul Tieskoetter

“Growing up in a rural community, our dinner table conversations included talk about helping others and being charitable by sharing what you can and because of this I grew up with a giving attitude.”

“Since my first pledge 35 years ago, I have always participated in the workplace campaign. I feel United Way provides options to educate employees on ways to give back and services provided with the support of United Way.”

-Paul Tieskoetter

“"I feel it’s extremely important for those who have been given much to give back to those less fortunate. I have been blessed with so much in my life that giving to United Way and all they do is only a very small thing I can do in return.”

-Dr. Teri Rummans

“Being a Leader in Giving is a way to support our community and those who can use a helping hand. RSM helps provide school supplies for Running Start for School.

I feel it is important to set a larger example by increasing our gift and being a role model for others.”

-Chad Anderson, CPA

“It was ingrained in me early on in my life that you should do what you can to help others.

During the Mayo Community Giving Campaign, every dollar counts and United Way does a good job of explaining where gifts are helping.”

-Carla Tentis
## Our United Way Financials

Growing & Changing in Our Own Community

Revenue, expenses, assets, and liabilities for the year April 1, 2017 - March 31, 2018. Visit [www.uwolmsted.org/accountability](http://www.uwolmsted.org/accountability) to view the organization’s full audit report.

### Revenue

- Public Support: $3,570,235
- Donor Selected Designations: -$636,595
- Estimated Uncollectible: -$143,995
- Uncollected Pledge Adjustments: $17,250
- Programs & Grants: $288,973
- Building Rental: $11,689
- Administrative Fees: $7,126
- Investment Income: $144,752
- Contribution of Bequest & Trusts: $65,000

**Total Revenue**: $3,324,435

### Expense

- Grants & Program Services (Community Fund): $2,181,311
- Donor Selected Designations: -$636,595
- United Way Programs: $379,189
- Community Impact: $415,344
- Development & Fundraising: $464,138
- Management & General: $296,007

**Total Expenses**: $3,099,394

### Change in Net Assets

**Change in Net Assets**: $225,041

United Way of Olmsted County unites people and resources to improve lives in the community with a focus on knowledge and skills, a healthy life, and a strong foundation - the building blocks for a good quality life.
### ASSETS

- Current Assets: $4,842,480
- Property & Equipment: $570,323

**Total Assets:** $5,412,803

### LIABILITIES

- Current Liabilities: $1,103,367

**Total Liability:** $1,103,367

### NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted Net Assets</td>
<td></td>
</tr>
<tr>
<td>- Undesignated General</td>
<td>$383,116</td>
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<tr>
<td>- Property Investment, net of related debt</td>
<td>$558,476</td>
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<tr>
<td>- Board Designations</td>
<td>$567,824</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$2,800,020</td>
</tr>
</tbody>
</table>

**Total Net Assets:** $4,309,436

### NET ASSETS + LIABILITIES

<table>
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</tr>
</tbody>
</table>

**Total Net Assets + Liabilities:** $5,412,803

### Fundraising vs. Administration

- **Fundraising:** 12%
- **Administration:** 8%
- **Programs & Services:** 80%
- **Knowledge + Skills:** Education, 38%
- **A Healthy Life:** Health + Wellness, 21%
- **A Strong Foundation:** Income + Basic Needs, 40%

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Executive Assistant

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**GIVING WITH CONFIDENCE**

With a commitment to transparency, accountability, and results, United Way of Olmsted County enables you to make a difference right where you live and see the difference you are making.

**CHARITIES REVIEW COUNCIL: MEETS STANDARDS SEAL**

United Way of Olmsted County meets all 27 Accountability Standards of the Charities Review Council. National guidelines allow for up to 30 percent of donations to be spent on administrative costs. We spend approximately 20 percent.
Women United, unifies the collective caring power of women who are Leaders in Giving.

Women United is an affinity group of United Way. United Way of Olmsted County’s Women United promotes support of signature issues impacting early childhood literacy and helping children & youth succeed in school.
ALEXIS DE TOCQUEVILLE

Mike & Mary Harper
Andrew Slain
Lois A Jorstad Trust
Vanda A. Lennon*
Mary Ellen & Mark Warner*

2 Anonymous

DIAMOND

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Daniel & Carmen Breitkopf
Jennifer St Sauver & Mark Keegan
Dr. Ebbie Stewart & H. Paul Zellweger
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Danielle Vlazny
Rosalie Vondrashek*
Phil & Sue Wheeler*
Pat Whisnant*
John & Irene Wiltsie

3 Anonymous

* Recognizes United Way Loyal Contributors, giving to United Way for 10 years or more.
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Drs. Constance Williams & J Michael Bostwick*  
Megan & Jeremy Williams*  
John & Gretchen Winter*  
2 Anonymous

To me, Living United means being part of a community and giving back to those in need. I believe in contributing to both where I live and where I work.”
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Rob & Heidi Alberts*
Julie & Patrick Aldrich
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Timothy & Rodica Alexander
Anthony Alford
Jeff Allen
Barm & Karen Alsbrook
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Ann & Clark Anderson*
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Michael Anderson
Paul & Sue Anderson*
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Dr. Raymond & Judy Auger*
Chris Austin
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Anne & Mark Baron*
Kathy & Paul Bartemes
Carol Berteotti & Dave Beal
John Beck*
Scott & Andrea Beck*
Pamela Becker
Debbie Bennes
Keith & Johanna Berge
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Matt Bernstein & Rhoda Lichy*
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Patricia Carlson
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Dan & Susan Crowell*
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Gene & Sandy Dankbar*
Justin Davis
Amy Degnim
Leslie Demmer
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