UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

School of Social Work

Annual Report 2019

United Against Poverty

Organization-Wide
Dear Cherished Supporter,

You may be familiar with The Hippocratic Oath that doctors take to uphold ethics and standards in the medical field...but have you heard of *The Oath For Compassionate Helpers*? Created by Philanthropist, Urban Activist and Author Dr. Bob Lupton, *The Oath For Compassionate Helpers* is a vow that nonprofit workers can take to ensure your generous gifts are put to work in a way that is dignified, effective, and encourages accountability. In this annual report, I am excited to share with you ways in which your investments helped others help themselves while upholding The Oath in 2019.

Limit one-way giving to crises and seek always to find ways for legitimate exchange. Throughout the year, your support and compassion helped lift the lives of 28,464 unique households. Families participated in our Member Share Grocery Program 518,953 times and retained $15.5 million that they could redirect to other basic necessities all while maintaining dignity by contributing a small handling fee. Those in difficult situations turned to our Crisis Stabilization team a total of 39,724 times—not for a handout, but rather a hand UP as they worked to find stability and regain the confidence needed to build a prosperous life for themselves.

Never do for others what they can do for themselves. Your investment helped 199 individuals overcome their barriers to employment and secure jobs through our Success Training Employment Program. These participants completed 120 hours of classroom instruction in the areas of emotional intelligence, workplace skill development and job acquisition training. Throughout the year, a total of 151 families successfully lifted themselves above the poverty line, 68 of which went on to achieve self-sufficiency with household income above 200% of the federal poverty level.

Put the interests of our neighbors in need above our own self-interest. In 2019, our community came together to give selflessly. Individuals, foundations, community partners and corporations gave $2,841,294 in Annual Fund support—helping empower our neighbors in need to break the cycle of poverty. Above and beyond these financial gifts, hardworking volunteers invested 80,321 hours of time and talent. Valued at $1.9 million, these volunteer hours kept our operating costs down and helped to maintain a low 12.1% annual fund administrative rate.

Thank you for investing in those who are motivated to transform their lives. We could not do this important work without you.

Gwendolyn Butson
Chief Executive Officer
A LOOK BACK AT 2019

28,464 Unique Households Served

39,724 Units of Stabilization Services Provided in our Life Enrichment Center

Our Member Share Grocery Program Helped Families Retain $15.5 Million

An Average of 244 New Individuals Enrolled in our Programs Each Week

199 STEP Graduates Employed

151 Families Lifted Out of Poverty
Your Impact

Through the generous resources you entrusted to us, we were able to reach out and lift the lives of 28,464 families who would otherwise go unnoticed. Whether it's an investment of wealth, talent or product, we pride ourselves in putting your gift to work in the most efficient way possible—right here in the Sunshine State.

YOUR MONETARY GIFTS

For every $1 you donated to our Annual Fund in 2019, 87.9¢ went directly to programs and activities designed to help lift our neighbors from poverty to economic self-sufficiency. This is among the best ratios nationwide for a social service organization.

In 2019, Volunteers Served 80,321 Hours

YOUR GIFTS OF TIME & TALENT

Total Value of Volunteer Service in 2019

$1,930,917

*According to Independent Sector’s Florida Value of Volunteer Time Report

6,594 incredible individuals gave a HAND UP in 2019

YOUR GIFTS OF PRODUCT

More than 80 generous Product Partners from across 125 locations donated a total value of $7,354,108 in food and household items to our UP Centers in 2019.

Our Product Partner Committee helps ensure we can deliver enough nutritious food directly into the hands of those who need it.
Financial Statement
FISCAL YEAR JANUARY 1 – DECEMBER 31, 2019
To maintain the highest level of fiscal responsibility, Kmetz, Elwell, Graham & Associates Certified Public Accountants conducts an Independent Audit of our organization each year.
The below summary is reflective of our entire organization, including the Indian River, St. Lucie and Orlando locations.

Operating Revenue

<table>
<thead>
<tr>
<th>Source</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Share Grocery Program &amp; Redist</td>
<td>$9,038,841</td>
</tr>
<tr>
<td>Public Support</td>
<td>$2,841,294</td>
</tr>
<tr>
<td>Other Income</td>
<td>$205,161</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING REVENUE</strong></td>
<td><strong>$12,085,296</strong></td>
</tr>
</tbody>
</table>

Operating Expenses

<table>
<thead>
<tr>
<th>Expense</th>
<th>Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Activities</td>
<td>$10,037,906</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$649,576</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$738,069</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING EXPENSES</strong></td>
<td><strong>$11,425,551</strong></td>
</tr>
</tbody>
</table>

Net Assets

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning of Year</td>
<td>$9,751,602</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>$2,223,256</td>
</tr>
<tr>
<td><strong>END OF YEAR</strong></td>
<td><strong>$11,976,858</strong></td>
</tr>
</tbody>
</table>

12.1% ANNUAL FUND ADMINISTRATIVE RATE

We are proud to operate well below the BBB Wise Giving Alliance Recommended Standard 35% Administrative Rate

The below summary reflects financials related to our Capital Campaign in Indian River County. The goal of this special, one-time project was to move existing operations at our partially-leased US-1 location to a new UP-owned site across the street, consolidating all programs under one roof.

Capital Campaign

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indian River Capital Campaign Revenue</td>
<td>$2,012,929</td>
</tr>
<tr>
<td>Indian River Capital Campaign Expenses</td>
<td>$447,418</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Audited Revenue</td>
<td>$14,098,225</td>
</tr>
<tr>
<td>Total Audited Expenses</td>
<td>$11,872,969</td>
</tr>
</tbody>
</table>
DEMOGRAPHICS

100% of the households served fall at or below 200% of the Federal Poverty Level.

PARTICIPANT ETHNICITY

- 30.5% Caucasian
- 24.8% Hispanic
- 23.7% African American
- 4.2% Haitian
- 1.3% Asian
- 0.2% Pacific Islander
- 0.2% Native American
- 0.4% Arabic
- 8.3% Other
- 6.4% Not Reported

PARTICIPANT AGE

- 0.3% 0-18
- 14.3% 19-34
- 17.7% 35-44
- 20.1% 45-54
- 22.9% 55-64
- 22.1% 65+
- 2.6% Not Reported

PARTICIPANT COUNTY

- 33.9% Orange
- 32.2% St. Lucie
- 23.5% Indian River
- 2% Osceola
- 1.1% Brevard
- 1.1% Seminole
- 1% Okeechobee
- 0.6% Martin
- 1.7% Other
- 2.9% Not Reported
“When Indian River Community Foundation awards a grant, we look for characteristics such as an engaged board, effective management, financial stability and program results. United Against Poverty consistently demonstrates each of these and more. We are proud to support the organization’s mission and its meaningful efforts to make life better for community members in need.”

- Jeff Pickering
  President and CEO
  Indian River Community Foundation

“We are proud supporters of United Against Poverty. Their Member Share Grocery, Crisis Stabilization, Education and Employment Training programs give the underprivileged the tools with which to be all that they can be as self-supporting, contributing, emotionally and physically healthy members of our society.”

- Norm and Sandy Stevenson

“United Against Poverty is making a positive difference in the lives of individuals and families across Central Florida who face food insecurity, barriers to workforce opportunities and healthcare challenges. Bank of America was proud to honor them with our 2019 Neighborhood Builder Award—including $200,000 in unrestricted funding and leadership training.”

- Jodie Fordman
  SVP, Market Manager
  Bank of America

“United Against Poverty impacts the community in so many admirable ways. Their tireless work to help our neighbors out of poverty is inspirational. Partnering with UP is just one of the ways FP&L is involved with the communities we serve to make Florida an even better place to work, play and raise a family.”

- Kate Cotner
  Senior External Affairs Advisor
  Florida Power & Light Company
Throughout the year, countless compassionate community members engaged with our mission in unique and meaningful ways as part of our special events. Thank you to our enthusiastic attendees, hardworking volunteers and generous sponsors for making our 2019 events such a success!

On February 9, 238 friends enjoyed an evening of dining, dancing and bidding at the 6th Annual Valentine Ball, which raised $210,549 in support of programs at our Indian River UP Center.

On March 30, 120 runners, joggers and walkers donned novelty glasses and became a “Blessing in Disguise” at our St. Lucie UP Center’s Inaugural Foot’s Day 5K, raising $9,025 in crucial support for United Against Poverty programs.

On October 24, our St. Lucie UP Center hosted their annual Hand Up Luncheon, where more than 180 attendees enjoyed a program filled with inspiring success stories, eye-opening statistics and meaningful ways the community can join together to move the needle on poverty.

On November 9, 115 attendees came out in their denim chic attire for our Orlando UP Center’s 2nd Annual Bubbly & Blue Jeans Gala, raising $183,150 to help inspire and empower our neighbors in need.

More than 1,000 runners, joggers and walkers gave back to their community at the 6th Annual Quack Attack on Poverty 5K on February 16—raising $43,911 for our Orlando UP Center.

More than 400 friends and advocates joined in the fight against poverty at our Orlando UP Center’s 13th Annual Hand Up Luncheon on October 4, raising an incredible $166,120 and an additional $69,265 in future pledges.

A sold out crowd of more than 5,000 came out on June 29 for the 4th Annual Burgers & Brews Festival—raising $80,000 in valuable support for our Indian River UP Center.

Many of our compassionate supporters gathered on April 16 to celebrate the start of construction as we broke ground on the new Indian River UP Center.

Our partners at Treasure & Space Coast Radio brought the community together to offer a Hand UP for the Holidays during our 11th Annual Radiothon on November 7. Many generous sponsors and compassionate listeners phoned in to donate to our Indian River and St. Lucie UP Centers.

A record 2,200 runners started off their Thanksgiving by giving back at our 12th Annual Trot Against Poverty 5K, raising an incredible $101,146 for our Indian River UP Center.
OUR 2019

Dan Pugh
Corporate Board Chairman

Peter Bijur
Corporate Board Vice Chairman

Bob Boeschen
Corporate Board Treasurer

Kent Whittaker
Corporate Board Secretary

Don Drinkard

Bill Frick

Bernie Kastory

Barbara Lowry

Tom McLaughlin

Baerbel O’Haire

Vikki Thomson

Frank Wan
Thank you to our generous investors for giving a hand up in 2019!

$200,000+
Complete Care
The Leo and Peggy Pierce Family Foundation

$100,000 - $199,999
Bank of America
Bill and Susan Dake
Don and Linda Distinard
John and Charles Klein
The Estate of Donald and Ursula Croll

$50,000 - $99,999
Peter and Kjerstine Bijur
Tom and Carol Cottrell
Dick and Betsy DeVos Family Foundation
Robert and Wheatie Gibb
Heart of Florida United Way
Indian River Community Foundation
Bernard and Linda Kastory
Longview Foundation
Robert and Nancy Puff
Randy and Sandy Polf
Vincent Rain and Carla Meyer
Warren and Virginia Schwein
Bob and Carmen Sterk

$25,000 - $49,999
Anonymous
Paul and Jayne Becker
Central Florida Women’s League
Jeff and Debbie Chandler
City of Orlando
Donald and Cindy Diebel
Elizabeth Morse Genius Foundation
Florida Blue
William and Laura Frick
Bill and Eva Gurney
Robert and Patricia Hemingway Hall
John Island Community Service League
Johns Island Foundation
Doug Kegler
Orlando Health
Cindy Schneider and Edward Symons
Norm and Sandy Stevenson
The Educational Foundation of America
The James and Claribel Mulholland Private Foundation
The Joe & Sarah Galloway Foundation
WellCare Health Plans
William and Helen Thomas Charitable Foundation
Robert and Frances Zeldorf
$10,000 - $24,999

ADEPT Leadership, LLC
AdventHealth Orlando
Chuck and Venita Allison
Carol Baldwin
Scott and Terri Bates
Bernard Egan Foundation, Inc.
Bob and Emillee Barr
Minter Byrd
Carlton Keen Miller Trust
Carpenter’s Fund
Chesley Magruder Foundation, Inc.
Scott and Sherry Crossman
Chuck and Marybeth Cunningham
Florida Power and Light
Mark and Cindy Galanti
George E. Warren Corporation
Gordon Family Giving Foundation
Grand Harbor Community Outreach Program, Inc.
Dwayne and Lynette Gay
Carla Halverson
Bruce and Sandy Hammonds
Hendricks, Hearns and Hands of Indian River Club
Higgs Family Foundation
Indian River County Board of County Commissioners
Chez and Kate Lassell
Legal Aid Society of the Orange County Bar Association
Barbara Leary
Sam and Linda Lopp
Fred and Margaret Marino
Terry and Marion Martin
John and Susan McCard
Miller Charitable Foundation Inc.
Modular Building Systems International
John and Lee Moore
Jim and Bonnie Mountain
Tim Morris and Pam Harmon
Raymond and Jean Ogletorpe
Piper Aircraft
Craig and Lauren Poore
Jerry and Mimi Ross
Peter A. Roselle
Michael and Linda Rusciano

$10,000 - $24,999, Continued

Mary Ryan
Sheehy Foundation
Sproule Wealth Management
Dennis Sarmiento and Beth Grossman
The Dasha Gere Foundation
The Father’s Table Foundation
The Hulski Foundation
The Robert P. and Elenora W. McCabe Foundation
Wells Fargo Foundation
Wishbone Resorts Foundation

$5,000 - $9,999

Aca 20:35 Fund
Lois Appleby
Tommy and Barbara Beck
Patsy Berk
Berrien Community Foundation
Robert Bueschen
Bucks Creek Foundation
Richard and Patricia Burgoo
Camp-Young Foundation
Central Florida Hotel & Lodging Association Foundation
Certified General Contractors
Alfred and Joan DeGrane
William and Marion de Voegele
Drane and Dorothy Blueweske Foundation
Todd and Kathy Fennell
George and Elke Fetterolf
For Giving Foundation, Inc.
Kari Francetic
Brian Gay
Walt and Ginnie Glaser
H & J IRCF Fund
Duke and Gael Hubenickel
Impact 100 of Indian River County
Joseph E. & Ronda B. Miller Foundation, Inc.
Dennis and Barclay Kiss
$5,000 - $9,999, Continued

James and Sharon Kendall  
Bill and Libby King  
John and Polly La Duc  
Timothy and Bernadette Langden  
Richard and Carol Lowry  
Alma Lee Loy  
Michael McGinnis and Ruth Ann Gillis  
MEI Civil, LLC  
W. Christopher and Wannie Morrison  
Donna and Paul Myers  
Bill and Beth Neidlinger  
Donald and Monica Norman  
Rhonda O'Brien  
Curtis and Bonnie Oliver / Oliver Family Foundation  
Olivia Delacruz Foundation  
Orlando Regional Realtors Association  
Roberta Olen  
Massey Cadillac of Orlando  
Michael and Angela Parks  
Mike Perez and Barbara Edelstein  
Peter W. Rauch Family Foundation  
Ken and Mary Potter  
Faye Potts  
Jamie and Terri Poole  
Dan and Tama Pugh  

$5,000 - $9,999, Continued

Robert and Nancy Prage  
Helen T. Robertson  
Mark and Shirley Robinson  
Nelson and Penny Rohrback, Jr.  
Rotary Club of Dr. Phillips Foundation  
Senior Life Services  
Jennifer Sims  
Southern Eagle Distributing  
St. Margaret Mary Church  
Gordon and Linda Stewart  
Douglas and Dhuarme Tassell  
Jim and Ann Tharp  
The Charles Foundation  
The Clifford Family Foundation  
The Mark and Sunnie Wang Foundation  
The Martin Andersen-Gracia Anderson Foundation, Inc.  
The O'Hare Group  
The Reinhold Family Foundation  
Steve and Jackie Tye  
United Way of St. Lucie County  
Warren and Wendy Von Schuch  
Jennifer Malone Watson  
Robert Whorf  
Kent and Judith Whittaker
LIFTING LIVES

Our Purpose
To inspire and empower people living in poverty to lift themselves and their families to economic self-sufficiency.

Our Mission
To serve those in poverty by providing crisis care, transformative education, food and household subsidy, employment training and placement, personal empowerment training and active referrals to other collaborative social service providers.

Our Vision
Communities where every family has access to basic needs, nutritional food, crisis care, education and employment training, and where everyone has the opportunity to achieve a future filled with hope and possibilities.

772-770-9113 • www.unitedagainstpoverty.org
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United Against Poverty is a registered 501(c)3 nonprofit. Our Federal Tax ID is 11-3697936.