Together, we can deliver hope.

United Way of Greater New Haven is on the cusp of a major milestone: we’re celebrating our 100th anniversary in 2020. Our country, state, and region have certainly changed over the past century and we have too. But one thing has grounded our work through the decades: we are in the business of helping people today, and creating hope for tomorrow.

They say a picture is worth a thousand words. I think the photo of Carmello and his mom, Ivanna, on our report’s front cover proves that point well. Doesn’t it make you feel good just looking at it? I think that’s, in part, because Carmello’s bright eyes and broad smile capture the joy and hopefulness we want all children to experience. The way he’s leaning into his mom conveys their close connection. And the look of pride and love on Ivanna’s face as she looks at her son is clear. This photo looks like hope to me.

You have another reason to feel good when you look at this photo: as a United Way donor, you helped Carmello and his mom overcome homelessness. Today they are living in a bright, welcoming apartment, Ivanna is working full-time again, and Carmello is thriving in school. Because of their own perseverance, the hard work of United Way and many partner organizations, and your support, Ivanna and Carmello, and many other families and individuals who have experienced challenges, have hope for a brighter future.

And isn’t that what we want for everyone in our community? To feel hopeful about what’s ahead, and to have the opportunity to live into their full potential. To have a stable job and a safe home where they can raise a family, be a positive community member, and help make this a better place for all of us.

I believe we can achieve that vision, and I hope you’ll join me. As we look ahead to United Way’s next 100 years, I’d love to hear your ideas about how we can work together to help even more people in our community, and deliver a sense of hope for tomorrow that uplifts our entire region.

In partnership,

Jennifer Heath
President and CEO
WHAT’S INSIDE

Ending Homelessness - Carmello and Ivanna’s Story 4

Strengthening Financial Stability - Ralph’s Story 9

Starting Strong - Sierra’s Story 12

Impact of Donations 18

Financials 20

Why I LIVE UNITED 22

Our Donors 24

Businesses That LIVE UNITED 26

Volunteer Leadership 28

Photography: Ian Christmann
Last year we served

53,112

people in greater New Haven.
What is the thing that makes your house feel like home? Is it the smell of a favorite meal when you walk into the kitchen, a family pet greeting you at the door, or maybe it's the sound of children playing down the hall? That feeling of home is sometimes hard to describe, but you know it when you feel it. As a United Way donor, your gift to homeless families is so much more than a roof over their head.

CARMELLO AND IVANNA’S STORY
The hand-written message from a United Way supporter brought Carmello’s mother to tears.

“I don’t really hear it too much from my own family, so when I do hear it from other people it makes me feel good,” said Ivanna.

7-year-old Carmello and Ivanna of East Haven were homeless for two years, but now they’re in their own home, surrounded by love, support, and good vibes thanks to United Way donors like you. Their new apartment is decorated with family photos and inspirational quotes. These personal touches make it feel like home—and that’s because it is.

But just a few years ago they couch surfed, and sometimes Carmello would stay with his grandparents.

“I literally had my trunk full of clothes, all bags. That’s a horrible feeling especially when you have a kid.”

All of this stemmed from domestic violence, and Ivanna wanted to escape it.

“I knew that wasn’t the life I should be living, especially with a child.”

Ivanna got the courage to call 2-1-1 for help. Last year 2-1-1 fielded 14,488 housing crisis calls like this from the greater New Haven region. 2-1-1 is a statewide service, funded in part by United Way, that provides crisis support over the phone and then connects callers to programs in their community. In our work to end homelessness, 2-1-1 is the way for callers to enter local shelters and eventually find housing.

When Ivanna called, she explained her situation to a specialist who then connected her to our local network of providers focused on ending homelessness. A case worker met with Ivanna to work on potential solutions to her housing crisis. That night Ivanna and her son had nowhere to go, so Ivanna got help to pay for a night at a hotel until a shelter spot became available the next day.

From there, they lived in the shelter until housing was available. Shelters provide a necessary service in our community, but it was a tough transition for Ivanna and Carmello.

“When I went there I had low self-esteem, I wasn’t motivated to do anything.”
People at the shelter helped her get back on track with her career by encouraging her to go to school.

The day she received the call about her housing voucher, she picked Carmello up from school and told him the news.

“He was so excited, he was just like, ‘Oh, I’m going to have my own room, I’m going to have my own friends outside, I can have sleepovers.’”

Carmello could be a kid again.

They were so excited to have their own place that they slept on an air mattress in the middle of their new living room, in an otherwise empty apartment.

Your support makes this work possible. Over the past five years, our region’s more coordinated approach has housed 1,876 people in greater New Haven. Ending homelessness won’t happen overnight, but one population at a time, we’re making progress by working together. First we tackled veteran homelessness, then it was chronic homelessness, and we’re working to end youth and family homelessness next. Carmello and Ivanna’s new home brings the community one step closer to our goal.

Since moving into their apartment, Ivanna has worked long hours as a Patient Care Assistant and saved up for a reliable used car, a Nissan Altima. Before that she had been driving an old minivan she borrowed from her father. And recently, they added a new member to their family—a pet hamster named Buddy. It may seem small, but a pet like this represents home and stability.

Ivanna was worried about how their homelessness could affect Carmello, but she says he is thriving. She tried her hardest to make their situation seem better than it really was.

As Carmello gets ready to enter second grade, Ivanna says he’s doing great socially. He makes friends easily at school, and he loves to draw, color, and make things with his clay set.

Ivanna hopes Carmello grows up to appreciate how far they’ve come together.

“I would want him to know that I never gave up on him or us. And that he should never give up on himself or anything in life.”
STRENGTHENING FINANCIAL STABILITY

When you have a job, a comfortable home, and a family to return to every night, you might have a hard time imagining what life would be like on the streets. But the reality is, 46% of families in our region don’t earn enough to make ends meet, and many are just one unexpected expense away from financial disaster. Because you invest in United Way, you help deliver hope when families have nowhere else to turn.

RALPH’S STORY
Ralph gets up before the sun rises. His alarm goes off at 4:30 in the morning so that he can catch the bus and make the hour-long trek across New Haven.

He makes it to his job by 6:30, ready to work alongside another carpenter for the day. The pair is responsible for maintenance at city parks in New Haven, and each day’s tasks are different. While the early wake up call may not sound all that appealing, this routine is exactly what Ralph needed.

“It’s like having a normal life,” said Ralph.

Ralph is 55 years old and he says he had a difficult time finding work after some major setbacks in the past few years. Even his current job is temporary, so he knows he will have to keep his job search going.

“I just want to have job security.”

Ralph never thought he would become homeless. That’s because he had a job, owned a home, and had a family. Living on the streets of New Haven never crossed his mind.

And then his world came undone: he lost his job, he lost his home, and his marriage ended.

“When you have nothing, what are you going to do?” Ralph asks.

Ralph got in trouble with the law--having been arrested for two DUls--and served a year in county jail. Like many, he didn’t know where to turn when he was released.

“It’s winter, you don’t know if you’re going to end up on the streets or where you are going to be. It’s a hard time, then you [have] all the holidays, you’re by yourself.”

Not sure where he would go next, Ralph heard about a United Way supported program geared toward ex-offenders recently released from prison.

He decided to give it a try. Ralph got help paying his rent, and he also began attending classes designed to help him land employment.

He received skillset training in carpentry, woodworking, and general construction.

In addition, Ralph also participated in other training, such as United Way’s Circle of Security Parenting course, academic tutoring, and life coaching and supportive services for homelessness prevention.

United Way believes in this rehabilitation work because it gets results. 63% of participants leave the program and find employment. 88% improve their reading and math scores to a 12th grade level.

Most importantly to Ralph, he was treated like family.

“There were a great bunch of guys in there, and you felt welcomed.”

When we are down on our luck, we need people to lift us up. And that’s exactly what you’ve done for Ralph as a United Way supporter.

Your contribution to United Way puts individuals and families on the path to financial stability. It’s how we help our neighbors like Ralph realize their own potential.

“It gave me a little bit of hope when I didn’t have any.”
Everyone starts somewhere. You might remember the block you grew up on, or the people who taught you right from wrong. There may have been a teacher who changed the course of your life. Making sure all children in our community are starting strong is a wise investment, and in this story you’re the hero.

SIERRA’S STORY
I don’t think I’ve said this to anyone, but if I could not find childcare for Zoe, I was not going back to Southern. That would have been it for me.”

Zoe’s mother Sierra was ready to give up on professional dreams to take care of the immediate needs of her girls. Thanks to United Way’s Early Head Start program and caring supporters like you, she didn’t have to choose. She could finish school and her children could be in a safe learning environment. This is what made all the difference.

Now 22-year-old Sierra is a full-time college student, working a part-time job. Her schedule is packed. While her shift as a hospitality worker ends, her role as a mother never stops.

And homework? Well, her girls come first. Sierra finds time after putting her little ones to bed—sometimes even staying up until 3 in the morning to finish before her back-to-back classes. Her hard work shows—she’s made the Dean’s List.

Her goal is to become an English teacher, and she’s set to graduate next May. She’s ambitious, determined, and always on-the-go, but her potential almost went unrealized.

When Sierra was pregnant with her oldest daughter Khloe, Sierra’s mother was diagnosed with epilepsy. Because of her mother’s ailing health, living at home with her baby and mother wasn’t an option. Her only other choice was to move in with her father and stepmother.

Having lived with her mom her whole life, this required some adjustment, especially with a newborn.

Soon thereafter, Sierra learned about United Way’s Early Head Start program. She enrolled Khloe and was able to continue earning her high school diploma.

Time went on. Khloe, now 5, went to preschool, and Sierra began taking classes at Southern Connecticut State University. During her sophomore year at SCSU,
Sierra became pregnant with her second daughter, Zoe. Sierra admits that she was going to drop out of college to care for her girls. But she reconnected with United Way’s Early Head Start, and Zoe was also enrolled and began attending at 6 weeks old.

Sierra knows how the Early Head Start program positively impacts the community and the local children and families who utilize it.

At 2 and a half years old, Zoe can already count to ten, identify colors, and has excellent verbal communication and social skills. She’s well on her way to kindergarten readiness.

Early Head Start takes care of the whole family, making sure they’re connected to community services and feeling emotionally supported. The program also encourages involvement from parents like Sierra—whether it is volunteering in the classroom, or serving on the Early Head Start Policy Council.

“The most surprising thing I’ve learned is how much parents have a voice. A lot of stuff that happens behind the scenes has to be approved of through parents,” said Sierra.

Last year we served 144 infants, toddlers, and their families from New Haven, West Haven, and Hamden.

Sierra is grateful, and wants to someday pay it forward and help other young mothers.

“The reason why I was able to make it to where I am is because I had support. So I need to pass down the knowledge to others.”
As a United Way donor, you are part of a special group of local game-changers. But there’s no way we could fit all of the good your donation does into this report. To meet even more of the children and families you’ve helped, visit the stories section of our website.

UWGNH.ORG/STORIES
Together, we served 53,112 people.

Because of donors like you, United Way of Greater New Haven has been a force for good for nearly 100 years. From Orange to Madison, New Haven to Bethany, we fight for the Health, Education, and Financial Stability of every person in every community.

We do this work by focusing on more than one approach. We house the homeless, feed the hungry, prepare infants and toddlers for kindergarten, and help families find jobs and get on solid financial footing.

In short, we are helping people today and creating hope for tomorrow.

Here are some specific examples of how your donation is at work in our community.
BUILDING RESILIENCE

25% of children will witness or experience a traumatic event before they turn four. We have served over 1,630 students this past school year with programs that help them cope, give them creative outlets, and connect them with caring adults and their classmates. We’ve also expanded access to parenting courses to our community, serving 224 adults and 3,767 kids. United Way also supported enrichment programs for 3,007 students during and after school. We also created and delivered United Way Success by Six™ classroom kits that give teachers books and coordinating toys and activities that are geared toward helping children talk about their feelings.

STRENGTHENING FINANCIAL STABILITY

We are working to help families get on the path to financial stability. United Way helps formerly incarcerated individuals by supporting their successful reentry into the workforce with job skills training. This year, United Way coordinated 16 free tax prep sites, returning over $7 million to our region. United Way also launched a statewide program called ALICE Saves, where families can earn a reward for saving and get ongoing financial counseling. ALICE stands for Asset Limited, Income Constrained, Employed. We collaborate with other United Ways in Connecticut to publish an ALICE Report, and use this information to raise awareness and advocate for policies and programs to improve financial stability.

BOOSTING ACHIEVEMENT

United Way manages a local Early Head Start program, providing 88 slots in West Haven, New Haven, and Hamden, because a good life starts with a great education. We also offer professional development and college courses for teachers and staff to improve the quality of early care and education in our region. Last year, United Way provided 1,153 books in English and Spanish to local school libraries and directly to children at various community events.

BUILDING COMMUNITY

United Way connects people to their passions through volunteer projects. Last year local United Way volunteers donated 18,476 hours of time. We are building our community by bringing together people and organizations to solve big problems that cannot be solved by any one organization working alone. United Way also engages 172 companies in workplace giving campaigns each year, providing 6,428 donors like you an easy and impactful way to support the nonprofit work and solutions you care about the most.
**2018 Revenue**

- **50% Individual & Corporate Gifts**
  - $3,461,149

- **45% Grants**
  - $3,167,534

- **5% Other**
  - $347,313

**2018 Expenses**

- **79% Programs**
  - $5,072,247

- **11% Development**
  - $719,947

- **10% Management & General**
  - $652,702

Grants include grant funding released from restriction for use in the current fiscal year.

To learn more about United Way’s finances and investments, please visit uwgnh.org/financials where you can find copies of our 990 and audited financial reports.
WHY I LIVE UNITED

United Way donors come from all over our 12-town region and from different backgrounds. You are diverse, you connect with specific programs and causes that stir your soul, but you share one thing in common, you care.

“It feels good to create a positive, lasting change in my community. The United Way team has touched my heart.”

MICHELLE DENGLER, POLYONE/NEU
“Unmet needs don’t take days off. If I can help someone in need, I’ve shared my blessings well.”

JOHN MAYES, YALE UNIVERSITY

“We love supporting United Way because it’s a trusted organization that can find the best way to put our donations to work in the community.”

BRITA ROY, YALE UNIVERSITY AND GEORGE JONES, WEBSTER BANK
**OUR DONORS**

We made every effort to acknowledge the generosity of our donors accurately. Should you discover an error or omission contact Kathleen Crisafi at 203-691-4213.

**Ordre d’Indépendance**
$250,000-$499,999
The Seedlings Foundation

**La Société Nationale**
$100,000-$249,999
Anonymous
Guido & Anne Tyler Calabresi
William C. & Jean M. Graustein
Helen Kauder & Barry Nalebuff
Alexandra Shor & Ted Cohen

**Ordre de Fraternité**
$75,000-$99,999
Dr. Harold D. Bornstein, Jr.

**Ordre d’Égalité**
$50,000-$74,999
Linda Lorimer & Charles Ellis
Jim & Cathy Smith
The Reverend Ellen L. Tillotson & The Seedlings Foundation

**Ordre de Liberté**
$25,000-$49,999
Bruce D. Alexander
Marna & Eric Borgstrom
Donald & Joyce Calcagnini
Maureen E. & George J. Collins
Carol & Bob Lyons, Jr.
Minot & Alycyn Nettleton
Margie & Ed Pikaart
William & Wendy Platt
Gerald Rosenberg & Cheryl Wiesenfeld
Anne F. Schenck

**Membres de la Société**
$10,000-$24,999
Anonymous (2)
Robert J. Alpert & Patricia Preisig
Donald & Anne Andrews
Ruth Beardsley & Thomas J. Sansone
Larry & Martha Bingaman
Sarah & Andrew Boone
Phoebe & James Boyer
Shannon Callaway & Phil Haile
Judith Chevalier & Steven Podos
William E. Curran
Andrew & Eileen Eder
William B. English
ERJ Fund
Paulette & Larry Fox

**Ordre d’Indépendance**
$250,000-$499,999
The Seedlings Foundation

**Ordre de Fraternité**
$75,000-$99,999
Dr. Harold D. Bornstein, Jr.

**Ordre d’Égalité**
$50,000-$74,999
Linda Lorimer & Charles Ellis
Jim & Cathy Smith
The Reverend Ellen L. Tillotson & The Seedlings Foundation

**Ordre de Liberté**
$25,000-$49,999
Bruce D. Alexander
Marna & Eric Borgstrom
Donald & Joyce Calcagnini
Maureen E. & George J. Collins
Carol & Bob Lyons, Jr.
Minot & Alycyn Nettleton
Margie & Ed Pikaart
William & Wendy Platt
Gerald Rosenberg & Cheryl Wiesenfeld
Anne F. Schenck

**Membres de la Société**
$10,000-$24,999
Anonymous (2)
Robert J. Alpert & Patricia Preisig
Donald & Anne Andrews
Ruth Beardsley & Thomas J. Sansone
Larry & Martha Bingaman
Sarah & Andrew Boone
Phoebe & James Boyer
Shannon Callaway & Phil Haile
Judith Chevalier & Steven Podos
William E. Curran
Andrew & Eileen Eder
William B. English
ERJ Fund
Paulette & Larry Fox

**LEADERSHIP CIRCLE**

**Platinum**
$7,500-$9,999
Anonymous (2)
Stephanie Stein & Jim Rose
Louisa & Dr. Daniel Jacobson
Ann B. McElhinny
Alexandra Shor & Ted Cohen

**Gold**
$5,000-$7,499
Anonymous (2)
Harry Adams
Carol Bailey & Laurie Desmet
John & Holly Bollier
Kathleen & Leo Cooney
Ray Fair & Sharon Oster
Michael Friedmann
Tamar Gendler & Zoltan Szabo
Marcia K. Johnson
Jean Russell Kelley
Janet & Steven Lindner
Nancy Loucks
Charlie & Sharon Mason
William R. Massa, Jr.
Ian McClure
Ryan & Emily Oakes
William Michael Reisman
Ronald & Sigrid Smith
Stephanie Spangler & Robert Shulman
Greg & Adrian Sterling

**Silver**
$2,500-$4,999
Anonymous (2)
Stephanie Stein & Jim Rose
Louisa & Dr. Daniel Jacobson
Ann B. McElhinny
Alexandra Shor & Ted Cohen

**Bronze**
$1,000-$2,499
Anonymous (29)
Jason Abaluck
Julia Adams & Hans van Dijk
Ian Adelstein
James P. Alfieri
Joseph Altonji & Cynthia Nethercut
Steven R. Angeletti
Richard & Mary Antaya
Cissy & Tom Armstrong
Maria & Andrew Arnold
Peter Aronson & Marie Landry
William J. Aseltyne
Harold W. Attridge
Mr. Marc Auerbach
Judy & Steve August
Mr. Jeffrey R. Babbin
Lesley Baier & Richard S. Field
BUSINESSES THAT LIVE UNITED

Special thanks to our partners that invest in building stronger communities.

CORPORATE CHAMPIONS CIRCLE

**Diamond $50,000+**
- Nationwide Foundation
- Yale University

**Emerald $25,000-$49,999**
- Bilco Company
- Wells Fargo

**Ruby $10,000-$24,999**
- Anthem Blue Cross & Blue Shield of CT
- Avangrid Foundation/United Illuminating/Southern Connecticut Gas
- Bank of America
- Brescome Barton, Inc.
- Citizen’s Bank
- Comcast
- Eder Brothers, Inc.

**Sapphire $5,000-$9,999**
- Connecticut Container Corporation
- Laticrete International, Inc.
- Liberty Bank Foundation
- TD Bank
- Yale New Haven Hospital

**Pearl $1,000-$4,999**
- Brenner, Saltzman & Wallman LLP
- Bristol-Myers Squibb

- KeyBank
- Quinnipiac University
- Regional Water Authority
- Town Fair Tire
- United Aluminum Corporation
- Webster Bank

- C. Cowles & Company
- Community Foundation for Greater New Haven
- Halloran & Sage LLP
- ION Bank Foundation
- KX Technologies LLC
- Magellan Midstream Partners
- Marcum LLP
- Nationwide Insurance Company
- New Haven Investment Fund, LLC
- Newtown Savings Bank
- Stop & Shop
- Timken Motor & Crane Services LLC
- Travelers Companies, Inc.
- UBS
- United Health Group
- United Parcel Services
CORPORATE SPONSORS

Avangrid Foundation
Comcast NBC Universal
Community Foundation of Greater New Haven
CT Children’s Museum
Greater New Haven Chamber of Commerce
Halloran & Sage LLP
ION Bank Foundation
Marcum LLP
Quinnipiac University
Start Community Bank
TYCO
UBS
Webster Bank
Wells Fargo
Yale New Haven Health
Yale University

SMALL BUSINESS CIRCLE

Burzenski & Company, P.C.
Fair Haven Furniture
Globele Energy
Hallock’s
SYNERGY HomeCare

United Way is a force for good in our community thanks to our corporate partnerships.
Last year local United Way volunteers donated 18,476 hours of their time to help others.
VOLUNTEER LEADERSHIP

BOARD OF DIRECTORS | 2018 - 2019

Janet Lindner, Board Chair
Yale University

Jenna Allegretto
Marcum LLP

Lourdes Alvarez
University of New Haven

Andrew Boone
UBS

Ashika Brinkley
Goodwin College

Timothy Cashman
Wells Fargo

Jack Cockerill
US Trust

Tom Crowley
Alinabal

Nitza Diaz-Candeló
State Education Resource Center

Joseph Dornfried
Carmody, Torrance, Sandak & Hennessey

Josh Geballe
Thimble Island Ventures, LLC

Caroline Hendel
Yale University

Michael Holmes
Yale New Haven Health

Jean Husted
Quinnipiac University

Rebecca Matthews
Wiggin and Dana

Judith Meyers
Miller Meyers, LLC

Sonia Nobrega
Yale New Haven Health

Ted Norris
Regional Water Authority

Mark Perkins
Halloran & Sage

Leonard Rodriguez
UIL Holdings Corporation

Roger Sciascia
Whittlesey

The Hon. Elizabeth Stewart
Connecticut Superior Court
Become part of something bigger than yourself.

Sign up to receive good news to your inbox once a month about how you are helping people today and creating hope for tomorrow. We will also share United Way volunteer opportunities.

UWGNH.ORG/UPDATES