Jamond Bullock of Alive Paint provided live art as he painted his interpretation of poverty during Night to Unite - entitled “The Helping Hand”.

Credit cover and background images:
JAMOND BULLOCK ALIVE PAINT, MURALIST

Jamond Bullock of Alive Paint provided live art as he painted his interpretation of poverty during Night to Unite - entitled “The Helping Hand”.

“We are proud to be a community bank with a community-minded team. We are passionate about giving back. Paragon Bank is honored to have worked with and supported United Way of the Mid-South for nearly 15 years, as this has given us the opportunity to make a meaningful difference in the communities where we live and work. As the 2018-19 General Campaign Chair, it has been my privilege to personally champion United Way’s mission.”

MICHAEL A. EDWARDS
President, COO and Director,
Paragon Bank
United Way of the Mid-South
2018-19 Campaign Chair
During my time on the board, United Way of the Mid-South has achieved what was once unimaginable. Through the generous support of companies, donors and granting organizations, United Way is pioneering a new way to advance individuals and families from poverty to prosperity. *Driving The Dream* partners with many agencies and aligns resources in a manner that unites local organizations in a “no wrong door,” collaborative effort. This exciting new approach is designed to help Memphis’ and the Mid-South’s most economically challenged individuals become empowered to create a map to reach their goals. Through this initiative, United Way is helping to move people from where they are to where they dream to be.

United Way has also consistently funded scores of high-performing agencies through aligned grant-making and the Community Impact Fund. Indeed, we are dedicated to improving the quality of life for Mid-Southerners, and as a United Way donor, I am honored to sit at the cutting edge of this critical work in our community.

I am pleased to share this annual report of our United Way’s achievements with you. I look forward to reporting next year on the milestones we will mark together at the conclusion of the fiscal year. Thank you for all you are doing to help United Way of the Mid-South open doors to self-sufficiency for the most vulnerable in Memphis and the Mid-South.

Sincerely,

Scott Fountain
Chairman of the Board
For over 95 years, our United Way of the Mid-South has had an unequivocally positive influence upon our community. Today, as we distribute this 2018-2019 Annual Report, we avidly continue to forge new partnerships and to find new solutions to tackle old problems. Thanks to our outstanding Board of Directors, corporate partners, donors, agencies, volunteers and staff, we are fully dedicated and even better-positioned to fulfill our mission, “...mobilizing and aligning community resources to address priority issues.”

This year, we have further focused our work on the one underlying and overarching issue which remains among the most pressing for Mid-Southerners - poverty. 27.8 percent of Memphians and 44.9 percent of Memphis' children live in poverty. Mounting a relevant and corresponding response, our United Way has now become the leading catalyst in stimulating support and services particularly for our neighbors who are experiencing multi-generational poverty, many of whom are already seeking out the programs we fund. This report will reflect that our comprehensive response involves multiple investments and initiatives.

We respond by allocating funds to more than 70 exceptional partner agencies, guided by our volunteer-driven, aligned grant-making process which identifies programs essential to advancing economic mobility and poverty reduction.

We respond through Driving The Dream – our signature, functional, connected network of many community-based organizations; using shared methodologies, shared tools, shared assessments and even a shared database to collectively work on behalf of shared program recipients to advance their social and economic mobility. Driving The Dream allows our United Way to make the most powerful and personal impact on poverty in the Mid-South, one individual or family at a time.

We respond by administering an IRS-certified Free Tax Preparation Program, for persons whose household income was $55,000 or less in 2018. Our free assistance facilitated the return of over $14 Million in tax refunds to nearly 11,000 taxpayers, saving them an estimated $2.2 Million in tax preparation fees!

We respond by providing Volunteer United, our own online volunteer portal and platform which fuels our corporate partners’ employee engagement. In 2018, we matched over 4,000 volunteers with worthwhile service projects primarily at United Way agencies; resulting in 16,300 volunteer hours and an economic impact of over $453,000!

Please know how extraordinarily grateful I am for your support of United Way of the Mid-South. Your contributions made a meaningful impact more than 300,000 times this year, as people came through the doors of a United Way-funded agency, program or service. You are creating lasting change; transforming the lives of Mid-Southerners and elevating the economic future of our community, as adults and children advance from poverty to prosperity. Indeed, as I say often, "Where there’s a you, there’s a way!" Our United Way!

Sincerely,

REV. KENNETH S. ROBINSON, M.D.
President and CEO of United Way of the Mid-South
COMMUNITY IMPACT OVERVIEW

United Way of the Mid-South is committed to designing 21st Century solutions to address the growing challenges in our community, namely the increase in families living in poverty. Our leadership and Board of Directors acknowledged the opportunity to enhance our grant distribution by shifting our focus from funding unaligned programs to funding programs which support a cause: advancing individuals and families from poverty to prosperity.

Poverty and pervasive economic immobility clearly present a huge opportunity for our community. United Way realizes this is a complicated, daunting undertaking, and we cannot do it alone. We are mobilizing volunteers in our community and aligning our resources to demonstrate impact in a quantifiable manner. Our goal is to help our partners understand the value of their work by sharing stories of success through data collection and reporting.

While we continue to support strong United Way partners that have proven to be an asset to our community, our current role as convener and change agent goes well beyond our more generic historical roles. There is a sense of urgency that compels us to focus our actions and resources on addressing the issues that negatively impact our community. We do this by providing access to resources to stabilize families, helping break the cycle of generational poverty, and empowering individuals to live out their dreams. Together, we have the opportunity to transform the lives of thousands of families in our community. We have developed a community impact agenda that embodies a commitment to move people from where they are to where they dream to be.
**MEET DEANGELO**

Deangelo was in significant crisis—he had no housing, wasn’t working, rarely ate well, and lacked the life skills to access the resources he needed to move out of poverty.

He was referred to *Driving The Dream* (DTD) Care Coordination at Catholic Charities, one of United Way’s six *Driving The Dream* “Hub” agencies. Deangelo became a DTD participant, and the Care Coordinator worked with him to determine his next steps.

Deangelo’s initial goal was simply to find a safe place to sleep. But through a commitment to Care Coordination, he was referred to a six-month, intensive, holistic job placement program with the goal of a better life for participants. In addition to completing the six-month intensive program, Deangelo obtained stable housing, full-time employment, and is earning a livable wage.

He is no longer in crisis, can now pay his rent, and is on his way to achieving his dreams.

“I want to enroll at Southwest Tennessee Community College and pursue a degree in social economics because I want to be able to educate my family, friends and everyone about poverty.”

~ Deangelo, *Driving The Dream* participant

3,797 people received services to increase housing stability
Driven by a vision of a Mid-South in which all people have equitable access to the resources and supports needed to achieve their hopes and dreams, Driving The Dream envisions a community that is hopeful, resilient, and self-sufficient.

“When I became President & CEO of United Way of the Mid-South, I sought to increase the impact of our work; building upon our rich relationships with community-based agencies. Informed by my background in medicine, ministry and public health, I saw an opportunity for us to generate a more collaborative, holistic, wraparound approach which could become transformational in the lives of low income individuals and families living in poverty – the vast majority of those who seek resources funded by our United Way. Driving The Dream was born. It is rapidly becoming a model network of services and systems.”

~ Rev. Kenneth S. Robinson, M.D.

Driving The Dream promotes a multi-generational approach to advancing health and well-being. Such an approach involves identifying all the factors that undermine a family’s self-sufficiency, then working with the family to solve problems, access new resources and sharpen existing skills. Together with our partners, we are updating how our programs work; so that the ways we build capacity for adults are now connected to supports for children. Our collective goal is to help whole families move out of poverty toward a future of their choosing.
With funding from the Tennessee Department of Human Services, grants were provided to Catholic Charities, Meritan, Porter-Leath and SEEDCO to deliver Driving The Dream “Hub” services. The Hubs supply care coordination and support needed to help low-income individuals and families gain stability and increase positive outcomes. In 2019, United Way, with support from the Siemer Institute for Family Stability, used an innovative approach to blend resources to fund Agape Child and Family Services and Knowledge Quest as additional care coordination hubs.

2017-2018 DTD GRANTS RECEIVED

$150,000 \text{ KRESSE FOUNDATION} + $333,000 \text{ URBAN CHILD INSTITUTE} + $819,500 \text{ STATE OF TN DHS(2GEN)} = $1,602,500 \text{ TOTAL DTD GRANTS}

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COMMUNITY IMPACT

United Way of the Mid-South, with funding from individual donors as well as corporate, foundation and government grant sources, provides financial resources to support local nonprofits that are aligned with our mission to have the maximum impact on family economic mobility.

COMMUNITY IMPACT FUND GRANTS are United Way’s largest and most familiar community investments. This year, these grants are supporting 97 programs at 70 agencies in United Way’s eight-county area. Catalyst Fund Grant awards were provided to five community collaborations working to improve systems of care. Funded strategies include a coordinated effort to improve and increase agency organizational capacities and to increase health and wellness of children and youth. Emergency Food and Shelter grants were awarded to 13 Shelby County agencies and three Crittenden County agencies to ensure that people in crisis have access to basic necessities.

To ease the cost burden of health care, United Way distributes FamilyWize prescription drug cards. Through FamilyWize, cards distributed in 2018 helped over 3,000 community members every month save money on prescription medications, saving nearly $1.4 million.

Your support of United Way made a meaningful impact more than 300,000 times throughout our eight-county area.

2018-2019 COMMUNITY IMPACT FUND INVESTMENTS

United Way of the Mid-South provides financial support to diverse programs working together in concert to decrease poverty in the Mid-South.
United Way, in partnership with over 28,000 donors, provided grants to Mid-South agencies to maximize our efforts towards poverty reduction. Volunteers tirelessly research and vet agencies and their programs to determine the most appropriate ways to allocate funds. In 2018-19, over 70 high-performing agencies received over $6.2 million in grants. United Way also received and distributed public and private funds to create positive momentum in key areas including emergency food and shelter and disaster relief.

$6,247,289 COMMUNITY IMPACT POOL

COMMUNITY PARTNERSHIP GRANTS

$4,500 MOTT FOUNDATION
$9,474 UWW DISASTER RELIEF
$455,139 EMERGENCY FOOD & SHELTER
$100,000 SIEMER INSTITUTE

= $569,113 TOTAL COMMUNITY PARTNERSHIPS

MEET GREG

A former Marine, Greg found himself jobless and homeless at 50 years old due to an opioid addiction. After graduating from the VA's 45-day drug and alcohol program, he was connected with United Way of the Mid-South partner, Alpha Omega Veteran Services. What started as a residency, turned into a full-time job for Greg. In his 12 years with Alpha Omega, he has remained sober, mentored other veterans and, most recently, received his driver’s license so he can be more involved in his grandchildren’s lives.
Volunteers from across the Mid-South collected hygiene items for Shelby County Schools’ students to create more than 200 “period packs.” This Days of Caring project met a huge need for female students, and allowed schools to have a ready supply of items to meet the students’ needs.

The third installment of Poverty Unplugged allowed attendees to do a deep dive into the topic of “Fair Wages and Quality of Jobs” and how it impacts and influences generational poverty in the city of Memphis and surrounding counties. A group of distinguished community and thought leaders served as the featured panelists and moderator.

United Way of the Mid-South’s Tocqueville Society Reception annually recognizes a dedicated donor for his or her investment in our mission. This 2018 event was no exception, as McEniry was honored by his son, Kevin, for his 18 years of service and substantial monetary gifts to United Way of the Mid-South.

The second annual Feast of Dreams was an interactive dinner party with a purpose. People from all walks of life and from across the city engaged in solutions-oriented discussions around some of our city’s biggest challenges. Feast of Dreams explored poverty through the lens of “The Economics of Place” and examined the business side of developing our communities and the advantages of attracting businesses to our city’s core.
FREE TAX PREP PROGRAM TAX-A-THON  
SOUTHLAND MALL | JANUARY 26, 2019

Tax-a-Thon kicked off the Free Tax Prep season that returned over $14 million back into the Mid-South. Volunteers provided support and filed tax returns for individuals and families earning less than $55,000. During this tax preparation marathon, financial institutions were on hand to provide advice. There were coloring sheets for kids, and a live radio remote with Mayor Jim Strickland, City of Memphis.

COMMUNITY IMPACT TOWN HALL  
CHRISTIAN BROTHERS UNIVERSITY | MARCH 6, 2019

Members come together for one purpose – to address the critical issues women and children face in our communities. Through giving, volunteering, advocating and networking, these leaders advance United Way’s mission to break the cycle of generational poverty and create meaningful change throughout the Mid-South.

WOMEN UNITED LAUNCH PARTY  
REDFISH | JANUARY 31, 2019

Women United is a new leadership group of United Way of the Mid-South. This diverse group of leaders is committed to helping low-income women and their families move out of poverty.

URBAN CHILD INSTITUTE CEO CONVENING  
CHRISTIAN BROTHERS UNIVERSITY | MARCH 7, 2019

United Way of the Mid-South and Urban Child Institute hosted over 100 CEOs and Executives from top Memphis companies in a forward-thinking seminar, inviting them to learn more about United Way’s Driving The Dream initiative. Dr. Marcella Wilson was the keynote speaker. The presentation focused on Driving The Dream’s goal to shift the social and cultural paradigm around poverty.

BEST OF THE BEST AWARDS  
BIOWORKS | JUNE 18, 2019

United Way serves at the intersection between people, corporations and organizations across our eight-county area to combine our resources and influence, which leads to economic prosperity for individuals, families and the Mid-South. Volunteers greatly enhance our reach and ability to support our neighbors who need help the most.

School supplies and generous monetary donations were collected for School Seed’s Teacher Toolbox and Communities in Schools. More than 60 VOLUNTEERS made an economic impact of over $56,000 and reached more than 100,000 STUDENTS.

Days of Caring is the community’s largest volunteer-driven service opportunity and the most impactful week of the year! Volunteers rolled up their sleeves to complete 100 PROJECTS across the Mid-South. Over 1,700 VOLUNTEERS donated over 10,000 HOURS with an economic impact of more than $261,000.

This year’s Trunk or Treat festival highlighted “Lights On” in support of afterschool services and featured fun STEAM activities. Those activities included metalworking, slime making, healthy food choices, and robotics. More than 65 VOLUNTEERS served over 1,000 MEALS and made an economic impact of nearly $17,000.

United Way’s Free Tax Preparation Program’s nearly 150 IRS-CERTIFIED VOLUNTEERS served over 5,200 HOURS; a donation valued at over $125,000. They assisted individuals and families in filing almost 11,000 TAX RETURNS, returning more than $14 MILLION in refunds back into the local economy, and into the households of tax filers who SAVED NEARLY $2.2 MILLION in preparation and filing fees.

In honor of Memphis’ Bicentennial, Memphians celebrated all that is good in our city by taking time to give back. More than 150 VOLUNTEERS participated in activities including Riverfront Painting, Riverfront Clean-Up, and Meal packing at the Mid-South Food Bank.
Night to Unite was the first event of its scale to be executed by United Way of the Mid-South in over 30 years. Its purpose was three-fold: to celebrate 95 years of community impact in the Mid-South, to raise additional money for the Community Impact Fund and to reach a different audience of potential donors. Night to Unite was successful through the collaboration of all United Way departments. We were able to bring added awareness to the United Way brand with print media placements in RSVP Magazine, 4Memphis Magazine and Memphis Magazine; a digital billboard at Poplar and White Station as well as outdoor posters strategically placed throughout Memphis; earned, on-air media opportunities with Local 24 Live, Local 24 stories by co-anchor Katina Rankin, The Bev Johnson Show, Live @ 9 on WREG, Royal Radio Memphis (Facebook Live); and paid, prime time 30-second commercial spots on Local 24.

Overall, Night to Unite hosted OVER 400 PEOPLE and RAISED OVER $12,000 FOR THE COMMUNITY IMPACT FUND.

THE COLUMNS | APRIL 5, 2019

Since 1923, United Way has been on the front lines in the Mid-South making a difference, one family at a time. United Way began with the vision to support local organizations. In our first year, we raised $450,000 for 20 agencies. TO DATE, UNITED WAY OF THE MID-SOUTH HAS RAISED OVER $800 MILLION TO ADVANCE THE MISSION AND WORK OF MID-SOUTH AGENCIES.

Thank you to the many sponsors, attendees and volunteers who made our 95th anniversary a success!
United Way of the Mid-South uses best practices to demonstrate that employee engagement, retention and satisfaction are strongly tied to their perception of companies’ community impact and positive social influence. Through our partnership with over 420 companies, United Way offers employees the ability to channel resources to fuel the cause; because together, we can do more good than any one of us can do alone.

Companies engage with United Way through workplace campaigns, corporate events and by providing **CAMPAIGN REPRESENTATIVES** who serve as necessary “extra hands” during our busiest season. A special thank you to the companies that provided Campaign Representatives to support United Way’s mission!

As a child, I recall being in third grade and needing help with spelling. My mother, Beverly, would send me to my brother or father. By the fourth grade, though we never discussed it, I realized that my reading and language skills had passed those of my mother. I no longer asked her for help.

As the years passed, I was finally able to understand why. When my mother was five years old, her father and grandmother died within a short time of each other, and her mother became an alcoholic. My mother, along with her two siblings, were removed from their mother’s custody, placed in a children’s home and then placed in foster care.

Beverly was told that she couldn’t learn anything because she was dumb, her brainwaves were messed up, and she would be punished if she picked up a book and tried to read. At 14, my mom was forced to quit school and take care of the younger foster children.

Despite her inability to read, my mom still achieved many successes. She ran her own business and raised children who attended and graduated from college and now lead successful careers.

As my own daughter entered third grade, my mom was determined to learn to read. My husband and I offered her special classes or a tutor but she found a place that worked for her, Literacy Mid-South, a partner agency of United Way. There, Beverly found a wonderful teacher who worked with her in the classroom and tutored her at the library. He made her feel very comfortable, and her reading skills and confidence began to soar.

Literacy Mid-South gave my mom a confidence she never had before through the gift of reading. This is just one of the many reasons I support United Way of the Mid-South and their agency partners. They change lives!

“During my years as a United Way supporter, I have served three times as a Employee Campaign Manager for Tennessee Department of Human Services teams and as a Leadership Giver. I have tried to lead by example because I believe in the work and the mission of United Way, and I am proud to be a part of what they are doing in the Mid-South.”

~ Lisa Myers, Tennessee Department of Human Services, United Way donor for 25 years

“During my years as a United Way supporter, I have served three times as a Employee Campaign Manager for Tennessee Department of Human Services teams and as a Leadership Giver. I have tried to lead by example because I believe in the work and the mission of United Way, and I am proud to be a part of what they are doing in the Mid-South.”

~ Lisa Myers, Tennessee Department of Human Services, United Way donor for 25 years
ENGAGEMENT GROUPS
United Way offers individuals the opportunity to engage on a personal level with our mission—through our engagement groups. Working side by side with like-minded Mid-Southerners, we can truly make an impact on poverty.

LEADERS UNITED is an amazing group of dedicated donors who use their treasure to strengthen our community by improving our neighbors’ self-sufficiency. Over 5,200 Leadership Givers contributed over $5.3 million, with these contributions supporting United Way’s Community Impact Fund and the work done by our many committed area nonprofits.

As an integral part of United Way, WOMEN UNITED® fights for the rights of every person in our community to live their best lives. They are a diverse, vibrant group of women, bound together by a powerful sense of belonging—to each other, to the organization’s mission, and to the community they call home.

“Where women thrive, communities thrive. The power of women to effect lasting change through shared insight, talent and experience is unmistakable. I believe Women United is perfectly poised to connect the many coalitions of women across the Mid-South who are already deep in the work of building a future in which all women can thrive.”

~ Susan Tulino, Member of Women United, United Way donor for 3 years

5,350 women & children were helped to escape & recover from domestic violence

The goal of Women United is to provide direct service in three advocacy areas: adult education, domestic violence and financial empowerment. In their first year of service, Women United has made strides to promote the well-being of women and children in the Mid-South.

RETIRE UNITED is an opportunity for donors who are in a new phase of their lives to explore different activities and create new passions. This engagement group offers many ways to stay connected, to volunteer and to learn new skills that can make a difference in our community.
“I am pleased to be the Chairman of United Way of the Mid-South’s Tocqueville Society. Today, we have approximately 240 members who contribute $3.5 million annually, which is more than 20% of total local United Way contributions; a growth of more than 20 times in annual support from its start 35 years ago. Members of the Tocqueville Society, by virtue of their generous contributions, recognize the vital services of United Way — supported agencies and Driving The Dream in helping people in our community.”

JOHN PETTEY, III
Tocqueville Society Chair
United Way donor for 15 years

United Way of the Mid-South’s TOCQUEVILLE SOCIETY was founded in 1984 when 17 local philanthropists banded together to support the organization at the highest levels with contributions of $10,000 or more. Today, Tocqueville Society donors continue to focus their giving to support United Way’s charge to serve as a leading catalyst in stimulating support and services for individuals and families as they progress from poverty to prosperity.
ToCqueville Society Membership

($100,00 to $249,000)
The Belz Family Foundation
Mr. and Mrs. Henry Morgan
Pat Lawler

Mike and Carolyn Edwards
Dr. Paul DePriest
Robert B. Carter
Kathryn and Carl Asmus
Mike and Kim Anderson
($15,000 to $19,999)
preferred to remain anonymous

Tocqueville Society Member has preferred to remain anonymous

($75,000 to $99,999)
Mr. and Mrs. Frederick W. Smith

Hilliard and Harriett Crewe
R. David and Amy C. Howe
Kim and Bryan Jordan
Mr. and Mrs. Robert G. McEniry

($50,000 to $74,999)

Eric C. Fountain
Mr. and Mrs. Charles Gerber
Mr. and Mrs. William R. Reed, Jr.

($35,000 to $49,999)

Gregory and Brenda Duckett
Scheidt & Hohenberg Foundation

($25,000 to $29,999)

Mr. and Mrs. John C. Carson, Jr.
Susan and Alan Graf
Hyde Family Foundation
Max B. Ostner, Charitable Trust
Carol W. Premiss
Ray and Erin Schultz

($20,000 to $24,999)

Chris and Markova Anderson
Dan Case
Susan L. Springfield
Michael and Rebecca Uguowe
ToCqueville Society Member has preferred to remain anonymous

($15,000 to $19,999)

Mike and Kim Anderson
Kathryn and Carl Asmus
Robert B. Carter
Vince DeGuits
Dr. Paul DePriest
Mike and Carolyn Edwards

Scott and Nada Fountain
Kathy and J.W. Gibson
Joel Goldblatt
Greg and Susie Gregory
David Haddad
Will and Sally Hergenrader
Elise and Richard Jordan
Mr. and Mrs. Charles Maxwell
Judy and Mickey McLellan
Michelle Miller
Catherine and Tim Nichols
The Salmon Foundation
Monica Skipper
Dr. Fred Thomson and Dr. Ann Brown
Nina and Matthew Thornton, III
Anne and Mike Waddell
Greg and Barbara Wanta

($10,000 to $14,999)

Patrick Adams*
Scott Adams
Jane and Ben Amaba
Nuriya Robinson-Anzie
Rob and Vicki Baird
R. Scott Barber
Joseph Barkley
Christine Belling*
Jerry Bey*
Mr. and Mrs. James Bishop
Ramona and Phil Blum
Richard K. Bollinger, Jr.
Gloria and Kenneth Boyland
Jim and Shana Bowman
Charles Braswell*
Mr. and Mrs. David J. Bronczek
Shannon and Beryl Brown
Justin Brownlee*
Mr. and Mrs. Phil Burnett
Brie Carere*
Preston and Lacy Carpenter
Dale Chryste*
Marshall and Sue Clark
Thomas A. and Jana G. Cleves
Jay L. Cofield
David and Jessie Cunningham
Thomas Dale*
John and Leslie Daniel
Martin Davis*

Caprice O. Devereux
Don Dillman
Jason and Linda Dombroski
Michael and Cheryl Duckerm
John Dunavant*
Carleton Ealy
Matthew Entrek
Michelle Epps*
Fredrika and Joel Felt
Susan Ferguson
Dave Ferraro
Patrick Fitzgerald*
Russ, Molly and Tom Fleming
Candace Steele-Flippin
Malcolm J. Franklin
Alan and Vail Gates
Mimi and Greg Gibson
Neil Gibson and Lisa Menuskin
Timothy and Kristie Goldsmith
Molly and Robert Gooch, III
Jeffery Greer
Mr. and Mrs. Everett P. Hailey
Betty and Jim Hale
Gregory Hall
Caroline Hannah
Amanda and Scott Harkins
Rheagan and Philip Harris
Mark and Tanya Hart*
Lesley and John Hartney
Paul Herron and Dr. Rose Mary Stocks
Jason and Dawne Honeycutt
Russell Hosea
Jerry and Libby Hubbard
Michael and Rebecca Huling*
Kim and Kevin Humphries
Ben Huwer
Frank and Dr. Jeanne Jemison
Rebecca Jones*
Maria Justo
Eric Keane
Dave and Jane Keven
Michael E. Kisber
Gopal Krishnamurthi
Mr. and Mrs. E. Carl Krausnick, Jr.
Ben and Katya Landess
Michael Launderdale
William Joseph Lee*
Connie Lewis Lensing
Carol and Henry Levy
Mike Lenz*
David Liebetreu
The Linton Family
Mr. and Mrs. Ira Lipman
Jean Littrell
Carla and Bruce Livesay
Ellen and William Losch
Jeff and Michele Maddock
Tammy Mailhot*
Karen and Mark McGough
John and Deborah Merino
Eric Miller
Janet and Robert Morinet
Jon & Raven Moorehead
Mr. and Mrs. Allen B. Morgan, Jr.
Dawn Morris
Dr. G. Scott Morris
Charles E. Murphey, Jr.
Mr. and Mrs. Gavin M. Murrey
Kathryn and Henry J. Naifeh, Jr.
Richard S. Norman
Anthony Norris
Jerry Owen*
Rush and Julia O’Keefe
Robert Paine
Cary and Kim Pappas
Mat and Sophie Parker*
Marianne Parrs
Tamara Payne
John Perkins*
Jeffrey and Lori Peterson
Mr. and Mrs. John Pettey, III
Scott Plunkett
David and Selden Popwell
Mr. and Mrs. James H. Prentiss, Jr.
Susan and Bob Quinn
Lindsey and Kevin Rea
Edward C. Reyle
Isabelle and Jean-Michel Riberias
Richard Roberts*
Terry Robertson*
Revs. Kenneth and Marilyn Robinson
Maisha Robinson
Cathy Ross
Claus Russ
Dave and Janice Russell
Bathsheba Sams
Joe L. Schiffhouer*
David and Cheryl Schlitt
Tracci Schultz
Tyler and Jackie Shawkey
Amy Shreve*
Neeti and Sharanjit Singh
Shivani and Rajesh Singh
Vicki and Ratan Singh
Catherine Slater
Charles F. Smith, Jr.
Dave and Marsha Smith
John Smith
Kenneth Spangler
Vernon Stafford, Jr.
Randy Stolz
Mr. and Mrs. Matthew Stone
Elmer W. Stout
Scot Struminger
Rajesh Subramaniam
Calvin Sullivan*
Mark and Laurie Sutton
Susan Sweat
Stephen Tanzer
Chris and Stefanie Taylor
Steven H. Taylor*
Joseph T. Tobin
John Toohig
Josh Tulino
Sheryl and Rod Turner
Steve and Fran Twersky
Bonnie and Kurt Voldeng
Andrew Wagner
Nancy Walker
Mr. and Mrs. Joe C. Weller
Bobbi Wells
Bill West, Jr.
Tom and Leigh Ann Wicinski
Jeffrey R. Wills
Chris and Rich Wilson
Richard Wright
Keith Yarmovich*
Mark and Robbie Yerger
J. T. Young

* Part of The Tocqueville Society’s “Step-Up” program
In the midst of being terminated from her job and facing a housing crisis, Kapreshia reached out to United Way of the Mid-South for employment assistance and was referred to one of United Way’s *Driving The Dream* hubs, Porter Leah. Since she had previous experience with early childhood education, her Care Coordinator helped her update her resume and land an interview with La Petite Academy. The interview was successful, and Kapreshia became the Lead Toddler Teacher. She recently interviewed for a teaching position with another school, and the interviewer was so impressed with her resume and qualifications that she interviewed Kapreshia for not one, but three open positions. Thanks to *Driving The Dream*, Kapreshia is now very optimistic about her future.

“*My experience with Driving The Dream has opened more doors than I ever thought possible.*”  
~ Kapreshia, Driving The Dream participant

2,314 people received job readiness and training services
## Financial Report

### Statement of Activities
**July 1, 2018 – June 30, 2019**

### Revenue

<table>
<thead>
<tr>
<th>Annual Campaign</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions received</td>
<td>$16,763,315</td>
<td>$17,084,341</td>
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<td>Less donor designations</td>
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<td>Less provisions for noncollectable pledges</td>
<td>-$865,305</td>
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<tr>
<td><strong>Net Revenue</strong></td>
<td>$11,167,420</td>
<td>$12,097,256</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Other Contributions</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment income</td>
<td>$193,604</td>
<td>$403,633</td>
</tr>
<tr>
<td>Special events</td>
<td>$147,526</td>
<td>$33,669</td>
</tr>
<tr>
<td>Change in trust</td>
<td>-$1,794</td>
<td>$26,330</td>
</tr>
<tr>
<td>Other contributions</td>
<td>$368,511</td>
<td>$491,725</td>
</tr>
<tr>
<td>Grants and contracts</td>
<td>$1,292,562</td>
<td>$648,651</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>$17,425</td>
<td>$3,193</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$13,185,254</td>
<td>$13,704,457</td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Program Services</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allocations to agencies</td>
<td>$12,873,770</td>
<td>$12,577,637</td>
</tr>
<tr>
<td>Less donor designations</td>
<td>-$4,730,590</td>
<td>-$4,618,837</td>
</tr>
<tr>
<td><strong>Net Fund Distributed</strong></td>
<td>$8,143,180</td>
<td>$7,958,800</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Supportive Services</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community service</td>
<td>$2,939,668</td>
<td>$2,304,305</td>
</tr>
<tr>
<td>Grant expenses</td>
<td>$1,218,126</td>
<td>$579,509</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td>$12,300,974</td>
<td>$10,842,614</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Supportive Services</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising</td>
<td>$1,015,671</td>
<td>$1,247,430</td>
</tr>
<tr>
<td>Management and general</td>
<td>$1,582,413</td>
<td>$1,883,131</td>
</tr>
<tr>
<td><strong>Total Supporting Services</strong></td>
<td>$2,598,084</td>
<td>$3,130,561</td>
</tr>
</tbody>
</table>

### 2019 Revenue Pie Chart

- **84.7%** Net Campaign Revenue
- **1%** Special Events / Miscellaneous
- **1.5%** Investment Income
- **3%** Other Contributions
- **9.8%** Grants and Contracts

### 2019 Expenses Pie Chart

- **54.7%** Allocations to Agencies
- **10.6%** Management & General
- **6.8%** Fundraising
- **8.2%** Grant Expenses
- **19.7%** Community Service
Our United Way staff is a strong and diverse mix of seasoned professionals and fresh talent who are committed to the battle against poverty.
“I am so happy that United Way of the Mid-South is focusing on raising people out of poverty through the collaborative efforts of their partners. We are thrilled to be a part of this work because it allows us to partner with many other wonderful agencies in the community that specialize in services that our clients need. It is true that together we can make a difference and do it in a way that is more efficient and effective for everyone.”

~Charlotte Hoppers, Executive Director, Grace House of Memphis