



2010 ANNUAL REPORT

Growing a stronger Eastern Maine together.



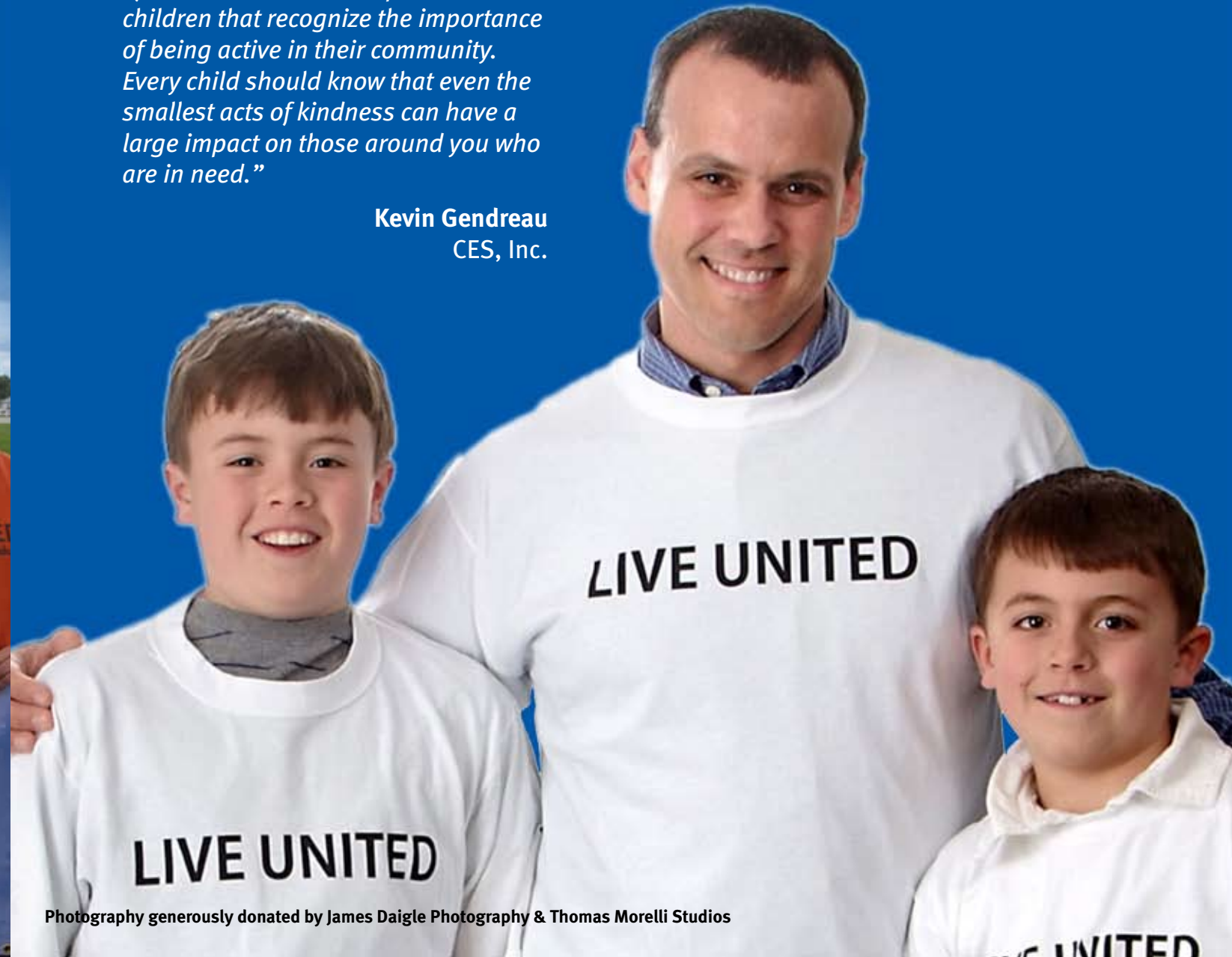
GIVE. ADVOCATE. VOLUNTEER.
LIVE UNITED

“Mobilizing the caring power of people and communities.”

“I am proud to support the United Way of Eastern Maine and hope to raise children that recognize the importance of being active in their community. Every child should know that even the smallest acts of kindness can have a large impact on those around you who are in need.”

Kevin Gendreau
CES, Inc.

Annual meeting & report generously sponsored by



Photography generously donated by James Daigle Photography & Thomas Morelli Studios

Letter to the Community

The fiscal year 2009/2010 can best be described as a year of innovation. It is innovation that allows United Way staff, volunteers and partners to address community needs as they affect our community. Over the last year, United Way has funded 74 health and human service programs through 43 partner agencies. United Way has also supported community initiatives and services to tackle issues as they arise and work towards community wide solutions. We've used this report as an opportunity to give you an in-depth look at a few of our excellent programs and we also encourage you to visit our website at www.unitedwayem.org or give us a call to learn more. In addition to programs funded, we partner with the community to address issues as they arise:

- 2-1-1 Maine, a toll-free information and referral line
- BornLearning.org, parenting resources to encourage learning from everyday moments
- Bucksport Bay Early Childhood Education Network
- Eastern Maine CA\$H Coalition, providing free tax preparation and financial resources
- NALC Food Drive, locally raising more than 93,000 pounds of food in 2010
- Pantry Project, engaging local companies in the fight against hunger
- VolunteerMaine.org, an online volunteer and opportunity matching resource
- Senior Health Transportation Initiative to address the challenge of transportation to medical appointments
- Senior Falls Prevention Initiative to create awareness of falls prevention methods

Our funding decisions focus on improving our community through **education, income (financial stability) and health**. Through these three building blocks, we see families and individuals tackle crises, turn challenges around, become self-sufficient, and strive to be better citizens. We are proud to share these amazing results with you. We are honored to be stewards of your donations and wish to make Eastern Maine a safe and healthy home for everyone.

United Way appreciates your interest in our community work. We are inspired by such supportive and dedicated donors, engaged in helping their neighbors and strengthening their community. I hope you will once again play a leadership role in the success of United Way's annual campaign.

Sincerely,



John Kuropchak
President, United Way


From the 2010 Chair

As chair, I am grateful for this opportunity to say thank you. More than 6,000 donors contribute to our annual fundraising efforts, and I would like to extend sincere thanks for your involvement in the success of those efforts. Having been a part of the United Way for 25 years, its vision to improve lives by improving education, income and health speaks to my heart as both a nurse and a healthcare professional.

With every issue that is brought to us as United Way volunteers, each of us works to share our time and talents with those who really need assistance. This assistance changes from year to year, as do the issues that impact our community. Currently we are noticing food security and chemical dependency among the top issues impacting individuals, families and their children. As volunteers, we are here to listen to the community and mobilize our resources in response.

It is a humbling experience for me to serve as chair of the United Way Board of Directors, and in this role I am proud to have the opportunity to build relationships with companies, employees, volunteers and partner agencies who want to make our community stronger and healthier. Together, we will continue to make life better for our neighbors challenged by a tough economy and shrinking resources.

Thank you,



Deb Sanford RN, MS, MBA
Vice President Patient Care Services and Performance Improvement, The Acadia Hospital



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Nikita's story.

Investing in education.

If you met 15-year-old Nikita today, you wouldn't believe how far she has come. She is full of smiles and laughs, she enjoys time with friends and does well in school - all qualities you'd like to see in a freshman at Bangor High School, but for Nikita it's quite an accomplishment. Nikita moved to Bangor to live with her dad, Joe, when she was seven-years-old. She had been removed from an abusive home and was diagnosed with environmental and developmental challenges.

Joe, new to single parenthood and working full time, looked for a safe and affordable after school care option where Nikita could start to be more involved with her peers and experience personal growth. Nikita has attended the **Bangor Y's Capehart Outreach Program** for six years. It has been the most positive environment that anyone could have imagined.

Joe describes Nikita when she first entered his care as extremely shy and introverted, unable to interact with peers or adults. **The Capehart Outreach Program** helped Nikita to feel safe through structure, support and positive learning experiences. "I've learned the value of being friendlier from being around a lot of different kids," says Nikita reflecting on her experience. "I'm also kind of a role model to younger kids helping them with things like homework [and playing games]." Joe says Nikita has developed strong social skills and is now more comfortable interacting with different groups of people.

IN 2009, UNITED WAY CHILDREN & FAMILY PROGRAMS HELPED MORE THAN 17,000 INDIVIDUALS. UNITED WAY FUNDS 37 PROGRAMS WITH THESE COMMUNITY PARTNERS:

* Indicates multiple funded programs.
Find more information at our website, www.unitedwayem.org.

Bangor Y*
Big Brothers Big Sisters of MidCoast ME
Broadreach Family & Community Services*
Bucksport Area Childcare Center
Charlotte White Center
Community Health and Counseling Services
Downeast AIDS Network
Downeast Family YMCA*
Downeast Health Services*
Eastern Maine Homecare dba Bangor Area Visiting Nurses
Families and Children Together (FACT)
Good Samaritan Agency*
KidCare America

New Strategies for Youth
Old Town-Orono YMCA*
Parents are Teachers Too
Penquis
Shaw House
The Housing Foundation
The Next Step
United Cerebral Palsy
Waldo County YMCA*
Warren Center
Womancare

The Capehart Outreach Program is open to residents of Capehart and is made possible through a **United Way of Eastern Maine** 2-year grant and other sources of funding. The program provides a safe place for at-risk youth to learn and grow by encouraging a safe, consistent, and positive environment. Positive role modeling includes help with homework, education about nutrition, and group discussions about character building and good decision making. The program integrates the core values of the Y on a daily basis: respect, honesty, responsibility, and caring.

Most of the children in the after school program have had to overcome many challenges in their young lives. Some have been abused and/or neglected, removed from their homes and placed with relatives, or come from families struggling to provide for their basic needs. Building social skills is one of the primary challenges that **Capehart Outreach Program** addresses.

[Outreach has] strengthened her ability to become a leader.

"It has been an honor to watch Nikita grow and see the positive changes she has made in her life," says Melinda Perrier, Bangor Y staff. "I am deeply touched to see she has blossomed into a beautiful young woman."

Nikita says she wants to be an entrepreneur and added that, when she's old enough, she'd like to help the program out as a volunteer. "The program has been very helpful," says Joe. "I've seen it be an asset in her interactions with other kids and strengthen her ability to become a leader."



One strategy:

United Way of Eastern Maine knows that many children are entering school without the skills they need to learn. Reading scores and literacy levels across Maine are low. We also know that if we engage parents when their children are young, we will help parents gain skills they need to help their child succeed.

United Way and our partners have responded by building trails that include Born Learning signs which prompt parents and children to talk about their surroundings. These trails are a great way to get exercise, educational interaction and gain parenting tips about how to turn everyday conversations into learning experiences.

Born Learning has interactive web materials which you can find at www.bornlearning.org

2,000 served on Rt. 15

Investing in financial stability.

On a Wednesday or Thursday during the first and third week of the month, Route 15 in Corinth transforms into a bustling hub of activity. Many area residents who are facing food insecurity visit an outstanding community resource found in the **Safe Place Community Center**, a newly funded program of the **United Way of Eastern Maine**.

Among those residents is Marilyn, a retired volunteer who takes one box home to supplement her tight budget. Born in Hudson and married to a woodsman for 51 years, she learned about the volunteer opportunity through her church. She started volunteering not realizing that she was also eligible by income guidelines. "It's a great blessing that helps limited incomes stretch further," she says. "It's a real treat when we have fresh veggies and fruits; it really helps people that are hard up."

Charleston, Corinth, Bradford, Exeter, Garland, Hudson, Kenduskeag and Levant are the eight approved communities served by USDA funding. How then, does the pantry serve 23 additional communities requiring assistance?

We asked. We learned that a team of more than 40 volunteers, under Bud Drew's leadership, start by filling two upright refrigerators, one walk-in refrigerator, three freezers, and one walk-in freezer with fresh vegetables and frozen foods.



The **Safe Place Community Center** has also built strong relationships with supermarkets, post offices, individual donors and funders like **United Way of Eastern Maine**. The result is a community center with rows of fresh produce, healthy breads and many non-perishable food options that are available to serve 620 families and 2,300 individuals.

Bud has transformed the **Safe Place Community Center** into an excellent community resource for those struggling with chronic hunger. "With winter coming, we have 900 families signed up and it's really scary," says Bud. "We're always looking for ways to get food, medicine and household items." The center extends their assistance through emergency fuel, tax preparation, flu shot clinics, counseling, shelter assistance, job resources and other community forums addressing issues like elder grief and substance abuse.

"I do it because I love it," says Bud. "I like helping people [and] seeing their faces when they come and leave happy builds me up to keep going." That's exactly what you see when you enter this community center: the many happy faces of welcoming volunteers and people who currently need some assistance having found exactly that, and more, on Route 15.

With winter coming, we have 900 families signed up...

175,000 people in Maine are hungry.
*What does hunger look like in Eastern Maine?**
 38,500 people
 11,000 Children under 18
 3,100 Children under 5



36%

of households facing hunger have one or more parent employed.



IN 2009, UNITED WAY BASIC NEEDS PROGRAMS HELPED MORE THAN 8,000 INDIVIDUALS. UNITED WAY FUNDS 20 PROGRAMS WITH THESE COMMUNITY PARTNERS:

- Amicus
- Bangor Area Homeless Shelter
- Eastern Maine AIDS Network
- Eastern Maine Homecare dba Bangor Area Visiting Nurses
- Literacy Volunteers of Bangor
- Literacy Volunteers Waldo County
- Maine Mental Health Connections
- New Hope for Women

- Penquis*
- Pine Tree Legal Assistance
- Shaw House*
- Spruce Run*
- The Next Step
- Washington Hancock Community Agency
- Wellspring

* Indicates multiple funded programs. Find more information at our website: www.unitedwayem.org

★ The statistics above reflect Eastern Maine including residents of Hancock, Penobscot, Piscataquis, Waldo and Washington counties. The numbers are based on information provided by a valued partner, Good Shepherd Food-Bank. The number of Mainers that are food insecure has increased by more than 15 percent over the past two years.

19.5 percent of Maine children under the age of 18 are food insecure.

18.8 percent of Maine children under the age of 5 are food insecure.

One strategy:

Eastern Maine CASH Coalition has provided tax preparation and financial coaching at no cost by partnering with more than 20 organizations and hundreds of volunteers. Last year the value to Eastern Maine was approximately \$3.9 million and helped nearly 4,000 individuals save money for important supplies like food and medicine.

Learn more at www.cashmaine.org

Meet Don MacLeod.

Investing in health.

It's Thursday at 10:17 a.m. and Don MacLeod, 98-years-old and originally hailing from East Millinocket, Maine, enjoys a cup of tea, a friendly game of cribbage and the company of many area seniors. If you listen, you can hear the enjoyment in a crowd of about 20 seniors, in the many laughs, pleasant murmurs and the warmth of friends checking in with one another. It's the **Faith in Action Coffee House** and it occurs every Thursday morning. Don, a retired veteran and former employee of Great Northern Paper Company, lost his wife three years ago. He spent the last year of her life as her primary caregiver without a driver's license. Don visited her every day of the year, sometimes walking because he could not renew his license at age 90. "Not being able to drive took half my life away," says Don. "Faith In Action gave me [that part of] my life back, it's really important."

Faith In Action, a **United Way of Eastern Maine** partner, serves senior clients ranging in levels of dependence. Some need rides often, while others just a ride to the weekly Coffee House or a doctor's appointment. **Faith In Action** is part of a collaborative effort to ensure seniors are safe and healthy while they remain independent. Among the partners are Eastern Area Agency on Aging, the Downeast Family YMCA and the City of Ellsworth. They work with health care providers, churches and volunteers to answer community needs. "It's our biggest strength," says Jo Cooper of the collaboration. "The primary benefit to seniors is just having conversation and meeting new people, it keeps people like Don active and involved in the community they call home." The network also serves as a distribution center for fresh produce through Healthy Acadia, connects seniors to rides to various destinations and encourages continued learning, all of these factors are proven to increase quality of life for the population they serve. Many of the partners **Faith in Action** works with are also **United Way** funded programs.

Faith In Action goes far beyond the coffee house by working with its partners to provide the best quality of care and the services that seniors need most. Jo Cooper started **Faith in Action** with a telephone, a desk and a Robert Wood Johnson grant. Today, a network of organizations and the amazing help of more than 40 volunteers reach approximately 700 seniors a month. There are food security resources, exercise classes, rides and more. "We want to keep the connection of a neighbor-to-neighbor feel," says Jo. "A ride is an amazing opportunity for socialization – it just works."

Don has only missed a few coffee houses in the last two years. "Cribbage is exercise for my thinking and I feel more mentally alert," he says as he flashes a delightful smile.



IN 2009, UNITED WAY SUPPORTING SENIORS PROGRAMS HELPED MORE THAN 14,000 INDIVIDUALS. UNITED WAY FUNDS 16 PROGRAMS WITH THESE COMMUNITY PARTNERS:

- | | |
|--------------------------------------|---|
| Healthy Acadia | Legal Services for the Elderly |
| Bangor Y | My Friend's Place |
| Community Health and Counseling | Penquis |
| Eastern Area Agency on Aging* | UMaine Center of Aging* |
| Faith in Action Community Connection | University of Maine Cooperative Extension |
| Island Connections | Warren Center |

* Indicates multiple funded programs. Find more information at our website: www.unitedwayem.org

Volunteer Leadership

The following individuals and companies make our work a success.

COMMUNITY IMPACT INVESTMENT TEAM

Reita Abbott	Amy Cotton	Jane French	Len Kaye	Jim Miller	Patricia Plourde	Judy Stickles
Nate Briggs	Tracey Cousineau	Jemma Gascoine	Tim King	Lisa Morin	Glen Porter	Dyan Walsh
Audrey Brissette	Roberta Downey	Helen Genco	Jessica Kunkel	Troy Morton	Val Sauda	Christopher Wilcox
Helen Burlock	Nelson Durgin	Patty Hamilton	Russ Lumley	Shirar Patterson	Joyce Schelling	
Carol Carew	Susan Faloon	Ben Haskell	Eileen McAvoy	Tanya Pereira	Jonathan Siegel	
Stephanie Cotsirilos	Nichi Farnham	Greg Hobson	Heather McGlauffin	Tony Pellegrini	Deb Somers	

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HERBERT SARGENT COMMUNITY CENTER BORN LEARNING TRAIL PROJECT

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Cody Jean	Amber Okane	Old Town Parks and Recreation	Sargent Corporation	United Technology Center

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Bonney Staffing	EAAA	Hollywood Slots	Oxford Networks	Rudman & Winchell	University of Maine	Webber Oil

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Local Media:		Individuals & Companies:	
Bangor Daily News	Maine Edge	Advantage Gases	Bass Park Complex
Bangor Metro	The Weekly	Amicus	Bronson Communications
The Beacon	WLBZ	Bangor Civic Center	Darling's
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Thank you.

Any omission or error is unintentional.



2009 Leadership Giving

With all of the discouraging economic news of late, United Way of Eastern Maine has encouraging news to share as we thank our loyal and generous Leaders' Circle donors.

The Leaders' Circle was started in 2000, and has grown significantly over the past 10 years from a base of 200 donors contributing \$324,000 at the Leaders' Circle level to 420 donors contributing nearly 700,000, or about 30% of the Annual Campaign total in 2009.

This is especially meaningful considering an overall trend of decreasing numbers of donors over the years as the industrial and manufacturing segment of our campaign has experienced significant decline.

Due to the generosity of Leaders' Circle donors, however, United Way of Eastern Maine's average gift has increased from \$152 in 2000, to \$219 in 2009. This has *never been more important* as we face the challenges that lie ahead. To you we say thank you. Your loyalty and commitment inspire all of us to do as much as we can to improve lives, right here in Eastern Maine.



Amos and Lola Orcutt
Loyal Leaders'
Circle Donors

Pinnacle Club

Individuals who contribute \$2,500 or more are recognized for their exceptional generosity and truly are Champions of Giving. The Pinnacle Club leads the way with their gifts and longevity of commitment to United Way of Eastern Maine.

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\$10,000+

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 Robert and Karen Littlefield
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Ameriprise Financial Services, Inc. 1
 Bangor Hydro-Electric Co. 15
 Bangor Publishing Company 6
 Bangor Savings Bank 17
 Bangor School Department 2
 Bangor Water District 1
 Bangor Y 1
 Bank of America 18
 Bar Harbor Bankshares 5
 Beatham, Bernier, Seekins & Colpritt 2
 Berry, Dunn, McNeil & Parker 5
 Black Bear Hydro Partners, LLC 3
 Blueberry Broadcasting 1
 Brookings-Smith 1
 Byer of Maine 1
 Camden National Bank 2
 Canteen Service Co. 3
 Casco Bay Energy Company, LLC 1
 Central City Sheet Metal 1
 Central Equipment Company 1
 CES, Inc. 5
 City of Bangor 4
 Community Health & Counseling Services 2
 Competitive Edge Consulting 1
 Dahl-Chase Pathology Associates 1
 Darling's 5
 Deighan Associates 1
 Dirigo Slipform 2
 Dominion Resources Services, Inc. 1
 Duke Energy 1
 Dunnett, Inc. 1
 Eastern Area Agency on Aging 1
 Eastern Maine Community College 1
 Eastern Maine Healthcare Systems 84
 Eaton Peabody 9
 Eli Lily 1
 Epstein Commercial Real Estate 1
 ERA Dawson-Bradford Co., Realtors 3

ESOCO Orrington, Inc. 1
 Evergreen Woods Primary Care 1
 Farrington Financial Group 1
 Freightliner of Maine 5
 General Electric Energy 3
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 Hampden Family Dentistry, PA 1
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 Hollywood Slots at Bangor 3
 Horizon Solutions 1
 Husson University 2
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 Macy's 1
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 Maine Community Foundation 2
 Maine Distributors 1
 Maine International Guard 1
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 Spectrum Medical Group 5
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 UBS 3
 United Parcel Service 4
 United Way of Eastern Maine 4
 University of Maine 25
 Verso Paper 7
 WBRC Architects-Engineers 4
 Webber Energy Fuels 4
 Wells Fargo 1
 Wellspring, Inc. 1
 Willis of Northern New England 2
 WLBZ 2 3
 WoodenBoat Publications 1

United Way of Eastern Maine publishes this list of Leaders' Circle members to recognize their leading role in supporting our community.
We have attempted to list all of the individuals and families who have contributed at the Leaders' Circle level as of June 30, 2010.
Any omission or error is unintentional.

2009 Campaign Honor Roll

Below, you'll find the top 50 companies from the 2009 campaign. We thank all companies for their continued dedication to the United Way's mission and goals.

- | | | |
|---|------------------------------------|--|
| 1 Eastern Maine Healthcare Systems | 18 Bangor Publishing Company | 35 Quirk |
| 2 Hannaford Supermarkets | 19 R.H. Foster Energy | 36 John T. Cyr and Sons, Inc. |
| 3 Bank of America | 20 Freightliner of Maine | 37 St. Joseph Hospital |
| 4 Sargent Corporation | 21 Shaw's Supermarkets | 38 Morgan Stanley Smith Barney |
| 5 Bangor Hydro-Electric Co. | 22 N.H. Bragg and Sons | 39 United Way of Eastern Maine |
| 6 University of Maine Charitable Appeal | 23 CES, Inc. | 40 Macy's |
| 7 Bangor Savings Bank | 24 Dahl-Chase Pathology Associates | 41 Camden National Bank - Bangor |
| 8 General Electric Energy | 25 Key Bank of Maine | 42 Lincoln Paper and Tissue |
| 9 Verso Paper | 26 Wal-Mart | 43 Loiselle, Goodwin & Hinds |
| 10 L.L. Bean | 27 Penquis | 44 Bangor School Administrative Office |
| 11 People's United Bank | 28 Eaton Peabody | 45 Dirigo Slipform |
| 12 Marden's | 29 Rudman & Winchell | 46 Bar Harbor Bankshares |
| 13 Webber Energy Fuels | 30 Hollywood Slots at Bangor | 47 Gross, Minsky & Mogul |
| 14 TD Bank | 31 Dead River Company | 48 WLBZ 2 |
| 15 United Parcel Service | 32 Old Town Canoe Company | 49 Canteen Service Co. |
| 16 City of Bangor | 33 Berry, Dunn, McNeil & Parker | 50 Amicus |
| 17 Darling's | 34 Machias Savings Bank | |

Special Thanks

Loaned Executive sponsorships

EMHS
 Hannaford
 TD Bank

Campaign incentive prizes

Darling's
 L.L. Bean
 R.H. Foster
 Stanley Scooters

2009 Campaign Cabinet

Jerry Whalen, Campaign Chair <i>Eastern Maine Healthcare Systems</i>	Jon Plummer <i>Bangor Savings Bank</i>
Jay Muth, Campaign Vice-Chair <i>Camden National Bank</i>	Sherry Roberts <i>Bangor Savings Bank</i>
Shirar Patterson, Leader's Circle Chair <i>City of Bangor</i>	Adam Robertson <i>Bar Harbor Banking & Trust</i>
<i>Brian Donahue</i> <i>Affiliated Healthcare Systems</i>	Mike Seile <i>Bangor Y</i>
Angel Matson <i>WVIL</i>	Denis St. Peter <i>CES, Inc.</i>
Tim Moriarty <i>Eastern Maine Healthcare Systems</i>	Elizabeth Sutherland <i>Sutherland Weston</i>
	Dyan Walsh <i>Eastern Area Agency on Aging</i>
	Craig Worcester <i>Bar Harbor Bank & Trust</i>



Financial Report

The financial statements presented on these pages are derived from the United Way of Eastern Maine's financial statements, audited by Loiselle, Goodwin and Hinds, Certified Public Accountants of Bangor, Maine. Copies of the full report may be obtained by contacting United Way at (207) 941-2800 or visiting us at www.unitedwayem.org.

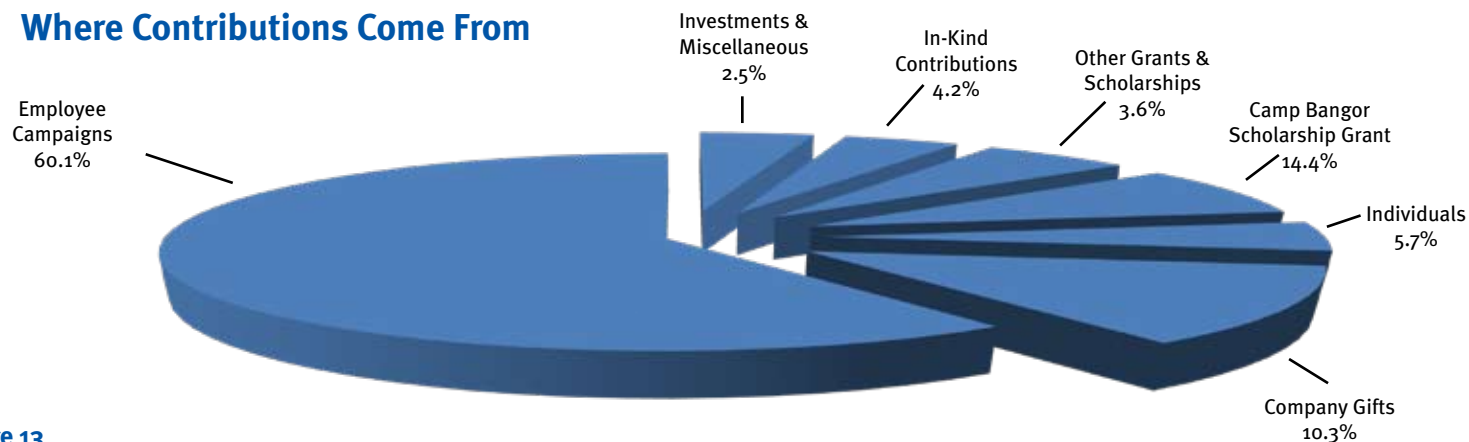
FINANCE COMMITTEE

Tracy Harding, Treasurer
 Amanda Butterfield, Assistant Treasurer
 John Hanson
 John Diamond
 Brent Hartley
 Robert Sutcliffe
 Bob Montgomery-Rice
 Deb Sanford

Statement of Revenues and Expenses

Individuals	159,039	4.6%
Company Gifts	418,919	12.2%
Employee Campaigns	1,985,064	57.9%
Investments & Miscellaneous	188,505	5.5%
In Kind Contributions	144,018	4.2%
Other Grants & Sponsorships	140,724	4.1%
Camp Bangor Scholarship Grant	268,895	7.8%
Net Appreciation in Fair Value of Investments and Assets Held by Others	120,545	3.5%
Total Campaign Results and Revenue	3,425,709	100.0%
Camp Bangor Scholarships	268,895	8.2%
Children & Families	488,119	14.9%
General Community Support	186,071	5.7%
Supporting Seniors	221,368	6.8%
Basic Needs & Self Sufficiency	385,489	11.8%
Other Grants	64,116	2.0%
211 Maine	94,960	2.9%
Eastern Maine CA\$H Coalition	31,717	1.0%
NALC Food Drive and Food Grants	127,135	3.9%
Donor Directed Gifts - Partner Agencies	121,192	3.7%
Donor Directed Gifts - Other	703,928	21.5%
General and Administrative Expenses	185,830	5.7%
Fund-Raising Expenses	397,813	12.1%
Total Expenses	3,276,633	100.00%
Change in Net Assets	149,076	

Where Contributions Come From



Statement of Financial Position as of June 30, 2010 and 2009

ASSETS	2010	2009
Cash & Cash Equivalents	467,375	482,647
Pledges Receivable, Net	1,179,694	1,308,503
Accounts Receivable & Other Assets	135,326	139,168
Investments	698,273	518,486
Property & Equipment	44,504	62,983
Beneficial Interests in Trusts	520,757	464,711
Total Assets	\$3,045,929	\$2,976,498
LIABILITIES & NET ASSETS		
Liabilities		
Accounts Payable	105,622	144,793
Accrued Payables	13,131	13,839
Allocations Payable	475,665	510,171
Designations Payable	514,003	511,934
Deferred Revenue	2,200	6,600
Capital Lease Obligation	13,680	16,607
Total Liabilities	\$1,124,301	\$1,203,944
Net Assets		
Undesignated	238,379	107,543
Board Designated	689,994	607,013
Temporarily Restricted	586,298	691,839
Permanently Restricted	406,957	366,159
Total Net Assets	\$1,921,628	\$1,772,554
Total Assets and Liabilities	\$3,045,929	\$2,976,498

Where Investments Are Made

