REPORT TO THE COMMUNITY
2018 Annual Report
WHO WE ARE & HOW WE DO IT

We are the problem solvers, hand raisers and game changers

We go after our community’s toughest challenges. We come up with new solutions to old problems. And we work with people from all walks of life to turn those solutions into action. We don’t focus on just one issue. We work to improve the financial stability, education, basic needs and health of every person in our community.

United Way has been the unifying force in our community for more than a century. We’re there every day. It’s not easy, but we don’t ever give up. As long as Cincinnati needs us, we will always unite this community to change lives.

Today, United Way of Greater Cincinnati is made up of a workforce of over 100 committed individuals, tens of thousands of volunteers, 85,000 donors, more than 1,000 partner companies, and 140 best-in-class social service agencies - all united in building a stronger community.

Together we are making life better for more than 329,000 people across the Cincinnati region.

We are better together

United Way’s approach is based on a simple value proposition: we are better together. Through this approach, we are uniquely able to drive our community’s effort to tackle poverty. We do this in three ways:

1. We understand community challenges: Through research and community engagement, we develop a deep, data-driven understanding of our community’s issues in the areas of financial stability, education, basic needs and health.

2. We create new solutions to meet community needs: We focus on the most important strategies with a family-centered approach for reducing poverty and we invest in a portfolio of the best programs that deliver results.

3. We bring organizations together to do more: We build partnerships across all sectors that coordinate services for communities, drive change in the policies and systems that hold families back and get results at a scale that no organization can alone.
329,000 people served through UWGC’s 140 agency partners

1,300 families supported by 10 UWGC partners to deeply understand poverty and measure progress

240 Success by 6® school and community partners worked to fill gaps in early education opportunities

200 Northern Kentucky children are now ready for kindergarten because of Me & My School, a Success by 6® program

5 state public policies were enacted, promoted or modified to enhance early childhood success

3,800 working families received the Earned Income Tax Credit through UWGC’s Free Tax Prep Coalition

139,000 requests for services fielded by United Way 2-1-1

15,500 people trained for in-demand career pathways with Partners for a Competitive Workforce

286 families avoided homelessness and disruptive school moves through Stable Families
THE COMMUNITY INVESTMENTS FOR 2019

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Poverty: Children &amp; Families</td>
<td>$19,896,000</td>
</tr>
<tr>
<td>Poverty: Individuals</td>
<td>$2,841,000</td>
</tr>
<tr>
<td>Across Incomes</td>
<td>$1,536,000</td>
</tr>
<tr>
<td>UW Strategic Initiatives</td>
<td>$350,000</td>
</tr>
<tr>
<td>place matters</td>
<td>$808,000</td>
</tr>
<tr>
<td>American Red Cross, Greater Cincinnati/Ohio River Valley Chapter</td>
<td>$3,384,000</td>
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<tr>
<td>Capacity Building &amp; Innovative Investments</td>
<td>$952,000</td>
</tr>
<tr>
<td>Donor Directed Investments in Agencies, Initiatives, and other United Ways</td>
<td>$4,889,000</td>
</tr>
<tr>
<td>Other Investments and Program Services</td>
<td>$3,446,000</td>
</tr>
</tbody>
</table>

The above figures represent unaudited 2018 totals for United Way of Greater Cincinnati, including campaign and other sources of income and corresponding expense. The 2018 audited financial statements for UWGC are available at UWGC.org.

THE UWGC UNAUDITED FINANCIALS FOR 2018
DECEMBER 31, 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>2018 Campaign</td>
<td>$48,000,000</td>
</tr>
<tr>
<td>Less: Campaign Collection Reserve</td>
<td>(3,274,600)</td>
</tr>
<tr>
<td>Plus: 2018 Campaign Received in 2019</td>
<td>622,600</td>
</tr>
<tr>
<td>Less: 2018 Campaign Not Raised in Area</td>
<td>(988,200)</td>
</tr>
<tr>
<td>Less: Donor Designations</td>
<td>(7,922,900)</td>
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<tr>
<td>Other Income Sources</td>
<td>4,782,800</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$41,219,700</strong></td>
</tr>
<tr>
<td>Program Expenses</td>
<td>$33,594,900</td>
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<tr>
<td>Administrative Expenses</td>
<td>4,556,700</td>
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<tr>
<td>Fundraising Expenses</td>
<td>4,984,000</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$43,135,600</strong></td>
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<tr>
<td>Change in Net Assets</td>
<td>(1,915,900)</td>
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<td>Beginning Net Assets</td>
<td>37,146,800</td>
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<tr>
<td><strong>Ending Net Assets</strong></td>
<td><strong>$35,230,900</strong></td>
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Julia W. Poston*, EY, Chair
Michael S. Comer*, KPMG, LLP, Treasurer
Marcia Voorhis Andrew, Esq*, Taft Stettinius & Hollister LLP
Kasey Bond*, Keating Muething & Klekamp PLL
Alicia Bond-Lewis, Dinsmore
Jay Brewer, Dayton Independent Schools
William P. Butler, The Corporex Family of Companies
Kim Chiodi, Western & Southern Financial Group
Mark C. Clement, TriHealth, Inc.
Brian D. Coley, MD, FACR, Cincinnati Children’s Hospital Medical Center
Garren Colvin, St. Elizabeth Healthcare
Alfonso Cornejo, Hispanic Chamber Cincinnati USA
Brian Cox, Macy’s Inc.
Timothy A. Elsbrock, Fifth Third Bank
David L. Faulk, Talent Management LLC.
Fernando Figueroa, Ph.D., Gateway Community & Technical College
Michael Filomena, Enterprise Holdings, Inc.
David J. Gooch, Park National Bank SW Ohio & NKY
Tracey H. Grabowski, The Procter & Gamble Company
Melvin Gravely, Triversity Construction
Charles “Trey” Greyson, Frost Brown Todd, LLC
Kimberly Halbauer, Fifth Third Bank
Adam P. Hall, Frost Brown Todd, LLC
Deborah M. Hayes, The Christ Hospital Health Network
Kip Heekin, Bahl & Gaynor
Gary L. Heiman, Standard Textile Co., Inc.
Gary T. Huffman*, Ohio National Financial Services
Mark J. Jahnke, Esq., Katz Teller
Renita Jones-Street, AFSCME Ohio Council 8
Eric H. Kearney, African American Chamber of Commerce
Tillie Hidalgo Lima*, Best Upon Request
Ron J. Luckenbill*, Girl Scouts of Western Ohio
Anne M. Lynch, GE Aviation
Inga McGlothin, Amalgamated Transit Union
Candace S. McGraw, Cincinnati/No. Kentucky International Airport
Peter M. McLinden*, Cincinnati AFL-CIO Labor Council
Jill Meyer, Cincinnati USA Regional Chamber
Carolyn Pione Micheli*, The E.W. Scripps Co.
Mary A. Miller*, JANCOA Janitorial Services, Inc.
Jeff O’Neil, MEd, PCC, Greater Cincinnati Behavioral Health
Neville G. Pinto, University of Cincinnati
David C. Phillips, Community Volunteer
Scott D. Phillips*, Frost Brown Todd, LLC
Monica J. Posey, Ph.D, Cincinnati State and Technical College
R. Michael Prescott, U.S. Bank
Rebecca L. Rahschulte, Ivy Tech Community & Technical College
Robert C. Reifsnyder*, United Way of Greater Cincinnati
Brian J. Robinson, Pomeroy
Sean L. Rugless, The Katalyst Group
Carl P. Satterwhite*, River City Furniture, LLC
Jim Scott, Community Volunteer
Charles L. Session Jr., Duke Energy
Steven J. Shifman*, Michelman
Heidi Shore, U.S. Bank
Cary Sierz, PNC Bank
Gerald A. Sparkman, d.e. Foxx & Associates
James W. Sowar, Deloitte
Paige J. Stephens, UFCW Local 75
Kenneth W. Stecher, Cincinnati Insurance Cos.
Eddie Tyner, Gannett
Matthew D. Van Sant*, Clermont County Chamber of Commerce
Thomas Vaughan, AAA Club Alliance

*Executive Committee Members
AGENCY PARTNERS

American Cancer Society - Greater Cincinnati
BAWAC, Inc.
Be Concerned
Beech Acres Parenting Center
Bethany House Services, Inc.
Big Brothers Big Sisters of Butler County
Big Brothers Big Sisters of Greater Cincinnati
Boy Scouts of America - Dan Beard Council
Boys & Girls Clubs of Greater Cincinnati
Breakthrough Cincinnati, Inc.
Brighton Center, Inc.
Brown County Educational Service Center
Brown County Helping Hands
Brown County Senior Citizens Council
Cancer Family Care, Inc.
Caracole, Inc.
Catholic Charities Diocese of Covington
Catholic Charities SouthWestern Ohio
Center for Addiction Treatment
Center for Employment Opportunities
Center for Great Neighborhoods of Covington
Central Clinic
Central Connections
Child Focus, Inc.
Children, Inc.
Children’s Law Center
Churches Active in Northside - CAIN
Cincinnati Area Senior Services, Inc.
Cincinnati Arts & Technology Center
Cincinnati Association for the Blind and Visually Impaired
Cincinnati Early Learning Centers, Inc.
Cincinnati Union Bethel
Cincinnati Works
Cincinnati Youth Collaborative
Cincinnati-Hamilton County Community Action Agency
CincySmiles Foundation
Clearinghouse
 Clermont County Community Services, Inc.
 Clermont Senior Services, Inc.
 Community-Building Institute Middletown, Inc.
 Corporation for Ohio Appalachian Development

COVINGTON PARTNERS

Cradle Cincinnati (at CHMC)
Crossroad Health Center
CWFF Child Development Center
DCCH Center for Children & Families
Dearborn County - Retired Senior Volunteer Program
Easter Seals Serving Greater Cincinnati
Envision Partnerships
Every Child Succeeds
FamiliesFORWARD
Family Independence Initiative
Family Nurturing Center
Family Service of Middletown
Freestore Foodbank
Girl Scouts of Kentucky’s Wilderness Road Council
Girl Scouts of Western Ohio
GRAD Cincinnati, Inc.
Great Miami Valley YMCA
Great Oaks Health Professions Academy
Greater Cincinnati Behavioral Health Services
Greater Cincinnati Microenterprise Initiative
Health Care Access Now
Health Careers Collaborative of Greater Cincinnati
HealthPoint Family Care
Healthy Homes Block by Block
Hearing Speech & Deaf Center of Greater Cincinnati
Heart House, Inc.
Higher Education Mentoring Initiative (at UC)
Highpoint Health
Holly Hill Child & Family Solutions
Hoosier Hills Literacy League
Hope House Rescue Mission
Housing Opportunities Made Equal (HOME)
Hyde Park Center for Older Adults
Interfaith Hospitality Network of Greater Cincinnati, Inc.
Jewish Family Service of the Cincinnati Area
Kennedy Heights Montessori Center
Legal Aid of the Bluegrass
Legal Aid Society of Greater Cincinnati
Life Learning Center
LifeSpan, Inc.
LifeTime Resources, Inc.
Lighthouse Youth & Family Services
Madisonville Education and Assistance Center
Mayerson JCC
Mental Health America of Northern Kentucky & Southwest Ohio
MORTAR
New Hope Services, Inc.

OUR PARTNERS

INITIATIVES

2-1-1: Our 24/7 Community Helpline
Free Tax Prep
Partners for a Competitive Workforce
Success By 6
Stable Families
New Horizons Rehabilitation, Inc.
New Perceptions, Inc.
Northern Kentucky Community Action Commission, Inc.
Northern Kentucky Education Council
One Community, One Family
People Working Cooperatively, Inc.
Per Scholas
Power Inspires Progress
Pro Seniors, Inc.
ProKids
Redwood
Rosemary’s Babies Co.
Safe Passage, Inc.
Santa Maria Community Services
Seven Hills Neighborhood Houses
Shared Harvest Foodbank, Inc.
Sojourner Recovery Services
Southeastern Indiana Economic Opportunity Corporation (SIEOC)
Southern Hills Career & Technical Center
St. Joseph Orphanage
Starfire Council of Greater Cincinnati, Inc.
Stepping Stones, Inc.
Strategies to End Homelessness

Supports to Encourage Low Income Families
Talbert House
Teen Challenge Cincinnati
Tender Mercies, Inc.
The Children’s Home of Cincinnati
The DAD Initiative, Inc
The Literacy Council of Clermont & Brown Counties
The Salvation Army in Greater Cincinnati
The Salvation Army Indiana Division
The Salvation Army of Middletown
Tristate Veterans Community Alliance
Urban League of Greater Southwestern Ohio
Urban Minority Alcoholism & Drug Abuse Outreach Program (UMADAOP)
Volunteers of America Mid-States, Inc.
Welcome House of Northern Kentucky, Inc.
Wesley Community Services
Women Helping Women
Women’s Crisis Center
Working in Neighborhoods (WIN)
YMCA of Greater Cincinnati
Youth Encouragement Services, Inc.
YWCA of Greater Cincinnati
YWCA of Hamilton, Ohio
**TOP 25 COMPANIES**
The largest corporate, retiree and employee campaign donors

<table>
<thead>
<tr>
<th>Rank</th>
<th>Organization</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>01</td>
<td>P&amp;G</td>
<td>$9,170,000</td>
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<tr>
<td>02</td>
<td>GE</td>
<td>$4,675,000</td>
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<tr>
<td>03</td>
<td>Fifth Third Bank</td>
<td>$3,667,837</td>
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<td>04</td>
<td>Western &amp; Southern Financial Group</td>
<td>$1,320,000</td>
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<td>05</td>
<td>Cincinnati Children’s Hospital Medical Center</td>
<td>$1,161,390</td>
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<td>06</td>
<td>Cincinnati Bell, Inc.</td>
<td>$1,040,993</td>
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<td>07</td>
<td>U.S. Bank</td>
<td>$801,936</td>
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<tr>
<td>08</td>
<td>American Financial Group, Inc.</td>
<td>$784,026</td>
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<tr>
<td>09</td>
<td>The Kroger Co.</td>
<td>$774,040</td>
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<td>10</td>
<td>Macy’s, Inc.</td>
<td>$771,014</td>
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<td>11</td>
<td>AK Steel Corporation</td>
<td>$770,363</td>
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<td>12</td>
<td>Standard Textile Company, Inc.</td>
<td>$572,960</td>
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<td>13</td>
<td>Ohio National Financial Services</td>
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<td>14</td>
<td>Worldpay, Inc.</td>
<td>$518,410</td>
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<tr>
<td>15</td>
<td>Deloitte</td>
<td>$504,000</td>
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<tr>
<td>16</td>
<td>First Financial Bank</td>
<td>$500,000</td>
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<tr>
<td>17</td>
<td>University of Cincinnati &amp; UC Health</td>
<td>$483,431</td>
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<tr>
<td>18</td>
<td>The Cincinnati Insurance Companies</td>
<td>$453,000</td>
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<td>19</td>
<td>Frost Brown Todd, LLC</td>
<td>$434,568</td>
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<tr>
<td>20</td>
<td>Enterprise Holdings</td>
<td>$404,380</td>
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<tr>
<td>21</td>
<td>Duke Energy</td>
<td>$400,000</td>
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<tr>
<td>22</td>
<td>EY</td>
<td>$384,567</td>
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<tr>
<td>23</td>
<td>American Modern Insurance Group</td>
<td>$370,393</td>
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<td>24</td>
<td>UPS, Inc.</td>
<td>$363,350</td>
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<tr>
<td>25</td>
<td>Kao USA, Inc.</td>
<td>$340,712</td>
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</table>
**TREMENDOUS 25 COMPANIES**
The highest per capita giving companies with at least 25 employees and 55% employee participation that are not large enough to be in the Top 25

<table>
<thead>
<tr>
<th>Rank</th>
<th>Organization</th>
<th>Per Capita</th>
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<tbody>
<tr>
<td>01</td>
<td>Katz Teller</td>
<td>$2,760</td>
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<tr>
<td>02</td>
<td>AIM MRO Holdings, Inc.</td>
<td>$1,856</td>
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<tr>
<td>03</td>
<td>United Way of Greater Cincinnati</td>
<td>$1,605</td>
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<tr>
<td>04</td>
<td>HORAN</td>
<td>$1,420</td>
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<tr>
<td>05</td>
<td>Squire Patton Boggs</td>
<td>$1,389</td>
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<tr>
<td>06</td>
<td>Bartlett &amp; Co.</td>
<td>$1,244</td>
</tr>
<tr>
<td>07</td>
<td>LyondellBasell</td>
<td>$1,087</td>
</tr>
<tr>
<td>08</td>
<td>ITW - Air Management</td>
<td>$1,074</td>
</tr>
<tr>
<td>09</td>
<td>ProMach, Inc.</td>
<td>$1,056</td>
</tr>
<tr>
<td>10</td>
<td>American Red Cross</td>
<td>$1,011</td>
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<tr>
<td></td>
<td>Greater Cincinnati/Ohio River Valley Chapter</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>BKD, LLP</td>
<td>$1,009</td>
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<tr>
<td>12</td>
<td>Park National Bank</td>
<td>$981</td>
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<tr>
<td>13</td>
<td>Thompson Hine LLP</td>
<td>$974</td>
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<tr>
<td>14</td>
<td>Michelman, Inc.</td>
<td>$957</td>
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<tr>
<td>15</td>
<td>The Corporex Family of Companies</td>
<td>$808</td>
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<tr>
<td>16</td>
<td>Mariner Wealth Advisors</td>
<td>$752</td>
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<tr>
<td>17</td>
<td>The E. W. Scripps Co.</td>
<td>$745</td>
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<tr>
<td>18</td>
<td>3E4 – Cincinnati USA Regional Chamber, REDI, CBC/CRBC &amp; The Port</td>
<td>$713</td>
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<tr>
<td>19</td>
<td>Messer Construction Co.</td>
<td>$708</td>
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<tr>
<td>20</td>
<td>Al Neyer</td>
<td>$705</td>
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<tr>
<td>21</td>
<td>Baker Hostetler</td>
<td>$702</td>
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<tr>
<td>22</td>
<td>Keating Muething &amp; Klekamp PLL</td>
<td>$672</td>
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<td>23</td>
<td>Bahl &amp; Gaynor Investment Counsel</td>
<td>$604</td>
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<tr>
<td>24</td>
<td>School Outfitters</td>
<td>$603</td>
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<tr>
<td>25</td>
<td>Dinsmore &amp; Shohl LLP</td>
<td>$534</td>
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</table>
2400 Reading Road
Cincinnati, OH 45202
513-762-7100

AREA CENTERS:

Clermont & Brown Counties
948 Cincinnati Batavia Pike
Cincinnati, OH 45245-1332
513-536-3000

Middletown Area
6820 Roosevelt Avenue, Suite D
Middletown, OH 45005-5798
513-705-1160

Northern Kentucky
2120 Chamber Center Drive
Fort Mitchell KY 41017-1669
859-525-2600

Southeast Indiana
227 Walnut Street
Lawrenceburg, IN 47025-3465
812-537-2009