



United Way
of Sumner County

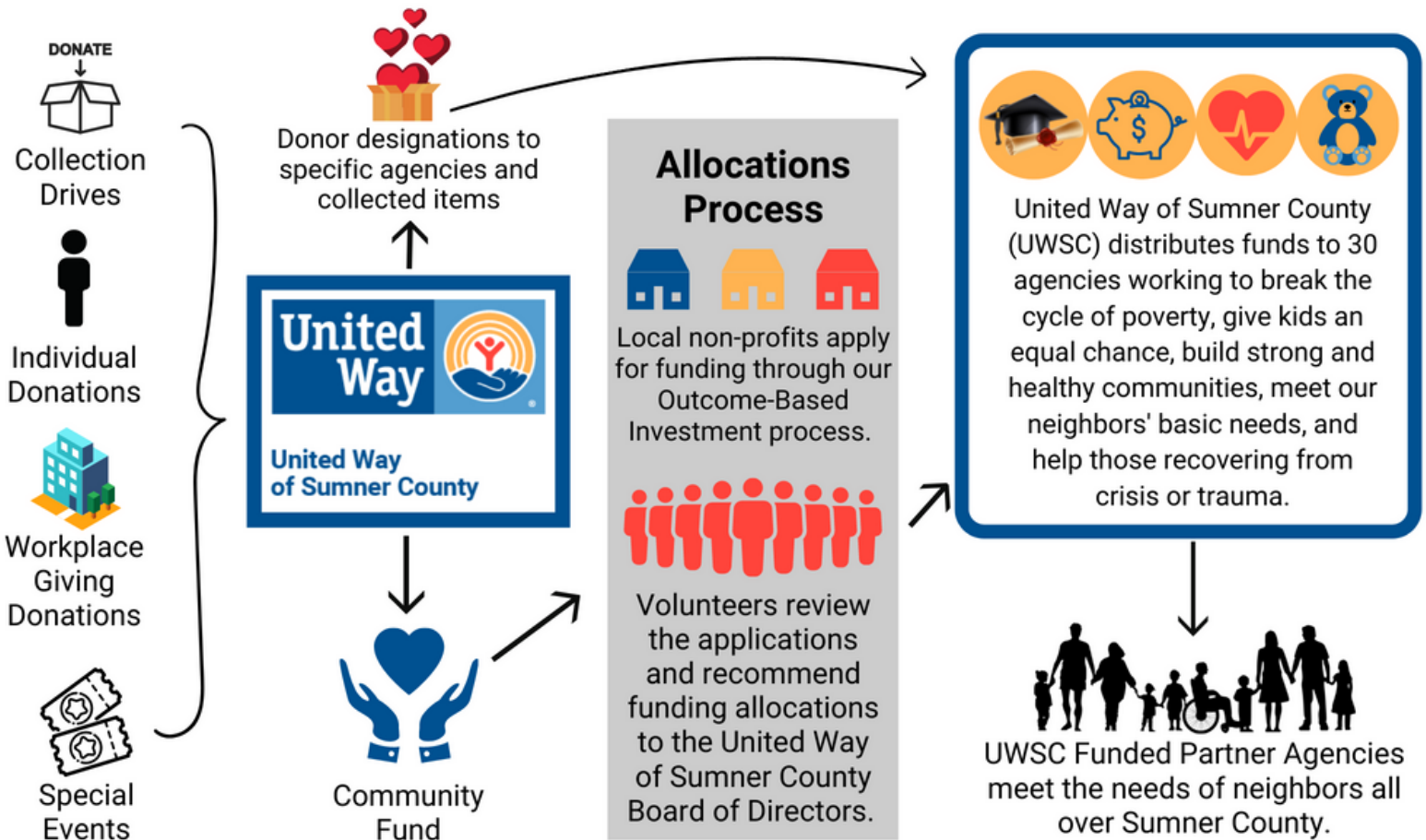
2021 - 2022 ANNUAL REPORT



Who We Are

We serve as the hub of a network that connects givers, advocates, and volunteers with local businesses, schools, government, and human service programs to make lives better and our community stronger. We identify and address current needs, then collaborate with our partners to develop long-term strategies that will eliminate the causes of the issues facing our residents and improve the quality of life in Sumner County for all of us.

Our Mission:
to improve the quality of life in Sumner County as a place to grow up, raise a family, work, achieve our dreams, and grow older.



2021 - 2022 Board of Directors

Julianna Adenaike, Sumner County Schools
Stephen Bearden, TriStar Hendersonville Medical Center
Pat Conner, Casel
Scott Corley, Belmont University
Theresa Dowell-Fuqua, Retired Sumner County Schools
Lindy Gaughan, Re/Max Choice Properties
Alana Hibbler, City of Hendersonville
Susan Gaimari, Sumner Bank & Trust
Jimmy Johnston, Forward Sumner
William Lamberth, Attorney/State Representative
Missy Lozano, Gallatin Women's Center
Tim Mann, Bank of Tennessee
Michael Morrison, TriStar Skyline Medical Center
Rachel Nichols, City of Gallatin
Grace Oliver, Retired Sumner County Schools
Mary Kathryn Oliver, Compass Pediatrics
Michele Owens, First Horizon Bank
Amy Ray, Sumner Regional Medical Center
Norman Rubio, Retired Publix
Amy Scott, Long Hollow Gardens
Marty Stillwell, Publix Goodlettsville

Executive Committee

Pat Conner
Board Chair

Rachel Nichols
Board Chair Elect

Michael Morrison
Treasurer

Michele Owens
Secretary

Norman Rubio
Immediate
Past Board Chair

From our Board Chair

Dear friend of United Way of Sumner County,

It is a joy to share our 2021-2022 annual report with you. For over four decades, the United Way of Sumner County (UWSC) has supported and provided vital services and programs in our local community. Undeniably, the past few years have been difficult in ways that no one could have imagined, but in true United Way fashion, our community came together – United. Because of our supporters, volunteers, and advocates like you, we are able to lead our community in long-term solutions.

Our focus areas- education, financial stability, health, and rebuilding lives- allow us to meet basic needs, improve access to healthcare, provide safe spaces, engage with our seniors, and inspire our youth. Our vast network - business, schools, government, healthcare entities, churches, and human service agencies - allow us to focus on collaborative work in our county.

While these pages will tell you a story of success and resiliency, there is still more work to be done. There are collaborative outcomes that will lead to long-term solutions and we believe United Way of Sumner County exists for this – to address current crises and needs while visioning the brightest future for our community!

I invite you to continue to support your local United Way of Sumner County through giving, advocating and volunteering. We have important work ahead and we are so grateful to do this along side you! Together we will mobilize the caring power of our community to improve the quality of life in Sumner County as a place to grow up, raise a family, achieve dreams, and grow older.

Gratefully,

Pat Conner
UWSC Board Chair



Pat Conner

Pat Conner is a Senior Policy and Practice Consultant for CASEL (Collaborative for Academic, Social, and Emotional Learning), Chicago. An educator for over 36 years, Pat began her work in Sumner County Schools, Tennessee, as the director of Safe Schools, Healthy Students for 27 years before going to the Tennessee Department of Education as the Executive Director for the Office of Student Supports from which she retired in 2019.

Changes to Our Team

This fiscal year brought some changes to our team. In July of 2021, Erin Birch, who had joined United Way of Sumner County in 2017 as Campaign Manager and then became Chief Development Officer in 2018, was named CEO. Danielle Robinson who was hired as Finance Manager in 2017 was named Chief Financial Officer in July 2021, as well. Toni Dew who began as a Projects Coordinator in August 2018 was promoted to Projects Manager in September 2021. Michelle Groves, who previously worked for Mothers Against Drunk Driving and Junior Achievement was added as Development Manager in October of 2021. Krista King was hired as Data Specialist in April of 2022 and Sean Morrison began an internship in June 2022.



Erin Birch



Toni Dew



Michelle Groves



Krista King



**Danielle
Robinson**

Financials

United Way of Sumner County
Statement of Activities
For the Year Ended June 30, 2022

	Without donor restrictions	With donor restrictions	Total
Public Support and Revenues			
Campaign revenues			
Gross campaign results	\$ 760,396	\$ 4,144	\$ 764,540
Less: donor designations	(99,432)	-	(99,432)
Less: provision for uncollectible accounts	(43,152)	-	(43,152)
Net campaign revenues	617,812	4,144	621,956
Special events, net of \$34,550 in direct benefit to donors	57,924	-	57,924
Contributions of nonfinancial assets	43,902	-	43,902
Designations from other United Ways, net of fees of \$7,369	19,527	-	19,527
Service fees	5,121	-	5,121
Other contributions	7,174	-	7,174
Interest income	844	-	844
Gain on sale of assets	75	-	75
Release of restrictions	4,144	(4,144)	-
Total public support and revenues	756,523	-	756,523
Expenses			
Program services			
Allocations and designations, agencies	514,401	-	514,401
Less: donor designations	(99,432)	-	(99,432)
Net allocations and designations, agencies	414,969	-	414,969
Allocations and designations, operating expenses	20,757	-	20,757
Community building	77,737	-	77,737
Total program services	513,463	-	513,463
Supporting services			
Management and general	151,975	-	151,975
Campaign development	91,083	-	91,083
Total supporting services	243,058	-	243,058
Total expenses	756,521	-	756,521
Change in net assets	2	-	2
Net assets, beginning of year	131,706	20,370	152,076
Net assets, end of year	\$ 131,708	\$ 20,370	\$ 152,078

Allocations

FINAL ALLOCATIONS FROM 2021 CAMPAIGN

AGENCY	Funds raised during 2021 Campaign
Education Focus Area	
Shalom Zone (Achievement in the Making)	\$ 20,000.00
Children Are People	\$ 15,000.00
Community Child Care	\$ 35,000.00
Gallatin Day Care	\$ 41,140.00
HATS (Rainbow Early Intervention)	\$ 7,000.00
Sumner County 4-H	\$ 7,000.00
Education Sub-Total	\$ 125,140.00
Financial Stability Focus Area	
Gallatin CARES	\$ 14,355.00
Grace Place	\$ 18,000.00
Hendersonville Samaritan Association	\$ 5,000.00
Portland CARES	\$ 19,560.25
Second Harvest Food Bank (Backpack Prgm.)	\$ 5,000.00
St. Vincent de Paul Society	\$ 21,500.00
Amazing Grace Mission (Westmoreland Food Bank)	\$ 25,091.68
Financial Stability Sub-Total	\$ 108,506.93
Health Focus Area	
MHAMT (Aging & Alzheimer's Program)	\$ 7,500.00
Gallatin Senior Center	\$ 7,000.00
Habitat for Humanity (Aging in Place)	\$ 5,000.00
MCHRA (Long Term Care Ombudsman)	\$ 5,038.00
MCHRA (Meals on Wheels)	\$ 25,500.00
Nurses for Newborns	\$ 8,600.00
Portland Senior Citizens	\$ 7,500.00
Salvus Center	\$ 16,000.00
Senior Citizens of Hendersonville	\$ 9,000.00
CCPC (Sexual Risk Avoidance Program)	\$ 8,500.00
Tennessee Poison Center	\$ 2,000.00
Health Sub-Total	\$ 101,638.00
Rebuilding Lives Focus Area	
Ashley's Place	\$ 20,875.00
Cumberland Crisis Pregnancy Center	\$ 17,000.00
HomeSafe	\$ 10,000.00
Legal Aid Society	\$ 7,000.00
STARS (Student Assistance Program)	\$ 33,446.00
Sumner County CASA	\$ 28,447.00
Rebuilding Lives Sub-Total	\$ 116,768.00
AGENCY ALLOCATION TOTAL	\$ 452,052.93
2-1-1 Allocation	\$ 8,343.00
Publix Emergency Fund	\$ 3,562.00
2020 COVID-19 Impact Fund	\$ 582.00
Total Local Allocations	\$ 464,539.93
Other Donor Designations to Sumner County Non-Profit Agencies	\$ 8,977.00
Donor Designations to the Greater Community	\$ 35,762.37
TOTAL ASSISTANCE	\$ 509,279.30



Thanks to your support, over half a million dollars was allocated to our community!

Events



2021 Fall Classic Golf Scramble

- Held on October 25, 2021, at Bluegrass Yacht & Country Club
- 26 teams joined the event
- 102 golfers participated
- Total net revenue: almost \$23,000

2022 Gala in the Vineyard

- Held on March 4, 2022, at Long Hollow Gardens & Vineyards
- 245 guests and volunteers attended the sold-out event
- Silent auction with 45 items raised \$5,000
- Live auction with 10 packages raised \$11,000
- Total net revenue: over \$53,000



2022 Community Impact Breakfast

- Held on August 7, 2022, at The Gathering Place by Bit O' Heaven Catering in Gallatin
- Approximately 165 attendees
- 16 awards presented for 15-year achievement for 2005-2020
- 16 awards presented for 2021 Campaign achievement



Drives

2021 Winter Care Drive

- Held October 1 - November 12
- 9 public drop-off sites plus 2 companies hosting internal collection campaigns
- 113 gently-used coats collected
- 91 new coats, 25 packs of gloves, and 23 packs of socks plus hats collected
- Total value of new donations: almost \$600
- Distributed to kids and families served by at least 10 agencies and to the Sumner County Schools Resource Center



2022 Mom & Baby Care Drive

- Held April 1 - April 30
- 11 public drop-off sites plus 3 companies hosting internal collection campaigns
- 7,752 diapers, 111 boxes of wipes, and almost 1,000 personal care items collected
- Total value of donations: \$5,800
- Distributed to moms & babies through 11 agencies



Community Impact



United Way
United Way of Sumner County

United Way of Sumner County served

70,000

people and their families last year through 2-1-1 and our partner agencies.

1,814

calls from those asking for assistance in Sumner County were answered on our 2-1-1 helpline during FYE 2022.

Top 3 Requests:
Housing/Shelter - 42%
Food - 13%
Utilities - 12%



2-1-1
Get Connected. Get Help.™

2021 Campaign Awards

TOP 20 COMPANIES			
1	Sumner County Schools	11	Hendersonville High School
2	HCA TriStar Hendersonville Medical Center	12	Long Hollow Gardens & Vineyards
3	ITW CIP	13	ITW Corporate Match
4	Servpro	14	Caterpillar
5	Publix Charities	15	Raymond James Financial
6	ITW Dynatec	16	Cumberland Electric
7	Publix #119 Hendersonville	17	Publix #1033 Gallatin Store
8	The Farmers Bank	18	Southeastern Building Corporation
9	Publix #1141 Goodlettsville Store	19	Sumner Regional Medical Center
10	UPS	20	Aladdin Temp-Rite

2021 Campaign Awards

	GIVE	
Industry	Award	Winner
Overall Top Fundraiser	Most Dollars Raised	Sumner County Schools
Business	Most Dollars Raised	Sumner County Schools Maintenance Department
Government	Most Dollars Raised	City of Gallatin
Large Medical	Most Dollars Raised	HCA TriStar Hendersonville
Schools/ Colleges	Most Dollars Raised	Hendersonville High School
Retail	Most Dollars Raised	Publix Charities
Manufacturing	Most Dollars Raised	ITW CIP

2021 Campaign Awards

	GIVE	
Industry	Award	Winner
Individual	Most Dollars Raised	Dr. Chad Swan
Business	Highest Growth in Campaign <i>(based on dollars raised)</i>	Wilson Bank & Trust
Government	Highest Growth in Campaign <i>(based on dollars raised)</i>	City of Gallatin
Schools/ Colleges	Highest Growth in Campaign <i>(based on dollars raised)</i>	Lakeside Park Elementary
Retail	Highest Growth in Campaign <i>(based on dollars raised)</i>	Publix #119 Hendersonville Store
Manufacturing	Highest Growth in Campaign <i>(based on dollars raised)</i>	ITW Corporate

2021 Campaign Awards

	ADVOCATE	
Individual	Advocate of the Year	Kelley Crecelius
	VOLUNTEER	
Individual	Volunteer of the Year	Theresa Dowell-Fuqua
Individual	Youth Volunteer of the Year	Drew Waller



Overall Top Fundraiser, Sumner County Schools

Thank You

We are so grateful for the dedication of our faithful volunteers who generously donate countless hours in support of the mission of United Way of Sumner County.

VOLUNTEERS



Audit & Finance Committee

Michael Morrison, Chair
B. Carter
Mark Lowhorn
Tim Mann
Rachel Nichols
Kevin Owens
JC Wilkinson

Diversity Equity and Inclusion Committee

Theresa Dowell-Fuqua, Chair
Katie Brown
Alana Hibbler
Katherine Louw

Executive Allocations Committee

Missy Lozano, Chair	Norman Rubio
Julianna Adenaïke	Mike Shelton
Evelyn Hill	Kathryn Strong
Jim Graham	Tony Smith
Michele Owens	

Gala Committee

Anna Cook	Mary Kathryn Oliver
Kelly Creceïus	Amy Ramsey
Susan Gaimari	Amy Ray
Kendall Hall	Amy Scott
Courtney Moseley	

Golf Committee

Travis Birch	Stephen Dorris
Chuck Conner	Rachel Lassiter
Pat Conner	Jamie McMurry
Caryn Crenshaw	

Office Volunteers

Allie Birch	Mable McReynolds
Aubrey Birch	Sean Morrison
Theresa Dowell-Fuqua	Susan Supercynski
Pat Gizelar	Cheri Tatum
Addie Hannold	Morgan Wells
Gail Haygood	Rebecca Wells
Sue Heinze	Emma Wiggleton

Allocations Volunteers

We are grateful for the 45 volunteers that review grants, do site visits, attend agency presentations and discern allocations each year.

Drive Volunteers

Thank you to all of the many volunteers who helped with our drives such as Winter Care and Mom & Baby. We could not do the work we do without you!

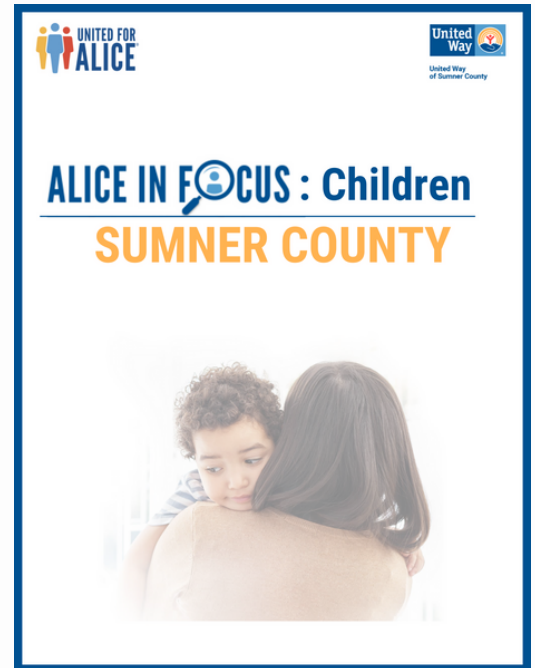
Loaned Executive

Leigh Williams

Advocating for ALICE

There are 27,000 households in Sumner County who earn just above the Federal Poverty Level but make less than what it costs to live here. We call them ALICE: Asset Limited Income Constrained Employed.

United Way of Sumner County is working hard to advocate for ALICE by continuing to share the results of our ALICE studies with business, government, and community leaders and to bring attention to the needs of these families.



In the Spring of 2022, our "ALICE in Focus" series was released. ALICE research has traditionally analyzed total ALICE households, but this new research, based on 2019 data, the most recent data available, is more specific, focusing on particular groups within the ALICE demographic.

The first segment, "ALICE in Focus: Children" found that traditional measures of poverty have severely undercounted the number of children ages 18 and younger who are growing up in households that struggle to meet their basic needs.



Advocating for ALICE

In Sumner County, 48% of our children (21,562 kids) were below the ALICE threshold, living in families that cannot make ends meet. And, while ALICE spans all communities, age groups, and races in Sumner County, the study did find some disproportionate findings among specific groups.

In our county, 76% of all kids are white, making them, by far, our largest racial group. 43% of those kids are living under the ALICE threshold accounting for more than 14,000 kids.

Sumner County children living under the ALICE threshold include ALL races!

14,601 White children

1,929 Black children

3,083 Hispanic children

510 Asian children

1,305 children with two or more races

Source: United Way ALICE in Focus: Children 2022 study reporting 2019 statistics



48% of Sumner County kids live under the ALICE threshold!

This includes:

6,053 kids who live *below* the Federal poverty line
PLUS

15,509 kids who live *above* the Federal poverty line but *below* what it takes to meet basic needs

Source: United Way ALICE in Focus: Children 2022 study reporting 2019 statistics



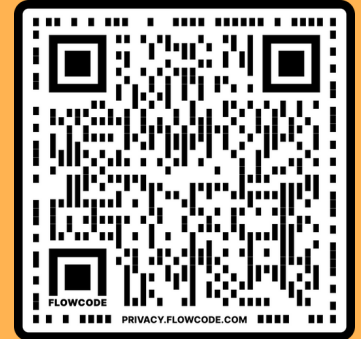
But, though the population of other races is smaller in Sumner County, the proportion of kids in homes struggling to make ends meet was found to be higher in those groups. Almost 50% of black children in Sumner County live under the ALICE threshold. That number jumps to 58% of the Asian population of children and to 70% of the children with 2 or more races.

But the biggest disparity was found in the Hispanic population where an astounding 81% of children are living in homes that struggle to meet their needs. In fact, 100% of the limited English-speaking households in Sumner County were found to be living under the ALICE threshold.

Get Involved

GIVE

When you invest in United Way of Sumner County, you are investing in multiple programs, initiatives, and services working to improve community conditions. **EVERY** gift makes a difference!



Scan here to donate.

ADVOCATE

verb - to speak or write in favor of; support or urge by argument; recommend publicly.

Being involved with United Way of Sumner County means learning more about our community's needs, then acting and speaking on behalf of those who need our help the most!

Go to <https://www.unitedwaysumner.org/advocate> to learn more.

VOLUNTEER

When you volunteer with UWSC, you get to see, first-hand, how needs are being met in our community. Volunteers provide crucial service to agencies who don't have the resources to accomplish all that needs to be done on their own!

Go to <https://www.unitedwaysumner.org/volunteer> to learn more.