



**UNITED AGAINST POVERTY**  
*Indian River County*



# 2022 ANNUAL REPORT

*"Success is the sum of small efforts repeated day-in and day-out"*  
- Robert Collier

Dear Cherished Supporters,

Over the past few years, our community and organization have been confronted with uncertainty and unknowns. Our team has worked hard to ensure that every family or individual in need had access to services to provide for themselves and their families. We are proud to say that 2022 was the most impactful year in the organization's history.

We had a milestone year for our Success Training Employment Program (STEP) graduating and successfully employing 62 participants. The combined total income for our graduates equaled \$1.87M, a fivefold increase versus 2021. That created a \$3.2M "social cost avoidance", which refers to expenses the county's taxpayers would have incurred for unemployment, rent/utility assistance, emergency room usage, and criminal justice costs. These incredible results came through an investment from our staff, donors, and our community and employer partners. We hosted 10 career events at the UP Center and increased our employment partnerships by 66%. We also launched a new program, Build UP, to deepen our connection to the trades, construction, and manufacturing industries. This resulted in 27 of our STEP graduates becoming employed in these growing and high demand fields.

We introduced the Going Up Bus to our community after successfully being awarded a grant from Impact 100 of Indian River County. This new resource helps us address a major barrier for so many in our community that are struggling to break through generational poverty and transportation challenges.

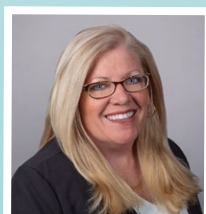
Despite this success, so many in our community have experienced increased struggles with food security, housing, mental health, and substance misuse. Our Crisis Stabilization Program and Member Share Grocery Program (MSGP) rose to meet those needs like never before. Our Crisis team met with 986 families in 2022, providing 4,090 services. We get to know our families, identify all barriers and build an action plan so we can truly implement our hand up versus hand out model. To combat food insecurity, MSGP served 7,359 individuals and families in 2022, a 37% increase over 2021. Those families retained \$7.16M in resources, which positions them to spread their budget to cover more essential household needs.

When our community came together to help us raise the funds to build the UP Center in 2020, it was with the vision that the new UP Center would become a true community hub; a place filled daily with impact, innovation, collaboration, inspiration and hope. We are incredibly proud to share that in 2022, that vision came to life. Over 90 nonprofit partners, 100 employer partners, over 300 volunteers and over 9,000 members from our community participated in our programs last year. Our entire year was a beautiful example of what a community can accomplish when they are United Against Poverty.

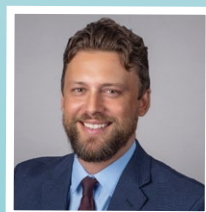
We're Going UP!

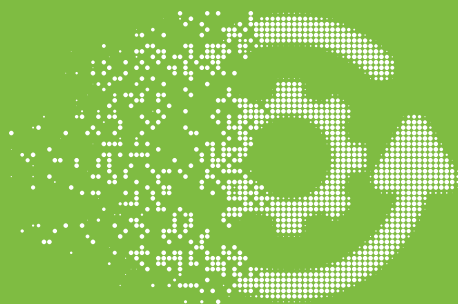


Gwendolyn Butson  
Chief Executive Officer



Matt Tanner  
Executive Director, Indian River Campus





# BREAKING THE CYCLE OF POVERTY

## A LOOK BACK AT 2022



**9,829**

Households Served by  
all UP Indian River  
Programs



**95**

STEP Graduates

**62**

STEP Graduates

Employed



An Average of

**160**

New Individuals  
Enrolled in our  
Programs each week

**481**

Workshops Helping

**1,370**

Individuals



**54**

Families Lifted  
Out of Poverty



Our Member Share  
Grocery Program  
Helped Families  
Retain

**\$7.16M**

# YOUR IMPACT

Through the generous resources you entrusted to us, we were able to reach out and lift the lives of 9,829 families who would otherwise go unnoticed. Whether it's an investment of wealth, talent, or product — we pride ourselves in putting your gift to work in the most efficient way possible — right here in Indian River County.

## YOUR MONETARY GIFTS

For every \$1 you donated in 2022, 92.4¢ went directly to programs and activities designed to help lift our neighbors from poverty to economic self-sufficiency. This is among the best ratios nationwide for a social service organization.

92.4¢ Program Activities

3.4¢ Management & General Expenses



4.3¢ Fundraising Expenses

In 2022, Volunteers Served  
**12,558 Hours**

## YOUR GIFTS OF TIME & TALENT

Total Value of  
Volunteer Service in 2022  
**\$369,331**

\*According to Independent Sector's  
Florida Value of Volunteer Time Report

323 incredible individuals gave  
a HAND UP in 2022



## YOUR GIFTS OF PRODUCT

More than 120 generous  
Product Partners from across  
166 locations donated a total value of

**\$2,724,970**

in food and household items to our  
Indian River Grocery Programs in 2022.



# Financial Statement

## FISCAL YEAR JANUARY 1 – DECEMBER 31, 2022

To maintain the highest level of fiscal responsibility, Kmetz, Elwell, Graham & Associates Certified Public Accountants conducts an Independent Audit of our entire organization each year. The below Revenue and Expense summary reflects financial information for the Indian River UP Center only.

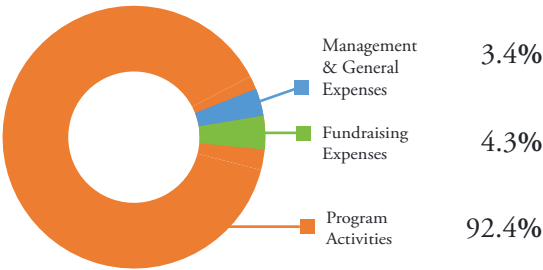
### Operating Revenue

Member Share Grocery Program & Redistribution	\$3,247,191
Public Support	\$1,450,185
Grant Revenue	\$418,317
In-kind contributions from Product Partners	\$2,724,970
Other Income	\$106,020
<b>TOTAL OPERATING REVENUE</b>	<b>\$7,946,683</b>

### Operating Expenses

Program Activities	\$6,678,447
Management & General	\$242,750
Fundraising	\$307,847
<b>TOTAL OPERATING EXPENSES</b>	<b>\$7,229,044</b>

**7.7%**  
**ANNUAL FUND**  
**ADMINISTRATIVE**  
**RATE**



*We are proud to operate well below the BBB Wise Giving Alliance<sup>SM</sup> Recommended Standard 35% Administrative Rate*

**The below Net Assets summary is reflective of our entire organization, including the Indian River, St. Lucie, and Orlando locations.**

### Net Assets

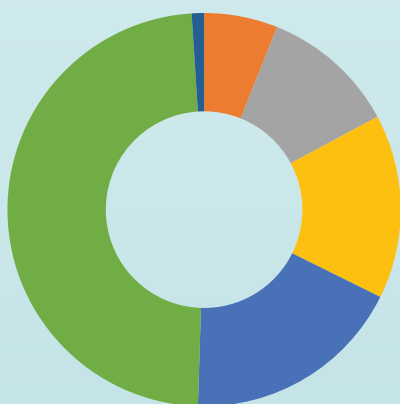
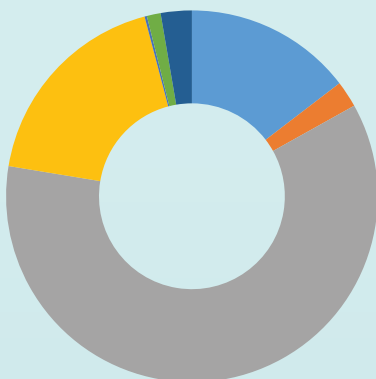
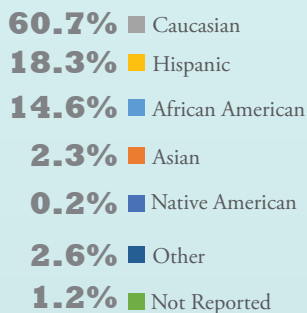
Beginning of Year	\$15,704,489
Change in Net Assets	\$457,607
<b>END OF YEAR</b>	<b>\$16,162,096</b>



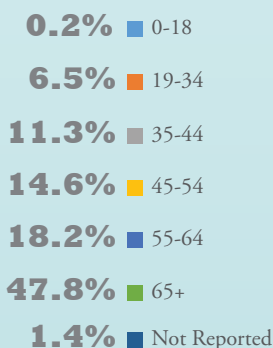
# DEMOGRAPHICS

100% of the households served fall at or below  
200% of the Federal Poverty Level.

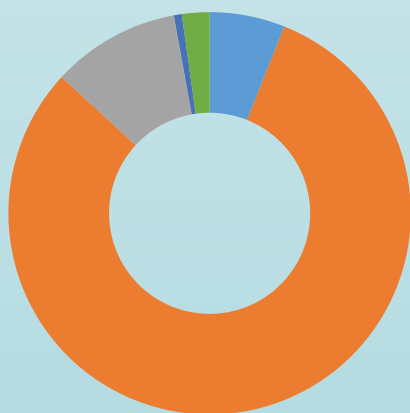
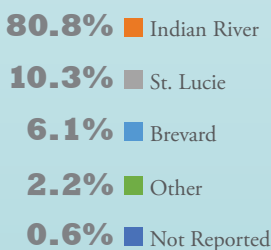
## PARTICIPANT ETHNICITY



## PARTICIPANT AGE



## PARTICIPANT COUNTY



"Over nearly two decades of supporting UP and its programs, we have witnessed hundreds of individuals and families striving for and achieving better places in their lives. We have been humbled to see crises overcome, education challenges met and "sweat equity" converted to opportunity. We believe in the love and respect that UP's staff demonstrates as they lock arms with participants to navigate toward better life outcomes. We are honored to stand behind those UP serves, who are, in Teddy Roosevelt's words, "daring greatly" to improve their lives."

– Don & Linda Drinkard



"The Hope for Families Center is excited about the relationship we have created with the UP Center. HFC residents utilize the STEP program to gain self-confidence and employment opportunities that allow them to grow within that company. Our hand in hand relationship helps us understand the needs of the working homeless and areas as a community that we can bridge gaps with as a team. We all need to lean on each other. We can build a great team of support if we are on the same page."

– Sabrina Cruz

Eric Gedeon was referred to STEP through our community partner Sober Development. He graduated STEP in July 2022 and immediately found employment with one of UP's employer partners, the Jackie Robinson Training Complex. Eric gained employment in August. Eric said "the STEP program gave me the confidence I have been missing. When things aren't easy I know I can call my success coach and talk it out. I appreciate the program because I know there are people who will support me". Eric has retained his employment for over 6 months, received multiple raises and continues to live a sober life.

– Eric Gedeon



# EVENT HIGHLIGHTS

## March 9th – Career Expo

In partnership with the Treasure Coast Builders Association (TCBA), UP hosted a Career Expo with multiple employers within the construction and trades industry. The event helped raise awareness on career pathways in these growing fields and connect our community to job and apprenticeship opportunities.



## March 25th – Inaugural UP Community Resource Fair

Our first ever Community Resource Fair was an incredible success. Over 60 local nonprofit organizations and local law enforcement agencies gathered at the UP Center to network and build community. Families were invited to come and learn about all the wonderful resources available to them.

## Speed Interviewing

Speed Interviewing was a new concept we launched in 2021. This event brought employers to the UP Center for a dynamic event where they were able to interview each of our STEP participants for 15 minutes. Think of speed dating, but for careers. We hosted eight speed interviewing events, one for each STEP cohort, and 29 hires were made as a result!



## June 25th – Burgers and Brews

Our 7th Annual Burgers & Brews was another amazing event that we shared with our community. Ten restaurants competed in the Best Burger competition and local vendors lined downtown Vero. Thank you to the community that joined us, as we had another tremendous fundraiser to help us lift more lives out of poverty.

## July 28th – UP Job Fair

Our second annual UP Job Fair was another perfect example of the opportunities that are possible at the new, expansive UP Center. The UP Center welcomed 45 employment partners and 158 job seekers from the community.





Throughout the year, countless compassionate community members engaged with our mission in unique and meaningful ways as part of our special events. Thank you to our enthusiastic attendees, hardworking volunteers, and generous sponsors for making our 2022 events such a success!

### August 2nd – UP Summer Social

We hosted our UP Summer Social at local BBQ favorite Southern Social. The room was filled with community leaders, nonprofit and employer partners who celebrated our workforce development successes as a result of our partnership. We look forward to expanding our impact in the community together.



### October 13th – Elected Officials Day

We hosted Elected Officials Day, which brought over 20 locally elected officials to the UP Center. It was a fun and informative day. Our primary goal was to help raise awareness of the impact UP makes across our four core programs. Our attendees spent time volunteering in our Member Share Grocery Program, sharing words of encouragement with our STEP participants, and helping us stock and organize our Career Closet and Emergency Food Pantry.



### November 15th – Piper Day

After being awarded the 2022 Impact 100 of Indian River County Grant, UP IRC purchased a 15-passenger bus to eliminate transportation barriers. The UP Bus enabled us to transport STEP cohorts to Piper Aircraft for a full tour of the grounds and to meet top Piper executives.



### November 24th – 15th Annual Turkey Trot

Many members of our community celebrated a Thanksgiving morning tradition, our Turkey Trot. More than 3,000 members of the community attended the 5K event. Post race, attendees were treated to a sweet potato pancake and sausage breakfast.





# 2022

## COMMUNITY ADVISORY BOARD MEMBERS

**Barbara Lowry**  
*Community Board Chair*

**Cindy Galant**

**Pamela Harmon**  
*Community Board Co-Chair*

**Peter Bijur**

**Susie Calender**

**Don Drinkard**

**Michael Hofmann**

**Linda Rusciano**

**David Johnson**

**Amy Patterson**

**Carrie Adams**

**Barbara Butts**

**Catherine Davis**

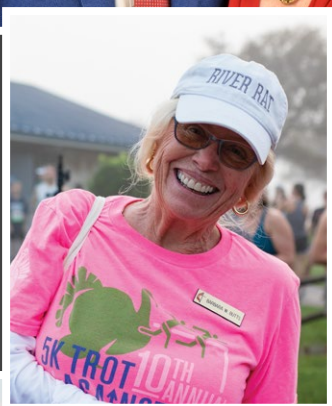
**Lynn Miller**

**Sandy Divine**

**Isabelle Richard**

**Deb Alich**







# 2022 THE YEAR OF CHANGE





# THANK YOU TO OUR GENEROUS INVESTORS FOR GIVING A HAND UP IN 2022!

## **\$200,000+**

*The Bernard A Egan Foundation*

## **\$100,000 - \$199,000**

*The Clifford Family Foundation*

## **\$50,000 - \$99,999**

*Longview Foundation*

*Impact 100 of Indian River County*

*Fred and Margaret Marino*

*John and Charlotte Klein*

*Mark & Cindy Galant*

*John's Island Community*

*Service League*

*John's Island Foundation, Inc.*

*Charles and Nancy Shoemate*

## **\$25,000 - \$49,999**

*Marilyn Crockett Marion*

*Peter and Kjestine Bijur*

*The Leo and Peggy Pierce*

*Family Foundation*

*Bill and Libby King*

*Kastory Family Foundation*

*Robert and Wheatie Gibb*

*Pam Harmon and Tim Muris*

*Syde Hurdus Foundation, Inc.*

*Bill and Susan Dake*

*Grand Harbor Community Outreach  
Program, Inc.*

*William L. and Laura Frick*

*Mike Perez, Jr.*

*and Barbara Edelstein*

## **\$10,000 - \$24,999**

*Frick Family Fund*

*L and G Fund*

*The Educational Foundation  
of America*

*Bank of America*

*The Prentice Foundation*

*Robert and Frances Zielsdorf*

*Becker Family Foundation, Inc.*

*Florida Blue Center*

*Denis and Sheryl Scarpinato*

*Mary Ryan*

*The Rehmann Foundation*

*Ken and Mary Potter*

*Indian River County Board  
of County Commissioners*

*Olivia Delacruz Foundation*

*Barbara Lowry*

*Duke Dufrane*

*United Way of Indian River County*

*Raymond Ogleshorpe*

*Barbara Baldwin*

*Randy and Sandy Rolf*

*Terry and Marion Martin*

*Dick and Betsy DeVos*

*Family Foundation*

*Carlton Kean Miller Trust*

*Thomas and Carole Miller*

*Bucks Creek Foundation*

*The Hultquist Foundation*

*Jan and Holly Kokes*

*Patrick and Carol Welsh*

*Jean B Milson Declaration of Trust  
Camp-Younts Foundation*

## **\$5,000 - \$9,999**

*Baerbel O'Haire*  
*Le Classique*  
*Robert and Carmen Stork*  
*The Berghorst Foundation, Inc.*  
*Catherine Davis*  
*Wells Fargo Foundation*  
*Warren and Wendy Von Schuch*  
*Linda and Michael Rusciano*  
*Boeschen Family Charitable Fund*  
*Debra Alich*  
*Gordon and Linda Stewart*  
*Betterworld*  
*Dennis and Trude See*  
*Robert Boeschen*  
*Shoemate Family Fund*  
*Claire Mulholland*  
*Nelson and Penny Rohrbach, Jr.*  
*Stephen and Jane Jones*  
*Head, Heart and Hands*  
*of Indian River Club*  
*Samuel and Jo Ann Thomas*  
*Carolyn Miller*  
*Higgs Family Foundation*  
*Jim and Bonnie Mountain*  
*Dave and Betsy Sams, Jr.*  
*John and Polly La Duc*  
*J.M. Hopwood Charitable Trust*  
*Todd and Kathy Fennell*  
*Duane and Dorothy*  
*Bluemke Foundation*  
*Charles and Marybeth Cunningham*  
*George E. Warren Corporation*  
*Velayudhan & Bharathy Nair*  
*Acts 20:35 Fund*  
*Tom and Rita Groendyke*  
*George & Marlen Higgs*  
*George and Elke Fetterolf*  
*Oliver Family Foundation*  
*Monica Shotwell*  
*Eddie and Sylvia Brown*  
*Paul and Nancy Knapp*  
*James and Sharon Kendall*  
*Naomi Kennedy*  
*Meg and Don Steiner*  
*Charitable Fund*  
*Dennis and Barclay Kass*

## **\$1,000 - \$4,999**

*David and Alice Johnson*  
*Treasure Lane Boutique*  
*The Pillar Community Church*  
*Don and Linda Drinkard*  
*Leo and Silvia S. Cancio*  
*Kent and Judith Whittaker*  
*Southern Eagle Distributing*  
*James and Carrie Adams*  
*Jennifer Sims*  
*NAPA/Cole Auto Supply Inc.*  
*CDM Foundation*  
*Imagenet Consulting*  
*of the Treasure Coast*  
*Dyer Auto Group*  
*Thomas & Irene Snyder*  
*Wild Thyme*  
*Cynthia DeGennaro*  
*Bernard and Linda Kastory*  
*Amy Patterson and Don Reeser*  
*Theodore and Lynn Miller*  
*Herbert and Becky Torbin*  
*Knetz, Elwell, Graham*  
*& Associates*  
*Mauk Wine & Spirits*  
*Mary Lou Young*  
*Exchange Club of Vero Beach*  
*Exchange Club Foundation*  
*of the Treasure Coast Inc.*  
*Richard and Deborah Brennan*  
*Senior Life Services*  
*Duke and Gael Habernickel*  
*Robert and Reita Byrket*  
*Helen T. Robertson*  
*Harry W. Walker II*  
*Charitable Trust*  
*The Community Church*  
*of Vero Beach*  
*Synovus*  
*Sandy and Randolph Divine*  
*George Short*  
*John and Mary Gijanto*  
*Richard W. Schlitt*  
*American Icon Brewery*  
*Deborah Strath-Adam*  
*Susan Sheehan*  
*Roberts Family Foundation*  
*Mary Graves*  
*Presbyterian Women*

## **\$1,000 - \$4,999 continued**

*Joan Woodhouse*

*W.Y. Campbell Family Foundation*

*Andrew and Jean Taylor*

*William and Pamela Lane  
Foundation*

*H & J IRCF Fund*

*Joan Schmitt*

*David Stansfield and Linda Drake*

*Joyce North*

*Edward Simmons*

*J. McLaughlin*

*Matthew McKenna*

*Freedom Health*

*Team Success*

*CW Willis Family Farms LLC*

*Morningstar Screen Printing*

*Frederick Barkey*

*One Sotheby's International Realty  
Vero Beach*

*Luis and Mercy San Miguel*

*George and Sheila Marshall*

*Edward and Sherry Ann Dayton*

*New Vision Eye Center*

*First Presbyterian Church*

*Gotta Go Green Enterprises, Inc.*

*United Rentals*

*Perricone Farms*

*William and Floranne Kelley*

*D & S Auto Repair*

*Michael Beechem and Susan Kamer*

*Facial Rejuvenation of Florida*

*Dick and Sally Daley*

*One Sotheby's International Realty  
Palm Beach Gardens*

*Jake Shearer and Margaret Foley*

*Rossway Swan*

*Barbara Butts*

*Paul and Joan Millichap*

*Northern Trust*

*Steve and Karen Schievelbein*

*Noel and Valerie Taylor*

*The Benevity Community  
Impact Fund*

*Bill and Gildamar Tait*

*Jean Tease*

*Vero Beach Yacht Club*

*Frederick and Judith Tolsdorf*

*Laura Rochon*

*Keith Theriot*

*Ebby and Janet Gerry*

*Como Oil & Propane*

*Isabelle Richard  
and Mario St. Martin*

*La Boutique*

*Carmen Dordal*

*Fulmer Logistics Services Inc.*

*David and Christine Smith*

*William and Nancy Freiheit*

*Kevin Keegan*

*David Bankston*

*Charlie and Martinna Dill*

*Robert and Mary Lorraine Barrows*

*Jared and Gail Nourse*

*Richard Canty  
and Hope Woodhouse*

*Joe and Sharon Young*

*Seacoast National Bank*

*Working Solutions*

*Frank and Carol Difazio*

*Romer and Deming Holleran*

*Alan and Ruthie McNally*

*McManus Family Foundation*

*Richard and Susan Bergeman*

*Lois Appleby*

*Brian and Pamela Weaver*

*Michael and Doreen Sproule*

*Jeffrey and Beverly Surprenant*

*Rudolph and Andrea Muller*

*Treasure Coast Women*

*Waste Management*

*Michael Goldberg*

*John and Lee Moore*

*James Mitchell*

*David and Robin Ryan  
Family Foundation*

*Sheila Iodice*

*Gaye McIntosh*

*Warren and Joanne Geller*

*Marchese Family Charitable Fund*

*David and Susan Kelly*

*Linda Aronberg*

*Richard Lowry*

*Martha Lemasters*

*Allen and Judith Zern*

*Juanita Baker*

*Walt and Ginny Glazer*

*Richard and Linda Bradley*

# LIFTING LIVES

## Our Purpose

To inspire and empower people living in poverty to lift themselves and their families to economic self-sufficiency.

## Our Mission

To serve those in poverty by providing crisis care, transformative education, food and household subsidy, employment training and placement, personal empowerment training, and active referrals to other collaborative social service providers.

## Our Vision

Communities where every family has access to basic needs, nutritional food, crisis care, education and employment training, and where everyone has the opportunity to achieve a future filled with hope and possibilities.



772-564-9365 ■ [www.upirc.org](http://www.upirc.org)  
1400 27th Street ■ Vero Beach, FL 32960

United Against Poverty is a registered 501(c)3 nonprofit. Our Federal Tax ID is 11-3697936.