UNITED AGAINST POVERTY

Indian River County

2018 Annual Report

Ringing the bell is an important milestone in the lives of our STEP graduates–it celebrates employment!

Dear Cherished Supporter,

Families struggling with poverty endure loss in many ways. A single parent forced to sell their stove in order to cover the monthly rent suffers the loss of being able to provide home cooked meals for their children. A recently employed first-generation college graduate loses their ability to get to their job when their student loan payment takes priority over their car repair. A veteran living on limited income loses their apartment, and all sense of comfort and personal space, when they are forced to couch surf with friends. But perhaps the most damaging loss that our neighbors in need encounter is their loss of dignity—and along with it, the self-confidence to break the cycle and reach their full potential.

In 2018, your support and compassion helped restore a sense of dignity for 6,041 unique households in Indian River County. Those in crisis situations turned to our Life Enrichment Center a total of 22,863 times, where they were able to find stability and regain the confidence needed to build a prosperous life through services, education, referrals and caring support. Families utilized our Grocery Program 192,756 times and retained $4.82 million that they could redirect to other basic necessities, all while being empowered to personally select the items their family needs and visit as often as they like.

Our Success Training Employment Program assisted 101 participants in securing employment—and STEP doesn't stop there. Our Success Coaches continue to work with each participant for three years to guide them towards career development and financial stability helping ensure they continue on a path to economic self-sufficiency. As of the end of 2018, 322 employed program graduates are working with success coaches and a record 177 families have documented successfully lifting themselves out of poverty.

Throughout the year, we celebrated several other meaningful milestones. Our hardworking volunteers dedicated a total of 11,127 hours of time and talent, which kept operating costs down and helped to maintain a low 11.8% administrative rate. In June we reached our $2.2 million Phase I goal as part of our *Lifting Lives out of Poverty Campaign* and closed on our new building. This new site will not only consolidate our Member Share Grocery, Crisis Stabilization, Education and Success Training Employment Programs under one roof, but it will also be home to ten collaborating partner agencies including a medical clinic. In addition, generous donors gave an incredible $970,667 in annual fund support, helping more families find dignity, guidance and stability than ever before.

None of these achievements would be possible without the thousands of individuals who stepped up and chose to give back to their community through our mission. Thank you for recognizing the potential in your neighbors, and sharing in our vision of permanently ending the cycle of poverty one family at a time.

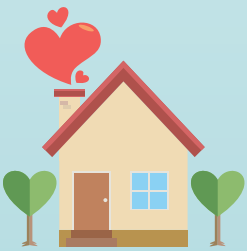
Annabel Robertson
Executive Director

BREAKING THE CYCLE OF POVERTY

A Look Back at 2018

6,041
Unique Households Served

Our Member Share Grocery Helped Families Retain
$4.82 Million



22,863
Units of Stabilization Services Provided in our Life Enrichment Center

55
Families Lifted Out of Poverty

An Average of
56
New Individuals Enrolled in our Programs Each Week

101
STEP Graduates Employed

Your Impact

Through the generous resources you entrusted to us, we were able to reach out and lift the lives of 6,041 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 2018, 88.2¢ 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.

YOUR GIFTS OF TIME & TALENT

In 2018, Volunteers Served

11,127 Hours

Total Value of Volunteer Service in 2018

$267,493

*According to Independent Sector's 2018 Florida Value of Volunteer Time Report

453 incredible individuals gave a HAND UP with us in 2018

YOUR GIFTS OF PRODUCT

More than 70 generous Product Partners from across 133 locations donated a total value of

$2,165,004

in food and household items to our North and South Grocery Programs in 2018.

Our Product Partner Committee helps ensure we can deliver enough nutritious food directly into the hands of those who need it.

Financial Statement

FISCAL YEAR JANUARY 1 – DECEMBER 31, 2018

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.

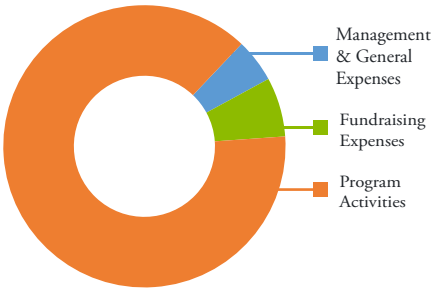
Operating Revenue

Member Share Grocery Program & Redistribution	$2,803,032
Public Support	$970,667
Board of County Commissioners	$10,205
Other Income	$18,017
TOTAL OPERATING REVENUE	**$3,801,921**

Operating Expenses

Program Activities	$3,246,287
Management & General	$183,577
Fundraising	$250,852
TOTAL OPERATING EXPENSES	**$3,680,716**

11.8%
ANNUAL FUND ADMINISTRATIVE RATE



We are proud to operate well below the BBB Wise Giving Alliance℠ Recommended Standard 35% Administrative Rate

Capital Campaign

Revenue	$2,702,203
Expenses	$357,515

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

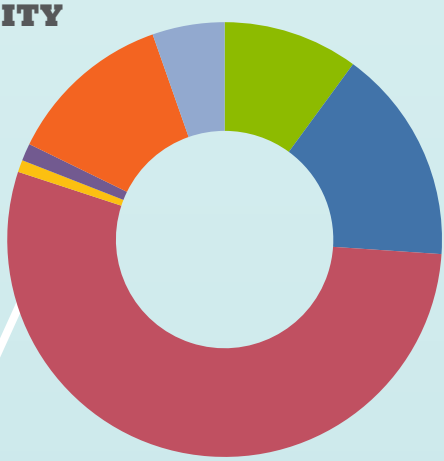
Net Assets

Beginning of Year	$5,904,071
Change in Net Assets	$3,847,532
END OF YEAR	**$9,751,603**

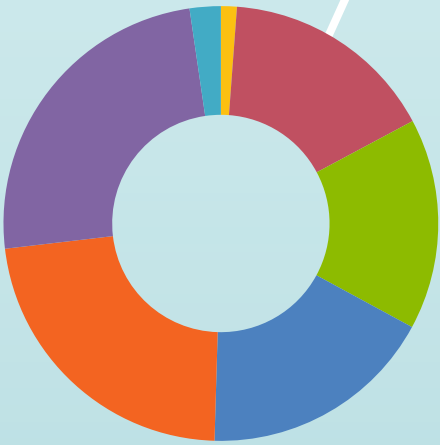
DEMOGRAPHICS

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

PARTICIPANT ETHNICITY



- 53.9% Caucasian
- 16% African American
- 10% Hispanic
- 1.3% Asian
- 1% Haitian
- 12.4% Other
- 5.4% Not Reported



PARTICIPANT AGE

- 1.2% 0-18
- 16% 19-34
- 15.7% 35-44
- 17.6% 45-54
- 22.7% 55-64
- 24.5% 65+
- 2.3% Not Reported

"I'm proud to be a part of the mission at United Against Poverty. Their 'hand up' model is designed to restore dignity, teach empowerment and help our struggling neighbors overcome the obstacles that are holding them back from true greatness."

-Tom Corr
President &CEO
George E. Warren Corporation

"United Against Poverty and Treasure Coast Community Health share the belief that people benefit the most from a 'hand up' at critical junctures in their lives, not a handout. Transformative education can lead to better health and better lifestyles."

-Vicki Soulé
Chief Executive Officer
Treasure Coast Community Health

"In the Bible there are so very many scriptures that tell us 'Do unto others as you would have them do unto me' and 'Love one another.' Presbyterian Women believe this also. To be in poverty and not know how to get out must be so defeating, but United Against Poverty knows how to get them out and to be successful. Our partnership with UP is one way Presbyterian Women can fulfill that scripture, 'Do unto others as you would have them do unto me."

-Arladeane Urbauer
First Presbyterian Women

"We have been supporting UP for several years because the programs and services provided truly help our community transition people out of poverty. The work of the organization aligns with our philosophy of improving lives by providing the tools to better their lives and become self-sufficient."

Michael & Kathie Pierce
Directors
Leo and Peggy Pierce Family Foundation

"United Against Poverty and the Vero Beach Police Department are synonymous with COMMUNITY! Together we partner and work toward a safer, more benevolent community. UP strives to not allow any family in need do without basic needs and services. We know that firsthand here at VBPD!"

-David E. Currey
Chief of Police
Vero Beach Police Department

"Sometimes an organization comes along that really resonates with you. Our radio group has been honored to partner with United Against Poverty for over 10 years. We believe and support their mantra of a 'hand up not a handout.' Together we have collaborated on the annual Radiothon and Shopping Cart Parade which have become signature events to raise awareness, money, and food for the community in which we work and live."

-Karen Franke
Station Manager
Treasure and Space Coast Radio

Event Highlights

On February 10, 253 attendees dressed to the nines to attend the **5th Annual Valentine Ball**, raising $260,110 to help inspire and empower our neighbors in need.

We were honored to be part of the **9th Annual Hibiscus Festival** on April 8, where local residents, businesses and organizations celebrated with a fine art and craft show, musical entertainment, the UP shopping cart parade and other family-friendly activities.

A crowd of more than 5,000 came out on June 30 for the **3rd Annual Burgers & Brews presented by Southern Eagle Distributing**—raising $69,555 in valuable support for UP programs.

We welcomed more than 50 attendees for our **5th Annual Symposium on Poverty** on November 2, where respected leaders presented on the topics of poverty, health and nutrition.

Vero Beach residents noticed a new face in town as **Trotting Tom** made special appearances throughout the month of November, raising awareness for UP's mission thanks to our longtime friends at **Vatland Honda**.

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 2018 events such a success!

Friends and supporters enjoyed the opportunity to come face to face with the legendary Budweiser Clydesdales at our **Burgers & Brews Kick-Off Party presented by Southern Eagle Distributing and Peter W. Busch Foundation** on March 2.

Young professionals from across Indian River donned roller skates and their best 90's attire to raise awareness for our mission at our **Inaugural Throwback Thursday Skate Night** on June 7.

Our community joined together to offer neighbors in need a hand UP for the holidays during our **10th Annual Radiothon presented by Treasure & Space Coast Radio** on November 1.

On November 7, 150 community leaders and supporters came together to kick-off Phase II of our **Lifting Lives out of Poverty Campaign**, sharing in the vision for our new UP Center.

A record 2,102 runners started their Thanksgiving by giving back at our **11th Annual Trot Against Poverty 5k presented by George E. Warren Corporation**—raising an incredible $92,600.

Our 2018

Barbara Lowry
Local Board Chair

Ricardo Artigas

Don Drinkard

Cindy Galant

Lynn Miller

Angela Novak

Isabelle Richard

Linda Rusciano

Board of Directors

Barbara Butts

Silvia Cancio

Pam Harmon

Christine Horrocks

Amy Patterson

Faye Potts

Mary Ryan

Trude See

Thank You

TO OUR GENEROUS INVESTORS FOR GIVING A HAND UP IN 2018!

$200,000+

*Bill and Laura Frick**

*Welsh Family Foundation**

$100,000 - $200,000

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*Bernard and Linda Kastory**

*Clare Kremer**

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*Syde Hurdus Foundation, Inc.**

$50,000-$99,999

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*Anonymous**

Carlton Kean Miller Trust

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*Ellen Gelberg**

*Robert Hall and Patricia Hemingway**

Impact 100 of Indian River County

$25,000-$49,999, Continued

John's Island Community Service League

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Claire Mulholland

*Robert and Nancy Puff**

The Leo and Peggy Pierce Family Foundation

$10,000 - $24,999

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*Barbara Butts**

*Todd and Kathy Fennell**

George E. Warren Corporation

Grand Harbor Community Outreach Program, Inc.

*Duke and Gael Habernickel**

*Bruce Hammonds**

Head, Heart and Hands of Indian River Club

*Higgs Family Foundation**

Indian River Community Foundation

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*Barbara Lowry**

*Fred and Margaret Marino**

*Terry and Marion Martin**

*John and Susan McCord**

Scott and Christine Miller

*Pamet River Foundation**

**2018 Capital Campaign Contributors*

$10,000 - $24,999, Continued

*Piper Aircraft**
*Robert L. and Frances J. Zielsdorf Foundation**
*Michael and Linda Rusciano**
*Dave and Betsy Sams, Jr.**
*Jennifer Sims**
*Southern Fulfillment Services, LLC**
*The Datha Gene Foundation**
*The Hultquist Foundation**

$5,000 - $9,999

Acts 20:35 Fund
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Wells Fargo Foundation

$1,000 - $4,999

Alex MacWilliam Real Estate
Americans for Prosperity
Arnold Air Conditioning
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Robert and Mary Lorraine Barrows
Kathy Bennett

$1,000 - $4,999, Continued

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H & J IRCF Fund
Kate Hall

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John and Sally Pearse
Peter W. Busch Foundation
Pillar Community Church
Robert and Nancy Puglio
Rehmann
Roberts Family Foundation

$1,000 - $4,999, Continued

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The Berghorst Foundation
The Caleb Charitable Fund
The Community Church of Vero Beach
The James Ford Bell Foundation
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Stevan and Caroline Trooboff
Marjorie H. M. Turley
Up with People
Vatland Honda
Vero Beach Endodontics
Vero Beach Outlets
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Jeffrey Wampler
Bruce and Patricia Wardell
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Waste Management
Wawa Foundation
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Robert Webber
Kent and Judith Whittaker
Henry and Joan Woodhouse

Non-Monetary Gifts

6th Avenue Jewelers
A Pampered Life

**2018 Capital Campaign Contributors*

Non-Monetary Gifts, Continued

Adrianne Drew
Gayle Alfrey
Doug Baker
Blue Star Restaurant
Bobby's
Brooks Brothers Vero Beach
Barbara Butts
Leo and Silvia Cancio
Consignment Gallery
Costa d'Este
*Cuhachi & Peterson**
Devine Animal Hospital
Don and Linda Drinkard
Einstein Brothers Bagels
Elegance By The Sea
Elite Airways
Elizabeth's Fine Consignments
Elle 7 Twenty Salon & Spa
Estate Jewelry of Orchard Island
Facial Rejuvenation
Falasiri Oriental Rugs
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Mark and Cindy Galant
Gallery of Fine Arts
Golf Carts of Vero Beach
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Grand Harbor Golf & Beach Club
Hanlon's Shoes & Clothing
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Hutchinson Floral
Italian Grill
Johnny D's Market & Bistro
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Leigh Jewelers
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Marsh Landing
Earl and Bridget McDaniel
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Noteworthy
Ocean Grill
Don Reeser and Amy Patterson
Pepsi Co. Gatorade Division
Peter W. Busch Foundation
Petite Shop
Deborah Polackwich
Mary Potter
Faye Potts
Bo Prillaman
Quail Valley Golf Club
Reflection Aesthetic & Laser Solutions
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Riverside Theatre
Michael and Linda Rusciano
Sarah Campbell
Seacoast Bank
Second Chance Charters
Dennis and Trude See
Salt
Sandra Souder
Sandridge Golf Club
Southern Eagle Distributing
J.M. Stringer Gallery of Fine Art
Studio Gabriel Salon
Sunshine Furniture
Sharon Verleur Taylor
Mel and Linda Teetz
The Moorings Club
Becky Torbin
Treasure & Space Coast Radio
Treasure Coast Bounce House & Party Rentals
United Rentals
Vero Beach Art of Dentistry
Vero Beach Hotel & Spa
Vero Beach Wine & Film Festival
White Orchard Spa
Mary Winters

**2018 Capital Campaign Contributors*

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.

UNITED AGAINST POVERTY
Indian River County

772-770-0740 • www.upirc.org

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