“What you leave behind is not what is engraved in stone monuments, but what is woven into the lives of others.” - Pericles
Dear Cherished Supporter,

My dear friend and our beloved First Lady of Vero Beach Ms. Alma Lee Loy once shared with me, “Believe that there are positives in every day. Believe that your community is here for you. Believe that hope endures.”

In 2019, we saw positives in every day. Throughout the year, your support and compassion helped lift the lives of a record 7,702 unique households. Those in difficult situations turned to our Crisis Stabilization team a total of 20,689 times—not for a handout, but rather a hand up as they worked to find stability and regain the confidence needed to build a prosperous life for themselves. Families utilized our Member Share Grocery Program 181,145 times and retained $5.19 million that they could redirect to other basic necessities, all while maintaining their dignity. For those working to overcome barriers to employment, your investment helped 93 individuals secure jobs through our Success Training Employment Program. Throughout the year, a total of 64 families successfully lifted themselves above the poverty line, 34 of which went on to achieve self-sufficiency with household income above 200% of the federal poverty level.

In 2019, our community was there for us. Individuals, foundations, community partners and corporations gave an incredible $1,046,361 in Annual Fund support—helping empower our neighbors in need to break the cycle of poverty once and for all. Above and beyond this crucial operating support, generous contributors to our Lifting Lives Out of Poverty and Health Clinic in the New UP Center Capital Campaigns invested $2,012,929 towards the expansion of our programs and partnerships. Our hardworking volunteers dedicated a record number of hours of time and talent, which kept our operating costs down and helped to maintain a low 13% annual fund administrative rate.

In 2019, hope endured. A more than ten year dream came to fruition with ground breaking for our New UP Center beginning in the spring. As is the case with any major renovation project, our team became accustomed to long days and sleepless nights. With each bump in the road, hope endured as we envisioned a place where our innovative programs, compassionate community partners and dedicated team could come together to expand our reach and strengthen our impact in this community we are proud to serve. By the time 2019 came to a close, construction on our new building was complete and we celebrated the holidays moving in and preparing to open the doors of our beautiful New UP Center.

Ms. Alma Lee was always saying that the commandment to love our neighbors was “knit into the social fabric of Indian River since the beginning and is what keeps our community a positive, pleasant place to live.” Thank you for choosing to love your neighbor and for investing in those who are motivated to transform their lives. We could not do this important work without you.

Gwendolyn Butson
Chief Executive Officer

Annabel Robertson
Executive Director, Indian River Campus
A Look Back at 2019

7,702 Unique Households Served

20,689 Units of Stabilization Services Provided in our Life Enrichment Center

Our Member Share Grocery Program Helped Families Retain $5.19 Million

An Average of 65 New Individuals Enrolled in our Programs Each Week

93 STEP Graduates Employed

64 Families Lifted Out of Poverty
YOUR IMPACT

Through the generous resources you entrusted to us, we were able to reach out and lift the lives of 7,702 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 2019, 87¢ 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 2019, Volunteers Served 13,863 Hours

Total Value of Volunteer Service in 2019

$333,267

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

814 incredible individuals gave a HAND UP in 2019

YOUR GIFTS OF PRODUCT

More than 80 generous Product Partners from across 125 locations donated a total value of $2,421,526 in food and household items to our Indian River Grocery Programs in 2019.

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, 2019

To maintain the highest level of fiscal responsibility, Kmetz, Ewing, 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

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Share Grocery Program &amp; Redistribution</td>
<td>$3,025,680</td>
</tr>
<tr>
<td>Public Support</td>
<td>$1,046,361</td>
</tr>
<tr>
<td>Other Income</td>
<td>$41,789</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING REVENUE</strong></td>
<td><strong>$4,113,830</strong></td>
</tr>
</tbody>
</table>

### Operating Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Activities</td>
<td>$3,564,516</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$248,275</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$283,539</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING EXPENSES</strong></td>
<td><strong>$4,096,330</strong></td>
</tr>
</tbody>
</table>

13% **ANNUAL FUND ADMINISTRATIVE RATE**

6% Management & General Expenses
7% Fundraising Expenses
87% Program Activities

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

### Capital Campaign

<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$2,012,929</td>
</tr>
<tr>
<td>Expenses</td>
<td>$447,418</td>
</tr>
</tbody>
</table>

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

### Net Assets

<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning of Year</td>
<td>$9,751,602</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>$2,225,256</td>
</tr>
<tr>
<td><strong>END OF YEAR</strong></td>
<td><strong>$11,976,858</strong></td>
</tr>
</tbody>
</table>
DEMOGRAPHICS

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

PARTICIPANT ETHNICITY
- 51% Caucasian
- 14.3% Hispanic
- 14% African American
- 1.2% Haitian
- 0.8% Asian
- 0.2% Pacific Islander
- 0.2% Arabic
- 0.1% Native American
- 12.3% Other
- 5.9% Not Reported

PARTICIPANT AGE
- 0.5% 0-18
- 15.7% 19-34
- 16.1% 35-44
- 17% 45-54
- 23% 55-64
- 25.3% 65+
- 2.4% Not Reported
"When Indian River Community Foundation awards a grant, we look for characteristics such as an engaged board, effective management, financial stability and program results. United Against Poverty consistently demonstrates each of these and more. We are proud to support the organization’s mission and its meaningful efforts to make life better for community members in need."

- Jeff Pickering
President and CEO
Indian River Community Foundation

"United Against Poverty is a harbinger for hope and positive impact."

- Carrie Morgridge
Morgridge Family Foundation

"Cleveland Clinic Indian River Hospital is extremely proud of the work that United Against Poverty is doing to provide services that assist people on their path to success in many areas of their lives. Their approach of providing support in a comprehensive manner provides sustainability that is needed for vulnerable community members. Their mission is a perfect complement to our “patients first” philosophy."

- Greg Rosenance, MD, FACP
President
Cleveland Clinic Indian River Hospital

"Our Outreach Ministry has worked with the staff of UP for many years in serving those in our community. In fact, our services complement each other very well. Through the generosity of many parishioners at St. Helen we are able to offer emergency food and some financial assistance for utilities, prescriptions, rent, etc. We are not, however, able to offer expertise in helping those in need to address underlying issues and circumstances. This is the much needed and very professional skill that the trained staff and programs of UP are able to address. Of great importance as well is the faith-based foundation of UP. It is evident in the interaction with their staff, with the dignity they treat all others and even in the very pleasant and well-designed new facility. We look forward to our association and collaboration for many years. We are confident of it bearing much fruit for those who serve and those who we serve."

- Deacon Dave Hanke,
St. Helen Parish Manager
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 2019 events such a success!

Bill and Libby King, dear friends of our mission, shared their home to celebrate our donors with An Evening of Appreciation on January 10.

On February 9, 238 attendees enjoyed an evening of dining, dancing and bidding at the 5th Annual Valentine Ball—raising $210,549 to lift the lives of our neighbors in need.

More than 50 participants made their miles matter by raising $7,959 as part of the Ride Poverty Out of Town A1A Biking Challenge on February 23.

Many of our compassionate supporters gathered on April 16 to celebrate the start of construction as we broke ground on the New UP Center.

A sold out crowd of more than 5,000 came out on June 29 for the 4th Annual Burgers & Brews presented by Southern Eagle Distributing and The Peter W. Busch Family Foundation—raising $80,000 in valuable support for UP programs.

On November 1, attendees of our 6th Annual Symposium on Poverty heard from respected leaders on the topics of poverty and affordable housing.

Our partners at Treasure & Space Coast Radio brought the community together to offer a Hand UP for the Holidays during our 11th Annual Radiothon presented by Harmony Reserve, Marden Homes and Holiday Builders on November 7.

More than 2,200 runners, joggers and walkers gave back to their community at the 12th Annual Trot Against Poverty 5k presented by George E. Warren Corporation on November 28—raising an incredible $101,146.
OUR 2019

Barbara Lowry
Community Board Chair

Pam Harmon
Community Board Co-Chair

Silvia Cancio

Don Drinkard

Amy Patterson

Faye Potts

Linda Rusciano

Mary Ryan

COMMUNITY BOARD OF DIRECTORS

Peter Bijur

Barbara Butts

Cindy Galant

Lynn Miller

Bob Puglio

Isabelle Richard

Trude See
TO OUR GENEROUS 
INVESTORS FOR 
GIVING A HAND 
UP IN 2019!

$200,000+
The Leo and Peggy Pierce Family Foundation*

$100,000 - $199,000
Bill and Susan Duke*
Don and Linda Drinkard*
John and Charlotte Klein*

$50,000 - $99,999
Peter and Ksenine Bijur*
Tom and Carol Corr*
Dick and Betsy DeVos Family Foundation*
Robert and Wheatie Gibb*
Indian River Community Foundation*
Bernard and Linda Kastory*
Longview Foundation*
Robert and Nancy Poff*
Randy and Sandy Rolfs*
Vincent Ryan and Carla Meyer*
Warren and Virginia Schwerin*
Robert and Carmen Stork*

$10,000 - $24,999
Carol Baldwin
Bernard Egan Foundation, Inc.
Bob and Emilie Burr*
Carlton Keen Miller Trust
Carpenter’s Fund
Charles and Marybeth Cunningham*
Florida Power and Light*
Mark and Cindy Galanti
George E. Warren Corporation
Grand Harbor Community Outreach Program, Inc.
Carla Haim*
Bruce and Sandy Hammond*
Head, Heart and Hands of Indian River Club
Higgs Family Foundation*
Indian River County Board of County Commissioners
Chet and Kate Luell*
Barbara Loser
Fred and Margaret Marine*
Terry and Marion Martin*
John and Susan McCord*
John and Lee Moore*
Jim and Bonnie Mountain*
Tim Muris and Pam Harmon
Raymond and Jean Oglethorpe*
Piper Aircraft*
Jerry and Mimi Rose*
Peter A. Roselle
Michael and Linda Rusciato*
Mary Ryan*
Shoemate Foundation*
Dennis Strattman and Beth Grosshani*
The Datha Gene Foundation*

*2019 Capital Campaign Contributors
$10,000 - $24,999, Continued
The Huitquist Foundation
The Robert P. and Eleonora W. McCabe Foundation*

$5,000 - $9,999
Acts 20:35 Fund
Lois Appleby*
Bank of America
Berrien Community Foundation*
Duane and Dorothy Blumrke Foundation
Robert Boeschen
Bucks Creek Foundation
Richard and Patricia Burgoon*
Camp-Younts Foundation
Certified General Contractors
Alfred and Joan DeCrane
Willeen and Marion de Vogel*
Ted and Kathy Fennell*
George and Elke Fetterolf
Brian Getty
Walt and Ginny Glazer*
H & J IRFC Fund
Duke and Gail Eashernickel
Impact 100 of Indian River County
Dennis and Barclay Kiss*
James and Sharon Kendall
Bill and Liddy King
John and Polly La Duc
Timothy and Berradette Longden
Richard and Carol Lowry
Alma Lee Loy*
Michael McGinnis and Ruth Ann Gills
W. Christopher and Winnie Morrison*
Donald and Monica Norman
Curtis and Bonnie Oliver / Oliver Family Foundation
Olivia Delvacus Foundation
Roberta Olsen*
Mike Perez and Barbara Edelstein
Peter W. Busch Family Foundation
Ken and Mary Potter
Faye Potts*
Robert and Nancy Puglio*
Helen T. Robertson
Nelson and Penny Rohrbach, Jr.*
Senior Life Services
Jennifer Sims*
Southern Eagle Distributing
Gordon and Linda Stewart
Douglas and Dhuamee Tansill*
The Clifford Family Foundation*
The O'Haire Group
Warren and Wendy Von Schuch
Jennifer Malone Watson*

$5,000 - $9,999, Continued
Kent and Judith Whitaker*
Wells Fargo Foundation

$1,000 - $4,999
Alex Mac-William Real Estate
Larry and Nancy Allen
Ricardo Artigas
John Aruffo and Monica Shotwell
Mary Babcock
Stephen and Lucia Bailey
Richard Batter
Barbara Baldwin
Edward and Dawn Bamberg
Andrea Bartlett
Chuck Beck
Paul and Jayne Becker
R. William Becker
George and Inma Bebar
Richard and Susan Bergeman
Daniel and Tracy Bockhorst*
Richard Boga and Cindy O’Dare
William and Patricia Borow
Rich and Linda Bradley
Estelle Brashars
Deborah Brower*
Charlie and Connie Brown*
Hal and Kendrick Brown*
Barbara Buis
Robert and Reita Byrket
Leo and Silvia Cancio*
judy Carnevale
Carney Family Foundation
CDM Foundation
Center-State Bank
Cleveland Clinic Indian River Hospital
Convo Oil & Gas
Nelson and Gretchen Cover
Dorothy Currie
Daley & Company Real Estate
Lynn Daniels
Democrats of Indian River
David and Robin Ryan Family Foundation
Frank and Carol DiFazio*
Richard Douglass
Barbara DuPont and Duke DuFrame
Dyer Chevrolet
Elliott Merrill Community Management
Eunice L. McKinstry Trust
Facial Rejuvenation of Florida
Robert and Nancye Falcon

*2019 Capital Campaign Contributors
$1,000 - $4,999, Continued
Lee and Diane Feeney*
First Presbyterian Church
Florida Blue Center
Margaret Frey
Nancy Furlines
Bunny Frey
Ellen Gelberg
Ebby and James Gerry*
Mary Graves
John and Rita Groendyke
Mike and Jau Harrell
Carol Henderson*
Romier and Deming Holleran
Ron and Christine Horrocks*
Austin Hunt*
Donald and Sheila Iodice
Dale and Betty Jacobs
Jeff's Tractor Service, Inc.
Jan and Rhoda Jebbey
Simon Jenkins
John's Island Real Estate Company
Allen and Ann Jones
Susan Kazner
Fred and Susan Kasten
Walter and Joan Kasten*
Donald and Martha Keller
David and Susan Kelly
Knetz, Elwell, Graham & Associates
Jim and Madeleine Kerns
Paul and Nancy Knapp*
Mark and Michelle Lathe
Law Offices of Robert Nall
Marc E. Lieberman
Jimmy and Melanie Lockhart
Carol Lord*
Jackson and Esther McAfee
George and Sheila Marshall
Edwin and Frances Mellet*
Robert and M. Carolyn Miller
Thomas and Carole Miller*
Theodore and Lynn Miller*
James Mitchell
Velayudhan and Bharathy Nair
National Bank of Commerce*
Norma and Lawrence Nelsen*
New Vision Eye Center
Orchid Island Roofing
Amy Patterson*
Pillar Community Church
John and Cynthia Porta
Presbyterian Women
Rehmann
Charles and Carol Ringel

$1,000 - $4,999, Continued
Roberts Family Foundation
Andrew Roman
Steve and Karen Ruben
Stephen and Rosa Sadek*
Luis and Mercy San Miguel
Dennis and Sheryl Scarpinato
Steve and Karen Schievelbein
Joan Schmitt
Edward and Deborah Simmons
Timothy and Bobbi Snick
Franklin (Trip) and Jo-Anne Snelson
Thomas and Irene Snyder
St. Augustine of Canterbury
Episcopal Church
Sun Aviation, Inc.
Sunshine Coin Laundry
SunTrust Foundation
Jeffrey and Beverly Surprenant
Symons
Bill Tait
Andrew and Joan Taylor
TD Charitable Foundation
Melvin and Linda Teitz
The Community Church of Vero Beach
The James Ford Bell Foundation
Judith Tolsdorf
Marjorie H. M. Turley
Scott Ulm*
Vanland Honda
Vero Beach Endodontics
Vero Beach Outlet
W.Y. Campbell Family Foundation
Brian and Pamela Weaver
Walmart Distribution Center 6071
Jeffrey Wampler
Robert and Sheila Washburn
Wawa Foundation
Robert Webber
William K. and Ann M. Eckerd
Foundation, Inc.
Allen and Judith Zett

Non-Monetary Gifts
A Bead Above
ABC Printing
Alan Edelstein
Autobahn Communications
Barbara Landry
Beverly Sloet
Blue Star Bistros
Bo Prillaman
Boston Barricade*

*2019 Capital Campaign Contributors
Non - Monetary Gifts, Continued

Bottle Shop
Carmine and Lucia’s Fine Olive Oil & Balsamic
Catering by Adrienne Drew
Chelsea’s Market on Cardinal
Classic Car Wash Service
Consignment Gallery Il
Costa d’Est
Cravings
Dale Sorensen Real Estate - Elizabeth Sorensen
Dee Morton Designs
Driftwood Resort
Eclectus Antiques
Elegance By The Sea
Elizabeth’s Fine Consignments
Falasiri Oriental Rugs, Inc.
Florence Blakemee
Flowers for You, Inc.
Frances Brevier
Gallery 14
Gotta Go Green Enterprises, Inc.
Grand Harbor Golf & Beach Club
Hanlons Mens Shoes and Clothing
Hutchinson’s Floral Artistry
Idiewild
I’ll Never Tell
J. McLaughlin
J.M. Stringer Gallery of Fine Arts
Jimmy and Mary Freitas
John and Janet Monan
Joseph A. Banks
Le Classique
Leigh Jewelers
Level Yoga
M. Maison
Maria Wood
Maus and Hoffman
Memories That Matter Photography
Nikki Pfieffer
Noteworthy

Non - Monetary Gifts, Continued

Oak Harbor
Ocean Grill
Painted Frog
Paul and Sandra Souder
PepsiCo, Gatorade Division
Petite Shop
Pineapples Boutique
Polo Grill
Quail Valley Golf Club
Reflection Aesthetic & Laser Solutions
Robert W. and Veronica Pfieffer
S & K Limited Inc.
Sali
Sandridge Golf Club
Sara Campbell
Sara Riddick
Second Chance Charters
Some Old Some New
Studio Gabriel Salon
Sunshine Furniture Corporation
Sur La Mer Salon
Suzy Mellott
Terence and Barbara Leggett
The Bottle Shop
The Flavored Fork
The Lazy Daisy
The Moorings Club
Varietals and More
Vernon Scott
Vero Beach Art of Dentistry
Vero Beach Dry Cleaners
Vero Beach Hardware*
Vero Beach Hotel and Spa
Vero Beach Wine and Film Festival
Vero Beach Yacht Club
Very Fitting
Vincent’s Ristorante Pizzeria
Waldo’s
White Orchid Spa
Wild Thyme

*2019 Capital Campaign Contributor
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
1400 27th Street • Vero Beach, FL 32960

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