Under everything we are, under everything we do, we are people connected, interdependent, UNITED. And when we reach out a hand to one, we influence the condition of all. That’s what it means to

LIVE UNITED.

2015-16 BOARD OF DIRECTORS

JIM THOMPSON
Board Chair
Thompson Services

KATHY JONES
Board Chair-Elect
Parks

JAMES EVANS
Secretary/Communications Chair
Rutherford County Schools

CASEY RAINEY
Treasurer/Finance Chair
Raymond James

PHIL HOLT
Community Impact Chair
Retired - First Tennessee Bank

GREG PERSINGER
Policy & Nominations Chair
Yates Services

ANDY WOMACK
Development and Engagement Chair
State Farm Agent

GORDON FERGUSON
Workforce Engagement Chair
St. Thomas Rutherford Hospital

FELIX ALLEN
Publix Super Markets

DR. CHARLIE BAUM
MTSU

JAMES BEACH
Parks

BILLY BRUCE
UPS

BARRY BUCKLEY
Wilson Bank & Trust

MAYOR ERNEST BURGESS
Rutherford County Government

DR. JAMES CALDER
Retired - MTSU

LOUIS CAPUTO
TriStar Stonecrest Hospital

JOANNA COOPER
Metro

MIKE DINAPOLI
Schneider Electric

RON FRYAR
The Cannon Courier

DR. RUSS GALLOWAY
St. Thomas Rutherford Hospital

RETTA GARDNER
Guaranty Trust

KIRK GARRETT
Pinnacle Financial Partners

DR. LINDA GILBERT
Murfreesboro City Schools

SEAN KELLEY
Bridgestone

JASON KING
Kious, Rodgers, Barger, Holder & Kious, PLLC

PAUL LATTURE
Rutherford County Chamber of Commerce

DAVID LEE
Ford of Murfreesboro

CHRIS MASSARO
MTSU

JAMES McCARROLL
First Baptist Church

CHARLIE MYATT
Retired - First Tennessee Bank

DR. LIZ RHEA
Retired Physician

DAVID SCOTT
Regions Bank

LORI SAIN SMITH
Daffodilly Design

BRIAN SULLIVAN
Nissan North America

KRISTEN SWANN
Murfreesboro Young Professionals Delegate
Rutherford County Chamber of Commerce

MATT TAYLOR
SEC, Inc.

DEBORAH THOMPSON
State Farm

DAVID TINCHER
General Mills

TRACY TOY
Quinn’s Mercantile

DR. DAVID URBAN
MTSU

BEN WEATHERFORD
FirstBank

HANNA WITHERSPOON
Retired - American Airlines

ROSS WOMACK
Ingram Content Group

JEFFREY WOODS
Trustpoint Hospital
DEAR SUPPORTER,

We are pleased to share with you our 2015-2016 annual report. In this report, you will find a snapshot of the impact United Way has had this past year because of supporters like you. Our local United Way has been undergoing a transformation of how we serve our community in order to provide greater impact and long-term solutions.

We’re constantly reminded that our work is deeply rooted in the community, and that services provided in education, income, and health are very much interconnected. As a community solutions leader, we are carefully identifying how we can better facilitate services for clients in a way that allows them to succeed permanently. This past year, we unveiled several initiatives aimed at serving both our partners and clients alike, including Charity Tracker, Books from Birth, the Afterschool Network, and community development and training sessions. You’ll learn more in the pages that follow.

As we move forward to “Live United,” we hope you will consider how you can connect your talents and skills to serve our community - maybe it’s in a volunteer role, an advocacy opportunity, or in offering resources. However that may look, we need you. Our work cannot be accomplished without you. As you flip through the pages that follow, we hope you see that what this place needs, is you.

SINCERELY,

KATHY JONES
2016-17 Board Chair

MEAGAN FLIPPIN
President & CEO
WHAT WE DO.

Changing the odds for families and communities. United Way fights for the education, health and financial stability of every person in Rutherford and Cannon counties.

449
Corporate Partners

6,885
Volunteer Hours

11,656
Investors

300,601
Service points delivered because of United Way partnerships

For every $1 invested in United Way’s operation, $13 in value of services and impact are provided to the community.

United Way of Rutherford & Cannon Counties

12
Internal United Way initiatives to advance the common good.

Financial Stability
United Way invested in 14 programs within 10 agencies

Education
United Way invested in 17 programs within 14 agencies

Health
United Way invested in 24 programs within 19 agencies

HOW WE DO IT.

Champions for change since 1956. As a 60 year-old organization with powerful brand influence, we focus on issue-specific priorities to drive change in a diverse, growing community.

All data based on the fiscal year July 1, 2015 - June 30, 2016
In 2015-16, United Way invested in programs providing direct services to local individuals and families.

**Education**
- Adult Literacy Program of Read to Succeed*
- The Ann Campbell Early Learning Center Program of Middle Tennessee State University
- Charity Fund Program of Rutherford County Schools
- Childcare Program of Wee Care Day Care Center
- Explorer’s Club Program of Discovery Center at Murfree Spring
- Families Helping Families Memberships Program of Discovery Center at Murfree Spring
- Field Trip Scholarship Program of Discovery Center at Murfree Spring
- Holloway Harbor Child Care Center of Holloway High School*
- Kids on the Block Program of Students Taking a Right Stand (STARS)
- MCS- Franklin Heights Tutoring and Homework Help Program of The City Schools Foundation
- Middle Tennessee Council of Boy Scouts of America
- One-to-One Mentoring Program of Big Brothers Big Sisters of Middle Tennessee
- Project Learn Program of Boys and Girls Club of Rutherford County, Inc.
- Student Assistance Program of Students Taking a Right Stand (STARS)
- Triple Play Program of Boys and Girls Club of Rutherford County, Inc.
- Troop Program of Girl Scouts of Middle Tennessee
- Youth CAN Program of Mid-Cumberland Human Resource Agency

**Health**
- Adult Day Services of Mindful Care Adult Day Services
- Affordable Dentistry for Working Poor and Elderly Program of Interfaith Dental Clinic*
- Cannon County and Rutherford County Child Abuse Services Program of Child Advocacy of Rutherford County, Inc.
- Crisis Call Center Program of Family and Children's Services
- Darkness to Light Community Education Program of Child Advocacy Center of Rutherford County, Inc.
- Emergency Services Program of American Red Cross
- Emergency Shelter Services Program of Domestic Violence Program
- Healthcare Oversight Program of Journey’s in Community Living
- Health and Safety Services Program of American Red Cross
- Healthy Lifestyles Program of St. Clair Street Senior Center
- HELP Program of Cannon County Senior Citizens Center
- Homemaker Program of Mid-Cumberland Human Resource Agency
- HOPE for the Uninsured Program of Rutherford County Primary Care and Hope Clinic
- Hospice Services Program of Alive Hospice, Inc.
- Nurse Home Visitation Program of Nurses for Newborns
- Positive Parenting Program of The Family Center
- Poison Help Hotline Program of Vanderbilt University
- Project Rescue Program of Cannon County Rescue Squad*
- Service to Armed Forces Program of American Red Cross

**Financial Stability**
- Christmas from the Heart Program of West Main Mission
- Clothing and Household Items Program of West Main Mission
- Community Partners Program of Second Harvest Food Bank of Middle Tennessee
- Emergency Food Box Program of West Main Mission
- Food Bank Program of Rutherford County Emergency Food Bank
- Food Bank Program of Smyrna-La Vergne Food Bank
- Legal Aid Society of Middle Tennessee and the Cumberlands
- Life Recovery Program of Salvation Army
- Meals on Wheels Program of Mid-Cumberland Human Resource Agency
- PATH Program of The Guidance Center
- Rent Assistance Program of The Community Helpers of Rutherford County, Inc.
- Take Out Lunch Program of West Main Mission
- Third Shift Sheltering Program of The Salvation Army
- Utility Assistance Program of The Community Helpers of Rutherford County, Inc.

*Grant Partners*
Education is a cornerstone for success in school, work and life. It also benefits the whole community: high school graduates have higher earning potential, contribute more to their local economies, are more engaged in their communities, and are more likely to raise kids who also graduate on time.

United Way adopts a comprehensive approach to education that spans all the way from cradle to career. Some problems are simply too big to solve with one single approach. United Way works on several fronts to assist vulnerable families when their children are infants, improve classrooms from preschool through high school, provide after school support and access to college, and tackle summer learning loss.

Through the power of partnerships, we are working to address the gap in education.

"""

Every day, we welcome, embrace, and celebrate growth and its accompanying diversity, for that growth and diversity make this community unique and extraordinary. Thankfully, our many community partners walk with us on our journey as we serve the children of this great city.

Dr. Linda Gilbert, Murfreesboro City Schools Director
The United Way of Rutherford and Cannon Counties partners with the Governor’s Books from Birth Foundation to operate the local Rutherford County Books from Birth chapter. The program provides a new, age-appropriate book at no cost every month to Rutherford County children from birth until age five enrolled in the program.

More than 10,000 children are enrolled in the program in Rutherford County.

United Way’s Stuff the Bus supports pre-K through 5th graders by providing back to school supplies which leads to confident, better prepared students.

In 2015, 2,015 Back to School Kits were assembled for students in Cannon County, Murfreesboro City and Rutherford County schools.

United Way’s After School Network and Annual ASN Summit provide more than 20 after school care providers with ongoing trainings to promote safe, healthy and nurturing after school experiences.

United Way hosted Community Training and Development Meetings with more than 200 attendees from nonprofit organizations in Rutherford and Cannon Counties. The workshops offer free training to local organizations in efforts to improve and enhance efficiency and effectiveness in the nonprofit sector.

The United Way Catalyst Program is a six-month program that helps train nonprofit volunteer leaders of tomorrow.

Twenty community members graduated from the Catalyst program in 2015.

MEET DR. KRISTY MALL, DISCOVERY SCHOOL AT BELLWOOD

After receiving funding from the MOTT Afterschool Grant, the United Way of Rutherford and Cannon Counties, in partnership with Murfreesboro City Schools, launched LEGO™ Robotics as a pilot after-school program.

“"My favorite thing about the LEGO Robotics is that it is multi-dimensional. Students are not simply playing with a toy, they are having to read instructions and follow them precisely, they are learning to write code, they are working with gears and motors, and using a computer to run a machine of their own construct.

This program has planted a seed that will grow into a possible career and future for a group of children that had never worked with robotics before.

United Way has literally opened a door that may not have presented itself before, and helped them to discover aspirations, abilities, and dreams that were never there before."
HELPING FAMILIES AND INDIVIDUALS ACHIEVE FINANCIAL STABILITY

When people are able to find decent jobs, provide for their families and save for the future, they and their children are more likely to enjoy healthy lives and succeed in school. Everyone benefits, because financially stable individuals and families lead to a more competitive workforce and a stronger community.

United Way’s volunteer experts, working with partners from all sectors of society, connect people to the resources they need to become more financially stable.

When more people have access to tools like employment training, financial wellness classes, job-search assistance, credit counseling and free tax preparation assistance, the more they are able to contribute to the Rutherford and Cannon counties’ economic growth and realize their full potential.

In 2015, the unemployment rate in Rutherford County was 5.2% and the unemployment rate in Cannon County was 6.4%.

In 2016, the unemployment rate decreased to 4.1% in Rutherford County and 5% in Cannon County.

*Labor Force Estimate Report*
Volunteer Income Tax Assistance is a free service that aids qualifying local residents in claiming their tax refund dollars.

In 2016, more than 40 volunteers completed 885 tax returns, resulting in a $1.2 M economic impact on Rutherford and Cannon counties.

Three hundred and fifty-three adults achieved permanent housing after participating in a United Way program partnership.

This program is a back-to-work program designed to move homeless individuals to a permanent housing state over the course of a 10-week all-inclusive curriculum.

United Way provides CharityTracker - a web-based software that streamlines client intake and provides accurate data records and real-time communications - for any local community organization.

Sixty-six organizations are using CharityTracker to better serve their clients, including nonprofit, government and faith-based sectors.

2-1-1 is a free and confidential service that connects people to the local resources they need - such as food, clothing, shelter assistance, legal and financial services.

Nearly 5,000 calls were made to United Way’s 2-1-1 in Rutherford and Cannon counties last year.
WORKING TOWARD A HEALTHIER COMMUNITY

We believe that by strengthening the health of our neighbors, we can strengthen the health of our overall community. It goes beyond personal diet, exercise and the many other individual choices we make.

The foundation for a healthy life is in the neighborhoods we build and environments we inhabit. When people have access to parks, bike paths, safe playgrounds, healthy foods, and good medical care, they succeed in school, work and life.

United Way is creating solutions that help everyone thrive, creating healthier communities that improve our collective quality of life. We’re focused on expanding access to healthy foods, opportunities for physical activity and quality health care. To do this, we partner with local schools, governments, health agencies and other community-based organizations.

Isaiah has been participating in a United Way partner program for four years. The program increases daily activity, teaches good nutrition and helps develop healthy relationships.

“...

I like when we played basketball because I got to play with all of my friends. I also liked the time we played soccer, because I made a lot of goals and it was fun. I learned a couple of football routes, and how to dribble a basketball.”
United Way partners with FamilyWize to distribute free prescription savings cards for the uninsured and underinsured.

Nearly **7,000** Rutherford and Cannon county residents have used FamilyWize savings cards, resulting in **$700,000** worth of savings this past year.

### Rutherford and Cannon County Residents FamilyWize Breakdown

<table>
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<tr>
<th>Therapeutic Area</th>
<th>% of claims by therapy area</th>
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<tbody>
<tr>
<td>Allergy &amp; Asthma</td>
<td>18%</td>
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<tr>
<td>Analgesics</td>
<td>10%</td>
</tr>
<tr>
<td>Anti-inflammatory / Musculoskeletal</td>
<td>7%</td>
</tr>
<tr>
<td>Diabetes / Endocrine</td>
<td>7%</td>
</tr>
<tr>
<td>Heart Disease</td>
<td>6%</td>
</tr>
<tr>
<td>Infections</td>
<td>6%</td>
</tr>
<tr>
<td>Mental Health</td>
<td>6%</td>
</tr>
<tr>
<td>Other</td>
<td>11%</td>
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</table>

<table>
<thead>
<tr>
<th>Age Group</th>
<th>% of claims by age</th>
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</thead>
<tbody>
<tr>
<td>17 and under</td>
<td>31%</td>
</tr>
<tr>
<td>18 - 24</td>
<td>15%</td>
</tr>
<tr>
<td>25 - 44</td>
<td>42%</td>
</tr>
<tr>
<td>45 - 64</td>
<td>6%</td>
</tr>
<tr>
<td>85 and over</td>
<td>7%</td>
</tr>
</tbody>
</table>
Corporate Recognition of Tocqueville Society and Leadership Investors

2015-16 Tocqueville Society Investors ($10,000+)

General Mills .................................................. 4
Emergency Physicians of St. Thomas Rutherford Hospital .................. 1
Thompson Services ........................................... 1
Ford of Murfreesboro ........................................ 1
Ingram Content Group ....................................... 1
Rutherford County Government ................................ 1

2015-16 Leadership Investors ($1,000 - $9,999)

General Mills .................................................. 224
Publix ........................................................... 72
Nissan North America ........................................... 28
Ingram Content Group ....................................... 23
Middle Tennessee State University ...................... 13
Guaranty Trust Company ................................... 12
Enterprise ....................................................... 12
HCA Stonecrest .............................................. 9
State Farm ....................................................... 8
Yates Services .................................................. 8

Bridgestone ..................................................... 8
Rutherford County Schools .................................. 7
UPS .............................................................. 7
Stuart C. Irby Co ............................................ 5
SunTrust ....................................................... 5
Caterpillar Financial Services ............................ 5
Johnson Controls, Inc. ..................................... 5
Fifth Third Bank .............................................. 5
WestRock ...................................................... 5
City of Murfreesboro ....................................... 4
First Tennessee Bank ....................................... 4
Franklin Synergy Bank ..................................... 4
Schneider Electric ........................................... 4
Raymond James ............................................. 3
Murfreesboro Electric ..................................... 3
Rutherford County Chamber of Commerce .......... 3
PARKS .......................................................... 2
Ford of Murfreesboro ...................................... 2
Family Practice Partners .................................. 2
Kroger .......................................................... 2
Interstate Warehousing ................................... 2
Shell Oil Company Foundation .......................... 1

Johnson Dental .............................................. 1
MAHLE Filter Systems ...................................... 1
North America .............................................. 1
First Baptist Church ........................................ 1
Consumers Insurance ...................................... 1
FirstBank ...................................................... 1
Atmos Energy ............................................... 1
T&T Distribution Staffing .................................. 1
Consolidated Utility District ................................ 1
Genesco Inc. .................................................. 1
Willis Group ................................................. 1
CapStar ........................................................ 1
US Bank ....................................................... 1
Murfreesboro City Schools ............................... 1
City Auto ..................................................... 1
Pinnacle ....................................................... 1
Bell Jewelers .................................................. 1
Grannis & Associates, P.C. ............................... 1

United Way’s Top 50 Corporate Partners
RECOGNITION OF UNITED WAY ENGAGEMENT

Top Ten Award Winners (by dollar amount)

1. General Mills and the General Mills Foundation
2. Publix Super Markets and Publix Super Markets Charities
3. Yates Services
4. Nissan North America, Inc. Smyrna Facility
5. Rutherford County Government and Schools
6. Ingram Content Group
7. State Farm and the State Farm Companies Foundation
8. Bridgestone La Vergne Plant and the Bridgestone Americas Trust Fund
9. Middle Tennessee State University
10. UPS

Silver Award
City of Murfreesboro
Heritage Farms Dairy, Inc.
MAHLE Filter Systems North America, Inc.
Rutherford County Chamber of Commerce
Sonoco
FirstBank

Gold Award
Backer-Springfield
First Tennessee Bank Guaranty Trust Company
Kroger
Middle Tennessee Electric Membership Corporation
Regions Bank
Saint Thomas Rutherford Hospital
Fifth Third Bank and the Fifth Third Bank Foundation

Platinum Award
Ford of Murfreesboro
SEC, Inc.

Best High School Award
Blackman High School

First Year Engagement Award
Consumers Insurance
H A Beasley & Company, PLLC CPAs
Redstone Federal Credit Union
Southeastern Technology

Community Impact Award
Saint Thomas Rutherford Hospital

Engagement Award
Middle Tennessee Electric Membership Corporation

Innovation Award
City of Murfreesboro

Volunteer of the Year Award
In Loving Memory of Carl Quakenbush, United Way Board Member

Circle of Excellence Award Winners (based on participation, total dollar increase, community involvement, corporate gift, sponsorship or special event)

Bronze Award
Atmos Energy
Interstate Warehousing
Johnson Controls Inc.
Stuart C. Irby Co.
Taylor Communications

Silver Award
Town of Smyrna
Wilson Bank & Trust

Gold Award
City of Murfreesboro
Heritage Farms Dairy, Inc.
MAHLE Filter Systems North America, Inc.
Rutherford County Chamber of Commerce
Sonoco
FirstBank

Platinum Award
Ford of Murfreesboro
SEC, Inc.

Best School Awards

Best Elementary School
Rockvale Elementary School

Best Middle School
Christiana Middle School

July 1, 2015 - June 30, 2016
2015-16 LEADERSHIP INVESTORS

2015-16 Tocqueville Society Investors ($10,000+)

Don & Melanie Alexander
Jonathan & Christina Berezo
Steven & Suzanne Boerrigter
Ernest & Peggy Burgess
Emergency Physicians of Saint Thomas Rutherford Hospital
Gordon & Cindy Ferguson
LaRoche Family Foundation, Ted & Gloria LaRoche Family
David & Jeanette Lee
Pat & Pam Murphy
Dr. Liz Rhea
Jim & Billie Thompson
David and Lori Tincher
Don & Hanna Witherspoon
Andy & Cherry Womack

1 Member of this society wishes to remain anonymous

Pillar Leadership Society Investors ($9,999 - 5,000)

Drs. Susan Andrews & Randall Rickard
Mr. & Mrs. Roger Barnes
Jennifer Copeland
Michael A. DiNapoli
Phil and Kitty Holt
Randall & Jo Ann Magruder
Bob & Marie Parks
Jacquelyn Pittman
Kathrina Reed
Jeffrey Tomaszewski

1 Member of this society wishes to remain anonymous

Cornerstone Leadership Society Investors ($4,999 - 2,500)

Lynn and Margaret Agee
Denise Augustine
Jill Austin
Jorge Barajas
Jodi Bell
Alice Blevins
Patricia Bloomfield
Anthony Boothe
Anthony Branch
Bradford Brock
Kevin Bush
Dennis Carter
Michael Chesson
Kenneth Clark
Robert Clay
Debra Cooper
Kevin & Laura Coppage
Jim & Debbie Crumley
Barbara Dalton
Michael & Alisia DeBlois
Bradford Demonbreun
Stephen Dorton
Jeff Eubanks
Tim Evert
Elizabeth Farrow
Roger Fathera
Mitchell Federman
Tom Fix
Meagan Flippin
Paul Francis
Matthew Frantz
David Gaither
Retta L. Gardner
Kerry Gibson
Mary Gibson
Cheryl Givens
Laura Hatfield
Brian & Pat Hercules
Carol Holston
John & Marilyn Hood
Starla Hopkins
Robert & Virginia Ingle
Erin & Ted Johnson
Shelly Johnson
Karen Johnson Taylor
Bill & Kathy Jones
Daren Kaiser
Julie Kinney
Randy Kinsey
Mr. and Mrs. Imrich Kusnir D. Lamb
Yvette Lopez
Desiree Marlin
Thomas Mason
Ricky McConnell
Russ McCormick
Joyce McGee-Gardner
Michael Peller
Matt Perkins
John Polak
Rachel Polak
Casey & Marcie Rainey
James Reed
Holden Richmond
Timothy Scott
Nancy Skinner
Valette Smith
Neil Smith
Eric D. Smith
Richard Smith
Kenneth Spasoff
Michael Steding
Joe Steiner
Freddy Swader
Marcus Taylor
Darrick Teal
Kendra Thomas
Deborah Thompson
Justin Thurmin
Teresa Vongkhamchanh
Howard W. Wilson
Venessa Windom
Nathan Winslow

4 Members of this society wish to remain anonymous

Builder Leadership Society Investors ($2,499 - 1,000)

Louis Addario
Betty J. Alexander
Steve Allen
Felix Allen, Jr.
Lori Arnold
Mark Ashworth
Debra Atkins
Malcolm Avent
Teresa Ballentine
Renee Barker
Tim Barker
Charles & Kelly Baum
Mr. James Beach and Dr. Shervondalon Brown
Kelly & Justin Bearden
KeShena Bell
Gloria L. Bonner
Dwight A. Bowling
Brian Bradley
John Brewer
Benjamin Brink
Kyle Brown
Billy Bruce
Whitney Bryant
June Buchanan
Buffy Bundshuh
Charilyn Burgeson
Matthew Calhoun
Louis F. Caputo
Jessica Merritt
Philip Casanova
David Casteel
Mr. & Mrs. Dallas Caudle, Jr.
Danny Chunn
Tracy Church
2015-16 LEADERSHIP INVESTORS

Latasha Collier
Susan Conley
Debbie Cooper
Timothy Corbin
Hubert Corlew
Antonio Crouse
Lara Daniel
Philip D’Antonio
Dennis Davis
James Davis
Karen Davis
Sonja Davis
Joseph D. Davis
Donald Delung
Shannon Derryberry
John & Betty Dixon
Cynthia Dodd
Billy Douglas
Dan & Beth Duffield
Michael Dunn
Phillip Earles
Alexia Ellis
James & Adrianne Evans
Joshua Fee
Joyce Fisher
Tiffany Forrester
Dennis J. Foster, Jr.
Jared Fowler
Janet Fraley
Jonathan Frame
Mr. & Mrs. Frank
Tim & Kim Franklin
Tracey Frazier
Randy Gannon
Renee Garrett
Drake Garrison
Ronald Girts
Terry A. Goodman
Al Goss
Jonathon Gower
Kim Grenough
Mardi Grim
Jonathan Grote
Jazmin Guerra
Danielle Haas
Michael Hager
Anita Hall
Felicia Hardy
Hastings Family
Kenneth Hawkins
Richard Hayward
Jeffrey Highcock
Arthur Hill
Steven K. Hilliard
Allison Hodge
Matthew Howe
Buddy & Tammy Howell
Tanesha Howse
Lisa Hudson
Benjamin Hultin
Deborah Insell
Mr. & Mrs. Robert S. Jackson
Larry Jakes II
Craig James
Alfie Johnson
Y Johnson
Jeanne Johnston
Courtney Danielle Jones
Mr. & Mrs. Eugene Keenan III
Sean Kelley
Kenny Kelly
Melissa Kimberley
Keizo Kirita
Justin Lacey
Chris Lamb
Paul Latture
Russell Lauer
Andrea Lawson
Steven Lee
Mitchell & Amanda Leuthard
Christopher Logue
Paul & Donna Long
Ethan Long
Jennifer Longoria
Vilaphone Luangphosambath
Chris Lynch
Deloris Lyons
Penny L. Manley
Joey Marlin
Chris Massaro
Myra Mathews
Metrreal Mayberry
Ginny Mayes
R.W. McAdoo
The Reverend & Mrs. James W. McCarrick
Michael McCoy
Jason McCullough
James O. McEachern
Susan Emery McGannon
Henry & Gayle McGregor
Dr. Sidney A. & Elizabeth McPhee
Amy McQuistion
Rose Miller
Erica Miller
Kristi Miller
Andre Minnifee
Launa Mitchell
Schott Mitchell
Victor L. Moore
Mr. & Mrs. Lee Moss
Ryan Mouser
Alan Muscarella
Charlie & Judy Myatt
P.D. Myatt
Bryan & Erica Nale
Mark & Mary Neely
Robin & Eric Newell
Lorie Newman
Erin Nichols
Normon Ninow
Koji Nishimura
Michelle Norton
Mauricio
Joanne O’Connell
Kris & Claire Oliver
Andrew & Elise Oppmann
Mr. & Mrs. Greyson Painter
Timothy Painter
Carlton Parrott
Jackie Patterson
Mr. & Mrs. Willard Peery, Jr.
Howard Pendergrass
Greg & Phillys Persinger
James Poe
Presley Family
Jeremy Pugh
Christopher Quarto
Thad Raines
Mary Rector
Derrick S. Reed
Lawrence R. Richardson
Nate Robinson
Joseph Robitaille
Terilyn Rodriguez
Brent Rose
William Ryder, Jr.
Stacy M. Ryder
Wennette Sadler
Greg Sample
Steven Sax
Brian Scott
Kenneth T. Scott
James Scott
Derrick, Rachel, Trevor
and Roman West
Reginald Waggoner
Chance Waldrep
Shawn Wallick
Venus Walters
Jeremy Ward
Margie & Ben Weatherford
Mr. & Mrs. Jack Weatherford
Jeffrey Webster
Sarah E. Wells
Vicky West
Samantha Whitens
Vantrice Whitlock
Jerrica Williams
Lori J. Williams
Jason Youngman
Joan Zimmerman

19 Members of this society wish to remain anonymous

July 1, 2015 - June 30, 2016
FINANCIAL ACCOUNTABILITY

The United Way of Rutherford and Cannon Counties ensures residents achieve their fullest potential by focusing on education, financial stability and health -- the building blocks of a good quality of life.

REVENUE SNAPSHOT

WORKPLACE includes investments through United Way campaigns at participating companies whose employees live and/or work in Rutherford or Cannon counties.

COMMUNITY includes individual donors giving outside a workplace campaign.

OTHER includes out-of-area designations, events, as well as corporate and community foundation grants.

<table>
<thead>
<tr>
<th></th>
<th>WORKPLACE TOTALS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$2,906,957.62</td>
<td>79%</td>
</tr>
<tr>
<td>COMMUNITY</td>
<td>$115,494.11</td>
<td>3%</td>
</tr>
<tr>
<td>OTHER</td>
<td>$656,071.27</td>
<td>18%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$3,678,523.00*</td>
<td></td>
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</table>

*Typically the variance between revenue and expense is the result of pledge loss. Pledge Loss is the commitments unable to be fulfilled by donors. Reasons for not paying a pledge vary. Most often the reason is that donors leave employment with the companies where they are making their contributions through payroll deduction.

EXPENSE SNAPSHOT

PROGRAM includes program partnerships, grant programs, 2-1-1 expense, and United Way community initiatives and events, such as Books from Birth, Volunteer Income Tax Assistance, Stuff the Bus, Hometown Huddle, Days of Action and the Community Baby Shower.

FUNDRAISING includes the cost associated with fundraising to support United Way’s mission.

ADMINISTRATIVE includes rent and utilities, salaries and benefits, management, office supplies and equipment.

<table>
<thead>
<tr>
<th></th>
<th>PROGRAM EXPENSE</th>
<th></th>
</tr>
</thead>
<tbody>
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<td></td>
<td>$2,692,142.00</td>
<td>84%</td>
</tr>
<tr>
<td>FUNDRAISING</td>
<td>$120,448.00</td>
<td>4%</td>
</tr>
<tr>
<td>ADMINISTRATIVE</td>
<td>$403,543.00</td>
<td>12%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$3,216,133.00*</td>
<td></td>
</tr>
</tbody>
</table>
BECAUSE OF YOUR SUPPORT, we are able to advance the common good in Rutherford and Cannon counties. You make a difference. You improve lives. You are helping to build a stronger future for generations to come.
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