<table>
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<th>Content</th>
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<td>20-21</td>
<td>Million Dollar Companies/Board</td>
</tr>
<tr>
<td>22-23</td>
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</tr>
</tbody>
</table>
We consider 2022 very special - 100 years of United Way of Greater St. Louis helping our community! Through the collective efforts of thousands of people from across the region, we raised an amazing $79 million, which includes $67.45 million through the community’s fall campaign.

For the past 100 years, this region has come together time and again with a shared sense of caring and compassion for one another. Through United Way, our staff, donors and volunteers have had a profound impact on the lives of millions of local individuals and families, raising nearly $3 billion overall to invest back into these communities we call home. This was especially true this past year as many continued to face challenges stemming from COVID and even more families found themselves in despair following the sudden and significant flooding our area experienced last summer. As they’ve always done, people from across the region answered the call, raised their hands and offered their support. And, through it all, we have continued to provide stable, predictable funding to more than 160 local nonprofits on both sides of the river to strengthen and maintain our region’s safety net – ensuring resources and help are there when a neighbor needs it most.

Thanks to a century of committed and generous supporters, we remain one of the top United Ways across the nation. We celebrated our 100-year birthday in many ways this past year, but we also remain focused on the future. Because while United Way has been a cornerstone of the region for the past century, our work is still critical for the next.

**Relational Fundraising.** By deepening our understanding of our donors’ goals and expectations, we will build stronger, trusting, and lasting relationships well into the future.

**Income Diversification.** United Way is more than a fall campaign, we are an incredible year-round cause assisting our entire community. We will continue to evolve and innovate how we connect with long-standing and prospective donors. Our 2023 fundraising portfolio will include: employee giving campaigns; corporate giving; federal, state and local grants; major gifts and planned giving efforts; and mobile and online giving options like text-to-give campaigns and digital wallet.

**Cross-sector Partnerships.** In 2023, we will introduce new partnerships while maximizing existing ones with companies, individual donors, clients, government offices, and nonprofits. Our efforts will primarily focus on systems change, racial equity, and community needs prioritization.

**Increased Visibility.** Our story of impact is more important than ever to continue our work. Our donors, volunteers, stakeholders and the community will hear from us in new ways in 2023 to better understand how to support and serve as a champion and how to locate resources for help.

**Hybrid Work Environment.** Our staff is now hybrid, creating the flexibility to respond to the ever-changing needs of our teammates. We will continue to embrace these changes and evolve our organization and strategies with an overall goal of delivering our best efforts to the communities we serve.

We are excited and hopeful as our United Way enters its second century of helping the St. Louis region. **Thank you** for being a part of this journey.

Michelle Tucker
President and CEO
United Way of Greater St. Louis

Keith H. Williamson
Board Chair
United Way of Greater St. Louis
2022 Recap

2022 was a year filled with lots of activities to support the community. A few of those special initiatives, partnerships and accomplishments include:

- Support for July 26th flash flooding around the region; 211’s data and infrastructure were central to achieving a federal declaration, providing millions of dollars to affected residents in Missouri and Illinois.
- Launched community leadership round tables and encore forums for post-COVID recovery and in partnership with FOCUS St. Louis.
- Launched the Systems Change funding pool deploying $2.5 million across Missouri and Illinois through new and existing initiatives.
- Supported City of St. Louis in the deployment of its Direct Cash Assistance Program, providing nearly $5 million in assistance to vulnerable populations.
- Launched United for Families to stabilize families and increase financial mobility, garnering more than $1.5 million in statewide support from Missouri and Illinois.
- Provided custom philanthropic services for more than 30 companies, foundations, and individuals, through disbursement of charitable giving, development of giving strategies, impact monitoring and reporting, and management of donor-directed programming.
- Continued to build our social media presence and audiences resulting in 526,215 impressions across all four of our channels.
- The media continued to be strong partners, picking up the United Way story year-round but especially during our 100-year media blitz and campaign season resulting in 336 placements including TV, radio, print, magazine and digital. Paid media partnerships resulted in more than 82 million impressions.
- Edward Jones underwrote donor and volunteer events that provided opportunities for our constituents, partners and Leadership Societies to connect and celebrate.

100 Year Recap

1922: Then called the Community Fund, a group of local businesses and leaders raised $1.1 million for 40 charities.
1933: What is now known as the Volunteer Center launches and is led by two women.
1942: United Way’s campaign reaches the milestone of raising over $5 million in one year.
1955: The City of St. Louis and 43 other St. Louis companies introduce payroll deduction for employees to donate to the then-called United Fund.
1975: The board of directors elects to change name to United Way of Greater St. Louis.
1978: United Way of St. Clair merges with United Way of Greater St. Louis and in the following decades, several other affiliate mergers enable us to serve a 16-county region.
1987: United Way forms its first leadership group, the de Tocqueville Society, to recognize supporters who give $10,000 or more annually to the organization.
1994: Charmaine Chapman becomes first African American and woman president and CEO.
2004: United Way is one of the first to introduce an online giving software for corporate campaigns, launching ePledge.
2007: United Way 2-1-1 launches in the St. Louis region.
2018: United Way introduces its custom strategies, launching new ways for companies to partner together to meet their corporate social responsibility goals.
2020: United Way releases a Community Needs Assessment and evolves its community investment strategy to align funding directly with meeting community need.
OUR 2022 IMPACT

Simply put, United Way is the best way to help the most people in the St. Louis region. The breadth and depth of the help provided to so many of our neighbors is incredible.

What started as a small, dedicated group helping a handful of nonprofits has blossomed into a movement that addresses the needs of our entire region. 100 years later, this movement is woven into the fabric of this community.

One way to help so many others. One way for so many, to help even more. Today, we raise our hands, hold out our hands each day for those who need us.

We feed. We shelter. We educate. We keep safe.

But more than that, we nurture, encourage, instill hope, open doors, move forward, boost up, create smiles and make our whole region, whole.

This is the United Way.

A SAFETY NET FOR THE ENTIRE REGION

Your impact on the St. Louis region through United Way is incredible. We provide a strong, expansive and flexible safety net to serve our entire community. Below are our five impact areas of focus to help keep our community strong.

Basic needs
By supporting people’s basic needs, we are helping people now so they can be better positioned to become independent later.

Jobs & financial mobility
If families and individuals have secure financial footing, they are less likely to require other services and more likely to succeed.

Early childhood & youth success
When kids are safe, nurtured, and ready to learn, they are more likely to graduate and become productive citizens.

Health & wellbeing
Being healthy is vital for children to grow and develop and for adults to live a full and productive life.

Community stabilization & crisis response
A robust and safe community can strengthen and enhance the lives of its members, affording them the necessary tools to thrive.
Our 2022 Impact Continued

- 28,057 people successfully managed their chronic health conditions
- 2,279 children were ready to enter kindergarten
- 69,253 people had their immediate basic needs met
- 7,407 people developed coping, stress management/resiliency skills
- 4,640 people obtained job readiness skills
- 23,733 people were successfully linked with community resources
- 44,157 people were prepared for or successfully recovered from an emergency or disaster
- 1,365 people increased their income, savings, and assets
- 1,309 children and youth maintained or improved their academic performance
- 4,669 children were free from child abuse and neglect
- 3,605 community service providers enhanced their knowledge, capacity, and performance
- 1,309 children and youth maintained or improved their academic performance
- 13,153 people secured, maintained, or transitioned to an improved, stable living situation
- 4,640 people obtained job readiness skills
- 34,368 people experienced fewer mental, emotional, behavioral and health symptoms
- 5,274 people retained employment for at least three months
For 100 years, United Way has partnered with amazing agencies which make our region stronger and healthier.

In 2022, we helped fund more than 160 partner agencies to strengthen the regional safety net by providing targeted services where there is the greatest need.

<table>
<thead>
<tr>
<th>Agency Name</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Cancer Society</td>
<td>$932,900</td>
</tr>
<tr>
<td>American Heart Association</td>
<td>$657,904</td>
</tr>
<tr>
<td>American Lung Association in Missouri</td>
<td>$308,412</td>
</tr>
<tr>
<td>American National Red Cross - of Greater St. Louis</td>
<td>$1,500,000</td>
</tr>
<tr>
<td>American National Red Cross - South Central Illinois</td>
<td>$21,050</td>
</tr>
<tr>
<td>Annie Malone Children and Family Service Center</td>
<td>$191,288</td>
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<tr>
<td>Asthma and Allergy Foundation of America, St. Louis Chapter</td>
<td>$132,777</td>
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<tr>
<td>Big Brothers Big Sisters of Eastern Missouri</td>
<td>$381,288</td>
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<tr>
<td>Big Brothers Big Sisters of Southwestern Illinois</td>
<td>$80,417</td>
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<tr>
<td>Bilingual International Assistant Services</td>
<td>$105,249</td>
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<tr>
<td>Boys Scouts of America, Inc., Greater St. Louis Area Council</td>
<td>$1,416,826</td>
</tr>
<tr>
<td>Boys &amp; Girls Clubs of Greater St. Louis, Inc. (Herbert Hoover)</td>
<td>$743,198</td>
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<tr>
<td>Call for Help, Inc.</td>
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<tr>
<td>Cardinal Ritter Senior Services</td>
<td>$319,864</td>
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<tr>
<td>Caritas Family Solutions</td>
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<tr>
<td>Carondelet Community Betterment Federation Inc.</td>
<td>$78,936</td>
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<tr>
<td>CASA of Southwestern Illinois</td>
<td>$109,345</td>
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<td>CASA of St. Louis</td>
<td>$102,192</td>
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<tr>
<td>Catholic Charities of St. Louis</td>
<td>$432,431</td>
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<tr>
<td>Saint Louis Counseling, Inc.</td>
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<tr>
<td>Catholic Urban Programs</td>
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<tr>
<td>Center for Hearing &amp; Speech</td>
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<tr>
<td>Center for Women in Transition</td>
<td>$61,701</td>
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<tr>
<td>Central Institute for the Deaf</td>
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<tr>
<td>Child Center Marrygrove</td>
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<td>Children’s Home and Aid</td>
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<tr>
<td>Community Action Agency of St. Louis County, Inc.</td>
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<tr>
<td>Community Care Center, Inc.</td>
<td>$83,382</td>
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<td>Community Council of St. Charles County</td>
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<td>Community Living, Inc.</td>
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<td>Contrea, Inc.</td>
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<tr>
<td>Coordinated Youth and Human Services</td>
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<tr>
<td>Cornerstone for Early Learning, Inc.</td>
<td>$199,761</td>
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<td>Covenant House Missouri</td>
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<tr>
<td>Compas Health, Inc.</td>
<td>$329,930</td>
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<td>Deaconess Faith Community Nurse Ministries</td>
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<tr>
<td>Delta Center for Independent Living</td>
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<tr>
<td>Delta Gamma Center for Children with Visual Impairments</td>
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<tr>
<td>Down Syndrome Association of Greater Saint Louis</td>
<td>$52,624</td>
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<tr>
<td>Duo Dogs, Inc.</td>
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<td>Eagle’s Nest of St. Clair County</td>
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<tr>
<td>Easter Seals Midwest</td>
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<td>Emmaus Homes, Inc.</td>
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<td>Employment Connection</td>
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<tr>
<td>Epilepsy Foundation of Missouri and Kansas</td>
<td>$52,624</td>
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<tr>
<td>Epworth Children and Family Services, Inc.</td>
<td>$542,183</td>
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<tr>
<td>FamilyForward</td>
<td>$402,634</td>
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<td>Fathers &amp; Families Support Center</td>
<td>$172,198</td>
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<tr>
<td>Foster Care Coalition of Greater St. Louis, Inc.</td>
<td>$249,084</td>
</tr>
<tr>
<td>Gateway Region YMCA</td>
<td>$1,356,329</td>
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<tr>
<td>Gene Slay’s Boys’ Club of St. Louis, Inc.</td>
<td>$175,861</td>
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<tr>
<td>Girl Scouts of Central Illinois</td>
<td>$61,609</td>
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<tr>
<td>Girl Scouts of Eastern Missouri</td>
<td>$381,706</td>
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<tr>
<td>Girl Scouts of Southern Illinois</td>
<td>$184,001</td>
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<tr>
<td>Girls Incorporated of St. Louis</td>
<td>$281,236</td>
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<tr>
<td>Good Shepherd Children &amp; Family Services</td>
<td>$445,227</td>
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<td>Great Circle</td>
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<td>Guardian Angel Settlement Association</td>
<td>$356,400</td>
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<tr>
<td>Harris House Foundation</td>
<td>$187,731</td>
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<tr>
<td>Highland Area Christian Service Ministry</td>
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<tr>
<td>Home English Learning Program</td>
<td>$85,251</td>
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<tr>
<td>Home Sweet Home</td>
<td>$52,624</td>
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<tr>
<td>Humanitri</td>
<td>$138,578</td>
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<tr>
<td>Illinois Center for Autism</td>
<td>$216,563</td>
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<tr>
<td>IMPACT CIL</td>
<td>$52,624</td>
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<tr>
<td>Independence Center</td>
<td>$105,249</td>
</tr>
</tbody>
</table>

Agencies and allocation amounts reflect amount awarded in 2022 for the 2023 calendar year.
UNITED WAY
PARTNER AGENCIES CONTINUED

Nurses for Newborns $140,669
Oasis Institute $105,249
Oasis Women’s Center $107,426
Operation Food Search $78,936
Paraquad, Inc. $160,124
Parents as Teachers National Center $52,624
Peter & Paul Community Services $78,936
Pony Bird, Inc. $105,249
Preferred Family Healthcare $182,507
Presbyterian Children’s Homes and Services $52,624
Prevent+Ed $359,498
Provident, Inc. $1,699,789
R3 Development NFP $105,249
Ready Readers $52,624
Rebuilding Together St. Louis $105,249
Riverbend Family Ministries, NFP $38,782
Riverbend Head Start and Family Services, Inc. $80,176
Starkloff Disability Institute $105,249
STL Village, Inc. $22,102
Sts. Joachim and Ann Care Service $52,624
The Salvation Army $951,257
The SoulFisher Ministries $105,249
Turning Point $131,828
United 4 Children $129,155
United Cerebral Palsy Heartland $526,244
United Services for Children $180,807
University City Children’s Center $142,921
Unleashing Potential $466,461
Urban League of Metropolitan St. Louis $1,374,624
Violence Prevention Center of Southwestern Illinois $122,129
Visiting Nurse Association of Greater St. Louis $91,608
WVCA of Metropolitan St. Louis $973,096
WVCA of Southwestern Illinois $68,412
VOYCE $192,681
Webster Child Care Center at Laclede Groves $151,358
Wesley House Association $120,018
Women’s Safe House $136,170
Wyman Center, Inc. $522,572
Young Men’s Christian Association of Edwardsville $52,624
Youth and Family Center $309,707
Youth In Need $445,801
YWCA of Southwestern Illinois $68,412
YWCA of Metropolitan St. Louis $973,096

Agencies and allocation amounts reflect amount awarded in 2022 for the 2023 calendar year.
People were able to get connected to meaningful volunteer opportunities through the leading program in our region – United Way’s Volunteer Center. Once again, our Volunteer Center offered thousands of opportunities for people to help our community on issues they care about, including one-time, on-going, individual, group, and virtual volunteer opportunities. The Volunteer Center also equipped diverse leaders to serve on nonprofit boards, as well as help organizations achieve Volunteer Program Certification standards.

This year, our organization demonstrated meeting quality standards in volunteer program administration by achieving volunteer Program Certification status. Certification is based on nationally recognized standards that provide volunteers with a dynamic experience. Those best practices of agencies achieving certification can be found in our newly refreshed Volunteer Management Best Practice Libraries, which equip hundreds of organizations with resources to manage volunteers successfully.

Stats are from 11.1.22 through 11.30.22

- 2,822 Volunteer opportunities available on STLVolunteer.org
- 79,349 site visits to STLVolunteer.org
- 161 organizations achieving Volunteer Program Certification Status
- 3,198 New volunteer accounts created on STLVolunteer.org
- 427 people trained by the Volunteer Center
Another key and growing facet of our Volunteer Center is our employee engagement opportunities for companies, two main offerings Service 2 Go program and coordinated projects.

Service2Go is a meaningful, team-building volunteer opportunity allowing companies and groups to give back by assembling kits. Groups can choose from various kits that have been researched and evaluated to ensure they meet a critical need in our community. We handle the logistics and administration, so the groups can spend time giving back to the community while boosting engagement and morale.

Coordinated projects are perfect for small teams: the Volunteer Center will play matchmaker with one of our trusted nonprofit partners to find groups an impactful half or full day of service in the community.

<table>
<thead>
<tr>
<th>4,264</th>
<th>6,426</th>
<th>101</th>
<th>30</th>
</tr>
</thead>
<tbody>
<tr>
<td># of volunteers participating in Service2Go projects</td>
<td>Service2Go kits created</td>
<td>coordinated Projects</td>
<td>companies engaged with Volunteer Center services</td>
</tr>
</tbody>
</table>
Whether it’s a simple ask such as finding nearby senior care, or something that requires more agency involvement like rent and utility assistance, United Way 211 is there for our community. Established 15 years ago, 211 serves as the regional helpline connecting people to the services and resources they need to thrive.

Last year, 211 was integral in the St. Louis City Direct Cash Assistance Program, distributing nearly $5 million to St. Louis City residents impacted by COVID-19 who met eligibility requirements. The team processed over 13,000 applications and issued funds to 9,300 City residents.

More importantly, as an integral piece of the Community Information Exchange (CIE) network, 211 serves as the gateway to help local families meet their needs and establish their footing for a better tomorrow.

**Top 211 Requests from Callers**

<table>
<thead>
<tr>
<th>Service</th>
<th>Total Requests</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home &amp; Shelter</td>
<td></td>
</tr>
<tr>
<td>Food</td>
<td></td>
</tr>
<tr>
<td>Transportation</td>
<td></td>
</tr>
<tr>
<td>Legal</td>
<td></td>
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<tr>
<td>Mental Health</td>
<td></td>
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<tr>
<td>Informative Services</td>
<td></td>
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<tr>
<td>Support</td>
<td></td>
</tr>
<tr>
<td>Clothing</td>
<td></td>
</tr>
<tr>
<td>Healthcare</td>
<td></td>
</tr>
<tr>
<td>Employment</td>
<td></td>
</tr>
</tbody>
</table>

**Recap of 211 Calls & Needs**

- **Total Contacts in 2022**: 155,596
- **Rides provided in partnership with Lyft**: 3,966
- **Counties in Missouri served**: 99
- **Counties in Illinois served**: 9
Connecting Health to Social Services – Leveling the Social Determinants of Health Playing Field for the next Century of Impact

The Greater St. Louis Community Information Exchange (CIE) was originally formed to create interoperable pathways between community-based organizations through shared technology that would not only streamline the experience of people needing help across multiple agencies, but would also address the holistic needs of enrolled clients.

Fast forward since the launch in mid-2020, CIE has garnered much more with this new approach, gaining not only better connections across social service programs, but bridging the gap for the community between social services and health, social services and school districts, social services and government and beyond. CIE is helping to address access to services and the social determinants of health inequities all at the same time.

When we began planning CIE, we knew our neighbors would be better off with a coordinated approach to care. We also knew that a greater awareness of resources and what it takes for the community to adopt shared technology would be a game-changer, requiring collaboration and capacity building to achieve measurable outcomes in housing stability, food insecurity, transportation, access to health and more. With the help of our partners, we are changing the game, improving comprehensive care, a broad continuum and achieving health equity.

Our next century of impact will continue to leverage innovative approaches like CIE to advance the quality of live for people in the St. Louis region.

In 2022, CIE, using technology to mobilize impact:

- Expanded to all 16 counties served by United Way of Greater St. Louis.
- Enlisted three major health systems onto the platform.
- Leveraged more than 373 network organizations, 333 programs, and 1529 agency users, serving 2152 of our neighbors, growing 12 times over the original implementation in 2.5 years.
- Continued to bring on additional sectors such as governments, Federally Qualified Health Centers, health departments, school districts, and more.
- Created a pathway to mobilize systems change and our newly launched United for Families initiative by sharing clients across a virtual case management platform of shared accountability and success.
- Mobilized more than $150,000 providing access to residents for daily needs.
United Way of Greater St. Louis is focused on addressing St. Louis’ regional needs that align with basic needs, jobs and financial mobility, childhood and youth success, health and wellbeing, and community stability and crisis response using a systems change approach. We seek to understand and raise awareness of the most needed services and resources, and mobilize the community to address identified needs on three levels; individual, agency, and community.

A systems change approach is needed to address the root causes of social problems, which are often intractable and embedded in networks of cause and effect. It is an intentional process designed to fundamentally alter the components and structures that cause the system to behave in a certain way.

Leveraging and going beyond the safety net, new systems change strategies were launched to shape a positive new normal, including:

**United for Families**
United Way’s United for Families initiative is a whole-family approach to restore families to self-sufficiency and ensure kids stay in school. Case managers work with families to link resources to address unmet social determinants of health and move individuals and families from crisis to thriving.

**Community Leaders Table**
Community Leaders Table convenes in basic needs and access to health care, jobs, behavioral health, early childhood and youth success, and member agency public policy to tap into new ways to solve big social issues.

**Financial Stability Initiatives**
United Way supports Individual Development Account and ASSET programs at local nonprofits to empower neighbors to make investments that change their lives. Participants work toward savings goals and receive savings matches that can be used to pay down debt, start a savings account or invest in things like education.

United Way has four Earned Income Tax Credit (EITC) partners, with over 250 volunteer tax preparers implementing the Volunteer Income Tax Assistance (VITA) program.

VITA offers free basic tax return preparation to qualified individuals. In 2022, United Way EITC partners filed 17,428 tax returns with participant income tax refunds totaling $21,302,539, Earned Income Tax Credits totaling $5,394,103, and Child Tax Credits totaling $3,359,008.

**Let’s Meet April**
April is a single mom of two who recently began a job as an early childhood teacher. She enjoyed her new job, but was behind on her bills and rent due to previously being unemployed. Things went from bad to worse when she was the victim of a hit and run. She was unable to afford to get her car fixed, but needed transportation to get to work. Fortunately, a call to 2-1-1 connected her to a case worker who helped her pay to get her car fixed, secure a rental car until her car repair was complete, and connected her to a financial coach to help her develop goals and plan strategies for her finances and career.
For more than a century, **100 Neediest Cases** has provided holiday assistance to those in our community who need it the most. In 2022, more than 4,600 families were helped through 100 Neediest Cases. Through a partnership with the St. Louis Post Dispatch, 100% of the funds raised went directly to the clients. In 2021, that meant more than $1.6 million (2022 dollars are still coming in but we’ve already raised nearly $1.5 million so far). Those donations purchased coats, shoes, medication, and helped many families meet their basic needs.
LEADERSHIP SOCIETIES

2022 was a year of tradition and celebration for United Way’s Leadership Giving Societies. Leadership Givers are donors who contribute $1,000 or more annually. The de Tocqueville Society donors contribute $10,000 or more. United Young Leaders, (which doesn’t require a leadership gift for membership) is geared toward young professionals 35 and under.

The 7,000+ members represent our region’s most committed philanthropists, helping people live their best possible lives.

United Way has a way for everyone to get involved. Each Leadership Giving Society offers unique programs and events tailored to its members. In 2022, we celebrated with dozens of engagements including:

- A shared kickoff celebration for all Leadership & de Tocqueville Society donors.
- A Speed Mentoring event for United Young Leaders.
- A pilot group mentoring program for our Women’s Leadership Society members.
- A de Tocqueville Breakfast, with special guest Jim Bullard, President & CEO of the Federal Reserve Bank of St. Louis.
- A Roaring 20s-themed meetup for the Charmaine Chapman Society, our longest-running Leadership Giving Society.
- Let’s Do Lunch, open to all Women’s Leadership Society members.
- Get on Board, open to all Leadership Givers.
- Monthly volunteer projects for United Young Leaders.

Leadership Groups

CHARMAINE CHAPMAN LEADERSHIP SOCIETY
Vernon “Vito” Bracy  
Co-Chair  
RVC Solution
Adrian Bracy  
Co-Chair  
The Steward Trust

WOMEN’S LEADERSHIP SOCIETY
Susan Stith  
Chair  
Cigna

MULTICULTURAL LEADERSHIP SOCIETY
Bhavani Amirthalingam  
Co-Chair  
Ameren
Santiago Beltrán  
Co-Chair  
Build-A-Bear Workshop
SiSi Beltrán Martí  
Co-Chair  
Build-A-Bear Workshop

MEN’S LEADERSHIP SOCIETY
Andrew Davidson  
Co-Chair  
KPMG
James B. Lally  
Co-Chair  
Enterprise Financial Services Corp.

DE TOCQUEVILLE SOCIETY
Crystal Ross-Smith  
Co-Chair  
Ameren
Patricia E. Smith, Jr.  
Co-Chair  
Ameren
Dr. Jacqueline Applegate  
Co-Chair  
Bayer
Stacey Stater  
Co-Chair  
Bayer

UNITED YOUNG LEADERS
Whitney Lawson  
Chair  
HOK

To learn more about United Way’s Leadership Giving Societies, United Young Leaders, or the de Tocqueville Society, visit us online at helpingpeople.org/get-involved.
INCREDIBLE CORPORATE SPONSORS

While there are hundreds of individuals, unions, and companies who support our community and are so important to the collective effort, we’d like to celebrate the companies who led this campaign by raising at least $500,000 or more.

The success of a healthy region is a collective, united effort. And the following companies really stepped up to lead and show how important the St. Louis region is to them.

A special recognition goes to Edward Jones and the Edward Jones associates who raised more than $7 million. This is the most support from one company in United Way’s 100 year history!

MILLION DOLLAR+ COMPANIES

- Ameren
- Bayer
- BJC
- Centene Corporation
- Edward Jones
- Emerson
- Enterprise Holdings
- Hunter Engineering Company
- Purina
- Regional Business Council
- Schnucks
- Spire
- World Wide Technology

$500,000+ DOLLAR PLUS COMPANIES

- Anheuser-Busch
- Bryan Cave Leighton Paisner, LLP
- Caleres
- Express Scripts
- Harbour Group Ltd.
- Mastercard Operations & Technologies
- Reinsurance Group of America, Inc. (RGA)
- Stifel
- Thompson Coburn LLP
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Keith H. Williamson

Vice Chairs
Mrs. Stephen F. Brauer
Donald M. Suggs
Lawrence E. Thomas
Patrick J. White II

Treasurer
James R. Schmersahl

Corporate Secretary
Valerie E. Patton

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Kenneth G. Bell
Juliette Douglas
Tiana Berry-Jones
Rusty Keeley
Ryan Kemper
Michael Moehn
Penny Pennington
Michael Scully
Ellen Theroff

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Julianne Callaway
Megan Rector
Steve Thompson

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William Bradley Jr.
Karen Branding
Mark C. Darrell
Michael A. DeCola
Kelly Gast
Lisa G. Gould
Bruce B. Holland
Janet M. Holloway
Robert S. Holmes Jr.
W. Stephen Maritz
Rich McClure
Kathy Osborn
Terri A. Owen
Cassandra R. Sanford
Todd R. Schnuck
Rueben A. Shelton
Susan A. Stith
Mark S. Wrighton, Ph.D.

Ex-Officio Members of the Executive Committee
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Romain P. Wuller

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John K. Beardslee
George C. Bisig, III
Robert Bobroff
David W. Braswell
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Thomas C. Burke
Maria Burt
Jason Carter
Steven P. Casazza
Mike Claiborne
Stacy Clay
Nora Stupp Coggin
Veronica Coleman
Diane Compardo
Rodney Crim
Brittany Cummings
Andrew Davidson
Laura B. Ellenhorn
Daniel Farmer
Amy Fields
Timothy M. Figge
Tom Finan
Travis Ford
Paris T. Forest
Herb Frohock
Brian C. Gibson
Randy P. Girsch
Carolyn Greathouse
Alana Green
Ronny Griffin
Gireesh V. Gupchup
Patricia A. Hagen, Ph.D.
Catherine L. Hanaway
Christopher W. Hanaway
Sharonica L. Hardin-Bartley, Ph.D., PHR
Howard Hayes
Jeffrey Hoelscher
Tina M. Hrevus
Amy Hunter
Natalie Jablonski
Andrea Jackson-Jennings
Frank D. Jacobs
Fredrick Jamison
Katherine L. Jochum
Mark G. Johnson
Preston K. Johnson V
Barbara R. Kavalier
Colette M. Kelly
John Koppin
Whitney Lawson
Mark B. Leadlove
Peggy Lewis LeCompte
Nancy L. LeVault
Juan E. Lopez
John Lynn
Andrew Martin
James Joseph McGrath
Alan Meyer
David Meyer
Sara Miller
James Moore
David R. Noble
Traci L. O’Bryan
David R. Paeth
Debra Pitts
Nick Ragone
Janet T. Ramey
Laura B. Ray
Dana Redwing
Anne M. Ritter

Tim L. Rozar
Margaret H. Schneithorst
Rob Schwartz
Yusef Scoggin
Rick Shang
Armando Siliceo-Roman
Tiffany Slater
Keena Smith
Patrick E. Smith Sr.
Yvonne S. Sparks
Rick Stevens
David L. Steward*
Charles A. Stewart Jr.
John Stifler
Julio Suarez
Dan Telle
Tony Thompson
Jackie Tischler
Christopher J. Tongay
Therese R. Trez
Brian Ungles
Craig A. Unruh
Sandra A. Van Trease
Harvey N. Wallace, CPA
Richard B. Walsh, CPA
Richard B. Walsh, Jr.
Carrie E. Ward
Dave B. Weaver
Wade Weitlauf
Richard B. White, M.D.
Julie Whitehead
Amadou Yattassaye

*Emeritus board member
Special thanks to the incredible hard work of Penny Pennington, 2022 Campaign Chair, Rusty Keeley, Campaign Co-Chair, and Arica Harris, Campaign Vice-Chair, along with the entire campaign team who helped make this Century Campaign an unprecedented success. Together we raised $67,450,000!

**CAMPAIGN CABINET**

Board Chair  
Keith Williamson

President & CEO  
Michelle Tucker

Campaign Chair  
Penny Pennington

Campaign Co-Chair  
Rusty Keeley

Campaign Vice Chair  
Arica Harris

Campaign Cabinet  
Dr. Jacqueline Applegate  
Bhavani Amirthalingam  
Santiago Beltran  
SiSi Beltran  
Mark C. Birk  
Adrian Bracy  
Vernon “Vito” Bracy  
Anthony J. Caleca  
Steven P. Casazza  
Andrew Davidson  
Laura Ellenhorn  
Melissa Erker  
Pardeep Gill  
Steve Grele  
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Amy Hunter  
Molly Hyland

P.K. Johnson  
Frederick R. Kostecki  
Aaron Ladner  
James B. Lally  
Whitney Lawson  
Kathy Osborn  
Anne Ritter  
Crystal Ross-Smith  
Cassandra Sanford  
William F. Siedhoff  
Patrick E. Smith Sr.  
Stacey L. Stater  
Susan Stith  
Craig Unruh  
Dave Weaver  
Joseph Weaver  
Patrick J. White II  
Eric Willis
## STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>Assets</th>
<th>June 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$23,284,797</td>
</tr>
<tr>
<td>Other operating investments</td>
<td>3,002,927</td>
</tr>
<tr>
<td>Campaign pledges receivable</td>
<td>16,044,189</td>
</tr>
<tr>
<td>Allowance for uncollectible pledges</td>
<td>(2,637,013)</td>
</tr>
<tr>
<td>Other receivables</td>
<td>3,185,269</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>253,079</td>
</tr>
<tr>
<td>Beneficial interests in charitable remainder trusts</td>
<td>8,934,032</td>
</tr>
<tr>
<td>Investments, including certificates of deposit carried at cost of $1,350,421 and $1,329,353 at June 30, 2022 and 2021, respectively</td>
<td>37,367,762</td>
</tr>
<tr>
<td>Land, building, furniture and equipment</td>
<td>2,724,182</td>
</tr>
<tr>
<td>Endowment investments</td>
<td>16,651,105</td>
</tr>
<tr>
<td>Beneficial interests in perpetual trusts</td>
<td>5,165,660</td>
</tr>
<tr>
<td>Promissory note receivable</td>
<td>200,000</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$114,175,989</strong></td>
</tr>
</tbody>
</table>

### Liabilities And Net Assets

<table>
<thead>
<tr>
<th>Liabilities And Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$3,000,332</td>
<td>$1,550,736</td>
</tr>
<tr>
<td>Payable to United Way Worldwide</td>
<td>326,384</td>
<td>41,721</td>
</tr>
<tr>
<td>Allocations payable</td>
<td>20,873,472</td>
<td>20,682,557</td>
</tr>
<tr>
<td>Donor designations payable</td>
<td>2,874,222</td>
<td>4,365,078</td>
</tr>
<tr>
<td>Forivable note payable</td>
<td>—</td>
<td>2,000,000</td>
</tr>
<tr>
<td>Pension plan and postretirement plan liabilities</td>
<td>3,528,745</td>
<td>3,796,693</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>30,713,755</strong></td>
<td><strong>32,036,885</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Without Donor Restrictions</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Designated by the Board for specific purposes</td>
<td>7,785,695</td>
<td>6,933,126</td>
</tr>
<tr>
<td>Net investment in land, building and equipment</td>
<td>2,724,182</td>
<td>2,854,237</td>
</tr>
<tr>
<td>Undesignated</td>
<td>34,137,307</td>
<td>36,586,185</td>
</tr>
<tr>
<td><strong>Total Without Donor Restrictions</strong></td>
<td><strong>44,642,384</strong></td>
<td><strong>45,633,441</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>With Donor Restrictions</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Perpetual in nature</td>
<td>16,651,105</td>
<td>18,079,395</td>
</tr>
<tr>
<td>Endowment earnings to be appropriated</td>
<td>4,929,469</td>
<td>8,089,333</td>
</tr>
<tr>
<td>Purpose restrictions</td>
<td>7,084,202</td>
<td>6,709,861</td>
</tr>
<tr>
<td>Time-restricted for future periods</td>
<td>9,873,883</td>
<td>11,270,414</td>
</tr>
<tr>
<td><strong>Total With Donor Restrictions</strong></td>
<td><strong>38,694,450</strong></td>
<td><strong>46,833,272</strong></td>
</tr>
</tbody>
</table>

| **Total Net Assets** | **83,462,234** | **89,735,843** |

| **Total Liabilities And Net Assets** | **$114,175,989** | **$121,772,728** |

## STATEMENT OF ACTIVITIES

### Public Support, Revenue And Gains (Losses)

<table>
<thead>
<tr>
<th>Public Support, Revenue And Gains (Losses)</th>
<th>June 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
</tr>
<tr>
<td><strong>Public Support</strong></td>
<td></td>
</tr>
<tr>
<td>Annual campaigns</td>
<td>$66,735,147</td>
</tr>
<tr>
<td>Donor designations</td>
<td>(12,184,335)</td>
</tr>
<tr>
<td><strong>Provision for uncollectible pledges</strong></td>
<td></td>
</tr>
<tr>
<td>Allowance for uncollectible pledges</td>
<td>(1,204,218)</td>
</tr>
<tr>
<td><strong>Net Annual Campaigns</strong></td>
<td>$53,366,614</td>
</tr>
<tr>
<td>Estate, trust and other contributions</td>
<td>3,393,287</td>
</tr>
<tr>
<td>Government and other grants</td>
<td>8,120,124</td>
</tr>
<tr>
<td>Employee retention credit</td>
<td>1,743,988</td>
</tr>
<tr>
<td>Note payable forgiveness - gain on extinguishment</td>
<td>2,000,000</td>
</tr>
<tr>
<td><strong>Total Public Support</strong></td>
<td>$68,628,213</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Revenue And Gains (Losses)</strong></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net realized gains on investments</td>
<td>1,291,347</td>
<td>2,689,133</td>
</tr>
<tr>
<td>Net unrealized gains (losses) on investments</td>
<td>(10,236,213)</td>
<td>8,532,810</td>
</tr>
<tr>
<td>Interest and dividends</td>
<td>1,501,589</td>
<td>1,485,328</td>
</tr>
<tr>
<td>Change in value of beneficial interests in charitable remainder trusts</td>
<td>(1,284,128)</td>
<td>2,192,407</td>
</tr>
<tr>
<td>Change in value of beneficial interests in perpetual trusts</td>
<td>(1,166,268)</td>
<td>1,224,593</td>
</tr>
<tr>
<td><strong>Total Revenue And Gains (Losses)</strong></td>
<td>(9,893,673)</td>
<td>16,505,271</td>
</tr>
</tbody>
</table>

| **Total Public Support, Revenue And Gains (Losses)** | $58,734,540 | $84,255,879 |

### Allocations And Expenses

<table>
<thead>
<tr>
<th>Allocations And Expenses</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Funds awarded to agencies</td>
<td>40,348,332</td>
<td>38,700,301</td>
</tr>
<tr>
<td>Other programs and grants</td>
<td>8,120,124</td>
<td>2,908,255</td>
</tr>
<tr>
<td><strong>Allocations to agencies and other programs</strong></td>
<td>48,468,456</td>
<td>41,608,556</td>
</tr>
<tr>
<td><strong>Other Program Services:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Allocations/Grant-making</td>
<td>1,098,623</td>
<td>1,555,810</td>
</tr>
<tr>
<td>Community Solutions</td>
<td>4,146,322</td>
<td>3,427,361</td>
</tr>
<tr>
<td>Volunteer Center</td>
<td>526,817</td>
<td>449,863</td>
</tr>
<tr>
<td>Case Management Services</td>
<td>2,574,631</td>
<td>2,442,141</td>
</tr>
<tr>
<td>Philanthropic Services</td>
<td>693,247</td>
<td>769,322</td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td>57,690,305</td>
<td>54,255,243</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Supporting Services:</strong></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising</td>
<td>4,829,800</td>
<td>5,287,131</td>
</tr>
<tr>
<td>Management and general</td>
<td>2,422,110</td>
<td>2,601,553</td>
</tr>
<tr>
<td><strong>Total Supporting Services</strong></td>
<td>7,251,910</td>
<td>7,888,684</td>
</tr>
</tbody>
</table>

| **Total Allocations And Expenses** | $64,942,215 | $62,143,927 |

### Increase (Decrease) In Net Assets From Operations

<table>
<thead>
<tr>
<th>Increase (Decrease) In Net Assets From Operations</th>
<th>June 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2022</td>
</tr>
<tr>
<td>Increase (Decrease) In Net Assets</td>
<td>(6,207,675)</td>
</tr>
<tr>
<td><strong>Pension And Postretirement Plan Changes Other Than Pension Plan Service Costs</strong></td>
<td>(65,934)</td>
</tr>
<tr>
<td><strong>Increase (Decrease) In Net Assets</strong></td>
<td>(6,273,609)</td>
</tr>
<tr>
<td><strong>Net Assets - Beginning Of Year</strong></td>
<td>89,735,843</td>
</tr>
</tbody>
</table>

| **Net Assets - End Of Year** | $83,462,234 | $89,735,843 |

Complete audited financial statements and accompanying footnotes as of and for the year ending June 30, 2022, are available at helpingpeople.org/our-reports.