

United Way of Grays Harbor



Campaign Coordinators Guide

**HOW TO
LIVE UNITED:
JOIN HANDS.
OPEN YOUR HEART.
LEND YOUR MUSCLE.
FIND YOUR VOICE.
GIVE 10%. GIVE 100%.
GIVE 110%.
GIVE AN HOUR.
GIVE A SATURDAY.
THINK OF *WE* BEFORE *ME*.
REACH OUT A HAND TO ONE AND
INFLUENCE THE CONDITION OF ALL.**

THANK YOU & WELCOME

Thank you for taking a moment to read our campaign coordinator guide. It is with great thanks and admiration that I welcome you to the United Way campaign. In the next 18 pages you will find LOTS of great information to help with your workplace campaign.

I say with great thanks because you and your workplace are joining our mission to bring neighbors and resources together to improve lives in Grays Harbor & Pacific Counties. We could not do our work without your support. The donations and corporate matches raised during these workplace campaigns account for roughly 80% of the United Way's annual income. More individuals and more businesses choose to make their charitable impact through United Way than any other local non-profit organization. We thank you for entrusting your hard-earned dollars with us.

It is with great admiration that I welcome you because I know the challenge you are personally undertaking will not be easy. Nor is it a duty to be taken lightly. It is an honor to lead the United Way campaign at your workplace. That's because this project will impact Grays Harbor & Pacific County residents who use the programs and services supported by United Way. Remember as you go about your campaign efforts the faces and stories we share with you today. These are our friends, neighbors, co-workers, and family members. The lives you impact are not halfway around the world. They are just around the corner.

This guide we've prepared is designed to provide you with proven ideas and strategies for conducting a successful, fun campaign in your workplace. Please take them to heart. Additional copies for your campaign teams are available on our website: www.unitedwaygh.com (under campaigns, guide).

YOU are our most valuable resource. It's YOUR enthusiasm and energy that will make the campaign a success. You believe in us. And we believe in you. Please don't hesitate to call any of the United Way staff or volunteers listed, whom all can provide additional guidance or help along the way of your campaign process. Together, we can accomplish great things and share with everyone the way to "LIVE UNITED".

Sincerely,

Lynsi Polanco

Lynsi Polanco, Executive Director

WORKPLACE CAMPAIGN PLANNING SHEET

Please complete this form by FRIDAY SEPTEMBER 23 and return to United Way via fax at (360) 532-1442
Or e-mail to uwgh@techline.com

Your Name: _____ Workplace: _____

Phone: _____ E-mail: _____

1. BECOME AN INFORMED VOLUNTEER. Name one new thing you've learned about United Way in the last week.

2. GET HELP. List the people, including management; you've recruited to help with your campaign. (Use back if necessary.)

Management: _____ E-mail: _____

Co-worker: _____ E-mail: _____

3. HOW ARE YOU GOING TO MAKE THE ASK? Explain how associates will be given their pledge forms and how they'll be asked to turn them in.

5. BEST PRACTICES. Which of the following best practices do you plan to use in your campaign?

_____ United Way presentation (Recommended. Please call Lynsi Polanco at 360-532-6260 to schedule.)

_____ E-mail campaign

_____ United Way Agency Fair

_____ "Fun"-raiser (If so, what?) _____

_____ Prizes/incentives for participation (If so, what) _____

_____ Upper management endorsement/participation

6. SETTING AND ACHIEVING GOALS.

Tentative campaign dates (Please plan to complete your campaign by Friday November 18. The main pledge form Solicitation period should last no longer than one or two weeks.)

Start: ____ / ____ /20____ End: ____ / ____ /20____

United Way presentation date ____ / ____ / ____

	2010 Results	2011 Goal	2011 Results
Number of Employees			N/A
Dollars Raised			N/A
Number of Donors			N/A

Corporate Gift. Check one:

_____ Set amount: \$ _____

_____ Percentage of Associate Giving: _____ %

_____ Not applicable

7. REPORTING RESULTS. Use your United Way reporting envelope to audit pledge forms and monies before submitting.

Did you receive (please check if yes)- Brochures _____, Pledge forms _____, Wrap-up sheet _____, DVD _____

FUNDED PARTNERS

This is who we're raising money for.

	2011 Allocation	Program
American Red Cross	\$5,000	Disaster Services
Coastal Harvest	\$15,000	<i>Receipt & Distribution Coordination</i>
Catholic Community Services	\$10,250	Feed the Hungry
Rebuilding Together	\$0	Home Modification
Salvation Army	\$18,000	Family Services
South Beach Christian Outreach	\$5,000	Food Voucher Programs
UW Emergency Fund	\$37,545	Emergency Services
The Arc of Grays Harbor	\$5,650	Senior Families Program
Behavioral Health Resources	\$10,000	Crisis Clinic
Beyond Survival	\$5,375	Advocacy
Domestic Violence Center of GH	\$9,000	Domestic Violence Shelter
Harbor's Home Health & Hospice	\$4,500	Home Health
Long Term Care Ombudsman	\$1,600	Volunteer Outreach
RSVP	\$580	Senior Peer Counseling
Senior Companion	\$10,000	Companion Program
Senior Nutrition	\$29,000	Home Delivery/Congregate Meals
Boy Scouts	\$3,000	Scouting Program
Children's Advocacy Center	\$12,000	Rainbow House Crisis Nursery
COPE	\$15,000	Parenting Education/Snug Harbor
Crisis Support Network	\$10,000	Prevention Education
Community Youth Services	\$8,000	Haven House
Girl Scouts	\$5,000	Leadership Development
YMCA	\$40,500	Harbor After School- Aberdeen, McCleary, Elma & Hoquiam (\$20,000) School Age Childcare (\$20,500)
GRAND TOTAL	\$260,000	

KNOW YOUR UNITED WAY

The more you know about what you're raising money for, the more impassioned you will become and the more credible you will be with co-workers.

Our leadership understands that we all win when a child succeeds in school, when families are financially stable and when people have good health. These results and changes have benefits that ripple out to the community as a whole.

What We Stand For

Mission

To unite people and resources to build stronger, healthier Grays Harbor.

Vision

We will build stronger, safer and healthier communities by energizing and inspiring people to make a difference and together improve people's lives.

In Grays Harbor & Pacific Counties, we stand up for our community!

We work together to lend a hand, ignite hope, we bring out the best in ourselves and celebrate the best in others.

We thrive on good ideas, hard work and inspired visions.

This is your United Way.

Board of Directors- Executive Committee (Officers)

Board President: Bob Torgerson, City of Aberdeen, Police Chief

Immediate Past Board President: Sue Eissler, Willis Enterprises

Secretary: Kim Dohrmann, Dohrmann Chiropractic

Treasurer: Ron Strabbing, Grays Harbor County Treasurer

Vice President, 2010 Campaign Chair: Margaret Carthum, Community Volunteer, Retired

2nd Vice President: Donna Rosi, Grays Harbor Radio

3rd Vice President, 2010 Admission & Distributions Chair: Julie Feller, Grays Harbor Community Hospital

Board of Directors

Liz Anderson, Grays Harbor PUD

Stacy Barnum, City of Aberdeen, Parks & Rec.

Michael Bozich, Edward Jones

John Devine, Anchor Bank

Randy Dennis, Dennis Company

Wendy Goldsmith, Dow Chemical,

Jon Hawkins, Lake Quinault

Rachel Lebon, Express Employment Professionals

Sean Mason, Masco Petroleum

Molle Mergens, Pacific Harbor Bottling

Gary Morean, Ingram, Zelasko & Goodwin Law Firm

Eric Nelson, City of Aberdeen Attorney

Sam Newberry, Anchor Bank

Bridget Pannell, The Daily World

Steven Puvogel, Wal-Mart

Callie White, Grays Harbor Chamber of Commerce.

United Way office STAFF- Lynsi Polanco, Executive Director,
Mary McGinnis, Administrative Assistant

Fast Facts:

- United Way is governed by a local board of volunteers who make all funding decisions for our community.**
- Money raised here stays here**
- United Way meets all 20 Standards of Charitable Accountability established by the Better Business Bureau.**
- 87 cents of every dollar raised goes back into our communities- directly to programming. (The BBB standard is 65 cents or more).**

WE ARE ACCOUNTABLE!

Accountability, transparency and integrity are three of the most important values a non-profit organization can have. The Admissions & Distributions committee is made up of community and professional volunteers. These volunteers take seriously its responsibility of financial oversight and partner agency initiatives. After a deliberating process they report directly to the Board of Directors.

If anyone in your workplace is interested in volunteering for the United Way – this committee is the best way to help out! Please contact us before November 18, 2011 for more information.

Admissions and Distributions Committee - Community Volunteers

Liz Anderson, Grays Harbor PUD
Stacy Barnum, City of Aberdeen, Parks and Rec. Department
John Devine, Anchor Bank
Linda Dieter, Community Volunteer
Meri Embry, Community Volunteer
Patrick Farwell, Community Volunteer
Julie Feller, Grays Harbor Community Hospital (**Returning Volunteer**)
Vicki Hardinger, Community Volunteer (**Returning Volunteer**)
Linda Hole, Community Volunteer (**Returning Volunteer**)
Cassie Jackson, Grays Harbor Community Foundation (**Returning Volunteer**)
Warner Johannes, Realty (**Returning Volunteer**)
Rachel Lebon, Personnel Express
Diane Levold, Bank of the Pacific
John Lynn, Community Volunteer
Tammie McMillen, Krause, Brown & Philips law firm (**Returning Volunteer**)
Molle Mergens, Pacific Harbor Bottling Co.
Sean Mason, Masco Petroleum (**Returning Volunteer**)
Gary Morean, Ingram, Zalasko & Goodwin law firm (**Returning Volunteer**)
Pat Olechea, Windermere Real Estate
Bridget Pannell, The Daily World (**Returning Volunteer**)
Jim Roberts, Community Volunteer
Vicki Roberts, Community Volunteer
Callie White, Grays Harbor Chamber of Commerce
Cathy Williams, Bank of the Pacific

Tips for a successful campaign:

DON'T FLY SOLO

Participation of upper management is essential for a successful campaign. We already have their support, or we wouldn't be conducting a campaign. Ask them to personally endorse it with a personal letter or speech to staff members. Ask them to approve incentives to be used for the campaign.

Don't feel like you have to "go it alone." Find a friend at work that is willing and able to help you co-chair your campaign efforts. If your workplace has multiple departments or locations spread around town (like a school district), consider recruiting helpers from each department to serve on a committee. Find people who are well-liked and respected by co-workers.

ASK AND YOU SHALL RECEIVE

How do you plan to ask each individual associate to give to United Way? Think about how effective your "point-of-contact," moment is going to be? Will you REALLY, blatantly, obviously, be asking each person to give to United Way? How seriously will each associate consider making a gift when they first see their pledge form? Will they even see the pledge form? People give to people. The most effective "asks" include an educational piece along with the human element, the personal touch of a story, a presentation, an e-mail, or a letter from you or upper management, explaining why their gift is needed. It's best not to just leave a pledge form on someone's desk or stuffed in their paycheck.

The number one reason why people do not give to United Way is because they were not asked! That's why we are asking YOU to make sure EVERY person at your workplace returns a completed pledge form, even if they're not giving this year—to ensure that we did OUR job of asking them.

DO YOU HAVE?

BROCHURES. It's important to make sure that everyone in the workplace is given an informational brochure and pledge form so they can make an educated decision about giving.

PLEDGE FORMS. Donors may designate to a specific Member Agency, or the general fund. Make sure if you are using the brochure form to make a copy for your payroll department and return the original copy to United Way

REPORTING ENVELOPE. PLEASE return all completed pledge forms, checks, and monetary donations in this envelope. FILL OUT THE FORM, which helps you "audit" your totals.

A BUDGET? Depending on your workplace, you may have some money to use for incentives, prizes, and events.

Pledge forms, posters, thermometers, brochures. We have all the supplies you need to conduct your campaign.

United Way opposes Coercion-

The United Way serving Grays Harbor & Pacific Counties believes that the most responsive contributors are those who are informed and involved. A well-planned campaign with effective communications program that is run by committed volunteers will ensure responsible contributors. Fundraising should always be conducted in a voluntary manner, without pressure. It should be fun. Give is a personal decision and coercion is not the practice of the United Way

EXTRAS! EXTRAS! MUST HAVES!

POSTERS. Don't be shy. Take extras and plaster the walls of your workplace the week **BEFORE** your campaign. Hang them in high traffic areas where staff, customers, and vendors can see them.

PENS. Have them at your special events or presentations.

DVD. A local video (6 minutes) that tells the story of those that have been helped by United Way dollars.

THERMOMETER. Track your campaign's progress.

DON'T SEE IT HERE? Log on to www.unitedwaystore.com for more United Way-specific items and ideas that you can use for your campaign.

A 10-15 minute presentation by United Way at already scheduled group meetings is the number one way to raise awareness, educate, inform, and inspire your associates. These can be coordinated through the United Way office by calling 532-6260. We can do multiple presentations during any shift at any area workplace.

Have a special event or "fun"-raiser to supplement your payroll deduction pledges, raise awareness, and build camaraderie. Plenty of fun ideas appear on the coming pages.

Provide incentives and prizes. Sometimes, we all need a little dangling carrot to make us take action.

FOOD ALWAYS DRAWS A CROWD. Provide refreshments at your United Way meetings. Coffee, doughnuts, or fruit for morning events; pizza at lunch; cookies or brownies, at afternoon meetings.

Communicate the support and endorsement of CEO/upper management.

Establish friendly inter-department competitions, such as an office pizza party for the department that raises the most or has highest participation.

Have a pot-luck luncheon, office pool, or casual dress days to benefit United Way.

Find an associate who has been personally affected by a United Way program (either in receiving Assistance or in volunteering) who is willing to share his/her experience. Personal testimonials, especially from peers, go a LONG way.

Incorporate United Way pledge forms into your new employee orientation packet and allow new hires to complete a pledge form when they sign on.

In lieu of or in addition to presentations, conduct an e-mail blitz throughout your campaign highlighting the impact their United Way gifts make. Post United Way announcements and stories on bulletin boards, in employee publications, and staff lounge.

HOW TO INCREASE AVERAGE GIFTS

Especially if average gift is below \$160.

- Stress giving via payroll deduction.**
- Encourage donors to increase their gift by 10% or \$1 a week over last year's pledge.**
- Structure incentives so that they are based on giving levels.**

HOW TO INCREASE PARTICIPATION- MAKE IT FUN

- AUCTION.** Encourage employees to bid on donated items of value (donated by other businesses or purchased with money from your budget).

- BAKE-OFF CONTEST OR SALE.** Who makes the best apple pie in your office? Who's got the best chocolate chip cookie recipe? Find out by having a bake-off and charge a "donation" for others to sample the entries and judge the winners.

- BABY PICTURE CONTEST.** See who can match the most staff members with their baby pictures.

- BENEFIT DANCE.** Organize an outing with coworkers and spouses to enjoy music, dancing, and fun. Ask for a cover charge.

- BOOK/DVD SALES.** Have co-workers bring in their used books and videos and sell them to raise money for United Way.

- BOWLING FOR DOLLARS.** Recruit some teams and have a group bowling night, raising money via entry fees or per pin donations.

- CASUAL DRESS DAYS.** Allow employees to dress down as incentives to make a pledge. If your business already has a casual or jeans day each week, try something different, such as Stupid Hat Day, Outrageous Socks Day, or Favorite Sports Team Day.

- CHAIR MASSAGE.** Bring in a massage therapist for a day and allow all those who submit a pledge form to sit down to a relaxing chair massage.

- CHILI COOKOFF CONTEST.** Employees cook their favorite recipe and enter it into the contest. Participants pay to sample all of the entries.

- COIN WAR.** Have departments compete to see who can collect the most loose change for United Way. Collect it in large water jug. Winning department gets a pizza party and bragging rights!

- COMEDY HOUR/AMERICAN IDOL CONTEST.** Employees and their family members perform during this amateur hour!

- COOKBOOK.** Collect recipes and helpful household hints from employees and publish them with pictures from staff members' children. Sell them to benefit United Way.

- CORNHOLE TOURNAMENT.** Charge an entry fee and set up brackets like the NCAA Tournament.

- CRAFT SALE.** This allows employees a chance to share their hobbies and creative talents.

- DIET FOR UNITED WAY.** Hold a contest to see who can lose the most weight over a month-long period. Each person pays a set amount for every pound lost or gained.

- FASHION SHOW.** Work with a local designer or store to showcase the new seasonal or children's fashion line. Sell tickets to co-workers to watch other co-workers model the clothing.

- FORMAL DRESS DAYS.** Tired of casual Fridays? Dress to the nines instead with prizes for the fanciest dresses and snazziest tuxedos!

- FRISBEE GOLF TOURNAMENT.** Have a group outing and raise money just like a real golf outing.

- GARAGE SALE.** Have employees clean out their closets and set up a company-wide garage sale to benefit United Way.

- GUESS THE NUMBER.** Fill a jar with x-number pieces of candy, or some other item. For a donation, co-workers can guess the correct number to win the item.

- ICE CREAM SOCIAL.** Perfect gathering idea for a potential United Way campaign presentation.

- INTRAOFFICE MINI-GOLF.** Set up a mini-golf course at the workplace, using slinkies, ramps, "water hazards," sand traps. Enter teams and have a mini-golf outing just like one on a real course!

- KEY TO THE TREASURE -** All who submit a pledge form at a certain level get a key to unlock at treasure chest of prizes. Only one key opens the chest.

- PET PHOTO CONTEST.** Employees post a picture of their pet(s) and co-workers pay an amount to vote for the cutest, ugliest, most unusual, and funniest.

- PING PONG TOURNAMENT.** Charge an entry fee and set up brackets like the NCAA Tournament.

- SCRABBLE TOURNAMENT.** Have a Scrabble tournament and the number of points you score equals your pledge to United Way!

- SNACK CART.** Go from workspace to workspace with baked goods or candies.

- TAILGATE PARTY.** Before the big game, hold a Friday tailgate party at lunch, complete with hot dogs, chips, music, etc.

- TRICYCLE RACES.** Set up a relay course in the parking lot and have contestants race through while being timed. Observers can wage money on their favorites.

- VENDING MACHINES.** Raise the cost of vending machine items during your campaign with the difference going to United Way.

- VIDEO GAME TOURNAMENT.** Set up three or four game systems in a small conference room. Employees pay-to-play with prizes going to the top scorer in each game.

PUMPKIN CARVING CONTEST. Plan a Halloween theme and hold a pumpkin carving contest. Have different categories so that you can have multiple winners. Departments could carve their own and enter them.

RAFFLES. Have someone donate a prize (football tickets, a weekend getaway, a car wash, pies) or raffle a paid day off. To enter the raffle, you must turn in a pledge form with a minimum pledge.

SCAVENGER HUNT. Employees have to find unusual items around the office or the neighborhood.

“FUN”RAISING TIP

Make a completed pledge form required for “admission” to your “Fun”-raising event.

Hold your “fun”raiser on a payday. That will maximize the likelihood of impulse buys and participation. Example: Hold a Game Show, complete with teams competing for prizes and questions that pertained to United Way.

“FUN”RAISERS, BEWARE!

Sometimes, campaign organizers get so caught up in planning their “fun”-raiser that they forget about the most important aspect of the campaign: **WORKING ON MAKING EFFECTIVE “ASKS,” ENCOURAGING GIVING THROUGH PAYROLL DEDUCTION, AND COLLECTING COMPLETED PLEDGE FORMS.**

Also note that often, a person will buy \$5 in raffle tickets to win an item and then **NOT** make a pledge via payroll deduction because they consider that to be their donation. Remember that “fun”-raisers should supplement the best practices that increase participation and average gifts.

“FUN”RAISERS IN THE WORKPLACE EASY INCENTIVES & PRIZES

Sometimes, the best incentives or prizes don’t cost much. Here are some low-cost/no-cost raffle items you can use if you’re working on a shoestring budget. Get them from your vendors, your own company, or local businesses.

- | | |
|-------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> <input type="checkbox"/> Casual dress days | <input type="checkbox"/> <input type="checkbox"/> Free oil changes/car washes |
| <input type="checkbox"/> <input type="checkbox"/> Extra paid vacation day | <input type="checkbox"/> <input type="checkbox"/> Lottery tickets |
| <input type="checkbox"/> <input type="checkbox"/> “Sleep-in” or “Long-lunch” passes | <input type="checkbox"/> <input type="checkbox"/> Gift cards |
| <input type="checkbox"/> <input type="checkbox"/> T-shirts, sweatshirts, company gear | <input type="checkbox"/> <input type="checkbox"/> Unused corporate frequent flier miles or hotel stays |
| <input type="checkbox"/> <input type="checkbox"/> Shares of company stock | <input type="checkbox"/> <input type="checkbox"/> Open/FREE vending machine |
| <input type="checkbox"/> <input type="checkbox"/> Special parking spot | |
| <input type="checkbox"/> <input type="checkbox"/> Babysitting and restaurant gift certificates | |
| <input type="checkbox"/> <input type="checkbox"/> Sports/Show/Movie tickets | |

BE PREPARED

That's the motto of the Boy Scouts (a United Way Member Agency, by the way). Develop a plan of action that ensures all associates are educated about what United Way does and are asked to give. The plan should include obtainable goals for your workplace to achieve and to measure the success of our efforts.

1. Understand your campaign's untapped potential.

Use Workplace Campaign Planning Sheet included in this guide and find areas where improvement is possible in your workplace campaign.

2. Set a participation goal.

To ensure that associates do not feel pressured, it is not recommended to set a participation goal above 80%. Set a dollar amount goal by reviewing last year's average gift and set a realistic monetary goal. Increasing participation will help you reach the monetary goal

3. Set a goal of 100% ask.

Make sure that everyone receives a pledge form. The most effective way is through distribution of pledge forms and brochures during United Way presentations at staff Or safety meetings.

4. Set a goal of 100% pledge form collection.

This ensures that everyone has at least CONSIDERED a gift to United Way and made a decision. It does not mean that they should be forced to give. Set a deadline for forms to be returned and ensure that all pledge forms, even if not filled out, are collected with their name and dollar amount (which may be \$0).

5. Establish your campaign dates and develop a realistic plan to achieve your goals.

While the period of direct solicitation within your workplace should typically take one week, (no more than two), the campaign doesn't just "happen." Choose which of the best practices and "fun"-raisers you will employ and prepare for them.

- Schedule United Way presentations in advance and plan the publicity efforts that will surround your campaign.

RECOGNIZE AND REWARD

Mom always taught us to say “Please” and “Thank You.” And saying “Thank You” may be the most important element in maintaining the long-term support you’ve worked so hard to achieve. That’s why United Way has developed a number of ways to thank and recognize generous donors and the hard-working volunteers within workplace campaigns.

United Way will send thank you notes with receipts from our office to all donors who give \$300 or more.

Membership in United Way’s Discovery Society is a benefit for all who give \$500 or more. Discovery Society members are recognized in an annual publication (unless they wish to remain anonymous), receive a letter and are invited to our Annual meeting at the conclusion of each campaign.

Will you help us thank donors internally for their participation?

Just a small token of appreciation is often enough to convey the message. Perhaps a staff luncheon or pizza party can be coordinated. Even a simple postcard-sized letter of thanks goes a long way toward making a donor feel appreciated.

THANK YOU IDEAS

Print half-sheet thank you’s on colored paper with the United Way logo and your thank you message. Post them on the cubicles of those who pledged, recognizing them for their generosity.

Late afternoon reception with snacks for all those who gave.

Send an e-mail or thank you from your CEO.

Announce the total your organization raised on posters, in e-mail, in your company newsletter.

TRACK YOUR PROGRESS

Everybody loves a winner and jumps on a bandwagon when things are going well. Track your campaign’s progress and publicly report results to your co-workers as you move along. When you are finished, complete the Reporting Envelope and return to the United Way office. Please try to complete your campaign by November 30.

In the end, It is not about meeting a goal; it’s about meeting a need.

QUICK WORKPLACE CAMPAIGN RECAP:

Benefits for your company:

- *Builds employee morale and fosters a sense of team spirit.
- *Cultivates leaders through employee development opportunities
- *Provides information on critical community issues and opportunities to be a part of the solution.
- *Connects your company and employees to the community

Benefits for individuals:

- *Helps employees make informed investments
- *Helps employees become involved with local non-profit agencies
- *Provides information on local health & human service needs

Why Partner with the United Way?

To Maximize Impact.

- *Brings together individuals, businesses, nonprofits, and agencies
- *Collaborates on targeted community solutions
- *Low overhead- 87 cents of every dollar goes to help our LOCAL community.

To reach the whole community

- *Offers a centralized, community wide fundraising approach (more bang for the buck- stretched the dollar out to 24 agencies).
- *Provides cost-effective and efficient services
- *Supports local nonprofit health & human service agencies- MONEY STAYS HERE

Quick Tips for a Successful Worksite Campaign-

1. Have fun with this! Make it a fun event for all employees, something they look forward too.
2. Recruit a worksite campaign coordinator and committee
3. Determine a 2-4 week time period for the campaign
4. Schedule a presentation by the United Way and agency staff- preferably in conjunction with a staff meeting. Offer Food and/or Refreshments
5. Set a worksite goal and post a thermometer marking progress
6. Distribute pledge forms and brochures to ALL employees. Include a memo from the campaign coordinator and/or the CEO encouraging participation.
7. Offer incentives for early pledges, first time donors, gift levels, prize drawings for all donations, etc...
8. Hold a friendly competition between departments
9. Hold a friendly competition between similar workplaces.
10. Hold special events to raise additional funds aside from payroll deductions- such as all the one's listed in this guide
11. Remind employees a week before deadline and at deadline.
12. Thank everyone who participated.
13. Celebrate.

Where does your company or employees fall on our Donor Recognition?

Top 15 accounts: The following companies and/or individuals each contributed over \$2500, raising over \$88,600 or 23% of our 2010 campaign

1. Marian J. Weatherwax Endowment
2. Anchor Bank
3. Chehalis Indian Tribe
4. Green Diamond Resource Co.
5. Murphy Veneer, Elma,
6. Simpson Door Company
7. Ingram, Zelasko & Goodwin, LLP
8. Rayonier Western Forest Resources
9. Grays Harbor Community Foundation
10. Quinault Indian Foundation
11. Wal-Mart
12. The Comcast Foundation
13. Richard & Marsha Lovely
14. Robert Preble
15. Eric & Mary Nelson

The following companies, foundations and individuals contributed between \$1,000 and \$2,499

1. Aberdeen Rotary Foundation
2. Aiken & Sanders
3. F.C. and Ruth Kelsey Foundation
4. JC Penny
5. Kaufman Scroggs
6. Lincoln Financial Group Foundation
7. Nationwide Foundation
8. Preszler, Larner, Mertz & Co., LLP
9. The Bank of the Pacific
10. Dennis Company
11. Petland Cemetery,
12. Windermere Real Estate/Grays Harbor, Inc
13. The Daily World
14. Timberland Bank
15. Wal-Mart
16. Bruce & Judy MacNaughton
17. Dennis Long
18. Doug Smith & Kim Herry
19. Eva Aiken
20. Isabelle Lamb
21. Karen Scott
22. Keith & Carol Krueger
23. Keith & Lynn Kessler
24. Martha Hill
25. Keith Barnett
26. Richard & Pat Warren,
27. John Goss
28. Richard Isaacson
29. Lee & Darlene Nutter
30. Ron & Lisa Scott
31. Todd & Gerrilynn Lindley
32. Wesley Gray
33. Stacie Conkle
34. Tami Garrow Mertz
35. Jennie & Dave Reed
36. Steve & Hillary Poler
37. Tim & Cathie Wandell
38. Tom Boley

THANK YOU

FOR GIVING. FOR ADVOCATING. FOR VOLUNTEERING.

The following companies, foundations and individuals contributed between \$500 and \$999

1. Bryan & Son
2. Coleman Mortuary, Inc.
3. Durney Agency Inc.
4. Early Tire Factory
5. Grays Harbor Vision Clinic
6. Patrick & Jill Wilson
7. The UPS Foundation, Inc
8. Twin Star Credit Union
9. Wells Fargo
10. A'Dee Walker
11. Andrew Hall
12. Andrew Toothamn
13. Anita McCambridge
14. Anna Shanks
15. Anne Bennett
16. Anthony Decarolis
17. Branda DeCamp
18. Brian & Christine Peck
19. Bruce & Bette Worth
20. Callie White
21. Candace Cahill
22. Carl & Nola Jonsson
23. Carl Baron
24. Chris Goodman
25. Chris Rush
26. Curtis DuPuis
27. Daryl Beckwith
28. Daryl Boyd
29. David Woodland
30. Dee & Roy Thorp
31. Dennis Davies & Julie Feller
32. Dick & Ann Scroggs
33. Don Secena
34. Don Smith
35. Ella Mae Daly
36. Gary Nelson
37. Glennis Stamon
38. Gloria Bramer
39. James Lane
40. Jane Hewitt
41. Jerrie & Sally Eaton
42. Jim & Helen Mason
43. Jim Langenberg
44. Jim Mattheis
45. John Johannes
46. John Marvin
47. Judy Rocquin
48. Kathy Weston
49. Larry Kahl
50. Laurie Russell
51. Lee Hauser
52. Liz Anderson
53. Mark & Weedy McCauley
54. Marti Harruff
55. Mary Fry
56. Mike Sweeney
57. Pamela Burck & Robert Alrick
58. Peter & Kristin Scroggs
59. Phil & Cindy Pettila
60. Philip Beckman
61. Price & Barbara Chenault
62. Randy & Debbie Ross
63. Richard & Patricia Hole
64. Rick & Linda Hole
65. Robert & Nancy Neisinger
66. Ron & Betty Strabbing
67. Sheri Heikkila
68. Stan Ratcliff
69. Stephanie Martinis Jones
70. Sue Eissler
71. Suzanne Wagner
72. Timothy Shute
73. Tom & Donna Rosi
74. Tom & Gretchen Brannan
75. Vicki Petitt
76. William Tyler

**The following companies participate in our Payroll Deduction program
with employee's collectively contributing over \$300**

1. Combined Fund Drive (\$18,931)
2. GH PUD (\$18,925)
3. Aberdeen School District (\$14,848)
4. Lucky Eagle Casino (\$13,962)
5. The Bank of the Pacific (\$10,341)
6. Anchor Bank (\$9,228)
7. Grays Harbor County (\$7,050)
8. Murphy Veneer (\$5,738)
9. GH Community Hospital (\$5,620)
10. Dow Chemical (\$5,393)
11. Five Star Dealerships (\$5034)
12. City of Aberdeen (\$4,620)
13. Hoquiam School District (\$3,770)
14. Montesano School District (\$3,768)
15. Daily World (\$3,650)
16. CCAP (\$3,626)
17. Boeing (\$3,518)
18. Rayonier Western Forester Resources (\$3,500)
19. GH Public Development (\$3,240)
20. Port of GH (\$3,120)
21. Weyerhaeuser (\$2,837)
22. UPS (\$2,410)
23. GH Paper, LP (\$2,340)
24. Timberland Bank (\$2,335)
25. Simpson Door Company (\$2,122)
26. Wal-Mart (\$2,037)
27. Comcast (\$2,001)
28. Harbors Home Health (\$1,920)
29. Bank of America (\$1,513)
30. Preszler, Lerner & Mertz & Co., L.I (\$1,500)
31. Ingram, Zelasko & Goodwin (\$1,480)
32. City of McCleary (\$1,300)
33. Timberland Regional Library (\$1,260)
34. JcPenny (\$1,256)
35. Nationwide Foundation (\$1,200)
36. US Bancorp (\$888)
37. Ovalstrapping Inc. (\$868)
38. Willis Enterprises (\$864)
39. Kaufman & Scroggs (\$850)
40. City of Montesano (\$780)
41. AT&T (\$779)
42. Hoquiam City Employee's (\$696)
43. Raymond Federal Bank (\$600)
44. Aiken & Sanders (\$565)
45. Ocosta School District (\$520)
46. Qwest (\$517)
47. Wells Fargo (\$500)
48. FEDEX (\$468)
49. Elma School District (\$384)
50. Dennis Company (\$300)

If you think of life as like a big pie,
you can try to hold the whole pie
and kill yourself trying to keep it,
or you can slice it up
and give some to the people around you,
and you still have plenty left for yourself.

-Jay Leno-

2010 Agency Highlights

YOUR United Way Dollars at Work

American Red Cross - (Disaster Services, \$11,800)

Responded to 18 families in need from home fires, total of 68 clients, 22 being children. \$3,132 was spent in shelter assistance, and \$4,460 in client assistance cards (for clothing, personal care products, etc.) In a large disaster, there are 22 Shelter sight agreements in place.

The ARC of GH- (Archin' Round the Community, \$4,400)

Advocated and supported a better quality of life for citizens with developmental disabilities and their families. 48 participants in the monthly madness program. 8 scholarships were awarded to 7 children and 3 adults for community based programs.

Behavioral Health Resources - (GH Crisis Clinic, \$6,200)

Received 4,394 calls on the crisis line (2,718 more than last year). Served 123 clients with 1,798 total bed nights.

Beyond Survival- (Sexual Assault Youth Advocacy, \$6,000)

Provided youth advocacy for 101 new child victims of sexual assault; 9 youth participated in prevention workshops & support groups. 189 prevention activities were conducted with a participant count of 3635. Uninsured or underinsured individuals (15) received therapy.

Boy Scouts - (Scoutreach, \$1,824)

483 scouts from Grays Harbor and Pacific County were assisted in various projects. 2010 ended with a 5% growth in youth membership and an impressive 18 Eagle Scouts.

Catholic Community Services - (Feed the Hungry, \$14,200)

Served 17,942 meals with the Meals on Wheels program in Grays Harbor.

Children's Advocacy Center of GH- (Rainbow House Crisis Nursery, \$12,300)

1,024 hours of crisis care to children ages 1month to 8 years were provided. 45 families were provided brief counseling and were able to make a plan and identify natural supports so their children could be safe without using the crisis care. A total of 81 families received services for Crisis Childcare.

Coastal Harvest - (Receipt & Distribution Coordination, \$6,649)

Served 441,000 clients or 3,806,292 pounds of food, including 2,015,892 pounds of fresh and perishable foods; serving 41 food banks, 7 senior centers and 5 tribes. 271,576 individuals from Grays Harbor and Pacific Counties were served. Coast Harvest serves 22 food banks & Feeding programs in Grays Harbor and 6 in Pacific County.

Community Youth Services- (Haven House, \$6,300)

27 youth from GH, 3 from Pacific County were served at the Haven House for 149 bed nights of care. 97% of the youth served, who were suspended from school, returned to school. 97% of the youth received GED support. 87% of the youth exiting Haven House received a safe transition to a long-term placement.

Community Opportunities for Parenting Education - (Parenting Education/Snug Harbor, \$14,900)

COPE was able to provide parenting education and counseling to 39 teen parents, in addition to childcare and early childhood learning for 23 children. 72% of the active students (teen parents) attend on a daily basis as opposed to just 28% a few years ago.

Crisis Support Network- (Prevention/Education, \$10,600)

Services for prevention and awareness of sexual assault and domestic violence in Pacific County; Boys Council facilitates a support group for boys ages 13-18. In 2010, 50 young men in the Nasell Youth Camp, 20 in Junction City, & 25 high school freshman received support through this program.

Domestic Violence Center -(Shelter Program, \$8,500)

Provided a safe and comfortable environment during crisis for 40 women (855 bed nights) and 23 children (523 bed nights).

Girl Scouts (Leadership Youth Development, \$3,525)

Provided service in Grays Harbor for 236 girls and 94 adult volunteers; providing direct financial aid of \$2,460 to 23 members for camp, dues, membership fees, etc... In Pacific County, a significant increase of financial aid was provided for 17 girls with \$5142 total, and had 51 girls and 9 adults that were provided service.

Harbor After School - (Aberdeen, Elma, Hoquiam, McCleary, \$10,000)

645 students utilized the tutoring, enrichment activities and recreation games programs 1 time or more, 244 students used at least 30 times or more. An average of 21 students took advantage of the activity bus to the YMCA.

Harbors Home Health & Hospice - (Home Health, \$2,526)

Made 260 visits to patients

Long Term Care Ombudsman - (Volunteer Outreach, \$3,400)

Volunteers were enlisted and trained to advocate for residents of Long Term Care facilities, 305 Routine Visits were made and 41 complaint investigations.

Rebuilding Together- (Home Modifications, \$7,700)

Home modifications were provided for 13 families; including wheelchair ramps, stair or porch replacements, grab bar installations, floor repairs, handrails, smoke detectors and fire extinguishers and others modifications.

Retired Senior Volunteer Program - (Senior Peer Counseling, \$384)

5 Senior Peer Counselors worked with 15 peer counseling participants within Grays Harbor and Pacific County.

Salvation Army - (Family Services, \$18,500)

Family services helped 21,277 people, counseled 940, provided food for 9,358, gave Thanksgiving/Christmas Holiday support to 1,520 and assisted 9,459 members with other family services locally.

Senior Companion - (Companion Program, \$10,900)

28 Part-time volunteers logged over 11,433 hours of supportive person-to-person assistance to 97 adults with needs in health, daily living and socialization in Grays Harbor and 2870 hours of service from 6 volunteers to support 21 adults in Willapa Harbor ages 60 and over.

Senior Nutrition (Meals on Wheels/Congregate meals, \$43,700)

Grays Harbor; home delivered meals to 26,605 vulnerable elderly adults, 60+ years of age, plus an additional 26,704 meals at congregate sites. Pacific County; home delivered meals to 13,405 vulnerable elderly adults, 60+ years of age, plus an additional 8,494 meals at congregate sites. Total meals served: 75,208

South Beach Christian Outreach - (Food Vouchers, \$5,000)

Issued 306 food vouchers, which fed 414 adults and 222 children. 227 families were helped in 2010, (121 women & 106 men as head of households) or a household total of 389 adults and 183 children.

UW Emergency Fund - (Community Emergency Services, \$42,000)

A total of 347 households were assisted; average \$124 per household. Assistance was provided for the following: Utilities (63), prescriptions (123), Move in costs (21) dental (51), Eviction Prevention (27), Move-in Costs (48) misc. other (35) Helped 59 homeless living on the streets or in shelters.

YMCA - (School Age Childcare, \$10,000)

Provided sponsored memberships to help with child care for 177 elementary age children, and 25 preschool age children. An average of 65 children were served daily Monday-Friday.



Contact: The United Way serving Grays Harbor & Pacific Counties

360-532-1442 * www.unitedwaygh.com * uwgh@techline.com

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