

ADVANCING EDUCATION
AND EMPLOYMENT



**ADVANCING
THE COMMON GOOD**
2012 ANNUAL REPORT

GIVE. ADVOCATE. VOLUNTEER.

Berkshire United Way

berkshireunitedway.org



Berkshire United Way
 48 Programs Funded in 26 Communities for 2011-12
 Nearly 19,000 Lives Impacted

Service Area - Numbers Served



Funded Partners

- Barrington Stage Company
- Berkshire Children and Families, Inc.
- Berkshire Community Action Council
- Berkshire Compact for Education
- Berkshire County Arc
- Berkshire County Chapter - American Red Cross
- Berkshire County Kids' Place and Violence Prevention Center
- Berkshire County Regional Employment Board, Inc.
- Boys' & Girls' Club of Pittsfield, Inc.
- Brien Center
- Center for Peace through Culture - Greenagers
- Central Berkshire Habitat for Humanity
- Child Care of the Berkshires, Inc.
- Community Health Programs, Inc.
- Community Legal Aid Construct, Inc.
- Dalton Community Recreation Association
- Elder Services of Berkshire County, Inc.
- Elizabeth Freeman Center
- Gladys Allen Brigham Community Center, Inc.
- Lee Youth Association
- Literacy Volunteers of Berkshire County
- Pediatric Development Center, Inc.
- Pittsfield Family YMCA
- Railroad Street Youth Project
- The Salvation Army of Pittsfield
- United Cerebral Palsy Association of Berkshire County, Inc.

Numbers represent town residents served during FYE 6/30/12 as reported by funded partners. Not all programs were able to provide town-by-town data.

The Community Aspiration: Making Berkshire County a community of hope and opportunity where every individual and family lives, works and thrives.

Our Mission: Improving the quality of life in Berkshire County by mobilizing resources to address community priorities and create sustainable change.

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President and CEO
Kristine Hazzard



Dear Friends:

During the last year we conducted small-scale, low-cost focus group research among our leadership and workplace donors, volunteers, and CEOs and senior executives at companies that sponsor workplace campaigns to gauge whether the efforts we've made in communicating our work and strategies throughout the community have been successful.

We learned many positive things. That our supporters value the work we do to engage the community in identifying and targeting issues for community action. That our supporters have trust in our process for reviewing funding requests and evaluating the programs and initiatives in which we invest their contributions. That both employers and employees see our workplace campaign as a unique and relatively effortless way to give back to their communities. We value and appreciate these sentiments and will continue to work hard to ensure we live up to them.

Not surprisingly, we also learned we have more work to do. All of our supporters expect to be contacted not just at campaign time, but with brief, periodic news about our work and progress throughout the year. They expect our message to be clear and concise. They expect us to be accountable and look for us to do that by defining measurable goals and reporting results.

We want you to know that we're fully committed to addressing these areas for enhancement. This annual report is just one of our first efforts to improve reporting of our goals and results in quantifiable ways that will allow us to track and demonstrate progress each year. We believe it additionally drives home the numbers – of individuals impacted by the programs and initiatives we invest in, of the magnitude and impact of some of our most critical community conditions, and of the individuals and organizations that bring the passion and expertise needed to get the things done that ensure long-term, sustainable change.

We plan to use other mechanisms - enhanced newsletters, periodic events, and donor visits - to continue to relay our message. We hope you will notice improvements, and that you will be receptive to providing feedback on our progress over time.

Thank you for all you do to support Berkshire United Way and our community. Our work wouldn't be possible without your engagement and leadership.

A handwritten signature in black ink, appearing to read 'Michael Barbieri'.

Michael Barbieri
Board Chair

A handwritten signature in black ink, appearing to read 'Kristine Hazzard'.

Kristine Hazzard
President and CEO

EDUCATION. EMPLOYMENT.

Challenge

Only 60% of Berkshire County third-graders were reading proficiently in 2010.

Metric

Increase reading proficiency to 90% by 2020 by targeting the critical birth to age 5 years.

Strategies

Ensure kindergarten readiness by:

- Increasing access to high-quality early education.
- Building strong connections to parents to support child health and education at home.
- Providing early intervention and referral services to address health or developmental issues early on.

Results to Date

Invested \$369,087 in 10 funded partner programs that provided services to 1,200 children aged birth to five years old.

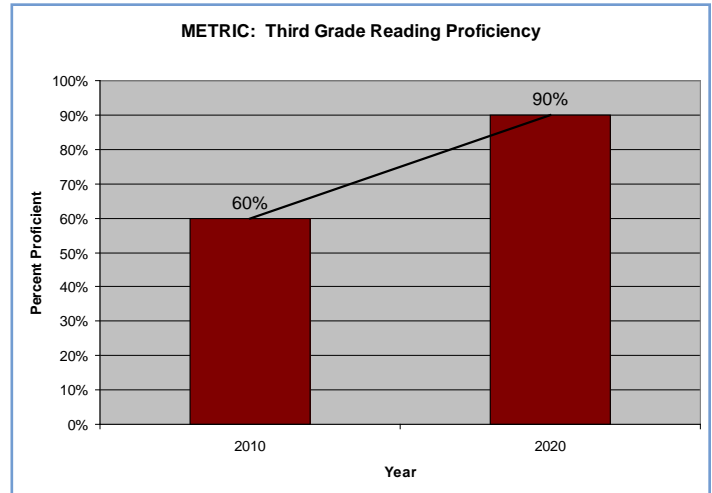
Number who attended early childhood education and care settings: **Goal 1,193; Achieved: 1,200; 101%** -- and of those 68% showed progress in all five developmental areas. Achievement in each developmental area ranged from 70% to 80%.

98% of staff in these programs received professional development or continuing education credits.

87% of parents that took part in family strengthening programs showed improvement in their ability to support their children's development and learning.

94% of children who received early intervention treatment showed improvement.

Partnered with Berkshire Priorities, a volunteer initiative made up of community leaders, to launch Pittsfield Promise, a pilot program specifically targeted to improve reading proficiency to 90% by 2020 with a commitment to extend county-wide within two years. Pittsfield was named an All-America City by the National Civic League based on Pittsfield Promise's plan to improve early literacy. The award makes the city a charter member in the Campaign for Grade-Level Reading and provides access to peer-learning opportunities, meetings with national experts and policy makers, and a foundation registry to help replicate successful programs.



Challenge

During 2011, 17.4% of Berkshire County 8th graders reported drinking alcohol in the past 30 days vs. the national average of 14.9%.

During 2009, the teen birth rate in Berkshire County was 27.2 births per 1,000 teen women ages 15-19 while the state rate was 19.5 births. From 1996 to 2009, the state teen birth rate declined 31% while the Berkshire County rate increased 18%.

Metrics

Decrease 30-day alcohol, cigarette and marijuana use among 8th graders by 10% by 2017.

Decrease risk factors and increase protective factors among 8th graders by 10% by 2017.

Reduce teen births by 10% among 15-19 year olds in Berkshire County by 2016.

**10%
DOWN**

Strategies

Ensure young adults successfully transition to work, higher education or training by:

- Addressing youth substance use through the Pittsfield Prevention Partnership

Use an “environmental management” approach that goes beyond general awareness and education programs to attempt to change those things in the community that are related to substance use and risky behaviors.

Educate the community about laws and policies regarding underage drinking and drug abuse and that in order to be healthy, youth need creative outlets, safe places to play and nurturing environments in which to grow.

Assist the community in recognizing and supporting protective behaviors, and assist parents in establishing curfews, supporting alcohol-free activities, and by providing parenting workshops.



- Addressing teen pregnancy through creation of a community-wide initiative – “Face the Facts—reduce teen pregnancy” and drive public awareness around four evidence-based strategies:

Increased access to youth-friendly reproductive health and contraceptive services

Youth engagement

Comprehensive sexuality education across grade levels

Parent/adult education to share values and expectations



- Providing mentoring, civic engagement, and college and work-ready skill-building opportunities that promote positive behaviors across the entire Berkshire County young adult population.

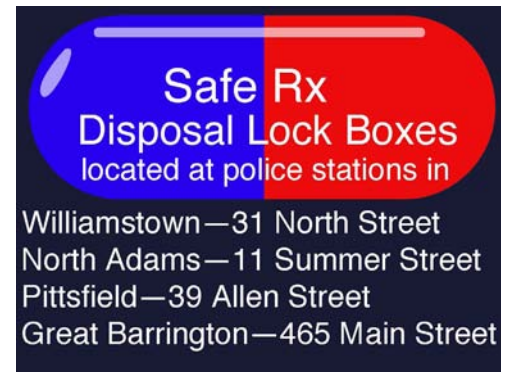
Results to Date

Pittsfield Prevention Partnership

Activity	Result
Sticker Shock	Stickers were placed on multi-packs of alcohol warning adults not to purchase for teens in 9 package stores
Shoulder Taps Surveys	95% of retail liquor customers asked would NOT purchase alcohol for teens
Alcohol Purchase Surveys	86% of liquor-licensee participants carded young-looking buyers
Training for Alcohol Servers	60 employees were trained in responsible alcohol service
SAY it Proud Awards	15 youth received awards acknowledging their positive behaviors and healthy choices
411 in the 413 Youth Conference	Designed by youth volunteers, 100 youth attended to discuss current events, think about life after high school and find ways to be involved in the community
Active Parenting Workshops	25 parents attended workshops that focused on effective communication and discipline in the home
Prom Night - Police Saturation Patrols	Police patrols were stepped up over the course of 4 nights during prom and graduation season
Rx/Prescription Drug Round-ups	Working with a county-wide coalition, organized two secure drop off and disposal locations for unused, unwanted or expired medications to help protect youth, families and the community



Six SAY It Proud Award recipients at the March 2012 Young and Gifted Show held at Barrington Stage Co.



In addition to two drop-off events, the Pittsfield Prevention Partnership helped promote the availability of existing safe disposal lockboxes throughout the county.

“Face the Facts--reduce teen pregnancy”

Activity	Result
Partnered with the MA Alliance for Teen Pregnancy	Gained Access to experts with a proven track record instituting evidence-based solutions across the state
Conducted focus groups with over 100 Berkshire County youth and adults	Gained insights into local perceptions and needs for developing strategies specific to Berkshire County youth and adults
Issued a request for proposal to fund a Teen Outreach Program provider to fill a void in local evidence-based youth development programs	Awarded grant to Gladys Allen Brigham Community Center and subsequently used a train-the-trainer approach to equip 46 students to roll out the program county wide
Engaged a local graphic design and marketing firm to create a name, logo and brand for the teen pregnancy prevention initiative	Completed design and brand and now working together to formulate and implement a comprehensive public communications campaign



The “Face the Facts” team, including CEO Kris Hazzard and Pittsfield Prevention Partnership Coordinator Karen Cole, accept a \$1,750 donation from WAM Theater’s artistic director Kristen van Ginhoven. WAM donated proceeds from their 2011 production of “The Attic, The Pearls and Three Fine Girls” to help reduce teen pregnancy.

Invested \$625,520 in 21 funded partner programs serving 9,322 youth.

Number of youth engaged in mentoring relationships: **Goal: 195; Achieved: 234; 120%** -- and of those, 75% felt supported by their mentor.

Number of youth civically engaged and demonstrating leadership: **Goal: 549; Achieved 935; 170%** -- and 77% feel more connected to their community as a result.

Number of youth receiving academic support for college readiness: **Goal: 1,521; Achieved: 1,354; 89%**.

Challenge

From 2000 to 2010, the percentage of Berkshire County families living in poverty increased from 6.5% to 7.9% - or 21.5% - an increase of approximately 1,600 individuals. During the same time period, the state rate increased 11.9%.

The IRS estimates that only one out of five eligible families and individuals in Berkshire County are claiming income tax credits resulting in approximately \$4 million less being returned to them and reinvested in the community.

Public awareness of existing services for low-income residents appears low, making it difficult to understand if current programs are meeting needs and where gaps may exist.

Metric

Address the potential gap in availability and utilization of meaningful services to assist low-income residents with skills that will lead to financial stability.

Strategies

Improve financial stability and independence among individuals experiencing housing, employment and financial insecurity by:

- Assisting in attaining or retaining permanent, affordable housing.
- Providing opportunities to obtain basic skills or job skills leading to employment.
- Providing support and financial literacy skills to help achieve economic milestones.

Results to Date

Invested \$597,563 in 17 funded partner programs that helped families gain the life skills and educational and economic opportunities they need to become financially stable and independent.

Number of families who obtained or retained safe or affordable housing: **Goal 1,182; Achieved 975; 82%.**

Number of individuals who gained or retained employment: **Goal 336; Achieved 493; 146%.**

Number of individuals who completed financial education: **Goal 354; Achieved 379; 107%.**

Organized a group of local business and community leaders and met with the Massachusetts regional office of the Internal Revenue Service to develop plans for reinvigorating the local Volunteer Income Tax Assistance (VITA) program.



Brought together the Western Massachusetts Network to End Homelessness and the Regional Planning Commissions for the western region of the state to create a directory of services for low-income residents.

Invested \$4,600 to support Mass 2-1-1, the easy-to-remember toll-free number available to call 24/7 for free statewide access to health and human services information and referrals.



LEADERS IN GIVING. JULY 2011 THROUGH JUNE 2012 CAMPAIGN.

Tocqueville - La Societe Nationale **\$100,000 - \$249,000**

Josephine and Louise Crane Foundation, Inc.

Tocqueville - Ordre de Fraternite **\$75,000 - \$99,000**

Berkshire Life, a Guardian Company

Tocqueville - Ordre d'Egalite **\$50,000 - \$74,999**

Berkshire Bank Foundation

Berkshire Bank Foundation Legacy Region

SABIC Innovative Plastics*

Tocqueville - Ordre de Liberte **\$25,000 - \$49,000**

Charles and Kerry Crew

Jane Fitzpatrick
Blantyre/Country Curtains/The Red Lion Inn/Country Curtains Inc

Greylock Federal Credit Union*

Tocqueville - Membres de la Societe **\$10,000 - \$24,999**

Gregory and Michelle Adams
SABIC Innovative Plastics

Bayer MaterialScience

Charlene Begley
General Electric Company

Nicholas Boraski, Retiree,
General Electric Company

Crane & Co

Michael and Carol Daly
Berkshire Bank

J Williar and Susan Dunlaevy

Armand V Feigenbaum
General Systems Company, Inc

Donald S Feigenbaum
General Systems Company, Inc

G Felda and Dena M Hardymon

Lawrence and Rosemary Harnett
SABIC Innovative Plastics

Lawrence and Kristine Hazzard
Berkshire Life, a Guardian Company / Berkshire United Way

John F Krenicki Jr and Donna M Krenicki

Lee Bank

David and Susan Lombard

Howard and Denise Marshall
Flynn VW Audi BMW / Adams Community Savings Bank

The Murray Family

Timothy and Leslie O'Brien
SABIC Innovative Plastics

Onyx Specialty Papers Inc

The Petricca Family

David and Madeline Phelps
Berkshire Medical Center

Marion Simon
Elephant Rock Foundation

Patrick and Debra Sullivan
Berkshire Bank

TD Charitable Foundation

Robert A** and Claudia E Wells

Western Mass Electric Company

Pittsfield Cooperative Bank

Beacon \$5,000 - \$9,999

Berkshire Eagle*

Berkshire Health Systems*

Laurence and Kelly Bird
SABIC Innovative Plastics

William Booth and
Martha Erwin-Booth
Country Curtains Inc

Kathy and David deCastro
The Hartford Financial Services Group, Inc

Gordon Dinsmore
Berkshire Life, a Guardian Company

Nancy Fitzpatrick and
Lincoln Russell
The Red Lion Inn

Laurie Gallagher
SABIC Innovative Plastics

Mr and Mrs James H Maxymillian
J H Maxymillian, Inc

The Johnson Dealerships*

Josh Billings RunAground

Judith Kapernaros
SABIC Innovative Plastics

Laurin Publishing Company Inc

Peter and Kim Lopez
SABIC Innovative Plastics

Christopher and Kimberly Mathews

Onyx Specialty Papers Inc

Philip J McAvoy
Country Curtains Inc

Kevin P Riley
Berkshire Bank

Randall and Maryanne Robertson
SABIC Innovative Plastics

Ken and Nancy Sewall

Marilyn and Steve Sperling
Greylock Federal Credit Union

Anonymous
Onyx Specialty Papers Inc

Tower \$3,000 - \$4,999

Brian Bastuba
SABIC Innovative Plastics

Berkshire Gas Company

Kelly Blau

Ruth Blodgett and David Crane
Berkshire Medical Center

Susan Brate
SABIC Innovative Plastics

Braus Family Foundation

Peter and Robin Buratto
SABIC Innovative Plastics

Christine and Tack Burbank
Burbank Mediation Services

Gerard and Kate Burke
Hillcrest Educational Centers

Canyon Ranch in the Berkshires

Crescent Creamery Inc

Drs Marjorie Devries and
Joseph Kravitz

John and Judy DiSantis*
Qualprint

General Electric Company

Give With Liberty
Liberty Mutual Insurance

GL&V

Joseph K and Mary Jane Handler

Douglas and Susan Happ

Cynthia Hashim
SABIC Innovative Plastics

George and Marilyn Haus

Interprint Inc

Jiminy Peak Mountain Resort*

John and Nancy Lindsay

MINTEQ/Specialty Minerals

National Grid

Marcia and Daniel Parnell
Berkshire United Way

Raymond James and Associates

Cynthia and Gregory Roberts
SABIC Innovative Plastics

Stop & Shop Company Inc

Michael and Patricia Tweed-Kent
General Dynamics - Advanced Information Systems

Stanley and Susan Weber
SABIC Innovative Plastics

John and Denise Wood
SABIC Innovative Plastics/EDM Services Inc

Anonymous

(2) Anonymous
SABIC Innovative Plastics

Summit \$2,000 - \$2,999

Joan Bancroft

Gina and Darren Birchall
Berkshire Life, a Guardian Company

John and Melissa Bissell
Greylock Federal Credit Union

Paul and Kimberly Bruce

Eric J Carlson
Carlson Propane

Michael Carroll
General Electric Company

Dr Paul and Janet Carter

John and Liz Cifu
Berkshire Life, a Guardian Company

Paul and Susan Clark
Raymond James and Associates

Gregory and Jennifer Coscia
SABIC Innovative Plastics

Douglas and Elizabeth Crane
Crane & Co / The Brien Center

Brian and Debra Cusson

Ronald and Jayne DeAngelis
Petricca Industries Inc

Susanne M Dombkowski
General Dynamics - Advanced Information Systems

Scott Fallon
SABIC Innovative Plastics

Dr and Mrs John Galt
Berkshire Eye Center

Mark and Dawn Hall
Bayer MaterialScience / Williams Elementary School

Dr John Hanson and
Dorothy Murphy-Hanson

Paul and Maureen Hickey

Hill Engineers Architects
Planners, Inc

Michael Hoffman
TD Bank

Dan Hogan
General Dynamics - Advanced Information Systems

Andrew Hogeland
SABIC Innovative Plastics

Michael and Laurie Hopsicker
Ray Murray Inc

Ellen Kennedy and Mark Gold
Berkshire Community College

David and Suzanne Klausmeyer

Bob and Elaine Lee
Berkshire United Way

Shawn Lee
SABIC Innovative Plastics

Paula M Lewis
Berkshire Bank

Christine Ludwizewski and
Greig Siedor

Jack, Sam and Jake Lyons

Brenda and Dave Manarchik
SABIC Innovative Plastics

Roderic McLaren
General Electric Company

Martin Messinger

Beth and Monty Mitchell
General Dynamics - Advanced Information Systems / Charles Stark Draper Laboratory, Inc

Jeffrey and Brenda Noble
Hill Engineers Architects
Planners, Inc

Patricia and John O'Brien
Crescent Creamery Inc

Price Chopper's Golub
Foundation

Gary and Arlene Schiff
TD Wealth / Jewish Federation of the Berkshires

Naveena Shastri
SABIC Innovative Plastics

Cecilia and William Shea
SABIC Innovative Plastics

Tom and Betsy Sherman
RBC Wealth Management

Denise Stevens
SABIC Innovative Plastics

Stevenson & Company

The Barrington Foundation, Inc

Michael and Dianne Supranowicz
Berkshire Chamber of Commerce/Berkshire Bank

All SABIC donor levels include company match amount *Donors whose donation is all or in part in-kind **Berkshire United Way sadly mourns the passing of a devoted community supporter Listings represent pledges for 12-month period from 07/01/2011 to 06/30/2012. While every effort has been made to ensure the accuracy of this listing, we apologize for any errors/omissions. Please contact BUW at 413.442.6948 with any questions.

LEADERS IN GIVING. JULY 2011 THROUGH JUNE 2012 CAMPAIGN.

United Parcel Service	David and Donna Bruce Lee Bank	Shaun and Tracy Cusson Hillcrest Educational Centers	David Field Interprint Inc	Richard and Liisa Kelly Berkshire Bank
Wheeler & Taylor Insurance Agency	Brenda Burdick General Dynamics - Advanced Information Systems	Kirk and Brenda Daehling Specialty Minerals	Susan Fitzgerald SABIC Innovative Plastics	Matthew and Jennifer Kerwood Town of Richmond / Berkshire Community College
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(3) Anonymous	George Candelet SABIC Innovative Plastics	Gwen Davis and Mark Ouillette TD Bank	King and Debbie Francis Wells Fargo Bank	William B and Marilyn Kirby Morgan Stanley Smith Barney
Peak \$1,000 - \$1,999				Judy and John Kittredge
John and Cindy Abokhair SABIC Innovative Plastics	Charlene and Michael Caritey SABIC Innovative Plastics / Berkshire County Arc	John Dearborn SABIC Innovative Plastics	Dr Ellis M and Joanna Fribush	Brad and Clare Klose Greylock Federal Credit Union
Robert M and Coleen Allessio Berkshire Gas Company	Lisa Cass	Deborah C Delaney Berkshire Medical Center	General Dynamics - Advanced Information Systems*	Robert and Corinne Knightly SABIC Innovative Plastics
Carl Amick Berkshire Life, a Guardian Company	William and Donna Chandler Berkshire Life, a Guardian Company	Eugene Dellea Berkshire Health Systems	Emil and Lisa George George, DeGregorio Massimiano & McCarthy, PC	Rick and Carolyn Koch
Jay and Karen Anderson Pittsfield Cooperative Bank	Michael and Elaine Christopher	William DeMarco Berkshire Medical Center	Martha S Gervasi The Hartford Financial Services Group, Inc	Don and Lisa Kuczarski Pittsfield Cooperative Bank
Scott Anderson SABIC Innovative Plastics	Robert and Carolyn Coco Berkshire Life, a Guardian Company / Berkshire County Arc	Dery Funeral Homes Inc	Elizabeth M Gore Berkshire Bank	Kevin and Edna Kuliga GL&V
Timothy Armstrong The Brien Center	Timothy and Sharon Coe Berkshire Life, a Guardian Company	Mr and Mrs Mark DiCarlo Bayer MaterialScience	Sam and Heather Graham SABIC Innovative Plastics	Raymond and Elaine Kushi, Jr Kushi & Myers PC
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Sibylle Baier	W Kelly and Deborah B Collins Colt Insurance Agency	Sue and James Doucette Pittsfield Public Schools/GL&V	David Jackim SABIC Innovative Plastics	William** and Marilyn Larkin
Henry J Bailly Sr Berkshire Bank	Steven and Elizabeth Como Soldier On	Christopher and Patricia Doyle The Brien Center / Berkshire Medical Center	Mike and Elizabeth Jackson Lenox Memorial High School / Nessacus Middle School	Susan LeBourdais SABIC Innovative Plastics
Michael and Michelle Barbieri Pittsfield Cooperative Bank	CompuWorks	Dennis D Duff Bayer MaterialScience	JC Penney*	Dr Eugene and Augusta Leibowitz
Heather and Timothy Bartini Lee Bank/Pittsfield Fire Department	Tom and Gwen Connolly Berkshire Country Day School	Thomas Dunton SABIC Innovative Plastics	Christa Jelle General Dynamics - Advanced Information Systems	Leonard and Elaine Lipton Lipton Energy
Christopher M and Luanne Bednar General Dynamics - Advanced Information Systems	Sean and Debra Connors Berkshire Medical Center	Alexander Durant SABIC Innovative Plastics	Michael W and Theresa L Jerome Greylock Federal Credit Union	Colleen M Lussier TD Wealth
Charlie and Claire Bercury Greylock Federal Credit Union/ Berkshire Medical Center	James and Karen Consolati Berkshire Life, a Guardian Company	Michael and Ellen Eagan General Dynamics - Advanced Information Systems	Cassius and Paula Johnson Berkshire Medical Center	Rick MacDowell MINTEQ/Specialty Minerals
Maryanne Boenitz Berkshire United Way	C Jeffrey and Judith Cook Cohen Kinne Valicenti & Cook	Howard J Eberwein III and Lareina M Higuera MCLA/Berkshire Medical Center	Gary A Johnson The Johnson Dealerships	MacFarlane Office Products
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Mark Bourne SABIC Innovative Plastics	Shelley B Crippa Berkshire County District Attorney's Office	Lance R Faniel Berkshire Life, a Guardian Company	Daniel and Sharon Kasper	Brigid A Makes
Austin and Lynda Brazee Brazee & Huban, CPAs/Berkshire Medical Center		Michael and Mary Fazio Greylock Federal Credit Union	Howard and Nancy Kaufman	Michael Makes and Esther Conolly David J Tierney Jr Inc
		Michael J and JoAnn N Ferry Berkshire Bank	Robert and Kathleen Keegan Crescent Creamery Inc	William Mannix General Electric Company
			Deborah Kelley SABIC Innovative Plastics	Jay and Kelly Marion Greylock Federal Credit Union/ Gladys Allen Brigham Community Center

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David M Markham General Dynamics - Advanced Information Systems	Michael and Elizabeth Nolan Berkshire Medical Center	John S Rys and Kathleen A Rys Phillips Greylock Federal Credit Union	Robert Wellman SABIC Innovative Plastics	Therese and Mike Callahan Berkshire Medical Center/ Pittsfield Post Office
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Kevin and Judy Mealey Berkshire Life, a Guardian Company	William O'Connor Charles Stark Draper Laboratory, Inc	John W Schutack United Parcel Service	Jeffrey A Yeager and Laura H Rotenberg Berkshire Life, a Guardian Company	Matt Chaput Greylock Federal Credit Union
Connie Mele SABIC Innovative Plastics	Elton Ogden and Jan Salzer-Ogden Berkshire Housing Development /Berkshire Medical Center	Stuart and Laurie Schwartz MINTEQ/Specialty Minerals	Karen and Richard Zink Berkshire Gas Company/Canyon Ranch in the Berkshires	John and Deborah Ciullo Modern Mold & Tool - Magnus Mold
Ryan Melle Berkshire Bank	Francesca Orlando MD	Bill and Martha Selke	(7) Anonymous Donors	Karen Smith Clark Berkshire Medical Center
Drs Fred Mensch and Andrea Bodine	Drs Fred and Elaine Panitz	Betsey and Mark Selkowitz	Anonymous Bayer MaterialScience	Kimberly A Clark Berkshire Eye Center
Robert and Eileen Mercer Berkshire Life, a Guardian Company	Mark E Pompei MINTEQ/Specialty Minerals	Nancy Sherman SABIC Innovative Plastics	Anonymous Berkshire Life, a Guardian Company	Yuki Cohen Berkshire Bank
Arthur and Sara Milano Berkshire Heath Systems/ HospiceCare in the Berkshires	John and Donna Quallen General Dynamics - Advanced Information Systems / Taconic High School	David Sicker SABIC Innovative Plastics	Anonymous Crane & Co	Kyle A Cooper Berkshire Medical Center
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Glenn and Pamela Miller General Dynamics - Advanced Information Systems / Egremont School	Dr F Peter and Mary L Rentz	Craig Smith and Virginia Stanton Smith Berkshire Theater Group/Parese, Sabin, Smith and Gold, LLP	Anonymous Onyx Specialty Papers Inc	Rosemary C Crosier
Gail M Molari Molari Employment & HealthCare Services	Brenda A Reynolds General Electric Company	Peter and Andrea Stasiowski Interprint Inc	(7) Anonymous Donors SABIC Innovative Plastics	Brian J Cunningham Berkshire Life, a Guardian Company
Chip and Lori Moore Pittsfield Cooperative Bank / Berkshire Medical Center	Don and Marie Richardson United Parcel Service / Taconic High School	Amy Steele SABIC Innovative Plastics	Notch \$750 - \$999	Deborah and Thomas Curry Specialty Minerals
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Gerry and Joanne Murray Greylock Federal Credit Union / Berkshire County Arc	Rebecca and Matt Riordan Country Curtains Inc	Diana Taft United Parcel Service	Mark R Ameigh Berkshire Life, a Guardian Company	Daniel DeLorey SABIC Innovative Plastics
Ken and Lynn Myers Kushi & Myers PC / Pittsfield Public Schools	Dick and Paula Rivers	Target	N Douglas Baldwin SABIC Innovative Plastics	David A and Hope Dery Dery Funeral Homes Inc
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Alan Nakamura SABIC Innovative Plastics	Thomas J and Dianne M Romeo Berkshire Medical Center	Brian and Rachel Tomkowicz Smith, Watson & Company, LLP / Berkshire Medical Center	Paula S. Beck Country Curtains Inc	Joan DiMartino General Dynamics - Advanced Information Systems
Jeff Naughton Greylock Federal Credit Union	Laura Rosenthal Berkshire Life, a Guardian Company	Lee F Trapp Bayer MaterialScience	Robert and Amber Bertolino Berkshire Life, a Guardian Company	Thomas Dion SABIC Innovative Plastics
Bruce Nayowith Fairview Hospital	June Roy-Martin Qualprint	James and Maryellen Tremblay	Katy Briggs Greylock Federal Credit Union	John Drake SABIC Innovative Plastics
Paul and Julie Negrini Pittsfield Cooperative Bank	William Russell SABIC Innovative Plastics	John S and Barbara Tulloch Western Mass Electric Company	Matthew S Burno General Dynamics - Advanced Information Systems	Steven Dunham Berkshire Bank
Richard and Dana Noble	John Ryall and Lori Flynn SABIC Innovative Plastics	Marjorie and Edward Van Dyke	Christina M Busch Berkshire Bank	
	William Ryan Greylock Federal Credit Union	Diana Wall SABIC Innovative Plastics		

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Harry W Dupont GL&V	Cheryl and Richard LaFleche Berkshire United Way/Adelson Moynihan Kowalczyk PC	Max Morton SABIC Innovative Plastics	Christopher Smith Hillcrest Educational Centers
Alycia Sacco-Duquette and Christopher Duquette Berkshire Life, a Guardian Company	Laurie LaMarre Berkshire Medical Center	John and Joanne Murphy Stevenson & Company	Lawrence Spatz Berkshire Medical Center
Dr Anthony G Ellrodt Berkshire Medical Center	Michael and Robyn Lamoureux Berkshire Medical Center	Katherine M O'Brien Pittsfield Police Dept	John and Judith Stoklosa General Dynamics - Advanced Information Systems
Joan M Evans Adult Learning Center	Rae Langsdale and Robert Bieniek Berkshire United Way	Dennis Olszewski Ray Murray Inc	Linda Supranowicz SABIC Innovative Plastics
Amy Fish Housatonic Curtain Company	Joanne Larsen and Stephen P Hodgkin General Electric Company	Peter A and Colleen Palleschi Berkshire Life, a Guardian Company	John E Toole LV Toole Insurance
Ann Fitzpatrick Brown Blantyre	Thomas J Laureyns Four Seasons Heating, Cooling & Refrigeration	Edward J Paquette General Dynamics - Advanced Information Systems	Charles B Troccia Sr
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Jennifer Gero SABIC Innovative Plastics	Michael E MacDonald Esq Petricca Industries Inc	Maureen Phillips Greylock Federal Credit Union	David E Valicenti Cohen Kinne Valicenti & Cook
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James W Hackett Jr Crane & Co	Robin L MacPherson Berkshire Life, a Guardian Company	Patrick Reuss SABIC Innovative Plastics	Paul Wemple MINTEQ/Specialty Minerals
Richard Haupt Town of Dalton	Rene and Mary Manghue Reid Middle School / Berkshire Life, a Guardian Company	Richard A Riedel General Dynamics - Advanced Information Systems	Richard E Whalen Berkshire Bank
Cyrus Henry SABIC Innovative Plastics	Richard Marotta Berkshire Bank	Joseph Riello SABIC Innovative Plastics	Bill and Elaine Wheelock Adams Community Savings Bank
William O Herrick Crescent Creamery Inc	Janine M Maschino Greylock Federal Credit Union	Kimberley Riggs Berkshire Bank	Jay and Kelly Wickliff Crane & Co
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Don and Janet Johnston Greylock Federal Credit Union	Shawn and Lora McGrath Berkshire Life, a Guardian Company	Ralph E Roosa GL&V	Richard M Ziter MD
Judy Kaiser SABIC Innovative Plastics	Pete and Michelle Mirante Greylock Federal Credit Union	Arthur and Katherine Sanders Crane & Co	Donald Zukowski Onyx Specialty Papers Inc
Diane and John Kelly Berkshire Medical Center	Chris and Lori Moon Greylock Federal Credit Union	Dennis Schilling Crescent Creamery Inc	Anonymous Berkshire Medical Center
Charles Kittredge Crane & Co	Michele Morin Hillcrest Educational Centers	Jacquelin and James Sciola Berkshire Medical Center	Anonymous Crane & Co
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Stephen Kramek General Dynamics - Advanced Information Systems	Patricia Morrison Berkshire Medical Center	Greg and JoAnn Shouldice Berkshire Eye Center	Anonymous Ray Murray Inc
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		Kenneth and Christine Singer Berkshire County Arc/United Cerebral Palsy Association	

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Clifford Howard
Community Volunteer

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Berkshire Compact for Education

Wendy Provencher
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Maggie Steele
Berkshire County Head Start

Eloise Stevens
Berkshire County Head Start

Samantha Zawistowski
Lee Youth Association

Face the Facts--reduce teen pregnancy

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Berkshire United Way

Hannah Anderson
St Stephen's Episcopal Church

Brigitte Anich
Community Health Programs

Rudi Bach
Railroad Street Youth Project

Elizabeth Baker
Pittsfield Public Schools

Al Bashevkin
Northern Berkshire Community
Coalition

Nakeida Bethel-Smith
Elizabeth Freeman Center

AnnMarie Carpenter
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Violence Prevention

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Jessica Harvey
Berkshire Works

Carole Hilderbrand
Salvation Army

Masha Jones
Community Health Programs

Jennifer Kerwood
Berkshire Community College

FINANCIALS.

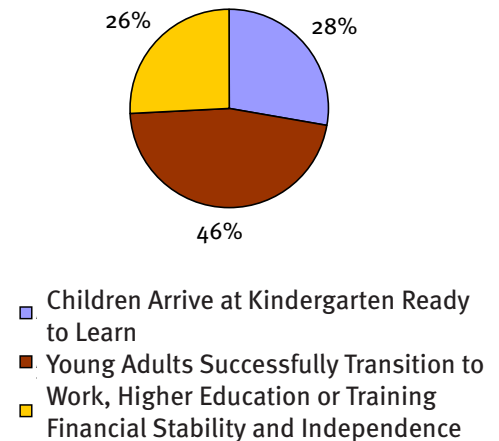
Statement of Financial Position

	As of June 30, 2012
Assets	
Cash and Investments	\$ 2,350,280
Pledges Receivable, Net of Uncollectible	862,832
Other Receivables	60,902
Property and Equipment	291,222
Total Assets	\$ 3,565,236
Liabilities	
Community Investment Grants Payable	\$ 1,313,571
Designations Payable	145,619
Accounts Payable, Deferred Revenue and Accrued Expenses	68,429
Note Payable	105,325
Total Liabilities	1,632,944
Net Assets	
Unrestricted:	
Designated for Operations	859,422
Board Designated Three Month Reserve	521,663
Building and Equipment	157,629
Temporarily Restricted	68,338
Permanently Restricted	325,240
Total Net Assets	1,932,292
Total Liabilities and Net Assets	\$ 3,565,236

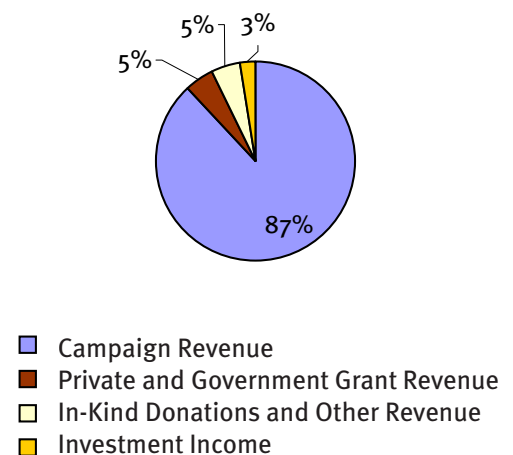
Statement of Activities

	For the Year Ended June 30, 2012
Revenue, Gains and Other Support	
Campaign Revenue	\$ 2,450,378
Private and Government Grant Revenue	130,482
In-Kind Donations and Other Revenue	125,586
Investment Income	72,459
Total Revenue, Gains and Other Support	2,778,905
Expenses	
Community Investment Grants	1,279,570
Other Community Investments	500,818
Donor Designations	263,719
Fundraising Expenses	273,025
Support Services	215,317
Total Expenses	2,532,449
Change in Net Assets	246,456
Net Assets, July 1	1,685,836
Net Assets, June 30	\$ 1,932,292

Investment Goal by Outcome



Revenue, Gains and Other Support



LEADERS IN GIVING. PINNACLE COMPANIES.

Berkshire United Way established the *Pinnacle Group* for the first time during the 2011-2012 campaign as a way to recognize those companies that go above and beyond by partnering with Berkshire United Way to strengthen our mutual commitment to the community.

The 42 *Pinnacle* companies listed below stepped up in a big way. They achieved at least five of seven campaign challenges: increasing their campaign goal by at least 6%, growing employee participation, establishing new leadership donors, providing a corporate, foundation or matching gift, and helping to streamline their campaign operations.

By recognizing these organizations, we're sharing their commitment to advance the common good by creating better opportunities for all and hope to spur similar commitments from new and existing business and community partners in the future.

Barrington Stage Company
 Bayer MaterialScience
 Berkshire Bank
 Berkshire County Kids' Place & Violence Prevention Center
 Berkshire Eye Center
 Berkshire Life, a Guardian Company
 Berkshire Medical Center
 Blantyre
 Colt Insurance Agency
 Country Curtains Inc
 Crane & Co
 Cranwell Resort, Spa & Golf Club
 Egremont School
 Fairview Hospital
 Flynn VW Audi BMW
 General Dynamics
 General Systems Company, Inc
 GL&V
 Gladys Allen Brigham Community Center
 Greylock Federal Credit Union
 Hill Engineers Architects Planners, Inc.
 Hillcrest Educational Centers

Interprint Inc.
 Kimball Frams
 Laurin Publishing Company Inc
 Lee Bank
 MacFarlane Office Products
 Pittsfield Public Schools
 Mercer Administration Ctr
 Mildred Elley
 Onyx Specialty Papers Inc
 Pittsfield Cooperative Bank
 Pittsfield Police Department
 Qualprint
 Ray Murray Inc
 Raymond James and Associates
 Reid Middle School
 SABIC Innovative Plastics
 Taconic High School
 The Brien Center for Mental Health and Substance Abuse Sevcies Inc
 The Johnson Dealerships
 Town of Dalton
 United Parcel Service

General Dynamics included Berkshire United Way as a beneficiary of their golf tournament proceeds for the first time.



Leaders in Philanthropy presentation by Nick Boraski and Kris Hazzard to SABIC Innovative Plastics Regional Chief Counsel Naveena Shastri and retired leader Charles Crew at the June Leadership reception.



Kris Hazzard presents the Pinnacle award to Berkshire Life President Gordon Dinsmore.



Berkshire United Way

200 South Street

Pittsfield, MA 01201

413.442.6948

www.berkshireunitedway.org

