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.
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.

Michael Barbieri
Board Chair

Kristine Hazzard
President and CEO
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.

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**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sticker Shock</td>
<td>Stickers were placed on multi-packs of alcohol warning adults not to purchase for teens in 9 package stores</td>
</tr>
<tr>
<td>Shoulder Taps Surveys</td>
<td>95% of retail liquor customers asked would NOT purchase alcohol for teens</td>
</tr>
<tr>
<td>Alcohol Purchase Surveys</td>
<td>86% of liquor-licensee participants carded young-looking buyers</td>
</tr>
<tr>
<td>Training for Alcohol Servers</td>
<td>60 employees were trained in responsible alcohol service</td>
</tr>
<tr>
<td>SAY It Proud Awards</td>
<td>15 youth received awards acknowledging their positive behaviors and healthy choices</td>
</tr>
<tr>
<td>411 in the 413 Youth Conference</td>
<td>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</td>
</tr>
<tr>
<td>Active Parenting Workshops</td>
<td>25 parents attended workshops that focused on effective communication and discipline in the home</td>
</tr>
<tr>
<td>Prom Night - Police Saturation Patrols</td>
<td>Police patrols were stepped up over the course of 4 nights during prom and graduation season</td>
</tr>
<tr>
<td>Rx/Prescription Drug Round-ups</td>
<td>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</td>
</tr>
</tbody>
</table>

**“Face the Facts--reduce teen pregnancy”**

<table>
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<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>Partnered with the MA Alliance for Teen Pregnancy</td>
<td>Gained Access to experts with a proven track record instituting evidence-based solutions across the state</td>
</tr>
<tr>
<td>Conducted focus groups with over 100 Berkshire County youth and adults</td>
<td>Gained insights into local perceptions and needs for developing strategies specific to Berkshire County</td>
</tr>
<tr>
<td>Issued a request for proposal to fund a Teen Outreach Program provider to fill a void in local evidence-based youth development programs</td>
<td>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</td>
</tr>
<tr>
<td>Engaged a local graphic design and marketing firm to create a name, logo and brand for the teen pregnancy prevention initiative</td>
<td>Completed design and brand and now working together to formulate and implement a comprehensive public communications campaign</td>
</tr>
</tbody>
</table>

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.

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 - $249,999
Josephine and Louise Crane Foundation, Inc.

Tocqueville - Orde de Fraternite
$75,000 - $99,000
Berkshire Life, a Guardian Company

Tocqueville - Orde d'Egalite
$50,000 - $74,999
Berkshire Bank Foundation
Berkshire Bank Foundation Legacy Region
SABIC Innovative Plastics*

Tocqueville - Orde de Liberté
$25,000 - $49,000
Charles and Kerry Crew
Jane Fitzpatrick
Berkshire Bank
Greylock Federal Credit Union*

Tocqueville - Membres de la Societe
$10,000 - $24,999
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Howard and Denise Marshall
Flynn VW Audi BMW / Adams Community Savings Bank
The Murray Family
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Onyx Specialty Papers Inc
The Petricca Family
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Elephant Rock Foundation
Patrick and Debra Sullivan
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TD Charitable Foundation
Robert A** and Claudia E Wells
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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
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Ken and Nancy Sewall
Marlyn and Steve Sperling
Greylock Federal Credit Union
Anonymous
Onyx Specialty Papers Inc
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Ketty Blau
Ruth Blodgett and David Crane
Berkshire Medical Center
Susan Brate
SABIC Innovative Plastics
Braus Family Foundation
Peter and Robin Buratto
SABIC Innovative Plastics
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Burbank Mediation Services
Gerard and Kate Burke
Hillcrest Educational Centers
Canyon Ranch in the Berkshires
Crescent Creamery Inc
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John and Judy DiSantis*
Qualprint
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(2) Anonymous
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Cradle & Co / The Brien Center
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Ronald and Jayne DeAngelis
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Susanne M Dombkowski
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Berkshire Chamber of Commerce/Berkshire Bank

*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/emissions. Please contact BUW at 413.442.6948 with any questions.
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United Parcel Service
Wheeler & Taylor Insurance Agency
Louis and Maryann Yarmosky
Pamela and Ralph Young
Carlo E Zaffanella
General Dynamics - Advanced Information Systems

(3) Anonymous

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Brazez & Huban, CPAs/Berkshire Medical Center

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Berkshire Medical Center
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Crescent Creamery Inc

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Drs Fred and Elaine Panitz

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Country Curtains Inc

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Greylock Federal Credit Union

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Target

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Dick and Shirley Whitehead

Ellen I Whittaker

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Michael J and Vicki Wynn
Pittsfield Police Dept

Jeffrey A Yeager and Laura H Rotenberg
Berkshire Life, a Guardian Company

Karen and Richard Zink
Berkshire Gas Company/Canyon Ranch in the Berkshires

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Anonymous

Bayer MaterialScience

Anonymous

Berkshire Life, a Guardian Company

Anonymous

Crane & Co

Anonymous

Crescent Creamery Inc

Anonymous

Greylock Federal Credit Union

Anonymous

SABIC Innovative Plastics

Notch $750 - $999

David Albert
Berkshire Medical Center

Mark R Amegh
Berkshire Life, a Guardian Company

N Douglas Baldwin
SABIC Innovative Plastics

Jason Baumgart
Interprint Inc

Paula S. Beck
Country Curtains Inc

Berkshire Hills Coins & Antiques

Robert and Amber Bertolino
Berkshire Life, a Guardian Company

Katy Briggs
Greylock Federal Credit Union

Matthew S Burro
General Dynamics - Advanced Information Systems

Christina M Busch
Berkshire Bank

Therese and Mike Callahan
Berkshire Medical Center/ Pittsfield Post Office

William J Cameron Jr
Central Berkshire Administration

Helen Casey
SABIC Innovative Plastics

Krystal Castagna
Berkshire Life, a Guardian Company

William E Chabot
General Dynamics - Advanced Information Systems

Matt Chaput
Greylock Federal Credit Union

John and Deborah Ciullo
Modern Mold & Tool - Magnus Mold

Karen Smith Clark
Berkshire Medical Center

Kimberly A Clark
Berkshire Eye Center

Yuki Cohen
Berkshire Bank

Kyle A Cooper
Berkshire Medical Center

Deborah and Frank Cote
Berkshire Community College/Pittsfield Public Schools

Steven and Sharon Cronin
Berkshire Bank / Egremont School

Rosemary C Crosier

Brian J Cunningham
Berkshire Life, a Guardian Company

Deborah and Thomas Curry
Specialty Minerals

Maureen Daniels
Berkshire Health Systems

Daniel DeLory
SABIC Innovative Plastics

David A and Hope Dery
Dery Funeral Homes Inc

Carl Desrochers
Berkshire Life, a Guardian Company

Joan DiMartino
General Dynamics - Advanced Information Systems

Thomas Dion
SABIC Innovative Plastics

John Drake
SABIC Innovative Plastics

Steven Dunham
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.
<table>
<thead>
<tr>
<th>Name</th>
<th>Company/Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cheryl and Richard LaFleche</td>
<td>Berkshire United Way/Adelson</td>
</tr>
<tr>
<td>Laurie LaMarre</td>
<td>Berkshire Medical Center</td>
</tr>
<tr>
<td>Michael and Robyn Lamoureux</td>
<td>Berkshire Medical Center</td>
</tr>
<tr>
<td>Rae Langsdale and Robert Blieniek</td>
<td>Berkshire United Way</td>
</tr>
<tr>
<td>Joanne Larsen and Stephen P Hodgkin</td>
<td>General Electric Company</td>
</tr>
<tr>
<td>Thomas J Laureys</td>
<td>Four Seasons Heating, Cooling &amp; Refrigeration</td>
</tr>
<tr>
<td>Charles Leach III</td>
<td>Berkshire Bank</td>
</tr>
<tr>
<td>Kathleen M. Lein</td>
<td>Berkshire Bank</td>
</tr>
<tr>
<td>Michelle Lowe</td>
<td>MINTEQ/Specialty Minerals</td>
</tr>
<tr>
<td>Michael E MacDonald Esq</td>
<td>Petrica Industries Inc</td>
</tr>
<tr>
<td>Maureen Macdonald-Stein</td>
<td>SABIC Innovative Plastics</td>
</tr>
<tr>
<td>Marlene and John MacFarlane</td>
<td>MacFarlane Office Products</td>
</tr>
<tr>
<td>Robin L MacPherson</td>
<td>Berkshire Life, a Guardian Company</td>
</tr>
<tr>
<td>Rene and Mary Manghue</td>
<td>Reid Middle School / Berkshire Life, a Guardian Company</td>
</tr>
<tr>
<td>Richard Marotta</td>
<td>Berkshire Bank</td>
</tr>
<tr>
<td>Janine M Maschino</td>
<td>Greylock Federal Credit Union</td>
</tr>
<tr>
<td>Stacy McCann</td>
<td>Berkshire Life, a Guardian Company</td>
</tr>
<tr>
<td>Jeffrey M McFarland</td>
<td>General Dynamics - Advanced Information Systems</td>
</tr>
<tr>
<td>Shawn and Lora McGrath</td>
<td>Berkshire Life, a Guardian Company</td>
</tr>
<tr>
<td>Pete and Michelle Mirante</td>
<td>Greylock Federal Credit Union</td>
</tr>
<tr>
<td>Chris and Lori Moon</td>
<td>Greylock Federal Credit Union</td>
</tr>
<tr>
<td>Michele Morin</td>
<td>Hillcrest Educational Centers</td>
</tr>
<tr>
<td>Roland M Morin</td>
<td>Interprint Inc</td>
</tr>
<tr>
<td>Patricia Morrison</td>
<td>Berkshire Medical Center</td>
</tr>
<tr>
<td>Max Morton</td>
<td>SABIC Innovative Plastics</td>
</tr>
<tr>
<td>John and Joanne Murphy</td>
<td>Stevenson &amp; Company</td>
</tr>
<tr>
<td>Katherine M O'Brien</td>
<td>Pittsfield Police Dept</td>
</tr>
<tr>
<td>Dennis Olszewski</td>
<td>Ray Murray Inc</td>
</tr>
<tr>
<td>Peter A and Colleen Palesschi</td>
<td>Berkshire Life, a Guardian Company</td>
</tr>
<tr>
<td>Edward J Paquette</td>
<td>General Dynamics - Advanced Information Systems</td>
</tr>
<tr>
<td>Crosby and Barbara Perry</td>
<td></td>
</tr>
<tr>
<td>Charles Leach III</td>
<td>Berkshire Bank</td>
</tr>
<tr>
<td>Kathleen M. Lein</td>
<td>Berkshire Bank</td>
</tr>
<tr>
<td>Patrick Reuss</td>
<td>SABIC Innovative Plastics</td>
</tr>
<tr>
<td>Richard A Riedel</td>
<td>General Dynamics - Advanced Information Systems</td>
</tr>
<tr>
<td>Joseph Riello</td>
<td>SABIC Innovative Plastics</td>
</tr>
<tr>
<td>Kimberly Riggs</td>
<td>Berkshire Bank</td>
</tr>
<tr>
<td>Roberts &amp; Associates Realty, Inc.</td>
<td></td>
</tr>
<tr>
<td>Kathleen M Roche</td>
<td>Crane &amp; Co</td>
</tr>
<tr>
<td>Ralph E Roosa</td>
<td>GLV</td>
</tr>
<tr>
<td>Arthur and Katherine Sanders</td>
<td>Crane &amp; Co</td>
</tr>
<tr>
<td>Dennis Schilling</td>
<td>Crescent Creamery Inc</td>
</tr>
<tr>
<td>Jacquelin and James Sciola</td>
<td>Berkshire Medical Center</td>
</tr>
<tr>
<td>Helen-Mary Shaffer</td>
<td></td>
</tr>
<tr>
<td>Greg and JoAnn Shouldeic</td>
<td>Berkshire Eye Center</td>
</tr>
<tr>
<td>Sharon and Lester Simmons</td>
<td>Berkshire Bank</td>
</tr>
<tr>
<td>Kenneth and Christine Singer</td>
<td>Berkshire County Arc/United</td>
</tr>
<tr>
<td>John E Toole</td>
<td>LV Toole Insurance</td>
</tr>
<tr>
<td>Margery Turner and John Olander</td>
<td>Berkshire Medical Center / Town of Richmond</td>
</tr>
<tr>
<td>Laughran S Vabet**</td>
<td></td>
</tr>
<tr>
<td>David E Valicenti</td>
<td>Cohen Kinne Valicenti &amp; Cook</td>
</tr>
<tr>
<td>Dr and Mrs Jon M Valigorsky</td>
<td></td>
</tr>
<tr>
<td>Scott and Sarah Vega</td>
<td>Berkshire Life, a Guardian Company</td>
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<tr>
<td>Paul Wemple</td>
<td>MINTEQ/Specialty Minerals</td>
</tr>
<tr>
<td>Richard E Whalen</td>
<td>Berkshire Bank</td>
</tr>
<tr>
<td>Bill and Elaine Wheelock</td>
<td>Adams Community Savings Bank</td>
</tr>
<tr>
<td>Jay and Kelly Wickliff</td>
<td>Crane &amp; Co</td>
</tr>
<tr>
<td>Liiuedean Wilson</td>
<td>SABIC Innovative Plastics</td>
</tr>
<tr>
<td>James Wojtaszek</td>
<td>Greylock Federal Credit Union</td>
</tr>
<tr>
<td>Richard M Ziter MD</td>
<td></td>
</tr>
<tr>
<td>Donald Zukowski</td>
<td>Onyx Specialty Papers Inc</td>
</tr>
<tr>
<td>Anonymous</td>
<td>Berkshire Medical Center</td>
</tr>
<tr>
<td>Anonymous</td>
<td>Crane &amp; Co</td>
</tr>
<tr>
<td>Anonymous</td>
<td>Interprint Inc</td>
</tr>
<tr>
<td>(6) Anonymous Donors</td>
<td>SABIC Innovative Plastics</td>
</tr>
</tbody>
</table>

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 BBU at 413.442.9545 with any questions.
MOBILIZING RESOURCES.

COMMITTEES AT WORK.

**Audit**
- Kenneth Myers, Chair
- Kushi & Myers PC
- Brenda Burdick
  - General Dynamics - Advanced Information Systems
- Clifford Howard
  - Community Volunteer

**Building**
- Churchill Cotton, Chair
  - Berkshire Life, a Guardian Company
- Joseph Bolus
  - Berkshire Life, a Guardian Company
- Richard Mendel
  - Berkshire Life, a Guardian Company
- Jeffrey Noble
  - Hill Engineers Architects Planners, Inc
- Ronald Spring
  - Community Volunteer

**Community Impact Oversight Committee**
- Michael Wynn, Chair
  - Pittsfield Police Department
- Michael Buillock
  - Berkshire Community College
- Brenda Burdick
  - General Dynamics - Advanced Information Systems
- M Janet Dohoney
  - Community Volunteer
- Barbara Emanuel
  - Berkshire Works
- Amy Kacala
  - Berkshire Regional Planning Commission
- Denise Marshall
  - Adams Community Bank
- Christopher Mathews
  - Onyx Specialty Papers Inc
- Jodi Rathbun-Briggs
  - Greylock Federal Credit Union
- Ralph Young
  - Community Volunteer

**Finance**
- Paul Bruce, Chair
  - Community Volunteer
- Joseph Bolus
  - Berkshire Life, a Guardian Company

**Human Resources**
- June Roy-Martin, Chair
  - Qualprint
- Arthur Milano
  - Berkshire Health Systems
- Gerry Murray
  - Greylock Federal Credit Union
- Lauren Cimini
  - Country Curtains Inc
- Kathleen Tisdale
  - Berkshire Life, a Guardian Company

**Investment**
- Kenneth Myers, Chair
  - Kushi & Myers PC
- John Cifu
  - Berkshire Life, a Guardian Company
- Susan Fitzgerald
  - Berkshire Health Systems
- Michael Hashim
  - SABIC Innovative Plastics
- David Klauhsmeier
  - Community Volunteer
- Raymond Murray
  - Ray Murray Inc
- Mark Selkowitz
  - Community Volunteer
- Ellen Whittaker
  - Community Volunteer

**Oversight Committee**
- Michael Wynn, Chair
  - Pittsfield Police Department
- Michael Buillock
  - Berkshire Community College
- Brenda Burdick
  - General Dynamics - Advanced Information Systems
- M Janet Dohoney
  - Community Volunteer
- Barbara Emanuel
  - Berkshire Works
- Amy Kacala
  - Berkshire Regional Planning Commission
- Denise Marshall
  - Adams Community Bank
- Christopher Mathews
  - Onyx Specialty Papers Inc
- Jodi Rathbun-Briggs
  - Greylock Federal Credit Union
- Ralph Young
  - Community Volunteer

**Resource Development**
- John Bissell, Chair
  - Greylock Federal Credit Union
- Debra Blatt
  - Group Restorative
- Ruth Blodgett
  - Berkshire Health Systems
- Brenda Burdick
  - General Dynamics - Advanced Information Systems
- M Janet Dohoney
  - Community Volunteer
- Micheal Ferry
  - Berkshire Bank

**Workplace Campaign Executives**
- Veronica Bedard
  - Berkshire Health Systems
- Brian Donnelly
  - Community Volunteer
- Linda Greenbush
  - Town of Adams
- Christa Jelle
  - General Dynamics - Advanced Information Systems
- Marissa Kirchner
  - Greylock Federal Credit Union
- Wayne Kuhn
  - Community Volunteer
- Linda Macek
  - Greylock Federal Credit Union
- Stephen Murphy
  - General Dynamics - Advanced Information Systems
- Anne and Parker Opperman
  - Country Curtains Inc

**Berkshire Priorities**
- John Bissell, Chair
  - Greylock Federal Credit Union
- Debra Blatt
  - Group Restorative
- Ruth Blodgett
  - Berkshire Health Systems
- John Boscher
  - Berkshire Community College
- Jennifer Dowley
  - Berkshire Taxic Community Foundation Inc
- Shirley Edgerton
  - Massachusetts Department of Developmental Services
- Kristine Hazzard
  - Berkshire United Way
- Nathaniel Karns
  - Berkshire Regional Planning Commission

**Early Childhood Think Tank**
- Nancy Stoll, Chair
  - Berkshire United Way
- Maureen Atwood
  - Pediatric Development Center
- Lisa Baumbach
  - Berkshire Children and Families
- Robert Boylston
  - Therapist
- Kelley Delorenzo
  - Community Volunteer
- Sue Doucette
  - Pittsfield Public Schools
- Alysa Goddard
  - Berkshire Children and Families
- Amy Hall
  - Child Care of the Berkshires
- Amy Kacala
  - Berkshire Regional Planning Commission
- Pam Kenyon-Lussier
  - Child Care of the Berkshires
- Eric Lieberman
  - MA Dept of Early Education and Care
- Jessica Maloney
  - Coordinated Family and Community Engagement
- Flavia Mastellone
  - Berkshire Community College
- Douglas McNally
  - Berkshire Readiness Center
- Kathleen Murphy
  - Pre-school Enrichment Team
- Mary Nash
  - Berkshire Compact for Education
- Wendy Provencer
  - Central Berkshire Regional School District
- Allison Rada
  - Community Health Programs
- Anna Singleton
  - Williamstown Community Chest

**Face the Facts- reduce teen pregnancy**
- Kristine Hazzard, Chair
  - 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 Bashkevin
  - Northern Berkshire Community Coalition
- Nakeida Bethel-Smith
  - Elizabeth Freeman Center
- AnnMarie Carpenter
  - Pittsfield Public Schools
- Michelle Clarkin
  - Barrington Stage Co
- Karen Cole
  - Berkshire United Way
- Christa Collier
  - Berkshire County Kids’ Place & Violence Prevention
- Mary Dunlop
  - Berkshire Homes and Condos
- Tammy Gage
  - Pittsfield Public Schools
- Mary Garnish
  - Community Volunteer
- Patricia Garvey
  - Berkshire Probate & Family Court
- Lori Gazillo
  - Berkshire Bank
- Liliana Gutierrez
  - IBM Corporation
- Judith Hanley
  - Berkshire Children and Families
- Jessica Harvey
  - Berkshire Works
- Carole Hilderbrand
  - Salvation Army
- Masha Jones
  - Community Health Programs
- Jennifer Kerwood
  - Berkshire Community College
And a huge thank you to all of our Volunteers!

CELEBRATING VOLUNTEERS
668 Volunteers contributed 9,380 hours in one year*

*One year includes 2011 & 2012

Thank you to those 668 volunteers -- too many to list here but recognized in the Berkshire Eagle and at Berkshire United Way’s Volunteer Ice Cream Social during April 2012 National Volunteer month -- who generously contributed 9,380 hours towards our work. Our volunteers participated in many activities, including community meetings, Day of Caring, workplace campaigns, funded partner monitoring visits, Berkshire Youth United, and administrative and office support.
Statement of Financial Position

As of June 30, 2012

<table>
<thead>
<tr>
<th>Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Investments</td>
<td>$2,350,280</td>
</tr>
<tr>
<td>Pledges Receivable, Net of Uncollectible</td>
<td>$862,832</td>
</tr>
<tr>
<td>Other Receivables</td>
<td>$60,902</td>
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<tr>
<td>Property and Equipment</td>
<td>$291,222</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$3,565,236</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Investment Grants Payable</td>
<td>$1,313,571</td>
</tr>
<tr>
<td>Designations Payable</td>
<td>$145,619</td>
</tr>
<tr>
<td>Accounts Payable, Deferred Revenue and Accrued Expenses</td>
<td>$68,429</td>
</tr>
<tr>
<td>Note Payable</td>
<td>$105,325</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$1,632,944</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted:</td>
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</tr>
<tr>
<td>Designated for Operations</td>
<td>$859,422</td>
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<tr>
<td>Board Designated Three Month Reserve</td>
<td>$521,663</td>
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<tr>
<td>Building and Equipment</td>
<td>$157,629</td>
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<tr>
<td>Temporarily Restricted</td>
<td>$68,338</td>
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<tr>
<td>Permanently Restricted</td>
<td>$325,240</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$1,932,292</strong></td>
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<table>
<thead>
<tr>
<th><strong>Total Liabilities and Net Assets</strong></th>
<th>Amount</th>
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<tr>
<td></td>
<td><strong>$3,565,236</strong></td>
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</tbody>
</table>

Statement of Activities

For the Year Ended June 30, 2012

<table>
<thead>
<tr>
<th>Revenue, Gains and Other Support</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Campaign Revenue</td>
<td>$2,450,378</td>
</tr>
<tr>
<td>Private and Government Grant Revenue</td>
<td>$130,482</td>
</tr>
<tr>
<td>In-Kind Donations and Other Revenue</td>
<td>$125,586</td>
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<tr>
<td>Investment Income</td>
<td>$72,459</td>
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<tr>
<td><strong>Total Revenue, Gains and Other Support</strong></td>
<td><strong>$2,778,905</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Investment Grants</td>
<td>$1,279,570</td>
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<tr>
<td>Other Community Investments</td>
<td>$500,818</td>
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<tr>
<td>Donor Designations</td>
<td>$263,719</td>
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<tr>
<td>Fundraising Expenses</td>
<td>$273,025</td>
</tr>
<tr>
<td>Support Services</td>
<td>$215,317</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$2,532,449</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Change in Net Assets</th>
<th>Amount</th>
</tr>
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<tbody>
<tr>
<td><strong>246,456</strong></td>
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</tr>
<tr>
<td><strong>Net Assets, July 1</strong></td>
<td>$1,685,836</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets, June 30</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$1,932,292</strong></td>
<td></td>
</tr>
</tbody>
</table>
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.

**LEADERS IN GIVING. PINNACLE COMPANIES.**

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 Services 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.