



2019 ANNUAL REPORT



OVERVIEW

In 2019 the United Way of Comal County saw a community that continued to be proactive in providing outstanding support in a time of continuous growth, the closure to the 2018-2019 Allocation cycle, and the beginning of the 2019-2020 Allocation cycle. During the last half of the year, the UWCC funded 31 nonprofits (39 programs) throughout Comal County.

The state of the economy continued to have an impact on both fundraising and requests for funds. Donations from our residents, who live within Comal County but commute to San Antonio for employment, grew as did support from various national accounts and individual donors. The 2018 campaign raised \$988,678 not reaching the \$1M goal. The Board agreed to set the 2019 campaign goal again at \$1M and implemented new marketing strategies that included contract marketing assistance.

Day after day, our agencies provided a range of services including early childhood intervention, youth services, shelters, family crisis assistance, and senior citizen activities. The UWCC Board of Directors and community volunteers approved grant awards totaling \$700,000 for the July, 2019 thru June, 2020 cycle.

UNITED WAY WORLDWIDE

United Way Worldwide (UWW) provides concrete guidance for all local United Way operations in Collective Impact. Areas of focus include Financial Stability, Youth Success, Childhood Success, and Health which align with our local focus areas of Family & Seniors, Healthy & Healing, Meeting Emergency Needs, and Youth.

“Collective Impact is recognized as a collaborative approach to engage different sectors with a common agenda to address a specific community issue.” Our United Way has embraced collective impact, working with funded partner agencies, to address high school graduation rates, early childhood development, health care, fighting homelessness, ending food insecurity, and many more issues. In addition to Collective Impact, UWW launched the Modern United Way Self-Assessment.

Membership requirements with UWW include having a diverse volunteer board of directors who approve the annual operating budget which includes the distributions to agencies, the accounting requirements of annual audits and filing our IRS Form 990, a written Code of Ethics, and standard campaign reporting to United Way Worldwide. Our audit for the year ended December 31, 2019, is being completed by Jim Robertson, an independent Certified Public Accountant and will be made available in our office for anyone to review.

We are proud to be meeting standards set forth by United Way Worldwide. As nonprofits come under additional review from Congress and the public, these standards are considered a model for nonprofit accountability. We proudly display our Recognition plaque and Membership in our office.



STAFF

The United Way of Comal County is staffed with a full-time Executive Director, a full-time Executive Assistant, a part-time bookkeeper, and contracted part-time social media specialist. As the amount of funds raised has increased over the years so too has the workload (i.e. donation tracking, financial reporting, fundraising, allocations, reporting, etc.). Each employee brings a high level of professionalism to the United Way of Comal County.

AFFILIATION AND ALLOCATION

During the affiliation and allocation process, we targeted critical programs helping the residents of Comal County. Once approved for funding, each agency must submit quarterly financial and program status reports.

The Allocation process itself includes volunteers and board members giving their time to conduct on-site visits of applicant agencies, completing scoring sheets for the reviews, and review of financial records. We were pleased to see the agencies strict adherence to the requirement of proper documentation of the audits and financial statements to ensure the donors' contributions were being invested in programs that truly make a difference in people's lives.

In the first 6 months of 2019, UWCC closed out its July, 2018 thru June, 2019 funding cycle by providing \$361,190 in funding for 30 agencies.

During the second 6 month period of 2019, UWCC began its July, 2019 thru June, 2020 funding cycle by providing \$357,250 in funding to 31 agencies. This leaves a remaining balance of \$342,750 to be distributed the first half of calendar year 2020.

All agencies were divided into program service areas to get a better understanding of how the funds were allocated: Youth; Health and Healing; Families and Seniors; and Meeting Emergency Needs.

Total dollars awarded to United Way of Comal County partner agencies in calendar year 2019 was \$718,440.

CAMPAIGN – 2018

For campaign 2018, the board set the campaign goal at \$1,000,000. As a result of the hard work by Campaign Chair, Chris Snider and the Board of Directors, the campaign raised \$988,678.

The End of Year Celebration took place on Tuesday, May 28, 2018 at Seekatz where the top 20 business donors were honored along with Wurstfest and Gruene Music & Wine Fest for their support.



The Annual Meeting took place in conjunction with the UWCC monthly Board of Directors Meeting on Wednesday, June 5, 2019 at the New Braunfels Chamber of Commerce, Honor's Hall from 8:15am to 9:00am. This meeting notice was submitted to the New Braunfels Herald-Zeitung, and KNBT Radio.

CAMPAIGN – 2019

For campaign 2019, the board decided to keep the campaign goal at \$1,000,000. Campaign Co-Chairs, Martie Simpson and Bobbie Koepp, held the campaign theme at “Your Community Your Support” and promoting the towns/cities within the county. Final results from this campaign will not be known until later in 2020.

Special events were effective in this campaign. The 33rd annual Gruene Music and Wine Fest had great weather for a weekend of music, wine, food, and fun and resulted in an all time high gift of \$165,035.59.

In this campaign, we again encouraged companies to conduct educational meetings with their employees to inform them of the United Way agencies, what services are provided, and how they can help others in the community through a gift to United Way. Several companies conducted employee campaigns for the first time and others achieved impressive gains in pledges from their employees. Our top business donor continues to be HEB raising over \$95,000, and Tri-City Distributors once again made a gift of \$25,000. Two other organizations that should be commended are New Braunfels Utilities and Harland Clarke/Checks in the Mail for their ongoing and amazing workplace campaigns. UWCC Board members working in San Antonio focused on reminding their co-workers to direct funds to Comal County. Once again, the year ended waiting for results from the national campaigns and the United Way of San Antonio.

We know the agencies appreciated the time and effort to complete the projects and support our community. We thank the companies for giving their employees the time to volunteer.

COMAL COMMUNITY NEEDS

The purpose of the 2008 Assessment and 2014 Update was to help public, private, and nonprofit organizations in Comal County identify community assets, emerging challenges and opportunities, and find solutions to any existing health and human service problems. In 2018, the UWCC Board amended its grant application asking nonprofit applicants to identify other more current data sources to verify the need within the county in lieu of conducting a new report.

The UWCC Executive Director continues to be engaged in specific focus groups throughout the county that include Mental Health Services, IDD Services, Emergency Services provided by nonprofits in times of disaster, and the Sexual Assault Response



Team. In addition, staff engages with various entities on healthy living initiatives, homeless counts, substance abuse, and maintaining relationships with those entities throughout the county.

UNITED WAY BUDGET

The 2019 board approved an Operating and Campaign Budget of \$241,902 with an additional \$5,000 held for Emergency Response needs. Final actual operating and campaign expenses in 2019 totaled \$227,962. And the \$5,000 Emergency Response budget was not utilized.

The board approved a 2020 Operating and Campaign Budget of \$241,135 with an additional \$5,000 held for Emergency Response needs. This does include affiliation fees to United Way of Worldwide and United Ways of Texas.

Our Administrative and Fundraising overhead percentage is 10.3% (2018 IRS Form 990).

RECOGNITION

United Way does not exist without the work and dedication of its many volunteers. These individuals are acknowledged during the End of Campaign Celebration held in May. Several Board Members termed out: Tillman Roots, Gregory Thomas, and Mike Dussere and a few new ones came on board: Karen Stevens (Comal ISD) Bryan Lile (SPOC Automation), Heath Reininger (NuStar Energy), Ed Belmares, Michael Meek (NB Chamber of Commerce), Sylvia Camareno (Touch of Elegance Day Spa), Russ Hornsby (HEB), and Neice Bell (NB Herald). Thank you departing board members and a big Welcome to the new Board Members.

We also want to recognize the United Way partner agencies who work each day to make a difference in the lives of the people in Comal County. The staff and volunteers are commended for their dedication and commitment to making life better in Comal County.

Finally, we thank the many donors who give so generously through the United Way campaign. With the commitment of many businesses and organizations in Comal County, thousands of individual donors have the opportunity to give to their fellow man and enable the agencies to conduct the programs that make such a difference. Additionally, we would like to thank the many retired individuals who give so generously to those in need in our community.



2019 BOARD OF DIRECTORS

OFFICERS

Dani Hensley (2/6/2013)	Moody Bank	President
Chris Snider (9/4/2013)	Texas Tito's, Inc	President Elect
Mike Dussere (10/3/2012)	WORD	Immediate Past President
Michelle Miller (5/4/2016)	NuStar Energy	Allocations Chair
Dr. Jim Antenen (10/7/2015)	Wayland Baptist Univ	Compliance Chair
Rene Garcia (5/4/2016)	ADKF	Treasurer
Martie Simpson (11/1/2017)	GFOAT	Campaign Co-Chair
Bobbie Koepp (5/4/2016)	Comal County	Campaign Co-Chair

OTHER BOARD MEMBERS

Paul Kraft (5/1/2013)	Broadway Bank
Sandy Nolte (6/5/2013)	Nolte Villa Property Management
Tillman Roots (12/10/2013)	Comal County
Gregory Thomas (12/10/2013)	New Braunfels Utilities
Robert Sanders (8/6/2014)	CenterPoint Energy
Sherry Mosier (9/3/2014)	BSB Econ Dev Foundation
Kristi Aday (10/1/2014)	City of New Braunfels
Bobbie Koepp (5/4/2016)	Comal County
Donna Eccleston (6/1/2016)	Comal County
Nina Eastman (12/13/2016)	NB Chamber of Commerce
David Compton (6/7/2017)	NB Herald-Zeitung
Russel Gribble (8/1/2018)	Broadway Bank
Liz Kaminski (8/1/2018)	NB ISD
Ed Guillen, Jr (8/1/2018)	
Christa De La Garza (8/1/2018)	Christus Santa Rosa New Braunfels
Joe Castilleja (12/1/2018)	Frost Bank
Karen Stevens (1/2/2019)	Comal ISD
Bryan Lile (1/2/2019)	SPOC Automation
R. Heath Reininger (1/2/2019)	NuStar Energy
Ed Belmares (1/2/2019)	KFW Engineers
Michael Meek (2/6/2019)	NB Chamber of Commerce
Sylvia Camareno (2/6/2019)	Touch of Elegance
Russ Hornsby (2/6/2019)	HEB
Neice Bell (2/6/2019)	NB Herald-Zeitung

STAFF

Terry Robinson	Executive Director
Beverly Hilbert	Administrative Assistant
Ginny Charlton	Bookkeeper



LIST OF AGENCIES AND ALLOCATIONS IN 2019

Acacia Medical Mission	\$27,500
Any Baby Can	\$26,000
Big Brothers, Big Sisters	\$11,000
Boy Scouts	\$9,500
Bulverde Food Pantry	\$17,500
Bulverde Senior Center	\$12,500
CASA	\$37,500
Children's Advocacy Center of Comal County	\$33,000
Chosen Care	\$10,000
Comal County Child Welfare Board	\$24,000
Comal IDD/Rockhaus Foundation	\$3,500
Comal County Senior Citizen's Foundation	\$27,000
Communities in Schools of South Central Texas	\$50,000
Community Resource and Recreation Center of Canyon Lake	\$50,000
Connections Individual and Family Services	\$39,500
Crisis Center of Comal County	\$51,500
Family Life Center	\$22,000
Family Promise of Greater NB	\$21,500
Friends of Christus Foundation	\$15,000
Girl Scouts of Southwest Texas	\$3,000
Hope Hospice	\$9,000
International Joseph Project	\$7,750
NB Christian Ministries	\$41,000
NB Family YMCA	\$3,000
RecoveryWerks!	\$19,350
RSVP	\$5,000
River City Advocacy	\$32,500
Salvation Army	\$29,340
San Antonio/New Braunfels Food Bank	\$56,250
SOS Food Bank	\$8,750
St. Jude's Ranch for Children	\$15,000
Total Calendar Year Allocations.....	\$718,440