


# United Way



United Way of Aroostook

## Annual Report 2018



**GIVE**



**ADVOCATE**



**VOLUNTEER**



# President's Message 2017-2018

Last year, the United Way of Aroostook celebrated its 60<sup>th</sup> birthday, and I acknowledged and celebrated the wonderful successes of the organization, the good people who work for and with the organization, and the great partners who help carry out the mission of the organization. I also highlighted that the United Way of Aroostook would never lose sight of the reasons why our Board Members, Executive Director, staff, and many volunteers work so hard every day: our neighbors, friends, and fellow members of our communities who find themselves in need of help and the opportunity to get back on their feet. And, I promised that we would re-dedicate and re-focus our efforts to do more to help more people; to do better to marshal more resources; and to do extra to manage the resources in a way that helps our agencies and confirms our commitment to each and every person and company who gives to the United Way of Aroostook.

This year, I am again proud and honored to deliver the President's Message on behalf of the Board of Directors and the Executive Director of the United Way of Aroostook, and the message is that we have kept my promise and delivered truly amazing results. Because of the drive and creativity of our Executive Director and our Campaign Co-Chairs, Jon Gulliver and Jessica Ouellette, we again exceeded our annual Campaign Goal, which was increased to \$600,000.00, by over \$60,000.00, and we did this during a time when other Campaigns around the State of Maine and elsewhere have experienced decreases in their fundraising. Because of the amazing team of volunteer professionals and assistants, our Aroostook County CA\$H Coalition prepared over 800 tax returns for people in need from Houlton to Fort Kent and, by doing so, helped these people keep over \$750,000.00 of Federal and State tax refunds which they would otherwise have lost to the government. The money returned to these people was desperately needed and most certainly helped them meet their financial needs. Because of our on-going commitment to early childhood literacy and our partnerships with area hospitals and sponsors, our Dolly's Imagination Library program continues to grow and impact families throughout Aroostook County, and we expect to celebrate the delivery of our 100,000<sup>th</sup> book to over 2,200 Aroostook County children this Summer. Because of our willingness to think outside the box and work with wonderful partners, we were able to raise about \$100,000.00 with two telethons which provided much-needed funding for heating assistance and for agencies helping to alleviate our local problems with homelessness. And, these are just a few of the programs and agencies that the United Way of Aroostook funds and helps for the real and sustained benefit to thousands of our neighbors throughout Aroostook County.

Once again, I have been humbled and inspired by the tireless work of my fellow volunteers on the Board of Directors, Sherry Locke, our Executive Director, and Sherry's assistants, Elaine Sipe and Athena Hallowell. I especially want to thank my Vice President and soon-to-be President, Wanda "the Veep" Guiggey, for her steady and ever-reliable support. With such good and dedicated people behind you, serving as President is truly an honor. With such good and dedicated people taking the lead going forward, stepping down from serving as President is truly exciting because I know that the United Way of Aroostook will continue to grow and improve to do more and better things to help our neighbors in need throughout all of Aroostook County. With that knowledge, the only thing left for me to do as President is to thank everyone involved in making the United Way of Aroostook the growing success that it is.

So, thank you.

Sincerely,

Luke M. Rossignol

**The mission of the United Way of Aroostook  
is to mobilize resources to improve the lives  
of people in our communities. We work with community partners to  
give people a hand up.**

## 2016-2017 Funded Agencies

<b>AAAA– Meals on Wheels</b>	<b>764-3396</b>
<b>AAAA– Aroostook RSVP</b>	<b>764-3396</b>
<b>ACAP - Early Care and Education</b>	<b>764-3045</b>
<b>ACAP—Helping Hands</b>	<b>768-3115</b>
<b>ACAP - WIC</b>	<b>768-3026</b>
<b>Adopt-A-Block of Aroostook</b>	<b>532-2783</b>
<b>Aroostook Council for Healthy Families/Maine Families Aroostook</b>	<b>532-7405</b>
<b>Aroostook Council for Healthy Families/Raising Healthy Families</b>	<b>532-7405</b>
<b>Catholic Charities ME Home Supplies and Food Bank</b>	<b>493-8915</b>
<b>Central Aroostook Association</b>	<b>764-0134</b>
<b>Grace Interfaith Food Table</b>	<b>764-5101</b>
<b>Homeless Services of Aroostook</b>	<b>764-5114</b>
<b>Hope &amp; Justice Project</b>	<b>764-2977</b>
<b>St. John Valley Associates</b>	<b>728-7197</b>

## United Way of Aroostook Programs/ Special Projects/Fundraisers

<b>211 Maine</b>	<b>Caribou High School-End Hunger Now</b>	<b>Book It For Reading</b>
<b>Aroostook CA\$H Coalition</b>	<b>The Northern Lighthouse</b>	<b>Heating Homes with Helping Hands</b>
<b>Dress A Child</b>		<b>High Five Turkey Drive</b>
<b>Dolly Parton Imagination Library</b>		<b>Hope for the Homeless</b>
<b>Santa Sleigh</b>		<b>Little/Jr/Miss Presque Isle Pageants</b>
<b>Stuff the Bus Aroostook</b>		<b>Live United Aroostook Auto Rally</b>
<b>Summer Gap Feeding</b>		<b>Northern Star</b>
<b>Summer Slide</b>		<b>UPS Roses Sale</b>

## 2017-2018 Board of Directors

<b>Kathie Beaulieu</b> Applied Systems, Inc.	<b>Alain Bois</b> Northern Maine Medical	<b>Nicole Divito</b> MMG Insurance	<b>Cheri Doak</b> KeyBank NA
<b>Bonnie Foster</b> Katahdin Trust Company	<b>Ryan Guerrette</b> TownSquare Media	<b>Wanda Guiggey-Vice President</b> United Insurance	<b>Jon Gulliver</b> Northern Maine Development
<b>Mena Irving</b> Community Member	<b>Tami Kilcollins</b> CARY Medical Center	<b>Tony Lahey-Treasurer</b> Pines Health Center	<b>Jennifer Levesque</b> Community Member
<b>James Mattila</b> The County Federal Credit Union	<b>Luke Rossignol-President</b> Bemis & Rossignol, LLC	<b>William Schofield</b> Emera Maine	<b>Dan Soucy</b> Smith & Wesson
<b>Laura Turner</b> The Aroostook Medical Center	<b>Sue Watson</b> Care & Comfort		
<b>Dan Bagley-Honorary</b> The County Federal Credit Union	<b>Terri Ouellette-Honorary</b> MMG Insurance	<b>Bob Dorsey -Honorary</b> The Aroostook Partnership	<b>Sherry Locke– Secretary</b> Executive Director United Way of Aroostook

## 2017 Fundraising

### Campaign Results

Based on YTD Financials May 2018

#### Workplace Campaign

Business & Utilities	\$ 141,236
Education	\$ 4,661
Finance & Insurance	\$133,541
Health & Human Services	\$ 47,805
Local Government	\$ 2,730
ME State Employees	<u>\$ 15,301</u>
<b>Total Workplace</b>	<b>\$ 345,274</b>

#### Other Campaign Division

Communities	\$ 20,242
Professionals	\$ 3,140
Out of County Gifts	\$ 6,486
Agriculture	\$ 250
Special Fundraisers	\$ 70,435
Grants	\$42,500
Civic Organizations	\$12,545
Other	<u>\$29,271</u>
<b>Total Other Campaign</b>	<b>\$184,869</b>

**Total Donor Support \$530,143**

**In-kind Support \$247,939**

**Total \$778,082**

## Income & Expenses

### July 1, 2017 to June 30, 2018

Based on YTD Financials May 2018

#### Income

##### Donor Support

General Campaign	\$382,662
Special Projects	\$125,154
In Kind Donations	<u>\$247,939</u>

**Total Income \$755,755**

#### Expenditures

Agency Payments	\$226,093
Special Projects	\$173,887
Salaries	\$ 98,399
Benefits	\$ 4,623
Payroll Taxes	\$ 7,651
Professional Fees	\$ 3,000
Office supplies	\$ 3,829
Telephone & Postage	\$ 1,832
Rent	\$ 6,600
Travel/Meetings	\$ 1,879
Memberships	\$ 3,967
Insurance	\$ 2,244
Campaign Expense	\$ 4,574
Website/Cloud	\$ 1,850
Other	\$ 1,026
In Kind Donations	<u>\$247,939</u>

**Total Expenditures \$789,393**

**Our 2016 Audited Financial Statement and 990 Form can be viewed on  
our website at [www.unitedwayaroostook.org](http://www.unitedwayaroostook.org)**

# Crown of Maine Society 2017

## Tocqueville Society \$10,000+

Peter & Bridgett Morningstar  
**President's Circle \$2,000-  
 \$9,000**

Kirk & Louise Carroll

Tim & Cheri Doak

Rodney & Barbara Leach

Timothy O'Connell

Alan & Denise Richardson

Brian & Elaine Sipe

Robert I Mosenfelder, MD

Yoosuf & Penney Siddiqui

**Executive's Circle \$1,000-  
 \$1,999**

Rob Belliveau

Wayne Benn

David & Carla Cambridge

Patti Crooks & Fred Parsons

Richard Daigle

Irene Djuanda

Michael & Ellen Fitzsimmons

Brian & Lynn Flewelling

Laura Geiger

Richard & Diane Green

Mitchell & Wanda Guiggey

Michael Herrin

John & Karen Holyoke

Ryan Jandreau

Gina LeBlanc-Eggert

Jeffery Linscott

Chris & Sherry Locke

Wayne & Annette Luce

William & Lorilyn Lucy

Edwina Morris

Danny Nadeau

Matthew Nightingale

## Executive's Circle

**\$1,000-\$1,999**

Kevin O'Bar

David Perkins

Greta Power

James Redman

Luke & Lisa Rossignol

William Schofield

Alex Siddell

Donna Sturzl

Rachel Swartz

Arthur & Marilyn Thompson

**Director's Circle \$500-  
 \$999**

Scott Allen

David & Michelle Austin

Daniel & Susan Bagley

Tammy Beaulieu-Fuller

David Belyea

Sharon Berz

Mildred Bishop

Judith Bouchard

Angele Bourgoin

Dana Buck

Angela Butler

Karen Campbell Sawyer

Jim & Robin Carter

Daniel Clavette

Gregg Collins

Sam Collins

Laurie Colton

David Corey

Regan Cyr

Darrell Damboise

Malcolm Donovan

Robert & Ellen Dorsey

Michael Doucette

Roland Drost

Stephen Eyler

## Director's Circle

**\$500-\$999**

Robert & Janet Fitzmaurice

Bonnie Foster

Diane Foster

Sarah Foster

Gary Gagnon

Darlene Grass

Peter & Athena Hallowell

Samuel Hayes

Wayne Ireland

Debra Jacques

Ashley King

Kevin & Lerae Kinney

Dana Koenig

Gregory LaFrancois

Deborah Lajoie

Gilbert Lajoie

Gregory & Kelly Landeen

Jon & Kim Lauritsen

Cheryl Leavitt

Susan Lunn

James Mattila

The McHatten Family

Marjorie McKenna

Michael Morneault

Tammy Nadeau

Jean Noyes

Rick Ouellette

Terri Ouellette

Jason Parent

Tim Pease

Roger Pelli

Rodney Pooler

Andrew & Krista Putnam

Gerald Reid

Mandy Reyes

Stephen Richard

James & Lori Risner

## Director's Circle

**\$500-\$999**

Jeffery & Joy Barresi Saucier

Stephen Shannon

Benjamin Shaw

Larry Shaw

Stacy Shaw

Dorothy Sines

Roxanne Smith

Gail Solomita

Daniel & Ellen Soucy

Steven & Kerry Spooner

Karen St. Peter

Steve & Bethany St. Pierre

Michael Stetson

Robert Swiatek

Martin Thompson, Jr.

Peter Tiedtke

Chanel Toracinta

Laura Turner

Nicholas Walton

Paula White

Brent Willette

Roger Wilson

Michael & Patricia Young

# Awards and Recognition

## Business of the Year Award

Emera Maine

## Outstanding Volunteer of the Year

Cheri Doak

## Employee Participation Awards

### Platinum Award—100% Employee Participation

Aroostook Council for Healthy Families  
CES, Inc.  
Gallagher Insurance  
Homeless Services of Aroostook  
Hope & Justice Project, Inc.

Northern Aroostook Alternative, Inc.  
The Northern Lighthouse  
Town of Mapleton, Chapman & Castle Hill  
United Way of Aroostook

### Gold Award—80-99% Employee Participation

Aroostook County Action Program  
Central Aroostook Association

The County Federal Credit Union  
United Parcel Service

### Silver Award-65-79% Employee Participation

FedEx  
Katahdin Trust Company  
KeyBank NA

MMG Insurance  
St. John Valley Associates

### Bronze Award-50-64% Employee Participation

Marden's Madawaska  
Northern Maine Development Commission, Inc

TD Bank—Presque Isle

### Campaign Co-Chairs

Jon Gulliver & Jessica Ouellette

## Top 10 Campaign Excellence Awards Employee Giving and Corporate Gifts

MMG Insurance	The County Federal Credit Union
Emera Maine	United Parcel Service
Katahdin Trust Company	Twin Rivers
The Aroostook Medical Center	Smith & Wesson
KeyBank, NA	Central Aroostook Association

## Outstanding Workplace Campaigns Monetary increase of 1% or more

University of Maine System	100%	The County Federal Credit Union	33%
St. John Valley Associates	100%	F.A. Peabody Co.	31%
TD Bank-Fort Kent	100%	KeyBank NA	32%
Aroostook Council for Healthy Families	100%	United Parcel Service	30%
Chester M. Kearney & Associates	100%	Hope & Justice Project, Inc.	30%
Dead River Company	100%	Paradis Shop N Save-Madawaska	25%
Maibec Lumber Incorporated	100%	The Aroostook Medical Center	24%
MSAD#1	100%	United Way of Aroostook	24%
Payless Shoe Source	100%	Farm Credit East	17%
Percy's Auto Sales	100%	Aroostook Area Agency on Aging,	12%
Sitel	100%	Northern Maine Development	8%
Spectrum Medical Group	100%	Paradis Shop N Save-Fort Kent	6%
TD Bank-Caribou	100%	Gallagher Insurance	4%
TD Bank-Houlton	100%	Central Aroostook Association	4%
The Northern Lighthouse	100%	Aroostook County Action Program	3%
Town of Fort Fairfield	100%	CES, Inc.	1%
Maine State Employees Combined	55%	Katahdin Trust Company	1%
Northern Aroostook Alternative, Inc.	51%		
Emera Maine	50%		
Presque Isle Utilites District	48%		

**Community Service Awards**  
**Outstanding Corporate**  
**Support of \$500 or More**

**A History of Service and Accomplishments**

Aid for Kids  
 Bangor Savings Bank  
 Brooks Family Foundation  
 Burger Boy  
 Cary Medical Center  
 Cassidy Orthodontics, LLC  
 Chester M. Kearney & Associates  
 Columbia Forest Products  
 Competitor ME  
 Daigle & Houghton Inc.  
 Dead River Company  
 Emera Maine  
 Fisher Charitable Foundation  
 Fort Fairfield Rotary Club  
 Gallagher Insurance  
 H.M Payson & Co.  
 Houlton Regional Hospital  
 Huber Engineered Woods, LLC  
 JC Penney-Store 514  
 Kasamara Bridal Boutique  
 Katahdin Trust Company  
 KeyBank Foundation  
 KeyBank NA  
 Kiwanis Club of Presque Isle  
 L.L. Bean  
 MMG Insurance  
 Maibec Lumber Incorporated  
 Marden's Madawaska  
 Marden's Houlton  
 Marden's Presque Isle  
 Monaghan Leahy, Attorneys at Law  
 New Ventures Maine  
 North Country Auto  
 Northern Maine Medical Center  
 Olympia Sports  
 Percy's Auto Sales  
 Presque Isle Inn & Convention Center  
 Presque Isle Rotary Club  
 Rotary Club of Houlton  
 Ryan Madore State Farm Ins.  
 S. W. Collins Co  
 Smith & Wesson  
 The Aroostook Medical Center  
 The County Federal Credit Union  
 The Northern Lighthouse  
 Theriault Equipment  
 Townsquare Media  
 Tulsa, Inc.

Twin Rivers Paper Company  
 United Bikers of Maine  
 United Insurance/Hayden Perry Agency  
 United Parcel Service  
 Unity Foundation  
 Volunteers of America  
 WAGM-TV  
 Wal-Mart Stores, Inc. Houlton  
 Wal-Mart Stores, Inc. PI  
 WBCMT 2007-C33 (Aroostook Centre Mall)  
 Wilder's Jewelry

CAMPAIGN	PRESIDENT	CAMPAIGN CHAIRPERSON	CAMPAIGN PROCEEDS
2017-2018	Luke Rossignol	Jon Gulliver & Jessica Ouellette	\$668,536
2016-2017	Luke Rossignol	James Mattila	\$590,325
2015-2016	Dan Bagley	Luke Rossignol	\$528,641
2014-2015	Dan Bagley	Luke Rossignol	\$460,398
2013-2014	Cheri Doak	Wanda Guiggey	\$444,127
2012-2013	Cheri Doak	Tim Doak & Wanda Guiggey	\$489,753
2011 - 2012	Donald Zillman	Dan Bagley	\$456,234
2010 - 2011	Donald Zillman	Virginia Joles	\$522,984
2009 - 2010	Bonnie Foster	Carolyn Dorsey	\$517,523
2008 - 2009	Bonnie Foster	Athill Hebert	\$593,973
2007 - 2008	Brian Sipe	Mike MacPherson	\$537,225
2006 - 2007	Brian Sipe	Carolyn Dorsey & Brian Sipe	\$501,873
2005 - 2006	Jason Parent	Patricia Sutherland	\$485,043
2004 - 2005	Jason Parent	Dennis Curley	\$481,294
2003 - 2004	Athill Hebert	Nick Bayne	\$508,120
2002 - 2003	Athill Hebert	Rick Duncan	\$429,415
2001 - 2002	Chris Condon	Jason Parent	\$426,581
2000 - 2001	Chris Condon	Barry McCrum	\$416,018
1999 - 2000	Lynn Lombard	Steve Richard	\$391,464
1998 - 1999	Lynn Lombard	Steve Richard	\$358,012
1997 - 1998	Alan Dunn	Brett Varnum	\$292,302
1996 - 1997	Alan Dunn	Patti Crooks	\$262,279
1995 - 1996	William Cyr	Lynn Lombard	\$254,663
1994 - 1995	William Cyr	Athill Hebert	\$241,975
1993 - 1994	Steve St. Pierre	Peter Cannan	\$242,720
1992 - 1993	Steve St. Pierre	Connie Sandstrom	\$237,853
1991 - 1992	Bruce Sandstrom	Paula Fowler Kilby & Connie Sandstrom	\$237,929
1990 - 1991	Bruce Sandstrom	Al Giberson	\$230,774
1989 - 1990	Sam Collins	Bert Michaud	\$193,198
1988 - 1989	Bob Ashby	Della Shaw	\$164,521
1987 - 1988	Bob Ashby	Art Thompson	\$164,254
1986 - 1987	Pat Lyons	Sam Collins	\$133,762
1985 - 1986	Pat Lyons	Norm Johnson	\$125,553
1984 - 1985	Richard Wadman	Dave Peterson	\$118,921
1983 - 1984	Norm Fournier	Bob Ashby	\$115,715
1982 - 1983	Maureen Beaulieu	Larry Hersom	\$ 93,986
1981 - 1982	James Patterson	Patricia Sutherland	\$109,701
1980 - 1981	Al Giberson	Dale Olmstead	\$121,000

**United Way wishes to extend a very special thank you to all of our donors for helping us reach our goal.**

**We wish to extend a very special thank you to MMG Insurance for printing our Annual Report.**