

F.M. KIRBY FOUNDATION SOLICITATION EVALUATION FORM

DATE: November 14, 2017

REQUEST DATE: October 11, 2017

Last grant acknowledgement: Yes

Program Area: Human Services

APPLICANT:

United Way of the Greater Triangle, Inc.
Suite 150
2400 Perimeter Park Drive
Morrisville, NC 27560

CONTACT: Mr. Eric Guckian, President & CEO

PHONE: 919-460-8687 x 142

PAYEE OTHER THAN ADDRESSEE:

AMOUNT REQUESTED: \$250,000 **NATURE OF REQUEST:** For Orange and Durham Counties collaborative partnership support - \$160,000; for Wake and Johnson Counties collaborative partnerships - \$90,000

GRANT HISTORY

LAST GRANT DATE: 12/8/2016 **LAST GRANT AMOUNT:** \$200,000 **AFS DATE:** 10/5/2017

2012	\$175,000	12/14/2012	For: General allocation to member agencies only, of which \$87,500 is restricted to Orange County
2013	\$200,000	12/16/2013	For: General allocation to member agencies only, of which \$100,000 is restricted to Orange County
2014	\$200,000	12/15/2014	For: General allocation to member agencies only, of which \$100,000 is restricted to Orange County
2015	\$200,000	12/11/2015	For: General allocation to partner agencies only, of which \$100,000 is restricted to Orange County
2016	\$200,000	12/8/2016	For: General allocation to partner agencies only, of which \$100,000 is restricted to Orange County

See notes and 9/18/17 touch attached.

DLK COMMENTS: See attached analysis.

JFT COMMENTS: There is a notable difference between UWGT's approach to breaking the generational cycles of poverty compared to the United Way of Wyoming Valley's (UWWV) Poverty to Possibility movement. Though the UWWV has implemented strategic programs in the education, health, and financial stability impact areas, they still allocated 33% of their agency support budget to direct funding for community-based programs (**a.k.a. the 'Saftey Net'**). For 2014-2015, the UWGT began a collaborative model of funding and, in September of 2015, allocated 80% of agency funding in support of 24 collaborative partnerships. Today, the number of collaboratives is down to 17 (85% of funds) in the areas of Youth Success, Early Childhood Success, and Stable Homes. The 2016-2017 outcome statistics provided show various rates of success ranging from a low of 52% (Children improving their grades) to a high of 100% (Families connected to support networks). One of the most successful collaboratives (100% success stated in each category) is the East Durham Children's Initiative (the Center for Child and Family Health

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is a funded partner of this initiative). Also of note is the public-private partnerships of some of the collaboratives with Orange County's Health Department and the public school systems. For 2017-2018, there are 6 specific collaboratives in Orange and Durham Counties receiving \$1,023,008 in total funding. Orange & Durham Counties are also included in the DELTA collaborative, but they do not break down specifics due to various organizations from the Triangle area. Grantees currently supported by the FMKF that are included in those collaboratives are Center for Child & Family Health, East Durham Children's Initiative, and Housing for New Hope. Note that David Reese, President and CEO of East Durham Children's Initiative, serves on the UWGT Board (**WHB: a key position, to be sure**).

I contacted Deanna Froeber, Director of Knowledge Management and Product Development, to ask if there were still direct allocations to any agencies and total funding for collaboratives. The replies were \$422K for Basic Needs allocations and \$2.5M total collaborative funding. (Eric Guckian sent a very comprehensive reply to my inquiries that is attached.) Deanna also mentioned that they hope to expand their donor base (as mentioned in the narrative of the proposal-donor cultivation) so they can continue to support certain Basic Needs organizations but the focus will remain on funding the collaboratives.

Along the lines of corporate workplace support, the UWGT is hoping to "engage those partners year-round" by implementing a "plan where the UWGT facilitates a process through which collaborative partners identify their issues and needs and the corporate partner then responds by directly pitching innovative, company-based solutions to address the identified needs back to the collaborative partners." It may not be revenue generating for the UWGT, but the plan will directly aid the organizations.

I think it's a little harder to discern the number of individuals impacted through the collaborative model but we know that the UWGT is monitoring those collaboratives closely; if the participating organizations do not meet the high standards set by the UWGT, they are eliminated from the collaboratives, thereby losing financial aid.

This request is well prepared and the UWGT warrants continued funding at the budgeted \$200K. That said, we might want to rethink our insert language to reflect our support of the collaboratives or a split of some kind. (**WHB: Agreed.**)

WHB COMMENTS: I want to start off by acknowledging JFT's work with UWGT; Eric Guckian's 11/9/17 correspondence in response to JFT's inquiries to Deanna Froeber was quite helpful. I'm becoming more comfortable with this "system" but find the budgeting to be too internal, meaning UWGT is using a vocabulary with which I, for one, am not familiar, and presents some challenges as DLK notes in her comments. I think I need to chat with Eric and/or Deanna about format and categories. I also want to state that I thought the transition phone call with Mack, Eric, and Deanna went very well (see 9/18/17 touch attached).

In the meantime, I am confident in recommending continued support and believe we can designate our support "For Orange and Durham Counties collaborative partnership support - \$160,000; for Orange and Durham Counties Basic Needs support-\$40,000." I believe this will acknowledge our long-standing interest in supporting agencies/organizations that provide direct services, but that we do not support directly.

SDK COMMENTS: Good to read the "touch" generated from the transition phone call and that first impression of Eric was positive. I note that Eric mentions he knows LHV; let's ask her

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verbally of her opinion at some convenient time. **(WHB: Will do, and JFT has made a note in Outlook.)** It must be an interesting year as both the Chair of the Board and new CEO are transitioned.

Froeber's title seems a little too much to me; very corporate culture oriented.

Bill - Not sure why the adjustment in the insert language is really needed. Clearly, we do not want to specifically allocate to Wake and Johnson Counties, but why the nuisance "collaborative partnership support" and "Basic Needs support" in Orange and Durham. It seems like we are falling into the "vocabulary" trap that you and I don't even like. We can discuss if you want.

WHB reply: With respect to my rationale regarding the insert language, it was my impression following Mack and Kevin's presentation to the Board in April that we were more on board with the terminology and strategy. Further, with Basic Needs grant support pared to less than \$500K agency-wide (75% less than 2016), I felt restricting \$40K for Basic Needs in Orange and Durham would: 1) reflect and recognize our geographic preference; and 2) support organizations we don't fund directly.

FM KIRBY FOUNDATION
Financial Statement Analysis

	United Way of the Greater Triangle DLK		
Grantee Name:		Date:	10/26/2017
Prepared By:			
Grant Request Amt.	\$ 250,000	Type of Financial Report Submitted	Audit
Recommended Amt.	\$ 200,000	Period Covered in Financial Report	FYE 6/30/17
Board Approved Amt.		Date of Report Issuance	10/5/2017
Audit Firm	Cherry Bekaert LLP		
Opinion	Present fairly		
Basis of Acctg.	GAAP		

Current Ratio (Liquidity Ratio/Working Capital Ratio)	1.28	Amount of Unrestricted Net Assets (Operating Reserve)	\$ 1,037,259
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Note: A current ratio measures an organization's ability to pay short-term and long-term obligations. The higher the ratio, the more capable the organization is of paying its obligations. A ratio under 1 indicates that the organization's liabilities are greater than its assets.

Allocation of Functional Expenses	FYE 6/30/17	%	Must Read Financial Statement Notes
A. Program Service Expenses	\$ 5,382,838.00	72%	Ideally program expenses should be at least 70% of total budget.
B. Management and General	\$ 1,075,760.00	14%	
C. Fundraising	\$ 1,068,795.00	14%	
D. Total Expenses	\$ 7,527,393.00	100%	

Comments/ Notes:

The budget is projecting a \$506K surplus, as compared to a \$16K deficit (budgeted) in 2017. Campaign revenues were down 18.4% from 2016 and are forecasted to be down another 15% best I can tell (the budget is at the summary level versus the audit so a bit difficult to compare). 2016 was an unusual year as there were two grant cycles recorded in one fiscal year, which skewed the numbers. Overall support and revenues were down 16.6% from 2016 but expenses were down 43% (due to grant cycle change mentioned above), so the United Way experienced a surplus of \$794K. The organization used \$765K cash for operations. The organization had investments of \$195K, of which \$109K were endowment-related.

My only concern would be the downward trend of revenues and support. For 2017, the FMKF accounted for 15.5% of all UWGT grants received. Otherwise, there are no red flags.

APPLICANT: United Way of the Greater Triangle, Inc.

DISPOSITION:

- Rejection
- Hold for review on/about:
- Approval for: **\$200,000**
- Hold for Board Review
- Insert Information: **For: Collaborative partnership support in Orange and Durham Counties-\$160,000; for Basic Needs support in Orange and Durham Counties-\$40,000**
- Other:

Initials: *na* Date: 11/14/17
Check #: _____ Date: _____

United Way of the Greater Triangle, Inc.

NOTES

From: Mack Koonce [mailto:mkoonce@unitedwaytriangle.org]
Sent: Tuesday, May 02, 2017 11:51 AM
To: Joann Tiefau <jft@FMkirby.com>
Subject: Personal & Organizational News

Joanne,

I want to share some personal and organizational news with you in advance of our public announcement later today. Here's a link to that announcement from Maureen O'Connor, our Board Chair, about my retirement and the hiring of Eric Guckian.

<https://www.unitedwaytriangle.org/koonce> (see below)

Over the last six months, the Board and I have been discussing my retirement plans and CEO succession. Late last year, we initiated a search for a Chief Philanthropy and Business Development Officer (CPBDO) and potential CEO successor. We found the right person in Eric. Eric joins UWGT on Monday as CPBDO and will become CEO on July 1, 2017 as I retire.

I will work with Eric over the next several months on a smooth transition and his introduction to our partners and donors. I'm not going anywhere. Hope and I plan to stay involved with UWGT and continue to be donors and active volunteers supporting the children and families in our community.

Thank you for being a great supporter of our work and community. I look forward to introducing you to Eric in the near future. Please let me or [Maureen](#) know if you have any questions.

Mack

Mack Koonce
President and CEO
United Way of the Greater Triangle
Direct: 919-463-5010

**United Way of the Greater Triangle Announces Retirement of
President & CEO, Mack Koonce**

Community Leader, Eric Guckian to assume role, July 1st

Morrisville, NC (May 2, 2017) – The Board of Directors of United Way of the Greater Triangle (UWGT) announced today that its leader, Mack Koonce will retire, effective June 30th. Eric Guckian will join the organization in the role of Chief Philanthropy and Business Development Officer on May 8th and will assume the position of President & Chief Executive Officer on July 1st.

Koonce, whose tenure began in September 2012, was brought into the organization to be a change agent at a time when United Way was facing diminishing presence among corporate partners, low staff morale, and a need to focus its Community Action Plan. Under Koonce’s leadership, UWGT defined its two-generational, collaborative approach to support vulnerable children and their families; completed a bold 2020 Strategic Plan; launched Innovate United™ to support innovation in the nonprofit sector; and implemented a community investment plan that required collaboration among nonprofit partners. More than 80% of the organization’s funding now supports collaborative partnerships.

“Mack has had an incredible impact on the organization,” said Maureen O’Connor, Board Chair. “His strategic vision and his commitment to all aspects of the work helped to rebuild United Way’s relevance in our community. We are grateful for his service.”

“I am thankful for the support of our partners across the Triangle,” said Koonce. “Their commitment to joining us in a long-term vision for solutions to social issues will create a positive trajectory for children and families in low income households.” Koonce added, “I am particularly proud of the staff that has worked tirelessly to make our United Way among the most innovative in the nation.”

The national search was conducted by moss+ross, headquartered in the Triangle.

[Eric Guckian](#) is well known throughout the Triangle. He has 20 years of service in our state with extensive experience in achieving results in the public and private sectors. He has played a leading role in North Carolina’s quality public school efforts and has steadily risen to occupy leadership roles in all sectors of the education space as: a senior advisor to Governor McCrory; Executive Director of Teach for America-North Carolina; and Executive Director of New Leaders in Charlotte. Most recently, Guckian was the Vice President of Alliances for Leadership for Educational Equity (LEE) where he led the organization’s fundraising and communications efforts. He began his professional career as an elementary science teacher and Teach for America corps member in the South Bronx. Guckian earned his B.A. in English at Colgate University and a M.A. in Education from Harvard University. He lives with his wife, Lisa and his daughters, Scarlett and Elsa in Durham, NC.

“I have always regarded this United Way as the leading driver of community collaboration and impact. I am honored and humbled to lead our efforts in the Triangle,” said Guckian. “Our community won’t reach its truest potential until every child and every family has equal access to innovation and opportunity. We cannot rest until we have clear, measurable evidence that children and families have the tools they need to level the playing field today and for generations to come. Then our community will live up to the promise of a better life for all.”



Eric Guckian

Eric Guckian has spent his entire life dedicated to improving student outcomes for our nation's public schools. Over the past twenty years, Eric has played a leading role in North Carolina's quality public school efforts, and he has been a part of nearly every significant school reform effort in the state. Eric has steadily risen to occupy leadership roles in all sectors of the education space. He has served within the public sector, implemented successful outcomes for students in rural and urban schools, and advised and collaborated with governors and political leaders on both sides of the aisle.

Eric currently serves as the Vice President of Alliances for Leadership for Educational Equity (LEE) where he leads the organization's fundraising and communications efforts. LEE is a nonpartisan leadership development organization dedicated to getting teachers more civically engaged in policymaking, running for political office, organizing and advocacy.

Prior to joining the staff at LEE, Eric served as Senior Advisor on Education for North Carolina Governor Pat McCrory from 2013-2015. In this role as advisor to Governor McCrory, he represented education efforts for more than 1.6 million K-12 public school students, 800,000 community college students, and 200,000 University of North Carolina students. He spearheaded the largest teacher raises in the nation, broadened career pathways for teachers, and renewed a commitment to high academic standards for all students. In July 2015, Eric was awarded the Order of the Longleaf Pine—the highest civic award given to honor individuals with a proven record of service to the state.

Before joining the Governor's office, Eric served as the founding Executive Director of New Leaders in Charlotte, where he created a community of high-quality principals and teacher leaders focused on driving dramatic student achievement in Charlotte's highest need schools. While with New Leaders, Eric grew a community of 72 school leaders to accelerate learning for Charlotte's highest need students. He was also instrumental in the creation of Project L.I.F.T. (Leadership for Innovation and Transformation), a \$55 million community initiative that focuses on a PK-12 corridor of nine of the highest need public schools in Charlotte, serving 7,000 students. From 2000-2005, Eric led Teach for America-North Carolina as a Program Director and then Executive Director, where he led the expansion of TFA into Charlotte. Over the course of his tenure with TFA, the size of the teaching corps quadrupled and the annual fundraising base tripled. Most importantly, student achievement dramatically increased; students taught by TFA teachers in North Carolina had the highest student achievement outcomes in the country among their TFA peers according to ABC Accountability results and a national study by Mathematica. Guckian has also served as: the Director of Strategic Partnerships for the North Carolina New Schools Project; a consultant to the Bill and Melinda Gates Foundation; and led a strategic planning effort for KIPP.

Eric began his professional career as an elementary science teacher and TFA corps member in the South Bronx. He has also taught in public schools in North Carolina and Massachusetts. Eric is a proud product of the public school system and a first generation college student. He earned his Bachelor of Arts in English at Colgate University in 1993 and later received a Master's Degree in Education from Harvard University in 1998. Eric lives with his wife, Lisa, and his daughters, Scarlett and Elsa, in Durham, North Carolina.

Referenced touch:

Date: 9/18/2017

FMKF Contact: William H. Byrnes, Jr., JoAnn F. Tiefau, and Erin C. Clifford

Grantee: United Way of the Greater Triangle

Grantee Contact/Met With: Mack Koonce, Former President & CEO; Eric Guckian, President & CEO; Deanna Froeber, Director of Knowledge Management and Product Development

Means of Contact: Conference call

Short Summary: Mack contacted WHB with a request to introduce Eric as his replacement. Eric's background is in education, having served in the public and private sector. Eric served as program director then ED at TFA-North Carolina and led the expansion of TFA into Charlotte. He is affiliated with the Hill Center and knows LHV. His resume is impressive. He joined the UWGT team because he was “compelled by the collective impact of the UWGT.” WHB led the discussion on the FMKF side guiding Eric and Deanna on what’s to be included in their 2017 proposal to include total organizational activities (especially updates on all current collaborations) and when to submit their request. He also reemphasized the FMKF’s interest in Orange and Durham Counties, and shared the FMKF strategy of current and future (perhaps the next 5 years) support. While WHB stated that funding would likely remain static, Mack posed the question of whether the UWGT could request an additional \$50-100K for capacity building. WHB gently reminded Mack of the KA initiative and the short-term effect on grants. He also shared that requesting additional funds – up to \$50K – would not offend us but was clear that the odds were not in their favor. Without rejecting this out of hand, WHB assured them the request would be “studied.” There are options the Foundation could consider: designate a portion of an approved grant to capacity building or simply approve GOS funds to best meet their needs.

United Way of the Greater Triangle

2400 Perimeter Park Drive, Suite 150
Morrisville, North Carolina 27560
tel 919.460.8687
fax 919.460.9019

unitedwaytriangle.org



November 9, 2017

Mr. S. Dillard Kirby
Mr. William H. Byrnes, Jr.
Ms. JoAnn F. Tiefau
F.M. Kirby Foundation, Inc.
17 DeHart Street—P.O. Box 151
Morristown, NJ 07963—0151

Dear Ms. Tiefau:

Thank you for your request to provide additional detail to support United Way of the Greater Triangle's grant request on October 11, 2017.

Per your request, we have provided additional detail regarding all 17 of our collaborative investments in the 2017-18 cycle (including the DELTA collaborative), detail regarding our basic needs investments in 2017-18, and a clarifying note about the outcome and numbers served metrics in our original application.

We are thankful to the foundation for the opportunity to provide additional supporting collateral.

If you have any additional questions, please do not hesitate to reach out to me or to Deanna Froeber, Director of Product Development and Knowledge Management, at dfroeber@unitedwaytriangle.org or (919) 463.5022.

Thank you again,

A handwritten signature in black ink that reads "Eric Guckian". The signature is written in a cursive style.

Eric Guckian
President and CEO
United Way of the Greater Triangle

Clarification regarding Total Number of Individuals Served by Collaborative vs Total Number Served by Outcome (Chart beginning page 5):

Individuals may achieve multiple different outcomes under a collaborative’s metrics for success. Therefore, the number of those served under a success metric in the body of the table may not equal the total number of individuals served by the collaborative.

2017-2018 Basic Needs Investments

Per request by the foundation, we have included a breakdown of Basic Needs Investments occurring in 2017-18. In determining funding allocations to our basic needs and collaborative partners in the 2017-18 investment cycle, United Way of the Greater Triangle reaffirmed its commitment to collective impact work and continued to recognize that long-term, sustainable community change requires a long-term commitment. We believe that we need to continue to hone focus in order to work better as partners, strengthen community engagement and fundraising, and to work toward building a family solution pipeline. Our new CEO, Eric Guckian, is committed to continuing to refine our organization-wide partnership strategy, including:

- Defining and measuring our impact clearly, measuring 3-5 community outcomes for UW investments
- Establishing consistent criteria for how we invest our money, people, and time most strategically, including:
 - Allocable dollar investments
 - Program engagement and activities
 - And Innovate United

While our 2017-18 Basic Needs allocations have been reduced by 75% comparative to past years, our commitment to basic needs and food security will continue as more integrated strategies that support these organizational goals -- the basis for our Changing Generations investments. We continue to value the conditions of collective impact, including the imperative for an equity lens in service delivery and access to services; the two-generational framework will have a greater influence in our focus moving ahead.

2017-18 Basic Needs Allocations by County

County Served	Sum of 2017-2018 Allocation
Durham	\$50,922
Johnston	\$22,901
Orange	\$63,040
Orange and Durham	\$6,169
Triangle	\$43,548
Wake	\$230,590
Wake, Durham, Orange	\$4,341
Grand Total	\$421,510

Program Name	Agency Name	Basic Needs Issue	County	2017-2018 Allocation
AHA Building Food Access Systems	Advocates for Health in Action	Food Security Child Hunger	Wake	\$6,169.25
Food and Nutrition Program	Boys and Girls Club of Wake County	Food Security Child Hunger	Wake	\$13,229.25
IFFS Food Security Initiative	Inter-Faith Food Shuttle	Food Security Child Hunger	Triangle	\$23,737.00
Food Security Initiative: Yes2Fresh	Urban Ministries of Wake County, Inc.	Food Security Child Hunger	Wake	\$18,858.00
Bull City Cool Farm and Food Share	Reinvestment Partners	Food Security System Improvement	Durham	\$6,169.25
Alliance Medical Ministry Wellness Program	Alliance Medical Ministry	Food Security Vulnerable Populations	Wake	\$3,701.50
Catholic Parish Outreach Food Pantry	Catholic Charities of the Diocese of Raleigh, Inc.	Food Security Vulnerable Populations	Wake	\$3,418.25
Chapel Hill-Carrboro Meals on Wheels, Inc.	Chapel Hill-Carrboro Meals on Wheels, Inc.	Food Security Vulnerable Populations	Orange	\$3,478.75
Club Nova: Health and Wellness	Club Nova Community, Inc.	Food Security Vulnerable Populations	Orange	\$3,701.50
Food and nutrition program	Community and Senior Services of Johnston County, Inc.	Food Security Vulnerable Populations	Johnston	\$6,587.50
Congregate Nutrition Program-Lahti	Durham Center for Senior Life	Food Security Vulnerable Populations	Durham	\$3,253.25
Food Programs	Inter-Faith Council for Social Services, Inc.	Food Security Vulnerable Populations	Orange	\$6,998.75
Durham Senior Nutrition Program	Meals on Wheels of Durham	Food Security Vulnerable Populations	Durham	\$4,272.75
Wake Meals on Wheels Senior Nutrition	Meals on Wheels of Wake County, Inc.	Food Security Vulnerable Populations	Wake	\$9,312.00
Samaritan Relief	Orange Congregations in Mission, Inc.	Food Security Vulnerable Populations	Orange	\$8,879.25
Primary Healthcare	Alliance Medical Ministry	Health	Wake	\$7,403.00
Mental Health and Bi-Lingual Counseling Services	Catholic Charities of the Diocese of Raleigh, Inc.	Health	Triangle	\$6,169.25
Club Nova	Club Nova Community, Inc.	Health	Orange	\$7,546.00
Child and Family Trauma Treatment Program	El Futuro, Inc.	Health	Orange and Durham	\$6,169.25

Freedom House Recovery Center Program	Freedom House Recovery Center, Inc.	Health	Orange	\$10,720.25
Access to Basic Health Care	SouthLight	Health	Wake	\$38,245.50
Threshold Clubhouse	Threshold	Health	Durham	\$12,338.50
Hospice and Palliative Care	Transitions LifeCare	Health	Triangle	\$6,169.25
Open Door Clinic	Urban Ministries of Wake County, Inc.	Health	Wake	\$11,418.00
Financial Stability: Supportive Housing Program	CASA	Housing	Wake	\$9,231.50
Wrenn House	Haven House, Inc.	Housing	Wake	\$12,685.50
Transition in Place & Outreach Center	Haven House, Inc.	Housing	Wake	\$6,202.75
Residential Programs and Clinic	Inter-Faith Council for Social Services, Inc.	Housing	Orange	\$3,256.00
Crisis Intervention and Support Circles Programs	Inter-Faith Council for Social Services, Inc.	Housing	Orange	\$2,570.50
Johnston Lee Harnett Community Action	Johnston Lee Harnett Community Action	Housing	Johnston	\$4,935.25
Rebuilding Together of the Triangle Program	Rebuilding Together of the Triangle	Housing	Wake, Durham, Orange	\$4,341.00
Emergency Housing Assistance	Triangle Family Services, Inc.	Housing	Wake	\$9,200.75
Helen Wright Center	Urban Ministries of Wake County, Inc.	Housing	Wake	\$4,847.50
Women's Center of Wake County Inc. Program	Women's Center of Wake County, Inc.	Housing	Wake	\$16,039.75
Community and Senior Services of Johnston County Program	Community and Senior Services of Johnston County, Inc.	Safety and Independence	Johnston	\$5,209.25
Domestic Violence Services	Compass Center for Women and Families	Safety and Independence	Orange	\$5,330.00
Family Caregiver Support Program-Swanson	Durham Center for Senior Life	Safety and Independence	Durham	\$6,169.25
Durham Crisis Response Center Program	Durham Crisis Response Center	Safety and Independence	Durham	\$6,169.25
Harbor Program	Harbor, Inc.	Safety and Independence	Johnston	\$6,169.25
HopeLine Crisis and Suicide Prevention Line and Teen TalkLine	HopeLine, Inc.	Safety and Independence	Wake	\$7,896.50

Domestic Violence Victim Services	InterAct	Safety and Independence	Wake	\$18,507.50
Sexual Assault Victim Services	InterAct	Safety and Independence	Wake	\$11,155.50
Legal Aid of North Carolina Program	Legal Aid of NC, Inc.	Safety and Independence	Triangle	\$7,472.00
Client Support Program	Orange County Rape Crisis Center	Safety and Independence	Orange	\$5,659.50
Safe and At Home Program	Resources for Seniors, Inc.	Safety and Independence	Wake	\$18,132.50
Comprehensive Care for Seniors	Senior PharmAssist	Safety and Independence	Durham	\$7,649.75
The Center for Volunteer Caregiving Program	The Center for Volunteer Caregiving	Safety and Independence	Wake	\$4,935.25
VITA	Compass Center for Women and Families	VITA	Orange	\$4,899.50
VITA	Reinvestment Partners	VITA	Durham	\$4,899.50

Per request by the F.M. Kirby Foundation, we are pleased to share the total list of United Way of the Greater Triangle's 2017-18 Collaborative Investments, including the DELTA collaborative.

Changing Generations: Pathways to Progress for Families and Children

2017-2018 Investments

Collaboration Name	Collaboration Summary	Funded Partners	Use of funds	Investments
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Early Childhood Success (0-8)				\$1,227,807.00
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Partnerships for Families of Very Young Children

DELTA	DELTA provides an integrated network of services to support household stability, social-emotional well-being, mental health, school readiness, and school success of children prenatal to age eight and their families in a target area.	Center for Child and Family Health	Home visiting	\$244,974.00
		Child Care Services Association	Childcare Scholarship and onsite teacher consultation	
		Communities in Schools of Durham	Integrated student support	
		Durham's Partnership for Children	Transition to kindergarten coordinator, backbone support	
		Exchange Family Center	In home parent support and classroom support	

Making Connections: Orange County Comprehensive Early Childhood Initiative	OCEC serves families with children ages birth – 5 at risk for toxic stress related to a variety of issues caused by poverty, limited literacy, exposure to violence, etc.	Chapel Hill Training Outreach Project, Inc.	Mental health services, training and supports for families	\$97,990.00
		Child Care Services Association	In depth- training and coaching for teachers	
		Compass Center for Women and Families	Individual financial counseling for parents	
		Freedom House Recovery Center	Transportation	
		Orange County Literacy Council	ESL and Literacy classes for families	
		Orange County Partnership for Young Children	Parent education and backbone function	
		Orange County Rape Crisis Center	Sexual abuse training for families	

Parents and Children Together (PACT)	PACT embeds Triple P (Positive Parenting Program) into its existing programs of developmental day programs, child mental health services, and early intervention.	Learning Together, Inc	Early Intervention, Mental Health Services and Triple P Parent Support	\$146,984.00
		Tammy Lynn Center, Inc.	Early Intervention and Triple P Parent Support	

Partnerships for Child Literacy

Close the Gap	Broad scale book and parent tool kit distribution to children to prevent summer learning loss	Book Harvest NC Early Childhood Foundation	Book distribution and literacy toolkits combatting summer learning loss Addressing parent engagement through community assessment	\$73,493.00
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WAKE Up and Read	WAKE Up and Read engages and educates about the importance of childhood literacy and increases access to literacy resources and opportunities for all children.	Wake County Public School System	Summer book distribution and parent engagement.	\$73,493.00
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Neighborhood Solutions

East Durham Children's Initiative	The EDCI collaborative is intended to strengthen and expand EDCI's existing pipeline of services in the EDCI Zone, particularly in the areas of early childhood, out-of-school learning and resources to support the economic stability.	Center for Child and Family Health Child Care Services Association Dress for Success Triangle NC, Inc. Durham Literacy Center Durham's Partnership for Children East Durham Children's Initiative KidZNotes Village of Wisdom	Durham Connects and Healthy Families Durham Childcare scholarships Supporting the employment needs of EDCI Zone caregivers. ESOL tutoring for adults Transition to K teams at Y.E. Smith and Eastway Elementary Backbone support Innovative arts-based, out-of-school learning opportunities Black Genius Workshops	\$293,964.00
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Great Futures: Family Plus Initiative	Great Futures supports vulnerable children and families to ensure children enter kindergarten ready for success and retain educational and social supports throughout their K-12 Education.	Boys and Girls Club of Johnston County, Inc.	Activities focused on academics, character and healthy lifestyles.	\$100,930.00
		Boys Scouts of America – Tuscarora Council	Scouting program	
		Girl Scouts – North Carolina Coastal Pines, Inc. Partnership for Children of Johnston County	Community outreach program Training sessions and supports for parents of children 0-12 years of age	

Orange Family Success Alliance	Each Family Success Alliance partner provides services in two pilot geographic zones so that 1) children are healthy and prepared for school, 2) children and youth are healthy and succeed in school, 3) youth graduate from high school and college 4) families and neighborhoods support the healthy development of children.	Boomerang	Afterschool programming for youth	\$195,979
		Chapel Hill Public School Foundation	Family reading programming and books	
		Chapel Hill Training Outreach Project, Inc.	Mental health assessments and treatment for families	
		Childcare Services Association	Childcare education and referral for families	
		Compass Center for Women and Families	Financial and career counseling and support for parents	
		El Futuro, Inc.	Bilingual Mental health assessments and treatment for families	
		EmPOWERment, Inc.	youth summer employment	
		Girl Scouts - NC Coastal Pines, Inc.	Afterschool programming for girls	
		Orange County Health Department	Backbone support	
		Orange County Literacy Council	Parent literacy programming	
Orange County Partnership for Young Children	Backbone function			
Volunteers for Youth, Inc.	Youth mentoring			

Household Stability

\$788,817.00

Durham's Collaborative to End Family Homelessness	Collaborative of providers serving homeless families in Durham with holistic support including housing, employment, case management, and special attention for young children.	Durham's Partnership for Children	Self-assessment tool for family shelters	\$263,592.00
		Families Moving Forward	Case management, shelter, Support Circles, aftercare support	
		Housing for New Hope, Inc.	Coordinate rapid re-housing	
		Urban Ministries of Durham, Inc.	Family rooms and Diversion program	

More than a Roof	More Than a Roof Collaborative provides holistic wrap around services for homeless families and children living in hotels.	Catholic Charities	Support Circles program	\$138,166.00
		Families Together	Comprehensive services for families experiencing homelessness	
		Learning Together	Mental Health Services	
		Salvation Army of Wake County	Case management, trainings, other resources, and parenting support	
		Triangle Literacy Council	Literary Services to Children and Families	

Multidisciplinary Team Supporting Vulnerable Families	The Multidisciplinary Team serves vulnerable families and children who have experienced abuse to prevent re-traumatization during assessment, investigation, intervention, and mental health treatment.	SAFEChild	MDT meetings	\$97,990.00
		Triangle Family Services, Inc.	Mental health treatment	

The Family Table	The Family Table offers holistic, integrated services to improve the economic stability and well-being of at least 50 food insecure families where one or more adults is unemployed or underemployed.	Alliance Medical Ministry	Provide a medical home	\$142,085.00
		Catholic Charities of the Diocese of Raleigh, Inc.	Catholic Charities is serving as the Lead Agency	
		Child Care Services Association	Consultation and training sessions	
		Dress for Success Triangle NC, Inc.	Professional attire, personalized fittings, image consulting.	
		Step Up Ministry	Train, equip, support, and employ unemployed family members.	

Wake County Family Violence Collaborative	The primary target population for this project includes low income families who have experienced domestic violence, but have multiple additional barriers to overcome to end the cycle of violence in their homes.	Alliance of Disability Advocates	Independent living skills,	\$146,984.00
		Haven House	Assessment, case management	
		InterAct	Outreach, workshops	
		Kiran, Inc.	Case management and assessment	
		Legal Aid of NC, Inc. SAFEChild	Advocacy Parenting groups, men's groups	

Youth Success \$468,974.00

Adolescent Parenting Transitions	Creating a “portal” through which at-risk youth and their families will be connected to the numerous services and resources provided throughout Johnston County.	Johnston County Industries	Career and leadership training; backbone support	\$74,000.00
		Johnston County Department of Social Services	Case management and direct services	
		Johnston Coalition on Adolescent Pregnancy Prevention	In-school workshops	
		Partnership for Children of Johnston County	Program staff development	

Durham Futures Action Team	Made in Durham is a partnership of education, business, and community leaders with a shared vision: all Durham youth complete a postsecondary credential and begin a career by the age of 25.	Achievement Academy	Resource and Employer Management	\$97,990.00
		Durham Public Schools	Emergency Support for Students	
		Durham Technical Community College	Emergency Support for Students	
		Made in Durham	Backbone Support	

Fostering Family Solutions	The Fostering Family Solutions Collaborative is focused on young families in which one of the parents has a history in the foster care system and are now parenting a child between the ages of 0-8.	PLM Families Together, Inc.	Housing assistance and housing support services	\$146,984.00
		SAFEChild	Parenting interventions/classes	
		The Hope Center at Pullen, Inc.	Case Management; transportation and child care assistance	

Fostering Youth Opportunities	A United Way Initiative that focuses on supporting young people aging out of foster care as they become self-sufficient.	Community Partnerships, Inc. (Durham)	Employment	
		Dress for Success Triangle NC, Inc. (Durham)	Employment	
		Families Moving Forward (Durham)	Housing	
		Johnston County Department of Social Services	Case management	
		Johnston County Industries	Employment	\$150,000.00
		Life Skills Foundation (Durham - Orange)	Housing/Mental Health	
		Orange County Department of Social Services	Case management	
		Families Together, Inc. (Wake)	Housing	
		The Hope Center of Pullen, Inc. (Wake)	Case management	
		Wake Technical Community College (Wake)	Education	
			TOTAL Changing Generations	\$2,485,598.00
