

THERE'S A SPOT  
FOR YOU IN THIS CLASS



MENTORSHIPS TRANSFORM THE  
CLASSROOM  
YOU ARE A MENTOR  
YOU ARE A LEADER  
YOU ARE A FRIEND  
YOU ARE RESPONSIBLE  
YOU ARE A HARD WORKER  
YOU ARE LOVED

MORNING  
MEETING

# Annual Report

2022-2023



United Way  
of Salt Lake





# Every Child, Every Step of the Way

United Way of Salt Lake mobilizes people and resources to improve basic needs and education outcomes for Utah kids and families. We believe that every child, regardless of race, income, or ZIP code, should be supported at every stage of their life so they can reach their full potential. Together with our dedicated donors, community and corporate partners, and volunteers, we are building brighter futures for every Utahn.

## This year we worked with



## Our education work helped

# 90,000

students and parents **through services provided by our robust network of** Community School partnerships.

## 211 Utah had

# 60,210

Interactions with **Utahns to provide basic needs resources and services** such as **food, housing, transportation, healthcare, and many others.**



## Dear Friends,

We are excited to share the impactful work detailed in United Way of Salt Lake's 2023 Annual Report with you. This report reflects the collaborative efforts of our incredible network, including business and government partners, donors, dedicated volunteers, engaged community members, and the talented individuals on our staff and board of directors. Together, we're making strides to ensure that every Utah child can reach their full potential.

A pinnacle moment from the past year was the triumphant expansion of state funding for full-day kindergarten, a milestone achieved after 16 years of relentless advocacy. This victory for Utah children and families stands as a testament to the unwavering commitment of our dedicated education and community partners.

Our education work touched the lives of 90,000 students and parents through afterschool programming, tutoring, and an array of essential services. Students are achieving incredible results, with many of our partner schools outperforming their counterparts in reading and math proficiency.

Thousands of students and their families benefit from vital assistance including food, immunizations, dental care, and vision services thanks to our dedicated education partners. In instances where these services can't be directly provided at school, 211 Utah steps in to bridge the gap, empowering families by facilitating access to essential resources and support.

Our commitment extends beyond immediate assistance—we strive to dismantle enduring barriers that prevent economic mobility and work collaboratively with our partners to foster a community of opportunity. As we share our achievements, we extend our heartfelt gratitude to you for being an integral part of this incredible team. Together, we're not just changing lives; we're shaping a brighter future for all.

Thank you for your unwavering support!



Bill Crim  
*President and CEO*



Kirk Aubry  
*Chair, Board*

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### United Way of Salt Lake Senior Management Team

**Bill Crim**, *President and CEO*  
**Kat Johnson**, *Chief of Staff*  
**Christina-Mai Just**, *Chief Equity Officer*  
**Angela Matthes**, *Chief Financial Officer*  
**Peter Moes**, *Chief Development Officer*

**Amy Ahrens Terpstra**, *Chief Impact Officer*  
**Elizabeth Garbe**, *VP of Public Policy*  
**Jamie Kaneko**, *VP of Strategic Communications and Marketing*  
**Sandra Carpio**, *211 Managing Director*  
**Garet Hawley**, *Senior Director, People Operations*



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2.1.1

## Utah Highlights

**211 Utah strengthened community relationships and interacted with**

**266,297**

**Utahns to provide essential referrals, enhanced services, and upgrades by:**

### Ensuring Connected Service

The Utah Coordination Center (UCC), overseen by 211 Utah, is a web-based platform that responds to referrals in just one day, connecting medical, behavioral health, and social service providers for a more seamless client experience. 211 Utah has undergone technology upgrades resulting in a more coordinated and effective response and a significant increase in referrals to service providers within the network.

### Moving From Information Referral to Service Navigation

Utah's social service system is incredibly complex, and people often need further support to get help in their critical situations. Rather than simply referring clients to resources, 211 Utah is shifting to support customers more comprehensively through service navigation. This approach is a more proactive and hands-on way to guide individuals through the complexities of available services, advocate on their behalf, engage in creative problem solving, and ensure access to the most suitable and relevant resources. This shift is crucial to ensure people's needs are met.

### Facilitating Care

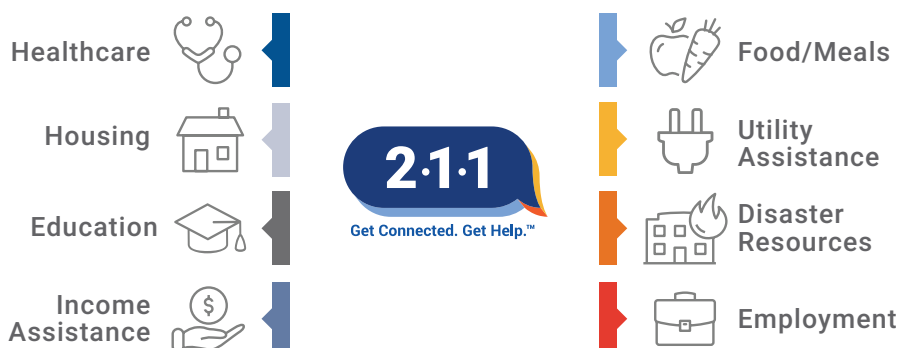
211 Utah provided 13,848 on-demand rides through a partnership with Lyft and United Way Worldwide. Responses from 5,506 customers showed they needed a ride to essential services such as:

Medical	Employment	Financial	Food	Education
3,831	994	343	269	69

### Food Delivery

For some Utahns, mobility/transportation is a barrier to access basic needs like food. 211 Utah coordinated 2,449 food deliveries to 357 households through partnerships with DoorDash, United Way Worldwide, International Rescue Committee - New Roots, Granite School District, and Copperview Food & Resource Center.

### 211 Utah Top Service Categories



\*Throughout 2023, we launched and made updates to our new website which made web searching, at times, unavailable or limited to customers.  
\*\* Utah Coordination Center (UCC), overseen by 211 Utah, plays a central role in the Unite Us Network, a web-based referral platform.





## Fully-Expanded Funding for Full-Day Kindergarten

In March, the Utah Legislature fully expanded funding for optional full-day kindergarten for all Utah students. This victory came after 16 years of relentless advocacy. UWSL worked alongside the Utah Full-Day Kindergarten Now Coalition and other education leaders to make FDK available for generations to come. Utah State Board of Education (USBE) data indicates enrollment in FDK has more than doubled for this school year, from 34% to 77% of 5-year-olds enrolled. In 32 of the 41 school districts – including Davis, Granite, and Canyons – more than 90% of children are enrolled in FDK. We are thrilled that parents now have this choice and that children will have a stronger foundation for their future educational success.

## Virtual Tutoring Helps Kindergarteners Improve in Math

Our collective efforts in education are yielding remarkable results for kids across Utah communities. The schools we partner with are achieving incredible milestones from improved graduation rates to breakthrough growth in reading and math. Data shows these improvements are outpacing similar schools—a testament to the dedication of our education partners. When kids succeed in school, they are also better equipped to succeed in life.

## Parent Engagement in Kearns

Parent Cafes are ongoing initiatives to foster engagement among Spanish-speaking parents in Kearns Community Schools. What began as intimate home gatherings to address challenges of parental involvement during the COVID-19 pandemic has evolved to widespread monthly meetings across multiple schools. Sessions cover crucial topics such as student safety and career paths. Parent Cafes have not only enhanced parental involvement but have also empowered Spanish-speaking parents to take leadership roles in their school communities.

## East High ESL Students

Over 50 English as a Second Language students at East High School engaged in a transformative literacy initiative alongside UWSL's Women United members last year. Focused on improving their English proficiency, these students embraced storytelling and crafted children's books that mirrored their diverse backgrounds and dreams. These compelling narratives, featuring student illustrations, were proudly presented at our Power of Your Purse gala. The event left a strong impression on guests as students, parents, and teachers shared their powerful stories. As the school year concluded, students celebrated their literary triumphs with Women United mentors. Many of these students plan to return and mentor new students next year.





# 2022-2023 Volunteering

## A Record-Breaking Year of Service

United Way of Salt Lake volunteers stepped up this past year to help students learn, beautify campuses and community spaces, support food pantries, and so much more through meaningful service opportunities. More than 1,700 volunteers dedicated 3,500 service hours, leading to a record-breaking year of service.

## Volunteer 2023 Wrapped



**1,715**  
volunteers



**3,500**  
hours of service



**107,000**  
school supplies



**7,800**  
backpacks



**4,900**  
books



**14,474**  
snack kits



**3,529**  
weekend meal kits



**1,343**  
hygiene kits

## Year of Action Events

### Read Across America Day

The literacy-focused service event in March brought **340 volunteers** to elementary schools across the Wasatch front to instill a love of reading. Volunteers engaged students in reading activities and donated **4,900 books** to enrich school and home libraries.

### Stuff the Bus

Making sure kids have the school supplies they need to start the school year off right is top priority for this signature volunteer event! Volunteers raised **\$30,000** to purchase **7,800 backpacks** and school supplies for **11,000 students**.

### Day of Caring

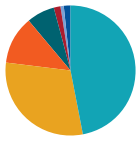
Our 31st Day of Caring involved **700 volunteers in 33 projects** at schools, afterschool programs, and nonprofits addressing diverse community needs. The event has transformed into a “season of service” with some projects taking place throughout the fall months.

## Mentors and Tutors Make a Difference

One of the most impactful ways to volunteer with UWSL is by becoming a mentor or tutor. Through our Mentor 2.0 program, in partnership with Big Brothers Big Sisters, volunteers support high school students to increase college and career readiness and to help them prepare for their next steps after graduation. Last May, every senior from Cottonwood High School that participated in the program graduated with an option to go to college!

Learn more about volunteer opportunities at [uw.org/get-involved/volunteer](https://uw.org/get-involved/volunteer)

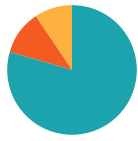
## 2022-2023 Financials



**\$15.29M**

### \*Revenue

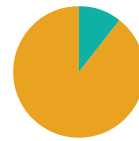
47%	<b>Direct Contributions:</b> \$7,213,354
30%	<b>Foundations and Private Grants:</b> \$4,569,585
12%	<b>Government Funding:</b> \$1,863,366
7%	<b>Investment Returns:</b> \$1,014,794
1.5%	<b>Donated Goods and Services:</b> \$225,834
1.5%	<b>Other Revenue:</b> \$211,363
1%	<b>Sponsorships and Special Events:</b> \$191,567



**\$15.65M**

### Community Investments and Expenditures

79.5%	<b>Programs, Partnerships, Grants, and Impact Goals:</b> \$12,443,371
11.3%	<b>Resource Development:</b> \$1,760,095
9.2%	<b>Management and General:</b> \$1,440,698



**\$28.9M**

### Total Assets

<b>\$3,783,579</b>
Liabilities
<b>\$25,114,332</b>
Net Assets
<b>\$28,897,911</b>
Total Assets

\*Total Revenue of \$15,289,863 includes current fiscal year pledges for which cash may be collected over multiple years. Total Revenue does not include cash collected on pledges included in revenue in prior years. For complete audited financial statements visit UW.ORG.

**United Way of Salt Lake** is a platinum-level GuideStar participant, demonstrating its commitment to transparency. Better Business Bureau concluded that United Way of Salt Lake meets all 20 standards for charity accountability, making United Way of Salt Lake a BBB Accredited Charity.



## 2022-2023 Board of Directors

### Kirk Aubry

President & CEO  
Savage

Chair, Board

United Way of Salt Lake

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The Church of Jesus Christ of  
Latter-day Saints

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Founder  
Multiplier Advisors

### Joelle Steward

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Rocky Mountain Power,  
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South Valley Chamber

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Senior Vice President, Market Manager  
Bank of America

### Art Turner

Vice President & General Manager  
Enterprise Holdings

### Michael Anglin

Enterprise Accounts Sales Manager  
UPS Main Hub

### Deneiva Knight

External Affairs Director  
Mountain West Region  
Comcast

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U.S. Attorney's Office

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### Tricia Warnken

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### Lauren Call

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Penna Powers

### Jenny Wilson

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Salt Lake County

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United Way of Salt Lake

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### John Milliken

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Milcom, Inc.

### Sarah Starkey

Chief Legal Officer  
The Larry H. Miller Company

### Jorge A. Fierro

Chief Executive Officer  
The Fierro Group

# Thank you to our generous donors for having the vision and commitment to help drive large-scale social change along the Wasatch Front.

\*Based on donations **FY 2019–2023**

## TRANSFORMATIONAL: \$2,500,000 +

## PACESETTERS: \$25,000 +

<div>Blue Meridian Partners</div> <div>Call to Action Philanthropies</div> <div>Intermountain Health</div> <div>Mark &amp; Kathie Miller</div>	<div>StriveTogether</div> <div>Utah Department of Health &amp; Human Services</div> <div>Utah State Board of Education</div> <div>Zions Bank</div>	<div>3M Health Information Systems</div> <div>Aetna Inc.</div> <div>Alliance Data</div> <div>Amazon</div> <div>American Cancer Society Great West Division</div> <div>Ames Construction</div> <div>Art &amp; Christina Turner</div> <div>ARUP Laboratories</div> <div>Associated Food Stores, Inc.</div> <div>Beneficial Life Insurance Company</div> <div>Benson &amp; Julie Lewis</div> <div>Bharani Srinivasan</div> <div>Bill &amp; Diane Crim</div> <div>Blake Fisher</div> <div>Border States Electric</div> <div>Cargill, Inc. Industrial Salt Division</div> <div>CBIZ MHM, LLC</div> <div>Child Family Foundation</div> <div>Christy Sports</div> <div>Cirris Systems Corporation</div> <div>Citigroup</div> <div>Collins Aerospace Raytheon Technologies</div> <div>Colvin Engineering Associates, Inc.</div> <div>Community Action Partnership of Utah</div> <div>Danya Pastuszek &amp; John Branecki</div> <div>David &amp; Susan Carlebach</div> <div>Davis School District/ Davis Education Foundation</div> <div>Deloitte &amp; Touche</div> <div>Delta Air Lines</div> <div>Dennis Spackman</div> <div>Deseret Book Company</div> <div>Deseret Management Corporation</div> <div>Deseret News Publishing Company</div> <div>Dr. Chuck Norlin</div> <div>Edward &amp; Rebecca Fowler</div> <div>Edwards Lifesciences</div> <div>Emma Eccles Jones Foundation</div> <div>Exact Science Corp</div> <div>Exxon Mobil Corporation</div> <div>EY</div> <div>Federal Reserve Bank of San Francisco Salt Lake City Branch</div> <div>Fredrick H. Barth Foundation</div> <div>Glen Kuball</div> <div>Google</div> <div>Harland Clarke</div> <div>Harland Clarke American Customer Contact Center</div> <div>Harris &amp; Amanda Simmons</div> <div>Hexcel Corporation</div> <div>Jane &amp; Tami Marquardt</div> <div>Jennifer &amp; Shane Smith</div> <div>John &amp; Andrea Miller</div> <div>John B. &amp; Flora D'Arcy</div> <div>JPMorgan Chase Bank, N.A.</div> <div>Kay Hall</div> <div>KeyBank</div> <div>King Family Foundation</div> <div>Kirk &amp; Katie Aubry</div> <div>L.S. Peery Foundation</div> <div>L3Harris Technologies</div> <div>Lawrence &amp; Virginia Hjalmarson</div> <div>Lawrence T. &amp; Janet T. Dee Charitable Foundation</div>	<div>Lew Swain</div> <div>Love Communications</div> <div>LSI</div> <div>Lumen</div> <div>Mark &amp; Karen Bouchard</div> <div>Mark Lucas</div> <div>Michael &amp; Alicyn King</div> <div>Michelle &amp; James Azzaro</div> <div>Mikelle Moore</div> <div>Mortenson Construction</div> <div>Nationwide Insurance</div> <div>Norman &amp; Carol Foster</div> <div>Patrick &amp; Nancy Dean</div> <div>Paul Burdiss</div> <div>PCL Construction, Inc. Jordan Basin WRF Project</div> <div>Rachel Jepperson</div> <div>Ray &amp; Janet Pickup</div> <div>Robert &amp; Alane Boyd</div> <div>Robert Keener</div> <div>Rudy Gobert</div> <div>Salt Lake City Corporation</div> <div>Salt Lake Community College</div> <div>Sandy City Corporation</div> <div>Scott &amp; Anna McLean</div> <div>Scott &amp; Jesselie Anderson</div> <div>Silicon Valley Bank</div> <div>Silicon Valley Community Foundation</div> <div>State of Utah - Department of Heritage and Arts Agency</div> <div>Stephanie &amp; Tom Scheffler</div> <div>Stephen Connor</div> <div>Steven Glaser &amp; Camille Pierce</div> <div>Swire Coca-Cola, USA</div> <div>Synchrony Financial</div> <div>Tanya &amp; LeRoy Vea</div> <div>Target Stores, Inc.</div> <div>TD Williamson Global Pipeline Integrity Center</div> <div>Terri Mccarthy</div> <div>The Byrne Family</div> <div>The Church of Jesus Christ of Latter-day Saints</div> <div>The Fidelity Foundation</div> <div>The Gerrish H. Milliken Foundation</div> <div>The Larry H. Miller Company</div> <div>Thomas &amp; Candace Dee Family Foundation</div> <div>TLC Impact Fund</div> <div>Tony Sweet</div> <div>TURN Community Services</div> <div>Union Pacific Railroad</div> <div>UnitedHealth Group</div> <div>University of Utah Hospitals and Clinics</div> <div>Utah Metal Works, Inc.</div> <div>Vanessa Benner</div> <div>Walmart Stores, Inc.</div> <div>Walton Family Foundation</div> <div>Warnken &amp; Haas Household</div> <div>Washington Federal Savings</div> <div>West Valley City</div> <div>Wheeler Foundation</div> <div>Willard L. Eccles Charitable Foundation</div> <div>Zachry Group</div> <div>Zeke &amp; Angela Dumke</div>
VISIONARIES: \$1,000,000 +			
<div>Daniels Fund</div> <div>George S. &amp; Dolores Doré Eccles Foundation</div> <div>Kem C. and Carolyn Gardner</div>	<div>Norman C. Tanner and Barbara L. Tanner Charitable Trusts</div> <div>Savage</div> <div>UPS</div> <div>Williams</div>		
INNOVATORS: \$250,000 +			
<div>American Express</div> <div>Bank of America</div> <div>Beverly Taylor Sorenson Foundation</div> <div>Bill &amp; Melinda Gates Foundation</div> <div>CHG Healthcare</div> <div>Comcast</div> <div>Costco</div> <div>Enterprise Mobility</div> <div>Goldman Sachs Bank USA (GS Bank)</div> <div>Jacobsen Construction</div> <div>John &amp; Anne Milliken</div> <div>Management &amp; Training Corporation</div>	<div>O.C. Tanner</div> <div>Rocky Mountain Power</div> <div>A Divisionof PacifiCorp</div> <div>Salt Lake County</div> <div>Stand Together Foundation</div> <div>The Boyer Family</div> <div>The Church of Jesus Christ of Latter-day Saints Foundation</div> <div>University of Utah</div> <div>Utah Department of Workforce Services</div> <div>Utah Transit Authority</div> <div>WCF Insurance</div>		
ACCELERATORS: \$100,000 +			
<div>Alliance for Early Success</div> <div>Bonneville International Corporation</div> <div>Cambia Health Foundation</div> <div>Chevron, USA Inc.</div> <div>Department of Health and Human Services</div> <div>Dominion Energy</div> <div>EnerBank USA</div> <div>FedEx</div> <div>Gardner Company</div> <div>GE Healthcare</div> <div>Homie Real Estate</div> <div>Intercontinental Exchange</div> <div>Kern River Gas Transmission Company a Berkshire Hathaway Energy Company</div> <div>Larry H. and Gail Miller Family Foundation</div> <div>Mark Miller Subaru</div> <div>Mark Miller Toyota</div> <div>Michelle &amp; Timothy Hollingsed</div>	<div>Northrop Grumman Innovation Systems</div> <div>Parsons Behle &amp; Latimer</div> <div>Peace &amp; Possibility Project</div> <div>PricewaterhouseCoopers</div> <div>Scheels</div> <div>Siemer Institute</div> <div>Sorenson Impact Foundation</div> <div>State of Utah</div> <div>The Church of Jesus Christ of Latter-day Saints - Humanitarian Services</div> <div>The Huntsman Family Foundation</div> <div>The Kahlert Foundation</div> <div>U.S. Bank</div> <div>Utility Trailer Manufacturing Co.</div> <div>Wasatch Electric A Division of Dynalectric</div> <div>Wasatch Residential Group</div> <div>Wells Fargo</div>		