Dear Friends,

When you think of United Way, what comes to mind? When we think of United Way, we think of you because you are the strength of the organization. United Way represents Berks County at its best: a community of caring people and organizations working together on a shared dream of a community where everyone can have a safe, stable and successful life.

We are in awe of the community’s continued commitment and generosity. Last year, more than 2,000 volunteers supported United Way. Volunteers served as board and committee members to provide leadership, oversight and strategic thinking. Ready.Set.READ!, a community collaboration, continues to progress because of many volunteers including the tutors who support reading activities with elementary children on a weekly basis during the school-year. In addition, volunteers made our inaugural Big Cheese Project a huge success by packaging 100,000 nutritionally fortified macaroni and cheese meals in less than four hours...meals which were donated to the Greater Berks Food Bank. You volunteered and you gave generously to the campaign which reached new heights by raising more than $9.8 million in 2015.

Successful campaigns translate into dollars invested in high performing programs delivered through our partner organizations. Right now, your support is helping fund nearly 60 community programs and initiatives that make a difference in the lives of more than 100,000 local people each year. By strategically focusing resources in the key areas of education, income, health and safety-net services, we are investing in long-term solutions that help people every day.

Planning for the future of our community includes identifying and connecting with the next generation of leaders. That is why United Way is excited about our newest initiative, Emerging Leaders United, also identified as ELU. ELU provides a wide range of volunteer engagement, personal development and social opportunities for younger members of the community. The program is off to a great start and we look forward to engaging even more young leaders in 2016.

Please visit our brand new, mobile-friendly website which allows us to share our work and partnerships, as well as showcase volunteer activities, special events and more. Check it out at uwberks.org. Please stay connected by following us on Facebook, Instagram, Twitter and LinkedIn.

We invite you to read more about our progress and accomplishments as you page through this Annual Report. It is our collective story of the past year - - what we as a community have achieved by working together.

Great things happen when we LIVE UNITED.

Chris Kraras  
Board Chair

Tammy White  
President
Berks County is an incredibly GENEROUS community!

Thank you for helping raise more than $9.8 million. Together, we improve lives and strengthen our community. Through workplace giving, individuals, legacy giving, corporate gifts, stock and more, each gift means our community is a better place for everyone.

Your support makes it happen!

- The United Way of Berks County Tocqueville Society, which is made up of individuals that personally contribute a generous annual gift of $10,000 or more, represents more than 23% of the total annual campaign. The Tocqueville program experienced significant growth this past year and currently consists of 146 members.

- The Pacesetter Program is integral to the success of the annual campaign and represents 25% of the total 2015 campaign, with 1,474 members contributing an annual gift of $1,000 or more. In 2015, these individuals collectively contributed more than $2.47 million.

- The 2015 Community Leaders Challenge Match, which provided $200,000 in matching dollars allowing leadership giving donors to maximize their contributions, was generously supported by The UGI Companies and two anonymous donors.
There's no one way to create lasting, generational change. And that's the kind of change we're talking about when we tackle complex interconnected issues like school readiness, reading proficiency, financial stability, helping people meet basic needs and leading healthy lives. So, United Way funds high priority and high performing health and human service programs throughout Berks County within four focus areas: Education, Income, Health and Safety Net Services.

Thanks to the community’s support, we are proud to invest in more than 50 local programs to help more than 100,000 local people. More than 70 volunteers — people like you — invest hours of their time and expertise to identify the best possible community investments. The volunteers evaluate each funded program’s performance on an annual basis.

**FOCUS AREA: EDUCATION**

**EDUCATION: $2,629,518**

We all have a stake in making sure children grow up to be productive members of our community. This begins with the foundation of a good education. Key education issues addressed by United Way supported programs include school readiness and youth development.

- ARC ADVOCACY SERVICES
  Education Programs
- BIG BROTHERS/BIG SISTERS OF BERKS COUNTY
  Mentoring Program Services
- BIRDSBORO COMMUNITY MEMORIAL CENTER
  Education Programs
- CAMPFIRE USA: ADAHI COUNCIL
  Community Outreach
- THE CHILDREN’S HOME OF READING
  Alternative Education Program
- CENTRO HISPANO DANIEL TORRES, INC
  Opening Doors
- BERKS COUNTY INTERMEDIATE UNIT
  Child Care
- GIRLS SCOUTS EASTERN PENNSYLVANIA
  Outreach to At-Risk Girls
- HAWK MOUNTAIN COUNCIL:BOY SCOUTS OF AMERICA
  Comprehensive Youth Development
  Urban Scouting
- OLIVET BOYS AND GIRLS CLUB of READING & BERKS COUNTY
  Comprehensive Youth Development
- OPPORTUNITY HOUSE
  Child Care Program
- SALVATION ARMY: READING CORPS
  Learning Center
- YMCA OF READING & BERKS COUNTY
  Child Care/Healthy Youth Development
  Baby University
FOCUS AREA: INCOME

INCOME: $407,826

When people are unemployed or cannot meet basic needs, the impact is felt throughout the community. The lack of financial stability is linked to negative societal issues. United Way’s efforts in the areas around supportive housing programs and promoting personal financial management are designed to help others gain long-term stability.

HABITAT FOR HUMANITY OF BERKS COUNTY
Homeownership for Needy Families

LITERACY COUNCIL OF READING & BERKS COUNTY
Literacy Training & ESL

SALVATION ARMY: READING CORPS
Supportive Housing

THRESHOLD REHABILITATION SERVICES, INC.
Berks Personnel Network

YMCA OF READING & BERKS COUNTY
Transitional Housing

READING AREA COMMUNITY COLLEGE
Bilingual ESL Classes

RAPID RESPONSE FUND GRANTS
Literacy Council of Reading-Berks

LIVE UNITED GRANTS
Berks County Justice System Employment Council

FOCUS AREA: HEALTH

HEALTH: $1,991,881

Health impacts every aspect of a person’s life. Good health allows children to learn better and adults to live more productive lives. United Way funded programs address both the preventive aspect of health issues, while also addressing more intervention types of needs.

AMERICAN CANCER SOCIETY

BERKS CONNECTIONS/PRETRIAL SERVICES
Prisoner Re-Entry Program

BERKS ENCORE
Meals on Wheels

BERKS DEAF & HARD OF HEARING SERVICES
Advocacy & Client Services

BERKS VISITING NURSE ASSOCIATION
Skilled Nursing & Related Services

BERKS WOMEN IN CRISIS
Counseling

BOYERTOWN AREA MULTI-SERVICE
Supportive Services for Older Adults

CO-COUNTY WELLNESS SERVICES
HIV/AIDS Education and Prevention
Case Management for Older Adults

EASTER SEALS OF EASTERN PENNSYLVANIA
Pediatric Clinics
Out Patient Therapy
Therapeutic Recreation

FAMILY GUIDANCE CENTER
Counseling

GREATER READING MENTAL HEALTH ALLIANCE
Advocacy and Support Groups

THE READING HOSPITAL CENTER FOR MENTAL HEALTH
Child Psychiatric Services

STRATEGIC ISSUE GRANTS
Berks AIDS Network/Co-County Wellness

VENTURE GRANTS
Abilities in Motion
Easter Seals Eastern Pennsylvania
Goodwill Industries Keystone Area
Threshold Rehabilitation Services, Inc.

LIVE UNITED GRANTS
Berks T1D Connection
Unending Promise

continued on next page >
When people’s basic needs are not met, the consequences may be severe. United Way’s mission is to ensure the basic necessities of life are available for those most in need. Our partnerships and programs provide a crucial safety net for vulnerable populations to quickly access help and support for a better quality of life. United Way funded programs address immediate needs, as well as help address the root causes of issues.

AMERICAN RED CROSS: Berks County Chapter
- Disaster Preparedness
- Disaster Response
- Emergency Communications to Armed Forces
- Veterans Transportation

BERKS COALITION TO END HOMELESSNESS
- Homeless Prevention

BERKS WOMEN IN CRISIS
- Shelter
- Hotline/Rapid Response

BOYERTOWN AREA MULTI-SERVICE
- Basic Needs

CATHOLIC CHARITIES: DIOCESE OF ALLENTOWN
- Case Management/Counseling for Veterans and Families

CENTRO HISPANO DANIEL TORRES, INC
- Information and Referral

FRIEND, INC. COMMUNITY SERVICES
- Community Resource Connections

JEWISH FAMILY SERVICES
- Food Bank
- Case Management
- Transportation Services

MIDPENN LEGAL SERVICES
- Legal Representation for Basic Needs

OPPORTUNITY HOUSE
- Shelter Program

SAFETY NET SERVICES: $1,679,463

SAVATION ARMY: READING CORPS
- Family Services Program

SAVATION ARMY: SERVICE EXTENSION UNITS
- Community Welfare

UNITED SERVICE ORGANIZATION

GREATER BERKS FOOD BANK
- Access to Food

PAYMENTS TO OTHER ORGANIZATIONS
- United Community Services

RAPID RESPONSE FUND GRANTS
- Bridge of Hope Berks County
- Family Promise of Berks County
- Greater Berks Food Bank
- Opportunity House
- YMCA of Reading & Berks County - Reconnection Program

OTHER GRANTS
- Community Prevention Partnership
- Greater Berks Food Bank
- Outreach, Inc.
- United Way of Lancaster County
- Pennsylvania CASA
- PA 2-1-1

LIVE UNITED GRANTS
- Oley American Legion Post 878
We bring together volunteers

We know it's important to you to make a difference within our community. Part of United Way's mission is to connect people and organizations to community and volunteer opportunities throughout Berks County.

The LIVE UNITED spirit was front and center with our Day of Caring and The Big Cheese Project. More than 400 volunteers participated in last year’s Day of Caring and helped with varied volunteer activities, including beautification, maintenance and clean-up projects. Over 300 people volunteered for The Big Cheese Project and packaged 100,000 nutritionally-fortified mac & cheese meals. The meals were shared with the Greater Berks Food Bank, which were then distributed to area families in need.

We Bring Together VOLUNTEERS

Visit uwberks.org throughout the year to learn more about community volunteer opportunities. Whether you would like to participate in one of United Way’s volunteer events, coordinate a company team volunteer project, or plan a family volunteer activity, your involvement will help build a stronger Berks County.

United Way thanks our more than 2,200 volunteers who provide valuable leadership, expertise and guidance, which in turn, allows our organization to extend our resources. In 2015, the monetary value of volunteer time was estimated to be $983,159, based on the Independent Sector’s value of volunteer time of $23.56 per hour.

Alcon Research, Ltd.
Eneudy Baez
Amber Brossman

Cambridge-Lee Industries, LLC
Tim Snyder

Carpenter Technology Corporation
Jason Gregro
Steve Kemery
Fred Heckman

East Penn Manufacturing Co., Inc.
Benny Estrada
Deb Michael
Scott Cass

Fulton Bank
Jonathan Hogan

Met-Ed, A FirstEnergy Company
Carlxta De La Rosa

National Penn
Jonathan Keller

Penske Truck Leasing Co.
Aphrodite Felix
Jamie Mitstifer

UGI Energy Services
Paulette Bartashus
Jackie Nawa

Community Volunteers
Rich Bittle
Liz Charles
Irv Evans
Mike Reese

Thank you also to EnerSys and Quadrant EPP USA, Inc. for supporting the 2015 LCS Program

LCSs dedicated to Reading Health System
Orlando Castro
Richell Garipoli
Joanna Horst
United Way’s Board of Directors is a committed group of leaders representative of our community whose strategic decision-making and guidance steer the organization. They share their passion, expertise, and the resources needed to get things done.

**Board Chair:**
**Chris Kraras* **
*White Star Tours and Travel Center*

**Lenin Agudo**
*City of Reading*

**Paula Barron**
*Tompkins VIST Bank*

**James S. Boscov**
*Boscov’s Department Store, LLC*

**Carl N. Botterbusch**

**Ramiro M. Carbonell**
*Stevens & Lee*

**Paul Cohn***
*Clermont Wealth Strategies/ Fulton Bank*

**Sharon Danks***
*Tweed-Weber, Inc.*

**Robert D. Davis**
*Tompkins VIST Bank*

**Diane Duff**

**Michael A. Duff***
*Penske Truck Leasing Co.*

**Andrea J. Funk***
*Cambridge-Lee Industries, LLC*

**Sara Galosi**
*Alcon Research, Ltd.*

**Scott L. Gruber***
*Tompkins VIST Bank*

**Dr. Jill Hackman**
*Berks County Intermediate Unit*

**Barbara Hall***

**Bradley C. Hall***
*UGI Energy Services, Inc.*

**Alisa Harris**
*UGI Utilities, Inc.*

**Gordon Hoodak**
*Lauer’s Park Elementary School*

**Delphia Howze**
*Penske Truck Leasing Co.*

**Scott M. Hunsicker**
*Reading Fightin Phils*

**Daniel B. Huyett**
*Stevens & Lee*

**Ellen Huyett**

**Steven Keifer**

**Nick Marmontello***

**Beth Mastromarino Gallen**
*Van Reed Wealth Management LLC*

**Lori Mieczkowski***
*United Labor Council of Reading & Berks County*

**Dr. Khalid Mumin**
*Reading School District*

**Laurie Peer***
*RKL Wealth Management, LLC*

**Scott Rehr***
*Emerald Advisors, Inc.*

**Marilu Rodriguez**
*RB Legal Counsel LLC*

**Mike Schmidtlein**
*EnerSys*

**Edward Shuttleworth**
*Met-Ed, A FirstEnergy Company*

**Jerome T. Simcik**
*SFS Intec, Inc.*

**Timothy J. Simmons***
*Baker Tilly Virchow Krause LLP*

**Alison Snyder***
*East Penn Manufacturing Co., Inc.*

**Timothy Snyder**
*National Penn*

**David L. Strobel**
*Carpenter Technology Corporation*

**Therese Sucher**
*Reading Health System*

**Patrick Velekei**
*The Giles Financial Group*

**Jeffrey Wasmuth**
*Wells Fargo*

**Dr. Anna Weitz**
*Reading Area Community College*

* Executive Committee member
### Condensed Financial Statement Information

**UNITED WAY OF BERKS COUNTY**

**AS OF DECEMBER 31, 2015**

The financial results presented are taken from United Way of Berks County's IRS Form 990 using the December 31, 2015 Audited Financial Statements. The 2015 Audited Financial Statements contain an unmodified opinion, which is the highest opinion an organization may receive. United Way's complete audited financial statements and tax filing (IRS Form 990) may be obtained from the United Way of Berks County’s website (www.uwberks.org) or by contacting the United Way office.

#### ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Short Term Investments</td>
<td>$3,463,162</td>
<td>$3,067,971</td>
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<tr>
<td>Pledges Receivable</td>
<td>$7,203,717</td>
<td>$7,263,944</td>
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<tr>
<td>Long Term Investments (at Market)</td>
<td>$9,638,597</td>
<td>$9,879,533</td>
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<tr>
<td>Other Assets</td>
<td>$125,346</td>
<td>$189,433</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$20,430,821</strong></td>
<td><strong>$20,400,881</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Liabilities</td>
<td>$2,078,283</td>
<td>$2,331,441</td>
</tr>
<tr>
<td>Non-Current Liabilities</td>
<td>$412,291</td>
<td>$256,201</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$2,490,574</strong></td>
<td><strong>$2,587,642</strong></td>
</tr>
<tr>
<td><strong>Unrestricted, Available for Use</strong></td>
<td><strong>$2,617,925</strong></td>
<td><strong>$2,584,469</strong></td>
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<tr>
<td>Temporarily Restricted</td>
<td><strong>$8,056,991</strong></td>
<td><strong>$7,841,281</strong></td>
</tr>
<tr>
<td>Board Restricted Endowment</td>
<td><strong>$1,641,746</strong></td>
<td><strong>$1,709,527</strong></td>
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<tr>
<td>Permanently Restricted Endowment</td>
<td><strong>$5,623,585</strong></td>
<td><strong>$5,677,962</strong></td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$17,940,247</strong></td>
<td><strong>$17,813,239</strong></td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td><strong>$20,430,821</strong></td>
<td><strong>$20,400,881</strong></td>
</tr>
</tbody>
</table>

#### REVENUE

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$9,889,098</td>
<td>$10,132,601</td>
</tr>
<tr>
<td>Investment and Other Income</td>
<td>$433,533</td>
<td>$622,977</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$10,322,631</strong></td>
<td><strong>$10,755,578</strong></td>
</tr>
</tbody>
</table>

#### EXPENSES

<table>
<thead>
<tr>
<th>Program Services</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investments in Programs</td>
<td>$6,771,283</td>
<td>$7,227,671</td>
</tr>
<tr>
<td>United Way Community Impact Program</td>
<td>$943,223</td>
<td>$880,258</td>
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<tr>
<td><strong>Community Support</strong></td>
<td><strong>$7,714,506</strong></td>
<td><strong>$8,107,929</strong></td>
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</table>

#### SUPPORT SERVICES

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising</td>
<td>$1,154,396</td>
<td>$1,134,120</td>
</tr>
<tr>
<td>Administration</td>
<td>$638,974</td>
<td>$640,667</td>
</tr>
<tr>
<td><strong>Total Support Services</strong></td>
<td><strong>$1,793,370</strong></td>
<td><strong>$1,774,787</strong></td>
</tr>
</tbody>
</table>

#### NET PERIODIC PENSION COST/SETTLEMENT LOSS

|                     | **$219,829** | **$23,495** |

#### RECONCILIATION TO AUDIT

<table>
<thead>
<tr>
<th></th>
<th><strong>$58,487</strong></th>
<th><strong>($215,831)</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrealized Gains/Loss on Investments</td>
<td>($526,404)</td>
<td>($23,668)</td>
</tr>
</tbody>
</table>

#### Change In Net Assets

|                     | **$127,009** | **$609,870** |

#### Net Assets Beginning of the Year

|                     | **$17,813,239** | **$17,203,369** |

#### Net Assets End of the Year

|                     | **$17,940,247** | **$17,813,239** |

* United Way of Berks County believes prudent and responsible management requires the organization to establish and maintain an unrestricted net asset balance sufficient to provide working capital and adequate liquidity in the event of unexpected events affecting revenue generation and cash flow. The balance is within the target level of three to six months of distributions and expenses.

** Committed to service allocations and operations for future years.

*** A settlement of the pension obligation takes place when the sum of the benefit payments for the year exceed the sum of service cost and interest cost. As per Generally Accepted Accounting Principles, United Way recorded a loss for fiscal years ending 2014 and 2015 respectively. The expense is allocated across program and support services.

**** Non-Operating Expenses are pension related changes. The plan was hard frozen December 31, 2012 and no benefits are being accrued. 
United Way’s new initiative, Emerging Leaders United (ELU), connects our organization with the next generation of leaders. ELU provides a wide range of volunteer engagement and personal development opportunities for younger members of the community.

During the past year, Penske and UGI Energy Services served as a pilot group for a soft launch of the ELU program and valued the mix of volunteer, social and development activities. Since then, the group has expanded and has volunteered in a series of projects, including Day of Caring, organizing a holiday party for Berks Women in Crisis residents and partnering with Berks Area Mountain Biking Association to help clear trails at Mineral Springs Park. From a development perspective, leadership building and networking sessions were offered, and members enjoyed several social activities as well. Currently, nearly 200 young Berks Countians are now enjoying exclusive access to personal development opportunities, volunteer activities and social events through ELU.
In 2015, Ready.Set.READ! (RSR) built momentum in each of its programs.

- **Star Readers:** Nearly 400 trained volunteers tutor close to 500 students in 29 elementary schools within 12 school districts to provide one-on-one tutoring support to students each week.
- **Raising a Reader:** This family engagement and book exchange program is in place at four Reading School District Pre-K and kindergarten classrooms, as well as a Head Start site.
- **ReadyRosie:** As an online and bilingual parent engagement resource, this program currently engages parents and caregivers in nine school districts.
- **Growing Readers:** By collaborating with Latino childcare providers, several centers have increased the quality of their programs through literacy modeling and coaching.
- **Story Friends:** This program’s volunteer ranks expanded from 14 to 85 volunteers. Volunteers read to pre-school classroom while modeling fluency and expression.
- **Opening Doors:** This group-education program helps Latino families with children ages 0 – 5 increase their child’s school readiness. 45 parents, with 96 young children, have graduated from the 10-week parent education class.
- **Neighborhood Bridges:** RSR forged a partnership with Yocum Institute to pilot a program in four third-grade classrooms in two Reading School District elementary schools.

### Ready.Set.READ! By The Numbers:

- **42,734** total hours kids spent in various reading activities as part of RSR activities
- **15,000+** number of local children, age birth through 3rd grade, participating in RSR programs
- **10,609** volunteer hours in support of RSR activities
- **9,924** hours tutoring elementary students
Focus on Leadership Giving

United Way of Berks County is grateful for the tremendous support and generosity of our leadership giving donors and committed volunteers. The leadership giving component of the campaign generated more than $4.75 million and represented 48% of the campaign. The gifts from the members of both the Tocqueville Society (annual gifts of $10,000+) and the Pacesetter Club (annual gifts between $1,000 and $9,999) are critical to ensure the success of the overall campaign. United Way of Berks County applauds the more than 1,600 individuals and/or couples who generously support the leadership giving program.

Looking Ahead to the 2016 Campaign

2016 Community Leaders Challenge Match
United Way of Berks County is pleased to announce the 2016 Community Leaders Challenge Match supported by the Edwin Barbey Charitable Trust. This $350,000 challenge match will provide great incentive to current leadership givers to increase their annual leadership gift and to prospective leadership givers to join the Pacesetter Club. All new and increased giving within both the Tocqueville Society and Pacesetter Club will be matched as follows:

- New Tocqueville and Pacesetter gifts will be matched in their entirety.
- Level increases within both programs will be matched in their entirety.
- Incremental increases within a level in both programs will be matched.
- Tocqueville Step-Up Program: Donors who commit to a pledge of $5,000 in 2016, $7,500 in 2017 and $10,000 in 2018 will be welcomed into the Tocqueville Society in 2016. The challenge match will augment the gifts in 2016 and 2017 by providing the additional $5,000 and $2,500, respectively.

Leadership Giving Recognition Event
Members of the Tocqueville Society and Pacesetter Club are invited and encouraged to attend the annual Leadership Giving Recognition Event on Thursday, October 20, 2016 from 5:30-7:30 p.m. at One Meridian at Spring Ridge. Our guests will be treated to delicious hors d’oeuvres and cocktails in celebration of their generosity and support of United Way of Berks County’s leadership giving program.

United Way is grateful for the support of the 2016 Campaign Partners that generously sponsor this event:
- BB&T
- The Bone and Joint Care Center
- Carpenter Technology Corporation
- Connors Investor Services, Inc.
- Diamond Credit Union
- Ehrlich Pest Control
- EnerSys
- Fulton Bank
- M&T Bank
- Penn State Health St. Joseph
- Penske Truck Leasing Co.
- Precision Medical Products, Inc.
- Reading Fightin Phils
- Reading Health System
- Reinsel Kuntz Lesher LLP
- Stevens & Lee/Griffin
- Tompkins VIST Bank and Tompkins Insurance
- UGI Utilities, Inc.
- VF Outlet
- Visions Federal Credit Union
- Wells Fargo
- White Star Tours and Travel Center

A Year of Chocolate by Godiva Chocolatier, Inc.
All leadership givers in attendance at the Leadership Giving Recognition Event are eligible to win a “sweet treat.” Five lucky winners will receive delicious chocolates delivered on a monthly basis. Special thanks are extended to Godiva Chocolatier, Inc. for this generous incentive for our leadership givers.
United Way of Berks County Tocqueville Society

The Tocqueville Society is a leadership giving and recognition program that exists to foster, promote and recognize the vital importance of community commitment and personal giving at an exceptional level. The Society honors Alexis de Tocqueville, the Frenchman who wrote so enthusiastically of the American spirit of volunteerism and effort for the common good. Members of the Tocqueville Society generously contribute $10,000 or more on an annual basis.

United Way of Berks County’s 146 individuals/couples contributed more than $2.3 million to the 2015 annual campaign. We are privileged to rank second in membership nationwide among like-sized communities. Additionally, more than 80% of our Tocqueville members are Loyal Contributors who have been giving to United Way for ten or more consecutive years. We sincerely appreciate and applaud the outstanding generosity of the members of the United Way of Berks County Tocqueville Society.

**Ordre de Fraternité**
$75,000-$99,999
Brian and Jan Hard

**Ordre d’Égalité**
$50,000-$74,999
Colonial Oaks Foundation

T. Jerome and Carolyn R. Holleran
The Kindness Coalition Foundation
John M. Arnold and Karen Masano
Ray and Carole Neag

Liliane and David Walton

**Ordre de Liberté**
$25,000-$49,999
Helen Breidegam

John and Ann Broadbent

Cacoosing Family Charitable Foundation

Frank and Rita Cocuzza

Bob Flicker

Bradley and Barbara Hall

Mr. and Mrs. Joseph M. Harenza

Daniel and Kathleen Langdon

Mr. and Mrs. Thomas W. Martell

Mr. and Mrs. Charles W. Miller

Marlin and Ginger Miller

The Lynn Neag Memorial

Mr. and Mrs. Richard M. Palmer, Jr.

Art and Judy Vallely

Plus one member who wishes to remain anonymous.

**Phanthropote**
$20,000-$24,999
Ernest J. and Lisa A. Choquette

Lois and Irvin Cohen

Dick and Nancy* Crowther

Michael and Diane Duff

Joanne M. Judge and Rick Oppenheimer

Chris and Ann Krasar

Eric and Jeannie Savage

David and Barbara Thun

**Humanité**
$15,000-$19,999
Marc and Jane Althen

Eunice and Albert Boscov

Joseph L. and Shirley K. Boscov

Philanthropic Fund

Mauro and Angel Cammarrano

Angela and Dick Esth

Jack and Janet Gallagher

Patricia Giles and John Speicher

Dena and Vic Hammel

Sandra and Richard Hartman

Dan and Ellen Huyett

Ezekiel S. Ketchum Memorial Fund

Clint and Debby Matthews

Mark and Jacqueline Oliver

Craig and Sue Perrotty

Mr. and Mrs. Paul R. Roedel

John and Gloria Rothenberger

Michael and Rhonda Schmidtlein

David and Shelley Shaffer

Jay and Sherry Sidhu

Peter and Mary Terranova

Nadine and John Weidenhammer

**Visionnaire**
$12,500-$14,999
Dennis and Eileen Abruzzi

Peter and Pamela Barbe

Cynthia and Jim Boscov

Mike and Dominique Caron

Jo and Paul Cohn

Bernie and Pat Hofmann/Hofmann Family Foundation

John F. Horrigan, Jr.

Jodi and Jeff Long

Jim and Jan Loemis

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Joseph Fessler
Debbi S. Fetter
Debra A. and Dennis R. Fichthorn
Sarah M. Finney
Robert A. Fischer
Joe and Diane Fleisher
William S. and Sherry R. Flippin
Daniel Forman
David K. Forrer
Denise A. Forry
Lottie Fortson
Timothy Fox
Andrew and Rachel Franco
Rick Frank
Robert H. Frantz
Georgianna Frenzelas
Melanie S. Fretz
Chad Fritz
Anne and Joe Fusco
Brett J. Gagnon
James R. Gallagher
Lisa A. Gartner
Frank Gehringer
David and Lynn Gemmell
Jeff George
Valerie T. Geyer
Terry and Candace Gilman
Jim and April Giuffrida
Mary and Dave Glass
Stephanie A. Godek
Natasha Gonzalez
Mr. and Mrs. Al Gordon
Yuonne Gordon
Jeffry Goss
Nicole Goss
Robert and Lucille Gough
Donna J. Goughnour
Steve and Amelia Grabowski
Mr. and Mrs. Terry Grassley
Rhonda D. Grasty
Mr. and Mrs. Daniel R. Green
Kevin J. Greenaway
Vivian T. Greinogle
Mr. and Mrs. Rickie A. Greenly
Carly Greenwald
Jason A. Gregro
Kathy and Troy Greiss
Steven and Maria Grill
Chris and Lori Grim
Casey L. Grimm
Mary Grossman
Bonnie Gruber

United Way of Berks County
LEADERSHIP GIVING

Steven Olson
Drs. David and Jo-Ann O’Rourke
Dr. and Mrs. Clodualdo S. Orquiza
Aida L. and Adolfo Ortiz
Jay R. Osborne
Debra Hanak Oshaben
Jesse Otero, Gloria Skwiat and Family
Cynthia J. Painter
John F. Palmer
Al Palsa
Pantelis Papoutsis
Drew S. Parenti
Donna M. Partridge
Barb and Don Patterson
Robert P. Paul
Channon Pawling
Dr. Jean Payer and Mr. Brian Stoltzfus
Kevin D. Pedigo
Mr. and Mrs. Blake Stoffers
Mr. and Mrs. Barry L. Wentzel
Travis and Lisa Werley
Carl M. Werner
Kristin S. Werner
Patricia D. Werner
Mr. and Mrs. Bob Wert
Ms. Wendy Whitmoyer
Kevin J. Wickman
F. Robert Wieland
Mr. and Mrs. John Williams
Emily Wilson
Dr. and Mrs. Randall S. Winn
Kathleen S. Wittman
Daniel J. and Lynn A. Woellner
Jeffrey W. Wolf
Douglas and Ruthann Woll
Mr. and Mrs. Edward T. Wysock, Jr.
Victor Yablonski
Mr. Paul Yadlosky
Changfa Yang
James E. and Diane T. Yarger
Rosalye Levine and Richard J. Yashek
Family Fund of Berks County Community Foundation
Glenn and Linda Yeager
Maria Ruiza A. Yee
Ms. Despina Yianoulis
Elizabeth A. Yurkanis
Rich and Kathleen Zagar
Robert J. Zappacosta
Nicholas Zappone
Christopher A. Zavec
John L. Zawaski, Jr.
Stephen L. Zeigler
David and Denise Zellers
Mark and Teresa Zettlemoyer
Mr. John Zmroczek
Mr. Thomas Zagas
Barbara Zappa
Plus one hundred three members who wish to remain anonymous.

* *Denotes Deceased.
United Way of Berks County would like to recognize and thank our Top 25 organizations for their incredible support through their corporate giving and employee campaigns. Overall, these 25 organizations were responsible for raising 75% of all workplace dollars and 82% of all workplace leadership giving dollars. We applaud their efforts and thank them for their tremendous support.

**Top 25 Organizations**
(combined employee and corporate giving)

<table>
<thead>
<tr>
<th>Top 25 Organizations</th>
<th>Bronze</th>
<th>Pewter</th>
<th>Silver</th>
<th>Titanium</th>
<th>Gold</th>
<th>Platinum</th>
<th>Tocqueville</th>
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<tbody>
<tr>
<td>The UGI Companies</td>
<td>82</td>
<td>33</td>
<td>33</td>
<td>7</td>
<td>4</td>
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<td>168</td>
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<tr>
<td>Carpenter Technology Corporation</td>
<td>90</td>
<td>20</td>
<td>24</td>
<td>5</td>
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<tr>
<td>Reading Health System</td>
<td>63</td>
<td>12</td>
<td>17</td>
<td>10</td>
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<td>2</td>
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<tr>
<td>Penske Truck Leasing Co.</td>
<td>42</td>
<td>19</td>
<td>18</td>
<td>10</td>
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<td>Alcon Research, Ltd.</td>
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<td>EnerSys</td>
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<td>10</td>
<td>13</td>
<td>6</td>
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<tr>
<td>East Penn Manufacturing Co., Inc.</td>
<td>28</td>
<td>10</td>
<td>6</td>
<td>8</td>
<td>4</td>
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<td>60</td>
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<tr>
<td>Bosco's Department Store, LLC</td>
<td>22</td>
<td>6</td>
<td>8</td>
<td>5</td>
<td>1</td>
<td>5</td>
<td>51</td>
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<tr>
<td>Met-Ed, A FirstEnergy Company</td>
<td>30</td>
<td>7</td>
<td>6</td>
<td>3</td>
<td>2</td>
<td></td>
<td>49</td>
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<tr>
<td>Stevens &amp; Lee</td>
<td>9</td>
<td>6</td>
<td>8</td>
<td>3</td>
<td>2</td>
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<td>Reinsel Kuntz Lesher LLP</td>
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<td>8</td>
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<td>National Penn</td>
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<td>2</td>
<td>5</td>
<td>2</td>
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<td>WorleyParsons Group, Inc.</td>
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<tr>
<td>Godiva Chocolatier, Inc.</td>
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<tr>
<td>Cambridge-Lee Industries LLC</td>
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<tr>
<td>Customers Bank</td>
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<td>Brentwood Industries, Inc.</td>
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<tr>
<td>Wells Fargo</td>
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<td>4</td>
<td>1</td>
<td>1</td>
<td>1</td>
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<tr>
<td>R. M. Palmer Company</td>
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<td>3</td>
<td>1</td>
<td>1</td>
<td></td>
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<tr>
<td>Singer Equipment Company, Inc.</td>
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<td>2</td>
<td>3</td>
<td>2</td>
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<td>15</td>
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<tr>
<td>White Star Tours</td>
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<td>2</td>
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<td>2</td>
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<td>12</td>
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<tr>
<td>J. C. Ehrlich Co., Inc.</td>
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<td>2</td>
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<td></td>
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<tr>
<td>Precision Medical Products, Inc.</td>
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<td></td>
<td></td>
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<tr>
<td>The Giorgi Companies</td>
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<td></td>
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<td>1</td>
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<tr>
<td>Travelers Insurance Co.</td>
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<td></td>
<td></td>
<td></td>
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<td>2</td>
</tr>
</tbody>
</table>

*This list is a ranking based on the total number of leadership givers within our Top 25 companies.*
SPECIAL Thanks to our top 100 organizations for their outstanding support!

Penske Truck Leasing Co.
The UGI Companies
East Penn Manufacturing Co., Inc.
Carpenter Technology Corporation
Reading Health System
EnerSys
Boscov’s Department Store, LLC
Alcon Research, Ltd.
Met-Ed, A FirstEnergy Company
Stevens & Lee/Griffin
R. M. Palmer Company
Brentwood Industries, Inc.
Wells Fargo
National Penn
The Giorgi Companies
Cambridge-Lee Industries LLC
Customers Bank
Precision Medical Products, Inc.
WorleyParsons Group, Inc.
J. C. Ehrlich Co., Inc.
Reinsel Kuntz Lesher LLP
Travelers Insurance Co.
Godiva Chocolatier, Inc.
Singer Equipment Company, Inc.
White Star Tours
United Way of Berks County
Quadrant EPP USA, Inc.
Tompkins VIST Bank
Reading Eagle Company
Baker Tilly Virchow Krause, LLP
Yuasa Battery, Inc.
Fulton Bank
Weidenhammer Systems Corporation
C. H. Briggs Company
Reading Alloys, Inc., An AMETEK Company
SFS intec, Inc.
Clover Farms Dairy
Penn State Berks
City of Reading
WORLD electronics
GAI-Tronics Corporation
Merrill Lynch Wealth Management
M & T Bank
Berks County Intermediate Unit
Connors Investor Services, Inc.
Kutztown Area School District
Mosteller & Associates
Reading School District
Herbein+Company
Alvernia University
Schuylkill Valley School District
Exeter Township School District
VF Outlet
Grafika Commercial Printing, Inc.
Utilities Employees Credit Union
Muhlenberg School District
United Parcel Service
Morgan Corporation
County of Berks
Brandywine Heights Area School District
Albright College
Elbeco Incorporated
Conrad Weiser Area School District
Antietam School District
Phillips-Van Heusen
Tray-Pak Corporation
Automotive Service, Inc.
Hofmann Industries
Lentz Milling Company
Berks Career & Technology Center
The Loomis Company
Teleflex Medical, Inc.
Magnatech International, Inc.
Barley Snyder
Fromm Electric Supply Corp.
Reading Fightin Phils
Penn State Health St. Joseph
STV Incorporated
Reading Area Community College
The Standard Group
C&S Wholesale Grocers
Tulpehocken Area School District
Elite Sportswear, L. P.
Novipax
Hamburg Area School District
Caron Treatment Centers
Governor Mifflin School District
Wyomissing Area School District
Eagle Brass Company
Gage Personnel
United Corrstack LLC
Comcast
Materion Corporation
Diamond Credit Union
Heyco Metals Inc.
Wilson School District
Kozloff Stoudt
Glen-Gery Corporation
Wilson School District
Berks Packing Co., Inc.
Encompass Insurance

Ranking based on 2015 corporate and employee workplace campaign contributions.
United Way of Berks County would like to recognize contributors who have extended their caring in a way that perpetuates their support beyond the present and into the future.

Whether through a bequest, lifetime gift, memorial gift or an honorarium, these individuals have made commitments above and beyond the annual campaign and will touch the lives of future generations. All these gifts represent a commitment to keeping Berks County strong.

**Major Gifts:**
*For their endowed annual gift:*
- T. Jerome and Carolyn R. Holleran
- The Ezekiel S. Ketchum Memorial *established in 2005 by friends and business associates of Ezekiel “Zeke” Ketchum*
- The Sally Miksiewicz Memorial Fund *established in 2015*
- The Lynn Neag Memorial *established in 1997 by Ray Neag*
- The June A. Roedel Memorial *established in 1996 by Paul Roedel*
- The Arthur Ed. Saylor Memorial *established in 1987 by the Berks County Bar Association*
- Steve Willems, NAI Keystone Commercial Industrial LLC

**The following memorial/honorarium gifts were made in 2015:**

**Estate Gifts:**
- Mary Moyer
- Carol A. Parsons

**In honor of Jim Boscov:**
- Yolana Quevedo

**In honor of clients in lieu of Christmas gifts:**
- Herbein+Company, Inc.

**In honor of Marcelino Colón:**
- Association of Fundraising Professionals Berks Regional Chapter

**In honor of Mark and Kathi Wennell:**
- Elaine M. Balkiewicz
- Ed and Susan Barrett
- Christine S. Helinek

**In honor of Pat Zong:**
- Prudence S. Precourt
From Dr. Ralph M. Reeves to honor the life of:
Mrs. Joyce Beckett
Mr. Ed Draper
Dr. Adam Feldman
Mr. and Mrs. George Gehman
Deaconess Deborah Matern-Graf
Dr. Ed. Michalik
Dr. Vince Moffitt
Pastor Fred Opalinski
Dr. Bob Pottash
Mr. and Mrs. Sheldon Snyder
Dr. David Steffy

In memory of Captain Tom Adams:
Dr. Ralph M. Reeves

In memory of Nancy Kemery:
Steven E. Kemery

In memory of Martha Jean Kenney:
Lynn L. Brown
T. Jerome and Carolyn R. Holleran
Sylvia Klett
Solomon and Maeve Lausch
Scott and Janet Matlack
Glenn and Jane Moyer
Michael E. Nagel
Jon C. Scott
Tompkins VIST Bank and its Board of Directors
Tammy White and Michael Davidson
Plus one donor who wishes to remain anonymous.

In memory of Anne F. Valis:
Rick and Marlene Wilson

In memory of Richard L. Weidman:
Mark and Kathi Wennell

PLANNED GIVING: CREATING A LEGACY GIFT

PARTNERS FOR THE FUTURE

We recognize the following individuals as members of the Partners for the Future Society because they have included United Way of Berks County in their estate planning:

Ronald L. and Beverly A. Bashore
Jo and Paul Cohn
Bob and Ann Fox
Bradley and Barbara Hall
Fred and Dee Hiehle
T. Jerome and Carolyn R. Holleran
Mr. and Mrs. William S. Jaeger
James H. Lentz and Gail M. Ebersole-Lentz
Nick and Risa Marmontello
Laura I. Mattern
Harry and Jean Morrow
Joni and David Naugle
George and Sandy Post
Michael Reese
Bob and Donna Rhoads
Karen A. and Gary W. Rightmire
Brad and Carroll Scribner
Don and Joanne van Roden
Tammy White and Michael Davidson
Nancy and Doug Yocom
Plus three members who wish to remain anonymous.

Planned giving offers incentives and methods of making charitable gifts that can be tailored to meet individual needs. Gifts can result in significant income and death benefits to the individual and his or her heirs. If you have made a provision in your will or estate plan for the United Way of Berks County, or you would like to learn more about how you can join United Way as a Partner for the Future, please call Angie Finney, 610-685-4570.

FOUNDATION GIVING

$100,000 or more
The Wyomissing Foundation

$50,000 - $99,999
Colonial Oaks Foundation
Henry Janssen Foundation
The Kindness Coalition

$25,000 - $49,999
Cacoosing Family Charitable Fund

$10,000 - $24,999
Berkshire Charitable Foundation
Crowther Foundation

$1,000 - $9,999
Blue Mountain Foundation
DEDICATED

EXECUTIVE
Tammy White – President
Kim Hiester

COMMUNITY IMPACT
Pat Giles, Executive VP/Chief Impact Officer
Alicia Hartman
Mary Jimenez
Cindy Line
Jane Moyer
Jen O’Brien
Jen Tinsman
Darby Wieckykas

FINANCE & ADMINISTRATION
Monica Ruano-Wenrich, Sr. VP Finance & Admin
Ryan Ellis
Lori Grim
Ethel Kramer
Diane Manning
Janet Matlack
Marcie Murray

MARKETING/COMMUNICATIONS
Christine Spanier, Director
Jessica Heil
Joe Pettyjohn

RESOURCE DEVELOPMENT
Jean Morrow, Sr. VP, Resource Development & Major Gifts
Jobany Bedoya
Leslie Davidson
Angie Finney
Michelle Gettel
Karen McKeever
Sheila Tulli
Marlene Wilson

LIVE UNITED

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