United Way Campaign 2023 Best Practices

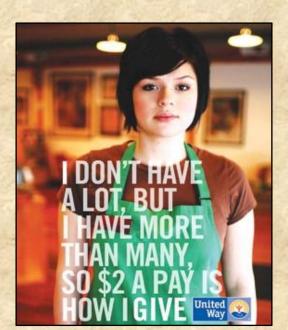




What is United Way?

- United Way of Gloucester County was founded in 1957...we just began our 66th year of helping Gloucester County residents in need!
- Comprised of 22 partner agencies whose programs cover 3 "impact areas"...health, education, and financial stability.
- Programs are reviewed and outcomes are measured by a volunteer committee to ensure the greatest impact.
- This volunteer committee consists of people from all walks of life in the community brought together by UWGC to collaborate and develop plans for each impact area.
- Almost \$93 million has been raised for our partner agencies and designated charitable agencies (per our donors' wishes) since 1957.







PROGRAMS

Women United

- ❖ National program of United Way Worldwide, organized in 2008 locally to provide women in Gloucester County the opportunity to assist others in reaching their fullest potential and empowering women of all ages
- ❖ Has funded 38 grants for \$96,453.

NJ211

- ❖ 24/7 statewide information and referral hotline
- Helps to identify and connect individuals with providers of needed assistance
- Searchable database of services is available at www.nj211.org

AARP Tax Aid

- ❖ Free tax assistance program for low, moderate and fixed income households
- Since inception in 2009, the program has saved Gloucester County residents nearly \$5 million in filing fees





Gloucester County Cares About Hunger

- 18th Annual drive was held on Feb. 27, 2023
- 32 organizations participated...together we collected over 5,000 pounds of food!
- Co-sponsored by the United Way of Gloucester County and the Gloucester County Board of Commissioners - Human Service Advisory Council

Toys for Tots

- More than 40 organizations collected enough toys to put smiles on the faces of over 40,000 Gloucester County children during the 2022 holiday season
- Operated in conjunction with Semper Fidelis Detachment of Marine Corps League

Coat Drive

- In conjunction with HFM Investment Advisors.
- Coats collected were distributed to more than 20 nonprofits
- Has collected more than 24,000 coats since 2010 (no drive held in 2020 due to the pandemic)







Initiatives

SingleCare Prescription Program (formerly FamilyWize)

- Free prescription drug savings card used by uninsured and underinsured
- Acceptable at all national stores where prescriptions are filled
- Gloucester County residents saved \$2,118,003.46 since this program was launched.

Pureland East-West Community Shuttle

- Low cost easy access transportation along the Route 322 corridor to Pureland Industrial Park with internal Pureland shuttle
- Connects with ten NJT bus routes
- Cost is \$1 each way with internal shuttle free
- Since inception in 2015 total ridership is 297,046

Born Learning Trail

- Interactive trail designed to boost school readiness
- Eight trails in Gloucester County ~ Clayton, Woodbury, Mullica Hill, West Deptford, Swedesboro,
 Woolwich Township, Logan Township, and Glassboro







Why have a workplace campaign?

- ➤ Although many of us would like to help others, giving a substantial amount all at once is not always possible.
- ➤ Spreading your donation out over 20, 22, 24, or 26 pay periods (depending on your pay frequency) allows you to make a larger gift without ruining your budget. For example, \$5.00 per pay x 26 pay periods equals a \$130.00 annual gift…a little at a time adds up to so much!
- > The minimum donation for each designated gift is \$26.00.
- ➤ Charities must be certified 501(C)(3) registered charitable organizations in order to receive designated gifts.



Why give? Where do my contributions go?

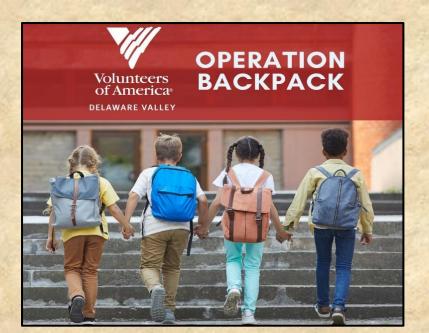
- ➤ If you do not designate your gift, it is allocated to 15 local programs within Gloucester County, overseen by our partner agencies. One gift helps many!
- ➤ If you do desire to designate your gift, you may choose any of our Gloucester County partner agencies, or any charity within the United States, providing it is a certified 501(c)(3) registered charitable organization.
- YOU can be part of the solution
- ➤ YOU have the opportunity to enrich a child's life, feed a hungry family, assist a veteran, combat an illness, keep someone warm, support a wildlife habitat, rescue an animal, or provide someone with shelter.
- THANK YOU for choosing to give!



What are the benefits of participation?

When you contribute to the United Way campaign, you can be confident that:

- Donating via payroll deduction minimizes administrative costs while maximizing your contribution (12.7% administrative cost)
- With payroll deduction, you can manage your own philanthropy you know when deductions start and that you can end them at any time
- You can designate to as many charities as you wish, bearing in mind that each designation must be at least \$26
- Giving is cost-effective and effortless!



GOALS FOR 2023

- ➤ MAKE THE "ASK" it is typical for people to avoid making a commitment unless they are specifically ASKED and are given enough information to make their decision the #1 reason people do not give is because they were not asked
- > INCREASE PARTICIPATION determine ways to reach out to all employees
- ➤ INCREASE THE CAMPAIGN'S AWARENESS BY INCREASING VISIBILITY share information about the campaign via posters throughout your workplace (contact us for more info about this!), email blasts, texts, and by holding employee group meetings, when possible
- Consider telling New Hires about the benefits of giving to United Way



Important First Steps

- ➤ Attend ECM (Employee Campaign Manager) Training...this is a 3-hour seminar which is typically held each September. Here, new ideas are presented, tried and true techniques are reviewed, and opportunities to brainstorm with your fellow ECMs is available. A continental breakfast is also offered.
- Review last year's campaign what worked and what you would do differently
- Establish campaign support from top management
- Don't do it alone! Recruit a few coworkers who are eager to help
- ➤ Plan for how long your campaign will last...one week? Two?
- ➤ Develop a fun plan that includes a campaign kickoff with some light refreshments served, and offer a theme, incentives or other activities



How to Have a Fun and Successful Campaign ->

6 Impactful Reasons to Hold a 2023 United Way Campaign in Your Workplace



YOU HELPED ME GET TO THE DOCTOR.

YOU HELPED US FIND STABLE HOUSING.

YOU HELPED ME IMPROVE MY GRADES YOU HELPED ME GET PRENATAL CARE

YOU HELPED ME FIND A PERMANENT JOB.

YOU HELPED MY **DAUGHTER** LEARN TO READ.

REWRITE SOMEONE'S STORY.

United Way of Gloucester County uwgcnj.org



ECM Checklist

- 1. Teamwork! Ask your coworkers to assist you...this will be your "committee".
- 2. Ask senior management if they would publicly support the campaign via email blasts, or thanking those who pledged via email or text.
- 3. Review the prior year's campaign performance & calculate a winning strategy.
- 4. Be the "face" of United Way...hand deliver brochures to your coworkers, put up posters around your workplace announcing the campaign, get creative!
- 5. Run the campaign:
 - ✓ Personalize pledge forms with employee names, if possible
 - ✓ Schedule dates for the campaign to begin and end crazy
 - Ask Donna Murphy, UWGC Campaign Director, to schedule a guest speaker for your kickoff date
 - ✓ Make sure all employees have received UWGC Brochures and pledge forms.
- 6. Report campaign results to Donna Murphy (see "Wrapping Up the Campaign")
- 7. Report final results throughout your workplace and thank all who pledged via email blast, text, and/or departmental meeting.
- 8. Don't forget to say THANK YOU to all donors, committee members, and helpers!



During the Campaign

- ➤ Emphasize payroll deduction as the preferred method of giving…it's the most cost-effective and easiest way to pledge.
- ➤ "Asks" are more effective if done in person rather than sending an "ask" in an email or leaving a pile of pledge forms in a common area...these are typically ignored. Instead, speak about the campaign at staff meetings either live or virtual, and hand pledge forms to your coworkers personally.
- ➤ Promote and educate! Many people do not realize that pledging just \$3.00 per week (the price of a cup of coffee and a donut) becomes \$156.00 given per year! Make sure all your coworkers know this.
- > Create awareness of the campaign using posters, fliers, and email blasts.
- Share your campaign results, events, and photos throughout your workplace.
- Track and report results.





Wrapping up the Campaign

- ➤ Make a final request via email for all employees to fill out their pledge forms
- ➤ Ensure the pledge forms are filled out completely, signed, and that the math is accurate...say THANK YOU to all those who pledge!
- ➤ Collect pledge forms and any cash or checks (most pledges will be payroll deduction), total all the proceeds, collect Thanks for Giving tickets, put everything in an Employee Campaign Envelope, and give to your Loaned Executive or to the Campaign Director, Donna Murphy.
- ➤ Develop a formal thank you plan for all volunteers and donors...an email blast along with an invitation to donuts in the breakroom is one idea



And the most important "Best Practice" of all.... SAY "THANK YOU"!

- > Send a personal thank you to your campaign team and management.
- ➤ Place Thank-You posters throughout facility (available from UWGC and can be found on our website www.uwgcnj.org/campaign-toolkit/...please email lcheeseman@uwgcnj.org for more info all posters can be personalized)
- ➤ Publish a special Thank-You edition of Employee Newsletter.
- > Send Thank-You emails or text messages.
- ➤ Always publicize winners of raffles, prizes, competitions, etc.



Here is What Your Payroll Deduction of Just \$1.00 Per Week Can Provide...







Here is What Your Payroll Deduction of Just \$2.00 Per Week Can Provide...





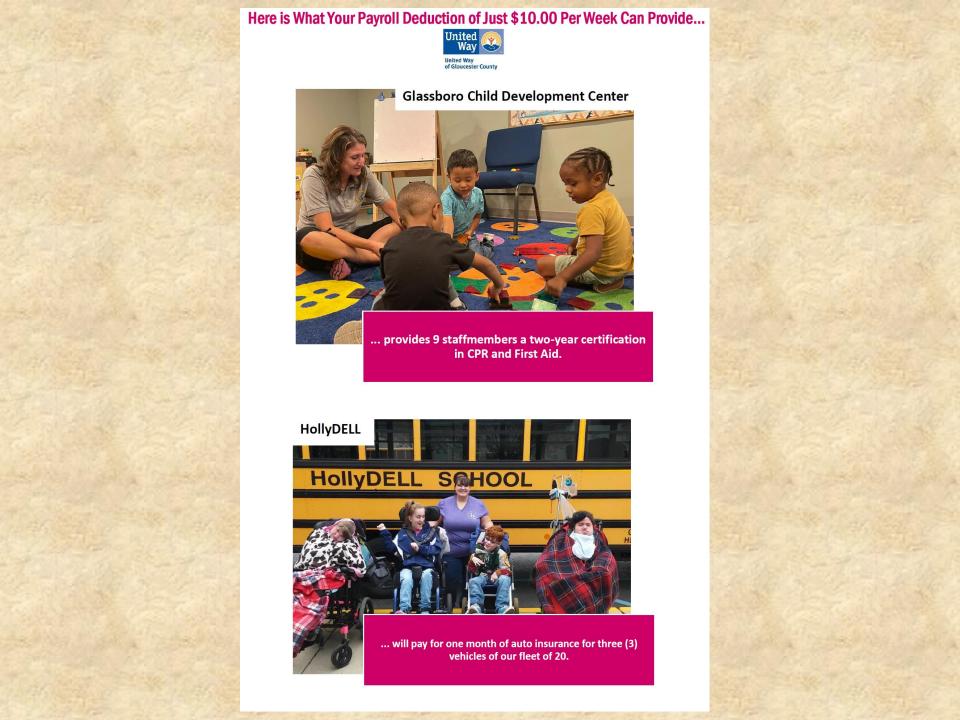


Here is What Your Payroll Deduction of Just \$5.00 Per Week Can Provide...







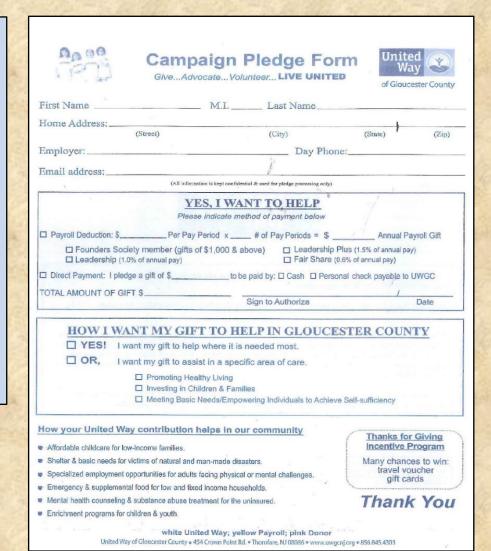


Campaign Pledge Form

- Fill in complete information for name, address, employer and phone
- PLEASE provide email so we may add you to our monthly newsletter
- Determine manner to contribute
- Verify pay periods
- Compute total annual gift
- PLEASE MAKE SURE TO SIGN FORM FOR PAYROLL DEDUCTIONS
- If making a gift via check PLEASE make check payable to UWGC
- Determine how you want to help

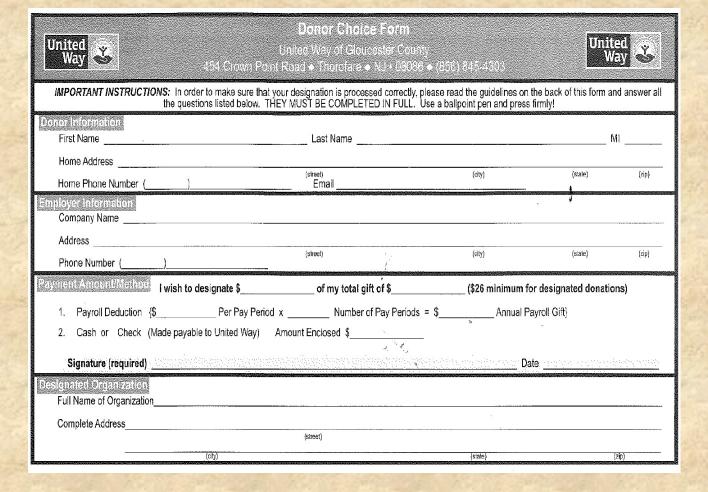
This pledge form is in 3 parts:

- * 1st page = white, United Way copy
- * 2nd page = yellow, Payroll copy
- * 3rd page = pink, Donor copy (for tax purposes)



Donor Choice Form

(to be used with older-style campaign pledge form)











Campaign Pledge Form - Redesigned (separate donor choice form not necessary with this)

United Way of Glouceste	r County	LIVE UNITED
PLEDGE FORM	4	United
LTENAE LAVI		Way
نتنتنا نتنا		United Way
MR/MR9/MR/DR FIRST NAME	MI LAST NAME	of Gloucester County
HOME ADDRESS (for credit card charges, address listed must be your		Thorofare, NJ 08086
STATE ZIP HOME PHONE COMPANY NAME	DAYTIME PHONE	856 _t 845-4303 www.uwgcnj.org
	g a difference? Please provide your home e-mail	address so we can show you how your contribution is
making a difference. HOME E-MAIL ADDRESS		
PLEASE SELECT PAYROLL DED	UCTION OR A DIRECT GIFT.	· · · · · · · · · · · · · · · · · · ·
EASY PAYROLL DEDUCTION	12	DIRECT GIFT
\$ Per Pay Period x # of	Pay Periods	AMOUNT S
= My total annual gift AMCUNT \$		Direct gift to be paid by:
At a specific level:		O Cash
O Founders Society member (gifts of \$1,0	00 & above)	O Personal check (payable to UWGC)
 Leadership Plus (1.5% of annual pay) 		 Securities (please call United Way at 856-845-4303 when you are ready to transfer funds).
O Leadership (1.0% of annual pay)	O I prefer that my gift remain anonymous.	O Credit Card (please go to United Way website:
O Fair Share (0.6% of annual pay)		www.uwgcnj.org/make-a-donation.html.
PLEASE CHOOSE HOW YOU WA	INT TO HELP YOUR COMMUNITY	
EDUCATION Helping children and youth achieve their potential through education	FINANCIAL STABILITY Helping fan	
and mentorship.	 Assisting individuals gain employment 	Increasing access to critical
 Supporting high-quality child care, after-school programs, healthy habits and mentoring. 	through resume building, training experience, and job readiness classes	healthcare services. Reducing substance abuse, child
 Ensuring children enter school ready to 	 Reducing the long-term need for foo 	d, abuse and domestic violence.
succeed. • Preparing individuals to prosper in	housing, and utility assistance throug skills education and financial counsel	th life Empowering people with physical ing. and intellectual disabilities to
college, work and life.		achieve their highest potential.
AMOUNT \$ or %	AMOUNT \$ or %	AMOUNT \$ or %
option B		
ALL OF THESE. United Way Com		T \$ or %
option C		
e Construction of the Cons	GENCY NAME (please be specific)	
AMOUNT \$	CENT (AMILE (Please be specific)	
AMOUNT \$		
	Date	Please check the accuracy of your entries. Thanks for investing in United Way.
Signature		

United Way of Gloucester County

2023 Thanks for Giving

Grand Prize: \$1,000 Travel Voucher

Target	\$100.00	Shoprite	\$100.00
Target	\$100.00	Shoprite	\$100.00
Wal-Mart	\$100.00	Wawa	\$ 50.00
Wal-Mart	\$100.00	Wawa	\$ 50.00
Wawa	\$ 50.00	Wawa	\$ 50.00







With the "Thanks for Giving" program, the United Way of Gloucester County gives thanks to YOU for your continued support! The United Way of Gloucester County wants to provide our contributors more opportunities and items to win in thanks for your generosity.

You will be eligible to win a wide variety of prizes from a \$1,000 travel voucher to assorted gift cards when you contribute at Fair Share and above.

This year, please consider a Leadership or Founders-level contribution and increase your chances of winning!

5 Chances to Win = Founder/Mega Giver (\$1,000+)

4 Chances to Win = Leadership Plus/Super Giver (1.5%)

3 Chances to Win = Leadership/County Leader (1.0%)

2 Chances to Win = Fair Share/County Contributor (0.6%)

Good luck and **THANK YOU** for your continued support!



We'd like to say a huge THANK YOU! to our sponsors for making the Thanks for Giving Program possible:

ExxonMobil Lubricants & Specialties
Franklin Bank
GGB NA
Hungerford & Terry
Paulsboro Refining Company, LLC

Thanks for Giving Raffle Ticket



Thanks for Giving many chances to win

Travel Voucher (take the trip of your dreams)

And other prizes



Thanks for Giving Entry Form: Complete this entry form and return it to Thanks for Giving, c/o United Way of Gloucester County, 454 Crown Point Rd., Thorofare, NJ 08086. Must be received by December 1st. DO NOT SEPARATE FORM.

Please complete Level of Support & Personal Information Sections				
evel of Support (check one)	Personal Information			
J Founders/Mega Givers	Name:			
Leadership Plus/Super Giver	Organization:			
1 Leadership/County Leader	Home Address:			
Fair Share/County Contributor				
,				

Evening:

Official Thanks for Giving Rules and Regullations - No donation required. Prize winners will be picked from all eligible entries at the December UWGC Board of Director's meeting. Odds of winning will be determined by the number of entries received. Winner need not be present to win. Must be at least 18 years of age to participate. Prizes will be awarded to an individual only, organizations do not qualify. United Way reserves the right to validate pledge of winner, if applicable. Employees of United Way and their immediate families are not eligible to participate. If you have not contributed and wish to enter, or if you have contributed and wish additional chances, for each entry, hand print on a 3x5 card "Thanks for Giving Entry Form Request" and send it with a self-addressed stamped envelope to United Way 454 Crown Point Road, Thorofare, NJ 08086. Each such request must be received not glater than December 1st and each request must be mailed in a separate envelope. Only one entry form will be issued per request. No mechanical reproductions of the 3x5 card or the entry form are permitted. United Way is not responsible for lost or late entries or mail. No substitute will be made for the prize, and the prize is not redeemable for cash. Winners are solely responsible for any and all applicable state and local taxes and charges due. Winners are solely responsible for any and all applicable state and local taxes and charges due. Winners are solely responsible for any and all applicable state and local taxes and charges due. Winners are solely responsible for any and all applicable state and local taxes and charges due. Winners are solely responsible for any and all applicable state and local taxes and charges due. Winners are solely responsible for any and all applicable state and local taxes and charges due. Winners are solely responsible for any and all applicable state and local taxes and charges due. Winners are solely responsible for any and all applicable state and local taxes and charges due.

Day Phone:



2023 Funding Awards (July 2023 – July 2024)

2023 FUNDING AWARDS (July 2023 - June 2024)

Agency Name		Total Award		Monthly		Quarterly	
Arc Gloucester – Camp Sun 'N Fun	\$	25,000.00	\$	2,083.33			
Big Brothers Big Sisters – Community & School-Based Mentoring in Gloucester County	\$	10,000.00	\$	833.33			
Boy Scouts: Garden State Council – Scouting Positive Impact Program	\$	3,500.00	\$	291.67			
Center for Family Services – Mother Child Residential (MCR)	\$	13,000.00	\$	1,083.33			
Center for People in Transition – Steps to A Career	\$	30,000.00	\$	2,500.00			
FamCare – Special Medical Services	\$	22,500.00	\$	1,875.00			
Food Bank of South Jersey - School Pantry at Woodbury Junior-Senior High School	\$	5,000.00	\$	416.67		j.t	
Girl Scouts – Leadership Experience	\$	5,000.00	\$	416.67			
Glassboro CDC –School Age Horizon Summer Learning Program	\$	50,000.00	\$	4,166.67			
HollyDell – Adult Program Community Inclusion	\$	32,000.00	\$	2,666.67			
Literacy New Jersey – Gloucester County Adult Literacy Programs	\$	30,000.00	\$	2,500.00			
Maryville – Community Recovery Support Services	\$	7,500.00	\$	625.00			
Samaritan Healthcare & Hospice – Center for Grief Support	\$	8,000.00	\$	666.67			
Volunteers of America – Eleanor Corbett House	\$	17,000.00	\$	1,416.67			
YMCA of Gloucester County - Before and After School Program (SACC)	\$	15,000.00	\$	1,250.00			
Support for "NJ211" Partnership Fee	\$	7,400.00			\$	1,850.00	
Special Initiative "Live United" Mini Grants *	\$	21,500.00					
TOTAL 2023 ALLOCATION FUNDING	\$	302,400.00	\$	22,791.67	\$	1,850.00	

^{*}Mini grants will be awarded in October 2023





WE THRIVE WHEN WE LIVE UNITED!

Gloucester County

For more than 65 years the United Way of Gloucester County has worked with community partners and local organizations to address community needs and face the challenges of tomorrow. We focus on and combat issues of **Education**, **Health** and **Financial Stability** – the key building blocks for a good life.

We achieve outcomes through pooling the generous donations of local employees, corporations, small businesses and private donors, like you. Please consider making a donation to the United Way's Annual Campaign. Your tax-deductible donation stays in Gloucester County, and directly supports the much-needed services our Community Partners provide, including:



















• Quality after school & summer programs

- Programs for seniors
- Plus much more!







DONATE • VOLUNTEER • THRIVE!

WE THRIVE WHEN WE LIVE UNITED!





Please support the 2023 Annual Campaign www.uwgcnj.org/donate





Learn more about the United way of Gloucester County check out our Interactive FlipBook:



454 Crown Point Road • Thorofare, NJ 08086 **(856) 845-4303**

UWGC Brochure for Campaign 2023

Ask your Loaned
Executive for an
adequate supply
of these for all
of your
coworkers, or
call Donna
Murphy
at 856.845.4303
x180

The LIVE UNITED 365 SMALL BUSINESS CIRCLE



For only a dollar a day, or \$365 a year, your business becomes a member of the LIVE UNITED 365 Small Business Circle. United Way of Gloucester County (UWGC) has created an easy, affordable, and effective way for companies with fewer than 35 employees to give back to their community. Being a 365 Small Business Circle member aligns your business with the strong LIVE UNITED brand, recognized as one of the Top 10 most recognizable nonprofit brands in the world. You will receive an exclusive LIVE UNITED 365 Small Business Circle decal to display and show your customers your commitment to the community, plus you'll receive many other member benefits.

Current Members of the UWGC 365 Small Business Circle

Aquatic Artists
Bellia Proint & Design
Best Buds
BonBon's Parties & Events
Botto's Italian Line Restaurant
Ciaccia, CPA
Cipriani Remodeling Solutions
Clear Path by Cindy
Columbia Bank
Connolly Family Dentistry
DeSimone Construction Co., LLC
DeSimone Law Offices, LLC
Death of the Fox Brewing
Edward Jones / Jim Kelleher®
Franklin Bank

Graham Communications
Heritage's Dairy Stores
Impressions Unlimited Printing Co., LLC
Ignite Business/Development Partners, LLC
Lamb Realty
Morris Graphics, Inc.
New Moon Hot Yoga
Parke Bank
PPLSI/LegalShield
Lisa Carney Retail Agency, LLC
Maui Ice
Mantua Coin-Op Laundromat
Newfield National Bank
Nichole MCH Photography
PayDay Employer Solutions

PCH Technologies
Riggs Creative Group, LLC
Spartan Digital Solutions
Sweetsboro Pastry Shoppe
TD Bank
Telecorp, Inc.
Tummy Tee, LLC
Urban Air Sicklerville
US Electrical Services
Your CBD Store of Gibbstown

The investment made to UWGC by our 365 Small Business Circle Participants provides funding for a number of Mini-Grants of up to \$1,500 each for programs and agencies to conduct life-changing work in Gloucester County. The following organizations received Mini-Grants for Year 2022:

Booksmiles

Boys & Girls Club of Gloucester County

Center for Independent Living of South Jersey

Clarifi, Consumer Credit Counseling Services of Delaware Valley

Emmanuel Cancer Foundation

Greater Woodbury Cooperative Ministries, Inc.

Newfield Terrace Community Action Organization

People for People Foundation of Gloucester County, Inc.

Professional Trainers Advancing Humanity Initiative Inc. (P.T.A.H.)

Shadow Equestrian, Inc.

South Jersey Dream Center

South Jersey Robotics

Special Events for Special Kids

Viola's Place

Your Place At The Table

The Lighthouse Community Center

(Note: for a complete description of each program, please visit our website https://uwgcnj.org/campaign/small-business-program/)



For more information about the 365 Live United Small Business Circle, please contact Donna Murphy at 856.845.4303 x 180, or donnamurphy@uwgcnj.org

Posters! Call 856.845.4303 x 100 and we can personalize these any way you like!

Here are some examples...more can be found at uwgcnj.org/campaign toolkit





THANK YOU!

- For giving!
- For your support and enthusiasm!
- For inspiring others!