Ringing the bell is an important milestone in the lives of our STEP graduates—it celebrates employment!
Dear Cherished Supporter,

Families struggling with poverty endure loss in many ways. A single parent selling their refrigerator in order to cover the monthly rent suffers the loss of being able to provide home cooked meals for their children. A recent college graduate struggling to find steady employment loses their ability to get from Point A to Point B independently when their student loan payment takes priority over their car repair. A recently laid-off veteran loses their sense of comfort and personal space when they are forced to couch surf with friends. But perhaps the most damaging loss that our neighbors in need encounter is their loss of dignity—and along with it, the self-confidence to break the cycle and reach their full potential.

In 2018, your support and compassion helped restore a sense of dignity for 11,224 unique households. Those in crisis situations turned to our Life Enrichment Center a total of 10,729 times, where they were able to find stability and regain the confidence needed to build a prosperous life. Families utilized our Member Share Grocery Program sponsored by Integrative Physical Medicine 156,598 times and retained $4.79 million, all while being empowered to personally-select the items they need and visit as often as they like. In our Success Training Employment Program, 63 participants secured employment—and it doesn’t stop there. Our Success Coaches continue to work with each participant for three years to guide them towards financial stability and help ensure they become strong candidates for future advancement. By the end of 2018, we helped lift a record 48 families out of poverty. These aren’t just nice stories, but well-documented processes that we can replicate hundreds of times in the near future.

Throughout the year, we celebrated several other meaningful milestones. Our hardworking volunteers dedicated a total of 64,499 hours of time and talent, which kept operating costs down and helped to maintain a low 10.7% administrative rate. In April we reached our $1.6 million special project goal and closed on a two-acre land parcel on the south end of our existing property. This expansion will increase our parking from 62 to 204 spaces, allowing us to better accommodate the rapidly-increasing number of families utilizing our programs each day. In addition, generous donors gave an unprecedented $1.8 million in annual fund support, helping more families find dignity, guidance and stability that ever before.

None of these achievements would be possible without you—the thousands of individuals who stepped up and supported those most in need. Thank you for recognizing the potential in our neighbors, and sharing in our vision of permanently ending the cycle of poverty one family at a time.

Eric Gray
Executive Director
A Look Back at 2018

11,224 Unique Households Served

10,729 Units of Stabilization Services Provided in our Life Enrichment Center

48 Families Lifted Out of Poverty

An Average of 123 New Individuals Enrolled in our Programs Each Week

63 STEP Graduates Employed

Our Member Share Grocery Helped Families Retain $4.79 Million
Your Impact

Through the generous resources you entrusted to us, we were able to reach out and lift the lives of 11,224 families who would otherwise go unnoticed. Whether it’s an investment of wealth, talent or product, we pride ourselves in putting your gift to work in the most efficient way possible—right here in Central Florida.

YOUR MONETARY GIFTS

For every $1 you donated in 2018, 89.3¢ went directly to programs and activities designed to help lift our neighbors from poverty to economic self-sufficiency. This is among the best ratios nationwide for a social service organization.

YOUR GIFTS OF TIME & TALENT

In 2018, Volunteers Served

64,499 Hours

Total Value of Volunteer Service in 2018

$1,550,556

*According to Independent Sector’s 2018 Florida Value of Volunteer Time Report

3,594 incredible individuals gave a HAND UP with us in 2018

YOUR GIFTS OF PRODUCT

More than 70 generous Product Partners from across 133 locations donated a total value of $2,089,880 in food and household items to our UP Orlando Center in 2018.

Our Product Partner Committee helps ensure we can deliver enough nutritious food directly into the hands of those who need it.
Financial Statement

FISCAL YEAR JANUARY 1 – DECEMBER 31, 2018

To maintain the highest level of fiscal responsibility, Kmetz, Elwell, Graham & Associates Certified Public Accountants conducts an Independent Audit of our entire organization each year. The below Revenue and Expense summary reflects financial information for the Orlando UP Center only.

### Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Share Grocery Program &amp; Redistribution</td>
<td>$2,711,074</td>
</tr>
<tr>
<td>Public Support</td>
<td>$1,843,132</td>
</tr>
<tr>
<td>Community Development Block Grant</td>
<td>$513,750</td>
</tr>
<tr>
<td>Other Income</td>
<td>$153,587</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$5,221,543</strong></td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Activities</td>
<td>$3,482,155</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$175,473</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$241,762</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$3,899,390</strong></td>
</tr>
</tbody>
</table>

10.7% Administrative Rate

- Management & General Expenses: 4.5%
- Fundraising Expenses: 6.2%
- Program Activities: 89.3%

We are proud to operate well below the BBB Wise Giving Alliance Recommended Standard 35% Administrative Rate

The below New Assets summary is reflective of our entire organization, including the Indian River, St. Lucie and Orlando locations.

### Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning of Year</td>
<td>$5,904,071</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>$3,847,532</td>
</tr>
<tr>
<td><strong>END OF YEAR</strong></td>
<td><strong>$9,751,603</strong></td>
</tr>
</tbody>
</table>
100% of the households served fall at or below 200% of the Federal Poverty Level.

**PARTICIPANT ETHNICITY**
- 33.4% Hispanic
- 31.8% African American
- 20.9% Caucasian
- 3.4% Haitian
- 2.1% Asian
- 6.2% Other
- 2.2% Not Reported

**PARTICIPANT AGE**
- 0.1% 0-18
- 13.6% 19-34
- 18.9% 35-44
- 23.1% 45-54
- 23.3% 55-64
- 19.7% 65+
- 1.3% Not Reported

**PARTICIPANT COUNTY**
- 89.5% Orange
- 4.9% Osceola
- 2.7% Seminole
- 0.8% Lake
- 0.6% Polk
- 0.3% Volusia
- 0.9% Other
- 0.3% Not Reported
“Poverty is the dark side of sunny Florida—a harsh, often overlooked reality for people who work in a low-wage community. But UP effectively confronts that reality every day from every angle, helping families put food on the table AND get the tools and life skills they need to get better-paying jobs; to lift themselves UP from poverty.”

-Scott Maxwell
Columnist
Orlando Sentinel

“UP Orlando serves more than 9,000 children through their Grocery Program whose families might otherwise struggle in the purchase of food.”

-Dick Batchelor
Co-Chairman & Board Member
Children’s Trust

“In addition to excellent and dignity-affirming models of service for our congregation, partnering with United Against Poverty has been an immense blessing. Summit, like many churches, is just not equipped to respond to crisis. Thankfully, this partnership has created an opportunity for us to respond better to those in distress by providing a hub to make a good faith referral and also by connecting us to a strong network of agencies and houses of faith that seek good for our city.”

-Elizabeth Cronlund
Community Development Coordinator
Summit Church

“I don’t know of any organization more focused and effective in their efforts to lift families out of poverty in the Central Florida area. Thank you for empowering our community in such a tireless, creative and relational-engaging way. You are an incredible success story.”

-Tim Seneff
President
National Christian Foundation Orlando

“Dr. Phillips Charities believes investing in UP Orlando means offering hope through a hand UP to those who need it most. The U.S. Census Bureau released data in 2018 showing that in Orlando, Florida one in five children are born into poverty every year. UP Orlando is lifting lives of families in distress through enrichment programs and services and making a significant impact in the lives of children and families for generations to come.”

-Ken Robinson
President
Dr. Phillips Charities

“Dr. Phillips Charities believes investing in UP Orlando means offering hope through a hand UP to those who need it most. The U.S. Census Bureau released data in 2018 showing that in Orlando, Florida one in five children are born into poverty every year. UP Orlando is lifting lives of families in distress through enrichment programs and services and making a significant impact in the lives of children and families for generations to come.”

-Ken Robinson
President
Dr. Phillips Charities
Event Highlights

On February 17, 984 runners participated in our 5th Annual Quack Attack on Poverty 5k—raising $61,025.

On May 18, many community leaders and supporters came together to celebrate reaching our $1.6 million parking lot campaign goal, closing on the two-acre land parcel to our south.

Our Back-to-School Clothing Swap on August 4 made it possible for more than 100 children to start their school year with confidence, taking home new-to-them, age-appropriate clothing.

Our annual Hopeful Harvest Thanksgiving event took place on November 19, creating the opportunity for 450 families to celebrate a dignified Thanksgiving in their own home with a 10 lb. turkey and all the fixings.
Throughout the year, countless compassionate community members engaged with our mission in unique and meaningful ways as part of our special events. Thank you to our enthusiastic attendees, hardworking volunteers and generous sponsors for making our 2018 events such a success!

Ladies from all over Central Florida joined together to raise $38,752 at the 8th Annual Hope in Heels hosted by the Women of Hope on April 18.

We welcomed a sold-out crowd for our 3rd Annual Central Florida Poverty Conference on June 20, where respected leaders presented on “The Big Five” – housing, childcare, food, healthcare and transportation.

More than 500 friends and advocates joined us in the fight against poverty at our 12th Annual Hand Up Luncheon on October 6, raising an incredible $210,760 and an additional $74,000 in future pledges.

On December 1, 178 attendees came out in their denim chic attire for our Inaugural Bubbly & Blue Jeans Gala, raising $111,311 to help inspire and empower our neighbors in need.

The Women of Hope blessed 275 families at the 9th Annual UP Orlando Christmas Mall on December 8, offering a dignified holiday gift shopping experience featuring more than 2,100 toys.
Our 2018

John A. Paccione  
Local Board Chairman  
Red Horse Ventures

Jamie Poulos  
Long Range Planning Chair  
Poulos & Bennett

Tommy Beck  
Compass1 – Finances  
God’s Way

Dan Pugh  
Operations Chair  
Residential Building Supply

Dick Batchelor  
Dick Batchelor Management Group

Hollie Croft  
Nelson Mullins Broad and Cassel

Tom Ehinger  
Frito-Lay

Pauline Ho & Stephen Lau  
Laus Consulting Services, LLC

Cleve Loveland  
Loveland Properties

Dr. Marc Ott  
Integrative Physical Medicine

Michael Parks  
Hoar Construction

Deputy Chief Eric Smith  
Orlando Police Department

Jim Tharp  
Tharp Plumbing
Board of Directors

Jeff Chandler
Community Relations Chair
Community Volunteer

John West
Finance Committee Chair
Spraker Wealth Management

Alicia Bechtel
Orlando Health

Karl Francetic
Equity Capital Investors, Inc.

Dan & Glena Morris
MEI Civil

Bill Robinson
Zimmer Kiser Sutcliffe

Paul DePalma
Organizational Leadership Chair
ADEPT Leadership

Nick Archer
Florida Hospital

Vicki Case
Adventist University

Dwayne Gray
Zimmerman Kiser Sutcliffe

Donna Myers
Community Volunteer

Jose Roces
Florida Blue
Thank You

TO OUR GENEROUS INVESTORS FOR GIVING A HAND UP IN 2018!

$100,000 - $499,000
Anonymous Christian Organization
Florida Blue Foundation
Integrative Physical Medicine

$10,000 - $49,999, Continued
Miller Charitable Foundation
Modular Building Systems International
Kristy Picciu
Spraker Wealth Management
Jim Tharp
The Chatlos Foundation
The Joe & Sarah Galloway Foundation
Jay and Martha Tolar
WellCare
Westgate Resorts Foundation
Winderweedle, Haines, Ward, and Woodman, PA.

$50,000 - $99,999
Heart of Florida United Way

$10,000 - $49,999
ABC Fine Wine and Spirits
Charles and Vena Allison
H. Scott and Terri Bates
Tommy and Barbara Beck
Minter Byrd
Central Florida Foundation
Jeffrey and Deborah Chandler
Chehiey Magruder Foundation, Inc.
CollaborateMD
Scott and Sherry Crossman
Donald and Cindy Diebel
Discovery Church
Dr. Phillips Charities
Elizabeth Morse Genius Foundation
Financial & Insurance Conference Professionals
Jim and Robbie Ford
HMSHost Foundation
Hoor Construction, LLC
Homeless Services Network of Central Florida
Legal Aid Society of the Orange County Bar Association, Inc.
Samuel and Leila Lupfer

$5,000 - $9,999
Annunciation Catholic Church
Patricia Berk
Paul and Tess DePalma
Brent Dewar
First Baptist Orlando
Insurance Office of America, Inc.
Joseph E. & Ronda B. Miller Foundation, Inc.
Carol Kropp
Tim and Debra Lemons
Paula and Paul Loftus
Martha-Ellen Tye Foundation
Massey Cadillac of Orlando
MEI Civil, LLC
Donna and Paul Myers
John and Rhonda O’Brien
Oracle Development Tools User Group
Orlando Regional Realtors Association
$5,000 - $9,999, Continued

Michael and Angela Parks
PNC Foundation
Dan and Tinna Pugh
Rotary Club of Dr. Phillips
Randy and Susie Rush
Seacoast National Bank
The 4R Foundation, Inc.
The Community Foundation for Northeast Florida
The CORE Training, Inc.
The Martin Andersen-Gracia Andersen Foundation, Inc.
The Naomi & James Fitzgibbon Family Foundation
Diana Touchstone
Mark and Sunnye Wang
Wells Fargo Foundation
Robert Whorf

$1,000 - $4,999

Anne Abeel
ADEPT Leadership
Ademola and Latasha Adewale
Alliance for Strong Families and Communities
Todd Andrew
Dave and Dottie Arms
Association of Surgical Technologists
Bank of America
Robert and Megan Baptist
Harry and Leslie Barley
Shawn and Lorri Barrow
Jody and Nicole Barry
Alicia Bechtel
David and Lyn Berelman
Byron and Sandra Brooks
Stacie Brown Kelly
Trent and Marie Burke
Leon and Britni Camarda
Central Florida Chapter of Association of Legal Administrators
Condev Companies, LLC
Greg Cox
Sara Delk
Tony DiSanza
Disney Worldwide Services
Ryan Ditmar
Brenda Duffy
Perry and Eileen Dworkin

$1,000 - $4,999, Continued

Todd and Addie Ehinger
Thomas and Janet Elrod
Melanie Fava
Rick Fite
For Giving Foundation, Inc
Karl Francetic
Lamont and Lynda Garber
Willard and Rosemary Gates
Kathy Gibbons
Goehring & Morgan Construction Inc.
Donald and Andy Goodman
Grace Covenant Presbyterian Church
Tom and Joanne Graham
Granny Nannies
Harry and Brenda Gray
Jeffrey Griest
Keith and Molly Haskell
Alan and Joan Haughey
Rick and Sandy Havron
HBG Investments LLC
Robert Heath
Jo and Buddy Hewell
Herbert and Sherrie Hill
Holy Cross Lutheran Church
Gregory and Louise Holzhauer
Bill and Blair Hull
Brian and Keri Jager
Laura Jones
Shelby Jongema
Journey Christian Church
JP Morgan Chase Foundation
Jeff Kaizer
Thomas and Eileen Kane
KEM Business Solutions
Jim and Dagmar Kilp
Chris and Kristen King
Kiwanis Club of Downtown Orlando
Jens and Tonya Klingen
Laura Lawton
Zed and Pam Layson
William and Tamra Leary
Leary Management Group
Howard and Joyce Lee
Phyllis Lee
Lana Liu
Loop and Tie
Cleve and Brenda Loveland
$1,000 - $4,999, Continued

Macedonia Missionary Baptist Church of Eatonville
Raymer Maguire, III
Kenneth and Caron Majors
Richard and Tasha Milan
Joe and Terrie Mitchell
Dan and Glena Morris
Nelson Mullins Broad & Cassel
Chad and Danielle Newbold
Sue Newman
Tuwana Nicole
Noble Innovations
Worth and Sandra Oelschlager
Orlando Health
Orlando Serve Foundation
Clay and Emily Osborne
PepsiCo Foundation
Chris and Wendi Peterson
Henry and Judith Pfingst
Stan Pietkiewicz
Pinnacle Property Management Services
Derreck Polder
Jamie and Teresa Poulos
Mark Ramey
Randall Mechanical
James and Rose Mary Renick
Rhodes & Birto Architects
Scott and Krystal Ritchey
Bill and Nancy Robinson
Adam Rosenberg
Rotary Club of Maitland
Bill and Leigh Rush
John Russell
Chris Schultz
Ray and Katherine Scott
Lena Scruggs
Joseph and Eugenia Sefcik
Robert and Rosalee Serros
Mary Sherris
Mark Smithberger
Andy and Sarah Snyder
Brendon Snyder
Spectra Food and Hospitality Services
Susan Spraker
St. Luke’s United Methodist Church at Windermere
Ryan and Amanda Stahl
Lorin Sullivan

$1,000 - $4,999, Continued

Sunshine Island Investment Corp.
Super Channel - TV 55
Super Duper Services
Matt and Stacie Taylor
TD Charitable Foundation
Traffic Engineering & Management
Steve and Jackie Tye
Brian and Ashley Vann
Walmart #5250
Walmart #7023
Walters Realty Group
Chip Waterman
John and Betsey West
Westgate Resorts
Ron and Kathy White
Greg & Pam Wilson
Bruce Woodburn
Ben and Lori Wurtzel
Nina You
Gregory and Vicki Zechman

$500 - $999

ABC Bus Companies
Accreditation Review Council on Education in Surgical Technology & Surgical Assisting
Achieve Pediatric Therapy
Keith and Eleanor Ackermann
Ellen Arnold
Rhiannon Arnold
Jamie Barati
Debra Barron
Cathy Baumgardner
Walter and Sarah Beaver
Linda Beck
Jeff Cohen and Luci Belnick
Winfrid and Carolyn Beltran
Jacques and Teresa Blais
Margaret Borda
Edith Brooks
Susan Capone
Sabrina Case
Catalyst Community Church
Bill Causey
Central Florida Presbytery
Robert and Janice Cohen
Chad and Hollie Croft
Nancy Davis
Silva Deakins
Marc and Amy Demers
Michael Dodane
Grant and Lynda Downing
Louisa Everett
First Church Orlando
Walter Fitzgerald
Frank’s Detail
Denise Fusselman
Repps Galusha
Manuel Garcia
Madison Gay
Tiffany Geyer
Marylee Gizzi
Eric and Heather Gray
Scott and Jessica Hannum
Stephen and Rebecca Hatcher
James and Bridget Hawley
Michael and Jane Holbrook
Maribeth Hurt
Andrew Irvin
Jack Jennings & Sons
Construction Services
Jeff and Suellyn Johnson
Rod Jones
Tami Kilger
Tom and Brenda Kincaid
Deborah Ann Kolterjohn
John and Cindy Kaykendall
Santa LaBellman
Paul Lai
Lily Pulitzer of Winter Park
Andrew and Emily Lockhart
Joe Malewicki
Maximus Foundation
Kathleen McCasland
David Miller
Sally Milton

Charlie Mitchell
John Myers
KJ Nana
National Board of Surgical Technology
and Surgical Assisting
Guy and Dawn Neff
Michael Oglesby
Bart Opsahl
Kristin Pilgrim
Eddie and Melanie Pipkin
Reid and Nancy Rapport
Raymond James
REACH of Central Florida
Mitch and Rhonda Schrenk
Derek and Teresa Scott
Eric and Sherry Sergi
Dennis Severance
Bob and Renee Shoemaker
Stephen and Ava Simms
Robert and Diane Smedley
Jay and Lisa Snyder
Ruth Stieren
Strategies Now
Dale Takio
The LaRue Firm
Anthony and Heather Toft
Danny Treanor
Jacob Turrell
Elizabeth Wade
JacQuie Walker
Walters Construction Corp.
Washington Shores Presbyterian Church
Richard and Louise Weiner
Courtney Wilson
Robert Wilson
Chuck and Sonia Young
Your Silver Connection, Inc.
Julie Zaiback
Lifting Lives

Our Purpose
To inspire and empower people living in poverty to lift themselves and their families to economic self-sufficiency.

Our Mission
To serve those in poverty by providing crisis care, transformative education, food and household subsidy, employment training and placement, personal empowerment training and active referrals to other collaborative social service providers.

Our Vision
Communities where every family has access to basic needs, nutritional food, crisis care, education and employment training, and where everyone has the opportunity to achieve a future filled with hope and possibilities.

407-650-0774 • www.uporlando.org
United Against Poverty is a registered 501(c)3 nonprofit. Our Federal Tax ID is 11-3697936.