Because You Light The Way
Susan Stalcup Gray

I have been a sincere pleasure for me to serve as President of your United Way during the past year. It was an exciting and challenging year — in the human service arena and within our United Way organization itself. Local people who need help have been well served. Donor gifts have strengthened our community and funded programs which have met critical needs. Local volunteers make sure that the money you give is well spent and that fundraising costs are kept low. Our United Way impacts the community we serve by providing three distinct services:

We Help Build a Strong Community

United Way participates in a number of collaborative partnerships that bring the community together. Our goal is to develop and effective human services. We've been a leader in assessing local needs, developing solutions to community problems and organizing United Way Days of Caring. Our volunteers and members of service providers work with the city, state and county governments, schools, the business community, Caring Communities and other agencies in providing quality human services inside homes, schools, churches and service agencies.

Local People Allocate Dollars to Local Services

Over 800 local citizens representing all parts of our community participate in determining how to distribute funds most effectively. Services are evaluated annually by volunteers on both financial and service performance measures. This allocations process is unique to United Way.

One Fundraising Effort Serves Over 90,000 in Mid-Missouri

Donors and service providers are served with one efficient, effective campaign. This minimizes fundraising costs raised over $2 million in resources this year. Greg Steinthoff, Option Care, provided dedicated leadership to the 1998-99 effort.

We're grateful for the generosity of donors, volunteers and service providers whose efforts enabled United Way to participate in many 1998-99 activities. These include:

- Working as a participant in a number of community coalitions including the Columbia/Boone County Community Partnership, Chamber of Commerce/Boone County Health Report Card Project, BooneWorks, the Community-Based Family Resource Program, the Boone County Community Health and Human Services Needs Assessment, and the Community Child Care Consortium.

- Coordinating 3 United Way Days of Caring that involved over 2,200 employees and students at 150 project sites. The newest group of participants are the students of West Junior High School.

- Providing funding to BooneWorks for professional grant writing services that eventually resulted in a $3.4 million grant from U.S. Department of Labor. The money will help Advent Enterprises and its partners in BooneWorks find jobs for more than 400 welfare recipients.

- Assisting efforts in Cooper and Boone counties to enhance services for children with disabilities and victims of domestic violence. United Way funds matched other funding to provide over $500,000 in additional support over a two year period.

- Securing a $50,000 grant from Bank of America/NatWest to allow the Children's Service Council to further their partnership with businesses and families to strengthen local children programs.

- Involving eleven organizations in our Loaned Executives Program. Since 1977 the Loaned Executive Program continues to be one of our most successful efforts and attracts business partners each year. The University of Missouri-Columbia provided two Loaned Executives to work on the 1998 MU campaign.

- Working with NBC's Today Show to produce the tenth annual 30 minute United Way Simulcast which was viewed by tens of thousands in Central Missouri.

- Highlighting local services through ABC 17's campaign video production.

- Setting new records in Leadership Giving, co-chaired by David Kellor of Union Planters Bank and Dr. John DeSpain. In 1998 231 donors gave $1,000 or more for a total of $335,035. Records were set by the University of Missouri with 72 employees giving the $1,000 plus level and Shelter Insurance Companies with 26 employes giving $1,000 or more.

- Adding OATS, Inc. as a new member agency. This greatly expands transportation services to the elderly and those with disabilities.

Internally, United Way was challenged with the departure of Kathi Fosch who had served on the staff since 1992. Pam Pearn has been retained as the new Marketing Director. While staff are preparing for aspects of $200,000, our mission-critical campaign software has been Y2K compatible since early 1998. This was all made possible by you — donors, volunteers and service providers. On behalf of the Board, member agencies and, most of all, the citizens of Mid-Missouri who have received the services, I extend my deep appreciation for your efforts.

Report from the President
Board of Directors 1998-99

Executive Committee
Susan Stalrup Gray, President
Isabel’s Country Mustard
Bo Fraser, Vice President
Boone County National Bank
Chet Stoll, Agency Relations Chair
State Farm Insurance Companies
Mike Dunn, Marketing & Communications Chair
KBIA Radio
Greg Steinhoff, Campaign Chair
Option Care
Jim Schatz, Treasurer
Commerce Bank
Anne Deaton, Secretary
MO Department of Social Services
Don Chizek, Board Representative
Quaker Oats
Jerry Price, Past President
Summit Travel

Board Members
Nancy Bartmess
Boone Hospital Center
George Boyle
Retired
Dr. Gerald Brouder
Columbia College
Patti Coffelt
Boone National Savings & Loan
John DeSpain, MD
Boone Clinic
Marilyn Gaeth
Grimes, Fay and Gaeth
Gene Gerke
Gerke and Associates
Bruce Hanson
MFA Incorporated
Phyllis Hardin
Retired
Patsy Hart
University Hospitals & Clinics
Perk Hovocker
First National Bank & Trust
Tom Hoien
NationsBank
Dr. Marcia Kienecht
Stephens College
Russell Mayo
Columbia Public Schools
Marvin McCray
City of Columbia
Sabrina McDonnell
First National Bank & Trust
Beth Morell
Columbia Regional Hospital
KC Morrison
University of Missouri
Joe Mosely
Shelter Insurance Companies
Gary Oxenhander
Tofte and Oxenhander, PC
Karen Pacheco
University of Missouri
Lenard Polite, MD
Missouri Cardiovascular Specialists
Rose Porter
University of Missouri
Dale Reesman
Williams, Reesman & Tate
Vicki Russell
Columbia Daily Tribune
Shelley Simon
Simon Oswald Associates, Inc.
Dennis Smith
Missouri Employers Mutual Ins
Don Stamper
Boone County Commission
Mike Stroup
Boone County National Bank
Karen Touzene
University of Missouri
Bonnie Trickey
ReQuest Mortgages of America
Al Wagner
State Farm Insurance Companies
Bruce Walker
University of Missouri
Bill Watkins
City of Columbia

1999 Nominating Committee
Joe Mosely, Chair
Shelter Insurance Companies
Dr. Gerald Brouder
Columbia College
Patti Coffelt
Boone County National Bank
Sabrina McDonnell
First National Bank & Trust
Muriel Battle
Battle Group

Jerry Price
Summit Travel
In Gray
Retired

1998-99 Speaker’s Bureau
Patsy Forden Dalton, Chair
NBC 8
Julie Alexander
University “Y”
Gail Conley
Advent Enterprises, Inc./Job Center
Jill Cox
Boone County National Bank
Gloria Crull
Family Health Center
Ellen Dent
Commerce Bank
Phil Douce
Rainbow House
Major Max Grindle
Salvation Army
Scott Hagan
WellAware - Boone Hospital Center
Kimberly Hicks
University of Missouri
Nancy Howard
Phoenix Programs
Suzanne Hughes
Family Counseling Center
Cheryl Kendrick
Boone County National Bank
Peggy Kirkpatrick
Central Missouri Food Bank
Cindy Mustard
Voluntary Action Center
Tim Rich
Central Missouri Food Bank
Steve Shetlmire
Shelter Insurance Companies
Mary Stampley
Toastmaster Inc.
Dana Van Cleave
Advent Enterprises, Inc.

1998-99 Marketing and Communications
Mike Dunn, Chair
KBIA Radio
Penny Brown
Alzheimer’s Association, Mid-MO Chapter
Elizabeth Dunn
City of Columbia
Jacque Dunn
University of Missouri
Tom Garner
Mid-Missouri Business Journal
Jim Hall
ABC 17
Anna Hargis
NBC 8
Jim Littrell
KPLA FM Radio
Steve Meyerhardt
Self-employed
Beth Morell
Columbia Regional Hospital
Scott Petersen
State Farm Insurance Companies
Nan Povinelli
Big Brothers/Big Sisters
Robert Ross
City of Columbia
Lomie Tapia
Tapia Concepts
Jamie Varvaro
AdVentures Advertising Agency
Lil Vianello
Visionworks
Stacey Woelfel
NBC 8
Jennifer Youngs
Concert Series

United Way Staff
David Franta
Executive Director
Kathi Poesch
Director of Marketing & Communications
Sharon Livingston
Finance Administrator
Cynthia Wilson
Projects Coordinator
Linda Wharton
Administrative Assistant
Pam Pearn
Campaign Coordinator (1998)
Allocations Panels

Panel I
Rick Ravenhill, Chair*
  Boone County National Bank
Chris Prestigiacomo
  Stephens College
Jean Goldstein
  Hindman, Goldstein, Harder,
  Carpenter & Froman, P.C.
Bonnie Gregg
  Coldwell Banker & University of
  Missouri
Terry Jordan
  University of Missouri
Marc Long
  University of Missouri
Pam Pearn
  Self-employed
Earl Salmons
  Metropolitan Life Insurance
  Company

Panel IV
Laura Lower, Chair*
  Commerce Bank
Jeff Vogel
  Williams Keepers L.L.P.
Beth Balzaaine
  Union Planters Bank
Gary Ford
  Shelter Insurance Companies
Carl Gresens
  State of Missouri
Molinda Powell
  Columbia Regional Hospital
Julian Thayer
  University of Missouri
William Zschoche
  Nowell's

Panel V
Phyllis Hardin, Chair*
  Retired
Gary Zvonitzer
  University of Missouri
Elliot Battle
  Battle Group
Davy Dansberry
  First National Bank & Trust
Dr. Jagruti Dholakia
  Bruce Hanson
  MFA Incorporated
Linda Klopferstein
  Midway Heights Elementary
  School
Shelley Simon
  Simon Oswald Associates, Inc.

Panel VI
Stephen Gaither, Chair*
  Unilever HPC
June Pitchford
  Boone County Government
Gary Fennewald
  3M Company
Lee Henson
  University of Missouri
Bill Lloyd
  Boone National Savings & Loan
Michael Middleton
  University of Missouri
John Schultz
  TempFinders Employment
  Service
Kim Stanley
  Sylvan Learning Center

Agency Relations/ Fund Distribution
The United Way fund distribution procedure utilizes volunteer panels of community members who are recruited and assigned to work with individual member agencies. After volunteers visit each agency, each volunteer panel meets to review site reports, financial statements, line item budgets and audits. Based on this information, the panels develop questions for agencies to address during their panel presentation. Panel members then meet with each agency to discuss in detail its program and funding needs. After lengthy deliberations, panel recommendations are eventually presented to the volunteer Board of Directors for final determination. The fundraising goal for the year is then based upon the funding levels recommended by these dedicated community members.

Agency Relations
Chet Stoll, Chair*
State Farm Insurance Companies

---

Last September, over 1,375 employees and students volunteered more than 14,500 hours to help nonprofit agencies throughout Mid-Missouri complete 123 hands-on projects. In April, 1998, MU hosted another United Way Day of Caring that involved another 275 students, faculty and staff in community projects. Last year, West Junior High School sponsored their very first Days of Caring. These two days drew 1,500 students and earned them second place in the International Community Problem-Solving Competition in June, 1998.

In the past five years, United Way Days of Caring have mobilized 7,950 volunteers who have completed over 750 community service projects.
Leadership Circle

United Way donors understand that each of us can dream of a better community and that each of us can make a difference in helping it happen. The Leadership Circle honors those donors whose generosity reflects an extraordinary concern for the community and the needs of its people. The United Way extends our sincere thanks to members of the 1998 Leadership Circle for their generous support through Leadership Giving of $1,000 or more, including one gift of $1,000, two gifts of $10,000, one of $6,528 and three of $5,000.

Established in 1989, the 1998 Leadership Circle grew to 231 members under co-chairs David Keller and John DeSpain. Fifty-eight of these were new members, for a 71% increase in new members over 1997. The 1998 Leadership Circle gifts totaled $335,035, a 14% increase in Leadership Circle Giving.

1998-99 Members

Anonymous
Martha Alexander
Ben & Sue Ames
Jeff & Diane Anglen
Linda G. Arnold
George E. Ashley
Mr. Tom Atkins
Dr. T. J. Atwood & Mr. Kevin Litke
Tom & Lynnanne Baumgardner
L’Mont & Kathy Betz
Ed Blaine
Dr. & Mrs. Peter K. Buchert
Ron & Barbara Bulanda
John & Laura Bullion

Bob & Rosie Gerding
Kevin & Whitney Gibbons
Jaye & Marty Gibbons
Alan & Deborah Gill
Drs. Steve & Aileen Gnatz
Celso Gomez-Sanchez
Bruce & Kathryn Gordon
Tom & Susan Gray
Walter & Deborah Green
Ted Groshong, M.D.
Larry & Jan Grossman
Vince & Jane Gurucharri
Jake & Elsa Halliday
Hugh Harris, M.D.
Philip Harrison
Patsy & Larry Hart
Marilyn & Per Hoekere
Tom & Mary Hoen
Don & Nancy Howard
Ed & Kay Hunwald
Ken & Pat Hutchinson
Timothy Jackman
Richard R. James
Vernon & June Jennings
David & Marilyn John
Todd & Susan Johnson
Ray & Karol Jones
Bill & Bonnie Keithley
David & Susan Keller
Dr. & Mrs. Jerry D. Kennett
Dr. Marcia Kierscht
Lynn Kleopfer, M.D.
Ken & Mary Jo Knudten
Chris Koulouka
Niki & Aaron Kraewing
Stann & Ann Kroeneke
Rick & Jane Kruse
Teresa Kuss, R.P.
Alice Landrum
Kai Feng Lee
Stephen Lehmkule
Gustav J. Lohr
Mr. & Mrs. P. E. Red Leighton
Lemone – Smith Development Company
David L. & Alice M. Lendt
John & Jackie Lenox
Terry & Susie Liu
Jill & Kathy Lloyd
K. William & Marilyn Logan
Stewart & Nina Loory
Gwen K. Lucas
Joe Machens Dealerships

Jeff & Becky MacLellan
Jean Maddox
Margaret Mangel
John & Kathy Marquard
Gregory & Virginia Mattli
Dave & Sharon Mattson
Nancy & Bob Maupin
Don & Gloria McCubbin
Robert & Suzanne McDavid
Peter & Patricia McDonald
Eric & Sabrina McDonnell
Bick & Mollie Mears
David R. Melv, M.D.
Jerry & Toni Melton
Richard Mendehall, RE/MAX
Boone Realty
Mike Menier, Buchner’s Jewelers
Edward J. Metzen
Regena B. Michelson
Dr. & Mrs. Brent W. Miedema
Lynn & Jackie Miller
P. R. & Wanda Minick
Dr. & Mrs. Greg Monaghan
Richard & Betty Montgomery
Joe Moseley
Peter Munsen
Ken & Linda Nivens
Michael & Paula Nolan
Don & Wanda Northway
David & Diana O’Brien
Jim Olluff
Jim & Sandy Olar
Barry & Kathi O’Neill
Manuel & Karen Pacheco
Pam S. Peem
Perry Chevrolet/Nissan
Philip G. Peters, Jr. & Vickie Park
Russ & Peggy Plummer
Lenard & Mary Lu Politte
Potter Transport Company
Barnville
Jim & Lori Powell
Joe Powell
Ron & Myrna Powers
Mike & Betty Randerson
Ron Ratti
Rick & Karen Ravenhill
Phyllis & Dale Reesman
Loren & Augusta Reid
Bob & Libby Reid
Marty Riback & Nola Ruth
Ron & Mary Roberts
Dr. & Mrs. Scott Robinson
Bob & Ellen Roper

Richard & Linda Roer
Vicki S. Russell
Charles & Joy Sampson
Jim & Marilyn Schatz
Leonard & Mary Scheffler
Charles & Barbara Schroeder
Daniel L. Scotten
Michael & Mary Jo Shirk
Dan & Deb Shore
Ron & Vicki Shy
Jim & Billie Silvey
B. Daniel Simons
Simon Oswald Associates, Inc.
Dennis & Carolyn Smith
Mrs. J. Ned Smith
Jeffrey E. & Jill Smith
Larry & Cheryl Smith
Patrick & Karen Smith
Stephen B. & Bea Smith
Tom & Anne Smith
Dr. Tony & Shelli Spady
Michael & Melanie Stalcup
Commissioner Don Stamper
Greg Steinhoff
Chet & Yana Stoll
W. Michael Stroope
Daniel J. & Andrea Stabler
Gary & Donna Thompson
John & Elaine Thompson
Terry & Thorndyke Trecha
Scott & Kris Thrasher
Karen Touzeau
Randal & Doreen Trecha
Ronald J. & Mary Jane Turner
VanMater & Harrison, PC
Rapa & Poynar Velagolot
Dr. & Mrs. Fred vom Saal
Barbara & Al Wagner
Bruce & Pam Walker
Steve & Teresa Walker
Pat & Richard Wallace
Dick Wallis
Scott Ward
Henry J. Waters III, Columbia
Daily Tribune
Wide & Susan Weltshons
Jim & Linda Wharton-Krystal
Kleane / Columbia
Housewashing
Drs. Mary & Hall Williamson
Gary & Nancy Wittstruck
Wm. L. Womack, D.O.
Armon & Evelyn Yanders
Karen & John Zanol
1998 Loaned Executives

This marks the 22nd year of the Loaned Executive Program. Loaned Executives are carefully selected individuals from a business or educational organization who are assigned by that individual’s employer to work full-time the United Way campaign for one month. Their selection for this distinction is a way that employers recognize key employees.

Loaned Executives provide vital services during the campaign. After participating in an intensive training program, they see the efforts are critical to communicating to potential donors the role United Way plays in our community. They are responsible for helping plan, develop and organize workplace campaigns in approximately 400 organizations.

Loaned Executives return to their workplace with increased communications, management, sales and leadership skills. In addition, they develop an increased sensitivity to human services and a greater understanding of civic responsibility, resulting in benefits to both their employers and to our community.

Companies and organizations that have provided Loaned Executives for the past 22 years are: Boone County National Bank, 15 years; Boone Hospital Center, 5 years; Boy Scouts of America, 1 year; Columbia Regional Hospital, 6 years; Columbia Foods, 1 year; Columbia Insurance Group, 2 years; Commerce Bank, 6 years; First National Bank, 10 years; GTE, 6 years; MFA Incorporated, 5 years; NationsBank, 15 years; J.C. Penney, 2 years; Quaker Oats, 3 years; Red Cross Blood Center, 1 year; Slivey Companies, 1 year; Shelter Insurance Companies, 21 years; Square D Company, 15 years; State Farm Insurance Companies, 22 years; 3M Company, 21 years; Toastmaster Inc., 15 years; UMB Bank, 1 year; and the University of Missouri, 2 years.

United Way At Work

The United Way at Work program is designed to raise the level of participant understanding, involvement and support of human care services in the Mid-Missouri area. The program was initiated locally in 1993 with Commerce Bank and State Farm Insurance Companies. MFA Oil, Boone County National Bank, Target, Shelter Insurance Companies, 3M, Campus Facilities at the University of Missouri, the Columbia School District Partner in Education also participate in United Way at Work. Schools participating are Rockbridge Elementary, West Junior High, Hickman High and Douglass High School. The strength of the program is that employee volunteers design and customize a program that best meets the needs of their employee group and company.

United Way at Work Liaison Committee
Scott Petersen, Chair
State Farm Insurance Companies
Cyndy Chapman
Toastmaster Inc.
Tom Garner
Mid-Missouri Business Journal
Amy Modrell-Miller
Children’s Orchard
Gena Scott
American Red Cross
Suzanne Rothwell
State Farm Insurance Companies
Pacesetter Companies

The Corporate Pacesetter Program is designed for companies who choose to coordinate an early and enthusiastic internal campaign. The Pacesetters raised $490,676 for the 1998 campaign. We salute the employees of these companies for demonstrating outstanding leadership and for lighting the way for all of us.

Boone County National Bank
Boone Hospital Center
Boone National Savings & Loan
Columbia Daily Tribune
Columbia Insurance Group
Commerce Bank
First National Bank & Trust
J.C. Penney Company
Missouri Employers Mutual Insurance
National Bank
Quaker Oats
Sam’s Wholesale Club
Sears Roebuck & Company
State Farm Insurance Companies
Toastmaster Inc
Union Planters Bank
Wal-Mart – Stadium

United Way Member Agencies who also meet Pacesetter criteria.

Advent Enterprises/Job Center
Alzheimer's Association, Mid-MO Chapter
American Red Cross
Big Brothers/Big Sisters
Boone County Council on Aging
Central Missouri Food Bank
Easter Seal Society
Family Counseling Center

Family Health Center
Meals on Wheels
Nora Stewart Nursery School
Phoenix Programs, Inc.
Salvation Army
Services for Independent Living
University “Y”
Voluntary Action Center

Torchlighter Companies

Like the Pacesetters, Torchlighter companies set community standards for others to follow. They ran employee campaigns achieving significant results. Their 1998 campaign total was $795,265. We extend our heartfelt gratitude to these organizations and their employees for demonstrating such a high level of caring for this community.

ACT!
American Air Filter International - Columbia
Boone Clinic
Boone County Group Homes
Boy Scouts of America, Great Rivers Council
Central Missouri Computer Center, Inc.
CMC Human Development Corporation
Columbia Chamber of Commerce
Columbia Housing Authority
Community Nursery Schools
Consolidated Freightways
Cornerstone National Insurance Company
Daniel Boone Regional Library
GTE - Midwest
Lowes’ Home Improvement Warehouse
Merchants & Farmers Bank
MFA Incorporated
MFA Oil Company
Option Care
Schnucks Markets, Inc. - Columbia
SEMCOP Incorporated
Shelter Insurance Companies
Square D Company
Summit Travel
University of Missouri
Warlow Columbia
Columbia Public Schools
Cedar Ridge Elementary School
Derby Ridge Elementary School
Douglass High School
Fairview Elementary School
Hickman High School
Midway Heights Elementary School
Parkade Elementary School
Rock Bridge High School
Russell Boulevard Elementary School
West Junior High School

Venture Funds

Child Care Consortium
BooneWorks
Columbia/Boone County Community Partnership
Unlimited Opportunities-Boonville
Boone County Health and Human Services
Needs Assessment
Phoenix Programs
Total Venture

$1,403,731

Emergency Funding

American Red Cross
$10,000

Other
$3,222

Total
$1,498,196