

Celebrate

UNITED WE WIN.

LIVE UNITED®

United

LIVE UNITED Luncheon

DECC HARBOR SIDE BALLROOM | MAY 15, 2019



**Head of the Lakes
United Way**

LIVE UNITED LUNCHEON

UNITED WE WIN.

May 15, 2019

DECC Harbor Side Ballroom

Head of the Lakes United Way
2018-2019

LIVE UNITED Luncheon



**Head of the Lakes
United Way**



THANK YOU TO OUR 2018-19 SPONSORS



AN ALLETE COMPANY



Essentia Health

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Every effort was made to ensure the accuracy of names and organizations listed in this brochure. We sincerely apologize for any errors or omissions. If you notice an error, please contact us to update your information. We appreciate you and want to list all recognitions correctly.



SPECIAL RECOGNITION



**DAN WOLFE, KBJR
EMCEE**

.....

We would like to recognize the following organizations for their contributions to the 2018-19 Head of the Lakes LIVE UNITED Luncheon:

Advantage Solutions, Tim Swanson: Chocolate Favors

Creative Arcade: Campaign Videos

Fitz Photo, Inc.: Photography

National Audio-Visual: Luncheon Presentation



STORIES OF IMPACT



LETTER FROM MATT HUNTER, PRESIDENT

Dear Friends,

On behalf of Head of the Lakes United Way's Board of Directors, staff, volunteers, and hundreds of community partners, it's my pleasure to welcome you to our 2017-2018 LIVE UNITED Luncheon. We're so glad you're here to celebrate with us!



Our mission at Head of the Lakes United Way (HLUW) is simple – uniting caring people and mobilizing resources to empower individuals and strengthen communities. Throughout our almost 100-year history, the primary resources mobilized have been financial. HLUW continues to engage our whole communities in fundraising, to provide donors the opportunity to invest in community change, and to fund health and human service programs that improve people's lives. Importantly, the vast majority of this engagement and fundraising comes through the essential, strong partnerships between HLUW and local businesses – for-profit, governmental, and non-profit – like yours. You employ us, our families, friends, and neighbors. You and your employees donate massive amounts of time and money to ensure basic needs are met. You even partnered with United Way decades ago to create a powerful fundraising engine – automatic payroll deduction.

Simply put, HLUW would not exist without the generosity, innovative spirit, and committed friendship of local businesses and workers. Thank you for all the good work you do. You are the United Way. And I could not be prouder to work alongside you in this important venture.

To all organizers, sponsors and attendees of this celebration, their families, friends, and colleagues, thank you and enjoy the event.

Gratefully yours,

Matt Hunter

President, Head of the Lakes United Way



KEYNOTE SPEAKER

DEB DELUCA, DULUTH PORT AUTHORITY

UNITED WE WIN.

Jim Paine was born and raised in Superior, WI. After graduating from Superior High School in 1999, Jim enlisted in the United States Marine Corps and served as an infantryman.

After completing his military service, Jim returned home and earned his Bachelor of Arts degree in History from UW-Superior and later his Masters of Advocacy and Political Leadership from UMD.

Jim spent most of his post collegiate career working for DRCC, a non-profit serving people with disabilities.

Prior to his election as Mayor, Jim served on the Douglas County Board of Supervisors, representing district 6 near UWS. He was eventually elected Vice-Chair of the Board by his fellow Supervisors.

Jim lives with his wife, Katie near UW-Superior. With what free time he has, he enjoys camping, running, downhill skiing, and riding his motorcycle.





2018 BOARD OF DIRECTORS

Cindy Theien, Chair

National Bank of Commerce

Kalee Hermanson, Vice Chair

Holden Insurance Agency

Eric Siljendahl, Secretary

US Bank

Deanna Benson, Treasurer

Republic Bank

.....

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Carlton-Cook-Lake-St. Louis
Community Health Board

Cassandra Beardsley

St. Luke's Hospital

Mark Britton

UnitedHealthcare Appeals and
Grievances

Jason Davis

NCSRCC

Anna Downs

Eisenmann & Associates

Lisa Erwin, PhD., Past Board Chair

University of Minnesota Duluth

Brent Fennessey

Otis Magie Insurance Agency

Amy Hallback

maurices

Denise Hamsher

DMH Strategies, L.L.C.

Tricia Hobbs

Thrivent Financial

Phil Jents

City of Duluth, MN

Steve Jorgensen**Kathryn Koch**

ALLETE, Inc.

Annie Lepper

Minnesota Power Employees
Credit Union

Elizabeth "Beth" McCuskey

Duluth Central Labor Body

Jenice Meyer

University Wisconsin-Superior

Steve Morris

ALLETE, Inc.

Lisa Neitzel

Surge Communications

Jen Patterson

Century 21 Gilderman &
Associates

Mary Anderson-Petroske

Superior High School

Neal Ronquist

Duluth News Tribune

Mark Sitek

Enbridge Energy – Retired



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Shawn Burns, St. Luke's
Anna Downs, Eisenmann & Associates
Dean Dulinski, MN Power, an ALLETE Co.
Mark LaLiberty, Compass Minerals
Renee Appel Mattson, Trinity Creek
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Association

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Denise Hamsher, DMH Strategies, L.L.C.
Steve Jorgensen,
Barbara Reyelts, Northland's News Center
- Retired
Kate VanDaele, City of Duluth

Community Services Committee

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Bruce Bergh, UPCW 1190
MaryJo Connolly, AFT - Retired
Lori Doucette, SEIU 956
Scott Dulas, Letter Carriers Branch 114
Todd Gustafson, UFCW
Dan Leslie, IBEW 31 - Retired

Community Services Committee (cont.)

Janet Nelson, AFSCME - Retired
Steven Risacher, Carpenters 361 - Retired
Helen Wisneski, AFSCME - Retired

Executive Committee

Cindy Theien, National Bank of Commerce-
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Lisa Erwin, University of MN - Duluth
Kathryn Koch, ALLETE, Inc.
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Louis County Community Health Board
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Charlie Glazman, Wisconsin Indianhead
Technical College
Amy Hallback, maurices, Inc.
Steve Morris, ALLETE, Inc.
Mark Sitek, Enbridge Energy - Retired

Governance Committee

Tricia Hobbs, Thrivent Financial - CHAIR
Mark Britton, UnitedHealthcare
Kalee Hermanson, Holden Insurance Agency
Phil Jents, City of Duluth
Annie Lepper, MPECU
Cindy Theien, National Bank of Commerce



UNITED WAY PROGRAMS

United Way 2-1-1

United Way 2-1-1 provides information on and referrals to community, health, and social services. A 24-hour, state-wide service, you can reach United Way 2-1-1 by calling 2-1-1 or 800-543-7709. The Duluth “hub” serves residents in 39 counties in Minnesota as well as Douglas County in NW Wisconsin.

United Way Community Giving Campaign

Each year, more than 500 local workplaces and thousands of individual donors participate in United Way’s Community Giving Campaign. This campaign supports local health and human service programs that create real, lasting change for individuals and families in our region. Participating in this program helps businesses raise their public profile while assuring our partner agencies can focus on their clients.

For more information contact Michelle Hargrave at 218-726-4771.

United Way Community Services

The AFL-CIO Community Services Program works with union members in a variety of ways. It assists union members in need. As a liaison, UWCS informs labor groups and change makers about the obstacles those in poverty face when trying to find employment. It also mobilizes the caring power of working union members to get them actively involved and participating in the United Way campaign and volunteerism.

For more information contact Rachel Loeffler-Kemp at 218-726-4775.

United Way Volunteer Center

United Way’s Volunteer Center connects workplaces and individuals with volunteer opportunities at over 60 local non-profit agencies. Volunteering is a hands-on way to see the impact local agencies are creating in our community and to help advance this work. Through the Volunteer Center’s services and events, such as Day of Caring, agencies are provided with valuable skills and resources from community members.

For more information contact Liz Pawlik at 218-726-4889.



NOTEWORTHY NEWS

STUFF THE BUS

The Heart of Hospitality Project is a new program founded by Carla Overlund, GM, of LaQuinta Inn and Suites, that enables Twin Ports hotels to make a difference in the lives of local residents by donating minimally used linens and personal care items to the Duluth-Superior-area agencies and organizations that support them every day. The Heart of Hospitality Project has partnered with Head of the Lakes United Way to assess local needs and work on behalf of agencies as the connector, so far matching 11 hotels with agencies.



UNITED WAY CHILI COOK OFF 2018

United Way hosted its 27th Annual Chili Cook-Off on Thursday, September 20th at the DECC Arena. I

WINNERS:

People's Choice: Duluth East Food For Thought

Restaurant

Spicy Spirit (Best decorated booth): Whole Foods Co-op

Professional Division: 1st Place: Green Mill

2nd Place: TIE: Duluth Entertainment Convention Center and Famous Dave's BBQ

3rd Place: Lutheran Social Services - Valentini's

Amateur Division

1st Place: Duluth East Food For Thought Restaurant

2nd Place: Human Development Center-Harmony Club

3rd Place: ARC Northland

Hottest-Yet-Edible: TIE: Green Mill and Little Angie's Cantina

Vegetarian: Whole Foods Co-op

Most Unique: Green Mill



EMERGING LEADERS PROGRAM



2018 EMERGING LEADER GRADUATES



Janet Degerstedt
Sarah Garramone
Eva Goeres
Kyra Gustafson
Rhea Harvey
Taylor Holm
Kay Launspach
Heather McKnab

Carla Melander
Heidi Mengelkoch
Stephanie Raible
Heather Schmidt
Porcha Shadd
Jay Sykes
Cindy Theien
Polly Tracey

The Head of the Lakes United Way Emerging Leaders Program is a comprehensive training program for individuals who are interested in serving on nonprofit boards and engaging in group volunteer activities across the Twin Ports.





COMMUNITY IMPACT INVESTMENT PANEL



Pictured here are some of the 2018 Community Impact Volunteers

Community partnerships and a focus on results are at the core of Head of the Lakes United Way's (HLUW) move to Community Impact. This approach demands that communities are proactive as well as responsive to the area's most pressing needs. HLUW's Community Investment Process requires Volunteer Panelists to review and evaluate partner agency requests for United Way funding and decide what percentage of the request will be granted to the applicant.

This panelist volunteer position was opened to residents of the Head of the Lakes United Way service area who live in Ashland-Bayfield, Greater Duluth, Northshore (Lake & Cook Counties) and Superior-Douglas County area. Panelists were asked to have a basic knowledge of the United Way service communities and the desire to work towards positive change and improved outcomes for all people in our communities. Panelists committed approximately 25 hours during the months of January and February.

Keeping the goals of the HLUW in mind, panelists attended meetings and presentations, read applications and participated in group discussions to bring forth unbiased concerns or opinions about the requests.

Panelists got to see firsthand how nonprofit agencies in HLUW service areas truly improve people's lives with the help of United Way funding. They came away with a stronger connection to the community and had the chance to make networking connections with many people, including those serving on the panel with them, United Way staff, agency directors and staff at the agencies under review.



2018 UNITED WAY PARTNER AGENCIES

GREATER DULUTH

American Red Cross serving Northern MN and Douglas County WI

Disaster/Emergency Services

Arc Northland

Family/Child Mental Health

FASD Intervention

Boys & Girls Clubs of the Northland

Education/at-risk youth

Center City Housing Corp.

Early Childhood

Transitional Housing

Children's Dental Services

SMILES

CHUM

Drop-in Center

Emergency Shelter

Community Action Duluth

FAIM- Asset Development

Jump Start

Tax Preparation

Courage Kenny Rehabilitation Institute Northland

Courage Center Duluth

Damiano Center

Clothing Exchange

Kid's Café

Soup Kitchen

Domestic Abuse Intervention Programs

DAIP

Domestic Abuse Intervention

Duluth Area Family YMCA

Community Services

Little Treasures Childcare Center

Out-of-School Time Program

Girl Scouts of MN & WI Lakes and Pines

At-Risk Outreach

Goodwill Industries Vocational Enterprises, Inc.

Community Employment

Human Development Center

Family/Individual Counseling

Lake Superior Community Health Center

Health Care Access

Legal Aid Service of NE MN

Duluth Legal Services

Expungement Project

Life House

Basic Needs

Futures Education Program

Futures Employment Program

Kids to Adults KATS

Lutheran Social Services

Bethany Crisis Nursery

Consumer Credit Counseling

Foreclosure Prevention

Together for Youth

Truancy Action Project

Men As Peacemakers

Boys Restorative Program

Girls Restorative Program

Myers-Wilkins Community School

Collaborative

Academic and Cultural Enrichment

Positive Energy Outdoors

Low-Income Youth Outreach

Safe Haven Shelter and Resource Center

Legal Advocacy

Salvation Army - Greater Duluth Area

Emergency Assistance

Family Transitional Housing

Food Services

Second Harvest Northern Lakes

Food Bank

Backpack Program

Duluth Food Bank

SOAR Career Solutions

Re-entry Services

Subsidized Employment Services

The Hills Youth and Family Services

Neighborhood Youth Services

Valley Youth Centers of Duluth

Youth Development and Supportive Service

Volunteer Attorney Program

Volunteer Attorney

YWCA of Duluth

Early Childhood Center

Girls and Youth Programs



2017 UNITED WAY PARTNER AGENCIES

SUPERIOR-DOUGLAS COUNTY

American Red Cross serving Northern MN & Douglas Cty WI

Disaster Services

Boys & Girls Clubs of the Northland

Education/at-risk youth

Catholic Community Services, Inc

Foster Grandparents

RSVP Bookworms Project

Center Against Sexual and Domestic Abuse, Inc – CASDA

Emergency Shelter Services

Challenge Center

Community Living Support

Douglas County 4-H

At-risk Youth

Harbor House Crisis Shelters – HHCS

Children's Life Skills Enhancement

Homeless Stabilization Project

Health Care Clinic

At-risk Youth Outreach

Human Development Center

Runaway/Homeless Youth Program

Just Kids Dental

Dental Literacy

Lake Superior Community Health Center

Health Care Access

Lutheran Social Services of WI & Upper MI

Financial Counseling

Mentor Superior (Duluth Area YMCA)

Mentor Superior-Douglas County

Salvation Army of Superior

Homelessness Initiative and Prevention

School District of Superior

After School Program

Superior Douglas County Family YMCA

YMCA Membership Scholarships

Superior Vocations Center Inc.

Representative Payee Program

NORTH SHORE

Care Partners of Cook County

Senior Chore

Community Partners

Socially Active Seniors

Volunteer Services Program

Just Kids Dental

Dental Literacy

North Shore Area Partners

Volunteer Coordinator

North Shore Collaborative

LOTS: Learning Opportunities Through Stories

North Shore Horizons

24-hr Domestic and Sexual Violence Crisis Intervention

Two Harbors Area Food Shelf

Food Shelf Program

ASHLAND-BAYFIELD

New Day Shelter

Basic Services Program

The BRICK Ministries, Inc

Benevolence Program



VOLUNTEER OF THE YEAR AWARD NOMINEES

We invited our partner agencies to submit nominations for the Volunteer of the Year Award recognizing individuals or groups making a difference in their community. The following volunteers were nominated for this special award. The Volunteer of the Year Award recipient will be announced during the 2018-19 Live United Luncheon.



John Donahue, Lutheran Social Services

It was hard to choose one volunteer out of the 70 that I manage around the Northeastern part of Minnesota, but when I think about how proud I am of my Senior Companion volunteers in Duluth, one of the first people that comes to mind is John Donahue. He is a wonderful guy through and through; funny, smart, compassionate and dedicated. As a

Senior Companion, volunteers provide transportation and friendly in-home visits to Seniors in their community to help them stay independent in their homes and living the best life they can lead. John has volunteered for three years as a Senior Companion & goes above and beyond in his service; he has a client who is deaf and John has found a series of American sign language classes that he takes in Duluth to be able to better communicate with him. John had to take a leave of absence due to a liver transplant but hours after the surgery had called me from Madison, WI to tell me that he should be ready to start volunteering again. He is an amazing advocate.

.....

Machelle Lind, Positive Energy Outdoors

Machelle has been volunteering to help PEO with development since 2014. Thanks to Machelle's connections, maurices has sponsored PEO's portable climbing wall since 2014, and PEO is in its third year of funding from HMI as the first recipient of the Bright Choice Scholarship, which supports additional outdoor programming for children from



the Boys and Girls Club Lincoln Park Branch and the YWCA Girl Power program. Most notably, Machelles created a volunteer team through her participation in the Duluth Chamber's Leadership Duluth program in 2017. This team developed and ran the inaugural Raising the Par for PEO golf scramble, which resulted in nearly \$30,000 being raised for PEO—one of the most successful Leadership Duluth service projects in the history of the program. New sponsors, The Sweet Spot Indoor Golf and Minnesota Whitewater Rafting, continue to support the 2018 event. Machelles has been instrumental in PEO's growth and success. She is our volunteer of the year!

.....



Chris McMahon, CHUM

When things need to get done at the CHUM Food Shelf, there is really only one guy we call...Chris McMahon. From donation pick ups and drop offs, to advisory meetings, and to organizing entire food drives, Chris has become an integral part of our team; enabling us to continue to serve our clients in a way that always exceeds expectations.

The hours he donates are far too many to count, but it is the jobs he does that make him so valuable! He alone has brought in over 30,000 pounds of food to the Food Shelf this year. His weekly produce runs, his leadership on the National Letter Carriers Food Drive committee, and his organizing of the October Share Drive with all the Boy Scout troops in Duluth, allow us to serve the 16,000 clients every year with dignity, and healthy, nourishing meals!

The tasks Chris takes on are often back breaking and in the shadows, but the friendship and undying love for serving others less fortunate, is an amazing asset to CHUM and the Twin Ports community.



HEAD OF THE LAKE UNITED WAY

COMMUNITY GIVING CAMPAIGN

RECOGNITION

Every dollar you give to United Way creates opportunities and inspires hope for a better tomorrow. Your generosity supports the foundation of our community through the work of local programs that impact people's lives in a real and meaningful way. Your gift to United Way impacts all of us who live and work in our region.

BEST IN SHOW

TOTAL DOLLARS RAISED



LARGE ORGANIZATION (101+ Employees)

1. Minnesota Power, An ALLETE Company
2. Essentia
3. Enbridge, Inc.
4. Husky Energy
5. St. Luke's
6. Wells Fargo Bank
7. United Parcel Service
8. Xcel Energy Corporation
9. Minnesota Power Retirees
10. Superior Water Light & Power Company

UNION GROUP

IBEW 31
MNA, USWA 9460, UFCW 1189, IUOE 70
USW Local 2-2003
IUOE Local 420
MNA, UFCW 1189, IUOE 70

Teamsters Local 346

IBEW 31
IBEW 31

BEST IN SHOW (CONT.)

MEDIUM ORGANIZATION (26-100 Employees)

1. Republic Bank
2. US Bank
3. Hanft Fride, a Professional Association
4. Duluth News Tribune
5. Consolidated Communications
6. Fryberger Buchanan Smith & Frederick, PA
7. Jamar Company
8. Housing & Redevelopment Authority of Duluth
9. Ikonics Corporation
10. RSM US

UNION GROUP

Minnesota Newspaper and Communication Guild, TNG/CWA Local 37002

*Union group listing below
AFSCME Local 66

SMALL ORGANIZATION (2-25 Employees)

1. Hallett Dock Company
2. Pioneer National Bank
3. Duluth Building & Construction Trades Council
(2017 Golf Scramble)
4. Bellisio Foods, Inc.
5. Hailey Sault
6. Mars Supply
7. Continental Ski & Bike (2017 Bike Swap)
8. Compass Materials
9. Minnesota Power Employees Credit Union
10. J&J Insurance & Investments

ILA Local 1000

*Union group listing below

***Jamar Company Union Affiliation:** Boilermakers Local 647, BAC Local #1 Chapter 3, Carpenters Local 361, Iron Workers Local 512, Laborers Local 1091, Painters Local 106, Operating Engineers Local 49, Millrights & Machinery Erectors Local 1348, Plumbers & Fitters Local 11, Roofers Local 96, Sheet Metal Workers Local 10, Teamsters Local 346

***Duluth Building and Construction Trades Council Union Affiliation:** Asbestos Workers Local 49, Boilermakers Local 647, BAC Local #1 Chapter 3, Carpenters Local 361, Cement Masons Local 633, Elevator Constructors Local 9, IBEW Local 242, Iron Workers Local 512, Laborers Local 1091, Painters Local 106, Operating Engineers Local 49, Millrights & Machinery Erectors Local 1348, Plumbers & Fitters Local 11, Roofers Local 96, Sheet Metal Workers Local 10, Sprinkler Fitters Local 669, Teamsters Local 346

BEST IN FUNDRAISING

LARGEST INCREASE IN TOTAL DOLLARS RAISED

LARGE ORGANIZATION (101+ Employees)

1. Minnesota Power, An ALLETE Company
2. Xcel Energy Corporation
3. Altec Industries, Inc.
4. City of Duluth
5. Loram Maintenance of Way, Inc.
6. St. Luke's
7. ISD 709 Duluth Public Schools
8. Superior Water Light & Power Company
9. Target, Inc.
10. Charter NEX Films LLC

UNION GROUP

- IBEW 31
- AFSCME 66
- MNA, UFCW 1189, IUOE 70
- *Union group listing below
- IBEW 31

MEDIUM ORGANIZATION (26-100 Employees)

1. Consolidated Communications
2. Housing & Development Authority of Duluth
3. Wisconsin Department of Transportation
4. Duluth News Tribune
5. Lake Bank
6. Tate & Lyle Citric Acid Inc
7. Parsons-Duluth
8. Ski Hut, Inc
9. Maney International of Duluth, Inc
10. Western Bank

***ISD 709 Duluth Public Schools:** Duluth District-Wide Instructional Administrators Association, Duluth Federation of Teachers, Duluth Principals' Association, Education Directors' Association, Education MN-Duluth Clerical Local 692-1, Executive Employees Association, Food Service - AFSCME Local 66, National Conference of Fireman & Oilers, Local 956, Non-Certified Business Division Administrators' Association, Paraprofessionals - AFSCME Local 66

BEST IN FUNDRAISING (CONT.)

SMALL ORGANIZATION (2-25 Employees)

1. Pioneer National Bank
2. Hallett Dock Company
3. Bellisio Foods, Inc
4. Duluth Building & Construction Trades Council
(2017 Golf Scramble)
5. Minnesota Power Employees Credit Union
6. Barr Engineering Company
7. Mars Supply
8. Hailey Sault
9. James P. Paciotti Law Firm
10. Duluth Seaway Port Authority

UNION GROUP

ILA Local 1000

*See previous page

BEST IN EMPLOYEE PARTICIPATION

ALL ORGANIZATIONS WITH 75% OR GREATER EMPLOYEE PARTICIPATION

Honeywell International Inc.
IBEW Local 242
Superior Vocations Center, Inc.
Valley Youth Centers
Hallett Dock Company
Labor World Newspaper
Manpower
Sand Creek Workplace Wellness
Courage Kenny Foundation
Duluth LISC
IBEW Local 31
Generations Health Care Initiatives

CHUM
Bellisio Foods Inc.
United Parcel Service
Mars Supply
Hailey Sault
Pioneer National Bank
Community Action Duluth
Lutheran Social Service of Minnesota
Husky Energy
Minnesota Power Employees
Credit Union

BEST IN ENGAGEMENT

ORGANIZATIONS ENGAGING WITH UNITED WAY IN 4 OR MORE AREAS

.....

The Best in Engagement award recognizes organizations that engage with United Way in **four or more of the following activities**:

- Hosting a **Workplace Campaign (W)** allowing United Way to share information with employees, and payroll or one-time donations to be collected.
- Contributing a monetary gift from the **Corporate or Management level (C)**.
- Organizing **Special Events (E)** where proceeds are donated to United Way.
 - Community events such as a Golf Tournament or Bike Swap
 - Internal workplace events such as auctions, bake sales, BBQs, bowling events, etc.
- Recruiting **Leadership level donors (L)** giving \$1000 or more per individual/combined giver relationship.
- Taking part in **Volunteer Opportunities** with United Way (**V**).
 - Board member
 - Committee member
 - Head of the Lake United Way's Volunteer Center event such as Day of Caring
- **Sponsoring** United Way events/activities (**S**), or providing an in-kind donation of a product or service.

We are honored to recognize the organizations listed for their outstanding multi-level engagement with Head of the Lakes United Way during the past year.

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
Altec Industries, Inc.	W	C	E	L		
Bellisio Foods Inc.	W	C	E	L		
Compass Minerals	W	C		L	V	
Consolidated Communications	W	C	E	L	V	
Dr. Pepper Snapple Group	W	C	E		V	
Duluth News Tribune	W	C	E		V	
Enbridge, Inc.	W	C	E	L	V	
Essentia Health	W	C	E	L	V	S
Flint Group	W	C	E		V	
Hallett Dock Company	W	C		L		S
Head of the Lakes United Way	W		E	L	V	
KBJR 6/CBS 3	W	C	E	L		
Kraus-Anderson Construction Company	W	C	E	L	V	
MPECU - MN Power Employees Credit Union	W	C	E	L	V	S
Minnesota Power, An ALLETE Company	W	C	E	L	V	S
National Bank of Commerce	W	C	E	L	V	
Northeast Area Labor Council AFL-CIO	W			L	V	S
Pioneer National Bank	W	C	E	L		
Republic Bank	W	C		L	V	
St. Luke's Hospital	W	C	E	L	V	
Superior Water Light & Power Company	W	C	E	L	V	
UnitedHealth Group	W	C		L	V	
US Bank	W	C	E	L	V	
Wells Fargo Bank	W	C	E	L	V	
Western Lake Superior Sanitary District	W		E	L	V	
Xcel Energy Corporation	W	C	E	L		
Young & Associates	W	C	E		V	



LIVE UNITED AWARD

*The LIVE UNITED Award is presented to an individual or group in our community that not only understands what it means to LIVE UNITED, but demonstrates it: giving, advocating, and volunteering in order to improve the lives of everyone in the community. **The recipient of this award leads by example, and today we recognize and honor Jerry Fryberger.***



It was 1965 when Jeremy M. Fryberger was first attracted to the United Way, shortly after the organization's name changed from "The Red Feather Driver."

Jerry is a life-long Duluthian – 81 years young. He attended Duluth East and would have graduated in 1956, but was sent by his parents to a boarding school in Connecticut that set all students back one year, making him part of the class of 1957. He spent four years at Middlebury College in Vermont and graduated in 1961, before continuing his education in a two year MBA program at the University of Pennsylvania's Wharton School in Philadelphia.

At Middlebury, he met his wife of 55 years, Carol, and together they had four children, who have since made him the proud grandpa of nine.



LIVE UNITED AWARD

Finding his way back to Duluth, Jerry has always been involved in the community. With his twin brother, Bob, he has maintained the skating rink at Hunter's Park on Waverly Avenue, which was started by his father in 1947. This past winter marked the 71st consecutive year of the private rink open to anyone who wants to skate. The rink was fundamental in Jerry's love for hockey. He's played since the 1940's, starting with neighborhood teams coached by his father. He's also coached his own son's teams.

Jerry is also involved with The Heritage Center and Marshall School. Both of these organizations are dedicated to building a foundation for our community's youth based on the principles of hard work, teamwork, integrity, honesty, and compassion; so necessary to become contributing responsible citizens.

When the ice melts, Jerry runs—he's completed 11 Grandma's Marathons. He's also fond of the outdoors all year-long, spending years camping and paddling, at BWCA, Quetico Provincial Park, and Northern Canada with his kids, fostering a love for the woods and wilderness in his family.

Jerry is also fond of the United Way, and for some very good reasons. He's supported

**FOR OVER 50 YEARS, JERRY HAS MADE THE
COMMITMENT TO LIVE UNITED**

Head of the Lakes United Way's goals for over 53 years because he appreciates that most of the fundraising is a volunteer effort. Jerry also likes that the HLUW covers a wide variety of agencies such as American Red Cross, Boys & Girls Clubs, Duluth YMCA, Goodwill Industries, Second Harvest Food Bank - and 27 more funded in 2017. The success of our United Way certainly makes for a healthy community, where we can help those who are in need. It's people like Jerry that make reaching these goals possible.

Thank You Jerry for LIVING UNITED.



HEAD OF THE LAKES UNITED WAY

LAKE SUPERIOR LEADERSHIP SOCIETY

Leadership giving continues to be an important part of our total campaign, representing approximately 30% of the total dollars raised. We gratefully acknowledge members of our Leadership Society.

With an annual contribution of \$1000 or more, Leadership contributors significantly increase the ability of United Way to actively address critical community needs. Every contributor is a leader in our community, demonstrating compassion and passion. They believe that leading by example will inspire friends, peers, and associates to also step forward - to support what matters and make a difference in the lives of those who live in our community.

Our Leadership Society Chairs, Barbara & Steve Reyelts



PLANNED GIVING:

Gifts to the United Way Endowment Fund are carefully invested to support the donor's tradition of caring. The gift is carried on from generation to generation. The United Way Endowment Fund accepts gifts through wills and estate plans that provide a continuing source of revenue separate from the annual campaign.

Learn more at www.hlunitedway.org.

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2 Donors who wish to remain anonymous

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24 Donors who wish to remain anonymous



GET INVOLVED: ENGAGEMENT

6 WAYS TO PARTNER WITH UNITED WAY

#1 **WORKPLACE CAMPAIGN (W):**

These are fun, morale-building activities that provide your staff with an easy, affordable way to contribute to their community through payroll deduction or one-time gifts. In addition, incorporate the **NEW HIRE or RETIREE PROGRAM**: Provide opportunities and informational materials to new staff and retiring staff for starting or continuing their contributions to United Way.

#2 **CORPORATE GIFT (C):**

Your tax-deductible corporate gift gets RESULTS: United Way collaborates with local businesses, government, educational institutions, and non-profits to meet the most pressing social service issues. These issues range from large scale ones such as affordable housing to providing positive, youth-enrichment activities.

#3 **SPECIAL EVENT (E):**

The organization/business can host special events, either internally or community-wide, to raise money for United Way (e.g. golf tournament, bake sale, bowling tournament, auction, etc.).

#4 **LEADERSHIP (L):**

With an annual contribution of \$1000 or more, Leadership contributors significantly impact critical community needs.

#5 **VOLUNTEER (V):**

Volunteering is a hands-on way to see the impact local agencies are creating in our community and to help advance this work. Whether you volunteer on our Board or Committees, or in an event like Day of Caring, you can make a difference by giving of your time and talent.

#6 **SPONSORSHIPS or IN-KIND DONATIONS (S):**

Maximize the visibility of your partnership with United Way and capitalize on co-branding opportunities. Or, make a gift of a product or service to our upcoming events.

RESULT: RECOGNITION AND PRIDE - When you and your associates conduct a campaign, sponsor an event, or organize a volunteer team, you grow morale, engage your employees, and foster a sense of pride. In addition, United Way recognizes participating organizations at our annual Live United Luncheon. We would like to thank all of our community partners for their engagement this year - **LIVE UNITED!**



UNITED WAY RECOGNITION OF THOSE THAT LIVE UNITED

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
3M Company	W					
AAA Minnesota	W					
Adventure Zone	W					
Adventures in Good Company, The Improve Group					V	
AFSCME Local 66		C			V	
AFSCME Local 3558		C			V	
Alerus Financial Corporation	W					
Allison & Associates		C				
Altec Industries, Inc.	W	C	E	L		
American Red Cross	W					
Ameriprise Financial	W			L		
Anderson, Kuiti & Asuma, PLLC	W					
Andren's, Inc.		C				
Arc Northland	W					
ARI Network Services	W					
Arrowhead Paint Products		C				
Arrowhead Pathologists	W			L		
Arrowhead Regional Development Commission	W					
Aspen Aerials, Inc.	W	C				
Associated Bank Ashland	W	C	E			
Azcon Metals	W					
Barr Engineering Company	W	C				
Belanger, Inc.		C				
Bellisio Foods Inc.	W	C	E	L		
Bellisio's Italian Restaurant & Wine Bar	W					
Blandin Foundation		C				
Blue Cross and Blue Shield of Minnesota	W	C			V	
Bluestone Oral & Maxillofacial Surgery		C				

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
BMO Harris Bank	W					s
Border States Electric		C				
Bricklayers & Allied Craftworkers Local 1 / MND		C			V	
Bridge Structural Ornamental & Iron Workers Local 512		C			V	
Burlington Northern Santa Fe	W	C		L		
Carlson Orthodontics	W			L		
Carlton-Cook-Lake-St. Louis CHB	W				V	
Carpenters Local No. 361		C			V	
Cartier Agency	W			L	V	
Cash Wise Liquor	W	C	E			
Center City Housing Corp.	W					
Century 21 Gilderman & Associates					V	
CenturyLink	W	C			V	
Challenge Center	W					
Charter NEX Films LLC	W	C				
CHUM	W			L		
Citon Corporation						S
City National Bank - Symphonic Financial Advisors	W			L		
City of Duluth	W			L	V	
City of Superior	W					
CN - Canadian National Railway Company	W	C				
Community Action Duluth	W					
Compass Minerals	W	C		L	V	
Consolidated Communications	W	C	E	L	V	
Continental Ski & Bike		C				
Cooperative Light & Power	W					
Courage Kenny Rehabilitation Institute Northland	W					
CSL Plasma Services	W	C	E			
Cummins NPower, LLC	W	C				
Damiano of Duluth, Inc.	W					
DECC	W					
Delta Airlines	W					
Deluxe Corporation		C				

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
DMH Strategies, LLC					V	
Domestic Abuse Intervention Program					V	
Dougherty Veterinary Clinic		C				
Douglas County	W					
Dr. John Morrison and Carrie Scherer Family Fund		C				
Dr. Pepper Snapple Group	W	C	E		V	
Dryer, Storaasli, Knutson & Pommerville Ltd.	W			L		
DSACF Anonymous Friend Designated Fund		C				
DTE Energy Foundation		C				
Duluth AFL-CIO Central Labor Body					V	S
Duluth Area Family YMCA	W		E		V	
Duluth Brass Manufacturing	W	C				
Duluth Building and Construction Trades Council			E		V	
Duluth Community School Collaborative	W					
Duluth Energy Systems					V	
Duluth LISC	W			L	V	
Duluth News Tribune	W	C	E		V	
Duluth Regional Care Center					V	
Duluth Seaway Port Authority	W			L		
Duluth Superior Area Community Foundation	W			L		
Duluth Transit Authority	W		E			
Eisenmann & Associates	W				V	
Enbridge, Inc.	W	C	E	L	V	
Essentia Health	W	C	E	L	V	S
Exodus Machines	W			L		
Eye Clinic West		C				
Fairfield Inn by Marriott			E			
Falsani, Balmer, Peterson, Quinn & Beyer	W			L		
Family Forum (Main)	W				V	
FedEx	W		E			
Fen-Tech	W	C			V	
Fitz Photo					V	
Flint Group	W	C	E		V	

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
Fond Du Luth Casino	W					
Fryberger Buchanan Smith & Frederick, PA	W			L		
Garmin	W					
Generations Health Care Initiatives	W			L	V	
Girl Scouts of MN and WI Lakes and Pines	W					
Grandma's Restaurant Company	W	C		L		
Grandma's Saloon & Grill Canal Park	W					
Grandma's Saloon & Grill Miller Hill	W					
Grandma's Sports Garden	W					
H&R Block	W					
H. Christiansen Company		C				
Hailey Sault	W			L		
Hallett Dock Company	W	C		L		S
Hanft Fride, a Professional Association	W			L	V	
Hansen House Company	W					
Happy Sleeper Mattress		C				
Harbor City Oil & Propane		C				
Harbor Insurance	W					
Hartel's/DBJ		C				
Hays Companies					V	
Head of the Lakes United Way	W		E	L	V	
HealthPartners Institute for Education and Research	W			L		
Holden Insurance Agency, Inc.	W	C			V	
Honeywell International Inc.	W					
Housing & Redevelopment Authority of Duluth	W					
Human Development Center	W					
Husky Energy	W			L		
IBEW Local 242	W				V	
IBEW Local 31	W				V	
IBM Employees & Retirees	W					
Ikronics Corporation	W	C		L		
Industrial Welders & Machinists		C				
ISD 709 Adult Basic Ed/G.E.D.	W			L		

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
ISD 709 Area Learning Center	W			L		
ISD 709 Central Administration Building	W					
ISD 709 Congdon Park School	W					
ISD 709 Denfeld High School	W					
ISD 709 East High School	W			L		
ISD 709 Head Start	W					
ISD 709 Lakewood School	W					
ISD 709 Lowell School	W					
ISD 709 Myers-Wilkins Elementary	W			L		
ISD 709 Ordean East Middle School	W					
ISD 709 Piedmont School	W					
ISD 709 Stowe Elementary School	W					
J&J Insurance & Investments	W			L		
Jamar Company	W	C	E			
James P. Paciotti Law Firm		C				
John Ivey Thomas and Mary Rees Thomas Family Foundation Fund		C		L		
Johnson Controls, Inc.	W	C				
Johnson, Killen & Seiler, P.A.	W		E	L		
KBJR 6/CBS 3	W	C	E	L		
Kiwanis Club of Superior						S
Kleiman Realty		C				
Kolquist, Seitz & Goldman, LLC	W					
Kraus-Anderson Construction Company	W	C	E	L	V	
Labor World Newspaper	W					
LaBounty Manufacturing	W	C				
Lake Bank	W	C		L		
Lake County Veterinary Clinic	W			L		
Lake Superior Community Health Center	W			L	V	
Lake Superior School District 381	W					
Lake View Memorial Hospital	W		E	L		
Lakeshore - A Superior Way of Life	W					
Legal Aid Service of Northeastern Minnesota	W			L		

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
LHB, Inc.	W	C		L		
Liberty Mutual	W	C				
Lifetime Dental		C				
Lincoln Stores, Inc.	W			L		
Lindquist & Company, Inc.	W					
Little Angie's Cantina and Grill	W					
Loram Maintenance of Way, Inc.	W			L		
Lutheran Social Service of Minnesota	W		E		V	
Lynn Beechler Realty		C				
Macy's East	W					
Malcolm B. Davy Law Office	W			L		
Maney International of Duluth, Inc.	W	C				
Manpower	W					
Mars Supply	W	C				
Marsh & McLennan Agency		C				
Marshall School	W			L		
Maurices					V	S
Mayne Design		C				
McKie Splints, LLC	W					
Medica Health Plan	W			L	V	
Members Cooperative Credit Union		C				
Midwest Energy Resources Company	W	C				
Miller Hill Dental		C				
Mills Fleet Farm - Hermantown		C				
Minnesota Power Employees Credit Union	W	C	E	L	V	S
Minnesota Power Retirees	W			L		
Minnesota Power, An ALLETE Company	W	C	E	L	V	S
MJP Management	W					
Moline Machinery LLC	W			L		
Monaco Family Charitable Fund		C		L		
Morgan Stanley Wealth Management	W					
Mortenson Construction	W			L		
Mount Royal Fine Foods		C				

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
Muriel Whiteside Charitable Trust		C				
Murphy Oil		C				
My Bonnie Beauty Salon		C				
N.E. Minnesota Synod ELCA	W					
National Bank of Commerce	W	C	E	L	V	
Nationwide Enterprises	W	C				
North Bay Community Church					V	
North Homes Children & Family Services					V	
North Shore Bank of Commerce	W	C		L		
North Star Foundation		C		L		
Northeast Area Labor Council AFL-CIO	W			L	V	S
Northern Communities Credit Union	W					
Northern Metalworks	W			L		
Northern States Supply, Inc.	W	C				
Northland Constructors of Duluth LLC	W	C		L		
Northshore Mining	W			L		
Northshore Steel, Inc.		C				
Northwest Outlet, Inc		C				
Oneida Realty Company	W			L		
Optum/Medica					V	
Oral & Maxillofacial Surgical Associates	W			L		
O'Reilly Auto Parts	W					
Otis-Magie Insurance Agency, Inc.					V	
Park State Bank	W					
Parsons - Duluth	W					
Payroll Processing Plus, Inc.		C				
Peace United Church of Christ	W			L		
Pfizer, Inc	W					
Physio-Control	W					
Piedmont Barbers & Salon		C				
Pioneer National Bank	W	C	E	L		
Plumbers & Steamfitters Local 11		C			V	
Preferred Loyalty Solutions		C				

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
Proctor City Offices	W					
Razoo Foundation						
RBC Wealth Management	W			L		
Republic Bank	W	C		L	V	
Road Machinery & Supplies Co.	W					
Robert and Gail Toftey Charitable Donation Fund at Schwab Charitable		C		L		
Rockwell Automation	W			L		
RSM US	W			L		
RW Fern Associates Inc.	W					
Safe Haven Shelter and Resource Center	W					
Sam's Club Store 6320	W	C				
Sand Creek Workplace Wellness	W					
School District of Superior	W			L	V	
Scott Anderson Leadership Program					V	
Shopko Hometown: Two Harbors	W	C				
Shopko Stores, Inc.	W	C	E			
Sisu Medical Solutions LLC	W					
Ski Hut, Inc.		C				
Solid Foundations of Minnesota, Inc		C				
SOAR Career Solutions	W					
St. Germain's Glass Company	W	C				
St. Louis County Administrator	W					
St. Louis County ARCP	W					
St. Louis County Assessor	W					
St. Louis County Attorney	W			L		
St. Louis County Auditor	W					
St. Louis County Human Resources	W		E			
St. Louis County Information Technology	W					
St. Louis County Land & Minerals	W		E	L		
St. Louis County NERCC	W					
St. Louis County Planning	W					
St. Louis County Property Management	W					

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
St. Louis County Public Health & Human Svcs	W			L		
St. Louis County Public Works	W					
St. Louis County Purchasing	W					
St. Louis County Recorder	W					
St. Louis County Sheriff	W					
St. Luke's Hospital	W	C	E	L	V	
St. Luke's Ophthalmology Associates	W			L		
Star PB LLC	W					
State of Minnesota	W		E			
Stewart-Taylor Printing	W	C				
Sue and Bruce Henke Charitable Fund		C		L		
Superior Choice Credit Union		C				
Superior Savings Bank		C				
Superior Vocations Center, Inc.	W					
Superior Water Light & Power Company	W	C	E	L	V	
Surge Communications Innovations					V	
Target, Inc. (Duluth)	W	C	E			
Tate & Lyle Citric Acid Inc.	W	C				
The College of St. Scholastica	W			L		
The Hershey Company	W	C				
The Hills Youth and Family Services	W				V	
The K Foundation/GiveMN Gifts				L		
The Mosaic Company	W	C				
The Salvation Army	W					
Thrivent Financial for Lutherans					V	S
TransCanada					V	
Trinity Creek Consulting					V	
Tri-State Business System	W	C				
Union Pacific Railroad	W					
United Parcel Service	W	C		L		
UnitedHealth Group	W	C		L	V	
University of Minnesota Duluth	W			L	V	
University of Wisconsin - Superior	W				V	

ORGANIZATION	Workplace	Corporate	Special Event	Leadership	Volunteer	Sponsorship
US Bank	W	C	E	L	V	
Valley Youth Centers	W			L		
VERSO Corporation	W	C		L		
Voyageur Bus Company		C				
Walgreens - All Locations	W					
Wal-Mart 1447 - Superior	W	C				
Wal-Mart Store 1652 - Ashland	W	C				
Wal-Mart Store 1757 - Hermantown	W	C				
WDIO/WIRT-TV			E			
Wells Fargo Bank	W	C	E	L	V	
Western Lake Superior Sanitary District	W		E	L	V	
WesternBank	W	C				
Whole Foods Community Co-Op, Inc.						S
WI Institute WITC	W				V	
Wilson McShane Corporation	W					
Wipfli CPAs and Consultants	W			L		
Wisconsin Department of Transportation	W					
Xcel Energy Corporation	W	C	E	L		
Young & Associates	W	C	E		V	
Younkers Duluth #449	W					
Younkers/Bon Ton Superior #469	W					



UPCOMING EVENTS

Duluth Building and Construction Trades Golf Scramble

Saturday, June 8, 2019

Get a team together and join us out on the green for a fun day of golf, great food, networking and prizes! All proceeds from the fundraiser go to Head of the Lakes United Way.

United Way Day of Caring

Wednesday, June 19, 2019

United Way's Day of Caring matches teams of volunteers who are eager to give back to the community with local non-profit agencies in need of extra hands. Volunteerism at its best!

Stuff The Bus School Supply Drive

August, 2019

Select businesses in the HLUW service area will be drop-off locations for donations of school supplies. Specific details can be found at hlunitedway.org in July, 2019. (*Superior-Douglas Cty & Two Harbors*)

United Way Day at the Wade

Thursday, August 9, 2019,

The region's largest chili cook-off draws over 1,

rights while the public joins the fun by sampling and voting.

HLUW Emerging Leaders: Board Training Program

Spring, 2020

The program features topics such as board engagement overview, nonprofit board structures and responsibilities, nonprofit legal issues, and financial stewardship.

14th Annual Bike Swap

April 20-21, 2020

Join us for the Continental Ski & Bike "Bike Swap," supporting Head of the Lakes United Way! This event encourages the community to adopt a healthy & active lifestyle: sell or buy, and get biking!

National Letter Carriers' Stamp Out Hunger® Food Drive

Saturday, May 11, 2020

Participate in the largest one-day food drive in America! Simply place non-perishable food items by your mailbox by 9:00 am on 5/11/20. All food collected stays local.

28th Annual HLUW Chili Cook-Off

Thursday, September 19, 2019,

The region's largest chili cook-off draws over 1,500 chili lovers and over 40 chilies. Area chefs vie for bragging



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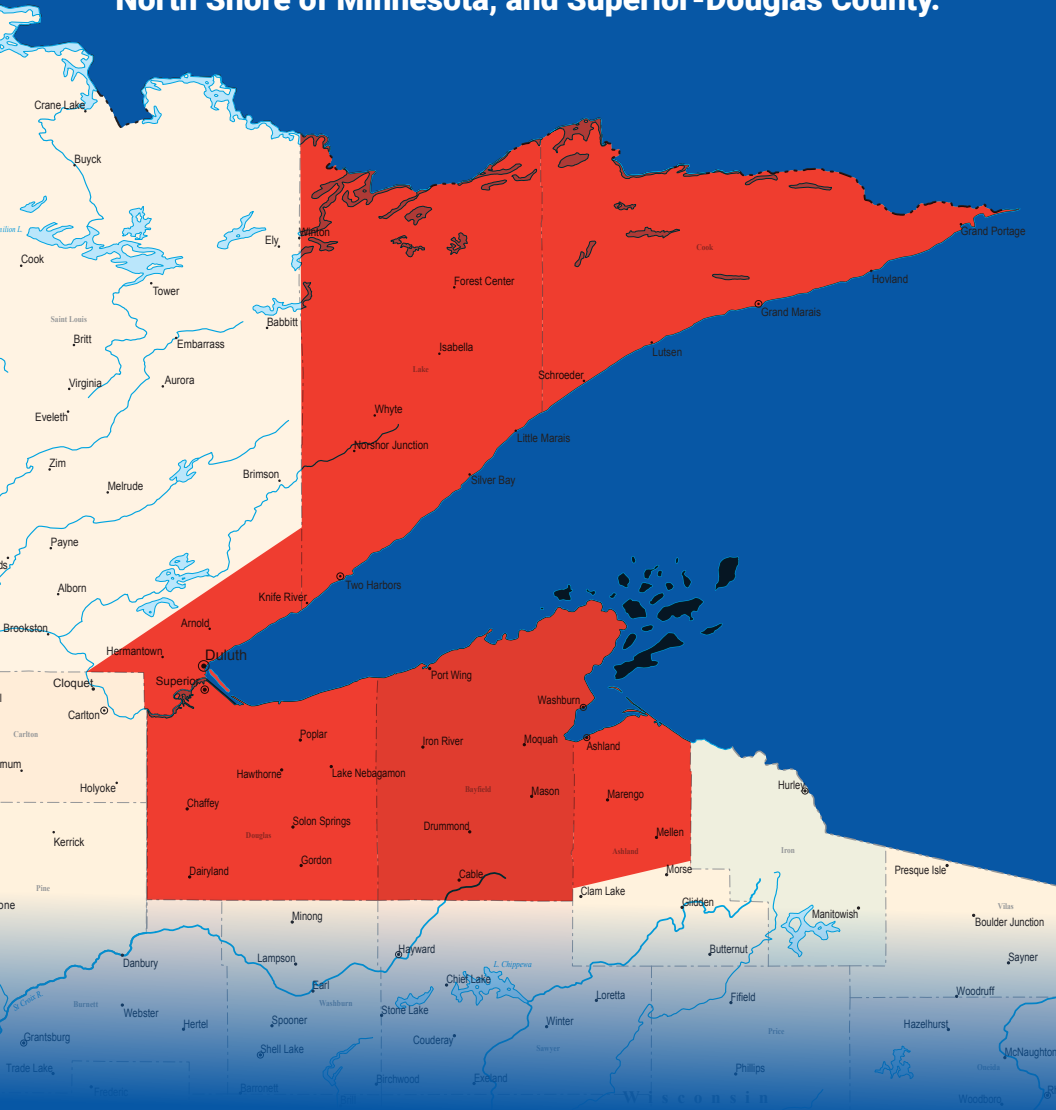
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Head of the Lakes United Way fights for the basic human needs, education, health, and financial stability of every person in the communities of Ashland/Bayfield Counties, Greater Duluth, the North Shore of Minnesota, and Superior-Douglas County.



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