CHALLENGES IN OUR COMMUNITY

- 70% of low income 3rd grade students read below grade level.
- 2 out of 3 children entering kindergarten in some local districts are deemed “not ready to succeed.”
- Low income students lose an average of 3 months academic progress every summer.
- 65% of low income families do not have an age appropriate book at home.

UNITED WAY SOLUTIONS

**Fun in the Sun**
300 young scholars improve their literacy skills over the summer, and 200 parents receive support.

**United for Financial Empowerment**
3,000+ local families receive more than $2.5 million in income tax refunds.

**United for Health**
Thousands of local families receive improved health care services.

**United for Literacy**
Over 7,500 local students use United Way literacy tools every day to improve their reading skills.

**Kindergarten Success Institutes**
250+ pre-K students improve their school readiness skills by 55%.

**Day of Caring**
1,000+ volunteers complete community projects at over 50 different sites.

NEED MORE INFO?

- Contact Victoria at vdominguez@unitedwaysb.org, 805-882-0514
- Visit the UCSB United Way website: www.ia.ucsb.edu/uw

UC SANTA BARBARA
2020 United Way Campaign

Campaign Dates
January 15 - March 6
Steps to Success

1. PROMOTE
   - Send a kick-off email to your department, and promote the campaign, special events, and prize drawings
   - Share the UCSB United Way website: [www.ia.ucsb.edu/uw](http://www.ia.ucsb.edu/uw)
   - Distribute paper pledge forms
   - Put up posters and share info about candy grams/bean bag toss

2. ENGAGE
   - Schedule a United Way presentation for your department (email Victoria Dominguez at vdominguez@unitedwaysb.org)
   - Lead your own presentation and show the campaign video
   - Use United Way materials to share the impact of your gift
   - Participate in special events (or organize your own)

3. ASK
   - Remind your co-workers to donate
   - Promote online giving
   - Collect paper forms or tell employees to send them to: Business and Financial Services, Attn: United Way, Mail Code 2040

4. THANK
   - Send an email to say thank you to your department
   - Share results & celebrate!

How to Donate

- Donate online at [www.ia.ucsb.edu/uw](http://www.ia.ucsb.edu/uw)
- Fill out a paper pledge form and send it to: Business and Financial Services, Attn: United Way, Mail Code 2040

Talking Points

What is United Way?
United Way of Santa Barbara County is a local nonprofit organization that has provided children, adults, and families with services and resources since 1923. United Way improves education, health, and financial stability in Santa Barbara County by creating partnerships and programs that help our community.

What’s the relationship between UCSB and United Way?
UCSB has partnered with United Way for over 60 years to give back to our local community. United Way is UCSB’s exclusive campus-wide nonprofit partner, and like UCSB, United Way is focused on improving education to prepare the next generation of children and students with the skills they need to succeed. UCSB partners with United Way in a variety of ways to support our community—employee giving, free tax assistance, Day of Caring, Fun in the Sun, etc.

Key Messages
- United Way is local. 100% of your gift to United Way stays in our county.
- United Way focuses on improving education, health, and financial stability.
- United Way has decades of expertise in identifying and responding to local community challenges.
- United Way helps our community during times of disaster and crisis.

Why give to United Way?
Through direct services, programs, funding, volunteer development, and leveraging local partnerships, United Way creates lasting, meaningful solutions to community problems. United Way’s approach engages the entire community and addresses multi-faceted issues with best-in-class programs and services.

Will my gift stay in my community?
Yes! 100% of donations given directly to United Way of Santa Barbara County support local programs and services.

Can I designate my gift?
Yes, you can designate your gift to a United Way focus area or program, or any 501(c)(3) nonprofit organization. Designations to outside organizations require a $115 minimum annual pledge and incur a processing fee.

What are United Way’s operating costs?
According to the Better Business Bureau’s Wise Giving Alliance, a nonprofit’s overhead should not exceed 35%. United Way’s overhead stays below 20%. All other operating costs go directly to program operation and support. United Way is committed to low operating costs, organizational efficiency, volunteer participation, and in-kind services. Overhead expenses also enable United Way to distribute donor-designated contributions to outside nonprofit organizations, reducing the fundraising burden on those organizations.