



Campaign Leadership Team Handbook

United Way of Central Missouri
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Introduction

What is the United Way?

The United Way's 125-year history is built on the proven effectiveness of local organizations helping people in their community who need help. Through a vast network of volunteers and community service agencies, United Way organizations across America help meet the health and human care needs of people every day. The United Way system supports the greatest variety of health and human services in the United States, and is second only to the federal government.

The United Way system includes approximately 1,300 community-based individual United Way member organizations. Each organization is independent, separately incorporated, and governed by local volunteers. United Way member organizations across the country identify community problems and gather community groups to help develop preventative projects and special programs. Trained United Way volunteers identify and prioritize community needs, then direct funding to agencies and programs that get results locally.

—from *The National Coordinators' Guide to Workplace Campaigns*, National Corporate Leadership Office

A Message from the President

You are embarking on a much needed community effort. For approximately two months, we will be letting Mid-Missourians know how important their contributions are to the welfare of our friends and neighbors in need.

Year after year the United Way of Central Missouri looks forward to serving our community. Over time, the causes and faces have changed, but the basic idea of collaborating to meet the greatest needs has stayed the same. Each year, the opportunity to serve those most vulnerable in our community becomes the task of the United Way. And each year we reach out to our friends and neighbors to ask for help in meeting those needs. More than 8,000 people annually answer that call for help. With their help and with your help the United Way is making a difference in our community.

Throughout United Way of Central Missouri's long history, we have relied on a familiar formula to conduct our philanthropic mission: 1) Identify community needs, 2) Seek charitable agencies that address those needs, 3) Allocate much needed dollars to those agencies, and 4) Campaign to raise the funds. This tried-and-true approach has led to generations of employees expecting an annual United Way campaign at work. It has pushed campaign volunteers to work harder each year to top the previous campaign's total. **It is not just about money, it is about caring for others.** And, we're not just talking about helping during the campaign; it is a twelve month, year-round effort. It takes the financial and volunteer support of all of us working together to strengthen our community and meet health and human service needs...that's what it means to Live United.

You have a wonderful opportunity ahead—a chance to truly make a difference, not in just one life, but in many. Thank you for accepting this role!

Ann Bax

What is the Campaign Leadership Team?

The Mission and Goal

The Campaign Leadership Team is one of the most important groups of volunteers involved in the United Way of Central Missouri Community Campaign. Indeed, it would be nearly impossible for the United Way to collect its thousands of campaign pledges each year without these dedicated people.

The Campaign Leadership Team is charged with the duty of carrying out the annual Pacesetter and Community Campaigns. The Pacesetter campaign is typically held in August while the Community Campaigns are typically held September through October, but the prep work begins several months in advance. It's a big commitment, with a lot of work, but it's a necessity for the United Way and its partner agencies.

The mission of the Campaign Leadership Team is to find and conduct the most appropriate and efficient methods of 1) spreading the message of the United Way and its fundraising, 2) contacting local businesses and individuals regarding the Campaign, and 3) encouraging their participation in the Campaign.

The goal of the Campaign Leadership Team is to raise the amount of pledges necessary to cover the following year's budget, as set by the United Way Board. This goal is determined after a Fund Distribution Committee has analyzed requests from partner agencies and the Board has approved the amount of money to be allocated to them in the following year. Those allocations are added to the amount of money necessary to cover administrative costs in the upcoming year. The total of the allocations plus the administrative costs determines the fundraising goal. The administrative cost is less than 9% for all activities of the United Way of Central Missouri, including fundraising.

The Members and Their Roles

The Campaign Leadership Team is usually comprised of 25-35 members who fall into one of three categories:

A. **Campaign Co-Chairs:** These are the team leaders. Usually there are two Co-Chairs, and they have high visibility in the Central Missouri community, as well as known leadership qualities from their own careers. The Campaign Co-Chairs develop the theme of each year's campaign, work with the campaign team members, develop campaign strategy, make public statements when necessary and appear at a number of public functions.

B. **Team Members:** Most of the team falls into this category. Typically, each business-related division has at least three co-chairs, while the other more specialized divisions have one or two. Division Chairs divide the contact work within their group, and are responsible for making weekly reports at Campaign Leadership meetings. They are also encouraged to attend public functions related to the campaign.

C. **Staff or Board Members:** The Staff of the United Way of Central Missouri, the Board Chairman, and the Board's Communication Chair serve on the Campaign Leadership Team in an advisory capacity.

The Campaign Divisions

There are seven separate campaign divisions, some of which are further subdivided according to more specialized occupational categories or size of business.

A. **Pacesetters:** The Pacesetters Division handles a special campaign that occurs one month before the Community Campaign. Thus, the Pacesetters Campaign serves as a model for the Community Campaign. As such, the Pacesetters are usually companies or organizations in high esteem with the United Way by proving to be good supporters in the past and having a high standing in the community. The results of the Pacesetters Campaign are revealed at the Community Kick-Off, giving a boost to the overall campaign.

B. **Business Accounts:** The business-related campaign divisions are categorized according to the size of the businesses. These are businesses that provide a one-time corporate gift and/or run an in-house employee campaign allowing their employees to use payroll deduct as a way of providing support for the United Way.

Major Firms: businesses that have more than 100 employees.

Large Firms: businesses that have 25 to 100 employees.

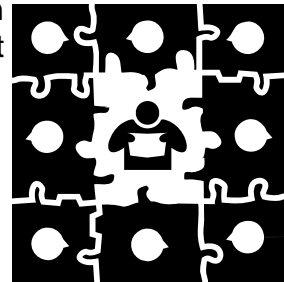
Small Business: businesses that have less than 25 employees.

C. **Public Service:** The Public Service Division handles the organizations and businesses in the area which deal with a variety of public service issues.

1. Schools
2. City and County Government
3. Associations
4. Hospitals (St. Mary's Medical Center, Capital Region Medical Center, and Jefferson City Medical Group)
5. Unions

D. **Special Gifts:** The Special Gifts Division handles pledges from retirees and people who are not affiliated with a business or the work-related division.

E. **Professionals:** The Professionals Division handles typically white-collar careerists who work primarily as individuals. These would include doctors, attorneys, architects, veterinarians, clergy, etc.



F. **Capital Leaders:** Capital Leaders are a select group of donors designated as 'Capital Leaders'. These donors are individuals who have pledged \$500 or more per year in the past, and are expected to do so again.

G. **State Government:** The Missouri State Employee Charitable Campaign (MSECC) is run by one person who handles the pledges made by state employees during the annual Missouri State Employees' Charitable Campaign. This campaign is separate from the local United Way campaign but we receive funds from the pledges made by local state employees.

Duties of Campaign Leadership Team Members

Attend Meetings

Campaign Leadership Team Members (CLT) will find a number of meetings listed on their campaign schedules, and attendance is very important. While some absences are expected due to conflicts with job and family, you are asked to attend as many meetings as you are able. A team is only as good as its members, and strongest when they are all present with their ideas and information.



Make Contacts

A large part of the obligation of a Campaign Leadership Team Member is the making of contacts within the accounts which you are assigned. Know the key campaign person of these accounts and become acquainted with them. While the campaign coordinator will have a handbook to help them through the campaign, it is also important for the CLT volunteer to offer any assistance (including that of the United Way staff) to help with the employee campaign. Many tools are available including the campaign video, various campaign materials, and members of the United Way speakers bureau.

Prior to the Campaign Kick-Off, the volunteer should meet with the campaign contacts and determine the projected dates of the employee campaign. If the account provides a corporate gift, the volunteer should determine when is the most convenient time to pick-up the pledge and personally deliver it to the United Way.

Distribute Packets

Prior to the actual Campaign, the staff of the United Way of Central Missouri will create packets with paperwork for each business/organization that runs an employee campaign. The packets include:

A. **A Report Envelope:** The actual packet; this envelope requires the business' campaign contact to fill out information on the front after the campaign.

B. **United Way Fact Sheets:** Everything you want to know about the United Way (number of people served, what a donation provides, campaign goal, etc.) is included in the fact sheets.

C. **An Employee Contribution Sheet:** This sheet must be completed with the names, contributions and the manner of donation for all donors after the campaign.

D. **Pledge Cards:** There are two kinds of cards.

1. **Employee Cards:** Each employee gets a pledge card for their own individual donation. The card encourages 'Fair Share' and leadership giving. Pledges may be paid by payroll deduction, cash or check, bank draft, or conveniently billed by the United Way.

2. **Corporate Contribution Card:** Each business gets a Corporate Card. These cards are used for donations on behalf of the entire company and may be paid in one payment or conveniently billed by the United Way.

E. **Campaign Materials Order Form:** Businesses have a number of campaign-related materials at their disposal some of which is, provided free of charge or at a small charge by the United Way.

These include:

1. Campaign Brochures/ Theme Posters
2. Lapel Pins
3. Goal Thermometer Posters
4. Campaign Videos in both VHS & DVD)
5. Yard Signs



Volunteers are responsible for delivering these packets to their assigned businesses, and making sure the business contact understands how to utilize and complete them. The volunteer may be the 'expert' they will seek if and when they have questions or concerns.

Those volunteers assisting with the special gifts, professional, and some Public Service organizations must be acquainted with both the report Envelopes and pledge cards since the Public Schools, City and County entities will use both. However, the Special Givers (retirees) and Professional use the individual pledge cards only.

The volunteers are responsible for delivering the packets, and are also responsible for making sure they are returned to the United Way offices by the deadlines. They may pick the packets up themselves or have the business contacts return them. The deadline for campaign results is in late October.



Representing the United Way

As a member of the United Way of Central Missouri's Campaign Leadership Team, you are indeed an ambassador of one of the most successful agencies in our community. It is a big responsibility, to be sure, but it's also a prestigious position. To be a member of the Campaign Leadership Team means that you have proven yourself a voice in our community, someone to whom others respond.

When you visit a participating business or speak to individuals about the Campaign, you **represent** the United Way. You **ARE** the United Way to many of these folks! As such, you are asked to put the best possible 'face' on the organization. Here are some suggestions to help you best represent the United Way of Central Missouri:

- A. Wear a lapel pin! It may seem small, but you would be surprised at how many people notice them! Ask the United Way for one.
- B. Know your United Way information, especially regarding the Campaign. Whether speaking purposefully or casually, it helps if you have done your homework.
- C. Make yourself available. You may get invitations to special United Way related events at businesses or organizations, and these are great opportunities to spread the message. In addition, when your business contacts know you are available for questions, concerns, emergencies, or happy occasions, it's comforting to them. It also demonstrates your commitment which in turn may impress upon them the importance of the Campaign!
- D. If there are questions which you can not answer, contact the United Way office at (573) 636-4100 and ask for help. Provide the UW office with the question and the person's name so we can get back to them with the information.

Keeping Contact / Getting Weekly Reports

As you can tell from the repetition; **communication** and **follow-up** with your business or organization contacts is critical for all volunteers. Be sure to let the United Way office know the campaign dates for the accounts which you are responsible.

This information is extremely important to the United Way! As the campaign continues, United Way staff projects final results. It also assists them in determining if additional campaign strategy is necessary to reach the campaign goal.

Keeping the Schedule

The Pacesetter and Community Campaign are limited only by time. The Pacesetters have a month for that special campaign, and the Community Campaign generally has two months to reach the goal. Because time is a limited commodity, keeping the schedule of deadlines and campaign events is important.

Campaign Leadership Team members are responsible for making sure the participating businesses and individuals understand the schedule. If a business has difficulty with the campaign, or expresses doubt it will submit a packet by the deadline, the volunteer assigned must work with the business to rectify the situation, and alert the United Way staff that the organization might need some additional time or assistance.

Tips to Being a Top-Notch Team Member



Communicate...Communicate...Communicate

Is this starting to sound like a broken record? Once again, **communication is a priority** when it comes to the Community Campaign. The simplest yet most effective way of keeping communication flowing is to keep the United Way staff apprised of your accounts and their campaign involvement. Email is always an easy way to communicate this information.

Encourage Employee Campaigns

Most companies/organizations already utilize employee campaigns; however, some do not. Employee campaigns are an effective tool in 1) increasing donation potential, and 2) spreading the United Way message. Plus, it is far easier to deal with a business as a whole, than as an assortment of donations. If you discover a business or organization that does not utilize an employee campaign but could benefit from one, it may be prudent to talk to the Manager / Director of the possibility. Always keep the United Way staff in the loop!

Encourage Participation by CEOs, Executive Directors, and Such

While your contact at the businesses or organizations likely will not be “The Boss” of the place, it is worth your while to get that person involved in the campaign. Having the CEO’s “stamp of approval” can do a lot to increase overall campaign participation.

The easiest method of CEO / Executive Director participation is to have that person send a company-wide letter or e-mail regarding the campaign, indicating his or her approval and support of the campaign. The United Way can provide a template of this letter or email.

Endorsement letters, memos, or emails help spread the message of the campaign, and also prove that the United Way campaign is a valuable project of that business. While on the subject of communications, the United Way staff can also provide articles or updates for the company **newsletters** on a regular basis.

Other methods include inviting the CEO / Executive Director to attend and speak at campaign meetings, and encouraging them to initiate business-wide events related to the campaign (raffles, “We Reached Our Goal!” Parties, etc.)

Know Your Companies’ / Organizations’ / Individuals’ Goals

Each company or organization with an employee campaign should have its own goal regarding the campaign. These goals can reflect **financial outcomes** (i.e. dollar amounts to be raised during the campaign) or **non-financial outcomes** (i.e. the number of employees who participate in the campaign). They may want to share this information with you.

All previous givers should be encouraged to become Leadership Givers (see below). Also, any individual who has given to the United Way for 25 years or more should be identified as a Diamond Donor. Alert United Way staff of the names of these individuals.

Enhance Corporate Giving

Approximately 18% of the United Way of Central Missouri’s annual pledges come from corporate gifts. Many times these gifts match a percentage or the total amount pledged by the company’s employees—and so they can often double a business’s impact! Know if the companies or organizations you’re assigned have a history of corporate giving, and if so, encourage them to enhance their gifts. If they do not have a history of corporate giving, you might speak to that company’s CEO about the future possibilities of doing so.



Companies that give a corporate gift of \$500 or more to the United Way of Central Missouri are also classified as Leadership Givers, and the same tiers of giving for individuals also apply. For example, a company’s corporate gift of \$5,000 puts it at the Platinum Level, and it will be mentioned in United Way literature as such!

Encourage Leadership Giving

Anyone who pledges \$500 or more during an annual Campaign is considered a Leadership Giver, and as such, is entitled to membership in the United Way Leadership Giving Society: the Capital Leaders.

Capital Leaders are a strong part of the Community Campaign. They serve as role-models for other donors, and contribute a great deal towards the goals.

Yet many who could give at leadership levels do not, for a variety of reasons.

It is important for every member to encourage leadership giving—especially among those who have not yet joined the club but have the financial capability! If you know of any possible candidates, please let the United Way staff know.

Please see the “Important and Fun Facts about the United Way Campaign” for more information about Leadership Giving, and the Tiers of Giving.

Be a Resource for Your Companies / Division Members

For many employees of local businesses, their knowledge of the United Way of Central Missouri comes from their campaign coordinator and a Speakers Bureau representative. The Speakers Bureau Representative typically only visits a business once—so quite often, it is the campaign leadership team member who has the opportunity to make a difference with an employee campaign and the business campaign coordinator who must run it. The employees will look to you as ‘the expert.’ In addition, your dedication to the Campaign will reflect back to the employees, and prove to them the campaign’s importance to their community.

If as a volunteer, you do not deal with businesses or organizations (Special Gifts and Professionals), you are the ‘expert’ to these people. You may have the opportunity to speak to them on the telephone or in public, and as such, you are the United Way to these folks who don’t get a Speakers Bureau Representative to visit, or who may not be well acquainted with the partner agencies. This is your chance to spread the word, and sometimes, all it takes is a conversation to spark an interest--and get a donation! Encourage these individuals to check out the United Way of Central Missouri website by visiting www.unitedwaycemo.org.

Encourage Your Businesses to Support United Way Events

The United Way of Central Missouri has three events during the campaign period in which local businesses and their employees and individuals are invited to participate. These are the Campaign Kick-Off, the Days of Caring, and the Thank-You Celebration. The public at-large is invited to attend these functions, but United Way supporters are greatly encouraged to take part.

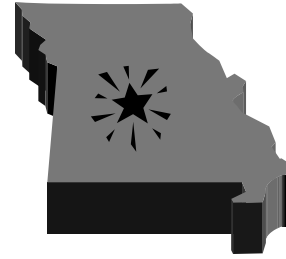
When making contact with your assigned businesses, organizations, or individuals, simply inform the campaign coordinator of these events, and let them know that everyone’s invited! Encourage them to pass the word along with company-wide memos, newsletters, or email.



Important and Fun Facts About the United Way Campaign

A Little History of the United Way of Central Missouri

The organization started in Jefferson City, Missouri, as a branch of the 'Community Chest,' in 1925. The Community Chest had its beginnings after World War I when businesses expressed exasperation at the difficulty in deciding which charities and agencies to support. Community Chest groups around the nation solved that problem by holding single campaigns for varieties of local agencies—not much different from how the United Way operates today!



In 1954, the Jefferson City Community Chest was renamed the United Community Fund; in the 1970's it was renamed the Jefferson City Area United Way; and in 1997, it was renamed the United Way of Central Missouri to reflect its increasing role in rural areas of the region. No further renaming is planned.

The Community Campaign has always been an integral part of the mission of the local United Way, and its agencies, goals, and pledges raised have risen with the years. Here's a short time-line as an illustration:

1960

1. 19 Partner Agencies that included St. Mary's Hospital, Still Hospital, the USO, and the Servicemen's Center
2. Campaign Theme: Your Finest Hour
Is the Hour's Pay
You Give Each Month
The United Way (Probably the LONGEST campaign theme ever!)
3. Goal: \$113,731
4. Pledges Raised: \$114,360

1970

1. 21 Partner Agencies that included Sheltered Workshop, Heart Research Center, Cole County Association for Cerebral Palsy
2. Campaign Theme: One Gift Works Many Wonders
3. Goal: \$163,286
4. Pledges Raised: \$161,000

1980

1. 20 Partner Agencies that included the Peter Pan School, Traveler's Aid, the Goshorn Handicap Center, OATS Busses
2. Campaign Theme: Thanks to You It Works, For All of Us
3. Campaign Goal: \$311,681
4. Pledges Raised: \$319,278

1990

1. 19 Partner Agencies that included the Agape House, ABLE, RACS, and the Cancer Research Center
2. Campaign Theme: Thanks for Being There
3. Campaign Goal: \$1,087,602 (Quite A Jump in 10 Years!)
4. Pledges Raised: \$1,093,218

2000

1. 23 Partner Agencies that included Big Brothers Big Sisters, CeMO Cares, Council for Drug Free Youth, Family Counseling Center
2. Campaign Theme: Lead the Way!
3. Campaign Goal: \$1,400,000
4. Pledges Raised: \$1,400,000

2009

1. 25 partner agencies & programs that included Dreams to Reality, Community Health Center, Boys & Girls Club, and The Food Bank.
2. Campaign theme: LIVE UNITED
3. Campaign goal: \$1,600,000
4. Pledges raised: \$1,604,000 (and counting)

Fair Share Giving

“Fair Share” is the preferred method of campaign donation for business employees and professionals. It is calculated differently according to the type of position:

A. Hourly: 1 hour of pay per month (i.e. Someone who is paid hourly at \$8.00 per hour - pledging his/her Fair Share would be 12 x \$8.00 = an annual pledge of \$96.00).

B. Salaried / Professional: 1% of salary (Example: Someone who is paid a salary of \$30,000 per year - pledging his/her Fair Share would result in a pledge of 1% of 30,000 or \$300 as an annual pledge).

Designations and Designations Only

A designation is a pledge that a donor wishes to be specifically allocated to a certain agency. Generally, pledges are distributed to all partner agencies according to the funding amounts determined by United Way volunteer panels.

A partner agency may be listed as receiving designations only when it has no specific allocation for a fiscal year. In this case, an agency would only receive pledges that are specifically designated to it.



Leadership Giving

A Leadership Gift involves any pledge of \$500 or more during the Annual Campaign. This pledge enables a donor to be a member of the UW Capital Leaders.

There are four Tiers of Giving related to Leadership Gifts:

- A. Bronze: \$500 to \$999
- B. Silver: \$1,000 to \$2,499
- C. Gold: \$2,500 to \$4,999
- D. Platinum: \$5,000 or more

Typically, Leadership Giving involves pledges from individuals; however, the United Way of Central Missouri does keep a separate list of businesses that give Leadership Gifts. These businesses are often referred to as 'Corporate Capital Leaders'. Annual recognition of these very important stakeholders includes a listing in the United Way annual report and an invitation to United Way special events.



Speakers Bureau

The Speakers Bureau is a group of volunteers who speak at public and private business functions on behalf of the United Way of Central Missouri. It is primarily made up of Agency Directors, former clients, and supporters of the partner agencies. The Speakers Bureau representatives are available to speak at any and every Campaign-related event, including employee campaign kick-offs.

Other Fun Facts

Did You Know...

*In the United States, voluntary contributions to the various independent United Ways support over 45,000 agencies, helping millions of people from all walks of life and income groups. Second only to the federal government, the United Way system supports the greatest variety of health and human services in the country.

*Payroll deduction offers employees a convenient and affordable way to help those in need in their community. A manageable gift from each paycheck accomplishes great things year round! And because of the work of many United Way volunteers, you can be assured that your contribution is being well-spent!

*A United Way gift works locally...not across the globe, not across the country. Right here, in Mid-Missouri—that's where the United Way of Central Missouri is putting your money to work. **The money raised here....STAYS HERE.**

*United Ways support many large, well-known agencies; however, they are also a lifeline to smaller, grass-root neighborhood organizations. All of these do great things in Central Missouri, and deserve our support! Each year the United Way provides a brochure which explains what agencies receive local contributions and how the money is to be spent.

*During the United Way's extensive citizen-review process known as Fund Allocation, experienced local volunteers assess community needs and determine how to distribute funds. **Thus, donors know their money is serving the most pressing community issues, and reaching people most in need.**

***United Way is accountable and efficient.** A small amount of every dollar donated goes directly to administrative costs (including fundraising). Last year, this amount was less than **9%**; the rest goes to the partner agencies and their programs. This percentage is far below the 35% standard set by the Better Business Bureau, and the 40% standard expected by the National Charities Information Bureau. The United Way of Central Missouri is audited every year, and copies of requested filings are available.

***The United Way system also refers people to agencies,** and agencies to other organizations to help address community problems. The United Way often serves as a networking organization in communities that do not have a formal agency-referral service.

*The United Way of Central Missouri provides updated information to the community via its website: **www.unitedwaycemo.org**

*In 2003, the United Way of Central Missouri established a Foundation for the purpose of sustaining its long-term commitment to the central Missouri community. **The Foundation provides an additional means of support through memorials, estate planning, and individual bequests.** Additional information is available by contacting the United Way of Central Missouri office at (573) 636-4100.

United Way of Central Missouri Partner Agencies

4-H Youth Programs

2436 Tanner Bridge Rd
Jefferson City, MO 65109
573-634-2824
Jenny Lynn Flatt

ABLE Learning Center

501 Madison Rm 124
Jefferson City, MO 65101
573-636-5558
Ben Smith

American Red Cross

431 E. McCarty St.
Jefferson City, MO 65101
573-635-1132
Paige Thomas

Big Brothers Big Sisters

424 Stadium Blvd
Jefferson City, MO 65101
573-634-3290
Lee Knernschild

Boy Scouts

Great Rivers Council
1203 Faye St.
Columbia, MO 65201
573-449-5861
Doug Callahan & Jon Wilson

Boys and Girls Club of the Capital City

727 E. Elm St.
Jefferson City, MO 65101
573-634-2582
Cindy Hudson

The Food Bank

2101 Vandiver
Columbia, MO 65202
573-474-1020
Peggy Kirkpatrick

Community Health Center of Central Missouri

3400 W. Truman
Jefferson City, MO 65109
573-632-2777
Alan Stevens

Council for Drug Free Youth

P.O. Box 212
Jefferson City, MO 65102
573-636-2411
Joy Sweeney

Dental, Eye & Shoe

573-893-2256
Judy Alexiou

Dreams to Reality

512 Jefferson St.
Jefferson City, MO 65110
573-681-9675
Ramona Hader

Energy Assistance Program

Administered by The Sal. Army
900 Jefferson St.
Jefferson City, MO 65101
573-635-1975

Family Counseling Center

204 Metro Dr., Suite B
Jefferson City, MO 65109
573-634-4591
Don Smith

Girl Scouts of the MO Heartland

230 Metro Drive (Service Unit)
Jefferson City, MO 65109
1-877-312-4764
Jonna Neterer-Local Contact

Homemaker Health Care

1760 Southridge Dr.
Jefferson City, MO 65109
573-635-3900
Jeff Buker

Jefferson City Day Care

1002 Myrtle
Jefferson City, MO 65109
573-636-6461
Donna Scheidt

Jefferson City Family YMCA

525 Ellis Blvd
Jefferson City, MO 65101
573-761-9000
Craig Lammers

Osage County Special Services

104 E. Main St.
Linn, MO 65051
573-897-2991
Jennie Ames

Pathways Community

Behavioral Health

1905 Stadium Blvd
Jefferson City, MO 65109
573-634-3000
Bob Whittet

Rape and Abuse Crisis Service

PO Box 416
Jefferson City, MO 65102
573-634-8346
Jim Clardy

Salvation Army

927 Jefferson St.
Jefferson City, MO 65101
573-635-1975
Captains Terry & Cheryl Selvage

Senior Nutrition Council

P.O. Box 104718
Jefferson City, MO 65101
573-634-8020 Clark site
573-635-4120 Mall site
Brenda Doyle

Capitol Projects

Sheltered Workshop
2001 E. McCarty St.
Jefferson City, MO 65101
573-634-3660
Ken Wagner

Special Learning Center

1115 Fairgrounds Rd
Jefferson City, MO 65109
573-634-3070
Debbie Hamler

Tri-County YMCA

PO Box 541
Osage Beach, MO 6565
573-348-9230
Dr. Joann Rutherford