

2007
Community Needs Assessment

Compiled By

Johnson City Area United Way, Inc.

Serving Johnson City, Jonesborough
And Washington County



From Data Provided By
45 Community Agencies at the
Community Needs Assessment Forum
June 12, 2007



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JOHNSON CITY AREA UNITED WAY, INC.

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United Ways in our community and across the nation exist to create meaningful and tangible community impact. We exist to serve and foster partnerships that result in changing lives and shaping a healthy community. Through our community partners, we provide a safe and nurturing environment for youth as well as adults and assist and comfort those in crisis. These collaborative partnerships lead to the success of our children, strengthen families and neighborhoods, and support an ever aging population.

As we move into the future, we must remember the history of our local organization and the wealth of opportunities that have been created through citizens, business investors, and our very visionary volunteer leadership throughout Johnson City, Jonesborough and Washington County. This local impact agency has been in existence since 1930 when it started as the Johnson City Community Chest, becoming a United Way in 1972. In that span of time, the organization has not only served our partner agencies, but has reached out in other areas by administering the Heisse Johnson Keeping Warm Fund, the Emergency Food and Shelter National Board of FEMA and serving as the Professional Campaign Fund Organization for the Johnson City-Mountain Home Combined Federal Campaign. The organization has also provided grants to various 501(c)3 organizations.

This second Community Needs Assessment is the continuation of our opportunities to reach into our support community. This opportunity is designed to receive input on issues and areas of concern that are viewed as vital for continuing to move our organization to a community impact model of the current day United Ways as described by United Way of America. Moving to this model will require growing the opportunities for more donors/investors to provide resources through this organization. In showing our community that we are serious about opening the door of opportunity to new agencies which meet the standards being identified through this document, we see even greater chances that this organization will be seen as a leader in “Making Lasting Changes, Right Here Where We Live”

All of these giving opportunities will be possible because we live in a community that truly cares about responding to current and future needs that exist. These opportunities will come because of committed individuals, companies, and groups that see our local area United Way as a vital link to community impact. It will also occur because our community sees our current and future community partners as vital health and human services links in our area and region.

Lester D. Lattany
President & CEO
Johnson City Area United Way, Inc.

Community Needs Assessment Report Committee

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City of Johnson City Community Development Director

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Linda Hoit

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Dr. Debra Bentley

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Herman Rice

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JOHNSON CITY UNITED WAY

NEEDS ASSESSMENT REPORT 2007

BACKGROUND ON ORIGINAL 2004 ASSESSMENT

The original needs assessment for the Johnson City Area United Way, Inc. was developed in 2004, providing a benchmark for future assessments. This assessment included public input through a community forum of primarily service providers and local governmental officials. The assessment identified needs by client group including; Adults, Children and Youth, and the At-Risk Population. It also revealed gaps in both service levels and resources for each client group, as well as five top priorities of need to be addressed by future resources and services. A needs assessment committee developed the report over a three month period and the report was subsequently approved by the United Way Board of Directors in late 2004.

Several organizations have initiated programs or developed initiatives over the past three years using criteria from the original needs assessment which address identified needs from the original 2004 needs assessment. These new programs and initiatives include;

- Creation of the Johnson City Area United Way Grants Review Committee and the New Agency Committee which used the 2004 Assessment to award grants and select new agencies to ensure resources are used to address identified needs and to avoid unnecessary duplication of services. Six (6) new service agency grants were made to non-partner agencies in the community that served identified high priority need clients in 2005, followed by the addition of two new United Way Partner Agencies, Interfaith Hospitality Network of Greater Johnson City and Keystone Dental Care, Inc. in 2006.
- The Chamber of Commerce serving Johnson City, Jonesborough, and Washington County developed a Non-Profit Business Committee to provide key technical assistance workshops on topics of mutual interest to non-profit organizations in the community. Quarterly meetings provide attendees with opportunities to both receive and share information to benefit the community at large.
- Northeast State Community Technical College in Blountville now offers a Non-profit Professional Development Training Certification Program.
- The Johnson City Area United Way holds quarterly Meetings with its Partner Agency Directors to provide opportunities for information sharing, as well as developing partnerships among the agencies.
- Improved coordination of local FEMA Food and Shelter Board and Resources.
- Growth and enhanced coordination and growth of the Heisse Johnson Keeping Warm Program by Good Samaritan Ministries and The Salvation Army to provide energy assistance for those in need in the community. Funds for this program are provided by customers of the Johnson City Power Board and Atmos Energy.

- Creation of a United Way Strategic Growth Plan to help guide the allocation of resources and to look at the growth in the potential number of Community Partner Agencies.
- The Johnson City Area United Way Campaign Goal has grown significantly since 2004. The Fall 2007 goal was \$2 million and has been achieved.
- Ongoing coordination with community investors.
- Increased communication efforts with community service providers.
- Concentration on United Way Organizational Management.

NEED FOR UPDATED NEEDS ASSESSMENT

The need to periodically update the needs assessment has become apparent in the intervening years since the original assessment. Significant progress has been made toward addressing the top priorities and needs identified in the original assessment; however significant changes in federal and state funding levels, a growing at-risk population in our service area and the need to create a more intentional network of communication and coordination among non-profit service providers have signaled the need for updated information on needs of the client base in the service area.

The Johnson City Area United Way is committed to this process, not only for the update of the community needs, but also of the initiatives that come from the needs assessment. This information is critical to identify the community leadership and technical assistance necessary for coordination of resources and programs to meet current needs.

The key components of this Needs Assessment Update are:

- United Way Board commitment to the Needs Assessment Process.
- The involvement of the community, including key service providers through a community forum.
- The creation of a Needs Assessment Development Committee to oversee the development of the updated Needs Assessment document.

JOHNSON CITY AREA UNITED WAY NEEDS ASSESSMENT REPORT

EXECUTIVE SUMMARY

The Johnson City Area United Way has led in the formation of a “community services process” to assist the community in the development of a Needs Assessment Report to be used by their Board and the Johnson City/Jonesborough/Washington County community in looking at future resource allocation.

This community services process began with a look at the basic population groups that are being served throughout the Johnson City/Jonesborough/Washington County community with support services, by Johnson City Area United Way partner agencies and other diverse broad-based community service agencies. In looking at the population base being served by the community support agency sector in this community, three basic population groups stood out. They were as follows:

- 1. Adults**
- 2. Children and Youth**
- 3. The At-Risk Population (these included those with disabilities, lack of education, lack of proper medical care, lack of adequate transportation, etc.)**

Through a community-wide forum hosted by the Johnson City Area United Way on Tuesday June 12, 2007, at the Millennium Centre, a diverse group of community service agencies, concerned citizens, local government representatives and the members of the faith community met to discuss and prioritize needs in the community, resources to help meet those needs, gaps in current services, and to discuss ideas for a better community structure through which the identified needs could be met.

Out of the initial community needs forum, a group of volunteers was selected from each primary sub-group i.e. Children and Youth, Adults, and the At-Risk Population. A Needs Assessment Report Committee was formed with these volunteers to develop and assemble an updated needs assessment document to help guide future resource allocation decisions made by the Johnson City Area United Way and other community entities.

This Needs Assessment Report Committee has completed their work and has delivered to the Johnson City Area United Way and the general public, a document which is both concise and clear as to the needs that exist among these population segments in Johnson City/Jonesborough/Washington County. The priority of the community needs have been determined by population segment, service gaps, needed resources and lack of available resources. The need for greater community collaboration along with re-structuring of the process used to provide the needed services in our local community to those in greatest need has been identified.

Please find in the next few pages of this report, the summary of the findings of this Needs Assessment Report Committee.

NEEDS ASSESSMENT PRIORITY METHODOLOGY

The top priorities for the needs assessment were determined through a three-step process.

The first step in the process involved small group discussion sessions at the community forum June 12, 2007. Representatives from community service agencies who provide diverse direct services and information to those in need in the community, were joined by concerned citizens, local government representatives and the members of the faith community for these sessions. Each session was divided into the three main client groups for discussions, those being; Children and Youth; Adults; and the At-Risk Population.

The group participants were asked to discuss the following need components: Priority service needs; services and resources currently available; service gaps; and resource gaps. After the individual groups discussed the different need components, they were asked to rank them in priority order. Those priorities would then be reported to the whole group attending the community forum.

The second step was to bring all of the forum attendees together where each of the three discussion groups presented their findings and priority rankings from each of the three major population components. The entire group then set the overall priorities for each of the need areas.

The third step was to form a community needs assessment team with volunteers from the overall community services forum group. Using all of the comments and data from the community forum, this team prioritized the perceived and stated overall community needs and drafted a Community Needs Assessment Document.

The Community Needs Assessment Document drafted by the community needs assessment team were turned over to the United Way Community Assessment Committee for review and to put into final report form. Additional key data from the U.S. Census involving specific statistics for each population group as well as a special study on Tennessee's Children, the ARCH Point in Time Study on Homelessness, and other pertinent data were reviewed and used in the development of this report. The following are the eight overall priorities.

TOP OVERALL PRIORITIES

- **Community Building/Collaboration Partnerships** (bringing service providers together for better coordination and cooperation, all population groups)
- **Transportation** (providing better access to all services by transporting individuals to service providers; making transportation available at night and on weekends, (especially in outlying areas in Washington County). Increased client education of availability and accessibility of services.)
- **Health Issues** (Preventative Health and Health Maintenance for all population groups, particularly women and children; Access to Medical Services, all population groups)

- **Food Assistance**
- **Housing**
- **Jobs/Training**
- **Affordable and accessible care for children, youth, and adults**
- **Services to Teen Mothers**

Although there are programs for all of these items, the committee felt there were large service gaps that need to be addressed. Lack of funding is also a stated need in all three population groups.

TOP PRIORITIES BY POPULATION GROUP

ADULTS

Access to Affordable Healthcare

- Mental Health
- Preventative
- Specialists
- Hearing
- Vision
- Dental
- Medication Management
- Prescription
- Expansion of Health Department Services
- Hospice

Food Assistance

- Meals on Wheels and Nutrition Program for elderly and disabled (Knowledge of accessibility and availability for seven day a week period)
- Referral Service (211) that can provide accurate information regarding availability and collaboration between agencies.
- Rural Coverage
- Multi-cultural client choice

Affordable Housing

- Transitional
- Handicap accessibility
- Housing for felons
- Low-income assisted living
- Case Management

Transportation

- Person to service / service to person.
- Evening and weekend public service
- Volunteers

Jobs/Training

- Lack of training
- Matching employers to agencies
- Maintaining employees
- Positions for older adults

Adult Day Services

- Intergenerational opportunities
- Homeless needs
- Special needs daycare

AT-RISK POPULATION

Housing

- Affordable
- Transitional
- Permanent

Child Care

- High Quality
- Developmentally Appropriate
- Affordable

- **Health Care**
- **Food Assistance**
- **Transportation**

CHILDREN AND YOUTH

Programs for 12-21 year olds (6 p.m.-11 p.m., weekends, summer)

- Programs need to be well defined and provide a safe environment
- Services need to be accessible to community
- Collaboration of agencies needed to fulfill the mission of reaching children and youth
- Proactive and reactive drug programs for all children and youth
- Parental support groups for coping with children/ youth drug issues
- A safety net for children and youth after school (someone to call/ somewhere to go)
- Programs or safe places for all children and youth

Transportation for children under the age of 13 to and from programs and services

Services to Teen Mothers

- Parenting Skills
- Budgeting & Money Management Skills
- Transportation Needs

Education

- Sex and Sexually Transmitted Diseases
- Youth Leadership
- Parenting Skills
- Budget & Money Management Skills

ADDRESSING CRITICAL NEEDS

The Community Needs Assessment is a snapshot in time of the current perceived and stated needs in our community and how they are being met. This section will address the findings by our agency representatives and local and state governmental agency field employees.

Transportation at night and on weekends was ranked the number one unmet need. Public transportation is provided primarily to all citizens in the Johnson City/Washington County area by the Johnson City Transit System and the First Tennessee Human Resource Agency. There are several other entities that provide transportation to specified patrons for specific purposes. They include First Tennessee Area Agency on Aging and Disability, Taxi Companies, Greyhound Bus Lines, Dawn of Hope, Frontier Health, Johnson City Senior Citizens Center, TennCare Transportation, Upper East Tennessee Human Development Agency Head Start, and Washington County Community Residential Services, and four Assisted Living and Independent Living Communities.

This list may not be all inclusive. There are more transportation resources in Johnson City and less in the outlying areas of Washington County. It appears that transportation services available are not sufficient at a cost to meet the needs of the identified groups with the current level of funding.

Health Issues are the second identified unmet need. Much has changed in Tennessee since the revamping of the TennCare Program. Access to affordable health care appears to be a problem in several areas. The problems identified by this committee included lack of funding for prescriptions for those with mental illness, lack of affordable in-patient psychiatric care for low income persons, lack of treatment for low income persons with alcoholism and drug addiction problems. Facilities available for care for low income persons are through the Downtown Clinic, emergency rooms, the primary care clinic at the health department, and Urgent Care. These facilities are utilized primarily for acute/emergency care and not prevention. It appears to the subcommittee for adult needs that adults lack the knowledge of services and/ or do not utilize them effectively. Children are generally covered through various venues, but the need for education of services is needed for the parents to take advantage of resources. Also, many specialists will not see the uninsured or underinsured. The need for adult dental care continues to be a priority.

Food Assistance, Housing, and Jobs/Training continue to be significant needs. The meager income of families living on the edge of poverty barely covers household expenses. When an unexpected situation arises, these families struggle with making the difficult choices among food, medicine, doctor visits, rent or mortgage payments, and paying for and maintaining their automobiles. They are the ones most affected by unemployment, increases in housing costs, and overall increased costs of living. With strict income eligibility criteria many social service agencies are unable to help them. Many families have interrelated and systemic problems. Short-term, targeted services or a one-time handout helps but does not remedy their situation. Many need a more holistic approach with intensive education, management and coordinated services to help ameliorate the conditions that make them vulnerable to a host of household problems.

The number one stated need among the Children and Youth Subcommittee was: **Programming** for youth ages 12-21 between the hours of 6 p.m. – 11 p.m. The need exist for collaboration between agencies to fulfill the mission of reaching children and youth. Programs need to have

parental support and provide a safe environment. Services need to be accessible to the community.

Proactive and Reactive Drug Programs are needed for all children and youth. Frontier Health currently provides early intervention for children in all of the Johnson City elementary schools, Indian Trail, Science Hill, and the Alternative School. Washington County Schools have the Dare Program and station Public Safety Officers in their schools. Washington County Schools teach health and wellness which includes education on the dangers of drugs and alcohol.

Affordable Care for Children and Elderly is also a significant need. Shortages are evident in adult day services and child care for young children. Affordable in-home services such as housekeeping, medicine management, and meals are needed for the elderly. Assisted living for low – moderate income individuals is an ever growing need. The number of elderly has risen during the past ten years and will continue to rise with the baby boomer generation. Affordable quality child care for infants and toddlers is needed for working families and single parents. Head Start and the state Pre-K program serves at risk children ages 3-4.

Teen Mothers need parenting skills, budgeting & money management education, transportation, and affordable child care.

GENERAL RECOMMENDATIONS

The general recommendations presented in the needs assessment update are the direct result of the input and discussions that came from the Community Services Needs Assessment Forum held on June 12, 2007. Further discussion on recommendations has come from the deliberations of the Adult, Children and Youth, and At-risk focus area groups that have comprised the Community Needs Assessment Update Committee. These recommendations relate directly to the consensus of thought that came from the Community Needs Assessment Update process. These recommendations are intended to help guide the community in helping to create the needed framework through which better networking of service providers can occur, more resources can be identified and used more effectively, and the priority community needs identified through the assessment can better be met in the future.

The Johnson City Area United Way, Inc. as a leading community services coordinator and empowerment entity in the community must play a significant and vital role in helping to create the framework to help the community more effectively respond to the priority needs identified in this assessment. However, this role of coordinator agency involves helping to bring other needed community service leader agencies into a network to help shoulder this significant responsibility. The Johnson City Area United Way is committed to help provide the leadership to create the necessary community partnerships that are needed to build the necessary community services network supported with adequate resources to ensure that the priority community service needs that have been identified for the community are met.

RECOMMENDATIONS:

- The Community Needs Assessment is intended to be a “living document”, with continued evaluations of changing community populations and needs. As one of the community leaders, the Johnson City Area United Way organization is committed to continue using this and future Community Needs Assessment Documents in the allocations process with existing partner agencies, as well as in the grants process and in the addition of any new partner agencies.

However, for the community to benefit from this process, other community organizations – including non-profit agencies as well as local governments – need to partner in this effort, and use the Community Needs Assessment Document in their strategic planning to ensure funding and resources are used to meet identified community needs and to avoid unnecessary duplication of services.

- Host a community services summit to allow providers to meet on an annual basis (probably in the spring) to share information, update the community on the status of community services and to identify and set priority community service initiatives for implementation in the community.
- Partnership with the Chamber of Commerce Development Council and Not-for-Profit Business Council to expand the Community Services Network with Taskforces, i.e. Adult, Children and Youth, and At- Risk population that will meet on a regular basis to share information on community services needs and look at opportunities for collaborative community initiatives.

- Continue to support the Non-Profit Business Development Committee established by the Chamber of Commerce which provides needed technical support to local community non-profit agencies.
- Provide ongoing support and assist in funding the 211 Community Services Information System to allow for the continued development of a comprehensive and updated community services information data base that can be accessed by all service providers and those in need of community services.
- Continue to expand the opportunities for Community Impact and work with Partner Agencies and other community service providers.
- Continue to support and help to expand the Non-profit Leadership Institute and Educational Curriculum established through Northeast State Community College to assist non-profit professionals in professional growth and training.
- Continue to use the Needs Assessment process to fund grants to new community service agencies providing new or expanded priority services in the community.
- Help to sponsor and participate in Community Service Events where information can be disseminated and key important community services contacts can be made by those who most need the services.

**COMMUNITY NEEDS ASSESSMENT FORUM ATTENDEES
JUNE 2007**

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Johnson City, TN 37602
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703 East Jackson Blvd.
Jonesborough, TN 37659
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Casey Norwood
Sequoyah Council of Boy Scouts
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Karrie Thomas, Betty Farris
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Washington County Rescue Services
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Johnson City, TN 37601
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United Way History

United Way Mission Statement

The mission of United Way is to improve people's lives by mobilizing the caring power of communities.



“Mobilizing the Caring Power of Communities”

United Ways bring communities together to focus on the most important human needs -- building partnerships, forging consensus and leveraging resources to make a measurable difference. Focus areas are identified at the local level and vary from community to community.

Common focus areas include: helping children and youth succeed, strengthening and supporting families, promoting self-sufficiency, building vital and safe neighborhoods and supporting vulnerable and aging populations.

The history of the United Way in the United States goes back to 1887 in Denver, Colorado where the first federated Fund Raising Campaign was held.

Locally, the Johnson City Community Chest was organized in 1930 and continued until 1942 when it was deactivated. It was reactivated in 1949 and became the basis for the United Fund of Johnson City, Inc.

During 1972 this same organization began to use the name, United Way, and officially adopted the current name, Johnson City Area United Way, Inc. The Johnson City Area United Way is not only responsible for fund raising and the distribution of those funds to our partner agencies; we also staff and operate the Volunteer Center of Johnson City.

The Johnson City Area United Way also administers the funds of the Heisse Johnson Keeping Warm Fund as well as the Emergency Food and Shelter National Board Program of the Federal Emergency Management Agency (FEMA). The Johnson City Area United Way's Staff consists of three full-time and two part-time employees.

To learn more about United Way, visit the local website at www.unitedwayofjohnsoncity.org or the national website at www.unitedwayofamerica.org.



JOHNSON CITY AREA UNITED WAY, INC.

The Johnson City Area United Way, Inc has been in existence since 1930. It started as the Johnson City Community Chest, began using the name United Way in 1972, and officially adopted the current name in 1974.

The Johnson City Area United Way, Inc. is not only responsible for fund raising and the distribution of those funds to our partner agencies; we also administer the Heisse Johnson Keeping Warm Fund and the Emergency Food and Shelter National Board Program of FEMA.

There are 17 partner agencies:

- Adult Day Services
- The American Red Cross of Northeast Tennessee
- The ARC of Washington County, Inc.
- Boys & Girls Club of Johnson City / Washington County
- Coalition for Kids
- Contact Ministries
- Family Support Services
- Frontier Health (Adventure Program/Greenwood Challenge)
- Girl Scouts of the Appalachian Council, Inc.
- Girl's Incorporated of Johnson City / Washington County
- Interfaith Hospitality Network of Greater Johnson City
- Johnson City Schools Shoe Fund
- Keystone Dental Care, Inc.
- The Salvation Army
- Sequoyah Council Boy Scouts of America
- The Volunteer Center
- The Washington County Schools Shoe and Clothing Fund

In 2005 the Johnson City Area United Way provided \$40,000 in grants to six non-partner, 501(c)3 agencies to assist them with specific programs. These agencies were Keystone Dental Care, Inc., Good Samaritan Ministries, CASA of Northeast Tennessee, Children's Advocacy Center, Crumley House and Interfaith Hospitality Network. In 2006, two of these agencies, Interfaith Hospitality Network of Greater Johnson City and Keystone Dental Care, Inc., became new partner agencies.

Our Board of Directors is proud of the services our community agencies provide to those in need in our community and are excited about the potential growth of those services and partner agencies.

Johnson City Area United Way, Inc.
2007 Partner Agencies

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Johnson City, TN 37605
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Johnson City, TN 37605
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Randy Hensley (Executive Director)
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Johnson City, TN 37602
PH: 434-2031 FAX: 434-9998

Kevin Whalen (Executive Director)
Family Support Services
2203 McKinley Rd, Suite 210
Johnson City, TN 37604
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Angela Freeman (Executive Director)
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Johnson City, TN 37602
PH: 929-8185 FAX: 929-8117

Brian Rosecrance (Executive Director)
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Johnson City, TN 37605-0205
PH: 929-9967 FAX: 929-9968

Diane Dempsey (Executive Director)
Keystone Dental Care, Inc.
603 Bert Street, Suite 206 Box 12
Johnson City, TN 37601
PH: 232-7919 FAX: 232-5740

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Sequoyah Council Boy Scouts
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Johnson City, TN 37602
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APPENDIX

LIST INFORMATION

Gaps in Priority Services

Gaps in Resources

Available Resource Priorities

GAPS IN PRIORITY SERVICES

The gaps in priorities services identified by agency representatives, and local and state agency field employees are detailed in the main document under Top Overall Priorities, Addressing Critical Needs and also General Recommendations sections. The identified service gaps are in the following areas:

- Community Building/Collaboration Partnerships
- Transportation (nights and weekends in Johnson City, all hours in Washington County)
- Health Issues (affordable health and psychiatric care, affordable prescriptions, adult dental care, preventative care, substance abuse)
- Food Assistance
- Housing (permanent and transitional)
- Jobs/Training (working poor, unemployed, teenage mothers)
- Affordable and Accessible Care/ Programs for Children, Youth and Adults (elderly)

Below we have listed identified service gaps in priority services by population groups for your convenience.

- Adults
 - *Access to Affordable Healthcare
 - *Food Assistance
 - *Affordable Housing
 - *Transportation (nights and weekends)
 - *Jobs/Training
 - *Adult Day Services
- At Risk Population
 - *Housing
 - *Child Care
 - *Health Care
 - *Food Assistance
 - *Transportation (affordable, nights and weekends)
- Children and Youth
 - *Programs for 12-21 year olds (6-11pm, weekends, summer)
 - *Transportation Under Age 13(to and from above programs/services)
 - *Services to Teen Mothers (parenting, budgeting, childcare, education)
 - *Education (health and life skills)

GAPS IN RESOURCES

Resources available to meet the priority needs identified by agency representatives, and local and state agency field employees were evaluated. The identified resource gaps are in the following areas:

- Inadequate Funding
- Lack of Adequate Materials
- Lack of Central Information System - i.e. (Funding for Local 211 Information and Referral Specialists)
- Lack of Cooperation between Agencies
- Improved and Updated Database
- Leveraging of Available Funds
- Enhanced Corporate Support
- Public/Private Partnerships
- Collaborative Leadership Among Community Partners
- Infrastructure of Support for Non-profits
- Facilities for Start-up of New Non-profits

AVAILABLE RESOURCE PRIORITIES

Current community resources as well as potential community resources were reviewed. The following are the resources thought to be available in the community or to the community to help meet the identified priority needs listed in this document.

- Public Funding (Federal, State and Local Grants)
- Special Appropriation Grants (Federal, State and Local)
- Quasi Governmental Entities - i.e. (The Chamber of Commerce; Johnson City Development Board; Johnson City/Jonesborough/ Washington County Economic Development Board)
- Foundations (Public and Private)
- Johnson City Area United Way, Inc.
- Fundraising by Agencies
- Churches and Faith Based Organizations
- Civic Clubs
- Private Pay for Services
- Individuals
- Entrepreneurship/Sales
- Local Corporations and Businesses
- 211 Funding (Federal, State, Local)