We are here for New Jersey: Offering Hope, Delivering Help
NJ SHARES PROVIDES ASSISTANCE TO HOUSEHOLDS IN NEED OF HELP MEETING THEIR UTILITY BURDEN. THROUGH ADVOCACY, COMMUNITY OUTREACH, EDUCATION, INFORMATION AND REFERRAL, WE CONNECT LOW AND MODERATE INCOME HOUSEHOLDS WITH AVAILABLE RESOURCES.

Heating Homes and Warming Hearts for 20 Years

- 185,000 households helped to restore or maintain their utility services through our energy program.
- NJ SHARES launched the Cool Down for Warmth event to mark its 20th Anniversary.
- NJ SHARES provides information and referrals to the statewide community through our client service call center.
- NJ SHARES administers New Jersey American Water’s H₂O to Help Others™ and SUEZ Water’s SUEZ Cares water bill payment assistance program.
- NJ SHARES administers the Verizon Communications Lifeline discount program.
- $75,000,000 total energy assistance funding we provided to households with nowhere else to turn.
- NJ SHARES administers New Jersey American Water’s H₂O to Help Others™ and SUEZ Water’s SUEZ Cares water bill payment assistance program.
- NJ SHARES administers the Verizon Communications Lifeline discount program.
- NJ SHARES educates and informs our network of partners and the greater public about the various utility bill payment assistance programs.
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- NJ SHARES advocates to shine a light on the need for energy and utility affordability and to increase awareness of assistance programs designed to help New Jersey residents.
Dear Friends:

NJ SHARES is entering its 20th heating season and we are thrilled to be working with so many to provide utility payment assistance to struggling neighbors in New Jersey. The year 2017 certainly had its challenges. According to the United Way Asset Limited, Income Constrained, Employed report, 40 percent of the state’s population was labeled as “working poor” and living paycheck-to-paycheck, making our utility payment assistance programs in high demand.

Utilities are life sustaining necessities. Electricity, natural gas and water remain essential elements to our health, and now more than ever, our society has become reliant on communications services such as broadband. We are most especially reminded of their importance in times of loss, particularly during extreme weather and other unforeseen circumstances.

Your support has created extraordinary opportunities for NJ SHARES to widen the safety net for households with nowhere else to turn. Since our inception, NJ SHARES has helped more than 185,000 households with $75 million in energy assistance.

In 2017, we added the Atlantic City Electric Helping Hands program to our resources. NJ SHARES continues to administer the Verizon Communications Lifeline program which now includes assistance with Broadband for qualified Verizon customers and we administer New Jersey American Water’s H20 to Help Others™ and SUEZ Water’s SUEZ Cares water bill assistance programs.

With the cost of living in New Jersey ranking the highest in the country, working families and limited income seniors have more of a burden than ever before. To make more of an impact for our neighbors in need, the NJ SHARES Board increased electric grants to $700, beginning January 1, 2018. Additionally, qualified applicants can potentially receive a $1,400 combined grant for electric and natural gas assistance. Applicants in the Atlantic City Electric service area may also be eligible for a $200 Helping Hands grant.

In order to best deliver our assistance programs to qualified applicants in all 21 counties, NJ SHARES partners with more than 220 community-based organizations and government offices throughout the state. Our partners are our greatest strength. As such, NJ SHARES is committed to providing program training to partners each year. In 2017, we launched a new training webinar tool and provided 395 in-person trainings to caseworkers.

The coming of a new year brings with it the promise of growth and opportunity for new partnerships.

In January, NJ SHARES presented our Cool Down for Warmth fundraising event, with our hosts the New Jersey Devils and Prudential Center and our presenting sponsor PSE&G. World famous ice carvers, Ed & Bette Jarrett built a house made of ice for our supporters to sit in and experience what life is like without heat. This event marked our 20th heating season and showcased our mission of helping those in need of assistance.

In Sussex county, the Sparta Athletic Club sponsored a Zumbathon where more than 40 people danced to raise nearly $1,000 for energy assistance. In Essex County, PSE&G held a series of fundraisers to bring awareness to their employees about NJ SHARES. In Monmouth County, New Jersey Natural Gas executives competed in employee campaigns to see who would have to sit in the Ice House.

Finally, we see an opportunity for major strides in our advocacy work in the coming year. Representatives from NJ SHARES served on Governor Murphy’s transition team for Energy and Environment, as well as the Policy Advisory Council of the Weatherization Assistance Program, which helps to provide energy conservation measures for income-qualified individuals.

The future certainly looks bright here at NJ SHARES. We look forward to another year of providing a safety net for our neighbors in need and we thank you for all that you do to support us in this mission.

Warm Regards,

James M. Jacob
President and CEO

Alita T. Corbett
Board Chairperson
FAMILY PROGRAM IMPACT

185,000 households helped to restore or maintain their utility services through our energy program.

NJ SHARES RECIPIENTS WERE LIKELY TO HAVE VULNERABLE HOUSEHOLD MEMBERS:

47% had a child 18 or younger in the home.

45% had a household member over 50 years old.

MOST OF NJ SHARES GRANT RECIPIENTS WERE THE WORKING POOR:

83% had employment income.

59% had income between 200% and 300% the Federal Poverty Level.

NJ SHARES HELPS CLIENTS WHO ARE IN SERIOUS DANGER WITH THEIR UTILITY BILLS:

31% of grant recipients had their shutoff date passed at the time they applied for assistance.

8% had their utility service terminated when they applied for assistance.

NJ SHARES’ 2017 FINANCIAL INFORMATION

<table>
<thead>
<tr>
<th>UNRESTRICTED NET ASSETS, REVENUES, GAINS AND OTHER SUPPORT*</th>
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<tbody>
<tr>
<td>Individual Contributions</td>
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EXPENSES

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<tr>
<td>Fundraising</td>
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<tr>
<td>TOTAL</td>
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*Subject to verification by annual independent audit.

Contributions from individual donors go toward energy assistance and may qualify for a dollar–for–dollar match by the individual’s company.

“PSE&G helped to found NJ SHARES with the state’s other utility companies and non-profits because we wanted to make sure that if a family falls on hard times, if they found themselves struggling after a job loss, an accident or a sudden illness, that falling behind on their utility bills didn’t compound the problem.”

– Dave Daly, President & COO of PSE&G
$75,000,000 in energy assistance funding we provided to households with nowhere else to turn.

All NJ SHARES assistance programs are provided on a year-round basis as funding is available.

NJ SHARES offers client eligibility screenings for all of our assistance programs at Utility Assistance Resource Fairs across the state. Beneficiaries receive services by working with our staff or one of our partner agencies to apply for assistance via our secure web portal. NJ SHARES staff review the applications and support documents, and then verify account information with the utility company.

NJ SHARES partnered with Catholic Charities, the New Day Family Success Center and Unite Here Local 54 Labor Union to bring Atlantic City Electric’s Helping Hands program and other energy, telephone and water application assistance to the community at three separate multi-day events. The expos provided electric bill assistance, foreclosure assistance, programs for housing loans and first-time homebuyers, Veterans assistance, prison ministry, record expunction services, financial coaching and health and wellness resources.

“NJ SHARES assistance gave me a clean slate and allowed me a fresh start which is exactly what I needed.”
– M. Dorsey
NJ SHARES educates and informs our network of partners and the greater public about the various utility bill payment assistance programs.

In 2017, NJ SHARES participated in 357 community outreach and education events across the state.

Sun National Bank invited NJ SHARES to share space in their Financial Literacy tent at the Family Food Relief organization event. Working collaboratively, we were able to provide food, utility and financial literacy information to better serve the households who need our help. Pictured at the event are (left to right inside the tent): NJ SHARES’ Hannah Ayoub; our partners from Sun National Bank, Rachel T. Lefkowitz and Mariya Burnell; and Sun National Bank retail branch personnel, Linda Williams, Sherry Hammond and Nicole Agopian.

Pictured at one of PSE&G’s energy assistance program information sessions are: NJ SHARES’ Monica Grybowski; PSE&G’s Rosa Pagnillo-Lopez; and NJ SHARES’ Dena Shipley.

Pictured at the Bacharach Institute for Rehabilitation’s Annual Disability Fair at Stockton University are: NJ SHARES’ Outreach Coordinator Dena Shipley and Atlantic City Electric’s Senior Community Relations Specialist Evalene Wright.

Pictured at the North Ward Center’s Family Success Center Open House are: Iris Novas Cooney, Community Health Education Consultant, Marketing & Communications, Horizon Blue Cross Blue Shield of New Jersey; Kayla Williams, Family Success Center Director, North Ward Center’s Family Success Center; and Dena Shipley, Outreach Coordinator, NJ SHARES.
Twice in 2017, the NJ Foundation on Aging invited NJ SHARES to talk about our programs on their monthly public access TV program “Aging Insights.” Pictured at the taping of “Don’t be Left in the Dark – Utility Assistance” are: Gregory Dunlap of PSE&G; Grace Egan of the New Jersey Foundation on Aging; and Jim Jacob of NJ SHARES.

Pictured at the “Seniors Living Longer – Growing Stronger” conference are: Frances Shepard from the City of East Orange Division of Senior & Disability Services; Dena Shipley from NJ SHARES; and Laquisha Coley from the Housing Authority of the City of East Orange.

Pictured at the NY Metro Abilities Expo showcasing the NJ SHARES utility assistance programs are Dena Shipley and Barbara Gomes.
COMMUNITY PARTNERS

NJ SHARES’ network stands at 220 agency and government partners located in every county, who provide our assistance programs as part of their holistic solutions for their case work.

In 2017, NJ SHARES provided our community partners with 395 training sessions and webinars on energy assistance programs.

“At NJ SHARES, we believe it is important to empower our communities, so that people know they have access to assistance in a place they feel comfortable asking for help.”

– Jim Jacob, NJ SHARES President and CEO

“Bringing information about NJ SHARES assistance programs can help with some of the economic challenges that are often obstacles for families who are working, yet still struggling to provide the necessities, such as a safe and healthy home, childcare and nourishment.”

– Karen Lovelace, Executive Director of the Kingdom Academy

“Our partnership adds another layer of service to our community members who find themselves in a temporary financial crisis. NJ SHARES has partnered with us on special projects that help to raise awareness of the safety-net services available to the community.”

– Paulann Pierson, Disability Services Coordinator

Karen Lovelace, Executive Director of the Kingdom Academy (far right) pictured here with her staff, from left: Kim Jackson, Bobby Boykin, Grace Holley and Maria Matos.

Oceans Family Success Center staff. Pictured here, from left to right: Rebecca Begans, Tina Kearney, Director Linda A. Rossi, Lorraine Brower, Barbara Usack and Kimberly Grauer.

Paulann Pierson, Disability Services Coordinator from Somerset County, is pictured at her desk viewing the NJ SHARES website.
“NJ SHARES is a great program to give qualified residents in our communities because it provides families who need temporary help and do not qualify for other low-income resources.”

– Darcy Dobens, Director of Bayshore Family Success Center

NJ SHARES partners with Atlantic City-based La Casa Dominican de New Jersey to provide NJ SHARES’ programs to a hard-to-reach community. Pictured is Dr. Luis Rodriguez (far left) with NJ SHARES’ Dena Shipley (far right) who provided training to the staff and volunteers.

Arm In Arm joined the NJ SHARES network in 2017. Pictured here, from left to right: Vanessa Lagares, Elizabeth Wall, Cynthia Mendez (seated), Lisa Beamer and Cecilia Avila.

“Partnering with NJ SHARES will help us to deliver utility assistance to our clients who need to stabilize their housing and remain in place - avoiding the dislocation, separation and disruption of school and work.”

– Carolyn Biondi, Executive Director of Arm In Arm

For a list of our partners, visit: njshares.org/wheretoapply
Annually, NJ SHARES meets with our Congressional delegation’s staff in their Washington, DC offices to discuss key programs, such as LIHEAP and the Earned Income Tax Credit. NJ SHARES joins our partners in extending the energy safety net to working poor families and the limited income senior population, who face the choice of heating their homes or paying their rent.

Energy assistance programs have proven to be a viable way to help struggling households avoid heating or lighting their homes with unsafe devices that have the potential for catastrophic results. Sharing best practices in New Jersey helps strengthen the energy safety net across the country. Mr. Vaughn McKoy, Vice President Legal for PSE&G Long Island (pictured, at right) opened the conference with a moving story of how he rose from public housing to public service through mentorship. He addressed the audience of non-profit, utility and government professionals as “Guardians of the Homefront” and “Defenders of the Down-Trodden.” Our organizations work together to provide an environment where families and individuals are able to thrive.

NJ SHARES’ Jim Jacob and Anti-Poverty Network of New Jersey’s Renee Koubiadis (pictured, left at podium) presented a workshop on the Structural Racism study, which explored the structure of poverty and explained how many get trapped in economic environments that are impossible to escape without major structural reform.

Additionally, NJ SHARES’ Jim Jacob presented a workshop with AARP National Volunteer Jim Dieterle highlighting the successful advocacy that resulted in legislation directing state escheats funds to energy assistance programs in New Jersey.
NJ SHARES launched Cool Down for Warmth to mark its 20th Anniversary.

With the support of our corporate, foundation and utility company sponsors and the generosity of our individual donors and friends, NJ SHARES teamed up with the New Jersey Devils and Prudential Center for Cool Down for Warmth, presented by PSE&G on February 1-2. This two-day event featured a 10 X 14 foot Ice House, carved by world-renowned ice carvers Ed and Bette Jarrett of Bette and Eddie Art Unlimited. Supporters were given the opportunity to sit inside the Ice House and experience what life is like living in a home without heat.

Assemblyman Benjie E. Wimberly (second from left, seated) joined his Chief of Staff Yvette Beckett Roland (far left), NJ SHARES’ Director of Client Services/ Government Relations Kimberly Warrick and Tonio Burgos & Associates, Inc.’s Vice President of Legislative Affairs Cheryl Stowell inside the Ice House.

Assemblyman Nicholas Chiaravalloti sits inside the Ice House.

COOL DOWN FOR WARMTH

Friends from energy assistance and affordability organizations across the country supported NJ SHARES on its 20th anniversary. Inside the Ice House are: Barbara Gomes and Jim Jacob from NJ SHARES; Regina Perline and Nadia De La Puente from Operation Fuel; Katrina Metzler from the National Energy and Utility Affordability Coalition; and Tanya Jones and Joe Guarinello from Heartshare.

Pictured in the Ice House, from left, are: Jennifer Gremmert and Stephanie Gaitens of Energy Outreach Colorado with NJ SHARES’ Barbara Gomes.

NJ SHARES Ice House 2018. Visit njshares.org to view the video.
“I have been impressed with the quality of the team, the leadership of NJ SHARES and the commitment of the Board of Directors. The mission and work of the organization makes a difference in the lives of many New Jersey families.”

– Thomas Brugger, CFO of Sun National Bank
“We all feel great about NJ SHARES and we are proud to be part of this effort.”

– Joan MacDonald, Employee, Team Leader and Donor from PSE&G
COOL DOWN FOR WARMTH
“Heating your home is a necessity, not a choice. If by sitting in the Ice House we can raise awareness, support the mission of NJ SHARES and help another family keep warm this winter, then that is a challenge we are proud to accept.”

– Kathy Ellis, EVP Strategy and Policy for New Jersey Resources
Just in time to turn up the heat, the Sparta Athletic Club hosted a ZUMBATHON on November 12 with proceeds helping to pay for heating and electrical assistance for local families in need. Local businesses participated by donating prizes or showcasing their products at the Zumbathon. The Zumba and LaBlast instructors kept the event exciting, while raising nearly $1,000 for energy assistance.
More than 50 NJ SHARES supporters came out to the Tun Tavern to have a meal and some drinks to support the NJ SHARES energy assistance program. Our guest bartenders made the evening fun and spoke to patrons about our programs.

Special thanks to the following individuals who made the night such a success – Atlantic City Mayor Donald A. Guardian; Assemblyman Vincent Mazzeo; NJ 211 COO Janice Kaniewski and her team Rae Duncan, Rhonda Adams and Martha Spindler; Atlantic City Electric President Vince Maione and Vice Presidents of the Atlantic Region Susan Coan and Charlie Wimberg; Verizon New Jersey’s Director of State Government Gina LaPlaca; Family Service Association Service Delivery Partners Alisa Guenther and Caitlyn Baldwin; Atlantic County Sheriff Frank Balles; and Community Food Bank Southern Branch President Richard Uniacke.
Past and present members of the Board include: Board Chair Alita Corbett of Atlantic City Electric, an Exelon Company; Jim Dieterle of AARP; Cecilia Zalkind of Advocates for Children of New Jersey; Jackie Berger of APPRISE; Richard Ferreira of Catholic Charities, Diocese of Trenton; Hal Garwin of Community Health Law Project; Barbara Shissias of Jersey Central Power & Light, A FirstEnergy Company; East Windsor Mayor Janice Mironov of the League of Municipalities; Rev. Sara Liija and Rev Kimberly Vaughn of the Lutheran Episcopal Advocacy Ministry NJ; Greg Seitz of New Jersey Natural Gas; Michael Swayze of NJ Community Resources; Jacob Toporek of the NJ State Association for Jewish Federations; Michael Nardo of PNC; Claire Bartolomeo of PSE&G; Linda Feger and Lisa Culhane of Rockland Electric; Joan Sweeney (ret.), Linda Hibbs and Tammy Molino of South Jersey Gas/South Jersey Industries; Tom Brugger of Sun National Bank; Brenda Beavers and Heather Green of The Salvation Army; and Gina LaPlaca of Verizon New Jersey.
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an Exelon Company

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Jersey Central Power & Light,
A FirstEnergy Company

Michael Swazy
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The Salvation Army

Gina LaPlaca, Esq.
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APPRISIE, Inc.

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New Jersey Natural Gas

Lisa Culhane
Rockland Electric

Tammy Molino
South Jersey Gas

Heather Green
The Salvation Army

NJ SHARES EXECUTIVE STAFF:

James M. Jacob
President and CEO

Barbara M. Gomes
Development Director

NJ SHARES’ Barbara Gomes and Jim Jacob with Investors Foundation partners Cynthia Ricker and Sandra Broughton.
New Jersey SHARES, Inc.
1901 North Olden Avenue Extension, Suite 1A
Ewing, NJ 08618
TEL 609–883–1626
FAX 609–883–6364
EMAIL info@njshares.org
WEB njshares.org

Energy Assistance Hotline

NJ SHARES is a 501(c) (3) nonprofit organization.

Your WARM HEART Can Heat a Home!

Visit: njshares.org/warmheart
Tax deductible donations to NJ SHARES may be made online at: njshares.org/donate
Mobile Giving Option: Text NJSHARES to 50155

Connect With Us

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“New Jersey SHARES, Inc.”

@newjerseyshares

“I found out that there was help for my family at my local Union Hall. I was relieved and grateful that NJ SHARES was able to help us.”

– D. Rose

Special thanks to:
MGT Design
Jon Roemer Photography, L.L.C.
Thomas Boyd Communications