



BELONG TO SOMETHING GREATER



Merrimack Valley YMCA
ANNUAL IMPACT REPORT 2017

MESSAGE FROM THE PRESIDENT & CEO



**Gary P. Morelli,
President & CEO**



**Deborah Hope,
Chair, Board of Directors**

Dear friends,

As you read through some of our proudest moments of 2016-17 in this Annual Report, we hope you will be reminded that the Y continues to be one of the most effective and enduring nonprofit organizations in the country and certainly in our own Merrimack Valley community. Now more than ever, our YMCA serves as catalyst for helping people reach their fullest potential. As a charitable organization open to all, we remain steadfast in our commitment to serve individuals of all backgrounds and we celebrate the diversity of our members, volunteers, staff and community. As a major nonprofit organization, we have the presence and partnerships not just to promise, but to deliver positive change.

This year, our Association saw tremendous growth in membership, programs, budget size and contributions. We deepened our work in diversity and inclusion, we expanded partnerships and our Lawrence Expansion is closer to fruition. Our YMCA helps build assets in the lives of young people each day through our childcare, camps and youth programming.

We are a leading purveyor of youth development, education and health & wellness programs that address critical social issues, chronic disease prevention programs and group exercise classes for active older adults. We are proud to be one of the few spaces left for friends and neighbors to come together as a community. This year was a special one, and it took the magical partnership of strong boards, tireless volunteers, dedicated staff and a generous community to make it happen. This energy, commitment and expertise enable us to make a powerful connection and difference in so many people's lives. We humbly thank you for your strong dedication and generous contributions that make the Merrimack Valley and the people we serve a better place to live, work and play.

SERVICE RESULTS

The Merrimack Valley YMCA delivered over \$4 million of subsidized services to adults and families in need and deserving children of the Merrimack Valley region. The breakdown of these subsidized services includes:

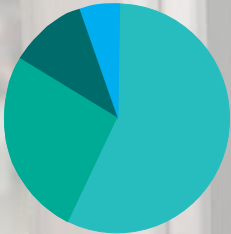


- \$745,300 ····· Membership and Program Financial Aid
- \$422,050 ····· Outreach Programs
- \$423,145 ····· Housing Assistance
- \$2,511,635 ··· Subsidized Child Care
(full day and after-school care)

Total \$4,102,130

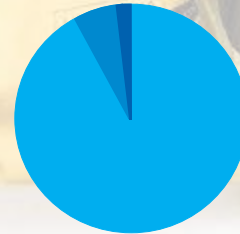
FINANCIAL OVERVIEW 2017

Merrimack Valley YMCA | Consolidated Financial Statements
OCTOBER 1, 2016 THROUGH SEPTEMBER 30, 2017



INCOME

PROGRAMS	\$10,573,791
MEMBERSHIP	\$ 4,743,044
CONTRIBUTIONS & SPECIAL EVENTS	\$1,949,813
GRANTS	\$1,137,282
TOTAL INCOME*	\$18,403,930



EXPENSES

PROGRAMS & MEMBERSHIP	\$15,877,077
GENERAL & ADMINISTRATIVE	\$1,039,669
FUNDRAISING & DEVELOPMENT	\$361,787
TOTAL EXPENSES*	\$17,278,533
NET SURPLUS/DEFICIT	\$1,125,397

* Expenses represent all cash and non-cash expenses including depreciation.

* Income includes Andover/N.Andover capital campaign project pledges, Lawrence Master Plan project pledges and gains/losses on investments.

OUTDOOR EDUCATION

Lawrence Public School students got the chance to experience the joy of discovery at the Outdoor Education Program at Camp Otter this past spring. The program, which is in its fifth year, is the result of collaboration between the Merrimack Valley YMCA, the Lawrence Public Schools, and Merrimack College. It was also made possible this year thanks to a generous donation from VJ Mill, III. Students from the Leahy, Frost and Wetherbee schools participated in the program, which was designed to get the kids moving while reinforcing concepts learned in science classes. Outdoor Education is a mix of exploration, experimentation and play in an outdoor setting very different from classrooms in the city. In fact, it is an opportunity to go to camp that many of the kids would not otherwise have. Merrimack College students also got educational experience by designing lessons and leading the children through a variety of activities. When the program was over, they created presentations to outline what they learned from the program, expressing amazement at the knowledge and enthusiasm of the kids. Outdoor Education is an excellent example of a program that touches all three pillars of our mission: Youth Development, Healthy Living and Social Responsibility.





LAWRENCE YMCA EXPANSION/CHILDCARE

HERE FOR GOOD

Hundreds of Lawrence kids are greeted each day by bright, modern preschool and after school classrooms at the Lawrence YMCA, unveiled in a Grand Opening Ceremony in June. Officials from the Massachusetts Department of Early Education and Care (EEC) and the Children's Investment Fund joined YMCA officials for the celebration and ribbon cutting for the new facility, made possible in part thanks to an Early Education and Out of School Time (EEOST) grant of \$800,000 from the EEC. The Children's Investment Fund partnered with the EEC to administer the grant. Four-year-old Aiden Reyes opened the event with the Pledge of Allegiance. The classrooms serve up to 230 children in a secure, NAYEC (National Association for the Education of Young Children) accredited preschool program as well as an afterschool program.

The new classrooms completed the first phase of a planned \$5.2 million renovation and expansion of the Lawrence YMCA, which is being funded by the **HERE FOR GOOD** Capital Campaign. On August 15, the Lawrence YMCA announced this initiative. The master plan includes a totally redesigned, repurposed and expanded facility that will improve long-term financial performance and community impact. Some of the new features will be a redesigned Welcome Center and lobby, an Intergenerational community room, locker rooms, as well as increasing the wellness center space to include three floors of over 8,000 sq. ft. The \$5.2 million cost of the expansion is being entirely paid for through fundraising efforts. For more information on the project or to make a donation, please visit our website at mvymca.org/lawrenceexpansion.

ACTIVE LIVING CENTER

For older adults, the key to staying healthy is staying active. The Active Living Center at the Andover/North Andover YMCA is a one-of-a-kind resource for promoting health and wellness for older adults. Provided through a generous donation from the Wood Family Trust, the center features a trained staff, state-of-the-art equipment and specialized services to ensure older adults have access to the very best resources to promote a healthy lifestyle. The center is open 8:00AM to 2:00PM Monday through Friday. It features its own separate entrance and a welcoming environment for older adults to work out or participate in one of the many programs and services offered including:

- Individualized wellness evaluations and assessments
- Guided programs to improve balance, strength and “functional” fitness
- Low impact group exercise classes including gentle yoga and aquatics
- Special programs for arthritis and other chronic health conditions
- Blood pressure screening
- Progress reports sent to physicians and healthcare providers
- Seminars and events on a variety of wellness topics
- Golf instruction from professional staff
- A social area for relaxing and catching up with friends
- On-site refreshments





Lawrence Public School
Enrichment each week

1,964

Resident and day
camp participants



Served in Teen
Dinner program

YOUTH DEVELOPMENT

We work every day to connect people from all backgrounds and support those who need us most. We take on the most urgent needs in our community and inspire a spirit of service in return. Our members, volunteers, supporters and staff demonstrate the power of what we can achieve by giving back together.

140
TEENS

develop leadership
skills and engaged in
enrichment activities



320

4th & 5th Graders
Participated in
**OUTDOOR
EDUCATION**



662
Children

grow, learn and thrive
in a safe and nurturing
preschool and after
school environment

35 Cancer
Survivors

Participated in our LIVESTRONG®
at the YMCA program



496,408
Member Visits
to our Branches

10,535
SENIOR

visits to the Active Living Center



1,307

children learn the value of
healthy living through
Active Science®



118,554
TOTAL MEALS
SERVED

Through our food programs

HEALTHY LIVING

Health and well-being are all about balance. That's why we help people and families build and maintain healthy habits for spirit, mind and body in their everyday lives. By helping kids, adults, families and seniors from all backgrounds improve their health and well-being, we build a stronger community.

706
Volunteers



2,466
Hours

236

ADULTS IN OUR
COMMUNITY
trained in Stewards of
Children initiative

SOCIAL RESPONSIBILITY

By helping our neighbors, all of our lives are deeply enriched and our community is strengthened. We're here to work together with you and others to create a stronger, more vital and inclusive community.



4,992

Children & Families
served by food
Backpack Program



men receiving shelter &
support services

SRO

173

Adults with disabilities
attend Special Friends dances



ANNA ROZZI YOUTH & GOVERNMENT

"This past year I had the opportunity to be part of the Youth & Government program at the Merrimack Valley YMCA. Youth & Government™ is a national program of the Y that involves thousands of teens nationwide in state-organized, model-government programs.

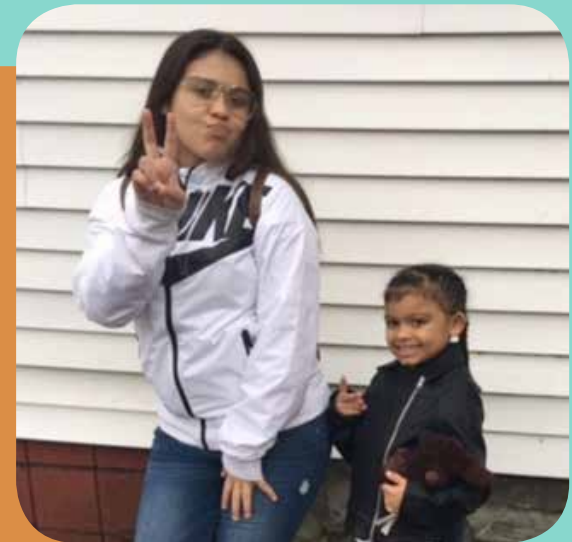
I served in the Judicial Division. Here I learned the roles of attorneys and justices as they work through an actual case and create legal briefs. I chose to participate in the Appellate program in which we worked through our cases in real trial time during the annual conference in Boston. After that amazing experience, I represented Massachusetts at the National Judicial Competition, which took place in Chicago this summer. I feel very lucky to have this opportunity!"

Youth & Government focuses on the core values of caring, honesty, respect, and responsibility. For the Y, strengthening the foundations of the community is our cause. Teens are encouraged to be active in their communities by fostering debate and problem solving about local issues. We believe this program helps build informed, inspired and service-oriented leaders for the future.

YAHAIRA GARCIA LOVE THE YMCA

"My two girls Janiah and Tayli love the YMCA! My older daughter, Janiah, has been in the YMCA for 9 years and this will be her last year, sadly. My younger daughter, Tayli, has been in the YMCA for 4 years and she has many great years to continue.

The staff at the YMCA are like family... me and my girls love them all. Everyday when I pick them up, they have a new story about what they did and learned at the YMCA."





ALMANI

SOMEDAY I WILL BE ABLE TO WORK FOR THE Y

“Hi, my name is Almani and I am 6 years old. I have been at the Y since I was 4 years old. I participate in many programs like Itty Bitty Baseball, Youth Basketball League, Soccer, Cooking, Lego Club, Pint Size Picasso, Play Dough, and my favorite... Kids Night Out. Being a part of the Y is in my blood. My family has been a part of the Y since before I was born. I love coming to the Y. On Sunday nights I get excited, because I know I will be going to the Y the next day. Someday I will be able to work for the Y.”

MICHAEL BEJANI

METHUEN YMCA

METHUEN MUSIC CLUBHOUSE

When Michael Bejjani first came to the Methuen YMCA, he would not talk to anyone, not even members of the staff. The 11-year old had moved here from Michigan last year and he was really shy. His mother signed him up for piano lessons at the Methuen Music Clubhouse and as the weeks passed, he not only improved in his piano, he also decided to take drum and guitar lessons. Most importantly, he began to come out of his shell. He participates in other YMCA programs such as Leaders Club and the Youth Basketball League and continues to come to the Music Clubhouse every week to play, learn, and hang out with his new friends. His mother credits the Methuen YMCA with giving him a way to meet new people and do things he normally wouldn't do on his own.

“Our family has gone through some hardships. His younger brother died two years ago and that has affected him greatly,” she said. “It is good to see he has a sense of belonging here.”



Community Partners 2017

The Merrimack Valley YMCA is proud to partner with our neighbors to work together to strengthen our community. We do this by focusing our efforts on developing youth, improving healthy living for all and fostering social responsibility to create positive and lasting personal and social change — the kind of change that can only come about when we work together to invest in our kids, our health and our neighbors. Thank you to the following donors for their support of the Merrimack Valley YMCA.

YMCA Pioneer (\$10,000+)

New Balance Athletic Shoe
YMCA of the USA
Watts Water Technologies
Victor J. Mill III
Dee Webster
United Way of Massachusetts Bay and Merrimack Valley
The Stevens Foundations
City of Lawrence
Alliance of Massachusetts YMCA
Greater Lawrence Summer Fund
Commonwealth of Massachusetts, Department of
Elementary and Secondary Education
TJX Foundation, Inc.
The 1911 Trust Company
Alfred E. Chase Charity Foundation
Santander
Franklin Square House Foundation
Enterprise Bank
Highland Street Foundation
Borislow Insurance Agency
City of Methuen
PwC
Best Buy
Donald & Lynne Bulens
Joy In Childhood Foundation
Dermot & Claire Cavanaugh
Lawrence General Hospital
Salem Co-operative Bank

YMCA Champion (\$5,000+)

Health Resources In Action
Foundation M
Kevin & Beth Smithson
The Robbins-de Beaumont Foundation
Cafua Management Company
System 4 Commercial Cleaning
William McCartney & Tish Bachmann
Charles G. Pringle Foundation
The Howe Insurance Agency
Joseph Tower
Windham Professionals
Anthony & Gladys Sakowich Charitable Foundation
Chris & Eleanor Armstrong
Artemas W. Stearns Trust
Sally Bouley

Demoulas Foundation
Cornelius A. Wood and Muriel P. Wood Foundation
Greater Lakes Region Children's Auction
Josephine G. Russell Trust
Tallman Eye Associates

YMCA Patron (\$2,500+)

Marilyn Fitzgerald
Claudia Soo Hoo & Ben O'Leary
Fundamental Hoops
MKS Instruments
The Alwan Family
Theresa Melnikas
The Kenneally Family
Recycle That, LLC
Clifford Howe
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Kiwanis Club of Greater Lawrence
Christopher Yule
Robert & Edye Baker
Barbara Sager
Service Club of Andover
Linda Early
Barry Karamourtopoulos Foundation
Appleton Partners, Inc.
East Boston Savings Bank Charitable Foundation
Precor
Quota International of Andover
The Savings Bank
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Timothy & Patricia MacPhee
Maureen & Alvin Yadgood
3M Foundation
Adelard A Roy and Valeda Lea Roy Foundation
DCU for Kids
NellAnn Hiatt
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HC Freeman & Kathy Stevens
USA Swimming Foundation
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Catherine McCarthy Memorial Trust Fund

CYBEX International
Emil Stegowski Chartiable Trust
Robert Levine
People's United Community Foundation
Sail Point Technologies
Scott Sallah
Shaheen Bros.
The Charlotte Home
The Peggy Patenaude Team
Thomas Anthony Pappas Charitable Foundation

HERE FOR GOOD

Lawrence YMCA Capital Campaign

This multi-year initiative and capital campaign will allow the Lawrence YMCA to make transformative changes and build additional resources to continue to enable us to strengthen our community. Thank you to the following donors for their leadership in this effort this year.

YMCA Pioneer (\$10,000+)

Commonwealth of Massachusetts, Department of Early
Education and Care
The Stevens Foundations
Telemachus & Irene Demoulas Family Foundation
George I. Alden Trust
The Rogers Family Foundation
Timothy P. Horne
Victor J. Mill III
The McCartney Family
Watts Water Technologies, Inc.
The 1911 Trust Company
The Mancuso Family
Jennifer and Mike Borislow
Robert Baker and Key Polymer Corp
Marko Duffy, Marathon Manufacturing
Gary & Laurie Morelli
The Smithson Family

YMCA Champion (\$5,000+)

Catherine McCarthy Memorial Trust Fund
Alan & Deborah Hope

YMCA Patron (\$2,500+)

The Alwan Family
Donald & Mary Lou Schaalman
Joseph and Patricia Tower

YMCA Volunteer Leadership 2017

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Chief Operating Officer

Cathleen Landry

Chief Financial Officer

James Kapelson

Vice President of Marketing & Membership Devt.

Kate Rozzi

Vice President of Development

Mary Jane Dinsmore

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Executive Director, Andover/North Andover YMCA

Dan Halloran

Executive Director, Lawrence YMCA

Anne Whalen

Executive Director, Methuen YMCA

Claudia J. Soo Hoo

District Executive Director

Catherine Flynn

Executive Director, Child Care Services



MERRIMACK VALLEY YMCA

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