TRANSFORMING LIVES TOGETHER

2018 YMCA of Delaware Impact Report
Dear Friends,

As we look back at 2018, we have many reasons to celebrate. The Y delivered on the promise to strengthen the foundations of our communities and we played a vital role in inspiring hopeful and transformational experiences for those we serve.

Together, with the support of our volunteers, donors and partners, we continue to lead the way to brighter futures. Each year, more than 100,000 people of all ages and from all walks of life turn to us for programs and services that have life-changing impact. As a nonprofit, community-building charity, we strive to make our programs widely affordable and accessible to all, regardless of ability to pay, and are proud to say that in 2018 more than $5.7 million in financial assistance was provided to children, teens, families and adults throughout Delaware.

At the Y, we focus on the diverse needs of our changing communities and are dedicated to creating a welcoming and safe place for all. No matter your ability, age, race, ethnicity, religion, socio-economic status, gender, gender identity or sexual orientation—everyone is a part of the Y family.

We never underestimate the power of building relationships. Whether it’s a nervous first time camper who meets their new best friend, a cancer survivor who finds much needed support and a voice of encouragement, a lost teen in search of someone to talk to or a recently relocated family looking for a place to belong—we are all stronger and thrive when we are together at the Y.

Throughout this report, you will see a snapshot of many accomplishments and impactful stories from the last year. Our ability to transform lives each and every day would not be possible without you. For that, we are so appreciative and thank you for your commitment, participation, and support.

As we look ahead, we will continue our work with children and teens, providing programs that encourage them to excel in every aspect of their lives—physically, emotionally, socially and academically. We will be the trusted resource for adults, helping them to meet their potential and enhance their health and wellbeing. Finally, we will be the place to support and build strong families. Here’s to another great year ahead!

Yours in service,

Jack Beeson,
Board Chairman

Deborah Bagatta-Bowles,
Chief Executive Officer

OUR MISSION

The YMCA of Delaware is an association of people of all ages, ethnic groups and religious affiliations that strives to cultivate the human potential, self-esteem, and dignity of all people. Our organization exists to develop and practice the Christian principles of love, caring, inclusiveness, justice and peace... and to enrich the emotional, physical and social life of all individuals, families and our community.
Our Y.

Every person who walks through the doors of a Delaware YMCA has a story to tell. Whether it’s a mom who is able to sign her child up for swim lessons thanks to our financial assistance program; a middle-aged adult taking control of his health through our Diabetes Prevention Program; a teenager who is gaining confidence through leadership programs; or a child who is able to attend overnight summer camp for the first time; we are constantly inspired by the people we meet here. Many of these stories are made possible through community support. When you give to the Y, 100% of your gift goes to programs and financial assistance for children, families, and individuals in need. Together, we can close the achievement gap, promote healthy lifestyles, and provide life-changing experiences to families.

For more information about donating to the Y, visit www.ymcade.org/donate.

TRAVIS

Travis Nock was buying ice cream when a stranger asked if he played Wheelchair Basketball. He thought the man was joking. Travis contracted Polio when he was an infant and began using a wheelchair as a child. “You should play,” the stranger urged. Though Travis wanted to be active, opportunities were scarce for someone with mobility challenges. Motivated by the man’s question and burdened by weight gain over the years (the ice cream!), Travis did some research. The Sussex Family YMCA was one of the few facilities with adaptive cardio and strength equipment that could help him get his upper body into physical shape to play ball. The 35-minute drive to Rehoboth was a surmountable obstacle, given the benefits, but Travis couldn’t afford a membership. He talked to staff members who helped him secure an Open Doors Scholarship. Now Travis drives to the Y several times a week and he gets in shape to participate in basketball tournaments. “It’s so beneficial… a blessing that the Y was able to fulfill what I needed.”

TALLEY

Talley Ridgeway’s smile is the measure of confidence you expect from a high school senior accepted to American University, but as an 8th grader, Talley struggled with insecurity. “I did not have the resources, confidence, and mindset needed to find myself in the big world that we live in,” she admits. After-school habits, including TV and junk food, aggravated the situation, adding to Talley’s isolation. Research shows that girls’ confidence plummets in adolescence. This blow has life-long consequences.

Talley craved connection. One conversation led her to the Girls in Fitness Together program (GIFT) at the Dover YMCA. Free to high school girls, GIFT offers group exercise and guidance on nutrition, goal setting and teen relationships. Girls are provided the opportunity to talk and bond over healthy snacks. Mentors, peers, safe space, and healthy activities helped Talley overcome her insecurities. Without GIFT at the Dover YMCA, Talley surmises, “I would be half the person I am today. I would never have had the courage to find my voice.”

CHRIS

Cancer had diminished Chris Friday’s spirit. After numerous surgeries, chemotherapy and radiation, Chris was physically and emotionally drained. She lived by herself, but she couldn’t do her laundry, climb stairs or look after her dogs. Then, Chris attended an event where representatives from YMCA of Delaware’s LIVESTRONG program made a presentation. Their talk motivated Chris to go to the Brandywine YMCA where she secured the last spot in their newly launched LIVESTRONG program.

“Nobody would have bet on me to complete the twelve weeks because of the shape I was in,” Chris said. But the group became a family and the staff became a lifeline. She trained twice a week in a group and worked towards her personal goals—mostly balance. With staggering medical bills, she couldn’t have afforded to continue at the Y after the program ended. She was able to maintain her membership through the scholarships that LIVESTRONG participants receive. Today, Chris is a LIVESTRONG mentor. She walks 10,000 steps a day, climbs stairs, gardens, and yes…does her laundry.
BRANDYWINE EXPANSION

The Brandywine expansion project was completed in 2018 which allows us to better serve all ages and families while meeting the changing needs of the community. Members are now able to enjoy 19,000 square feet of brand new space which includes a new fitness center, a cycling studio, two new movement studios, a youth fitness center, a babysitting room and a teen leadership center.

SUPPORTING SOCIAL AND EMOTIONAL HEALTH OF YOUTH

Youth development staff completed training to support youth who have had adverse childhood experiences.

All YMCA summer camps participated in Camp Kindness week.

SAFETY AROUND WATER

Did you know that drowning is the second leading cause of accidental death in children? In 2018, the Sussex Family YMCA hosted its 14th Annual Water Safety week which focuses on drowning prevention. Across the state, the YMCA provided 1,685 youth with free swim lessons.

PROVIDING OPPORTUNITY

Teen Workforce Development

82 teens from the Walnut Street YMCA participated in the Workforce Development Program. Each teen received ten hours of training and participated in a 100 hour paid internship. Sixty-eight percent of the teens remained employed upon the completion of the internship.

Youth In Government

Youth in Government celebrated their 50th Anniversary at a three day conference. 215 middle and high school students participated. Special guest appearances included YIG alum Sarah McBride and Attorney General Matt Denn.

FIGHTING FOOD INSECURITY

205,212 meals were served to children in YMCA child care and camp programs in 2018.

SUPPORTING FOSTER FAMILIES

In 2018, 23 children in Foster Care from the State of Delaware were provided with a scholarship to attend a session at Camp Tockwogh.

906 people in a foster care family received scholarships for a membership to the YMCA of Delaware.

CREATING HEALTHIER COMMUNITIES

Diabetes Prevention

The YMCA of Delaware became one of the first organizations in the country certified to offer the Diabetes Prevention Program as a covered benefit for eligible Medicare recipients.

LIVESTRONG at the YMCA

396 cancer survivors have been able to develop supportive relationships and improve their quality of life through the LIVESTRONG at the YMCA Program.
YMCA Camp Tockwogh Celebrated 80 years of overnight summer camping. Since 1938, more than 70,000 children have attended Camp Tockwogh where they have learned to sail and ski, and made lifelong memories. During the 80th Anniversary Celebration, more than 200 people come together for a weekend of reconnecting, sharing stories about camp and revisiting childhood memories.

The Bear–Glasgow Family YMCA celebrated their 10 year anniversary. Since opening their doors in 2008, they have provided financial assistance to an average of 1,000 individuals and families each year.

Membership
As of December 2018

<table>
<thead>
<tr>
<th>Location</th>
<th>Membership</th>
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<tbody>
<tr>
<td>Bear–Glasgow</td>
<td>22,706</td>
</tr>
<tr>
<td>Brandywine</td>
<td>18,936</td>
</tr>
<tr>
<td>Central</td>
<td>7,836</td>
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<tr>
<td>Dover</td>
<td>10,892</td>
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<tr>
<td>Middletown</td>
<td>2,913</td>
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<tr>
<td>Sussex</td>
<td>3,115</td>
</tr>
<tr>
<td>Western</td>
<td>16,884</td>
</tr>
</tbody>
</table>

CELEBRATING IMPACT

100,000 community members served in 2018

$5.7 MILLION in financial assistance was provided to children, teens, families and seniors to help them participate in Y programs.

3,430 individuals and 337 organizations donated to the YMCA.

PARTNERING FOR CHANGE

The YMCA of Delaware became one of 11 YMCA’s nationwide to participate in the LGBTQ inclusion and equity project through a partnership with YMCA of the USA and the Biden Foundation.

Y of Delaware partnered with Charter school of New Castle to provide summer camp opportunities to 150 children at the Bear and Western YMCA’s.

The Bear-Glasgow Family YMCA partnered with Charter school of New Castle to provide summer camp opportunities to 150 children at the Bear and Western YMCA’s.

The Central YMCA opened a brand new Performance Studio.

All YMCA locations were outfitted with new fitness equipment which included multiple pieces designed for individuals with diverse abilities.

All YMCA of Delaware locations offered free summer memberships to local teens.

CREATING LIFELONG MEMORIES

4,919 Children stayed safe and made lasting memories and friendships at Summer Camp.

1,998 Children were able to attend After School Care and Summer Camp thanks to financial assistance.

2018 SCHOLARSHIPS
$5,707,897 AWARDED

- Membership .................. $2,897,819
- Fitness ........................ $10,583
- Aquatics ....................... $67,918
- Youth Sports ................. $20,620
- Summer Day Camp .......... $659,686
- Child Care ................... $1,564,164
- Tockwogh Overnight Camp ... $216,673
- Water Wise .................... $82,487
- Housing ........................ $87,647

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Our Volunteers Make a Difference in the Community

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Vice Chair
David Shepherd
Vice Chair
Darcy A. White, Esquire
Secretary
David Heaney
Treasurer

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Angie Mills
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Sarah Krohntoch
Tony Kudan
Amy Lessack
Steven Peterson
Phil Riggio
Tim Searl
Dr. Jody Seibert
Mike Stein
Josh Stovall
Dr. Christopher Whitney

2018 Branch Boards of Governors

2018 - 2020 Strategic Plan

Increase opportunities for youth and teens to learn and cultivate the values, skills and relationships which lead to positive behaviors, better health and educational achievement.

Ensure that our young people are safe around the water.

Lead the state in improving the health and fitness of Delawareans.

Be a trusted resource for members, staff and volunteers to improve their physical, mental and spiritual health.

Guide and support individuals and families coping with health issues.

Advance our cause by increasing the awareness of the Y’s mission through communication, advocacy and community connections; proactively listen and respond to our state’s critical social needs, with a focus on Delaware’s most vulnerable citizens.

Increase fundraising to support growing needs for our state.

Foster an organizational culture of employee trust and engagement that positions the Y as an employer of choice, attracting and retaining the best and brightest talent.

Involve influential leaders in our communities to build highly impactful volunteer boards.
EACH ONE OF US CAN MAKE A DIFFERENCE.
TOGETHER, WE CAN MAKE CHANGE.

Consolidated Statement of Activities (dollars in thousands)

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<thead>
<tr>
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<th>2018</th>
<th>2017</th>
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<tbody>
<tr>
<td><strong>REVENUE</strong></td>
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<td>Contributions</td>
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<td>Government Contracts</td>
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<td>Programs</td>
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<td>Investments</td>
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<td>1,797</td>
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<tr>
<td>Other Revenue</td>
<td>561</td>
<td>164</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>$39,762</td>
<td>$41,013</td>
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| **EXPENSES**     |          |          |
| Program Services | 36,400   | 35,225   |
| Supporting Services | 4,884    | 4,565    |
| **Total Expenses**| $41,284  | $39,790  |
| Change in Net Assets from Operations | (1,522) | 1,223 |
| Nonoperating Activity | 113      | 172      |
| **Change in Net Assets** | (1,409) | 1,395 |

Consolidated Statement of Financial Position (dollars in thousands)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Equivalents</td>
<td>6,907</td>
<td>10,182</td>
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<tr>
<td>Receivables, net</td>
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<tr>
<td>Prepayments and Other Assets</td>
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<td>Investments</td>
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<td>6,860</td>
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<td>Restricted Assets</td>
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<td>887</td>
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<tr>
<td>Beneficial Interest in Perpetual Trusts</td>
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<td>4,908</td>
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<tr>
<td>Property and Equipment, net</td>
<td>56,249</td>
<td>52,249</td>
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<tr>
<td>Other</td>
<td>278</td>
<td>193</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$76,252</td>
<td>$76,474</td>
</tr>
</tbody>
</table>

| **LIABILITIES AND NET ASSETS** |          |          |
| Accounts Payable and Accrued Expenses | 1,471    | 1,993    |
| Deferred Revenue                | 584      | 637      |
| Other Liabilities               | 578      | 565      |
| Notes Payable                   | 5,308    | 5,245    |
| Capital Lease Payable           | 2,009    | 0        |
| Bond Payable                    | 16,794   | 17,390   |
| **Total Liabilities**           | $26,744  | $25,830  |
| **Total Net Assets**            | $49,508  | $50,644  |
| **Total Liabilities and Net Assets** | $76,252  | $76,474  |
YMCA OF DELAWARE LOCATIONS

BEAR–GLASGOW FAMILY YMCA
351 George Williams Way
Newark, DE 19702
(302) 836-9622

BRANDYWINE YMCA
3 Mount Lebanon Road
Wilmington, DE 19803
(302) 478-9622

CENTRAL YMCA
501 West Eleventh Street
Wilmington, DE 19801
(302) 254-9622

DOVER YMCA
1137 South State Street
Dover, DE 19901
(302) 346-9622

MIDDLETOWN FAMILY YMCA
404 N. Cass Street
Middletown, DE 19709
(302) 616-9622

SUSSEX FAMILY YMCA
20080 Church Street
Rehoboth Beach, DE 19971
(302) 296-9622

WESTERN FAMILY YMCA
2600 Kirkwood Highway
Newark, DE 19711
(302) 709-9622

YMCA CAMP TOCKWOGH
24370 Still Pond Neck Road
Worton, MD 21678
(410) 348-6000

ASSOCIATION OFFICE
100 W. 10th Street,
Suite 1100
Wilmington, DE 19801
(302) 571-6908

CONNECT WITH US!  www.ymcade.org