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,

Deborah Bagatta-Bowles,  
Chief Executive Officer

Jack Beeson,  
Board Chairman
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.
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.

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.

- **Youth Governor Felicia Flores is sworn in by Delaware Governor John Carney.**

- **Camp Tockwogh**
  Camp Tockwogh hired a full-time psychologist to support youth while attending summer camp.

- **All YMCA summer camps participated in Camp Kindness week.**

  Kindness bracelets created by campers at Camp Quoowant.
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.

FIGHTING FOOD INSECURITY

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

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**.

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.
CELEBRATING IMPACT

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.

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.

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.

Membership

As of December 2018

<table>
<thead>
<tr>
<th>Location</th>
<th>Membership</th>
</tr>
</thead>
<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>
</tr>
<tr>
<td>Dover</td>
<td>10,892</td>
</tr>
<tr>
<td>Middletown</td>
<td>2,913</td>
</tr>
<tr>
<td>Sussex</td>
<td>3,115</td>
</tr>
<tr>
<td>Western</td>
<td>16,884</td>
</tr>
</tbody>
</table>

Camp Tockwogh Alumni

Campers at Camp Voyager (Dover YMCA) enjoying story time.
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.

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

The Central YMCA opened a brand new Performance Studio.

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

2018 SCHOLARSHIPS
$5,707,897 AWARDED

- Membership ........................................ $2,897,819
- Fitness ............................................. $10,883
- Aquatics .......................................... $67,918
- Youth Sports ..................................... $20,620
- Summer Day Camp ............................. $659,686
- Child Care ........................................ $1,664,164
- Tockwogh Overnight Camp ............... $216,673
- Water Wise ........................................ $82,487
- Housing .......................................... $87,647
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## 2018 - 2020 STRATEGIC PLAN

<table>
<thead>
<tr>
<th>YOUTH DEVELOPMENT</th>
<th>HEALTHY LIVING</th>
<th>SOCIAL RESPONSIBILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Increase opportunities</strong> for youth and teens to learn and cultivate the values, skills and relationships which lead to positive behaviors, better health and educational achievement.</td>
<td><strong>Lead the state in improving the health and fitness of Delawarrians.</strong></td>
<td><strong>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.</strong></td>
</tr>
<tr>
<td><strong>Strengthen our commitment to school success.</strong></td>
<td><strong>Be a trusted resource for members, staff and volunteers to improve their physical, mental and spiritual health.</strong></td>
<td><strong>Increase fundraising to support growing needs for our state.</strong></td>
</tr>
<tr>
<td><strong>Ensure that our young people are safe around the water.</strong></td>
<td><strong>Guide and support</strong> individuals and families coping with health issues.</td>
<td><strong>Foster an organizational culture of employee trust and engagement</strong> that positions the Y as an employer of choice, attracting and retaining the best and brightest talent.**</td>
</tr>
<tr>
<td><strong>Actively seek community outreach, partnerships and programs which enhance the lives of young people.</strong></td>
<td></td>
<td><strong>Involve influential leaders in our communities to build highly impactful volunteer boards.</strong></td>
</tr>
</tbody>
</table>
THANK YOU TO OUR GENEROUS DONORS

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Incyte Charitable Giving Foundation
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Kimo’s Real Hawaiian Shaved Ice
Glenn L. Kocher
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Diane L. Coyle  
Pamela Cranston & Sandra Neverett  
Mary Anne Crowley  
Dr Patricia M. Curtin  
Brian Cusick  
Christine Davidson & Richard Diefenbeck  
Frederick J. Dawson  
DE Discgolfers  
Delaware 87ers  
Delaware Veterans Post # 1  
Mr. and Mrs. Cesar Diaz  
Michael Dickinson  
Alina Ehsan  
Teresa and Mayer Falk  
Mark J. Fawzi  
Joseph Feeley, Jr.  
Michael G. Fellmeth  
Meghan Fiorelli  
Brian and Denise R. Fitzpatrick  
Alexander Flaxenburg  
Monica F. Fleischman  
Mr. & Mrs. Forney  
The Blystone Foundation  
Hamilton P. Fox  
Joseph F. Gadsden  
Sally Gakenheimer  
Pat G. Gilby  
Alma M. Gillis  
Louise A. Glenn  
Eric & Sandy Gloss  
Ralph Gootee  
Kris Graves  
Cynthia Gray  
Mary Ellen Gray  
Vonda Green  
Alicia Hartmann  
Thomas Hench  
Hilyard’s, Inc.  
Lori W. Hooper  
Tamisha and Damon Hopkins  
Dara Hunter  
Interactive Fitness Holdings, LLC  
Ayesha C. Jamison  
Java Jukebox  
Tricia Jefferson  
John S Charlton School  
Alex Jones  
Mr. and Mrs. Lynn C. Jones  
Kaisy’s Delights LLC  
Nancy Karibjianian  
Gary Karp  
Peg Kates  
Michelle K. Kelly  
Katie Kelly  
Kennett Middle School PTO  
Stacey Koff  
Donna S. Kudner  
Charles Labin & Wendy Caba-Labin  
Beverly Lacy  
Susan Lake  
Brandon Lee-Johnson  
Kelly Leibolt  
Carol C. Leister  
Annabel Lewis  
Jim & Peggy Long  
Lotus Chiropractic  
Carol Lovett  
Colette M. Lynch  
Tina & Harvey Maclary  
Christopher M. Madden  
Jane C. Markovitz  
Mr. and Mrs. Jeff Markovitz  
Matthews Electric  
Karen A. Maurer  
Mr. and Mrs. David McBride  
Jim and Kathie McCans  
Lynne McClain  
Gayle McCormick  
Emma McPhail-Snyder  
Aneita Megargel  
John Meakin  
Celeste M. Merritt  
Kathleen Mickle-Askin  
Tracey Miller  
Sheri Minear  
Charles W. Mitchell  
Morris James LLP  
Michael P. Morton  
Nancy Motto  
Janis & Michael Nesterak  
Mr. and Mrs. Ross Neuman  
Michael Nierenberg  
Steven R. Nierenberg  
Sheri Ott
Raymond B. Ott
Panda Express
Cathy R. Penkrot
Shandy Perez
Pike Creek Valley Running Club
Maxim I. Pine
Planet Smoothie
Donald Priester
Brandy Pyfer
Marisa N. Raffaele
Joseph T. Rasberry
Jennifer L. B. Reid
Bernadette Robino
Liz A. Rothwell
Clayton Rowe
Royston Family
Dr. Jeffrey B. Russell
Saladworks
William Schab
Henry Schab
John Schneider
Anne Seiffert
Ivy C. Sheehan
Christine Shiring
Patti and Mike Simpson
SSC, LLC
Rosemary Stack
Walter Staib
Stanley Steemer of Delaware
Jere Stephano
Strano & Feeley Family Funeral Home
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Fangqiu Sun
Sussex Emergency Associates
Lynne & Mike Sweeney
Jayne Tamburello
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The Grain On Main
The Nemours Foundation
John VanGorp
Village Improvement Association
Kenny K. Vu
W.C. Logan & Sons, Inc.
Enid Wallace-Simms
Greg Waterman
Wawa Foundation

Angie & Ronnie Whalen
Suzanne W. Williams
Rebecca A. Woodzell
Catherine A. Wright
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Caffe Gelato
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Dominick Cicione
Bruce P. Clinton
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Michael Coggin
Michael C. Coleman
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Charles W. Connor
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Corrigan Sports Enterprises, Inc.
Julianne N. Coxe
Brian Crossen
Barbara Crowl
Paul & Gina Cunningham
Ian Davis
Marsha Davis
Delaware Afro-American Sports Hall of Fame
Kadriye Demircan
Sara E. C. Dempsey
Amy Desmond
Frank J. Devonshire
Dietary Directions Inc.
Cheryl M. Dill
The Dolt Family
Reverend and Mrs. Richard Downing
Denis K. Dowse
Mr. & Mrs. Peter C. Drake
Mr. and Mrs. Paul Driscoll
Janet Dutcher
DuVilla & Company, LLC
Econolodge
Denise L. Elms
Cali A. Engelsiepen
Karen Feeney
Jeff Feidler

Ferguson Enterprises
Christie Finley
Lisa Flaherty
Courtney Ford
David J. Ford
Dorothy Foster
Andrew J. Foy, Sr.
Bette J. Francis
Nicole A. Freedman
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Michael B. Gast
GFP Cement Contractors LLC
Robert Glenn, Jr.
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Katrina Gott
John A. Graham
Grandpa Mac Highway, LLC
Sharon M. Grant
Duncan Grant
Elizabeth F. Gray
John F. Gray
Ronald Gray
Sarah B. Greenzweig
Alan Gropman
Robin Hall
David & Amy Harfeld
Dr. Henry C. Harper
Jonathan Hart
Courtney Heimowitz
Kaitlin Hein
Mr. and Mrs. Eric R. Helthall
Brandi Henderson
George & Gail Herrmann
Megin C. Hewes
Mr. & Mrs. Brian D. Hinkle
Roger Hoilman
Damien Hollyday
Honig Orthodontics
Renee G. Horsey
Cheryl A. Hughes
Sharon Hunt
iHeart Radio
Integrity Sport & Spine Chiropractic
Mr. and Mrs. George Izett
PRESERVING THE YMCA FOR FUTURE GENERATIONS

Membership in the Heritage Society simply requires a commitment of a gift, now or in the future, ensuring the YMCA of Delaware is strong for future generations. With your support, the YMCA can help safeguard youth development, healthy living and social responsibility in our communities.

HERITAGE SOCIETY

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James Bainbridge
Andrew Bedwell
Deborah and Joseph Bowles
Raymond F Bree
Charles D Broll
Lee Bunting
Jeannine Cassey
Matt Clements
Deric Clinton
Bryan Colmery
Paul N Costello
Robert V Crites
Carl DeMartino
Jesus De Las Salas
Holly Diehl
Steven Director
Austin Edison
Richard Ennis
Hal Erskine
Teresa Falk

Thomas Fidance
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Ann Fox
James Geddes
Michael and Nancy Graves
Robert Grove
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Tynjana Harper
D. Hunt Hendrickson
Charles Henry
Katherine A Heverin
Thurl Holbert
Judith Hoopes
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Sharon Hunt
Bobbie Hurka
Robert Hurka
Lynn Jones
Carl Kanefsky
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Rachel Lewis

James Long
Susan Lore
Gwynn Lyell
Mildred McConnell
Eugene McGowan
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Joseph Monigle
Angel Morales
Jean Mullin
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Howard Ohline
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Michael Price
Barbara Roemer
Roy and Mary Roper
William Rush
James Ryan
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Arkan Say
Carl Schnee
Diane Scobey
H. Rodney Sharp
Christine Shiring
Mark Smith
Dorothy Sparks
Lee and Joan Sparks
James Stewart
Louis Vassalotti
Margareta G Warner
Linda West
George White
Gregory Williams
Steven Witsil
Carl Wolaver
Cynthia Woolley
Kristina Woznicki
EACH ONE OF US CAN MAKE A DIFFERENCE. TOGETHER, WE CAN MAKE CHANGE.
## Consolidated Statement of Activities (dollars in thousands)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>2,451</td>
<td>2,537</td>
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<tr>
<td>Government Contracts</td>
<td>4,773</td>
<td>4,355</td>
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<tr>
<td>Membership</td>
<td>19,733</td>
<td>19,735</td>
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<tr>
<td>Programs</td>
<td>12,904</td>
<td>12,425</td>
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<td>Investments</td>
<td>-660</td>
<td>1,797</td>
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<tr>
<td>Other Revenue</td>
<td>561</td>
<td>164</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$39,762</td>
<td>$41,013</td>
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<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program Services</td>
<td>36,400</td>
<td>35,225</td>
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<tr>
<td>Supporting Services</td>
<td>4,884</td>
<td>4,565</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$41,284</td>
<td>$39,790</td>
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<tr>
<td><strong>Change in Net Assets from Operations</strong></td>
<td>(1,522)</td>
<td>1,223</td>
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<tr>
<td><strong>Nonoperating Activity</strong></td>
<td>113</td>
<td>172</td>
</tr>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td>(1,409)</td>
<td>1,395</td>
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</table>

## Consolidated Statement of Financial Position (dollars in thousands)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</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>
<td>953</td>
<td>743</td>
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<tr>
<td>Prepayments and Other Assets</td>
<td>486</td>
<td>472</td>
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<tr>
<td>Investments</td>
<td>6,131</td>
<td>6,860</td>
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<tr>
<td>Restricted Assets</td>
<td>916</td>
<td>867</td>
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<tr>
<td>Beneficial Interest in Perpetual Trusts</td>
<td>4,332</td>
<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>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$76,252</td>
<td>$76,474</td>
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<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>1,471</td>
<td>1,993</td>
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<tr>
<td>Deferred Revenue</td>
<td>584</td>
<td>637</td>
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<tr>
<td>Other Liabilities</td>
<td>578</td>
<td>565</td>
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<tr>
<td>Notes Payable</td>
<td>5,308</td>
<td>5,245</td>
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<tr>
<td>Capital Lease Payable</td>
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<tr>
<td>Bond Payable</td>
<td>16,794</td>
<td>17,390</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td>$26,744</td>
<td>$25,830</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$49,508</td>
<td>$50,644</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$76,252</td>
<td>$76,474</td>
</tr>
</tbody>
</table>
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

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