



FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

2022 Annual Report

Kindness MATTERS





THANK YOU

to all our members, staff, board members, donors and volunteers who contributed to another successful year at the YMCA of Greater Brandywine—we couldn't have done it without you!

50,335

Total Members

\$2.1 Million

Awarded in direct Financial Assistance impacting thousands of individuals and families

3,215

Volunteers helped bring the Y's mission to our community

1,538

Students found healthier habits through our free 7th Grade Initiative

25,838

In-person Group Exercise classes held

Our
**COMMUNITY
IMPACT**
in 2022

8,624

Senior members found a welcoming community at the Y

3,924

Children attended Summer Camp

5,825

Children enrolled in Water Safety & Swimming Lessons

1,953

Thanksgiving Baskets and Holiday Angels contributed to our community

2,106

Donors supported our Annual Campaign

1,911

Pickleball players became a part of the fastest growing sport in America



Letter from LEADERSHIP

Dear Friends,

As we reflect back to last year, we do so with gratitude.

2022 was a year of growth for us at the YMCA of Greater Brandywine in all areas - Youth Development, Healthy Living and Social Responsibility - as we saw the community continue to return to activities and healthy habits.

We made great strides in Youth Development through the 7th Grade Initiative, youth programming, Summer Camp and the continued growth of our Aquatics offerings like swim lessons and Safety Around Water. We're thrilled to report that we saw a 20% increase in the number of children enrolled in Summer Camp and a 40% increase in enrollments for our Aquatics offerings.

We also experienced strong growth in membership with a 21% increase in members* - allowing us to support Healthy Living for more youth, seniors and families across our community. We're proud to be a hub of health and wellness where all can strengthen their spirit, mind and body.

To uphold our commitment to Social Responsibility and ensure that all members of the community have an opportunity to develop healthy habits, we launched the Kindness Initiative. Our community came together to uplift and support one another through donor drives, service projects and financial giving.

Every dollar that we receive in contribution to our Financial Assistance program benefits Chester County residents through reduced membership and programming fees for youth, seniors and families who otherwise cannot afford to participate. Every individual that we reach makes a difference - that extends beyond our doors and into the community.

At the YMCA, we firmly believe in the power of kindness. We are grateful to have your support and look forward to working together to strengthen our community in 2023.

With Gratitude,



Donna L. Urian

Donna L. Urian
Board Chair

Denise Day

Denise Day
President & CEO

*Percentage reflects the growth in the number of individual YGBW members, not membership units.



YMCA SERVICE TO YOUTH AWARD

WEST CHESTER UNIVERSITY, the largest state-owned university in the Commonwealth

At West Chester University (WCU), educators prepare students to succeed personally and professionally while teaching them the value of contributing to the common good. The mission of WCU complements that of the YMCA – which focuses in part on Youth Development and strengthening community.

“The partnership between WCU and the YMCA is very complementary as both organizations help each other to achieve their respective missions,” comments Scott Heinerichs, Dean of the College of Health Science at WCU. “Our institution can assist the YMCA in meeting member needs, and by doing so, we create rich learning experiences for our students in return.”

Through a longstanding partnership, WCU and the YMCA have supported each other in many ways. WCU sources interns for the YMCA – which helps to advance our mission while enabling WCU to provide hands-on experience to students. WCU also provides curriculum support for YMCA programs like STRIDE for ALL, the Family Whole Health Challenge and youth culinary classes – part of the YMCA’s monthly programming which launched in 2023.

“WCU’s partnership on youth culinary classes allows us to develop new curriculum for Chester County youth while allowing WCU students to participate in a well-rounded learning experience,” shares Bridgette Barbera-Byrne, Senior Director of Youth Programming for the YMCA of Greater Brandywine.

“We are proud to present the Service to Youth Award to WCU. This award recognizes organizations who make a significant and positive difference in the lives of youth in our community,” comments Donna Urian, Board Chair and Chief Volunteer Officer at the YMCA of Greater Brandywine.



By working with the YMCA, our students are able to apply what they learn in the classrooms – while also serving YMCA members and contributing to the common good. Through our partnership, the opportunities are endless.

Scott Heinerichs,
Dean of the College of Health Science
at West Chester University





YOUTH DEVELOPMENT



ALEXA FULTON

TEACHING VITAL SKILLS TO YOUTH

Youth Development is a pillar of the YMCA mission and happens in many environments – not just in our classrooms and camps but also in our pools.

Nationally, the YMCA introduced swim lessons in the early 1900s to build self-confidence in children. Locally, the Upper Main Line YMCA (UMLY) formed a swim team in the early 1970s to develop ‘good swimmers and great kids.’



On the pool deck, we get the chance to impact the lives of children in many ways. Not only do we teach life-saving skills, but we also facilitate the development of formative life skills - teamwork, self-confidence, responsibility and the ability to focus on process over results. Lessons learned in the water last a lifetime.

Todd Conrad,
Associate Executive Director
at the Upper Main Line YMCA

A TRADITION OF EXCELLENCE – IN AND OUT OF THE POOL

Across the YMCA of Greater Brandywine more than 1,115 young athletes compete on our 5 competitive swim teams. Our swimmers embody the YMCA core values of caring, honesty, respect and responsibility – and carry these values with them throughout life and future swimming careers.

A number of YMCA swimmers go on to swim in college, qualify for Olympic Trials and represent the United States in international competition. This includes Olympic hopeful Alexa Fulton, a member of the UMLY Swim Team. In 2022, Fulton was named to the USA Swimming National Junior Team – an honor reserved for the top swimmers in the country.

“Alexa embodies what it means to be part of a community,” shares Todd Conrad. “She volunteers for every outreach event that we do. From planting trees on Earth Day to mentoring younger teammates, Alexa always lends a hand. Alexa is proof that when you are part of a Swim Team at the YMCA, you are part of something larger than yourself.”



YMCA DISTINGUISHED SERVICE AWARD

SCOTT BOND,
YMCA Innovation and Technology Committee Member

Scott Bond is a dedicated member of the YMCA community who has served on our Innovation and Technology Committee for the past 16 years.

When Scott first joined the YMCA of Greater Brandywine (YGBW) Innovation and Technology Committee in 2007, technology was primarily used in the Association Office, supporting backend operations. Over time, the world around us evolved rapidly as did member needs. YGBW now leverages technology to provide many services to members via the YGBW App, Y360, Virtual InStudio, EGYM, the Esports Lab and more.

"I am proud to have participated in the evolution of technology here at the YMCA, especially during the COVID years when technology became mission-critical to connecting with members and serving the community," comments Bond. "It's been remarkable."

"The Distinguished Service Award recognizes our most dedicated volunteers and emphasizes the need for community service by all members of the community," explains Denise Day, President and CEO of the YMCA of Greater Brandywine.

"Recipients of this award have set a standard of leadership that others follow - and Scott is an exemplary community leader."

While studying computer programming at Drexel University, Scott taught swimming at a nearby YMCA and provided technology support to the Jewish Y's of Philadelphia.

"My family and I favor local organizations that deliver programs and services to everyone, including those in need," continues Bond. "As Y volunteers, we work alongside our neighbors - and the benefit of our time stays in our own community."



Scott is a longstanding volunteer on the Technology Committee and has helped us navigate many evolutions in technology. He's a passionate volunteer - and never shies away from an opportunity to lend his IT leadership experience to help guide our technology strategy.

Jim Paro,
Chief Strategy Officer and
Staff Liaison to the Innovation
and Technology Committee
at the YMCA of Greater Brandywine



HEALTHY LIVING



ALL FOR HEALTH – AND HEALTH FOR ALL

Part of the YMCA mission is to prioritize health and wellness for all – regardless of income, age, background or abilities.

Throughout 2022, we launched and expanded several initiatives to support the wellness journey of our community.

HEALTH FOR ALL AGES

In partnership with faculty from West Chester University, the YMCA of Greater Brandywine offered the Whole Health Challenge – an eight-week series of lessons designed to teach families all aspects of wellness. And to ensure that adults stay fit as they age, the YMCA implemented A Matter of Balance, an evidence-based program designed to reduce the risk of falling.

STAYING FIT IN A BUSY WORLD

To meet fitness goals regardless of ability or time commitment, we added EGYM capabilities and expanded our Y360 and InStudio catalogs. EGYM technology allows users to complete a full-body workout in just 20 minutes and is simple to use – with smart machines that automatically adjust to your goals and fitness level.

Like EGYM, Y360 and InStudio offerings use technology to increase accessibility to health and wellness. Y360 is a catalog of virtual classes that members can access from the comfort of their homes, while InStudio classes are previously recorded classes that are broadcast in fitness classrooms of YMCA branches.



Y360 and InStudio offerings increase the number of classes offered at the Y – or at home in your living room. No matter how busy life is, we help you find the time to get healthy. And that's something to celebrate.

Jackie Canan,
Senior Director of Group Exercise
and Virtual Delivery
at the YMCA of Greater Brandywine



YMCA COMMUNITY PARTNER AWARD

NFP,

the nation's fifth largest insurance brokerage and consulting firm that provides specialized group benefits, property and casualty benefits, wealth management and retirement planning

NFP believes in developing local communities and supporting the missions of local non-profit organizations. NFP provides annual financial contributions to Healthy Kids Day and sponsors the Corporate Cup golf championship which fuels the 7th Grade Initiative.

"The Community Partner Award recognizes organizations that are committed to the YMCA's mission and support Y initiatives that strengthen the foundations of our community," explains Denise Day, President and CEO of the YMCA of Greater Brandywine.

"The YMCA is proud to honor NFP with our Community Partner Award," comments Brian Raichich, Executive Director of the Upper Main Line YMCA (UMLY). "NFP believes in people and communities and makes good on that belief each year – enabling us to reach community members who can benefit from our services but can't afford them."

"We are fortunate to live in a great community – wonderful schools, job opportunities, and lots of places to go with diverse activities," shares Evans Pancoast, Vice President at NFP. "Yet sometimes we need to be reminded that locally we have families in financial distress and need."

"There are children in our own community without access to sports, music, performing arts and other activities that all kids should have access to. The YMCA supports families who have financial needs – giving children access to a fun, safe and positive environment where kids can be kids."

In addition to representing NFP, Evans serves on the UMLY Advisory Board and volunteers at Healthy Kids Day and the UMLY Halloween Festival.



I am happy to volunteer because I know that the YMCA is having a direct and positive impact with kids in our local community. The positive impact and memories will last a lifetime.

Evans Pancoast,
Vice President at NFP





SOCIAL RESPONSIBILITY



KINDNESS MATTERS

The YMCA prioritizes Social Responsibility, which means that we promote kindness in our branches and in the community.

With a history of promoting Social Responsibility, the YMCA of Greater Brandywine launched the Kindness Initiative. In collaboration with the Michael & Nancy Pia Foundation, each of our branches offered service projects – enabling community members to make an impact locally.

KINDNESS BUILDS COMMUNITY

“Members of the Y didn’t join a gym or a swim club,” explains Laura Milazzo Mackiewicz, Director of Volunteer Engagement for the YMCA of Greater Brandywine (YGBW). “They joined a community, a place to connect with neighbors and to support each other.”

“More than 3,200 volunteers worked alongside YMCA staff last year to bring our mission to life. It is inspiring. I can’t wait to see the impact of our growing volunteer program in 2023.”

YGBW plans to continue the Kindness Initiative to fulfill our mission and build community along the way. The response from those involved has been very positive.

For more information on how to support Volunteer Engagement, contact:
Laura Milazzo Mackiewicz
at lmackiewicz@ymcagbw.org

KINDNESS MAKES AN IMPACT

“Of all the aspects of the YMCA mission that I am a part of, the Kindness Initiative is the most meaningful,” comments Andrew Holets, Executive Director of the Lionville Community YMCA and staff lead on the initiative. “Through the simple goal of being kind, we achieve so much.”

In 2022, the YGBW community distributed nearly 2,000 Thanksgiving meal kits and holiday gifts to families in need. In partnership with the Auto Dealers CARing for Kids Foundation, we distributed more than 4,000 new winter coats to children throughout Chester County.



At the YMCA we prioritize Social Responsibility, but put more simply it's kindness. The Kindness Initiative connects with our mission and offers ways for friends, neighbors and colleagues to support their community.

Denise Day, President and CEO
at the YMCA of Greater Brandywine



TRIANGLE SOCIETY

Founded in 2017, The Triangle Society recognizes the YMCA's most generous donors who are committed to its bold vision and bright future. Triangle Society members are individuals who support the Annual Campaign with a multi-year pledge of \$5,000 or more over a three-year period.

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LEADING US TO THE FUTURE

This is a very special group of people who have chosen to have a lasting impact on the YMCA by generously making or planning future gifts to the YMCA's Endowment Fund through estate plans. Legacy Circle Members make an impact on our community in perpetuity through their generosity.

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the Y is accessible to everyone!

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FINANCIAL OUTCOMES 2022

YMCA OF GREATER BRANDYWINE

Statement of Activities

in thousands

(years ending December 31)

2022*

2021

Operating Income and Support

Contributions	1,422	1,437
Membership dues	17,354	13,326
Childcare	7,865	6,428
Program revenue	9,202	7,433
Financial assistance, direct	(2,130)	(1,824)
Government grants	1,818	4,664
Rentals and sales to public	325	257
Investment income/other	114	88
Total operating revenues and support	35,970	31,809

Operating Expenses

Salaries and related expenses	22,487	18,957
Program and operating expenses	9,353	7,429
Interest expense	1,291	1,319
Depreciation and amortization expenses	4,533	4,588
Fundraising expenses	134	88
Total operating expenses	37,798	32,381
Change in net assets from operations	(1,828)	(572)

Non-Operating Changes

PPP Loan Forgiven	5,055	0
ERTC Funding	65	5,690
Investment gains, net	(1,289)	1,267
Other	48	41
Total non-operating changes	3,879	6,997
Total changes in net assets**	2,055	6,426

Statement of Financial Position

in thousands

(years ending December 31)

2022*

2021

Assets

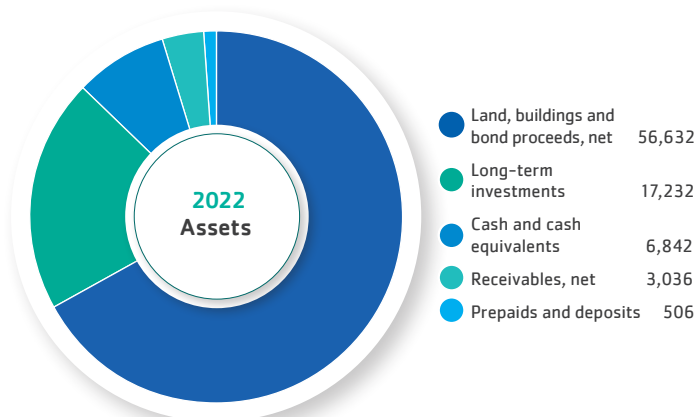
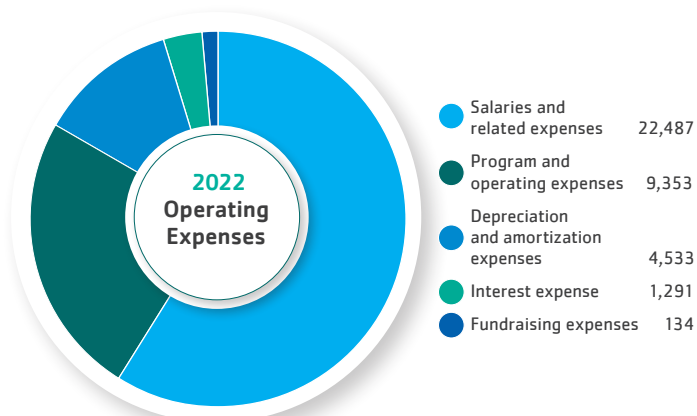
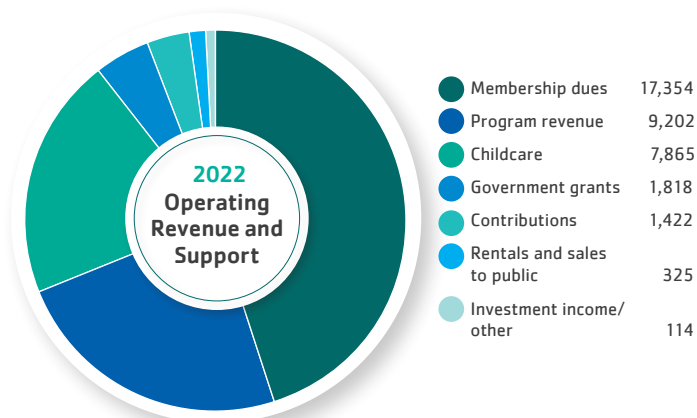
Cash and cash equivalents	6,842	13,592
Receivables, net	3,036	4,469
Prepays and deposits	506	391
Long-term investments	17,232	11,743
Land, buildings and bond proceeds, net	56,632	57,687
Total assets	84,248	87,882

Liabilities & Net Assets

Accounts payable and accrued expenses	2,240	2,640
Deferred revenues and custodial accounts	2,614	1,732
Notes payable	27,601	36,347
Total liabilities	32,455	40,719
Total Net Assets	51,793	47,163
Total liabilities and net assets	84,248	87,882

* 2022 figures are unaudited at the time of publication.

** Total change in net assets does not reflect SWAP valuation adjustment of \$2,571k and \$1,454k in 2022 and 2021, respectively.



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