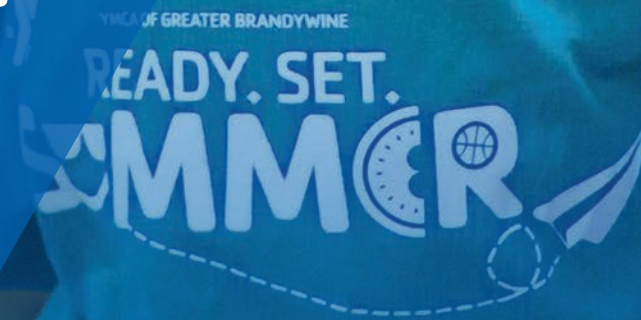




# BELONG GROW THRIVE



## 2023 Annual Report



# COMMUNITY IMPACT 2023

## 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!



**79,920**  
members served in 2023

**\$2.2MM**  
awarded in direct Financial Assistance

**13,610**  
Senior Members

**2,329**  
pickleball players

**29,374**  
in-person group exercise classes

**12%**  
of YMCA members received Financial Assistance



**3,106**  
children attended YMCA summer camp

**10%**  
of campers received Financial Assistance



**6,079**  
children enrolled in water safety and swimming lessons

**2,621**  
students awarded memberships through our free 7th Grade Initiative

**4,723**  
volunteers helped to bring the Y's mission to the community

**2,293**  
donors supported our Annual Campaign

**1,800**  
employees contributed more than \$28MM to the Chester County economy

# LETTER FROM LEADERSHIP

Dear Friends,



## BELONG

As the largest non-profit committed to strengthening community, the Y knows that communities are strongest when all members have the chance to belong, grow and thrive.

We are thrilled to report strong membership growth of 18% in 2023, allowing us to serve nearly 80,000 members as a trusted space to discover new passions, receive support and find community.

Through our Financial Assistance Program, we awarded more than \$2.2MM to connect local children, seniors and families to life-changing programs and services at the Y. Thanks to the support of our generous community, we ensured that no one was turned away from childcare, programs or membership due to an inability to pay.



## GROW

2023 was a year of change and growth for YGBW. Our Board of Directors worked closely with leadership from Y-USA and the YGBW Senior Leadership team to provide stability as we transitioned to a new President & CEO and adopted new strategic priorities. We committed to a \$1.4MM financial investment in Teen Development, Adaptive Programs and Health Innovation that will fuel growth across our organization and our community into 2024 and beyond.



## THRIVE

Without access to childcare, parents are unable to work, employers are unable to grow, and our local communities suffer. As the largest provider of affordable and reliable childcare in the county, we provided vital childcare services to 4,500 local children in 2023, enabling families and our economy to flourish.

As we set the course for 2024, we look forward to partnering across our great community to ensure that all have a chance to belong, grow and thrive – whether inside the doors of the Y or out in the community.

In Service,

*Scott Heinerichs*  
**Dr. Scott Heinerichs**  
Interim Board Chair

*Bertram L. Lawson II*  
**Bertram L. Lawson II**  
President & CEO





# YMCA DISTINGUISHED SERVICE AWARD

**DONNA URIAN,**  
YGBW Immediate Past Board Chair



The YMCA's Distinguished Service Award recognizes a dedicated volunteer who sets a standard of leadership that others follow. The 2023 honoree, Donna Urian, is a long-standing volunteer, lending more than 11 years of service to YGBW.

Urian became connected to the organization more than 15 years ago, attending a fundraiser that highlighted youth programs, including Safety Around Water.

Although Urian was unable to join the YGBW board at that time, the stars aligned in 2013 when she joined the Finance Committee. Her commitment has grown since that time, serving as YGBW Board Chair from January 2022 through December 2023 and currently serving as Chair of the Association's Nominating and Governance committee.

"I was drawn to the Y because of their commitment to teaching life-saving water safety skills," shared Urian. "My parents understood the importance of water safety, ensuring that I had swim lessons at a young age. I want all children to have the same opportunity. I consider myself fortunate that I can give back to the community through such a great organization."

As Board Chair, Urian led the Executive Search Committee in 2023 to source, vet and hire YGBW's next President and CEO when Denise Day announced her retirement after 23 years with the association. Urian worked closely with leadership at Y-USA, the YGBW Board of Directors and YGBW senior leadership to hire current President and CEO, Bertram L. Lawson II.

"I've had the pleasure of working closely with Donna over the past ten months," shares Lawson. "Donna has been a tremendous asset to the YMCA of Greater Brandywine. She has devoted countless hours to helping our organization grow and advance. Our association is stronger thanks to Donna's partnership, leadership of the board and service – as is our community."

## BELONG



**"It's the mission and people that keep me coming back to serve. From the members and staff to my fellow board members, I feel blessed to be included in a group of talented people – with diverse viewpoints. I leave each board meeting with a different perspective. I can't put a price on the value of my volunteer experience."**

► **Donna Urian**  
Immediate Past Board Chair

## HEALTHY LIVING



## BELONG

**"The Y is much more than a place to exercise your body. It is a place to connect and build community. ForeverWell demonstrates the power of community – a strong support system that positively impacts physical and mental health."**

► **Laura Schofield-Pierson,**  
Association Lead of ForeverWell Program

## ForeverWell FOR SENIORS

The US Department of Health and Human Services reports that social isolation can increase the risk of heart disease, stroke, dementia – and more. Seniors are particularly susceptible to the health impacts of isolation, making connection and community vital to their overall health.

Serving more than 17,000 senior members, YGBW offers an array of free events and programs for members ages 55+, aptly called ForeverWell. ForeverWell offers members a chance to share and grow their talents, make friends and ultimately improve self-esteem, mental clarity, sense of purpose and more.

**"ForeverWell challenges the perception of what it means to be aging. Aging healthfully involves more than checking in with healthcare providers. Rather, it requires a balance of nutrition, rest, physical activity, cognitive functioning, social relationships and more. ForeverWell addresses many of these core components."**

► **Laura Schofield-Pierson,**  
Association Lead  
of ForeverWell Programs

Members can choose to sit and be social with book clubs, card clubs and lunch and learns – while also choosing to move and groove with more active offerings. Throughout 2023, YGBW expanded the range of ForeverWell offerings – adding water volleyball, line dancing, weightlifting, field trips and gardening.

Best of all, ForeverWell is powered by community. Members can suggest new events and organize activities so the program is reflective of the community and so members can contribute to the fullest extent possible.



# YMCA SERVICE TO YOUTH AWARD

**CHESTER COUNTY INTERMEDIATE UNIT (CCIU),**  
providing educational leadership for a better  
Chester County and beyond



The Chester County Intermediate Unit (CCIU) provides quality, innovative and cost-effective programs and services to enhance the lives of students, educators and members of the community. Each year the CCIU serves 33,000 children across 60 school districts in Chester County and the state of Pennsylvania via special education, early intervention, career and technical education, educator training and development and more.

**“It is challenging for many children to thrive in school alone. Children need more. So do families. We’re glad to be part of a supportive ecosystem of families, staff and community partners working together – all to create a brighter path for our kids.”**

► **Dr. George Fiore**  
Executive Director of the CCIU

As the largest provider of childcare in the county, YGBW relies on services provided by CCIU – including early intervention programs for childcare and early learning students, training for Y staff and educators and talent sourcing within the CCIU’s technical high school.

“Every day, we see children in our centers who have benefited from early intervention services the CCIU provides – and we also see the benefit of the education and training that the CCIU provides to

our teachers and directors,” explains Terri Edgar, Senior VP of Branch Operations for YGBW. “I can’t think of another partner who impacts all parts of the education process more profoundly than the CCIU. We’re excited to honor them with our Service to Youth Award.”

The YMCA’s Service to Youth Award recognizes individuals and organizations whose dedication and effort have made a significant and positive difference in the lives of children in our community.

“The CCIU ensures that every child and family is set up for success in preschool and beyond,” Edgar continues. “The YMCA and our community are stronger thanks to the CCIU.”



**GROW**

**“It moves your heart when you see children be able to make progress. We’re proud to serve as a pathway to their future.”**

► **Dr. George Fiore,**  
Executive Director of the CCIU

# SOCIAL RESPONSIBILITY



**GROW**

**“All people deserve the chance to learn and discover new passions. We support members of the adaptive community with programs and camps designed to meet their needs – so that they can focus on expanding their abilities and passions.”**

► **Erin Lacotta,**  
Director of Behavioral Support  
and Adaptive Programming

## Adaptive PROGRAMS

YGBW offers a growing catalog of programs for children and adults with developmental delays and disabilities, called Adaptive Programs.

**“The focus of Adaptive Programs is never what someone can’t do but rather what they can do. While respecting the diverse abilities of our members, we honor, support and enhance their abilities.”**

► **Erin Lacotta,**  
Director of Behavioral Support  
and Adaptive Programming

Adaptive Programs served nearly 150 participants in 2023 and will be expanded in 2024 to serve many more. Programs include Dance, Gymnastics, Swim, Pickleball, Respite Recreation, Bowling, Strength Training and Open Doors, a social meet up for adults with disabilities.

YGBW’s Adaptive Day Camp, Camp Bumblebee, launched at the Upper Main Line YMCA in 2023 and will be hosted in two additional locations in the summer of 2024. Despite having a higher staff ratio, the cost of Camp Bumblebee is the same as Traditional Day Camp – just one more way the Y serves the needs of all.

**“When we say all members, we truly mean all. We don’t turn away anyone based upon age, race, gender, abilities or financial means. What we do inside our walls has a positive ripple effect that extends outside our doors and into the communities we serve.”**

► **Bertram L. Lawson II,**  
President & CEO



# YMCA COMMUNITY PARTNER AWARD

CHESTER COUNTY CHAMBER OF BUSINESS & INDUSTRY, the voice for business in Chester County



The Chester County Chamber of Business & Industry (the Chamber) is the largest Chamber in Chester County, serving more than 500 member businesses through education, partnership and advocacy on issues impacting the local economy. The Chamber serves as the voice for business on local, state and federal issues that impact business development – including workforce development, tax structure and government transparency.

“Chester County is a strong community with a wide range of businesses and a wide range of needs,” comments Heather W. Wilson, Chief Strategy & Growth Officer for YGBW. “No matter the industry, no matter the issue at hand, Laura and her team lead with a spirit of partnership – demonstrating the belief that we are stronger together. We are thrilled to honor the Chamber for the important work they do to support our community.”

The YMCA Community Partner Award is given to an organization that has demonstrated a commitment to the Y’s mission and has strengthened the foundations of our community.

Throughout 2023, the Chamber partnered with YGBW and other businesses to spotlight the inaccessibility of childcare, which negatively affects families and the economy. This childcare coalition worked collaboratively to advocate for the expansion of the state’s Child and Dependent Care Tax Credit, which was signed into law in December 2023.

“The childcare crisis is not just a family issue. Employers need workers, and working families need affordable child care. Without accessible childcare, our state economy incurs a staggering loss of \$6.65 billion in revenue. The economic viability of our communities depends on addressing the childcare shortage.”

► **Laura Manion**  
President & CEO of the Chester County Chamber of Business & Industry



## THRIVE

“Helping local businesses flourish is at the heart of everything we do. The Chamber is proud to advocate for issues that build strong communities.”

► **Laura Manion**  
President & CEO of the Chester County Chamber of Business & Industry

# YOUTH DEVELOPMENT



## THRIVE

“Children need support to develop into the best versions of themselves – as do their caregivers. When families are supported and successful, children are more likely to thrive.”

► **Bridgette Barbera-Byrne**,  
Senior Association Director of Youth Programs

## Supporting FAMILIES

With cost of living on the rise, screen time overtaking downtime and the state of youth mental health worsening, families have many priorities to juggle – as do children.

“It’s hard to be a kid in today’s society. There are pressures at school, in the digital world and sadly in youth sports. When do kids have time to be kids?”

► **Bridgette Barbera-Byrne**,  
Senior Association Director of Youth Programs

Serving nearly 26,000 children annually, YGBW plays an important role in supporting local families. In 2023, the Y launched a number of initiatives to increase support.

- Monthly programs allow children to discover interests and focus on having fun. And with a low price point, Monthly Programs are an affordable option for families. Offerings include Art, Dance and Youth Sports – and specialty programs like Robotics, Ninja Lessons and Culinary Arts.
- To help families focus on fun, YGBW hosted hundreds of Family Fun Activities in 2023. Activities included game nights, STEM projects, dance parties and simply sitting around the fire pits. Events are free for those with a YGBW Family membership and offer the chance to slow down and focus on connection.
- Monthly Programs and Family Fun Activities joined an existing catalog of family services that continued in 2023, such as Family-Friendly Group Exercise, Parents Night Out, Respite Recreation, Childcare and Early Learning, Before and After School Enrichment and more.



# TRIANGLE SOCIETY



## FOUNDERS \$25,000 TO \$49,999

The Bellwoar Family  
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Jim and Betty Horn

## BENEFACTORS \$15,000 TO \$24,999

Robert and JoAnna Shope

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Mr. and Mrs. Sean Yarrison



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.

# LEGACY CIRCLE MEMBERS

## 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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\*Deceased | \*\*List as of December 31, 2023



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## the Y is accessible to everyone!

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Brian and Lindsay Raicich  
Logan Ranalli  
Renaissance Charitable Foundation, Inc.  
Ms. Jessica A. Rigo  
Linda and Peter Riondet  
RKL, LLP  
Mr. and Mrs. James Robinson  
Dr. David G. Rooney  
Mr. Tom Roosevelt  
Kathy Russell  
Mr. and Mrs. William Q. Sargent, Jr.  
Randall Schauer  
Mr. George F. Schreiber  
Christine and Brian Scott  
Mr. and Mrs. Christian Siemer  
Mr. and Mrs. Ted N. Skiadas  
The Frederick J. and Mary Ellen Smith Foundation  
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Spartan Chemical  
Peter J. Stack  
Star Rock Services  
Mr. Christopher Stillabower  
Mrs. Elizabeth Strode  
Joseph Sulpizio  
Summers & Zim's, Inc.  
Matthew and Paige Tankle  
Jim Terry  
Mr. and Mrs. Gunard C. Travaglini  
Travelers Bond & Specialty Insurance  
Sylvia and Timothy Umbreit  
United Way of Chester County  
United Way of Delaware  
United Way of Southern Chester County  
Mr. Gary Varney and Dr. Wendy Wallace  
Ms Aileen Vaughan  
Ms. Ann Vaughan  
Mr. and Mrs. David Velazquez  
Mr. Brendan Virsack  
Mr. and Mrs. Narlon S. Washington, Jr.  
Mr. Paul R. Wilson  
Lance Wright  
Mr. and Mrs. Sean Yarrison  
Yeatman Transport LLC  
Mr. and Mrs. Mark W. Zimmerman  
Kathy Zopf-Herling

If your name is missing or incorrect, we apologize. Please contact the YMCA Philanthropy Department at 610-643-9622, ext. 2153.



# FINANCIAL OUTCOMES 2023

## YMCA OF GREATER BRANDYWINE

### Statement of Activities

in thousands  
(years ending December 31)

#### Operating Income and Support

	2023*	2022
Contributions	1,575	1,422
Membership dues	20,222	17,354
Childcare	8,663	7,865
Program revenue	9,078	9,202
Financial assistance, direct	(2,217)	(2,130)
Government grants	1,958	1,818
Rentals and sales to public	452	325
Investment income/other	166	116
<b>Total operating revenues and support</b>	<b>39,896</b>	<b>35,970</b>

#### Operating Expenses

	2023*	2022
Salaries and related expenses	26,308	22,487
Program and operating expenses	10,332	9,353
Interest expense	1,252	1,291
Depreciation and amortization expenses	4,723	4,533
Fundraising expenses	61	134
<b>Total operating expenses</b>	<b>42,675</b>	<b>37,798</b>
Change in net assets from operations	(2,779)	(1,827)

#### Non-Operating Changes

	2023*	2022
PPP Loan Forgiven	0	5,055
ERTC Funding	3	65
Investment gain (loss), net	2,795	(1,289)
Right of Use Asset	(283)	-
Other	368	48
<b>Total non-operating changes</b>	<b>2,882</b>	<b>3,879</b>
<b>Total changes in net assets**</b>	<b>103</b>	<b>2,052</b>

### Statement of Financial Position

in thousands  
(years ending December 31)

#### Assets

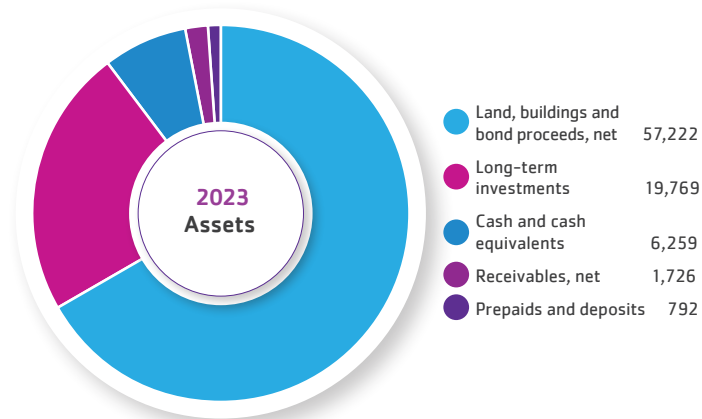
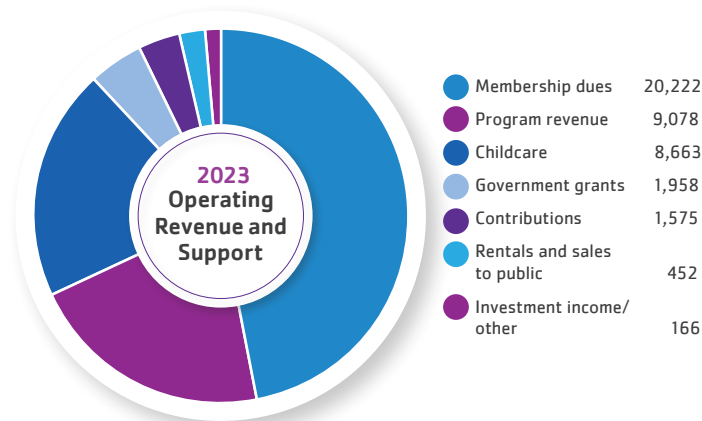
	2023*	2022
Cash and cash equivalents	6,259	6,842
Receivables, net	1,726	3,036
Prepays and deposits	792	506
Long-term investments	19,769	17,232
Land, buildings and bond proceeds, net	57,222	56,526
<b>Total assets</b>	<b>85,768</b>	<b>84,142</b>

#### Liabilities & Net Assets

	2023*	2022
Accounts payable and accrued expenses	2,727	2,241
Deferred revenues and custodial accounts	5,027	2,865
Notes payable	25,789	27,244
<b>Total liabilities</b>	<b>33,542</b>	<b>32,349</b>
<b>Total Net Assets</b>	<b>52,226</b>	<b>51,793</b>
<b>Total liabilities and net assets</b>	<b>85,768</b>	<b>84,142</b>

\* 2023 figures are unaudited at the time of publication.

\*\* Total change in net assets does not reflect SWAP valuation adjustment of \$250k and \$2,571k in 2023 and 2022, respectively.



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Sarah Fox  
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Meghan Kelly  
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Ashley Lynam  
Wendy McLean  
Kirstin Morris  
Evans Pancoast  
Logan Ranalli  
Devyn Sargent  
Meg Sargent  
Suzanne Scheel  
Joseph Sulpizio

**Brian Raicich**  
Executive Director

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Robert (Bob) Burke  
Liz Early  
Nadine Hanna  
Mike Hynes  
Tim Krall  
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Bill Musselman  
Ava Picciotti  
Patty Pickard  
Liz Ruff  
Tracy Sammarone  
Lauren Scudieri  
Barrett Snyder  
Joe Strode  
Lindsey Tracey  
Melanie Vile

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West Chester Area YMCA

**Taylor Kassel**  
Executive Director  
Oscar Lasko YMCA  
and Childcare Center



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# YMCA OF GREATER BRANDYWINE

One E. Chestnut Street  
West Chester, PA 19380



FOR YOUTH DEVELOPMENT®  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

## BRANCH LOCATIONS

### ASSOCIATION OFFICE

One E. Chestnut Street  
West Chester, PA 19380  
610-643-9622

### COATESVILLE YMCA

295 Hurley Road  
Coatesville, PA 19320  
610-380-9622

### JENNERSVILLE YMCA

880 W. Baltimore Pike  
West Grove, PA 19390  
610-869-9622

### KENNETT AREA YMCA

101 Race Street  
Kennett Square, PA 19348  
610-444-9622

### LIONVILLE COMMUNITY YMCA

100 Devon Drive  
Exton, PA 19341  
610-363-9622

### OCTORARA YMCA AND PROGRAM CENTER

104 Highland Road, Suite 1  
Atglen, PA 19310  
610-593-9622

### OSCAR LASKO YMCA AND CHILDCARE CENTER

One E. Chestnut Street  
West Chester, PA 19380  
610-696-9622

### UPPER MAIN LINE YMCA

1416 Berwyn-Paoli Road  
Berwyn, PA 19312  
610-647-9622

### WEST CHESTER AREA YMCA

605 Airport Road  
West Chester, PA 19380  
610-431-9622

### YMCA PICKLEBALL CENTER AT DOWNINGTOWN

901 Skelp Level Road  
Downingtown, PA 19335  
610-764-9622