



IMPACTING TODAY EMPOWERING TOMORROW

2024 Annual Report

YMCA OF GREATER BRANDYWINE
ymcagbw.org

COMMUNITY IMPACT 2024

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!

13,616

Senior Members

29,374

in-person group
exercise classes

3,307

children attended
YGBW summer camp

5,307

children enrolled in water
safety and swimming lessons

5,015

volunteers helped to bring the
Y's mission to the community

87,743

members served in 2024

4.9%

percentage of YGBW's
budget that comes from
grants and charitable
contributions

13%

of YGBW members received
Financial Assistance

2,481

donors supported
our Annual Campaign

\$2.6MM

awarded in direct Financial Assistance

9%

of campers received
Financial Assistance

1,766

students awarded memberships
through our free 7th Grade Initiative

1,621

employees contributed more than
\$28MM to the Chester County economy

LETTER FROM LEADERSHIP



Dear Friends,

2024 was a monumental year for YGBW. We are proud of the way our team worked together to set and achieve ambitious goals. Across all areas of operations, we increased access to services and programs that impact our community today – and lay the foundation for success in 2025 and beyond.

► YOUTH DEVELOPMENT

Children of all ages require a safe and caring environment where they can learn, grow and thrive. To support youth in our community we launched a Rapid Response Team supporting childcare centers across Chester County. We also launched Y Achievers, a workforce development program for teens – empowering our community for years to come.

► HEALTHY LIVING

All in our community deserve the chance to lead a fulfilling life. To reduce barriers to health and wellness, we expanded LIVESTRONG at the Y, a free 12-week program designed to help adult cancer survivors regain strength and confidence. We also deployed our Fit Truk to deliver health and wellness to communities throughout the county. We are committed to investing in the health of our community.

► SOCIAL RESPONSIBILITY

In 2024, we awarded more than \$2.6 Million in direct financial assistance to ensure that all have access to our programs and services. We are proud of this accomplishment and will continue to grow our Financial Assistance Program – as there is more to be done.

As we look ahead to 2025, we look to deepen partnerships across Chester County to increase access to vital services that build strong, healthy and thriving communities.

We thank you for your support and look forward to working together to further serve and strengthen this great community.

In Service,

Dr. Scott Heinerichs
Interim Board Chair

Bertram L. Lawson II
President & CEO



The Power of **PARTNERSHIP**

Strong communities are built through collective action. The impact of our work is amplified by collaboration and partnership from committed individuals and organizations. Together, we address the diverse needs of our region – breaking down barriers, expanding access and creating opportunities. Together, we grow stronger. Together, we thrive.

Each year, YGBW recognizes organizations or individuals who exemplify the power of partnership in strengthening our community.



SENATOR CAROLYN COMITTA

Service to Youth Award

Recognizing dedicated individuals who have positively impacted children in our community.



Senator Comitta's support of STEM education and career pathways and her work to expand access to quality childcare impacts our community in the best way possible. Whether advocating in Harrisburg, pursuing grant opportunities or leading by example - families in Chester County can count on Senator Comitta.

► **Terri Edgar,**
Chief Branch Operating Officer



As a State Senator – and a mother and grandmother – I believe we have a duty to leave behind a cleaner, safer and healthier world for the next generation.

I firmly believe that we bring out the best in each other when we serve young people in our community.

► **Carolyn Comitta**
State Senator



JOE TANKLE

Distinguished Service Award

Recognizing the effort and achievement of YGBW’s most dedicated supporters – who set a standard of leadership that others may follow.



Joe Tankle is a steadfast advocate for the YMCA of Greater Brandywine. He gives his time generously – fostering relationships, opening doors to donors and advancing our philanthropic efforts. Joe’s guidance has been instrumental in supporting me in my role, strengthening our organization’s leadership and impact.

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



I feel fortunate to have found a meaningful career, serving YMCAs in this region for more than 35 years.

I am proud to lend my time and experience to the team at YGBW to extend the important work they are doing in the community.

► **Joe Tankle**
Volunteer & Retired YMCA Leader

TRUIST 

TRUIST BANK

Community Partner Award

Recognizing an organization or group that is committed to YGBW’s mission and values and has supported the Y on initiatives that strengthen the foundation of our community.



Truist has supported our treasury functions and financial applications – and generously contributed EITC funds. Their partnership supports the vital work being done at our branches today and into the future.

► **Rachel Firkser,**
Chief Financial Officer



At Truist, our purpose is to inspire and build better lives and communities.

We are proud to support the work being done at the Y to strengthen the fabric of our community.

► **Chad Leyden,**
Market President

A COMMITMENT TO EXCELLENCE



At the YMCA of Greater Brandywine (YGBW), excellence is not just a goal – it is a commitment embedded in everything we do. As a trusted community organization, YGBW actively pursues the highest industry standards, seeking certifications, accreditations and rankings that demonstrate best-in-class quality in youth programming, wellness, and staff training. By aligning with nationally recognized standards, we ensure that our members experience the safest and highest-quality programs available.

In 2024, YGBW prioritized excellence in staff and program quality by achieving leading certifications and accreditations in key areas:

Child Protection & Safety

Achieved certification from Praesidium, a national leader in child abuse prevention.

Early Learning Excellence

Increased Keystone STARS ratings, which recognize continuous quality improvement efforts in early learning programs across the state.

Premier Summer Camp Standards

Earned American Camp Association (ACA) accreditation at five Summer Camp locations, as part of a two-year process expected to conclude in 2025.

Medical Fitness Facility

Became the only Y Association in the county and the only fitness facilities in Pennsylvania to earn the Medical Fitness Association's Medical Fitness Facility Certification – a mark of excellence in the medical fitness industry.

Top Workplace Recognition

Honored as a Top Workplace by The Philadelphia Inquirer, ranking 15th among large employers in the region – reflecting YGBW's dedication to fostering a supportive and empowering work environment.

These accomplishments join a growing list of existing certifications maintained by YGBW, including Ellis Certification for Aquatics staff and CPR/AED training for all staff members. From classrooms and camps to Wellness Centers and studios, YGBW has set a high safety standard for community-focused programs across Chester County.



IMPACTING TODAY

The Pennsylvania Early Learning Investment Commission reports that lack of safe and affordable childcare costs our state economy \$6.65B annually.

As the largest provider of childcare in Chester County, YGBW enabled the families of nearly

5,000 children

to remain in the workforce, strengthening both households and the local economy.



EMPOWERING TOMORROW

Excellence isn't a one-time achievement for YGBW – it's a daily commitment to create the safest and highest-quality experiences for all who walk through our doors. In 2025, our team is working to further increase our Keystone STARS ratings, earn accreditation at our remaining Summer Camp sites and maintain industry-leading Wellness certifications – demonstrating that health and safety is at the heart of everything we do.



Terri Edgar,
Chief Branch Operating Officer



The Philadelphia Inquirer



BREAKING DOWN

BARRIERS TO HEALTH



Health, wellness and belonging are universal needs of all residents of Chester County. Yet, for many individuals and families, obstacles such as financial hardship, lack of access or limited support can stand in the way of achieving a healthier life. The YMCA of Greater Brandywine (YGBW) is committed to removing these barriers – ensuring that everyone, regardless of age, background or ability, has access to the resources and support they need to thrive.

Throughout 2024, YGBW introduced and expanded programs and services that increase access to life-changing programs.

Supporting Youth on the Path to Success

To empower the next generation, YGBW launched Y Achievers, a free program providing mentorship, career exploration and leadership development for local teens. Additionally, the 7th Grade Initiative was reimagined to ensure that middle school students can stay active, build confidence and form positive connections. Both programs include a free Youth Membership.

Inclusive & Impactful Programs for All

Recognizing that health and wellbeing look different for everyone, YGBW expanded life-impacting programs and services, including Adaptive Programs and Camps, which serve children and adults with disabilities across Chester County and LIVESTRONG at the Y, which serves adult cancer survivors.

Bringing Wellness Where it's Most Needed

As part of a strategy to extend the reach of the Y beyond physical buildings, YGBW deployed a Fit Truk, delivering Group Exercise, Personal Training and Wellness Programs directly to neighborhoods and businesses. Through partnerships with local healthcare providers, the Fit Truk will also deliver health screenings to communities.

These initiatives fast-track YGBW's mission to break down barriers and enable all to reach their full potential, regardless of age, background or abilities.





IMPACTING TODAY

According to the Census Bureau, more than 35,000 residents of Chester County live at or below the poverty level and an additional 60,000+ earn less than the basic cost of living, which impacts their ability to maintain good health.

In 2024, our Financial Assistance program benefited

11,407 members

and we launched or expanded key programs like Y Achievers, LIVESTRONG at the Y and the 7th Grade initiative, providing a pathway for all to thrive.

EMPOWERING TOMORROW



At YGBW, we believe that programs and activities that support health and wellbeing should be accessible to all. The path to wellbeing can be complex, but through strong partnerships with local healthcare providers, community agencies and other non-profits, we are committed to helping individuals and families navigate that journey. Together, we can build a healthier, stronger Chester County.



Guillermina Rios,
Association Director of Social Impact

REVOLUTIONIZING

COMMUNITY HEALTH



The YMCA of Greater Brandywine (YGBW) is working to reshape the landscape of community health in Chester County, identifying opportunities to fill critical gaps in the healthcare continuum and positioning the Y as the ancillary provider of choice.

In 2024, YGBW set a national precedent as the first YMCA Association in the nation to achieve Medical Fitness Facility Certification from the Medical Fitness Association (MFA). This prestigious certification isn't just a title – it is a promise of excellence in medically integrated fitness and serves as a strong bridge between fitness and healthcare. The certification lays the foundation for bringing medically integrated wellness solutions to the heart of Chester County, revolutionizing YGBW's reputation within the medical community and beyond.

Earning MFA certification required a rigorous evaluation, ensuring that programs, staff and facilities meet the highest standards for safe, effective and evidence-based services for all members of the

community. From individuals managing chronic conditions to those recovering from injuries or seeking expert-guided wellness programs, this designation affirms that the Y is not just a gym – it is a trusted partner in health and wellbeing.

This is just the beginning. With MFA certification as a foundation, YGBW is leading the movement to redefine community health – with fitness and medicine working hand in hand to strengthen all in Chester County.

The Medical Fitness Association's Medical Fitness Facility Certification is recognized as a mark of excellence in the health and wellness industry, serving as the only certification offered to facilities in the medical fitness industry – an industry that serves over four million members worldwide.



IMPACTING TODAY

According to the Chester County Health Department, 85% of deaths in our region are linked to diseases like heart disease, diabetes and cancer – many of which can be prevented and managed with proper support.

In 2024 alone, YGBW provided programs and services to more than

87,000 people

empowering them to take control of their health while nurturing their mind, body and spirit.



EMPOWERING TOMORROW

As YGBW expands its role in the healthcare continuum in 2025 and beyond, MFA certification opens doors for deeper collaboration with medical providers. We are now positioned to accept patient referrals for select services, ensuring more people have access to the care and guidance they need. Our vision is to create a member-centric wellness experience that integrates fitness, medical expertise and community support.



Veronica Lopez, RN,
VP of Health Strategies

THE Y IS ACCESSIBLE TO EVERYONE

THANKS TO OUR DONORS

GRAND \$100,000+

Pennsylvania Office of
Child Development and
Early Learning

PREMIER LEADERSHIP CIRCLE \$25,000 TO \$99,999

Amanda Cabot and
Peter Kjellerup -
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The Bellwoar Family*
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VISIONARY BENEFACTORS \$10,000 TO \$24,999

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and Insurance Services
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YMCA of the USA

FRIENDS \$1,000 TO \$2,999

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Matthew Adams
Albiero Energy
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Ms. Rachel M. McMullin
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 Glenmede
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 The Ritorto Family*
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 Jennifer Griffiths
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 The Haines Family*
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 Mrs. Megan J. Hartman
 Kevin Haskins
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 Herman O. West Foundation
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 Mrs. Laura Schofield-Pierson*
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 The Granger Firm
 The Frederick J. and
 Mary Ellen Smith Foundation

The Lois and Leo Kuperschmid
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 Andrea Youndt
 Mr. and Mrs. Mark W. Zimmerman

* denotes Triangle Society Member

If you have any questions, contact the
 Philanthropy Department
 at philanthropy@ymcagbw.org





LEADING US TO THE FUTURE

LEGACY CIRCLE MEMBERS

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.

Laura J. Armstrong
Joseph W. Bellwoar
Mr. and Mrs. Denny Bement
Pat and Arthur Bernardon
Bob* and Barbara* Borst
Mr. Nicholas F. Bruno*
Lee Bunting
Mary L. Burns
Richard T. Byrnes, Sr.*
Mandy Cabot and Peter Kjellerup
Anne Patrice Castellan*
Norma* and John Ciccarone
Ann and Alan* Clark
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Ms. Denise L. Day
Leonard Deininger*
Theresa Edgar
Mr. and Mrs. Robert C. Eldredge
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Mr. and Mrs. W. Chad
Fenstermacher
Mr. and Mrs. William C.
Fenstermacher, Jr.
Tom and Joanne* Fillippo
Marth C. Fitzsimmons*
Helen M. and Richard Flanders
Jody Giardina
Chad M. Gobel
Mr. Gregory T. Graham, Sr.
William and Harrison Grant
Linda and Gary R. Green

Mr. Arthur Hall*
Kimberly Hall
Margaret and Robert Hall
Alexandra Hawkins*
Mrs. Agatha Hellenthal*
Dr.* and Mrs* Jane
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Mr.* and Mrs.* J. Irvie Hoffman, Jr.
Priscilla and Kevin Holleran
Ms. Mary T. Holleran
and Mr. David Proctor
James T. Horn and Elizabeth T. Horn
Bill and Missy Hostetter
Mr. and Mrs. Paul Jackson
James Jefferis
Virginia Johnson*
Bob (Robert)* and Debbie Jones
Mr.* and Mrs. L. William Kay, II
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Mrs. Elizabeth H. Spackman*
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Alissa Talbert
Mr. and Mrs. Joseph E. Tankle
Mack Taylor
Mr. and Mrs. Harry R. Tyler
Jean Stuart Van Deventer*
Joseph and Debra Viscuso
Stephanie Walsh Beilman*
Carol E. Ware
Marion E. and Herman L. Whiteman*
Marcia and Paul Woodruff
Robert M.* and Suzanne Yahres*
Mr. and Mrs. Charles* L. Young

LEAVING A LASTING LEGACY

The YMCA of Greater Brandywine has been a cornerstone of our community, fostering youth development, healthy living and social responsibility.

By making a planned gift, you can ensure that future generations continue to benefit from the Y's life-changing programs.

What is Planned Giving?

Planned giving allows individuals to make charitable contributions as part of their estate or financial plans. These gifts often provide tax benefits while supporting the YMCA's mission for years to come.

Ways to Make a Planned Gift

1. Bequests in Your Will

- ★ Designate YGBW as a beneficiary in your will or trust.
- ★ You can specify a set amount, percentage or residual portion of your estate.

2. Retirement Assets

- ★ Name YGBW as a beneficiary of your IRA, 401(k) or other retirement accounts.
- ★ This option can reduce taxes for your heirs while supporting a cause you care about.

3. Life Insurance Policies

- ★ You can donate a policy you no longer need or name YGBW as a beneficiary.

4. Charitable Gift Annuities

- ★ A CGA allows you to make a gift while receiving fixed income payments for life.

5. Charitable Remainder Trusts

- ★ These trusts provide income to you or loved ones for life, with the remaining funds supporting YGBW's mission.

6. Donor-Advised Funds

- ★ Recommend grants to YGBW from your donor-advised fund (DAF) while also planning for long-term giving.

Benefits of Planned Giving

1. Leave a meaningful legacy that aligns with your values.
2. Support YGBW's programs in youth development, wellness and community outreach.
3. Potential tax advantages for you and your family.

Join the Legacy Circle

YGBW honors those who include the Y in their estate plans through our Legacy Circle. Members receive special recognition in our Annual Report.

How to Get Started

1. Speak with your financial advisor about the best planned giving option for you.
2. Contact our Philanthropy Office to discuss your gift and how it can make an impact.
3. Let us know about your plans so we can recognize and thank you for your generosity.

.....

**For more information,
please contact:**

Mary Curcio, Vice President of Philanthropy
mcurcio@ymcagbw.org



**Together, we can build a stronger, healthier community –
now and for future generations.**

FINANCIAL OUTCOMES 2024

YMCA OF GREATER BRANDYWINE

Statement of Activities

in thousands

(years ending December 31) 2024* 2023

Operating Income and Support

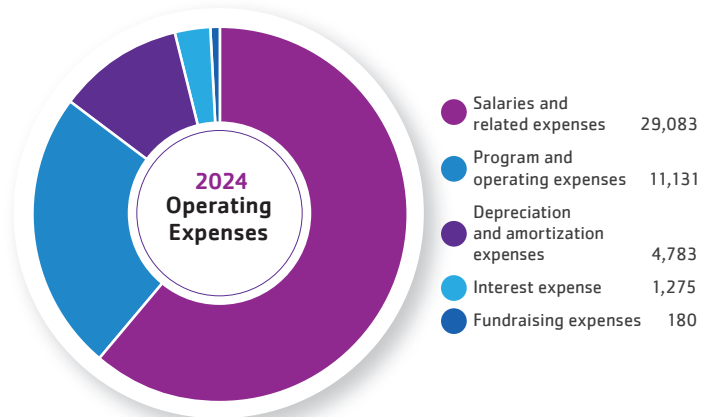
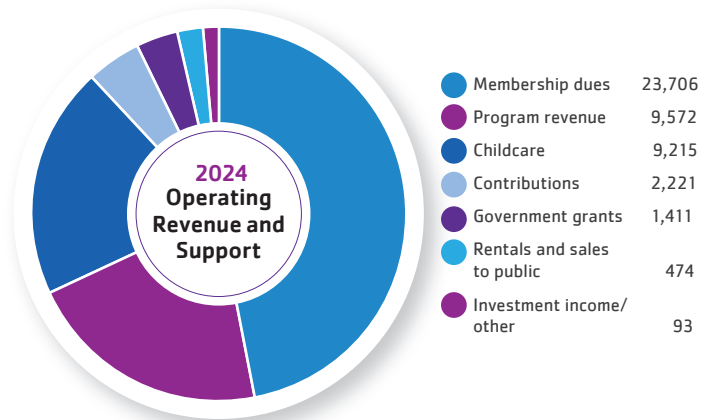
Contributions	2,221	1,575
Membership dues	23,706	20,222
Childcare	9,215	8,663
Program revenue	9,572	9,078
Financial assistance, direct	(2,577)	(2,217)
Government grants	1,411	1,958
Rentals and sales to public	474	452
Investment income/other	93	166
Total operating revenues and support	44,114	39,896

Operating Expenses

Salaries and related expenses	29,083	26,308
Program and operating expenses	11,131	10,252
Interest expense	1,275	1,252
Depreciation and amortization expenses	4,783	4,723
Fundraising expenses	180	61
Total operating expenses	46,451	42,595
Change in net assets from operations	(2,337)	(2,699)

Non-Operating Changes

MidTerm Investment Funding	(554)	-
Investment gain (loss), net	1,967	2,795
Right of Use Asset	(262)	(283)
Other	(212)	370
Total non-operating changes	939	2,882
Total changes in net assets**	(1,398)	183



Statement of Financial Position

in thousands

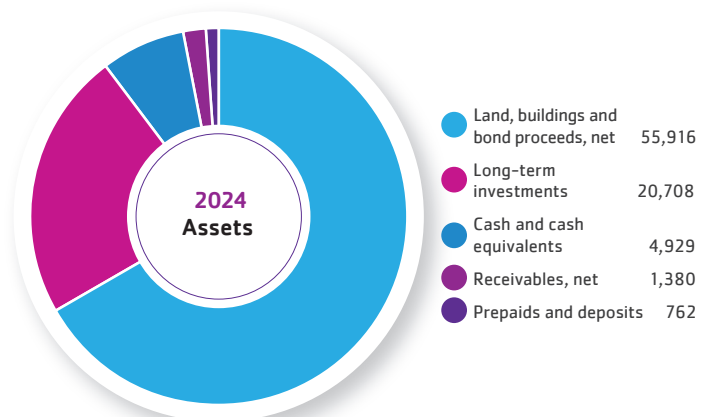
(years ending December 31) 2024* 2023

Assets

Cash and cash equivalents	4,929	6,259
Receivables, net	1,380	1,725
Prepays and deposits	762	792
Long-term investments	20,708	19,769
Land, buildings and bond proceeds, net	55,916	57,045
Total assets	83,695	85,590

Liabilities & Net Assets

Accounts payable and accrued expenses	2,143	2,880
Deferred revenues and custodial accounts	6,554	4,743
Notes payable	23,715	25,338
Total liabilities	32,412	32,962
Total Net Assets	51,283	52,628
Total liabilities and net assets	83,695	85,590



* 2024 figures are unaudited at the time of publication.

** Total change in net assets does not reflect SWAP valuation adjustment of \$337k and \$369k in 2024 and 2023, respectively.

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Tracy Sammarone
Lauren Scudieri
Joe Strode
Joel Walton
Stephanie Wientjes
James Williams

Laura Schofield-Pierson
Executive Director
West Chester Area YMCA

Taylor Kassel
Executive Director
Oscar Lasko YMCA
and Childcare Center



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KATHY PFAFF

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TERRI EDGAR

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RACHEL FIRKSER

Chief Financial Officer

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Experience and Acquisition

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Vice President of Marketing
and Public Relations

JERRY LEVINSKY

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VERONICA LOPEZ

Vice President of
Health Strategies

KEITH RICE

Vice President of
Information Technology

NIC LEGERE

District Executive Officer

DAVE MULLIN

District Executive Officer



THE ROAD AHEAD 2025 PREVIEW

Throughout 2025 Team YGBW will build upon the foundational work accomplished in 2024 to ensure that all members of the community have the opportunity to lead healthy and fulfilling lives – regardless of age, race, gender income or abilities.

We will accomplish this by focusing on
THREE PRIMARY PILLARS OF WORK.

1

Committing to Excellence

- ▶ Serve as a Community Convener in Chester County, continuing to grow legislative visits, community forums and media coverage
- ▶ Remain an Employer of Choice in the region
- ▶ Finalize two-year Camp Accreditation process with American Camp Association (ACA)
- ▶ Continue to grow Keystone STARS Ratings at YGBW Childcare Facilities



YMCA of Greater Brandywine

2

Breaking Down Barriers

- ▶ Serve as a Hybrid Y, delivering Y programming to underserved zip codes
- ▶ Lead as a County Hub for Social Responsibility
- ▶ Equip the next generation to grow and thrive through the expansion of Teen Programs
- ▶ Continue to ensure access for all abilities through Adaptive Programs that serve children and adults with disabilities

3

Revolutionizing Community Health

- ▶ Serve as an anchor institution in the county, where all members can turn to improve all facets of Health and Wellness – spirit, mind and body
- ▶ Expand Evidence Based Health Interventions designed to prevent and manage chronic disease
- ▶ Continue to innovate in medically-integrated fitness, establishing a two-way health records exchange with healthcare providers
- ▶ Partner with healthcare providers to increase access to vital health screenings across the county



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