



Power of US

YMCA OF THE TRIANGLE | Annual Report 2017

BRIDGING GAPS

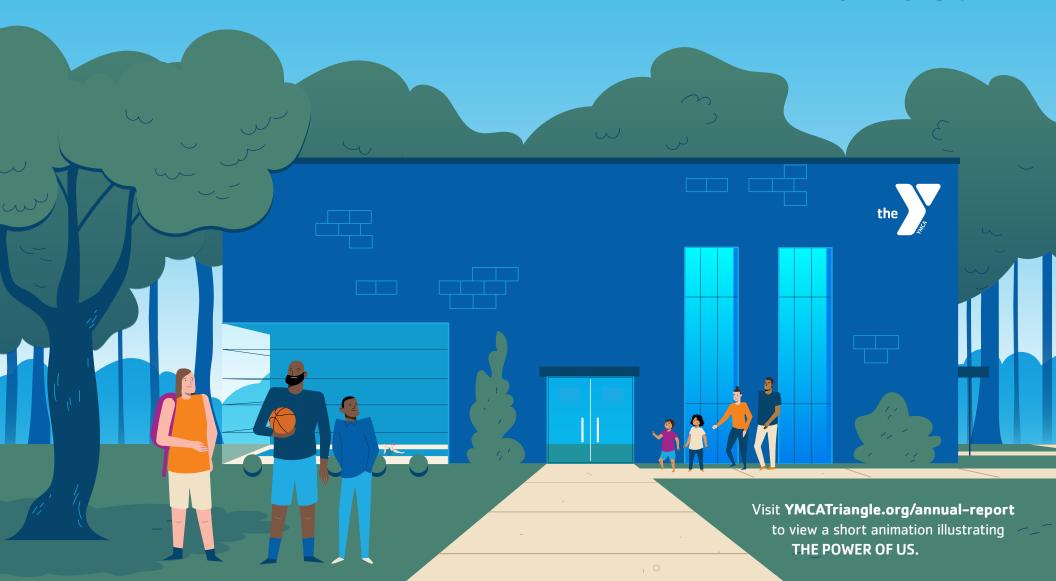
At the Y, we believe communities are stronger when everyone has the opportunity to reach their full potential. Since our beginnings more than 160 years ago, volunteers, members and staff have fueled the good that is spread through our YMCA.

In 2017, our YMCA strengthened its impact on children, adults and families across the region through innovative programming and firmly grounded, evidence–based research.

Thanks to you, our work builds bridges, helps us find common ground with one another and allows us to serve others in new and important ways. And, our work has never been more critical.

The work we do together sets our YMCA apart from other organizations.

THIS IS THE **POWER OF US.**



"It is important that we continue to open our doors wider to improve community health, to improve youth development through education and character development and to unify the community in our efforts to work together in social responsibility."

-Doug McMillan, YMCA of the Triangle CEO



2017 SNAPSHOT



People served through YMCA Programs



Children served at **Summer Day Camp**



Children served through YMCA Overnight Camps



Volunteers mobilized in service through the YMCA



Staff work to further our Mission and Cause across seven counties

CONTENTS

Youth Development	3
Healthy Living	5
Lifetime Achievement Award	7
Capital Projects	ç
Capital Campaign Donors1	3
Annual Campaign1	7
The Chairman's Round Table1	9
The Heritage Club3	3
2017 Financial Report3	6



"I learned leadership skills and basic life skills at the Y.

–Marietta, YMCA staff member& volunteer

Marietta and Haddy met in elementary school, but cemented their friendship in YMCA programs that included **Y Learning, swim lessons** and **Leaders Club**—programs that helped them achieve in the classroom and in life. Today, Marietta and Haddy are college students and **YMCA Summer Day Camp** counselors who are determined to be part of the next generation of positive change at the Y.

BRIDGING THE ACHIEVEMENT GAP

Our YMCA is committed to providing opportunities for all children in our region.

As a longtime leader in youth development, our YMCA partners with families, school systems and other organizations to improve educational readiness, engagement and outcomes for underserved communities through year-round achievement gap programs.

"The YMCA is helping us overcome a major challenge that many schools face. How do you fully meet the needs of all your students when they don't live near the school," said Derrick Evans, an area educator who currently serves as the principal at Salem Elementary School. "The YMCA provided opportunities that these children may never have otherwise received."

2017 YMCA OF THE TRIANGLE ACHIEVEMENT GAP

Y Learning

The YMCA of the Triangle's after school tutorial program, partners with local schools to identify and serve students who perform below grade level or who are at risk for performing below grade level. Each day, Y Learning sessions include literacy instruction from certified teachers, a healthy snack, assistance with homework and time spent with positive adult role models.

44 sites 1,486 children served



Camp High Hopes

This summer camp program serves Y Learning and Community HOPE students as well as children who live in neighborhoods served by the YMCA. Every day, children participate in one hour of literacy instruction led by certified teachers. Camp High Hopes has proven to reduce summer learning loss—the widened learning gap due to a lack of engaging, educational opportunities during the summer.

6 sites 1,534 children served



Community HOPE

This literacy mentoring program pairs children with two adult volunteer mentors who each meet with the child once a week throughout the school year. The program is held in churches or community centers in underserved neighborhoods.

7 sites 256 children served





TRANSFORMING LIVES

Membership across our region fuels the growth of our Association. Today, our membership is at an all-time high of more than 90,000. By connecting neighbors, building community and supporting those on their wellness journey—we're creating a healthier community for all.

Last year, our Y expanded access to YMCA wellness programs beyond our facilities in a unique way. **YMCA Red Rover,** our mobile wellness unit, hit the road in Chatham County to bring group wellness classes to the community's doorstep. This innovative program model was a hit and will make its way across the Triangle next year.



"The doctors will help you survive cancer, but go to the Y and they'll teach you how to live after cancer."

-Laura, LIVESTRONG participant

Laura completed treatment for breast cancer in late 2016, but says her healing truly began when she joined LIVESTRONG at the YMCA. She credits the 12-week health and wellness program with improving her stamina and recharging her spirit.

2017 YMCA OF THE TRIANGLE EVIDENCE-BASED PROGRAMS



LIVESTRONG at the YMCA

Free, 12-week wellness program for adult cancer survivors.

144 served **9** branches



Moving for Better Balance

12-week, evidence-based, fallsprevention program for senior adults.

31 served **8** branches



Healthy Weight and Your Child

15-week, weight-management program teaches the importance of healthy eating, physical activity and setting goals to children and their families.



5210 Healthy Hero

Held weekly at all YMCA After School sites, this program promotes healthy eating and active living.



YMCA Diabetes Prevention

12-month, group-based program to encourage healthy eating, physical activity and behavioral change to reduce the risk for diabetes.

68 served **7** branches community locations

Healthy Living Community Collaborations:

Inter-Faith Food Shuttle The Produce Box Alliance Medical Ministry Eat Smart, Move More, Weigh Less Wake Tech Community College NC Department of Health and **Human Services** Lincoln Community Health Center



In 1994, our YMCA established the **YMCA Lifetime Achievement Award** to honor exceptional individuals who have dedicated themselves to YMCA service over a significant period of time. This award symbolizes their generous gifts of steadfast guidance, wise counsel and unconditional commitment.

Two of those leaders are Judy Bright and Greg Poole, who were each honored with the Lifetime Achievement Award at the YMCA of the Triangle's Annual Celebration in March.

"Judy's knowledge and understanding of the Y and Camps is encyclopedic. Beyond her professional accomplishments, her relationships are her most valuable contribution to our Y."

-Doug McMillan, YMCA of the Triangle CEO



Judy Bright and Eliza Kraft Olander



Hope Holding Bryant and Greg Poole

Judy Bright

Judy's career started at Camp Seafarer and extended to oversee various YMCA departments in her role as Executive Vice President of the YMCA of the Triangle. A great relationship builder, one of the highlights of her tenure includes the launch of the YMCA We Build People Annual Campaign in 1993.

"It would be hard to find an area of our YMCA's operation that Judy has not touched," said Doug McMillan, YMCA of the Triangle CEO.

YMCA staff, donors, volunteers and nonprofit leaders from around the Triangle continue to rely on Judy's skills and wisdom today.

"I have always appreciated Greg's vision, and his gracious, humble, determined leadership," said McMillan. "He is willing to be the voice for change and improvement."

Gregory Poole, Jr.

Gregory Poole, Jr.'s personal mission is clear—to make the Triangle a better place to live for all our neighbors.

As a business leader, Greg set the bar for business excellence in Raleigh and beyond through his leadership of the Gregory Poole Equipment Company.

Throughout his life, Greg has served his community in many ways and has earned much recognition. Some of his greatest contributions have been through the YMCA of the Triangle.

In 1988, Greg co-chaired the Y's Capital Campaign to build the A.E. Finley YMCA and the Taylor Family YMCA (former Cary Family YMCA). In 1993, he served as chairman of the first YMCA We Build People Annual Campaign and held that position for a two-year term. His leadership and tenacity set the pace for all leaders who have followed. Greg served as the first chair of the YMCA of the Triangle's Board of Trustees where he still serves today.



In 2017, our YMCA opened the doors wider than ever before through facilities and unique collaborations that pave the way to better access for everyone in our growing community.



Ingram Family YMCA

The 20,000-square-foot **Ingram Family YMCA** opened in July on Wicker Memorial Drive in Sanford. The new Y is named in honor of longtime Sanford residents Charles and Mary Lynn Ingram and offers expanded service to Lee County.



Northwest Cary YMCA

In October, the **Northwest Cary YMCA** opened as part of a unique collaboration with Crosspointe Church. It includes a wellness center, outdoor pool, group exercise studios and amenities for the whole family.



YMCA Camp Sea Gull and YMCA Camp Seafarer

The 8,000-square-foot **Boat Repair facility** adjacent to the Camp Seafarer marina accommodates repair needs at both camps and provides much needed classroom space for instruction.

This summer at Camp Sea Gull, the **Quadraplex Cabin** named The Lookout, located at the end of Camp III, will be home to cabins 49 – 52. In 2018, Camp Sea Gull and Camp Seafarer have also unveiled **open-air chapels.**



YMCA Camp Kanata

In 2017, new **CILT housing** opened at Camp Kanata providing additional space and modernized facilities.



Poyner YMCA

After more than 50 years, our YMCA returns to downtown Raleigh with the opening of this unique wellness center at 227 Fayetteville Street. In November, community leaders, volunteers and Y staff announced that the facility will be named the **Poyner YMCA** in honor of James M. Poyner, a prominent attorney, civic servant and YMCA volunteer. The Y will also serve as a place for community groups and other nonprofits to convene.

All Access to YMCAs

In 2017, the YMCA of the Triangle joined Y-USA and opened our doors to all YMCA members across the United States through Nationwide membership. This allows Y members to use any YMCA across the country—helping broaden our impact and support the heath and wellness of America.



HOMEGROWN Y IN GARNER

On February 22, 2018, community leaders, Garner residents, YMCA volunteers, donors and staff gathered for the **Poole Family YMCA** ribbon cutting ceremony. The Poole Family YMCA is named in recognition of Lonnie and Carol Poole for their generous support.

Forty-four years ago the seeds for a YMCA in Garner were planted when Victor Bell, Jr. dreamed of something bigger for his family's land. Bell wanted to grow a YMCA to serve families in Garner.

For the past 20 years, the Y has served Garner in youth programs at local schools. Three years ago, the YMCA of the Triangle challenged the Garner community to help grow a YMCA facility of its own in order to serve adults, children, teens and families. **Volunteers exceeded** a capital campaign goal of \$7 million by raising \$7.2 million to build the new YMCA.

"While we mark the opening of this incredible facility, we are really celebrating the life-changing impact of the YMCA in Garner, the power of possibility and the power of us."

-Peter Williams, Chief Volunteer Officer of the YMCA of the Triangle



"Wake County is proud to partner with the YMCA and the Wake County Public School System on this project which will support the needs of children and families in Southeast Raleigh in new and innovative ways."

—Jessica Holmes, chair of the Wake County Board of Commissioners

BREAKING NEW GROUND IN SOUTHEAST RALEIGH

On April 11, 2018, YMCA of the Triangle leaders, Wake County Commissioners and Wake County Board of Education members broke ground on a joint YMCA and Wake County Public School that will open in time for the 2019 school year.

The future Southeast Raleigh YMCA and Elementary School will be located at 1436 Rock Quarry Road. The school will serve nearly 500 students in grades pre-K – 5, and the YMCA will serve more than 8,000 in the community through Y programs and services.

The school will include a community kitchen and pre-K classrooms. The YMCA will offer swim lessons to students at the school and will provide after school and summer camp programs as well. The YMCA will be a hub for the community bringing partners together to holistically meet the needs of local residents.

About the YMCA Beacon Site

Three years ago, the YMCA of the Triangle made a significant investment in the Southeast Raleigh community with the purchase of 32 acres in the Rock Quarry Road corridor near I-440. This property will serve as the home, or YMCA Beacon Site, that will include the joint YMCA and public school, mixed-income housing and commercial spaces. Currently, the YMCA is securing anchor partners to deliver these core services. Thanks to community support, our YMCA has raised more than \$19 million toward our \$25 million goal.

Listed are investors to our capital giving programs. Capital gifts range from \$1,000 to \$5 million. The families. individuals, foundations, and corporations listed have supported our capital giving programs between January 1, 2013 – June 7, 2018. If you would like more information about capital giving, or if you would like to make a gift, please contact Bruce Ham at 919-719-9665.

WYATT AND LIL TAYLOR SOCIETY

(\$1 million and above)

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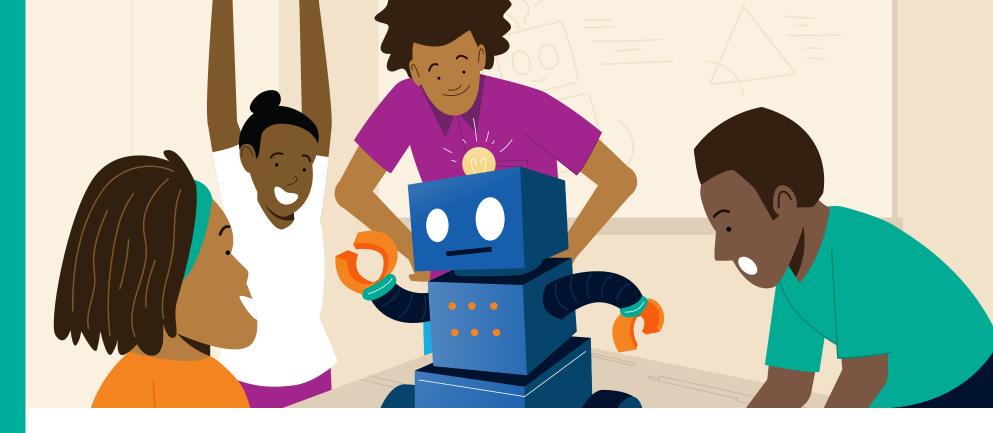
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None of this work would be possible without vision, determined leadership and strong philanthropic support. To date, we have raised more than \$44 million in this effort.





2017 ANNUAL CAMPAIGN

In September 2017, we kicked off a year-long celebration to mark 25 years of building people through our We Build People Annual Campaign. Over the last 25 years, your gifts have inspired involvement, bridged critical gaps and created opportunities for all.

Donations to the YMCA Annual Campaign make it possible for children, teens, adults and families to participate in YMCA programs regardless of their ability to pay.

In 2017, the We Build People Annual Campaign provided \$7,901,766 to help improve more than 14,937 lives in our region.



YOUR INVESTMENT AT WORK: \$7,901,766 for Community Outreach through the Annual Campaign



59%

Achievement Gap Programs

Includes subsidized day camp and after school programs, Y Learning, Community HOPE and Camp High Hopes



20%

Youth Program Scholarships

Includes scholarships for traditional and year-round school programs, preschool programs, day camps, youth sports and swim lessons



14%

YMCA Overnight Camp Scholarships

Includes camperships and programs for Camp Sea Gull, Camp Seafarer and Camp Kanata



5%

Teen Programs

YMCA NC Youth & Government, MSUN, Leaders Club, Lightner Y Achievers and teen summer day camps



2%

Adult Scholarships & Healthy Living Programs

LIVE**STRONG** at the YMCA and YMCA Diabetes Prevention Program



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Donors contributing \$1,000 or more to our We Build People Annual Campaign that supports financial assistance and outreach programming to local YMCAs and overnight camps, between January 1 – December 31, 2017

Chairman's Round Table members for five or more consecutive years are listed **in green.**

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SAS Championship

1857 SOCIETY (\$50,000 – \$99,999)

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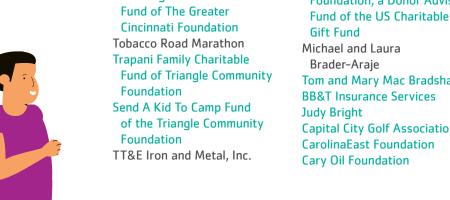
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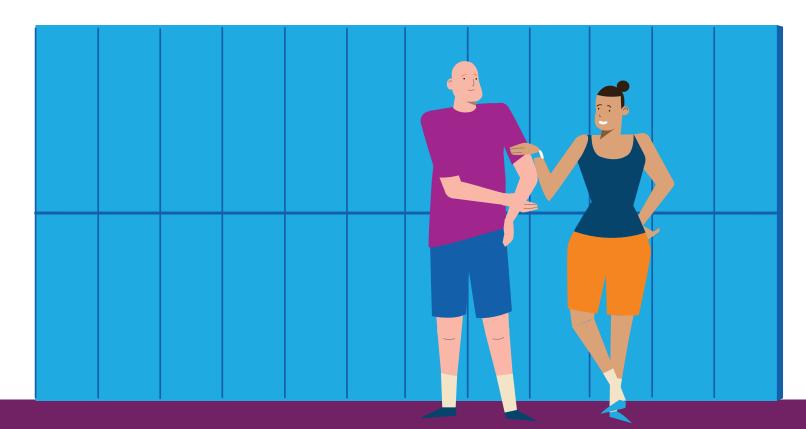
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"Blue Cross and Blue Shield of North Carolina is proud to support the YMCA of the Triangle, and we are grateful for their work in making our communities better places to live, work and play. With a focus on healthy living, social responsibility and youth development, the YMCA is strengthening kids, families and neighborhoods. By supporting healthy, inclusive communities, the YMCA offers all of us the opportunity to learn and grow."



- BlueCross BlueShield of North Carolina

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"For decades, YMCA of the Triangle has made a real difference in the lives of



thousands of children and families. The positive impact of their work is woven into the fabric of our community. We are proud to support their efforts to give all children opportunities to learn and grow. It's simply a great investment for Duke Energy."

- David Fountain, Duke Energy North Carolina President

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LEAVE YOUR LEGACY

"I believe the YMCA is truly a place that strengthens the community. My family has gained so much from our experiences here. I want to be sure that programs and services

are available for other families for generations to come."

-Brian Reid, YMCA Advisory Board Member and Heritage Club Member

Just like Brian Reid, you can make a purposeful gift to the YMCA of the Triangle with potential tax advantages.

How You Can Support

- Include the YMCA in your estate plans
- Provide "unrestricted" gifts to the Endowment or designate your gift for a specific purpose

A planned gift will ensure your support in perpetuity

- \$25,000 gift generates \$1,000 annually
- \$50,000 gift generates \$2,000 annually
- •\$100,000 gift generates \$4,000 annually

Ways of Giving

- Beguest, conveyed through your will
- Securities, such as bonds or mutual funds
- New or existing life insurance policy
- Gifts of real estate or other assets*
- Retirement Accounts, IRAs and 401(k) Plans
- Charitable Remainder Trust
- Charitable Lead Trust
- Retention of life estate
- Cash

*subject to the YMCA of the Triangle's Gift Policy

The Heritage Club is a special group of YMCA donors who have made a lasting investment in our community through their commitment to the YMCA Endowment Fund or by including the YMCA of the Triangle in their estate planning.

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*deceased

FINANCIAL REPORT September 30, 2017

Every day at the Y, we work to make our community stronger. That work simply wouldn't be possible without a strong financial foundation. Our YMCA Mission and our financial commitments go hand in hand. We are dedicated to providing children, families and individuals with the support and resources they need to be more healthy, confident, connected and secure.

Assets

Total Assets	\$159,956,059
Other Assets	\$1,911,172
Land, Buildings & Equipment	\$112,570,600
Investments	\$8,501,607
Current Assets	\$36,972,680

Liabilities and Net Assets

Total Liabilities	\$57,612,459
Long-term Obligations	\$39,990,601
Deferred Revenue	\$8,933,444
Accounts Payable	\$8,688,414

Net Assets

Total Liabilities and Net Assets	\$159,956,059
Total Net Assets	\$102,343,600
Permanently Restricted	\$7,591,336
Temporarily Restricted	\$19,453,992
Board Designated	\$12,243,898
Undesignated	\$63,054,374
Unrestricted	

2016-2017 Support & Revenue

Total Revenue	\$92,410,903
Investment Income & Other	\$1,491,056
Contributions, Grants & United Way	\$17,640,089
Membership Dues & Joining Fees	\$27,143,848
Program & Camping Fees	\$46,135,910

Functional Expenses

Total Expenses	\$81.998.755
Fundraising	\$1,800,557
Teen/Family Programs	\$14,116,045
Overnight Camping	\$11,638,433
Administrative Services	\$12,933,189
Adult Programs	\$16,455,684
Youth Programs	\$25,054,847





FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY



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We would like to recognize the following organizations for their collaboration with the YMCA of the Triangle. Together we are expanding quality programming and services to a greater number of children, teens and families throughout the Triangle.

Alliance Medical Ministry Arapahoe Charter School **Band Together NC** Blue Cross Blue Shield of NC Carolina East Health System **Chatham County Schools** Christian Faith Baptist Church Church of the Apostles Crosspointe Church DHIC, Inc. **Durham Public Schools** Eat Smart, Move More, Weigh Less **Hope Charter Elementary** Inter-Faith Food Shuttle Johnston County Public Schools Lee County Public Schools Lincoln Community Health Center Macedonia New Life Church NC Department of Health and **Human Services** North Carolina Central University **Pamlico County Schools** Pamlico Partnership

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YMCA Mission

To put Christian principles into practice through programs that build healthy spirit, mind and body for all.

The YMCA of the Triangle is a 501(c)3 charity. The YMCA is the nation's leading nonprofit committed to strengthening communities through youth development, healthy living and social responsibility.

A.E. Finley YMCA
Alexander Family YMCA
Association Programs Branch
Chapel Hill-Carrboro YMCA
Chatham YMCA
Downtown Durham YMCA
Hope Valley Farms YMCA
Ingram Family YMCA

Johnston County YMCA
Kerr Family YMCA
Kraft Family YMCA
Lakewood YMCA
Northwest Cary YMCA
Poole Family YMCA
Poyner YMCA
Taylor Family YMCA

YMCA at American Tobacco YMCA at Knightdale Station YMCA at Meadowmont YMCA Camp Kanata YMCA Camp Sea Gull YMCA Camp Seafarer