



2009

130th Annual Report

Merrimack Valley YMCA



Andover/North Andover Branch
 Camping Services Branch
 Housing & Community Services Branch
 Lawrence Branch
 Methuen Branch



Making healthier lives achievable for everyone.





Your Merrimack Valley YMCA

- Where 1,600 children and individuals visit one of the Y's Branches on a daily basis to participate in one of our quality programs and/or in a healthy activity
- Where nearly 1,000 children are cared for each day at one of our eight child care centers in a safe and caring environment
- Where 1,500 boys and girls are positively impacted and have the experience that lasts a lifetime each summer at one of our three camps (Camp Lawrence, a boys' resident camp, Camp Nokomis, a girls' resident camp, or Camp Otter, our co-ed day camp)
- Where youth can experience music and the arts at the Music Clubhouse and through various dance and art programs held throughout the year
- Where homeless or near homeless adults receive counseling, basic educational services, life skills and job training and 73 men receive housing at the Y
- Where 700 volunteers help us fulfill our mission of helping people build strong spirit, mind and body

Merrimack Valley YMCA
101 Amesbury Street, 4th Floor
Lawrence, Massachusetts 01840

Andover/North Andover Branch
165 Haverhill Street
Andover, Massachusetts 01810

Camping Services Branch
101 Amesbury Street, 4th Floor
Lawrence, Massachusetts 01840

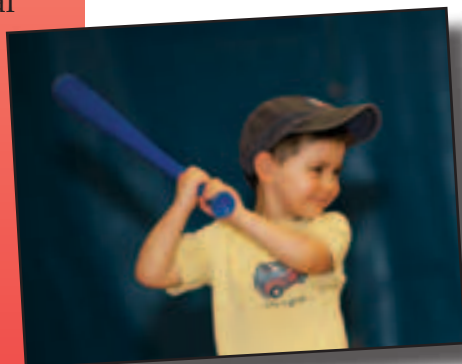
Housing & Community Services Branch
40 Lawrence Street
Lawrence, Massachusetts 01840

Lawrence Branch
40 Lawrence Street
Lawrence, Massachusetts 01840

Methuen Branch
129 Haverhill Street
Methuen, Massachusetts 01844

EXECUTIVE STAFF

Stephen C. Ives, *President/CEO*
Carrie Anderson, *Executive Director, Andover/North Andover Branch*
Alice Coogan, *Director of Association Advancement*
Elizabeth A. Covino, *Director of Community Relations & Development*
Mary Jane Dinsmore, *Human Resources Director*
Francis J. Kenneally, III, *District Executive Director*
Gary Morelli, *Vice President*
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Anne Whalen, *Associate Executive Director, Methuen Branch*



United Way of
Massachusetts Bay
and Merrimack Valley

Dear Friends,

It is during trying times that as a community and as individuals, we find out what we are truly made of. The past year has certainly provided opportunities for us to test our mettle and consider our priorities. Fortunately, the strength of community support and the courage of our staff and volunteers made it possible for the Merrimack Valley YMCA to stay true to our mission throughout 2009, even as we adapted to the economic challenges of the past two years.

In 2009 we made healthier lives achievable in thousands of ways. With the help of our donors, corporate partners, and government contracts we delivered over \$3 million of subsidized services to children, families and adults throughout the Merrimack Valley region. Some of the individuals impacted by our work are highlighted in the following pages.

In addition to the economic challenges of the past year, our YMCA lost two young program directors unexpectedly, Bobby Benedict and Danyelle Winch. This annual report is dedicated in their memory and in honor of their tremendous service and commitment to the youth and families we support.

With the Second Century campaign completed and our kitchen's project underway at our camps, we turned our attention this year to the planning process for our Andover/North Andover YMCA. For the past three years, staff and volunteers have been evaluating facility usage and analyzing community needs in order to establish a vision for our programs and our facility on Haverhill Street in Andover. The end result was the development of a new design for our YMCA. This summer we received an endorsement from the community for the proposed expansion, and unanimous support of the Board of Directors and Trustees to move forward in the coming year with a pre-campaign strategy. We expect that by the end of next year we will have a firm timeline for the completion of this ambitious project.

We are proud of our history of service in this region and excited about the future. Most importantly, we are grateful for the support of our members, contributors and our partners. We hope that you enjoy learning more about us as you review our 2009 annual report. Thank you for your part in helping us make healthier lives achievable for everyone.

Sincerely,



Stephen C. Ives
President & CEO



James Kapelson
Chair, Board of Directors

2009 *Healthier lives*



Andres Ramon

Andres Ramon comes to the Lawrence YMCA five days a week, sometimes twice a day. In 2002 he was hit by a drunk driver while driving his car. This accident left him wheelchair-bound. He's been coming to the Y for the last year with a goal of walking and driving a car. He eventually wants to go back to work and to help others, like he has been helped at the Lawrence YMCA.

Wellness Center instructor David Diaz has worked one-on-one with Andres to increase his flexibility, strength, and stamina. "Working with Andres is both a challenging and personal experience for

me. Challenging because I see his desire to want to achieve goals he has set for himself and I strive to help him in any way I can utilizing as many different programs and equipment our Y has in order to assist him. Personal because I find happiness every time he accomplishes another step in his progress. I get to see firsthand how achieving his different goals continues to increase his confidence and motivates him, and myself, to keep moving forward.

Inspiring Healthier Lives

Since our association's founding 130 years ago, health and wellness programs have been an integral part of our YMCA mission of building a healthy spirit, mind and body. Through Activate America, we have renewed our commitment to this mission by reaching out to health seeking children, teens, adults and seniors to provide the support they need and the opportunities they desire in their journey to better health. Activate America is the YMCA's national public health initiative combating obesity and chronic disease, and seeking to make healthy living a reality for millions of Americans.

Last year, the Merrimack Valley YMCA inspired healthy lifestyles by:



- Engaging more than 30,000 members and program participants in health and wellness programs that enable them to set and achieve personal goals.
- Reaching out to the community through hundreds of partnerships with organizations like Holy Family Hospital to deliver health and wellness programs to new and at-risk populations.
- Partnering with the Merrimack Valley Striders to register participants of the 22nd annual Feaster Five road race which brings together more than 9000 runners and walkers on Thanksgiving morning. We offered a variety of training classes for Y families to prepare for this event.



Achievable 2009



Gigi Chan

Fifteen years ago, YMCA member Gigi Chan moved to Andover from Hong Kong. After acclimating to the area - and surviving her first New England winter - Gigi shortly realized she would experience many other firsts in her new neighborhood...through a little help from the Andover/North Andover YMCA.

Gigi first learned about the Y from her husband. She'd been a member of another health and wellness facility but wasn't getting the sense of community she hoped for, so she gave the Y a try. From the moment Gigi entered the building and was cheerfully greeted at the front desk, she knew she'd found her match. Now the obstacle was learning how to do some of the activities she'd always wanted to do but didn't know how to.

Within her first year at the Y, Gigi learned how to weight train, swim and ride a bike, and gained the strength and endurance to start running. Despite having to doggy paddle for a couple of weeks in the pool and falling off her stabilized bike during her first group cycling class, Gigi forged ahead with her determination and the encouragement of other Y members and staff.

Six years later, Gigi considers the Y her second home. "One day I left the Y and caught myself singing," she says excitedly. "It was so ironic because I never sing, but it was because I was so happy!"

Through the Y, Gigi's completed two triathlons, mastered all four competitive swim strokes, become a dedicated member of the Merrimack Striders running club, and run the Annual Feaster Five Road Race in Andover twice – competing in both the 3.5 mile and 5 mile stretches.

Supporting Achievable Goals

At the Merrimack Valley YMCA, we offer many opportunities for members of our community to get in shape, to reach wellness goals, to feel their best and to enrich their lives. We offer a myriad of programs, classes, and opportunities to achieve their goals. Each person defines his or her own goals. We at the YMCA are here to support these efforts.

The Merrimack Valley YMCA makes the space available in our community so that:

- Every child and youth will have an opportunity deepen positive values, their commitment to service and their motivation to learn.
- Every family will have opportunities to build stronger bonds, achieve greater work/life balance and become more engaged with the communities.
- Every individual will have opportunities to strengthen their spiritual, mental and physical well-being.



2009 *For everyone*



Roy El-Haeham

Roy El-Haeham, age 17, has been coming to the Lawrence YMCA for the last 3 years. He participates in activities in the Teen Center and the Music Clubhouse. "I enjoy coming to the YMCA's Music Clubhouse because it allows me to unleash my passion for music in a positive, rewarding atmosphere. It's a creative outlet and presents many opportunities to expand my skills in composing music as well as sharpening my skills on the keyboard and drums." Teen Mentor Program Director Renee McGuire says, "Roy always engages in as many programs within the Y that he has time for. He is a very personable and respectable young man. He is a welcome participant at the YMCA by both the staff and his peers."

Manual Martis has been a Y kid for the past 5-and-a-half years. His eyes light up when he talks of his summer at Camp Otter. "Counselors make camp fun and make you feel welcome! I love boating, fishing, Otterlympics week, and making friends," he said. His mother **Erika** says he has branched out by participating in Y programs like swimming, baseball, basketball and the after school program. "He's healthy, happy, but most importantly, he's having fun and staying out of trouble." Erika works in the YMCA's preschool child care program. "I've had the pleasure of coaching Manual in different YMCA programs since he was 4 years old," said Douglas Currier, the YMCA's Senior Program Director at the Lawrence Branch. "It's kids like Manual that make me want to do what I do for the YMCA. He and his family truly appreciate everything the Y has been able to do for them. And they are very forthcoming with their gratitude. When I was able to bring Manuel up to Camp Otter this summer, I was able to watch him experience some things for the first time, like fishing. I taught him how to fish this summer, something he had never done before and it is a memory I will cherish."



Erika Medina and Manual Martis

Accessible For Everyone

The YMCA's Reach Out for Youth & Families program has allowed children and families to participate in Y programs and services, even when faced with financial hardships. Our goal is to be accessible for all.

The YMCA's Reach Out for Youth & Families annual appeal and special events represent the vehicles through which charitable dollars are raised each year to help make all of this possible. Our annual 'Reach Out For Youth & Families' Campaign ensures that no one is denied the opportunity to share in the YMCA experience due to an inability to pay. In summary, the YMCA's charitable efforts provide the funding needed to:

- Offer financial assistance for children and families who would not otherwise be able to participate in YMCA programs and services.
- Provide funding to support camping experiences for low-income youth within the Merrimack Valley, southern New Hampshire and throughout the northeast region.
- Subsidize outreach programs at all branches that serve specific needs and are not fully supported by fees. Some examples include: Junior and Teen Achievers, Mentoring, Youth and Government, Teen Leaders, youth sports and family programming.
- Expand and develop new programmatic initiatives designed to meet community needs.
- Provide health, wellness and support for the 73 homeless or near homeless men residing in the Single Room Occupancy housing at the Lawrence Branch.

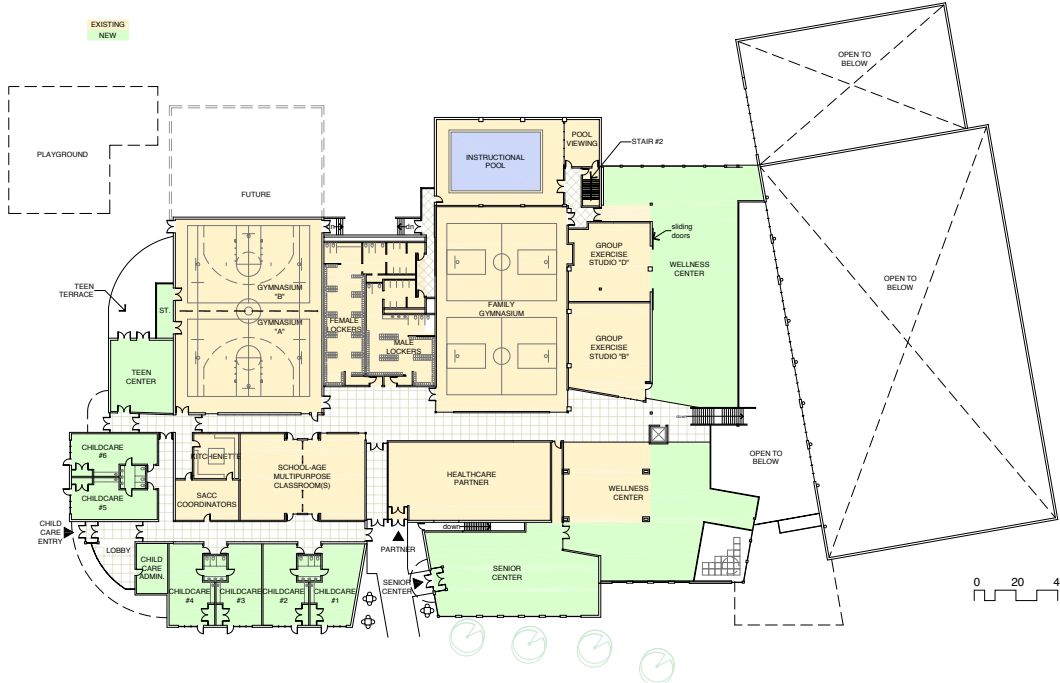
Membership for All

This year, we also expanded our reach in the community through our "Membership for All" initiative. The heart of the YMCA's mission is to reach out and serve all people in our communities. Because the YMCA is community-based and believes that Y programs and services should be available to everyone, we offer the "Membership for All" program. This **new pricing structure** is aimed at helping working families. This program offers an **income-based sliding fee scale** that is designed to fit the financial situation of each individual and family in our community.

The Andover/North Andover YMCA delivers over 2000 programs to the community each year. Our membership is in excess of 5,000 people. Our swimming programs and our youth sports programs rent other facilities in neighboring communities and still do not have adequate space to meet the needs. We have waiting lists in many of our “learn to swim” programs and there is only limited time for families to access our pools for recreation and fitness.

The YMCA was first opened in 1973 and since that time population has grown by nearly 40 percent. Over the years there have been two additions to the building in an attempt to meet growing demand for our programs.

With our current membership and program participation far exceeding the optimal space needed, we embarked on a planning process that culminated this year with a proposed renovation and expansion of our YMCA. The expansion includes a new aquatic center with a family pool and a multi use 50 meter by 25 yard pool. We plan on adding new childcare space and increasing our wellness capacity. In addition, we hope to engage partners to help us serve the needs of seniors, youth and teens, as well as providing community-based health care services as part of the new facility.

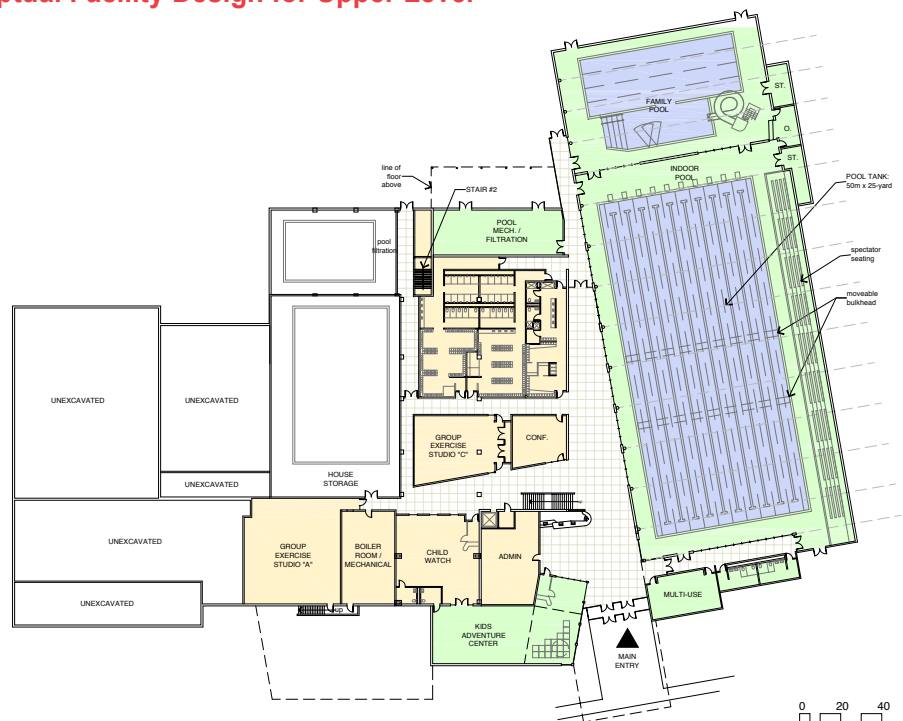


Andover/North Andover YMCA Conceptual Facility Design for Upper Level

This summer we completed a planning study that confirmed for us that our vision for the YMCA is the right vision. We had unanimous support and an enthusiastic endorsement for the planned expansion.

In October, the Merrimack Valley YMCA Board of Directors and Board of Trustees each voted to enter into a pre-campaign phase designed to position us to publicly announce our development timeline and strategy by the fall of 2010.

Any friends of the YMCA who would like to learn more or who are interested in supporting this exciting effort should contact Stephen Ives at sives@mvymca.org.



Andover/North Andover YMCA Conceptual Facility Design for Lower Level

Camp Kitchen Project

This autumn, life on Bear Island changed. Just after the last campers left the island, staff and volunteers packed up all the dishes, utensils, pots and pans. And then, on the day after Labor Day, Conneston Construction Inc. (CCI), of Laconia, NH, began renovations on the camp kitchens.



Camp Lawrence's kitchen project began with major demolition work which started right after the campers left this summer.



Camp Nokomis' kitchen renovations included new structural work and electrical upgrades before the appliances can be installed.

At Camp Lawrence, the walls, roof and concrete floor were removed. Trenches were dug to install a proper foundation for the expanded kitchen space. This demolition, removal and repair work took most of September and October. In November, building construction began. Pouring a new concrete floor with embedded electrical and plumbing was followed by building new walls and a roof. Interior and exterior construction will be completed next spring.



At Camp Nokomis, worn-out kitchen appliances and the floor were removed. After repairing rotted joists and weakened beams, new subflooring was installed. In preparation for nearly all new appliances, all plumbing and electrical wiring throughout the building was replaced. New interior walls to accommodate the improved kitchen layout were built. Some new windows and doors were installed. New kitchen equipment will be installed next spring to complete the renovation.

With these much-needed changes, camp kitchen staff will have an easier job of delivering the more than 35,000 meals that keep the campers and staff energized each day of their camp life. As the crew from CCI has learned, working on an island can be frustrating. The view, however, remains a nice diversion during their day. Merrimack Valley YMCA is pleased with CCI's competence and confident that both camps will have modern, maintainable, efficient kitchens that will last for many years.

We look forward to welcoming friends of Camp Lawrence and Camp Nokomis next summer during our alumni picnics. You will be able to see the newly renovated kitchens at that time.



Corporate Partnerships 2009



"Comcast and Merrimack Valley YMCA share a common goal: an ongoing commitment to the Lawrence and Salem communities in areas of youth leadership, community service and literacy. Our relationship is an excellent example of how public private partnerships can make a difference."



Merrimack Valley Federal Credit Union, President/CEO Peter Matthews commented, "We are excited to be supporting the teen programs in 2009. We've been an advocate and supporter of the Y for several years now, but not with a direct impact on one particular program."



"We value our association with the YMCA and appreciate the important contribution they make to the Merrimack Valley. Watts has had a presence in the Merrimack Valley for 135 years and believes our sponsorship is an effective means to support our community. The YMCA has a long history of helping families in the Valley and we are happy to participate in that mission," said William C. McCartney, Chief Financial Officer, Watts Water Technologies

2009 was an innovative year for the development of corporate partnerships. Among many supporters, a few took the lead in becoming more interactive with programs that enabled our mission to grow in new and creative ways.

We kicked off the year with a lead sponsorship of our Reach out for Youth & Families campaign by **Watts Water Technologies**. This financial support was instrumental in creating a base to successfully launch community fundraising efforts for our annual campaign throughout the year.

One of the longest supporters of the Y, **Merrimack Valley Federal Credit Union**, increased its partnership to focus specifically on our teen programs in 2009. Highlights included ongoing educational talks and seminars at our Lawrence Branch along with several field trips to the Credit Union locations during the year. In November, they even kicked off a weekly financial literacy course at the teen center which was eagerly attended by several Lawrence High School students

Another highlight included *Comcast Cares Day*. On Saturday, April 25th close to 150 employees from **Comcast** joined forces with the Y volunteers and staff in completing major projects at our Lawrence and Camp Otter facilities. Work included indoor and outdoor painting, outdoor clean up, light carpentry and other projects. Comcast's participation eliminated the thousands of dollars needed by the Y to upgrade our facilities to be safer for our members and campers. Comcast also continued its support later in the year by being the lead sponsor in the 22nd Annual Feaster Five Road Race.

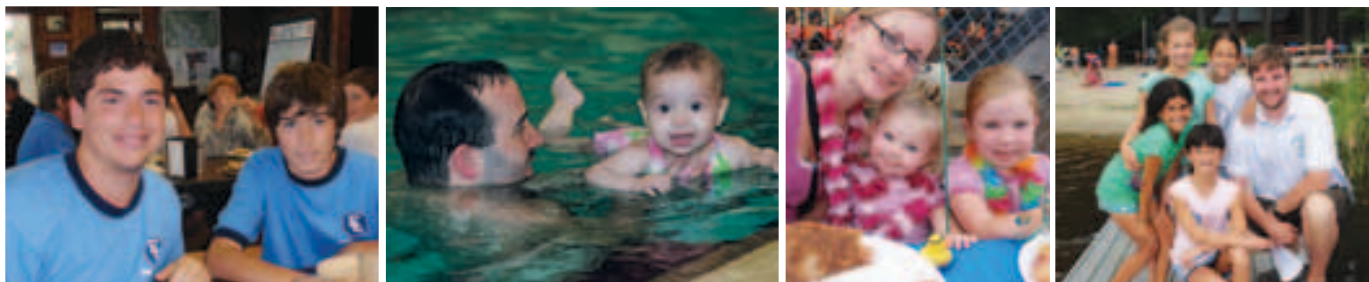
Several other companies' explored new ways to get involved including **Philips Healthcare** and **Formatech** whose employees spent days gardening and sprucing up our Methuen facility. **Danversbank** became active in our *Membership Appreciation Days* and **Borislow Insurance** expanded its support to include sponsorship of two campers to attend Camp Otter.



"We are passionately committed to giving back to the communities we serve – and supporting the Merrimack Valley YMCA is great way to demonstrate that commitment. During these challenging economic times, it is important that families and children in the Merrimack Valley have a place where they can go learn life lessons and enjoy a safe, secure, healthy and fun experience. We are proud of the work MVYMCA does in the community – they make a difference in the lives of local children every day!," said Jennifer A. Borislow, President, Borislow Insurance.

2009 *SPECIAL THANKS*

Fulfilling our commitment to the community



The Merrimack Valley YMCA delivered more than \$3 million worth of subsidized services to needy and deserving children, adults and families of the Merrimack Valley region. The breakdown of these subsidized services includes:



- \$448,852 – Membership and program financial aid
- \$791,311 – Outreach programs
- \$1,876,807 – Subsidized child care (full day and after-school care)
- \$336,467 – Housing assistance

Making healthier lives achievable for everyone.

A special thank you to the following leadership donors for allowing the Merrimack Valley YMCA to expand our mission:

Triangle Society - (\$25,000.00 +)

Anonymous
Department of Education
Executive Office of Health and Human Services
City of Lawrence- Community Development Department
Lawrence Police Department & The Charles Shannon Grant
McKinney Vinto Grant
Music and Youth Initiative, Inc.
The Peter and Elizabeth C. Tower Foundation
United Way of Massachusetts Bay and Merrimack Valley
Watts Water Technologies, Inc.

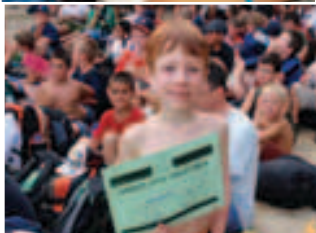
Platinum Supporter - (\$15,000.00 +)

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SPECIAL THANKS 2009



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Chairman's Round Table - (\$2,500.00 +)

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 Laurie E. and Gary P. Morelli

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 Cheryl Steinberg and Robert Rosenbaum
 David M. Torrisi
 Triangle 2 Partners
 United Way of Greater Waterbury

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James F. Wefers
William and Claudine Westaway
R. B. Westaway
Juan Wheatly
James and Janice Wu

In Honor Of:

Dr. and Mrs. Jack Doykos
Sheila Doherty

In Memory of

Bobby Benedict
Thomas E. Galloway
Lucille Lehnert
Irene Qualter
Jerry Silverman
Joseph M. Steele (former camper)
Jeri Faith Traub
Danyelle Winch
Douglas Woodward

In-Kind Gifts

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**This list is reflective of donations from October 1, 2008, through September 30, 2009. If you any questions, please contact our Financial Development Office at 978-725-6681.*

For a complete listing of our "Reach Out for Youth & Families" donors, please visit our website at www.mvymca.org



HERITAGE SOCIETY 2009

YMCA Heritage Society Heritage Society – A vision for the future

Established in 1995 with 16 charter members, the Merrimack Valley YMCA's Heritage Society was established to plan for the future. Today, the Heritage Society boasts a membership of 136 members, and 17 members honored in memoriam. Membership in the Heritage Society is offered to those who endow the Merrimack Valley YMCA as the result of thoughtful estate planning through bequests, annuity or charitable remainder trusts, pooled income funds and life insurance, or through lifetime gifts including cash, appreciated securities and real estate. For further information on how you can make a commitment to this endeavor and help position the Merrimack Valley YMCA to meet the challenges in years to come, please contact the Financial Development Office.

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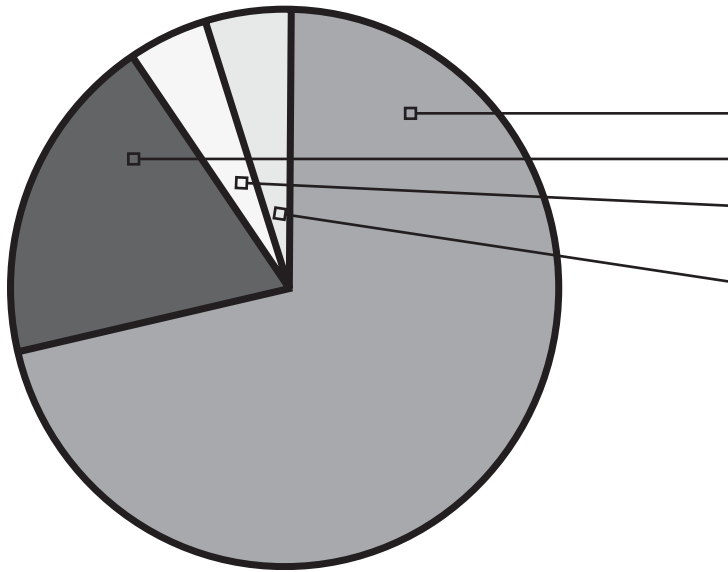


In Memoriam

Cora Caruso
Margaret H. Childs
Joseph L. Daly
William J. Daly
Thomas Galloway
Ann W. Hamblet
William P. Hamblet, Sr.
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FINANCES 2009

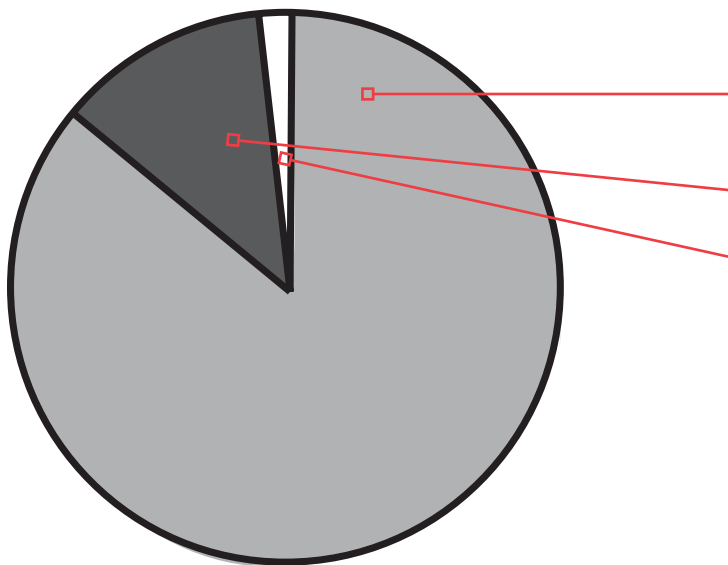
MERRIMACK VALLEY YMCA
CONSOLIDATED INTERNAL FINANCIAL STATEMENTS***
October 1, 2008 through September 30, 2009



Income

Programs	\$ 7,406,391
Membership	\$ 2,263,844
Contributions & Special Events	\$ 854,266
Grants	\$ 791,755

TOTAL INCOME* **\$ 11,316,256**



Expenses

Programs & Membership	\$ 9,480,167
General & Administrative	\$ 1,476,836
Fundraising	\$ 300,594

TOTAL EXPENSES** **\$ 11,257,597**

Net Surplus / Deficit \$ 58,659

* Income includes capital pledges and gains/losses on investments.

** Expenses represent all cash and non-cash expenses including depreciation of \$429,331.

*** Unaudited financials

In Memoriam 2009

The Merrimack Valley YMCA mourns the loss of two dedicated and dynamic staff persons who passed away in 2009.



Robert F. Benedict
School Age Child Care Site Director
Andover/North Andover Branch
April 14, 1972 — June 10, 2009



Danyelle W. Winch
School Age Child Care Site Director
Andover/North Andover Branch
August 15, 1977 — September 13, 2009

We will always remember you.



2009

130th Annual Report Merrimack Valley YMCA

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