



Greater Naples YMCA

Annual Report

Our Past, Present & Future

OUR LEADERSHIP

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John Brooks,
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Paul Conklin,
Executive Branch Director

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We have a lot to be thankful for this year! God has guided the Naples YMCA through what seemed to be a tragedy just two years ago, to a beautiful new beginning. We are now blessed to be programming in one of the largest wellness facilities in South Florida. Let's count our blessings and realize how much we have accomplished.

If you're caught in the daily grind and can't see how far we have come, please take a look at the data below. Not only have we greatly improved our financial position, we have doubled the amount of members we serve. Some exciting new programs that we will introduce in 2016 include:

Weny Trust Diabetes Education Center: Roger Ludwig has funded the Weny Trust Diabetes Education Center. This innovative center will become the community hub for resources in the area of diabetes education and collaboration. The Center will assist those with type I and type II diabetes and their caregivers who are often in need of support.

New MEND Program (Mind, Exercise, Nutrition, Do it!): A 10-week after school weight management course where overweight and obese children between 7 and 13 years old along with their families, learn how to develop behaviors that support sustainable healthy lifestyles.

The National President of the American Diabetes Association (ADA) will beta test a new program at the Naples YMCA. National President of the ADA, David Marrero, PH.D. is an Endowed Professor of Medicine at Indiana University School of Medicine and the Director for the Diabetes Translational Research Center. Dr. Marrero and his research team at Indiana University are developing a new program to beta test at the Naples YMCA. This program will address improving lifestyles for those impacted by type I and type II diabetes.

Spier Family Naples Splash Program: A unique collaborative drowning prevention program. The Spier Family Foundation will introduce the Naples Spier Splash Program. Critical to the development of children, not only in terms of water safety, but also in the development of self-esteem, confidence, and social development. Children will utilize public transportation alongside a YMCA chaperoned counselor and participate in a water safety swim program blended with academic tutorials. Once certified "swim safe" the children will earn a bike as a reward for their hard work. Bikes are sponsored in partnership with this program by Bikes for Tikes

NFL Pilots a Youth Development Program with Naples YMCA in Golden Gate and Immokalee: A non contact youth football curriculum is being tested using the Naples YMCA as the facilitator. This program focuses on teaching boys and girls ages 10-14, the skills and strategies of the game without contact. This free program which is funded by the NFL, will roll out in the Golden Gate Community in Feb and Immokalee over the summer.

AN AWARD-WINNING FACILITY

If you didn't already know it, the rebuild of the YMCA, now entitled the Richard M. Schulze Family Foundation Wellness Center, recently won 5-awards. These awards include: the 2015 Sand Dollar Award for the Best Commercial Facility in the Naples region, as well as the Grand Aurora Award for the SE United States Best Recreational Facility. The Naples YMCA rebuild story will be featured nationally next month in a trade magazine entitled Recreational Management.



DEDICATION TO YMCA SERVICE

Congratulations to Lavern "Lal" Gaynor for being named the 2015 Outstanding Philanthropist by the Association of Fundraising Professionals (AFP). YMCA Chairman Guy Blanchette was also recognized by AFP that same day for his dedication to advancing the mission of this YMCA, specifically for the debt restructuring and follow up fundraising. Mr. Blanchette was bestowed the honor of "Distinguished Fundraising Volunteer". Congratulations and Thank you Lal and Guy!

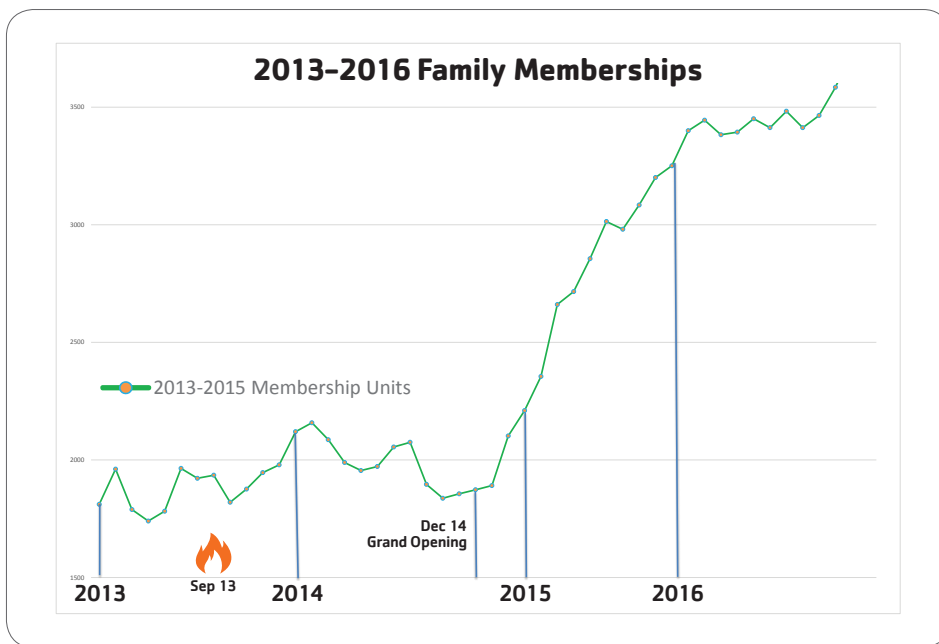
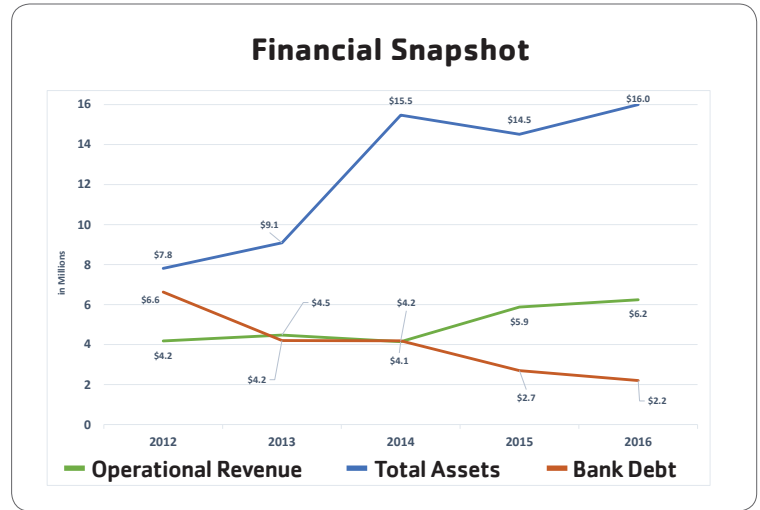
Our CEO Paul Thein was also recognized by the Naples Rotarians honoring him with their "Outstanding Service to Community Award" for his efforts to engage the community in rebuilding the YMCA. The YMCA preschool's teaching excellence was once again recognized when Carol Barto won the 2015 "Apple Blossom Teacher of the Year". Ms. Lindsey McCue was a Distinguished Teacher nominee for this award.

We showcased a special thank you video for the Gaynor/ Norris family which can be seen at: <https://vimeo.com/145348670>

FINANCIAL STABILITY

In 2012, before the fire the value of our facility was almost equal to the total debt we had against it. (\$7.8m versus \$6.6m). Lightning struck our home in September 2013. We came out of the fire and were in rebuild mode all of 2014. We doubled the value of our facility from \$7.8m to \$15.5m in 2014 while maintaining operational revenue and lowering our borrowing base. The YMCA reopened its doors in early 2015 and watched rapid growth in operational revenue from \$4.2m to \$5.9m while lowering our borrowing base even more to \$2.7m. After construction an appraisal of our property proved a valuation that equated to \$17.5mil.

It is important to note this appraised valuation was completed prior to the build-outs that are currently in process and funded, i.e., Lee Memorial Golisano Therapy, Health Care Network Pediatric, Publix Charities (demo kitchen) and the artificial turf Cal Ripken ball field and our newly renovated Tennis Complex. Our forecast for 2016 is bright with a continued focus on revenue growth and debt reduction through membership and contributions.



GROWING OUR MEMBERSHIPS

2013: We started the year with 1,800 Families, at a net loss of more than 60 memberships in the year.

2014: We started the year with more than 2,100 Families, at a loss of more than 100 memberships in the year.

2015: We started the year with more than 1,900 Families, we are at a net gain of 1,547 with over 3,200 Families.

In the months surrounding the fire and construction we maintained membership. Since the reopening of our world class facility in January 2015, we have nearly doubled our membership base.

2016: We plan to not only continue the growth but retain the current members.

LOOKING AHEAD

We are proud to announce that the Naples YMCA will never close our doors! We are opening 24 Hour Wellness January 1st! Our YMCA Cal Ripken Sr. Ability Field construction schedule is in the capable hands of the Cal Ripken Sr. Foundation. The field will debut on NCEF Meet the Kids Day, January 29th.

We are also excited that the first-phase of construction on the Children's Center for Pediatrics & Early Education is fully-funded and is scheduled to open in early 2016. Our partners, Health Care Network of SWFL Jerry Nichols Pediatric Center, Lee Memorial Health Systems Golisano Children's Hospital Therapy and Publix Charities have committed nearly 1.5 million dollars in this buildout. This world class partnership assures all children at our Y will have the holistic care needed to fully develop to their potential.

Phase two-the new Gaynor Early Learning Center is ready to launch! We recently selected Manhattan Construction as the contractor and are now ready to hit the fundraising campaign. A video for the new Center can be seen at: <https://vimeo.com/148504948>