



# FOR A BETTER US<sup>®</sup>

YMCA BUFFALO NIAGARA 2021 IMPACT REPORT

## A MESSAGE FROM OUR LEADERSHIP

In 2021 YMCA Buffalo Niagara took monumental strides in its recovery from the height of the COVID-19 pandemic. Membership and signature programs such as swim lessons, group fitness classes, and child care programs steadily returned. Our YMCA Turkey Trot saw 12,000 participants and raised critical funds allowing us to support Western New York families with child care, address food inequities, and provide preventative wellness opportunities for everyone in our community.

No program better reflects our commitment to growing in Western New York than Y on the Fly – a mobile YMCA which visits underserved communities and provides healthy meals, educational programming, physical activities, and interactive games to help children of all ages stay active and engaged.

YMCA Buffalo Niagara has a focused vision for the long-term future. Our strategic priorities are to increase our presence in the community, promote equity and inclusion, build for the future, and enhance our organizational capacity. We made exciting progress in our plan by purchasing land in North Buffalo for future development – with a goal to expand our impact and better meet the needs and interests of children, active older adults, and families in the city for generations to come.

We are eternally grateful to our members, staff, volunteers, and donors who continue to support YMCA Buffalo Niagara. Because of your involvement, our Association remains well positioned to meet both the short and long-term goals of providing critical resources to Western New York.



Jared Gross  
Chair, Board of Directors



Dr. John T. Ehrbar  
President/CEO



Anthony Spada  
Chair, Board of Trustees

## OUR COMMITMENT TO COMMUNITY



PROVIDING SAFE AND AFFORDABLE CHILD CARE



ENSURING ACCESS TO WELLNESS



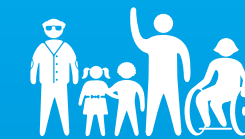
MAKING KIDS OF ALL AGES SAFE IN THE WATER



BRIDGING THE ACHIEVEMENT GAP



COMBATING HUNGER & FOOD INSECURITY



In 2021 YMCA Buffalo Niagara allocated **\$826,591** to **2,808 WESTERN NEW YORK FAMILIES**, providing equitable access for child care, youth development, and healthy living programs.



We served **72,710** HEALTHY MEALS & SNACKS to local children.



We taught **1,284 KIDS** swimming and water safety skills.



We provided enriching care for **1,317 CHILDREN** at 43 child care sites throughout Western New York.

## MAKING A DIFFERENCE



Something all parents struggle with is knowing they can't always be there to reassure and comfort their children when they are feeling anxious or insecure. It's a feeling Danielle knows firsthand.

Danielle's 5-year-old daughter Lacey had to wear an eye patch for corrective purposes. The young girl was shy and reluctant to wear the patch in front of her classmates and friends both in school and in the YMCA Before and After School Child Care program she attends.

According to her mom, Lacey's reluctance often came out in the form of tears and arguments at home. It was hard for Danielle to head to work knowing her daughter would spend the day feeling embarrassed and self-conscious.

However, thanks to the thoughtful actions of her child care counselor, Danielle's worries and Lacey's anxieties were soon laid to rest. It was the day Connor, or "Mr. Connor" as he's known by the children, came to the Y program wearing an eye patch of his own. Suddenly, everyone wanted to wear an eye patch, just like Lacey and Mr. Connor!

"It was just such a kind thing, and it was just so nice. Every morning, he's so welcoming and kind," Danielle said. Through Connor's thoughtful actions, Lacey became more comfortable wearing the eye patch while her friends benefitted from an incredible example of the Y's character values in action.

Connor was moved by Danielle's kind words. "It's just what we do here in these programs – to go above and beyond for all the kids," he said. "It's definitely the best job I've ever had and it's inspired me to be a teacher. Working in child care at the Y has been incredible. It's really nice to be able to make an impact on younger people."

## COMMUNITY OUTREACH

### Y ON THE FLY



In June 2021 we unveiled **Y on the Fly**, a mobile YMCA which visits WNY neighborhoods and offers free programs aimed to help youth of all ages stay active and engaged.

### SAFETY AROUND WATER



2021 also saw the launch of **Safety Around Water**, a free program for children in underserved communities to learn essential water safety skills and help prevent drownings.

## 126<sup>TH</sup> ANNUAL YMCA TURKEY TROT

The YMCA Turkey Trot continued as the longest consecutively run footrace in North America, welcoming back 12,000 participants. We are grateful to the sponsors, volunteers, participants, and the many who contributed over 2,300 pounds of food for hungry WNY families and neighbors.

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MEDIA SPONSORS  
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WGRZ-TV Channel 2





## YMCA BUFFALO NIAGARA

### OUR MISSION

YMCA Buffalo Niagara is a charitable, community-based organization committed to providing programs designed to build a healthy spirit, mind, and body for all.

#### BRANCHES

- Delaware Family YMCA
- Independent Health Family YMCA
- Ken-Ton Family YMCA
- Lockport Family YMCA
- Southtowns Family YMCA
- William-Emslie Family YMCA
- YMCA Camp Weona
- YMCA Camp Kenan

#### BOARD OF DIRECTORS

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#### FOR A BETTER US®

2021 Impact Report  
 YMCA BUFFALO NIAGARA  
 301 Cayuga Road, Suite 100  
 Buffalo, New York 14225  
 (716) 565-6000 | YMCABN.org



## OUR COMMUNITY PARTNERS

Thanks to the generosity of our donors and community partners, we are able to make life-changing YMCA programs accessible to those who may otherwise be unable to afford them. As a charitable, non-profit organization, we allocate funds to help all people reach their full potential.



Congratulations to 2021 Stewart Partnership Award Recipient



Their generous support of the Y on the Fly program helped bring enriching programming and healthy meals to children in high need communities.

- Buffalo Public Schools School 76
- Children's Foundation of Erie County
- City of Buffalo Block Grant
- ConnectLife
- Delta Air Lines
- E & W G Foundation
- Erie County Prime Time Foundation 214
- Garman Family Foundation
- Grigg-Lewis Foundation
- Highmark Blue Cross Blue Shield of Western New York
- Health Foundation of Western & Central New York
- Pharmacy Benefit Dimensions Employees
- M&T Charitable Foundation
- New York State
- New York State YMCA Foundation
- Niagara Cares (Andrew D. Peykoff, Sr.)
- Ralph C. Wilson, Jr. Foundation
- Say Yes to Education
- George Schillinger
- UnitedHealth Group
- United Way
- Universal Pre-Kindergarten Program
- Lewiston-Porter Central Schools
- Hamburg Central Schools
- Ken-Ton Central Schools
- Lake Shore Central Schools
- Depew Union Free Schools
- Orchard Park Central Schools
- WNY COVID-19 Community Response Fund
- William R. Kenan, Jr. Charitable Trust
- YMCA of the USA
- Zemsky Foundation

## YMCA TRIANGLE SOCIETY

The YMCA Triangle Society is a dedicated group of individuals and organizations who share a deep-rooted and selfless devotion to supporting others in times of need. Each has made a multi-year major gift commitment to the Y's Annual Campaign.

### Founders \$20,000+

- Buffalo Rehab Group
- Physical Therapy PC
- John T. Ehrbar
- Highmark Blue Cross Blue Shield of Western New York

### Visionaries \$10,000+

- David & Kristin Bauer
- David Beaton & Allanna Kelly-Beaton
- Savarino Companies

### Fellows \$5,000+

- Anonymous
- ADPRO Sports
- Joy Aitchison
- Barren's Landscaping
- Dr. Joseph & Eileen Breloff
- Buddy & Jeannie Campbell
- Cater Tots
- Dave & Beth Courtney
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- Michael & Jennifer Dolan
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- Glassco Management, LLC
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- John & Maureen Hurley
- Steve & Mary Kiener
- Lakeside Concrete Services, Inc.
- Greg & Tamara Larson
- Mark Lempko
- Leo's Pizzeria
- Tamica Lewis
- The Martin Group LLC

### Modern Electrical Construction, Inc.

- John D. & Mary G. Murray
- Pure Podiatry of WNY, PLLC
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- Lawrence J. Regan, Esq.
- Anne M. Reif
- Lynne & Michael Reilly
- Rose Garden Opportunities, Inc. - Patricia DePrima
- Gregg & Debra Schaper
- Matthew & Antoinette Shriver

## ANNUAL CAMPAIGN DONORS

### \$5,000+

- William D. Brucker
- Grigg-Lewis Foundation, Inc.
- L. Nelson Hopkins, Jr. & Jane D. Hopkins Designated Advised Funds administered by the Community Foundation for Greater Buffalo
- Niagara Cares
- James Remick
- Alma Scully
- Julie & Robert Shaw
- The Vera B. Arrison Foundation
- UnitedHealth Group Inc.

### \$1,852-\$4,999

- Nick Alterio
- Anna D. Rollo Insurance Trust
- Tom & Lindy Beilein
- Ralph Brown
- Coca-Cola Beverages Northeast
- Corr Distributors, Inc.
- Dawn Hrab
- Kulback's Construction
- Lawyers for Learning
- Bill & Jody Mabee
- McCowan Private Foundation
- Mister Pool Enterprises, LTD
- Moog, Inc.
- Anne Moot
- Stephen & Tammy Nicholson
- The Ralph F. Peo Fund administered by the Community Foundation for Greater Buffalo
- The Rich Family Foundation
- Marlene Schaefer
- Starbucks Coffee Company
- Marilyn Stephens
- Thermo Mechanical Services Corporation
- VARO Technologies

### \$1,000-\$1,851

- 716 Fresh
- Anonymous
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- Apple Rubber Products
- Archie Donoughe Sanding Inc.
- Archie L. Hunter Scholarship Committee
- Association for Bridge Construction and Design WNY
- Bank of Holland
- Berea COGIC
- Bootleg Bucha
- Botticelli Cup Hockey Tournament
- Gary Brost
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- The Brownschidle Family
- Buffalo Sports Garden
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- William Collins, II
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- Trevor Dehn
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- James & Mary Ellen Donathen
- Ebenezer United Church of Christ
- Excelsior Orthopaedics & Buffalo Surgery Center
- Geoffrey & Brenda Falkner
- Ferguson Electric Foundation
- Matthew Galpin & Family
- Gemini Electric, Inc.
- Glaub's Collision Inc.
- Rob & Shira Goldberg
- Linda Goodman Dolmatch
- GottaDo Contracting
- Thomas Hagner
- Humboldt Parkway Baptist Church
- Independent Health
- Independent Health
- Pharmacy Benefit Dimensions
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- Alex Lyon & Son
- Katarina Manuse
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- Thomas Mayer
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- Middleport Family Health Center
- Net Plus Alliance
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- Norstar Development USA L.P.
- Dr. David & Suzanne Novelli
- N.Y.S.P.M.A. Western Division
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- Chris & Lynn Thorpe
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- Tops Markets, Inc.
- Trinity Title & Abstract Corp.
- Allan VanDeMark
- In Memory of Nadia Watson
- Tom & Christine Weeks
- Fred H. & Lorene L. White Fund administered by the Community Foundation for Greater Buffalo
- The Wilson Family
- Albert J. Wright, III
- Mary Zapolowski & Daniel Grabowski
- Zion Dominion Global Ministries

## STATEMENT OF ACTIVITIES

| Revenue                            | 2021               | 2020               | % +/-         |
|------------------------------------|--------------------|--------------------|---------------|
| Annual Campaign                    | 522,933            | 478,929            | 9.2%          |
| Other Contributions                | 781,452            | 595,350            | 31.3%         |
| Special Events                     | 217,850            | 185,728            | 17.3%         |
| United Way                         | 18,143             | 17,945             | 1.1%          |
| Government Grants                  | 2,248,541          | 2,473,588          | -9.1%         |
| Program Fees                       | 5,268,822          | 4,226,044          | 24.7%         |
| Membership Dues                    | 5,397,842          | 8,212,488          | -34.3%        |
| Other Income                       | 150,755            | 179,913            | -16.2%        |
| <b>Total Revenue</b>               | <b>14,606,338</b>  | <b>16,369,985</b>  | <b>-10.8%</b> |
| <b>Expenses</b>                    |                    |                    |               |
| Program Services                   | 17,012,814         | 15,547,400         | 9.4%          |
| Administration                     | 2,419,985          | 2,574,738          | -6.0%         |
| Fundraising                        | 264,093            | 288,779            | -8.5%         |
| <b>Total Expenses</b>              | <b>19,696,892</b>  | <b>18,410,917</b>  | <b>7.0%</b>   |
| <b>Operating Surplus (Deficit)</b> | <b>(5,090,554)</b> | <b>(2,040,932)</b> |               |
| Investment Activity                | 2,609,612          | 1,612,939          |               |
| Capital Campaign                   | 4,823,279          | 0                  |               |
| <b>Surplus (Deficit)</b>           | <b>2,342,337</b>   | <b>(427,993)</b>   |               |

## STATEMENT OF FINANCIAL POSITION

| Assets                                    | 2021              | 2020              | % +/-         |
|---|-------------------|-------------------|---------------|
| Cash                                      | 3,096,736         | 3,172,664         | -2.39%        |
| Accounts Receivable                       | 3,072,970         | 894,905           | 243.39%       |
| Prepaid Expenses                          | 18,465            | 37,303            | -50.50%       |
| Investments                               | 16,621,706        | 14,492,442        | 14.69%        |
| Property & Equipment                      | 40,346,644        | 38,904,293        | 3.71%         |
| <b>Total Assets</b>                       | <b>63,156,521</b> | <b>57,501,607</b> | <b>9.83%</b>  |
| <b>Liabilities</b>                        |                   |                   |               |
| Accounts Payable & Accrued Expenses       | 1,227,581         | 1,536,735         | -20.12%       |
| Deferred Revenue                          | 2,082,487         | 1,135,913         | 83.33%        |
| Long-Term Debt                            | 25,062,954        | 22,387,797        | 11.95%        |
| <b>Total Liabilities</b>                  | <b>28,373,022</b> | <b>25,060,445</b> | <b>13.22%</b> |
| <b>Net Assets</b>                         |                   |                   |               |
| Net Assets with Donor Restrictions        | 4,028,958         | 1,514,114         | 166.09%       |
| Net Assets without Donor Restrictions     | 30,754,541        | 30,927,048        | -0.56%        |
| <b>Total Net Assets</b>                   | <b>34,783,499</b> | <b>32,441,162</b> | <b>7.22%</b>  |
| <b>Total Liabilities &amp; Net Assets</b> | <b>63,156,521</b> | <b>57,501,607</b> | <b>9.83%</b>  |