



*Building healthy
communities*



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City of Quinte West Branch ♦ 50 Monogram Place ♦ Trenton, ON ♦ K8V 5P8 ♦ (613)394-9622

A Message from the Chairman of the Board of Directors and the President & Chief Executive Officer

For the Year 2012

This year was the first year of the new organization: the YMCA of Central East Ontario. We are proud of the rich history and heritage of our founding organizations: the YMCA of Belleville & Quinte and the YMCA of Peterborough. Both organizations had significant impact on the health and development of their respective communities. On January 1, 2012, our new organization was born. The two Boards merged and became the founding governance leaders of the new YMCA. Our staff team came together and began to function as one, regional organization. Cross region staff teams were developed to explore and implement the new growth opportunities of our new, regional organization. Our Board of Directors, in concert with our staff team, launched a strategic planning process. The consultation process for the Strategic Plan was wide and deep. Significant community and organization leaders from across the region and across the spectrum were consulted.

In 2012, the YMCA of Central East Ontario served almost 19,000 health, fitness and recreation members. Almost 42,000 individuals participated in the programs and services of our YMCA – approximately the same size as the City of Quinte West. Nearly 18% of those participating in YMCA programs and services required financial support. We are grateful to the YMCA volunteers and donors who committed to raise approximately \$350,000 to support those in need in our communities. We are thankful to the United Way Quinte and the United Way of Peterborough and District for their support. Our partnerships with the City of Peterborough, Hastings County, and the City of Quinte West allowed us to provide expanded facilities, programs and services to the communities across our region.

On a final note, the leadership of the Board of Directors in this, the first year of a new organization has been stellar. The ability of the Board, collectively, to focus on the strategically important issues of the organization has created a very solid first year foundation from which to grow. The dedication, patience and energy of our staff team has allowed us to migrate seamlessly through our first year of operations – not always a smooth road in a new organization - to conclude the year serving more people than in the history of our two previous organizations. The staff team were great supporters of the change process required and championed change for growth at every opportunity. We are grateful for the great work of our volunteers and staff team.

We look forward to our growing responsibility to support our communities. We have an obligation to be one of the leading organizations in our region that can contribute to healthier communities. We take this obligation seriously.

John MacDonald
Chair, Board of Directors

R.J.(Bob) Gallagher
President & Chief Executive Officer

YMCA Board of Directors

John MacDonald
Chair
Executive Coordinator,
Physician Recruitment
GPAEDC

Mary Hanley
Past President, Belleville Branch
Franchise Owner
Hanley Corporation (Tim Horton's)

David Morello
Past President,
Balsillie Family Branch
Owner/Operator
Morello's Independent Grocers

Brad Horwood
Vice Chair
Electrical Contractor
Horwood Electrical Services

Tom Phillips
Vice Chair
Professor
Sir Sandford Fleming College

Doug Bellwood
Co-Chair, Finance
Retired Accountant
Ontario Hydro

Bill Davie
Co-Chair, Finance
Vice President
Dynacast Ltd.

Brian Basterfield
Planning and Design Consultant
Basterfield & Associates

Steven Brickell
Retired Clerk
City of Peterborough

Dr. Barry Guppy
Neurologist
Quinte Health Care

Mary Carolyn Hart
Retired Owner/Manager
Lazer Graphics

Julie Howe*
Marketing Manager
Nexicom

John Joyce
Entrepreneur
AmeriSpec Inspection Services

Angie McConkey
Marketing Project Manager
Electrolab Training Systems Ltd.

Gord McIntyre
Financial Planner
Scotia McLeod

Cynthia Schmidt
Owner/Operator
KNC Restaurants Inc.
McDonald's Trenton

Sharon Shortt
Real Estate Broker
EXIT Realty Group

Management Team

R.J.(Bob) Gallagher
President & Chief Executive Officer

David Allen
Vice President,
Operations

Michele Nicholls
General Manager,
Association Services

Ron Riddell
General Manager,
City of Quinte West Branch

Kelly Wilson
General Manager,
Balsillie Family Branch
Peterborough

Caring Honesty

Respect

Responsibility

MAKING A DIFFERENCE

The following is a testament to how much the YMCA can impact the life of a child in our community.

"As working grandparents and blessed that our granddaughter lives with us, we have come to learn over a period of time that a private daycare service may be just fine in the beginning of a child's life, however, not as the child becomes older and attends school fulltime. And, especially not during the summer months that school is out.

Our granddaughter Cydney became stuck in a rut with daycare. She found no stimulation for her brain, no movement for her body and the list could go on. We began to actually see her physically decline and mentally become "stale". She enjoyed her piano lessons. However, that was not enough.

Cydney has been an active member of the Quinte West YMCA for a while now. She was not quite sure about the YMCA when she first walked through the doors. We were not sure if she would put one foot in front of the other. She was a little backward, very shy, quiet and kept looking at us to make sure it was OK for her to explore the building.

Cydney is now 10 years old and flourishing. We have the report cards to prove this. We wake up with the smiles every morning. Her organization, thought process, focus and for that matter, every fiber of her being has changed. She is mentally and physically challenged and stimulated and keeps a smile on her face and certainly has a "can do" attitude. She can hardly wait to walk through the YMCA's doors and believe it or not, she has made the Quinte West YMCA facility hers. From the first "Hello" she gives to all the staff to the "See you tomorrow!" as we leave.

You see, the YMCA is a building. But the reason our family enters this building, is without a doubt, the YMCA staff that keeps us coming back. From the individuals that sanitize the building to the fitness/swimming instructors, the smiles, kind words, the stimulating and creative activities developed for the young and young at heart.

Thank you YMCA staff for your praise, kind words, helpful suggestions and showing Cydney all the possibilities awaiting her."

- More than \$1,427,331 in financial assistance and subsidy accessed through the YMCA
- \$989,242 in financial assistance was provided to children, youth, adults and families to access YMCA Membership and Programs
- More than 2,276 children and youth received financial assistance for YMCA Membership and Programs
- More than 1,982 adults received financial assistance for YMCA Membership and Programs
- More than 940 families received financial assistance for YMCA Membership and Programs
- 3,325 financially assisted camp days were provided to children and youth in our communities
- \$438,089 in financial assistance accessed through the YMCA for Child Care and Before & After School Programs
- 192 children received subsidy to access YMCA Child Care



YMCA of Central East Ontario

STATEMENT OF OPERATIONS AND CHANGES IN NET ASSETS
YEAR ENDED DECEMBER 31, 2012

	2012
Revenue	
Membership fees	\$ 5,151,272
Program fees	3,010,350
United Way	130,849
Grants and Subsidies	79,966
Donations and Fundraising	314,773
Rental and other	454,982
Amortization of deferred contributions related to capital assets	225,970
	<u>9,368,162</u>
Expenses	
Salaries, wages and benefits	5,634,771
Program	568,266
Administrative and support services	503,452
Building maintenance	1,308,195
YMCA Canada/Ontario allocations	119,634
Amortization of tangible capital assets	602,465
Amortization of intangible capital assets	5,303
Interest on long-term debt	249,546
	<u>8,991,632</u>
Excess of Revenue over Expenses	376,530
Net Assets - beginning of year	3,901,001
Net Assets - end of year	<u>\$ 4,277,531</u>



YMCA of Central East Ontario

STATEMENT OF FINANCIAL POSITION
YEAR ENDED DECEMBER 31, 2012

	2012
Assets	
Current Assets	
Cash	\$ 43,052
Short-term investments	3,989,187
Accounts receivable	198,709
Prepaid expenses	32,227
	<u>4,263,175</u>
Tangible Capital Assets	11,960,498
Intangible Capital Assets	9,892
	<u>\$ 16,233,565</u>
Liabilities and Net Assets	
Current Liabilities	
Accounts payable and accrued liabilities	\$ 492,845
Government remittances payable	3,251
Deferred revenue	187,284
Current portion of long-term debt	148,000
	<u>831,380</u>
Long-Term Debt	4,673,000
Deferred Contributions Related to Capital Assets	6,451,654
	<u>11,954,034</u>
Net Assets	
Invested in tangible and intangible capital assets - internally restricted	697,736
Unrestricted	3,579,795
	<u>4,277,531</u>
	<u>\$ 16,233,565</u>

Note - from financial statements audited by Welch LLP