



MERRIMACK VALLEY YMCA

# FOREVER TOGETHER



ANNUAL IMPACT REPORT 2020

# MESSAGE FROM THE PRESIDENT & CEO AND CHIEF VOLUNTEER OFFICER



Each year in our annual report, we try to illustrate how the Merrimack Valley YMCA works to strengthen the foundations of community. 2020 tested those foundations, but we are proud to say we worked to ensure they held firm.

Our 2020 Annual Report offers details and stories of the many initiatives, projects, and programs we launched to fulfill our mission and serve the community during this pandemic year of 2020. Below are a few examples of the ways we shifted our focus to meet the changing needs of the community.

- We expanded our food insecurity programs to include grab and go meals daily as well as bags of groceries weekly at our Lawrence YMCA Food Pantry. We hosted food drives weekly at our Andover/North Andover YMCA and monthly mobile food markets at our Methuen YMCA.
- We looked for ways to keep members healthy and engaged by offering mindful minutes on social media, virtual family and wellness classes on our website, and equipment loans.
- We adjusted our childcare program to include remote learning to accommodate working families facing remote and hybrid school schedules.
- We continued to house and care for the more than 70 formerly homeless men who live in our Lawrence YMCA SRO.

As challenging as 2020 was, we would be remiss if we didn't extend a huge "THANK YOU" to the entire Merrimack Valley community. In such a difficult year, you found it in the generosity of your heart to support us, which helped us exceed our fundraising goals and give back accordingly.

Also, we would not be able to deliver these programs and services without our hardworking and dedicated staff. Every one of our staff members seemed to dig deeper this year to help us deliver our mission. We are truly fortunate to have such a staff and we cannot say "Thank You" enough!

Your kindness and generosity will continue to hopefully, humbly motivate us to serve you for a long time to come and to continue to make the Merrimack Valley a better place for all.



Francis J. Kenneally III,  
President & CEO

Peter Lafond  
Chair, Board of Directors

# YMCA VOLUNTEER LEADERSHIP 2020

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Executive Director of Child Care

**Kelley O'Hara**  
Associate Executive Director  
Andover/N. Andover YMCA

**Joe Agosto**  
Executive Director  
Lawrence YMCA

**Ryan McVann**  
Associate Executive Director  
Methuen YMCA

**Anne Whalen**  
Executive Director  
Camping Services



# COMMUNITY PARTNERS 2020



The Merrimack Valley YMCA is proud to partner with our neighbors to work together to strengthen our community. We do this by focusing our efforts on developing youth, improving healthy living for all and fostering social responsibility to create positive and lasting personal and social change — the kind of change that can only come about when we work together to invest in our kids, our health and our neighbors. Thank you to the following donors for their support of the Merrimack Valley YMCA.

## YMCA PIONEER (\$10,000+)

Alliance of Massachusetts YMCA  
Anthony & Gladys Sakowich Charitable Foundation  
BellXcel  
Borislow Insurance Agency, Inc.  
Don & Lynne Bulens  
Cafua Management Co, LLC  
Christopher & Dana Reeve Foundation  
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DCU Digital Federal Credit Union  
Department of Elementary and Secondary Education  
Eastern Bank Charitable Foundation  
Enterprise Bank  
Essex County Community Foundation  
Foundation M  
Franklin Square House Foundation  
E. K. Greif  
Harvard Pilgrim Health Care  
HELPSY  
Joy In Childhood Foundation  
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No Kid Hungry  
Saab Family Foundation  
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The Stevens Foundations  
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Watts Water Technologies, Inc.  
YMCA of the USA

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Andover Home for the Aged People  
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Peter & Sue Boynton  
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Merrimack Valley Striders  
Newman's Own Foundation  
Helen Popinchalk  
Rogers Family Foundation  
Claudia Soo Hoo and Ben O'Leary  
Kevin St. John  
System 4 Commercial Cleaning  
The Howe Insurance Agency  
The Tower Foundation  
USA Swimming Foundation  
Walgreens

## YMCA PATRON (\$2,500+)

Donna Aldrich  
Bank of New England  
Charles G. Pringle Foundation  
Comcast SportsNet  
Commonwealth of Massachusetts  
East Boston Savings Bank Charitable Foundation  
Eastern Massachusetts YMCA Swim League  
Ronn and Kathleen Faigen

Fallon Community Health Plan  
John & Patricia Fouhy  
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Timothy and Patricia MacPhee  
Jon Maldon  
Michael and Stanice Mancuso  
In Honor of Dennis McManus  
Lauren and Ryan Moore  
Nutter, McClennen & Fish LLP  
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Patrick Ryan  
Barbara Sager  
Sail Point Technologies  
Donald and Mary Lou Schaalman  
Debbie & Greg Schmidt  
Service Club of Andover  
Shawsheen Sunoco  
Daniel St. James  
Kathy Stevens  
The 1911 Trust Company  
The Charlotte Home  
The Savings Bank  
UNICO-Merrimack Valley Chapter  
Anne Whalen



# COMMUNITY IMPACT 2020



## 2020 WAS A YEAR OF UNEXPECTED CHALLENGES

The Merrimack Valley YMCA has always been dedicated to tackling some of the biggest challenges facing our community. This year, a global pandemic brought new challenges and gave us new opportunities to serve our neighbors.

The pandemic put extra stress on our finances and our resources, while increasing and changing the need for our services. It became apparent that food insecurity and a growing achievement gap were going to be major concern for many in our community. The Merrimack Valley YMCA was able to quickly pivot to meet these new demands with a focus on food programs and improved educational outcomes for youth in the Merrimack Valley.

This year, despite the pandemic, with the help of our volunteers, donors and partners, we delivered nearly \$3.7 million of subsidized services, financial assistance, programs and nutrition support to children, families, adults and seniors in the Merrimack Valley.



**\$2,532,252 ..... Subsidized Child Care  
(full day and after-school care)**

**72,122 ..... Membership and Program Financial Aid**

**154,859 ..... Outreach Programs**

**504,648 ..... Housing Assistance**

**404,244 ..... Food Insecurity Program**

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**Total \$3,668,105**

Our commitment to our cause is stronger than ever. With the help of our generous donors and dedicated staff, volunteers and partners we will continue to work to strengthen the foundations of community through healthy living, youth development and social responsibility.



**146**

**DAY CAMP  
PARTICIPANTS**



**10**

**BLOOD DRIVES**



**105,350**

**MEALS SERVED**



**90,640**

**POUNDS OF  
FOOD SERVED**

**2,352**

**TOTAL INDIVIDUALS  
SERVED AT FOOD  
PANTRY**



**6**

**MOBILE FOOD  
MARKETS**



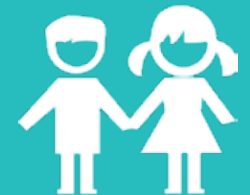
**16**

**POP THE TRUNK  
FOOD DRIVES**



**380**

**CHILDREN IN OUR  
PRESCHOOL, SCHOOL  
AGE, AND REMOTE  
LEARNING**





**748**

**POLICY AND PROGRAM  
VOLUNTEERS**



**1,368**

**HOURS OF  
VOLUNTEERING**



**755**

**YOUTH BASKETBALL  
PARTICIPANTS**



**73**

**MEN RECEIVING  
SHELTER & SUPPORT  
SERVICES IN OUR SRO**

**2,532**

**LEARNING TO SWIM  
AT THE Y**



**547**

**VIRTUAL CLASSES AND  
MINDFUL MINUTES**



**365**

**RIDDLES OF THE DAY**



**6,719**

**MEMBERS THAT  
STAYED WITH US**

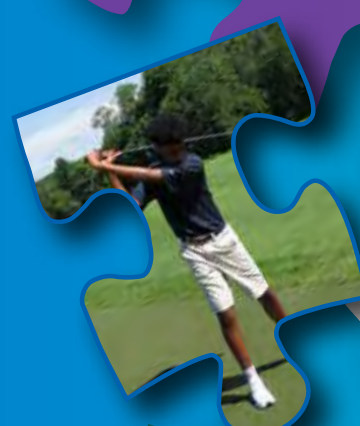




# TOM SAGER GOLF ACADEMY



Tom Sager believed golf was a great way to learn about sportsmanship, determination and friendship. This summer the Sager Golf Academy, started in his memory, gave seven teens from the Lawrence and Methuen YMCAs the opportunity to learn those lessons and so much more. This was the 10th year for Sager Golf academy, which is a joint venture of the Merrimack Valley YMCA, Renaissance Golf Club and the Sager Family Trust. The program was especially important this year since the students had been stuck at home for months due to the COVID-19 pandemic. It gave them the opportunity to safely socialize with their peers while learning something new in a new environment. This year's participants included brothers Daniel and Gabriel Batista, Mason Arcoite and Elizabeth Dume-Brea from Methuen and Jonathan Flores, Enoch Torres and Juelz Santana from Lawrence. "I really liked the scenery, the instructors and learning more about golf," said Daniel Batista. "I never saw myself playing golf in a place like this. Now I am thinking about playing golf in college."







# CHILDCARE AND REMOTE LEARNING

Quality childcare has always been an important issue for parents. This year, as the COVID-19 pandemic shut down schools and forced parents to work from home, it became even more important to society. The Merrimack Valley YMCA childcare program rose to the challenges that COVID-19 presented this year, adapting to changing rules while always keeping the health and welfare of our children and their families as a priority. When the pandemic forced us to close our branches, teachers checked in with children and families regularly, offering virtual story times and other remote programming to keep children engaged and learning. Strict cleaning, distancing and staffing protocols were put into place when our program opened up again in the summer and staff welcomed children back with creative programming to keep them as safe as possible. Finally, the Y offered flexible, affordable remote learning solutions for parents struggling with remote and hybrid school schedules in the fall. Parents are able to go back to work knowing their children can do their schoolwork in a safe environment, supported by staff. This program also provides children with opportunities for socialization, play and movement, which are needed now more than ever. The Merrimack Valley YMCA childcare program embodies all of the Y's areas of focus: Youth Development, Healthy Living and Social Responsibility.



# INNOVATE FOR IMPACT



The Merrimack Valley YMCA will be launching several new programs that take advantage of the talents and passions of our volunteers. In early 2020, the MVYMCA launched the Innovate for Impact program, which invited employees to come up with an idea for a new program or initiative, work on a proposal, and pitch it to a panel of volunteer judges. With a focus on diversity, equity and inclusion, this volunteer-driven program generated four new initiatives that are closely tied to the mission of the Y. The Andover/North Andover YMCA will get an art gallery that will display works from local artists. The Lawrence YMCA will launch an aquatics program designed for children with special needs. The Methuen YMCA will open My Kids Closet, which will accept donated clothing from the community and make it available for families in need. Finally, the Volunteers Matter program will breathe new life into efforts to bring more volunteers into our association. By growing a vibrant volunteer community to initiate and support programs across the organization, this program will address a mission-critical issue for the Y. After all, volunteers are at the heart of the organization!





# ANNE AND MADISON



The Lawrence YMCA Food Pantry has made a world of difference for us. We struggle financially. Madison's father is not in the picture anymore and he doesn't support us. I'm on welfare and don't make very much money. In the past, I was homeless for a while and lived in a domestic violence shelter. We now finally have a place of our own. But my monthly budget gets used up quickly. The food pantry has been a great help. When schools closed down, Madison was no longer getting school lunches, so I was so glad to be able to come here. The staff working at the food pantry is amazing. They are always helpful. We come to get food, but also personal products and food for our cat. Like every mom, I want to make sure my daughter has everything she needs. The Lawrence YMCA Food Pantry is helping us survive during this hard time.







# BRETT QUIMBY

My purpose in life is to find a place where I belong. I have found that place working at the Y. I have been working for the Y since May 2019 and this job fits me like a glove. Being on the autism spectrum, I prefer jobs that are hands-on. This job makes me feel like I'm really making a difference for people. Before the pandemic, my duties included keeping the equipment clean on the wellness floor at the Andover/North Andover YMCA and restocking supplies. When I returned after the COVID-19 shutdown, it was a challenge at first to keep up with all of the new cleaning protocols. But this job is a good outlet for me, and I was eager to get back to work. Recently, I passed the certification program to become a personal trainer as well. I had been asking some of the trainers about what they do and my supervisor encouraged me to give it a try. The Y is a really good place to open up, get to know new people and find your niche in life. For someone on the autism spectrum, being in the workforce helps us engage with other people and show that there's nothing to fear from us. Where we have deficits, we also have abilities.



# THE GENDRON FAMILY

MELANIE, LUKE, JACK AND PIPER



This was the first summer that our children (Jack, age 11 and Piper, age 9) attended Camp Otter. We were so happy to be able to send them! When schools had to go remote due to the COVID-19 pandemic, our kids thought they might not be able to attend camp. They were so pumped when they found out they could go! In fact, we were all excited to hear that camp would operate during COVID-19 and we were most impressed with how this was handled. Safety was the first concern! We thought the health questions each morning and temperature checks were a great way to manage the pandemic at camp. Our kids were thrilled be at Camp Otter this summer. In fact, we actually got a pool and our original intention was for the kids to stay busy doing that. But after one day at Camp Otter, we knew the pool would only be a nights and weekends thing. Jack and Piper just loved Camp Otter. They both gained confidence and came home with smiles each day. They cannot wait for the 2021 season! Thank you to all who make Camp Otter so wonderful!





# MELISSA, COHEN AND SUTTON PAYSON



Having two active boys, I knew I wanted a childcare program that offered a gym and a lot of activities to keep the kids busy. I found that program at the Methuen YMCA. My younger son, Sutton started in the toddler room at the Y and Payson started in preschool. At first, I was nervous about sending my children to childcare because my younger son has asthma and uses a nebulizer. But the teachers and staff handled it so well. They genuinely love the children as if they were their own. Being able to bring my sons to the Methuen Y for childcare was a huge relief. I can go to work all day and know that my kids are safe. The structure that they provide for the kids has been amazing. We also really like the physical activities, the sports and outside time. Being boys, they definitely need it! As a single mother, I have to work. I have no choice. So for me, it was such a relief to send my boys somewhere where they would be safe, happy and taken care of.



# FINANCIAL OVERVIEW 2020



## Merrimack Valley YMCA | Consolidated Financial Statements OCTOBER 1, 2019 THROUGH SEPTEMBER 30, 2020



### INCOME

PROGRAMS	\$7,325,462
MEMBERSHIP	4,155,067
CONTRIBUTIONS &	1,363,420
GRANTS	830,516
<b>TOTAL INCOME*</b>	<b>\$13,674,465</b>



### EXPENSES

PROGRAMS & MEMBERSHIP	\$11,599,913
GENERAL & ADMINISTRATIVE	2,582,851
FUNDRAISING & DEVELOPMENT	181,523
<b>TOTAL EXPENSES*</b>	<b>\$14,364,287</b>
<b>NET SURPLUS</b> (FROM OPERATIONS AND NONOPERATING ACTIVITIES)	<b>\$(689,822)</b>

\* Surplus/(Deficit) from Operations = (\$1,343,472)

\* Surplus/(Deficit) from Operations, excluding non-cash depreciation expense = \$173,167

\* Surplus/(Deficit) from Nonoperating activities = \$653,650

\* Income includes Endowment Contributions and gains/losses on investments (nonoperating activities)

\* Expenses represent all cash and non-cash expenses including \$1,516,640 of depreciation



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