WHERE THERE'S A Y
THERE'S A WAY

2020 Annual Report
YMCA OF GREATER WAUKESHA COUNTY
Leadership is not about titles, organizational charts, or even assigned responsibilities. 2020 taught us that leadership is the commitment to the mission and the caring of others that is most important during challenging times.
The YMCA of Greater Waukesha County has served the region for over 125 years. Inspiring a love for learning in our youth, transforming the health and wellness of individuals, developing quality programs that create memories of a lifetime for families -- is how the Y builds stronger communities. Our work is driven by our mission, guided by Christian principles, with a commitment to strengthen the spirit, mind, and body of all people.

We are thankful for the collective impact of our board, donors, staff, and members which allows us to be a vital part of the diverse communities we serve. We work together to solve community needs and the complex challenges of today. The Y connects with people of all backgrounds to break down barriers and open doors.

During the past year, we devoted much time and energy to developing our 2020–2024 Strategic Plan -- Growing with our Community. This year-long venture was an intense effort by Y leaders that will guide our work in the years ahead.

Our goals include:
• Well-Being for All
• Empowered to Serve
• Maximize Impact
• Community Benefit

We look forward to sharing the impact of this collective work with you over the next few years. Together, we will continue to lead the way to brighter futures. Thank you for your continued support.

Where there’s a Y, there’s a way.

RICK ANDRITSCH  CHRS BECKER
Chief Volunteer Officer  Chief Executive Officer
If there was ever a year that tested the mission of the YMCA, 2020 was it. COVID-19 has impacted all facets of our lives, but the YMCA stood strong.

We persevered with the belief in our Christian principles and found strength in the resolve of our staff, board, and members.

We look forward to working together to continue to build on our legacy of serving all.

One of our biggest takeaways from 2020 is how the mission of the Y is bigger than a building. After COVID-19 brought months of uncertainty, isolation, and stress, the Y movement came together to help communities recharge, refocus, and re-emerge stronger than before.

Our association embraced the responsibility to help every person thrive by creating our first community-wide wellness challenge. Free and open to all, the Stronger Together Challenge created an opportunity for us to share the Y experience beyond the walls of our branches.

More than 985 individuals joined our Stronger Together community to explore ways to be active, nourished, connected, present, grateful, and committed. Over the course of six weeks, participants came together virtually, online, and in person by engaging in activities aimed to strengthen their spirit, mind, and body.

The challenge served as a powerful reminder that, no matter what, we’re stronger together.
The Branch Impact Award is given to leaders from each branch who have gone above and beyond their responsibilities to support the goals of the YMCA of Greater Waukesha County. They exemplify the character values of honesty, respect, caring, and responsibility in all areas of their work. Each person has positively impacted their co-workers, members, and participants, and significantly impacted the Y. We are proud to acknowledge their contributions and showcase those who are truly living our cause.

Carol Spaeth-Bauer
MUKWONAGO

Kristy Richards
NEW BERLIN

Jarvis Dingle
SOUTHWEST

Joanne Holmes
TRI COUNTY

Laura Nagel
WAUKESHA

Lew Hill
WEST SUBURBAN
SPIRIT OF SERVICE AWARD

In every successful organization you will find individuals who create positive change and inspire growth. At the YMCA, these key players are instrumental in helping us rise to new levels of service and commitment. The Board of Directors established the Spirit of Service Award to honor those who significantly impact our organization, exemplify our mission, and provide outstanding leadership for all.

PREVIOUS AWARD RECIPIENTS

2020  Rick Swan
2019  Rick Kalscheuer
2018  Jim Wagner
2017  Ron Deabler
2016  Cheryl Berg
2015  Stan Riffle
2014  Bob Lombardi
2013  Lorraine McAdams
2012  Doug Hastad
2011  Tim Colombe
2010  Rick Frowein
2009  Roger Pascavis
2008  David Schmidt
2007  Ken Riesch
2006  Monte McCormick
2005  Donald Fundingsland
2004  Larry Soukup
2003  David Soukup, Sr.
2002  Martin Frank
2001  Tom Czarnecki
2000  Terry Inman
1999  John Nevins
1998  Tom Dalum
1997  Don Taylor
1996  Agustin Ramirez
1995  Carl Taylor
1994  Mike Hansen
1993  Geraldson Family
1992  Warner Kerr
1991  Anthony Bryant
Our 2020 recipient, Rick Andritsch, was first drawn to the Y because of his love of basketball. After he experienced the benefits of belonging to the West Suburban YMCA and getting his family involved with the YMCA at Pabst Farms, Rick decided he wanted to give back.

Rick joined the Waukesha YMCA Board in 2003 and soon became the chair of the building and grounds committee. It was a natural fit for Rick. As a partner and Vice President for VJS Construction Services, he used his talents, experience, and connections to create facility maintenance, development, and project planning that accelerated the growth of the Y. Rick also provided expertise and leadership during the planning of the Mukwonago YMCA and keen insight in the 2014 acquisition process, which greatly expanded our community reach and presence.

As the YMCA of Greater Waukesha County was formed, Rick became even more involved. He served as Board Vice-Chair and chaired the Board Governance and Development Committee. Rick is now concluding his two-year leadership role as Chief Volunteer Officer (CVO). As CVO, Rick’s main goal was to develop a strategic plan that would chart the course for the YMCA of Greater Waukesha County. Our 2020-2024 Strategic Plan, Growing with our Community, was successfully completed with significant collective input and committee and board consensus. Rick has also done a tremendous job of navigating the Y through the pandemic and positioning our organization towards a strong recovery.

Rick and his wife Stacie, who is the current CVO for the Glacial Community YMCA, are the proud parents of Samantha and LuLu. Rick enjoys coaching and encouraging his daughters in their athletic involvement and is very proud of their accomplishments. In addition to supporting the Y, Rick is the current Board Chair of Rodgers Behavioral Health and is involved with the Waukesha Business Alliance, Brookfield Academy, and Village of Oconomowoc Lake.

Thank you, Rick, for your commitment to our community and your steadfast leadership of the Y. Your vision will have an everlasting impact on our organization!
# FINANCIAL STATEMENTS

## CONDENSED STATEMENT OF FINANCIAL POSITION

**As of December 31, 2020**

### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>$1,236,336</td>
</tr>
<tr>
<td>Certificates of deposit</td>
<td>214,991</td>
</tr>
<tr>
<td>Other assets</td>
<td>36,941</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>60,975</td>
</tr>
<tr>
<td>Pledges receivable, net</td>
<td>10,939</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>41,938,613</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$43,498,795</strong></td>
</tr>
</tbody>
</table>

### LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Payables and accrued expenses</td>
<td>$485,683</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>559,667</td>
</tr>
<tr>
<td>Refundable Advance*</td>
<td>1,825,000</td>
</tr>
<tr>
<td>Capital lease obligations</td>
<td>156,688</td>
</tr>
<tr>
<td>Notes payable</td>
<td>5,614,663</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$8,641,701</strong></td>
</tr>
<tr>
<td>Total net assets</td>
<td>34,857,094</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$43,498,795</strong></td>
</tr>
</tbody>
</table>

*Refundable Advance: $1,825,000 are proceeds received through the Paycheck Protection Plan (PPP Loan). The YMCA of Greater Waukesha County has applied for forgiveness through the U.S. Small Business Administration.*

## CONDENSED STATEMENT OF ACTIVITIES

**For the year ended December 31, 2020**

### OPERATING REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public support</td>
<td>$428,428</td>
<td>3.34%</td>
</tr>
<tr>
<td>Contributions and special events</td>
<td>30,228</td>
<td>0.24%</td>
</tr>
<tr>
<td>United Way</td>
<td>7,070,576</td>
<td>55.11%</td>
</tr>
<tr>
<td>Membership revenue</td>
<td>4,987,246</td>
<td>38.87%</td>
</tr>
<tr>
<td>Program revenue</td>
<td>312,788</td>
<td>2.44%</td>
</tr>
<tr>
<td><strong>Total operating revenue</strong></td>
<td><strong>$12,829,266</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

### OPERATING EXPENSE

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Youth development</td>
<td>$8,477,858</td>
<td>54.77%</td>
</tr>
<tr>
<td>Healthy living</td>
<td>5,041,295</td>
<td>32.57%</td>
</tr>
<tr>
<td>Social responsibility</td>
<td>204,187</td>
<td>1.32%</td>
</tr>
<tr>
<td>Management and general</td>
<td>1,505,420</td>
<td>9.73%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>250,311</td>
<td>1.62%</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td><strong>$15,479,071</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

### CHANGE IN NET ASSETS

$ (2,649,805)
MEMBERSHIP & PROGRAM REVENUE
For the year ended December 31, 2020

MEMBERSHIP REVENUE

<table>
<thead>
<tr>
<th></th>
<th>Revenue</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Household</td>
<td>$5,806,194</td>
<td>79.94%</td>
</tr>
<tr>
<td>Individual</td>
<td>$1,347,327</td>
<td>18.55%</td>
</tr>
<tr>
<td>Youth</td>
<td>$109,248</td>
<td>1.50%</td>
</tr>
<tr>
<td><strong>Gross membership revenue</strong></td>
<td><strong>$7,262,769</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Financial assistance</td>
<td>(192,193)</td>
<td>-2.65%</td>
</tr>
<tr>
<td><strong>Net membership revenue</strong></td>
<td><strong>$7,070,576</strong></td>
<td><strong>97.35%</strong></td>
</tr>
</tbody>
</table>

PROGRAM REVENUE

<table>
<thead>
<tr>
<th></th>
<th>Revenue</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fitness</td>
<td>$1,253,841</td>
<td>24.55%</td>
</tr>
<tr>
<td>Day Camp</td>
<td>$1,191,117</td>
<td>23.33%</td>
</tr>
<tr>
<td>Y BASE</td>
<td>$837,165</td>
<td>16.39%</td>
</tr>
<tr>
<td>Youth Programs</td>
<td>$584,723</td>
<td>11.45%</td>
</tr>
<tr>
<td>Child Care</td>
<td>$826,032</td>
<td>16.18%</td>
</tr>
<tr>
<td>Aquatics</td>
<td>$413,699</td>
<td>8.10%</td>
</tr>
<tr>
<td><strong>Gross program revenue</strong></td>
<td><strong>$5,106,577</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Financial assistance</td>
<td>(119,331)</td>
<td>-1.64%</td>
</tr>
<tr>
<td><strong>Net program revenue</strong></td>
<td><strong>$4,987,246</strong></td>
<td><strong>98.36%</strong></td>
</tr>
</tbody>
</table>
The Y will provide an environment that supports physical, mental, and social well-being. We are uniquely positioned to be a total wellness resource. A healthier community is a stronger community.

56,571 INDIVIDUALS grew in spirit, mind, and body through Y membership and programming

1,408 YOUTH were inspired to learn, play, and grow in our Before & After School programs

992 KIDS combatted summer learning loss, tried new activities, and gained independence at Day Camp
The Y will create an inclusive culture committed to serving through leadership. We believe our people are our greatest asset. More than facilities, equipment, programs, it’s our people who make a difference in the lives we serve.

162 VOLUNTEERS
devoted time, energy, and heart to serving others as board members, campaigners, coaches, and program leaders

1,167 HOURS
spent strengthening our community by dedicated Y volunteers

1,272 STAFF
worked part-time and full-time to strengthen our cause and positively impact people in our community
maximize impact

The Y will increase our internal capacity and emphasize external collaborations for the betterment of all. We believe that community comes first and the Y, as it strives to make every community a better place to live, must continually evolve to fulfill our mission.

12,192 seniors maintained healthy lifestyles and built meaningful relationships through membership and programming.

12 organizations supported by Y members, participants, and staff during our holiday essentials drives, food drives, and community caring projects.

33 schools benefited from ongoing Y partnerships in Early Learning, Before & After School, and Summer Day Camp programming.
The Y, a local non-profit, will make our community healthier, stronger, and safer by providing critical programs through philanthropic support. We are a cornerstone for social change, empowering individuals and families of all backgrounds and at all stages of life to learn, play, and thrive.

- **1,203 DONORS** ensured Y programs and services are available for all.
- **$224,684 PROVIDED** in financial assistance to families and individuals who need it most.
- **197 INDIVIDUALS** participated in evidence-based Healthy Living programming, creating long-term behavior changes and healthier lifestyles.
WHERE THERE’S A Y, THERE’S COMMUNITY

We express our gratitude for the individuals, corporations, organizations, and foundations that are instrumental to our success by helping to ensure the Y is available for all. The gift of access, wellness, and well-being is possible because of the generosity of the donors in our community.

$20,000+
United Way of Greater Milwaukee & Waukesha County

$10,000+
Craig Jorgensen
David Jorgensen
Pepsi Bottling Group
William N. and Janice V. Godfrey Family Foundation

$5,000+
Anonymous
Bailey Copeland
Fibreform Containers, Inc.
FIS Fitness Challenge
Byron Huebschen
L&A Crystal Services, LLC
National Insurance Services
Mary O’Brien
Wisconsin Vision

$2,500+
The Andritsch Family
Anonymous
Kathy and Steve Baptie
Dillett Mechanical Service
Educators Credit Union
Suzanne Frank
Grainger
Tom Lamoureaux Family
Terrance McAdams
Tom and Amy McAdams
Kelly and Rob Olejniczak

$1,000+
Anonymous (2)
Chris and Nancy Becker
Kerry Bell
Robert and Cathy Brendel
Campbell Construction
Patrick and Jean Canney
Century 21 Affiliated
Common Links Construction
Linda and John Daley
Matt Deininger
Tom and Anne Deisinger
Ellen Dizard
Paul and Joan A. Ewig
Patrick and Suzanne Falvey Family
Bob and Joan Farrell
Fork in the Road
Friends of Ben
The GE Foundation
George Furey
Greater Menomonee Falls Foundation
James and Mary Green
Byron Hawks
Karin Hiller
Darren and Jamie Horndasch
JM Swan Construction
Daniel and Merry Johnson
Robert and Ginny Jovanovich
Rick Kalscheuer
Mary Lou and Don Kasner
Jay and Betty Lauck
Carol and Robert Lombardi
Katherine Luck
Marsh and McLennan Agency
Mike and Debra McCann
In Memory of Emma Mertens
Aaron and Kristin Miller Family
Scott Morgano
Scott Naze
John and Anne Petrie
Pieper Electric
Jeff and Katie Rehm
Jeff and Kristy Richards
Ritz Holman
Ann Sass
Jeremy and Laurie Schlitt
Jason and Amanda Schneider Family
Jeff and Cheryl Sment
The Sonnemann Family
Shirley Stanke
Supporting Families Together Assoc.
Rick and Martha Swan
Target Corporation
Don Taylor
James Tidey
United Flooring, Inc.
Francis Wagner
Jim and Marjorie Wagner
Kathy and Tom Westpfahl
Katie and Kevin Wilke Family
Wisconsin Coach Lines
Sherri Wolfmeyer
Sandy and Paul Wysocki
The Family of Peter A. Zangerle

YMCA Staff Hourly Club Donors
Laurie Asbeck
Kerry Bell
Tara Blakesley
Bethany Brester
Donald Enger
Karen Euer
Christopher Foley
Jenny Fremgen
Maddie Guise
Larry Hanson
Susan Harris
Carley Hoelzel
Joanne Holmes
Cyndi Kilian
Susan Leonard-Shneck
Kris Lombardi
Shannon McNeil
Aaron Miller
Jacque Mohar
Brianna Reti
Kristy Richards
Barb Richmond
Gus Robledo
Laurie Schlitt
Kim Sippl
Melissa Sonnemann
Darlyn Summers
Kathy Westpfahl
Jake Wilson
Joni Whitehouse
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Where there’s a Y, there’s a way.

CHRIS BECKER
Chief Executive Officer

ASSOCIATION BOARD OF DIRECTORS
Rick Andritsch
Chief Volunteer Officer

Ron Clayton
Tom Deisinger
Tom Dieckelman
Ellen Dizard
George Furey
Lew Hill
Darren Horndasch
Rick Kalscheuer
Mark Mirsberger
Scott Naze
John Petrie
Jeff Piette
Griffin Prochnow
Jeff Richards
Jack Riesch
Stan Riffle
Samira Serfort
Gary Sievewright
Rick Swan
Jim Wagner
Sherri Wolfmeyer

BOARD OF MANAGERS

MUWKONAGO
Rick Swan
Board Chair
Ben Bergles
Jennifer Burns
Trisha Dahl
Jim Green
Byron Hawks
Paul Hennessy
Jeff Lundberg
Tom McAdams
Shawn McNulty
Robert Pilant
Samira Serfort
Jane Thompson
Fran Wagner
Mark Wildeman
Sherri Wolfmeyer

SOUTHWEST
Gary Sievewright
Board Chair
Teri Block
Verne Cowles
Tom Deisinger
Tracey Esser
Emily Ho
Matt Krawczyk
Tiffany Mitchell-Detvan
Laurie O'Loughlin
Gerianne Prom
Matt Rios
Robert Shepard
Joanna Thompson
Jim Wagner

TRI COUNTY
George Furey
Board Chair
Rob Brendel
Patrick Canney
Suzanne Falvey
Bill Hayden
Scott Heine
Lisa Mackey
Deb McCann
Pam Pedersen
Jeff Piette
Jeff Richards
Jason Schneider
Katie Wilke

WAUKESHA
Jack Riesch
Board Chair
Tim Black
Lisa Brown
Darren Clark
Matt Deininger
Tom Dieckelman
Pam Flores
Chadd Frank
Jim Keal
Tom Lamoureux
Sherri Mitchell
Scott Naze
Matt Nitka
Tim Norgal
Jon Oaks
Brian Radloff
Marcia Rupp
Mike Schulist
Gina Spang
Sandy Wysocki

WEST SUBURBAN
Lew Hill
Board Chair
Steve Baptie
Jerome Beamon
Fay Berry
Dominic Cavalco
Ellen Dizard
Scott Gierhahn
Pat Horne
Eric Koepp
John Petrie
Ryan McCumber
YMCA OF GREATER WAUKESHA COUNTY

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www.gwcymca.org