



# Growth

## *Spirit Mind Body*

We build  
strong kids,  
strong families,  
strong communities.

YMCA of Central Maryland  
Annual Report 2004-2005



# Leadership *Message*



Don Hutchinson



Lee Jensen

Dear Friends,

The past year has been a time of tremendous success and growth. The YMCA of Central Maryland touched the lives of more than 150,000 kids and families last year.

Our work to build strong kids, strong families and strong communities has never been more in demand. This has been especially true with our efforts to meet the needs of the underserved and most vulnerable.

We extend a special thank you to our dedicated volunteers and loyal contributors who played a vital role in

making 2004-2005 our most successful year ever. Please take a moment to review the highlights and many accomplishments presented in this report.



Donald P. Hutchinson

*Chair, Association Board, YMCA of Central Maryland*



Lee Jensen

*President & CEO, YMCA of Central Maryland*

## **2004-2005 Highlights & Achievements**

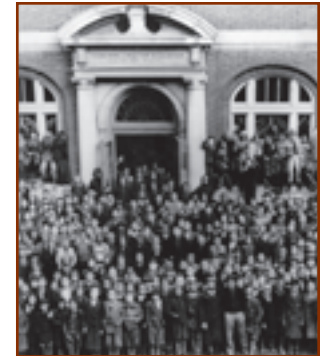
- The YMCA of Central Maryland closed the fiscal year with unprecedented success, while growing our impact in the communities we serve.
- The Harry & Jeanette Weinberg YMCA at Stadium Place first previewed the new facility during a community-wide Open House on August 28, attended by more than 2,500 neighbors. The overwhelming response was an indication of things to come as each successive membership drive exceeded all expectations. Just last year we were optimistic that we'd have 12,000 members within 18 months. By March 31, 2005, only seven months after our grand open-

# Leadership *Message*

ing, we had over 11,000 members. The building was officially dedicated on September 10, with keynote speakers Governor Robert Ehrlich and Mayor Martin O'Malley addressing more than 500 people in the facility's gymnasium.

- Thanks to the dedicated volunteers and staff, the Association made great progress towards an ambitious Annual Giving goal of \$900,000, reaching over 95 percent of goal by the Annual Meeting.
- The YMCA of Central Maryland has raised \$18 million towards capital campaigns in public and private funding through the Strong Families - Safe Places Campaign.
- The Howard County Family Branch, along with the Yingling-Ridgely Post 7472 of the VFW, sold a portion of property to the Howard County Public School System for a new county elementary school. The proceeds, along with the \$1.5 million state bond awarded in 2003, will form the basis of the capital campaign to expand and remodel the YMCA facility. The existing 24,000 square-foot building will be fully renovated and an additional 30,000 of new construction is in the plans. Use of athletic fields and parking will benefit both the school and the YMCA. Joint site development with the school system can minimize development costs through shared infrastructure, while the shared mission of serving kids is maximized.

- Western Family YMCA Executive Director Jill K. Black and the Government Relations Committee worked together to lobby for a state bond bill in the 2004-2005 legislative session. The Western Family YMCA was awarded a \$1 million state bond in March for a future capital project.
- The Harford County Family Branch opened the YMCA of Central Maryland's first Infant/Toddler childcare site at the Paca Preschool Center. All infant slots were quickly filled and there is now a waiting list for future openings. Clearly, the Y is helping fill a great community need.
- The Carroll County Family Branch leveraged a block grant from the Department of Housing and Community Development to relocate its childcare center to a nearby vacated preschool center, allowing for expansion at the YMCA branch. The wellness center moved into a larger, more appealing space. The expansion included a new free weight area and a state-of-the-art multi-purpose aerobic studio.
- The Druid Hill Family YMCA installed new Cybex strength training equipment and Fitlinxx®, a computerized system that tracks an individuals workouts. Now all full-facility branches offer this technologically advanced training system free to members.



The Langsdale Library at the University of Baltimore completed a Special Collection on the 150-year history of the YMCA in Central Maryland. This collection now houses historic photographs, documents and other collectible items. Photo: Druid Hill Ave YMCA in 1918

# 2004-2005 Distinguished Service Awards



Congressman Elijah E. Cummings  
Public Sector

Congressman Elijah E. Cummings (D-Maryland) has never said no to the YMCA. He is a strong advocate for children and families and is a life-long member of the Druid Hill Family YMCA. Recently, when visited in Washington, DC on YMCA Advocacy Days, Congressman Cummings endorsed all the initiatives with which he was presented without hesitation. He says of the YMCA of Central Maryland, "I applaud the role the YMCA plays in the community, especially with regard to facilitating Head Start. For many years, Head Start has helped children to build a strong educational foundation before entering elementary school. Without Head Start, children would be at great risk for falling behind in their reading and other basic skills when they enter Kindergarten."

Congressman Cummings has dedicated his life of service to lifting up and empowering the people he represents. First sworn in as a Member of the United States House of Representatives in April 1996, Congressman Cummings is now in his sixth term in Congress. He serves on the House Government Reform Committee, is the Ranking Member of the Criminal Justice, Drug

*This year's recipients of our most prestigious recognition, the Distinguished Service Award, are the Honorable Elijah E. Cummings and Richard E. Hug.*

Policy and Human Resources Subcommittee and is a member of the Wellness and Human Rights Subcommittee. He is the Immediate Past Chair of the Congressional Black Caucus.

Congressman Cummings served in the Maryland House of Delegates for 16 years. He served as Chairman of the Legislative Black Caucus and was the first African-American in Maryland history to be named Speaker Pro Tem, the second highest position in the House of Delegates. Congressman Cummings graduated with honors from Baltimore City College High School in 1969 and from Howard University in Washington, DC, Phi Beta Kappa, in 1973 with a degree in Political Science. He graduated from the University of Maryland School of Law in 1976 and was admitted to the Maryland Bar in December, 1976. He practiced law for nineteen years before entering Congress. He lives in Baltimore City.

# 2004-2005 Distinguished Service Awards

*Each year, the YMCA of Central Maryland recognizes individuals in the public and private sectors whose commitment to our mission and vision has been exemplary.*

Richard E. Hug has been a long-standing friend of the YMCA of Central Maryland. His support and leadership extends for over a dozen years. Mr. Hug serves on the Capital Campaign Steering Committee and previously was on the Capital Development Committee. Mr. Hug continues to work to ensure that the Y's programs and services are funded through personal contributions and through backing state funding for capital projects.

Mr. Hug commented, "The YMCA means so much to so many throughout all of our communities. Its childcare programs are vital to so many working families as are all the various programs for our youth to keep them out of trouble and involved in productive activities."

Richard Hug is a 1956/1957 graduate of Duke University (BS, MF) and began his business career with Koppers Company, Inc where he served as Corporate Vice President. He was later Chairman and Chief Executive Officer of

Environmental Elements Corporation.

In 1995, Mr. Hug retired, but remains a Director and principal stockholder of the Company and serves as Chairman Emeritus.

Mr. Hug is well-known for his civic involvement and has served as Chairman of the Maryland Chamber of Commerce, Maryland Business for Responsive Government, Leadership Maryland, the National Aquarium in Baltimore, the Kennedy Krieger Institute and the United Way of Central Maryland. Currently, he sits on the Boards of the University System of Maryland, Duke University School of the Environment, Loyola College in Maryland, and AAA Mid-Atlantic.

He has been politically active in recent years serving as Finance Chairman for the 2002 Ehrlich gubernatorial campaign. Mr. Hug also served as Maryland's Finance Chairman for the Bush for President Campaign in 2000 and 2004, and was accorded "Pioneer," "Team 2000," and "Super Ranger" status during the Campaigns.



Richard E. Hug  
Private Sector



# 2004-2005 Branch *Program Highlights*

## OUR MISSION

The YMCA of Central Maryland is a human service organization dedicated to developing the full potential of every individual through programs that build healthy spirit, mind and body for all.

### **Anne Arundel Family Branch**

The Anne Arundel Family Branch forged a unique partnership with the United States Naval Academy, providing parent/child and youth programs to more than 30 families. Aquatics programming increased tremendously, with swim lessons more than doubling in enrollment in 2004-05. A new Creative and Performing Arts program area kicked off successfully, led by the Super Singers program with more than 50 children, performing county-wide. Anne Arundel hosted its second major community fundraising event “The YMCA Cabaret,” spotlighting local talent and raising over \$9,000 toward the Annual Giving Campaign. The branch also hosted its first golf tournament – with 90 golfers and five sponsors this event also raised over \$9,000.

### **Carroll County Family Branch**

Obtaining a block grant from the Department of Housing and Community Development in the first quarter of 2004 enabled the Carroll branch to relocate its preschool center in June to a new, fully licensed facility within a short distance of the main YMCA campus, increasing the enrollment capacity from 60 to 105 children. As importantly, the 2,700 square feet of space previously utilized for preschool was then converted to a state-of-the-art, beautiful Health & Wellness Center, providing unprecedented membership growth and retention at the Carroll County branch. The original Health and Wellness workout area was then converted to a multi-purpose Aerobic studio, doubling the program space at Carroll for group exercise programming.

Net new membership growth was 40 percent greater than the prior year and retention has grown to more than 60 percent. Over \$80,000 in Annual Giving pledges were made in 2004 providing increased assistance to several hundred children in summer camp, preschool and school age programs. The branch initiated a program partnership with neighboring Carroll Community College, with joint advertising further increasing the visibility of the Y in Carroll County.

### **Druid Hill Family Branch**

The Druid Hill Family Branch hosted its Second Annual Reunion Breakfast in the gymnasium, site of hundreds of social events dating back to the early part of the 20th century. Highlights included Keynote speaker US Congressman Elijah Cummings and Baltimore City Police Chief Leonard Hamm, who shared their experiences growing up at the Druid Hill YMCA. In the Health and Wellness areas, the addition of new Cybex equipment and Fitlinxx® computerized tracking system have enhanced the workout experience for exercisers. Michael McCreary, former defensive end for the Ravens, presented two events for the families in Transitional Housing. Comcast also sponsored a holiday party for Transitional Housing families, complete with gifts and cash for the children to buy presents for family members. In December, Fitness Instructor Chauncey Whitehead set the world record for crunches in an hour at 9,291. For the second consecutive year, a graduating senior member of the Black Achievers program has received a full scholarship to college.



# 2004-2005 Branch *Program Highlights*

## **Harford County Family Branch**

In addition to opening the YMCA of Central Maryland's first infant and toddler childcare site at the Paca preschool, which also received NAEYC Accreditation, the Harford Family Branch initiated a partnership with the Northeast Chesapeake Region ARC to provide programs that include teens with developmental disabilities in the Teen Leaders and Youth and Government programs. Another key partnership developed this year is the 21st Century Grant Collaborative with the Harford County Board of Education. This federally funded grant enables the Board of Education to partner with the Harford County YMCA to provide health and wellness programs for elementary school children. Harford also increased the number of youth sports program sites and exceeded enrollment goals. The branch achieved 106 percent of its Annual Giving Campaign goal.

## **Howard County Family Branch**

The Howard County Family Branch had a record-setting surplus in FY04-05. The branch served 3,937 participants in youth swim lessons and 2,498 in youth and teen programs. Summer camp, consistently a successful program, operated at 106 percent of goal. Of the 3,124 campers, 15 percent received some form of financial assistance. The average member retention rate was 63.9 percent. A true win for the kids and families of Howard County came in the form of a collaboration with the Howard County Public School System. The branch sold approximately eight acres for the construction of a new elementary school that will become the YMCA's neighbor, offering the potential of continuous childcare before and after school.

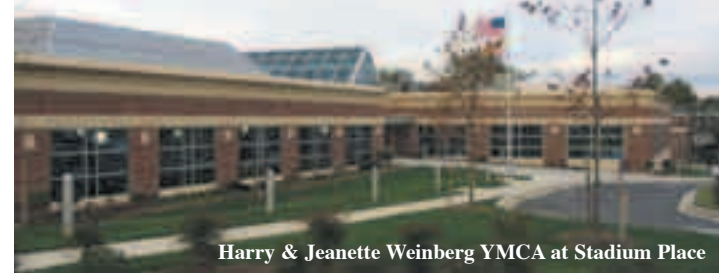
## **Towson Family Branch**

For the third consecutive year, the Towson Family Branch raised the branch goal for the Annual Giving Campaign and exceeded it, which enabled Towson to give more financial assistance than ever before. The milestone 10th Anniversary Turkey Trot brought 944 registered participants out on Thanksgiving Day and the 5th Annual Golf Tournament raised \$13,213 toward the Annual Giving Campaign. Bolstered by its new ACA Accreditation, the summer camp program had record-setting enrollment, as did the swim team, whose enrollment increased 20 percent with a total of 125 swimmers. The branch assumed leadership of a Baltimore County grant in excess of \$250,000 to deliver afterschool programming in three middle schools. Early in the year the tennis courts were resurfaced, improving the experience for recreational and instructional tennis program participants. Membership retention increased again this year, averaging 63 percent.

## **Western Family Branch**

The Western Family Branch had a successful campaign for a state bond bill, being awarded a \$1 million bond from the State of Maryland in April. Membership sales and retention were strong throughout the fiscal year, with retention averaging 63 percent. The Western Family Branch also started an alternative kindergarten program and received NAEYC Accreditation at the Family Center. The branch received a \$20,000 grant from Sawyer Realty, Inc. and a matching grant from the county to offer scholarships for childcare at the Highland Villages Childcare Center. Membership at Western has grown to 6,000.

# 2004-2005 Branch *Program Highlights*



Harry & Jeanette Weinberg YMCA at Stadium Place

## **White Marsh Family Branch**

The White Marsh Family Branch served 1,980 kids in day camp and 153 in youth sports. The aquatics programs taught 247 kids to swim and fielded a 54-member swim team. The branch's Youth and Government program served seven Perry High School students.

## **Harry & Jeanette Weinberg YMCA at Stadium Place**

Beyond opening its doors and welcoming the community, many milestones were reached at the Harry & Jeanette Weinberg YMCA at Stadium Place. Membership exceeded 11,000 people by the close of the fiscal year. The branch is obviously filling a great need in the community for health and wellness, child-care as well as youth and adult sports. For a first-time effort at an Annual Giving campaign, the branch was highly successful, reaching 120 percent of goal. The branch implemented a Learn-to-Swim program with Waverly Elementary School, teaching 125 kids the joy of taking swim lessons. The staff also hosted two blood drives that were very well attended and entered 1,500 participants into the Fitlinxx® computerized tracking system in the first six months.

## **Baltimore City Head Start**

Head Start is a federally funded program which provides a comprehensive early intervention program to low-income preschool age children and their families. In Baltimore City, the YMCA is one of fourteen delegate agencies. The YMCA/Emily Price Jones Head Start Program serves 321 children and their families in eight program sites located in Northwest Baltimore City. A collaboration with Books About You resulted in every child in the EPJ program, 321 of them, receiving an individualized book. The University of Maryland School of Nursing provided on site training for parents and worked with the children in the classrooms on various topics. The John Hopkins School of

Nursing provided free eye and ear screenings for children and the Baltimore City Health Department (T.I.C.K.L.E. Program, The Infant & Child Kan Laugh Endeavor) provided dental screenings to all children who qualified. Family & Children Services of Central Maryland provided foster grandparents to the program to provide assistance in the classroom.

## **Baltimore County Head Start**

YMCA Baltimore County Head Start serves 572 children and their families in 10 program locations throughout Baltimore County. The Baltimore County Head Start program was awarded \$74,624 from Shoppers Warehouse to refurbish four playgrounds. The Maryland State Department of Education (MSDE) data indicates that in 2004, 57 percent of Baltimore County Head Start children were fully ready for kindergarten, compared to an average of 47 percent from all jurisdictions in the state offering Head Start programs. Head Start continued a partnership with the Core Knowledge Foundation that supports the early childhood component of the program. This in-kind support is valued at \$339,226.

## **Urban Services**

The YMCA of Central Maryland Urban Services Division, funded primarily through competitive grants, United Way and Annual Giving support, is a unique resource to Baltimore City communities and human service agencies. Urban Services was awarded the Threshold Carol White Physical Education Grant in partnership with the Druid Hill Family YMCA to provide physical and wellness activities to youth in four Baltimore City schools. Five BOOST sites were selected to provide afterschool programming for 350 Baltimore City elementary and middle school children. Urban Services was recognized as a Supplemental Services Provider by MSDE for reading intervention and tutoring.



## ANNUAL FUND CONTRIBUTORS

Thanks to the generosity of our Annual Giving donors, the YMCA of Central Maryland is able to provide scholarships and programming so that all families can share in the Y experience.

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# 2004-2005 Annual Giving *Donors*

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Raymond O. Kraft  
Mr. and Mrs. Michael A.

## OUR VISION

The YMCA has a vision: to become the premier human service organization in Central Maryland for children, families and communities, with special dedication to serving the disadvantaged and underserved.

Kremer  
James LaCalle  
Len Stohler, Inc.  
Susan J. Linde  
Jennifer Lomangino  
Doris Lowry  
Catherine Luetze  
M&T Bank - Brooklyn Park  
M&T Bank - Waugh Chapel  
Branch  
Corynne B. Courpas and  
Scott Markle  
Terri Maloy  
Judith Matte  
Tom Matte  
Ruth W. Mayden  
Robert S. McCord  
Kelley and Brian McGeehan  
MECU of Baltimore, Inc.  
Henry Meledin  
Beth Merz  
Sue Meyers  
Miles Electric Company, Inc.  
Aaron M. Moore  
Councilman Samuel Moxley  
Charles A. Murphy  
Nelson Properties  
Nottingham Properties  
Sean C. O'Connor  
Janet Olney  
Mr. and Mrs. Arthur K. Palaia  
PCS Contractors, Inc.  
Performance Title Company  
Charles M. Preston  
James M. Price  
Caryl D. Ralph  
Ravens Nest No. 24  
Redwood Mortgage Services  
Ridge Engineering, Inc.  
Robert D. Dass Real Estate  
Appraisals  
June and Sal Romeo  
Mr. and Mrs. David H. Roush  
Christie L. Ryan  
Savin Corporation  
Mr. and Mrs. Gary Sergott  
Letitia Sexton  
Mr. and Mrs. Herbert R.  
Shiple  
Grace W. Shirey  
Lois M. Shofer  
Albert J. Smith

Peter W. Sonntag  
Spirits West, Inc.  
Glen M. Spitzer  
SSA-ORSIS Coffee Club  
Stambaugh's Inc.  
Catherine W. Steiner  
Betty C. Sterner  
David Stubbs  
Beverly Sutton  
Duane Thomas  
Total Construction Services,  
Inc.  
Townson Business Association  
Archie J. Trader  
Trinity Baptist Church  
Universal Title  
Charles Wagner  
Walsh & Fisher Attorneys  
Michael F. and Jodi L. Walters  
Westminster Security  
Company  
Whalen Properties  
Wilmer Cutler Pickering  
Hale & Dorr  
Woodlawn - Westview  
Rotary Club

## HONORARY/ MEMORIAL GIFTS

John Arthur Fricker  
Edward O. Wayson, Jr.  
Deborah Neumann

This list includes  
donations and pledges  
received between  
April 13, 2004 and  
April 12, 2005. If you  
see an error or would  
like your name listed  
differently in the  
future, please contact  
the Development  
Department at  
410-837-9622.



## OUR VALUES

We believe that building strong character is as important as building strong bodies. Our programs and services are infused with four positive character values: caring, honesty, respect and responsibility. We challenge staff, volunteers and members to accept and demonstrate these values. We believe that these values provide the foundation for all of the work accomplished at the YMCA of Central Maryland.

# 2004-2005 *Financials*

	Audited March 31, 2004	Unaudited March 31, 2005
Revenue:		
<b>Public Support</b>		
Contributions	\$ 745,283	\$ 844,803
Contributions (In-Kind)	1,706,084	1,612,031
Capital Campaign	5,218,363	4,365,318
United Way subsidy	<u>324,910</u>	<u>275,418</u>
Total Support from Public	<u>\$ 7,994,640</u>	<u>\$ 7,097,570</u>
<b>Membership and Activities</b>		
Membership Fees	\$ 5,664,827	\$ 6,934,877
Program Fees	<u>19,156,229</u>	<u>19,827,293</u>
Total Memberships and Activities	<u>\$ 24,821,056</u>	<u>\$ 26,762,170</u>
<b>Investment and Rental Income</b>		
Income from Investments	\$ 17,049	\$ 148,595
Rental Income	<u>71,289</u>	<u>91,311</u>
Total Investment and Rental Income	<u>\$ 88,338</u>	<u>\$ 239,906</u>
<b>Miscellaneous Income</b>	<u>\$ 56,059</u>	<u>\$ 67,357</u>
Total Revenues	<u><u>\$ 32,960,093</u></u>	<u><u>\$ 34,167,003</u></u>

	Audited March 31, 2004	Unaudited March 31, 2005
Expenses:		
<b>Personnel</b>		
Salaries & Wages	\$ 13,828,170	\$ 14,486,231
Employee Benefits	2,141,775	2,213,982
Payroll Taxes	<u>1,537,787</u>	<u>1,619,413</u>
Total Personnel	<u>\$ 17,507,732</u>	<u>\$ 18,319,626</u>
<b>Operating Expenses</b>		
Professional Fees	\$ 1,545,971	\$ 1,656,610
Supplies	1,862,846	2,029,139
Telephone	337,706	335,650
Postage & Shipping	51,963	69,192
Occupancy & Equipment	4,802,624	5,613,160
Interest Expense	130,169	173,052
Printing & Promotion	684,367	609,288
Travel & Transportation	548,744	534,981
Conferences & Education	189,343	222,698
National Dues	193,720	225,603
Loss on Ext of Debt	801,490	-
Loss on Interest Rate Swap	108,549	-
Miscellaneous Expenses	<u>166,146</u>	<u>230,617</u>
Total Operating Expenses	<u>\$ 11,423,638</u>	<u>\$ 11,699,990</u>
Total Expenses	<u><u>\$ 28,931,370</u></u>	<u><u>\$ 30,019,616</u></u>

# YMCA of Central Maryland

## Association Board of Directors 2004-2005

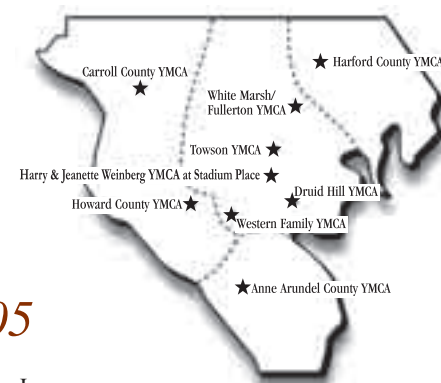
### Executive Committee

<i>Chair</i> .....	Donald P. Hutchinson
<i>Vice Chair</i> .....	Julie Mercer
<i>Treasurer</i> .....	Scott R. Cousino
<i>Secretary</i> .....	Geraldine T. Young
<i>Past Chair</i> .....	Michael E. Waller
<i>At Large</i> .....	John Clarke
<i>At Large</i> .....	Jerome W. Collier
<i>At Large</i> .....	Martin K. Hill
<i>At Large</i> .....	Robert A. Kavetsky
<i>At Large</i> .....	Michael R. Murphy

Louise Z. Barber	John Pearson
Alan C. Cason	Kenneth Smith
Gregory A. Cross	Ray Thomas
James McGill	Horace D. Usry, Jr.
Albert J. Mezzanotte, Jr.	Sylvia E. Wehr
Sally J. Michel	Donna C. Wilson
Kenneth V. Moreland	

### Branch & Head Start Representation

Anne Arundel County Family Branch.....	Robert A. Kavetsky
Carroll County Family Branch .....	Sara Dickmyer
Druid Hill Family Branch .....	Dr. Ricardo Kimbers
Harford County Family Branch.....	Nancy Spence
Howard County Family Branch .....	Chris Young, Esq.
Towson Family Branch .....	John Holman
The Harry & Jeanette Weinberg YMCA at Stadium Place .....	Bradley Chambers
Western Family Branch .....	Joseph Loverde
White Marsh Family Branch .....	John B. Gontrum
Baltimore City Head Start.....	Barbara Smith
Baltimore County Head Start .....	Terry Williams



### Staff Leadership 2004-2005

President & CEO .....	Lee Jensen
Chief Operating Officer.....	Robert J. Brosmer
Vice President of Family & Children's Services/ Community Development .....	Christine Ader-Soto
Vice President of Human Resources .....	Marjorie A. Ripalda, PHR
Chief Administration Officer.....	Edward Ramsey
Chief Financial Officer .....	Joseph M. Stella, CPA
Director of Public Relations .....	Pamela Mooring
Branch Capital Campaign Director .....	Kelley E. McGeehan
Acting Director of Capital Projects.....	Edward E. Cline

Anne Arundel County Family Branch YMCA .....	Lana M. Smith, Branch Executive Director
Carroll County Family Branch YMCA.....	Jeffrey A. Sprinkle, Branch Executive Director
Druid Hill Family Branch YMCA .....	A. Antonio Coffield, Branch Executive Director
Harford County Family Branch YMCA .....	Nancy A. Donnelly, District Vice President
Howard County Family Branch YMCA .....	Troy S. Weaver, Branch Executive Director
Towson Family Branch YMCA .....	William M. Leining, Branch Executive Director
The Harry & Jeanette Weinberg YMCA at Stadium Place .....	Michael F. Kenyon, Branch Director
Western Family Branch YMCA .....	Jill K. Black, Branch Executive Director
White Marsh Family Branch YMCA .....	Nancy A. Donnelly, District Vice President
Baltimore City Head Start.....	Isaac Okechie, Director
Baltimore County Head Start .....	Gail Reich, Director
Urban Services .....	Kathleen S. Conley, Director