



# 2019 Annual Report

*Building healthy  
communities*

## Letter from our CEO & Board Chair

As we write this, we are in wave two of the COVID-19 pandemic. It seems almost surreal to travel back to 2019 and think of the year that was.

The exercise, however, has been a heartening one as we examine our achievements that, in retrospect, put us in a stronger position to face the events of 2020.

The most important of these was the amalgamation of Brockville and Kingston YMCAs to become the YMCA of Eastern Ontario. This merger was finalized on April 1, 2019. The creation of a regional Y allowed us to offer services in locations that were underserved such as North Grenville and Gananoque, to become more efficient in our operations by reducing duplication of staff efforts, and finally, to become more financially sustainable by merging our resources.

Our annual fundraising campaign was a huge success and we surpassed our goal

of \$120,000 by \$37,000. There are many individuals and organizations to thank for this including The Estate of Larry Gibson and Homestead Land Holdings who provided the Y with matched funds for a portion of the campaign. We must also give thanks to organizers of our successful events such as the Masquerade Gala that was new in 2019, perennial favourites, the Fire Truck Pull and Swim for Kids, and our annual Peace Medal Awards, honouring individuals and groups who strive to promote peace in our communities.

We also launched a very exciting new program, Teen Night. Held each Friday evening, the Y offered a safe space and healthy activities for area teens who attended in droves. We regularly saw more than 100 teens at the Y enjoying hang-out time, swimming, sports in the gym, dances, free wifi and even snacks, which were provided by some wonderful businesses in our community.

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There was less happy news with the sale of Y West, however, that also strengthened our financial base.

We were also able to offer an exciting new fitness opportunity when we opened our functional fitness rooms at both Kingston and Brockville YMCAs. The Turf Area, as it is also called, is good for individuals of all ages and is type of training that involves squatting, pulling and lifting to improve a users' ability to undertake real-life activities.

We finished the year with a new partnership with the Kingston Frontenacs Hockey team and an evening of Zumba at the area, where the crowd enthusiastically joined in.

The year finished on an optimistic note as we looked forward to 2020 to continue our evolution in meeting the ever-changing needs of our communities.



Rob Adams  
CEO, YMCA of Eastern Ontario



Jay Rayner  
Board Chair



# Y Stories

## Frances & Terry

We have been coming to the YMCA periodically for many years. We have found that being physically active has become an important habit; it's a great way to jump-start your day, and to be good role-models for our families. If you're able to model healthy activity when you or your kids are young, it carries throughout your whole life.

We love the classes! The instructors are motivating, they provide a structured program and fill it with laughs which makes it fun to keep coming. We also love to play pickleball and use the Turf space for functional exercises.

The Y is really inviting, it's been able to provide us with a social circle where we get to meet new people. It feels like a family here. When I (Frances) went through a

hard time in my life, the Y was a lifesaver; I was able to get out and socialize in a positive atmosphere and have a healthy way to release my stress.

We feel very safe at the Y, relative to Covid 19. The cleaning staff and Y staff do a super job of keeping the facilities spotless and ensuring we all follow the safety protocols in place. We encourage everyone to come try it out! Feel the experience, try the classes, try new sports or get into the pool. See how good you feel afterwards!

Terry and Frances met playing pickleball at the Brockville YMCA, which led to a budding romance and a Pickleball Proposal!





Teen Night basketball

## Margaret Nobles

I became a member at the Brockville YMCA in May 2019. I was encouraged by a friend to try the Y during their “5 Days, 5 Ways,” promotion.

Right away, I was greeted by friendly staff who made me feel comfortable and welcome. Being someone my size, other friends of mine were concerned that I may be judged or embarrassed to join, but the staff, instructors and other members were inviting and always treat me equally without any judgement.

I started my journey with a focus on increasing my mobility, which I have done! Thanks to the pool and classes, I’ve been able to do yard work that I haven’t been able to in over six years! My flexibility and strength have improved, my

blood pressure has been reduced, and I’ve even lost over 100 pounds!

The YMCA is more than just a gym, it’s an extension of my family. I walk through those front doors, and I’m home. There is a social aspect that is meaningful to me, where I can connect with people from all walks of life. We’re all here for our own reasons, but we’re all here together. I feel safe knowing that people here really care about me, and my wellness. The staff are all very well-trained, and you can feel how much they care about us all. I look forward to coming here each day, it truly has changed my life.



# Mini-miracles start here

When Valerie first retired, she had many dreams of things she wanted to do. But she noticed that she couldn't walk stairs very well and was starting to have trouble getting around. She knew she wanted to garden and travel and for that, she needed to be able to move around comfortably.

She saw an ad for the YMCA and thought "why not go for it?" That was 25 years ago.

At 90 years of age, Valerie has done lots of different classes but her current favourite is Zumba because she loves the music and dancing. She says that because the steps are fast, it challenges her feet and brain and keeps her young.

"I've made so many friends and we always chat after class. I always feel wonderful when I come back from the Y, I feel like I can tackle anything," she said. "Getting off the

couch and joining the Y was the best thing I ever did. It's given me everything I need to enjoy my retirement."

Valerie isn't alone in understanding the need to stay active.

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For years, Alice has been attending Senior Start Strong classes on Mondays and Fridays. She celebrated her 101<sup>st</sup> birthday with her friends at the Y.

In addition to regular programs, the YMCA in Kingston offers Total Life Care, a suite of programs that has seen many changes over the years. Beginning in 2001 as Y's Hearts, exercise regimens for people dealing with chronic pain and difficulties breathing, and for those recovering from cancer. Y trainers have seen many "mini miracles" over this time.

Alice's 101<sup>st</sup> birthday





Halloween in Brockville

Mini miracles like Abigail. Following abdominal surgery and for years, Abigail was hunched over, unable to straighten her back. Not long after she began the TLC program, she had gained enough flexibility to be able to reach high enough to close the trunk of her car.

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Eleanor had suffered horribly with COPD, spending time in the hospital every winter like clockwork. That was until she began TLC and had her first winter without being hospitalized.

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Damian suffered a heart attack in 2001 and was left in heart failure. He credits the TLC exercise program for helping him to lose 60 kilos and in keeping him alive and exercising 18 years on.

After a terrible fall that left him needing shoulder replacement surgery, George says that TLC helped him regain 100 per cent range-of-motion in his shoulder after only a few short months.

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But TLC isn't only about exercise. It is also about friendship and support. After every class, one group meets for coffee and once a month for breakfast. They keep track of each other as well. Two members of the group are no longer able to drive so others have stepped in to pick them up and bring them to class and coffee group.

With regular fitness classes, programs tailored to chronic conditions and lots of support, the YMCA helps individuals of all ages enjoy a better quality-of-life.

\*Some names changed for privacy.

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Rip class with Jenny

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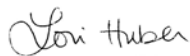
# Financial Statements

## YMCA of Eastern Ontario Statement of Financial Position As at December 31, 2019

	2019	2018 (Unaudited) (Restated Note 22)
<b>Assets</b>		
<b>Current</b>		
Cash	124,665	665,702
Accounts receivable (Note 6)	284,574	262,802
Prepaid expenses	40,827	132,455
	450,066	1,060,959
<b>Capital assets (Note 7)</b>	7,068,753	9,607,685
	7,518,819	10,668,644
<b>Liabilities</b>		
<b>Current</b>		
Line of credit (Note 8)	30,000	-
Accounts payable and accrued liabilities (Note 9)	879,819	794,903
Unearned membership and program fees	67,631	114,031
Deferred contributions related to expenses of future years (Note 10)	125,249	246,517
Deferred revenue from St. Lawrence College of Applied Arts & Technology (Note 11)	37,118	99,007
Current portion of term loans (Note 12)	-	329,646
Term loans subject to refinancing (Note 12)	934,404	-
	2,074,221	1,584,104
<b>Term loans (Note 12)</b>	-	2,826,168
<b>Deferred capital contributions (Note 13)</b>	2,743,877	3,029,870
	4,818,098	7,440,142
<b>Subsequent event (Note 21)</b>		
<b>Net Assets</b>		
Investment in capital assets (Note 14)	3,390,472	3,422,001
Unrestricted	(689,751)	(193,499)
	2,700,721	3,228,502
	7,518,819	10,668,644

Approved on behalf of the Board

  
Director

  
Director

The accompanying notes are an integral part of these financial statements

## YMCA of Eastern Ontario Statement of Operations For the year ended December 31, 2019

	2019	2018 (Unaudited)
<b>Revenue</b>		
Licensed child care fees	3,456,583	3,136,232
Memberships	2,724,407	2,814,836
Grants and sponsorships	1,521,699	1,490,041
Donations and fundraising (Note 18)	664,247	595,411
Camp fees	637,569	581,841
Program fees	525,941	571,061
St. Lawrence College of Applied Arts & Technology (Note 11) (Schedule 1)	411,622	351,465
Amortization of deferred contributions related to capital assets (Note 13)	359,982	341,789
Administration fees (Note 18)	243,330	268,833
Interest	4,945	3,448
<b>Total revenue</b>	10,550,325	10,154,957
<b>Expenses</b>		
Salaries and benefits	7,476,654	6,666,645
Amortization of capital assets (Note 7)	633,009	616,777
Program and childcare supplies	610,279	583,601
Utilities	565,541	550,686
Repairs and maintenance	454,824	377,711
Telephone and office supplies	306,206	348,685
Contractors	268,106	293,917
Management fees	174,685	187,565
Professional fees	151,720	130,209
Bank charges and interest on line of credit	113,714	112,850
Promotion	101,393	85,819
Leases and rents	85,356	82,447
Insurance	82,383	85,155
YMCA Canada dues	60,848	65,525
Interest on term loans (Note 12)	47,597	43,701
Travel and meals	46,572	27,843
Training and education	28,134	30,442
Bad debts	5,710	3,690
<b>Total expenses</b>	11,212,731	10,293,268
<b>Deficiency of revenue over expenses before other items and discontinued operations</b>	(662,406)	(138,311)
<b>Other items</b>		
Gain on disposal of capital assets	3,250	425
Provision for impairment of capital assets (Note 7)	(120,007)	-
	(116,757)	425
<b>Deficiency of revenue over expenses before discontinued operations</b>	(779,163)	(137,886)
<b>Discontinued operations (Note 20)</b>	251,382	(101,857)
<b>Deficiency of revenue over expenses</b>	(527,781)	(239,743)

The accompanying notes are an integral part of these financial statements





YMCA staff celebrate Pride Week.





**Above:**

Kingston Peace Medal Recipient Abigail Berube.

**To the left:**

Brockville Peace Medal Recipient Brenda Whiteford.





**On left:**

From left to right: Rob Adams, Theresa Lawrence, Jay Rayner, David Lawrence, Anita Mercier.

**Below:**

Peace Week awards with special speaker Tom Jackson.







**Above:**

Swim For Kids in Kingston.

**To the left:**

YMCA's Vicki Keith.



**Above:**

The Masquerade Ball in Brockville.

**To the right:**

Denzel leading Zumba at the Leon's Centre in Kingston.







**Above:**

The campaign goal reveal for the 2019 Strong Kids Annual Campaign kickoff. From left to right: Rob Adams, Anita Mercier, Richard Christie, Brent McIntyre, Hank Perrin (Pathways), Robert Kiley (city councillor), Jay Rayner.

**To the left:**

The new Functional Fitness Zone installed at both Kingston and Brockville YMCAs.