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Larry Lev

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Tom Taylor – chair elect

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Sukie P. Honeycutt

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Sara Fumagalli  
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Dorothy Kent  
Juliet C. Sproul  
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**Executive Director**  
Brandon Dowdy

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Lee Weeks

### BONITA SPRINGS BRANCH BOARD OF ADVISORS

**Chairman**  
Andrew DeSalvo

**Executive Director**  
Ryan Smiley

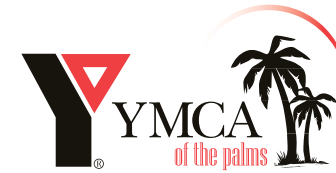
### Members

Tom Barber  
Tom Bringardner  
Dennis Church  
Minesh Dodia  
Ray Faubion  
Rick Gutierrez  
Debbie Harvey  
Hank Hochstetler  
Nancy Keefer  
Sandie Klassen  
Paul McGrath  
Dick Miller  
Colleen Murphy  
Marjorie Rubacky  
John Spear  
Don Thomson  
Deborah Tracy  
Patty Zehr  
David Zimmerman

## CORPORATE PARTNERSHIPS

Community support through key partnerships helped the Y provide low cost, or in many case free, programming during the year. We thank these YMCA Corporate Partners:

The Ace Group	ASG Software Solutions	Bank of America
Bigham Jewelers	Bonita Bay Group	DeVoe Automotive Group
Fifth Third Bank	Northern Trust	Orion Bank
Sovereign Homes	SunTrust Bank	Wal Mart



We build strong kids,  
strong families and strong communities.



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Bonita Springs, Florida 34135  
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**Greater Naples Branch**  
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# ANNUAL REPORT



2007

# Strong Kids, Strong Families, Strong Communities.

## WHO WE ARE

For nearly 40 years the YMCA of the Palms has been instrumental in addressing community needs. We are an organization based on traditional beliefs and values while looking at the future for innovation and new endeavors.



We are a community service organization that includes men, women and children of all ages, abilities, incomes, races, and religions regardless of ability to pay. We are spiritual in nature, regional in scope and community based. The mission of the YMCA is to put Judeo-Christian principles into action through programs that build healthy spirit, mind and body for all. Through all YMCA activities and programs, we strive to make a positive impact - to provide meaningful opportunities for individuals of all ages to experience personal growth and to foster the connections that build stronger kids, families and communities.

2007 was a year of great challenge. The economic conditions in SW Florida affected more than just the construction and real estate industry. The YMCA is undoubtedly more important than ever during these times and serving the community with less financial resources a continuing challenge. But serve we did. Consider these highlights:

- The YMCA purchased the site of the former Teddy Bear Museum and is in the process of opening the new Gaynor Child Development Center, enabling us to care for an additional 125 pre-school children each day.
- The Fourth Annual Sneaker Ball raised an all time high of over \$130,000 that will support children, families and individuals in our community.



- The 20th Annual Golf Tournament raised more than \$25,000 to support YMCA Splash, a week of free water safety instruction for youth. The YMCA of the Palms collaborated with the Collier County Parks & Recreation Department and the City of Bonita Springs to provide this program, serving over 400 children in four locations during their spring break.

- In a very difficult economic year, \$596,000 was raised in the YMCA Annual Support Campaign. These funds provided \$463,000 in direct financial assistance to children and families to assure their ability to participate in child care,

day camp and membership. They provided a safe, drug free night through Project Graduation for 1,100 graduating seniors and they provide funding for YMCA Splash, Healthy Kids Day, Family Fun Day and more.

- The YMCA of the Palms received a grant of \$150,000 from the Naples Children and Education Foundation to support underprivileged children in preschool child care.
- The Greater Naples Branch was recognized as the Southwest Florida Choice Champion award as Best Health Club.
- The Bonita Springs YMCA has been recognized by the News-Press Readers Choice Poll as the award winner for Best Health Club in Bonita Springs for three years in a row.
- The YMCA of the Palms was recognized as a Family Friendly Work Environment from the Naples Children and Family Alliance.
- The YMCA Tennis Center underwent a major renovation and now provides the best Har Tru clay courts in Collier County and surrounding areas.
- 55 community agencies joined with the YMCA to celebrate National Family Day on the Naples campus, which over 500 people attended.
- 75 policy volunteers and 824 program volunteers collectively donated 47,196 hours of service during 2007 in every way imaginable to the YMCA.

## WHERE WE ARE

The Bonita Springs branch finished their third year of service to the community.



Through joint ventures and collaborations, the Bonita Springs YMCA has become an integral partner with many organizations and groups in the South Lee County area, including key programming with the City of Bonita Springs, Bonita Springs Literacy Council, and as the host site for the American Cancer Society's Relay for Life and for the Mayor's Cup Tournament for Hispanic Men. In partnership with the Bonita Springs Assistance Office, \$25,000 was made available to support underprivileged children in experiencing summer day camp.

The Greater Naples branch, now close to 40 years old, continues to respond to community needs. The preschool early childhood education program operates at 100% of capacity with a very large list of families waiting to be part of the program. Senior programming grows in every way

with both social events and health and wellness classes expanding throughout the year. The April Healthy Kids Day event brought more than 500 people to the Naples campus to be introduced to healthy activities, healthy food choices and a healthier lifestyle.

The YMCA of Collier County Endowment fund continues to provide financial stability for necessary programs contributing more than \$100,000 in 2007 to support services to children. The YMCA Tree of Life, located in the lobby of the Naples facility, showcases our generous donors who give \$10,000 or more to the YMCA Endowment Fund. In addition, the Endowment Fund grew by over

\$500,000 in 2007 with two major gifts from friends of the YMCA. This assurance for continuing support remains a strong foundation for our future.

The YMCA of the Palms has been instrumental in addressing community needs. The YMCA is the charity of choice to so many because every dollar, every penny of each donation goes directly towards continuing the programs that have proven to make a difference in our community. Donations help immerse a child in the YMCA's world of positive values and guidance. Volunteers and staff raised \$596,614 during the 2007 Annual Support Campaign, which provides programs and services to hundreds of individuals in our community.



## WHERE WE'RE GOING

The purchase of the Teddy Bear Museum, a newly renovated Tennis Center, expanded collaborations with the City of Bonita Springs and other community agencies helps to solidify our long term strategic plan be the premier social service agency in the community. Continued upgrades to equipment, grounds and facilities are in store for the coming year.

Our YMCA legacy in the 21st Century is to build relationships that change lives. Our guiding principles are the beliefs and actions which enable us to fulfill our mission. They apply to our work internally and externally and provide guidance for every staff, volunteer and individual involved in your YMCA.

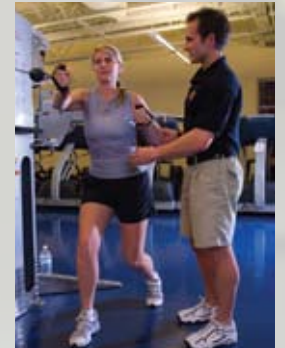
The Board of Trustees and the Branch's Board of Managers have set the following priorities:



- We will operate in a fiscally strong environment, enabling us to offer a wide range of activities and facilities to members and participants.
- We will actively seek more diversity in volunteer and staff, enabling us to be more reflective of the community we serve.
- We will be an active participant in community collaborations, enabling us to give back to the community that built and support us.
- We will increase membership units, enabling us to serve more individuals in achieving personal growth and excellence.
- We will expand child care services, enabling working parents to know that their children are in a safe and nurturing environment.
- We will operate in a mission driven association, enabling us to actively live the goal to put Judeo-Christian principles into action.

## FISCAL RESPONSIBILITY

The YMCA of the Palms ended 2007 in a deficit position. Requests from the community for financial support were strong and the YMCA mission made these calls difficult to ignore. Deficits from 2007 operations have challenged your YMCA to be diligent and methodical in making decisions pertaining to planned growth, member services and program offerings. Even with financial challenges, your YMCA served over 149,000 program participants and close to 35,000 members throughout the year.



2007 Revenue		2007 Expenses	
Contributions	\$940,038	Salaries/Benefits/PR Taxes	\$3,862,762
Government Contracts	\$213,315	Supplies/Services	\$1,080,012
Gifts from Endowment	\$122,101	Occupancy/Maintenance	\$927,419
Membership Dues	\$2,603,588		
Program Fees	\$2,084,723		
Other Revenue	\$81,061		
<b>*Total Revenue</b>	<b>\$5,581,762</b>	<b>*Total Expense</b>	<b>\$5,869,644</b>
		<small>*unaudited</small>	

## MEMBERSHIP & PROGRAM EXCELLENCE

Although 2007 was a challenging year financially, the number of people served continued to be a highlight of the year. Any YMCA is as strong as their membership, programs and the people served. We are honored to serve the number of people brought through our doors. The YMCA of the Palms is the sixth largest YMCA in the state of Florida. Key delivery numbers are highlighted on the chart below.

Program Participation		Membership Participation	
Aquatics	4,465	Preschool (1-5 years)	2,799
Day Camp	2,733	Elementary (6-11 years)	5,402
Child Care	2,140	Jr/Sr High (12-17 years)	5,202
Family Programs (includes child watch)	20,948	Young Adult (18-29 years)	6,126
Health & Fitness	87,132	Y Adult (30-54 years)	9,476
Youth Sports	3,153	Adult (55-64 years)	2,617
Adult Sports/Tennis	27,607	Older Adult (65+)	3,128
Teen Activities	1,251		
<b>Total</b>	<b>149,429</b>	<b>Total</b>	<b>34,750</b>