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Karla C. Hertzog	Ken Stein
Mike Hood	John Stiska
Gordon Johns	Tom Story

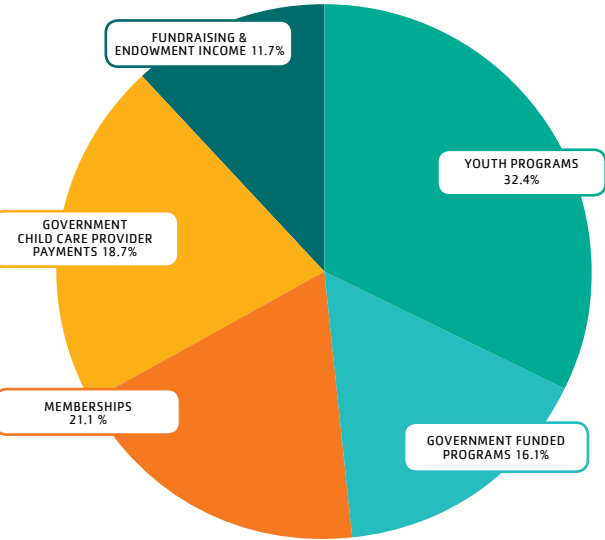
TEAM HEADQUARTERS LEADERSHIP

Baron Herdelin-Doherty	President & Chief Executive Officer
Steve Rowe	Executive Vice President & Chief Operating Officer (Retiring Dec. 2016)
Charmaine (Gudgeon) Carter	Executive Vice President & Chief Operating Officer (Nov. 1, 2016)
Paul Sullivan	Executive Vice President & Chief Financial Officer/ Operations
Kendra Borg	Senior Vice President & Chief Human Resources Officer
Shelly McTighe-Rippengale	Senior Vice President & Chief Development Officer
John Merritt	Senior Vice President & Chief Information Officer
Bernie Porter	Senior Vice President & General Counsel
Tina Williams	Senior Vice President Child & Youth Development
Rob Sauvajot	Group Vice President
Carolyn Woempner	Group Vice President
Sue Ball	Regional Vice President
Lisa D’Angelo	Regional Vice President
Laurie Goganzer	Regional Vice President
Tom Madeyski	Regional Vice President
Sarah Reese	Regional Vice President

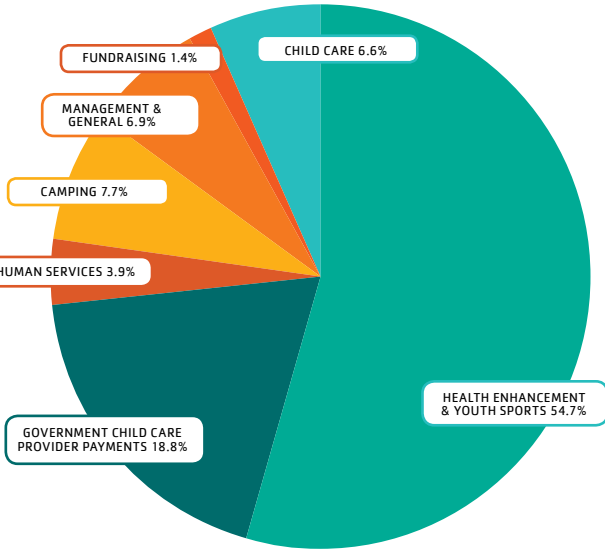
REVENUE AND EXPENSES

FY16 STATEMENT OF ACTIVITIES (UNAUDITED)

YMCA OF SAN DIEGO COUNTY  
TOTAL REVENUE - 2015-16 BUDGET \$170,611,000



YMCA OF SAN DIEGO COUNTY  
TOTAL EXPENSES - 2015-16 BUDGET \$169,893,000



GIVING OPPORTUNITIES

ANNUAL CAMPAIGN

The Annual Campaign is the “lifeblood” of the YMCA and is conducted annually by volunteers to secure charitable donations from individuals, companies, foundations and community organizations. These funds help to ensure that scholarships are available to those who need it.

HERITAGE CLUB

Established in 1979, the YMCA of San Diego County Heritage Club recognizes individuals and families who have made a direct (outright) gift or planned gift to the YMCA’s Endowment Fund. These gifts create a lasting legacy and ensure that our programs will always be accessible to those who need them most. Gifts may be directed to the YMCA of San Diego County and may be restricted to benefit a specific branch and/or program. Unrestricted gifts will be allocated to our general Endowment Fund.

FINANCIAL FACTS

- The YMCA of San Diego County is the second largest YMCA in the nation.
- Your YMCA is responsible for securing its entire operating budget locally. 100% of funds raised remain at the local Y.
- The YMCA is a 501(c)(3) tax-exempt organization. Tax ID #95-2039198.
- Contributions help to keep fees low and to provide scholarships for youth, families and seniors with an inability to pay.
- Government grants are primarily utilized to fund special projects conducted by our Youth & Family Services and Childcare Resource Service departments.
- Fundraising and administration costs are only 8%, making the YMCA of San Diego County one of the most cost-efficient nonprofits in the nation.
- Charity Navigator, which rates nonprofit organizations to provide clear, objective and reliable assessments of the financial health of such organizations, rates the YMCA of San Diego County with Four Stars - the highest ranking possible. Four Stars means the YMCA of San Diego County exceeds the industry standard and outperforms most charities financially in organizational efficiency and organizational capacity.

MAJOR FACILITIES



FOR YOUTH DEVELOPMENT®  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY



FOR YOUR INFORMATION

AN OVERVIEW OF THE  
YMCA OF SAN DIEGO COUNTY  
2016–2017



YMCA OF SAN DIEGO COUNTY  
3708 Ruffin Road  
San Diego, CA 92123  
858 292 9622  
ymca.org



ymca.org



ALL FAMILIES COUNT!

BRINGING PEOPLE CLOSER

By the year 2025, we will double our impact in the community by serving more people and increasing opportunities for quality family time.

AREAS OF FOCUS

We focus our work in three key areas, because nurturing the potential of kids, helping people live healthier and supporting our neighbors are fundamental to strengthening communities.

YOUTH DEVELOPMENT

At the Y, kids learn their ABCs, learn to share, learn about sportsmanship, build leadership skills and most importantly, learn how to be themselves. That makes for confident kids today and contributing and engaged adults tomorrow.

HEALTHY LIVING

Because the Y is for everyone, we bring together children, adults and families of all abilities like no other organization can. As a result, hundreds of thousands in San Diego County are receiving the support, guidance and resources needed to achieve greater health and well-being for their spirit, mind and body.

SOCIAL RESPONSIBILITY

Thanks to the generosity of volunteers and public and private donors who give to the Y, our community is stronger. Every day, we work side by side with our neighbors to make sure that everyone, regardless of age, income or background, has the opportunity to learn, grow and thrive.

OUR MISSION

The YMCA of San Diego County is dedicated to improving the quality of human life and to helping all people realize their fullest potential as children of God through the development of the spirit, mind and body.

ABOUT US

The YMCA of San Diego County was established in 1882 and touches the lives of nearly one out of every eight people in our community.

Total Members and Participants	395,427
Youth	158,613
Adults	226,623
Not disclosed	10,191
Annual Contributors	16,089
Heritage Club Members	1,229
Total Volunteers	4,789
YMCA Facilities	39
YMCA Childcare Resource Service Departments	4
YMCA Overnight Camps	3
YMCA Youth & Family Services Programs	20+
YMCA Child & Youth Development Programs	200+
Swimming Pools	24
Total Staff	5,102
Full-Time Staff	896
Part-Time Staff	4,206

\*All numbers represent final fiscal year figures ending June 30, 2016.



MEMBERSHIP

The Y is a nonprofit like no other. Be a member of something special.

BELONG TO A PLACE WHERE:

- Parents find a safe, positive environment for children to learn values, social skills and behaviors.
- Families come together to have fun and spend quality time with each other.
- Adults connect with friends, pursue interests and learn how to live healthier.
- Communities thrive because neighbors support each other and give back.
- We build relationships to support those in pursuit of health and well-being.
- Scholarships are offered to those who need it most.

PROGRAMS

- **Active Adults/Seniors**
- **Advocacy**
- **Camp**
- **Character Development**
- **Child & Youth Development**  
Before & After School Care, Preschool, Resource & Referral, Subsidy, Respite
- **Family Enrichment**
- **Global Services**
- **Group Interests & Lifelong Learning**
- **Health, Well-Being and Fitness**
- **Social Services**  
Critical Support for Families in Crisis
- **Swim, Sports, Gymnastics & Play**
- **Volunteerism and Giving**
- **Youth Education and Leadership Development**

MEMBERSHIP BENEFITS

- **State-of-the-Art Facilities, Equipment and Amenities:** newly renovated fitness and wellness centers, gyms, indoor and outdoor pools, skateparks, waterslides and splash pads
- **CONVENIENT ACCESS** to 17 locations in San Diego County
- **Group Exercise Classes:** Supporting all fitness levels with free premium group exercise classes including BODYPUMP™, Zumba, TRX, Pilates, Les Mills, yoga, functional training, group cycling, Tai Chi, water exercise classes, family/child classes and more
- Professional and nationally certified fitness and wellness experts
- Nutrition and weight management
- Specialized one-on-one or small group Personal Training and Personal Aquatic Training
- **FREE** fitness consultations and orientation
- **FREE** programs to get started on your wellness journey
- **FREE** kids’ fitness programs
- **SPECIAL RATES** for military membership
- **OPEN** 7 days a week
- **FREE** guest passes each year to invite your friends
- **FREE** on-site Child Watch while you work out
- **FREE** family programs and events
- **SPECIAL RATES** on programs, including adult sports, youth sports, camp and more
- **YOUTH PROGRAMS** including leadership development, Youth & Government and volunteer opportunities

YMCA LOCATIONS

<b>BORDER VIEW FAMILY YMCA</b>	(619) 428-9622
3601 Arey Drive, San Diego, CA 92154	
<b>COPLEY-PRICE FAMILY YMCA</b>	(619) 280-9622
4300 El Cajon Boulevard, San Diego, CA 92105	
<b>EAST COUNTY</b>	
<b>Cameron Family YMCA</b>	(619) 449-9622
10123 Riverwalk Drive, Santee, CA 92071	
<b>John A. Davis Family YMCA</b>	(619) 464-9622
8881 Dallas Street, La Mesa, CA 91942	
<b>McGrath Family YMCA</b>	(619) 462-9622
12006 Campo Road, Spring Valley, CA 91978	
<b>YMCA Gymnastics Center</b>	(619) 462-9622
2471 Jamacha Blvd., #102-104, El Cajon, CA 92019	
<b>JACKIE ROBINSON FAMILY YMCA</b>	(619) 264-0144
151 YMCA Way, San Diego, CA 92102	
Under Construction	
<b>JOE AND MARY MOTTINO FAMILY YMCA</b>	(760) 758-0808
4701 Mesa Drive, Oceanside, CA 92056	
<b>LA JOLLA</b>	
<b>Dan McKinney Family YMCA</b>	(858) 453-3483
8355 Cliffridge Avenue, La Jolla, CA 92037	
<b>Shepherd YMCA Firehouse</b>	(858) 459-1640
7877 Herschel Avenue, La Jolla, CA 92037	
<b>MAGDALENA ECKE FAMILY YMCA</b>	(760) 942-9622
200 Saxony Road, Encinitas, CA 92024	
<b>Gymnastics Center</b>	(760) 635-3070
6100 Avenida Encinas, Suite B, Carlsbad, CA 92011	
<b>MISSION VALLEY YMCA</b>	(619) 298-3576
5505 Friars Road, San Diego, CA 92110	
<b>Krause Family Skate &amp; Bike Park</b>	(858) 246-6731
3401 Clairemont Drive, San Diego, CA 92117	
<b>Toby Wells YMCA</b>	(858) 496-9622
5105 Overland Avenue, San Diego, CA 92123	
<b>PALOMAR FAMILY YMCA</b>	(760) 745-7490
1050 North Broadway, Escondido, CA 92026	
<b>PENINSULA FAMILY YMCA</b>	(619) 226-8888
4390 Valeta Street, San Diego, CA 92107	
<b>RANCHO FAMILY YMCA</b>	(858) 484-8788
9410 Fairgrove Lane, San Diego, CA 92129	
<b>Scripps Poway YMCA</b>	
<b>Camp and Sports Center</b>	(858) 484-8788
10481 Scripps Poway Parkway, San Diego, CA 92131	
<b>SOUTH BAY FAMILY YMCA</b>	(619) 421-9622
1201 Paseo Magda, Chula Vista, CA 91910	
<b>Childcare Administration</b>	(619) 421-9622
50 Fourth Avenue, Chula Vista, CA 91910	
<b>Eastlake Family YMCA &amp; Kari Lyn Sutherland Gymnastics Center</b>	(619) 421-9622
2311 Boswell Road, Suite 7, Chula Vista, CA 91914	

YMCA LOCATIONS

<b>SOUTH BAY FAMILY YMCA Cont.</b>	
<b>Sports Complex</b>	(619) 421-9622
2390 Boswell Road, Suite 300, Chula Vista, CA 91914	
<b>Goodrich Teen Center</b>	(619) 421-9622
820 Paseo Ranchero, Chula Vista, CA 91910	
<b>YMCA OVERNIGHT CAMPS</b>	(760) 765-0642
<b>YMCA Camp Marston</b>	
<b>YMCA Camp Raintree Ranch</b>	
PO Box 2440, Julian, CA 92036	
4761 Pine Hills Road, Julian, CA 92036	
<b>YMCA Camp Surf</b>	(619) 423-5850
560 Silver Strand Boulevard, Imperial Beach, CA 91932	
<b>YMCA CHILDCARE RESOURCE SERVICE (CRS)</b>	
<b>Childcare Subsidy, Respite Care, Health &amp; Behavioral Support</b>	(619) 521-3055
<b>Childcare Resource &amp; Referral</b>	(800) 481-2151
3333 Camino Del Rio South, Suite 400 San Diego, CA 92108	
<b>South County Office</b>	(619) 474-4707
Alternative Payment Program	
2602 Hoover Avenue, National City, CA 91950	
<b>Downtown Office</b> Stage 1 Child Care	(619) 521-3055
1750 5th Avenue, San Diego, CA 92101	
<b>Escondido Office</b> Stage 1 Child Care	(619) 521-3055
613 West Valley Parkway, Ste. 200 Escondido, CA 92025	
<b>Oceanside Office</b> Stage 1 Child Care	(619) 521-3055
1310 Union Plaza Court, Ste. 200 Oceanside, CA 92054	
<b>YMCA YOUTH &amp; FAMILY SERVICES (YFS)</b>	
<b>YFS Administration/Community Center</b>	(619) 281-8313
2929 Meade Avenue, San Diego, CA 92116	
<b>Counseling Center</b>	(619) 281-8313
4394 30th Street, San Diego, CA 92104	
<b>Kinship Support Services</b>	(619) 543-9850
4080 Centre Street, Suite 103, San Diego, CA 92103	
<b>Oceanside Complex</b>	(760) 721-8930
215 Barnes Street, Oceanside, CA 92054	
<b>Oz San Diego</b>	(858) 270-8213
(Residential teen shelter with family counseling)	
3304 Idlewild Way, San Diego, CA 92117	
<b>TAY Academy &amp; Well-being Annex</b>	(760) 908-9373
(YFS Services at Palomar Family YMCA)	
1050 North Broadway, Escondido, CA 92026	
<b>Turning Point Transitional Living Program</b>	(619) 640-9774
(Homeless youth housing with case management)	
4145 Swift Avenue, San Diego, CA 92104	
<b>YMCA OF SAN DIEGO COUNTY</b>	
<b>Team Headquarters</b>	(858) 292-9622
3708 Ruffin Road, San Diego, CA 92123	