

FISCALLY RESPONSIBLE

STEWARDS OF YOUR MEMBERSHIP FEES AND CHARITABLE GIFTS

Our board of directors and staff are stewards of the resources you provide with your membership dues and our donors provide through charitable gifts. We take this responsibility seriously.

Membership fees continue to be our largest source of revenue. They're vital for the basic costs of operating the Y such as personnel, utilities, insurance and supplies. Currently, we have approximately 65% of the members we had pre-pandemic. This is a substantial loss of revenue for us. And, while it reduces some of our costs, the reduction isn't proportional.

At the same time, like everywhere else, we're experiencing rising costs. Wage costs have increased as have supplies and equipment. The Consumer Price Index shows a rise of 5.4% over the last 12 months. We've certainly noticed it. At the same time, we haven't increased membership fees since January, 2019. Fees will increase as of January 1, 2022; but by just 3%. This increase averages just \$1.54 per month (including sales tax), with youth memberships increasing just \$.50 per month and the average household just \$1.96. We appreciate your understanding of the need for this small increase.

As we head into another year of an ongoing pandemic, we're optimistic that we've turned a corner. Vaccination rates are rising slightly in Marion County and case counts are coming down. Although we'll be living with COVID-19 for the foreseeable future, perhaps it won't be as impactful as it has been to date. In 2020 and 2021, our Y took advantage of both the Payroll Protection Program loan and Employee Retention Credit federal support programs. These programs helped greatly in making up the loss of membership and program revenue through the pandemic. In addition, we've experienced a growth in child care which is both meeting a community need and providing income.

Finally, we've been fortunate to have built a modest reserve due to charitable gifts that were unrestricted or were part of a capital / debt reduction campaign. The majority of this reserve came from the Gerald A. Davis Trust. Jerry Davis was a long time Y volunteer, member and supporter. We're forever grateful to him and his family for his generous gift through his trust. Because of this generosity, we recently made a significant principal payment on our capital debt reducing it to just \$1.8 million. Ten years ago, this debt was \$6.8 million. Our remaining reserve is allowing us to recover from the pandemic while maintaining our facility, maintaining our services to you and maintaining our commitments to the community.

If you have any questions about membership fees, charitable giving or any aspect of the Y's finances, please don't hesitate to contact our Executive Director, Theresa Lubke.

MEMBERSHIP DISCOUNT PROGRAM

ENSURING OPPORTUNITIES FOR ALL

Our Y is committed to lessening any financial barriers to being part of the Y. Our Membership Discount program reduces the membership fees based on your household size and income.

Applying is easy... just download a simple application from marionymca.org/financialaid/ and drop off at the Y's Service Center along with required documentation. Or, stop in and pick up an application. We encourage individuals with annual income of less than \$40,000 to apply. We encourage households with annual income of less than \$65,000 to apply although this threshold goes up for households with four or more people.

If you have any questions, call Heather Walsh at 740-725-9622.



BE HEALTHY, BE STRONG, BELONG

"The Y is a real asset to the community....I see the Y as a helping hand, encouraging everyone, and making its facilities available with programs for anyone: from the very young toddlers in child care and swim lessons to the older adults in Yoga. For disadvantaged people, everyone can find their place through the Membership Discount Program.

Thank you to all who make this possible." – YMCA Member



MEMBERSHIP CATEGORIES & FEES effective Jan 1, 2022

All bank drafts, credit card drafts & payroll deductions change to the new rates on Jan. 1, 2022

| MEMBERSHIPS | Monthly Automatic | Annual | Joiner |
|---|-------------------|-------------------|-------------|
| Youth Ages 9 – 17 | \$17.10 | \$205.15 | None |
| Young Adult Ages 18 – 29 | \$32.02 | \$384.30 | \$25 |
| Young Adult Household <i>Head(s) of Household 18 - 29 yrs. with kids</i> Includes one or two adults with children and the head(s) of household is between 18–29 If two adults live in the household, both must be under the age of 30. | \$50.14 | \$601.67 | \$60 |
| Adult Ages 30 & Older | \$43.76 | \$525.10 | \$40 |
| Household I <i>2 Adults & Children</i> Includes two adults & their children through the age of 24, sharing the same residence. | \$67.19 | \$806.31 | \$60 |
| Household II <i>1 Adult & Children</i> Includes one adult and their children through the age of 24 sharing the same residence. | \$58.67 | \$703.99 | \$60 |
| Dual Adult <i>2 Adults</i> Two adults, sharing the same residence married, engaged or defining themselves as mutual significant others. | \$65.07 | \$780.82 | \$60 |
| Household IV <i>Extended Family</i> Includes any of the above categories, plus up to 2 additional adults age 25 & over sharing the same residence; or up to 4 additional related children who don't share the same residence (i.e. grandchildren). | \$88.52 | \$1,062.29 | \$60 |
| Virtual 1 person per membership. Access to a library of workouts, challenges, Marion YMCA Private Facebook Fitness group and more. | \$13.00 | \$156.00 | None |

Financial Assistance is available. Individuals with annual income of less than \$40,000 and households with annual income of less than \$65,000 are encouraged to apply.

**MEMBER APPRECIATION
PAY FOR 2022 AT 2021 RATES
AND RECEIVE A \$50 GIFT CERTIFICATE FOR Y PROGRAMS**

As a current Y member, you may pay in full for 12 months any time during the months of November and December at our current membership fees. If you're currently paying monthly, just come in, change to annual pay and pay for 12 months. If you're on annual or semi-annual, come in on or before December 31 and pay for an additional 12 months at today's rates.

Current members who make this change will also receive a \$50 YMCA gift certificate to use towards Y programs. Gift certificates may be used towards youth sports, child care, summer day camp, swimming lessons, personal training, water exercise classes and more. Gift certificates are non-transferable, can't be applied to membership and have no cash value. Must be used by December 31, 2022. See website marionymca.org for full details and restrictions on gift certificates.



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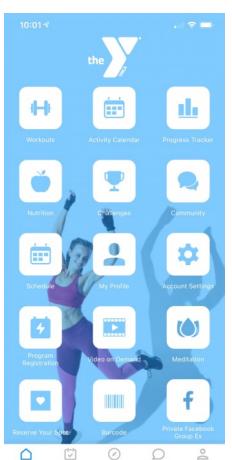
MARION FAMILY YMCA
WOPAT YMCA CENTER
645 Barks Road East, Marion, OH 43302
P 740 725 9622 F 740 389 1287
WWW.MARIONYMCA.ORG

NEW FITNESS EQUIPMENT

We're always replacing and adding to our state-of-the-art fitness equipment. In the Wellness Center we've enhanced cross training areas with a Marpo Rope Trainer and Tire Trainer. We added a new ab bench, Rogue Ohio Bars and two new Precor Ellipticals. On order and coming soon are two LifeFitness Arc Trainers, an additional half rack and platform, Rogue bumper plates, a Hammer Strength hip and glute machine,

MARION FAMILY YMCA CONNECT APP

WE'RE MOBILE FOR A STRONGER CONNECTION
Included in your membership at no additional cost!



The Y's Mobile App is a comprehensive digital community experience that opens up opportunities for you to live healthy, receive and give support, obtain updates, and connect with other Y members and groups. Whether you do it to keep up with your fitness goals, stay up to date on your children's programs, or meet up with one of your groups for a walk, jog, or a cup of coffee; we'll help connect you and keep you connected within the Y's friendly community.

In addition to the current fitness content, **NEW IN JANUARY is Y Wellness 24/7**. This additional platform is an added benefit to your membership available through the YMCA Connect App or through any web browser. Y Wellness 24/7 offers 130 live streamed classes per week, plus an extensive library of on-demand content. You can get a preview at <https://ywellness247.org> (you won't be able to log in until we launch in January).

DOWNLOAD THE APP on your phone If you are an active member and have been set up with a Marion Family YMCA Connect account, but have not downloaded the app, choose an app store and search for Marion Family YMCA Connect, install. Once installed, use the email/password you received to activate your account. This information was in an email with the subject "Activate your member account for Marion Family YMCA." You must have a valid email address on file with the Y to receive an activation invitation. If you haven't received an invitation or can't find it, just ask at our Service Center and we'll send you a new one. All features of the app are also available on a desktop or tablet through your web browser.

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HELPING YOU LIVE BETTER



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MARION FAMILY YMCA

WOPAT YMCA CENTER

645 Barks Road East, Marion, OH 43302

November 2021

www.marionymca.org

November 2021



A Newsletter for Marion Family YMCA Members and Friends

IN THIS TOGETHER MEMBER BENEFITS

Thank you for being a member, for being part of our work to strengthen our community, and for letting us be part of your journey through this pandemic. Over the past 18 months, we've pivoted, adjusted and changed so that we could nurture the potential of youth, help people be healthy and well, and keep people connected to one another.

As a member, you have access to our many member benefits...some are new based on changing times and others are returning traditions.

Benefits include:

- Access to our amazing facility with two gymnasiums, state of the art Wellness Center, indoor track, Family Wellness Center, two pools, hot tub, saunas, steam rooms and more.
- Marion Family YMCA Connect App, a free mobile app with barcode check-in, link to Facebook Live Virtual Fitness Classes, ability to register for programs, and hundreds of workouts and challenges.
- Y Wellness 24/7 starts in January: over 130 live streamed classes per week available from anywhere and 100s of classes on-demand led by the best Y instructors from around the country. Y Wellness 24/7 will be available in Marion exclusively to our members.
- Group Exercise Classes (land), virtual Facebook live exercise classes and Child Watch at no additional cost.
- Twice per year Pick a Perk where you choose your perk such as a voucher towards programs or guest passes to share with your friends.
- Nationwide access to Ys across the country.
- Y Connect appointments with a Wellness Coach to help you meet your health and well-being goals (returns this month).
- Discounts on child care and summer camp fees serving children ages 3 through 12.
- Discounts on most programs [compare Youth Basketball League \$62 for those not a member and just \$31 for members!].
- Frequent Member Awards, recognizing our most frequent members with monthly drawings (returns this month).
- Free session of swimming lessons when members turn 3 and 6 years old.

We've also reinvested in the facility to better meet your needs. In the past year, the W. Keith Davis Natatorium has received an upgrade with new air heating, cooling and dehumidification system for the 8 Lane Pool, re-caulking and painting both pools, new heater for the Small Pool, scraping and repainting the ceiling, painting the deck and painting the walls. Still to come is a new air heating, cooling, and dehumidification unit for the Small Pool and blinds for the 8 Lane Pool. Other facility improvements include concrete repairs at the front entrance, caulking the building envelop, re-grouting showers and steam rooms, and new pieces of fitness equipment.

The Y is many things to many different people. At the same time, however, there is a common thread – an underlying, emotional foundation – that binds and strengthens everyone connected to the Y – no matter what, who, when or where. We may be different things for different people, but everyone is inspired by and drawn to the Y for the same emotional, spiritual and physical reasons. **Thank you for being part of the Y.**

