

Panel 4 -
Life span
Health

COVER SHEET 2017 GRANTS - ORRVILLE AREA UNITED WAY

AGENCY NAME: Orrville YMCA

Mission Statement: To put Christian principles into practice through programs that build healthy spirit, mind and body for all.

AGENCY DIRECTOR/PRESIDENT: Name Dean Gogolewski

Telephone 330.683.2153 Fax 330.683.0068 E-Mail d.gogolewski@orrvilledalton-ymca.org

Board President: Name Rev Bill Seymour III

Address 128 Cherry St City Orrville E-Mail 65bill3@gmail.com

Compute your Agency's overhead using your most recent 990 using this formula	
Add Management & General (Part IX, Line 25, Column C)	\$ <u>136,932</u>
Fundraising (Column D)	+ \$ <u>8,469</u>
	= \$ <u>145,401</u>
TOTAL	
Divide total by Part VIII, Line 12, Column A (Total Revenue)	<u>20.78%</u>

Program Funding Requests:

1) Children's Programs New Request? No

Funded 2016 \$ 27,000 2017 Requested \$ 40,000

2) Helping In Hard Times New Request? No

Funded 2016 \$ 15,000 2017 Requested \$ 20,000

3) Promoting Health + Wellness New Request? No

Funded 2016 \$ 15,500 2017 Requested \$ 20,000

4) _____ New Request? _____

Funded 2016 \$ _____ 2017 Requested \$ _____

\$ 80,000 Sum Total of all Dollars Requested for 2017

I affirm that I have reviewed this application for funding, and, to the best of my knowledge, confirm that the information presented here is a financially, statistically, and programmatically accurate representation of our agency.

[Signature]
Chief Professional Officer Signature

Bill Seymour III, Board President
Board President or Treasurer' Name (Please indicate which)

9-8-16
Date
[Signature]
Board President or Treasurer's Signature

9-8-2016
Date

2017 Program Information

Please use a separate form for each program.

1. Agency: Orrville YMCA

2. Program Name: Promoting Health and Wellness

A. Based on the targeted outcomes of this program, from which of the following community impact areas are you requesting funding?

Nurturing Children & Youth

(Provides positive outcomes that help children and youth succeed in school and develop into successful adults)

Helping In Hard Times

(Provides emergency assistance: food, shelter, clothing, and legal help)

Developing Life Skills

(Provides positive outcomes with programs that enable individuals and families to become more emotionally, physically, and/or financially stable)

Promoting Health & Wellness

(Provides positive outcomes with programs that enable individuals and families to have access to prevention and/or treatment in the health arena, enabling them to become and/or stay healthier emotionally, physically, and/or financially)

B. Is this Program

New program

Expanded program

Continuation of a previously funded program

3. Please complete the following for each program:

<u>\$20,000</u>	+	<u>\$251,000</u>	=	<u>\$ 271,000</u>
Funds Requested From OAUW		Funds Requested/Received From Other Sources		Total Program Funds

4. If previously funded program, are you asking for increased dollars of support?

Yes No

5. If yes, why are you requesting more money?

- As a benefit of membership to the YMCA, land and water fitness classes are included at no additional cost. We have added some newer classes, which include Pound and Water Zumba. We continue to increase the number of classes offered at various times to better meet the needs of our community. We offer classes for all ages, such as Silver Sneakers. The participants in this class are a consistent and close knit group, creating a strong sense of belonging. Classes are offered at the Orrville YMCA and the Shady Lawn Retirement Center. The group includes members from the surrounding areas, such as Dalton, Kidron, Wooster and Apple Creek.

6. If your program was not funded for the full amount you requested for 2015, what impact did this have on your program? What adaptations did you have to make?

- The ability to offer services to adults, seniors, and families would be significantly altered. The funding supports Forever Young, Senior Trips, nutrition seminars, and child watch. All of these programs are targeting the underserved audiences in our community. The Forever Young program offers the local seniors a place to come together, have a meal, socialize and learning opportunities. The Kid Strong program promotes physical and mental fitness, increased self-esteem, and provides nutrition information in a fun environment. Child watch offers a safe place for children to go while their parents are participating in programs at the Y.

7. How will the agency adapt this program next year if your requested funding level cannot be met or if a decision is made that the program will not be funded at all next year?

- The programs would be diminished; in particular the Forever Young & Senior Trips and the child watch program hours would be significantly decreased. We would also need to reevaluate the frequency and number of land and water classes offered.

8. Please describe the fees and reimbursements associated with this program.

- Staff for senior programs – Forever Young, etc.
- Staff for Child Watch services – a safe place to go while mom/dad work out
- Instructors – land and water fitness

Fees:

Sliding Fee Schedule:

- Scholarships are award based on a Federal Sliding fee scale, which is based on income and number of individuals in the household.

Insurance Reimbursement:

- Healthways (Silver Sneakers) pay per participant visit, up to 12 visits per month.
- Primetime (Silver and Fit) pays depending upon monthly participation.

Government Subsidies:

- None.

Community Impact

8. Describe the target population and eligibility requirements for the Program:

- Our target population includes Orrville, Dalton, Marshallville, Smithville and Rittman. Those eligible would be those in the community who are financially unable to participate in a health and wellness programs due to inability to pay. The sliding fee scale is based on the national poverty guidelines.

9. What agencies or programs in the community provide similar services? Please be specific about how we can differentiate this program from others

- Aultman Hospital currently offers a fitness center; however, the focus is on rehabilitation for sports injuries and surgeries.
- Zephers also provides adult fitness programs at an additional charge above membership fees but they do not offer the benefits of a pool or other types of community programming. The Y provides services for all ages, toddlers to very wise adults, which is a unique aspect of the Y.

Impact Analysis

10. Describe the targeted outcomes of this program. In other words, you ran this program, you gave clients certain skill sets, you increased their knowledge, and you treated their illness, which is all good. But how have you changed the lives of those people, and as a result, our community?

- Increased cardiovascular health, muscle strength, flexibility, mobility
- Improved mental and spiritual outlook and provided opportunities for positive interpersonal relationships with others
- Provided nutritional information for healthier lifestyles
- Provided a safe environment for children while their parents are using the fitness facilities
- Provided lifelong learning through developmental sports programming
- Community programs (which include Healthy Kids Day, Active Older Adult Programs-Forever Young, etc.)

Please include the following information in your narrative *and limit this to 2 pages:*

• **Description of the activities and resources you use to accomplish these outcomes**

The Y offers a large variety of classes and programs to meet the needs of the community. Classes include: Strength Training, Yoga, Cardio Step, Zumba, Kettle Bell, Cycling, POUND, and Silver Sneakers classes. The water classes include Aquacise (a shallow water class), Aqua Jog (a deep water class), a certified arthritis class, and this year we added a Water Zumba class. The Y is the only center in the area to offer year-round water fitness classes and lap swimming. The Y is a warm water pool and the main facility for swim lessons in the area and we are the only pool to offer water arthritis classes for adults.

To promote physical activity for youth the Y offers programs such as soccer, t-ball, gymnastics, dance, swim lessons, and swim team. The Y hosts home swim meets for Orrville High School. Additionally, the Y has a Learn to Swim program for third and fourth graders at significantly reduced rates. This program offers swim lessons to local area schools. To date we have provided lessons to Kingsway Christian School, Orrville, Smithville, Dalton, Central Christian and the Home School community.

Community programs include Forever Young, Euchre Club, and many special events offered throughout the year which include Healthy Kids day, an Active older adult day, and blood drives.

Our inter-agency collaborations also include Boys and Girls Clubs, Wayne County Counseling Center, and American Red Cross. The Y works with the Wayne County Counseling Center to provide programs for a number of their clients. The Y and the Boys and Girls Club are collaborating to provide non-duplicated sports programs, which include football, basketball, soccer, and developmental T-ball.

• **Information about the tools you use to measure outcomes**

The three tools used include a Par-Q, orientation, and fitness assessments.

The fitness staff uses a Par-Q (a participant health questionnaire) to provide health information related on the individual. The orientation includes a tour of the Y, fitness center protocols, and proper use of the equipment based on the needs of the individual. The assessments include body mass index (BMI), blood pressure, heart rate, flexibility, endurance and strength. The fitness center recently purchased a new blood pressure cuff and pulse oximeter to assist in the assessment process.

• **Dialogue about the challenges you face in measuring the success of the program**

Scheduling members to receive assessments in a timely manner and consistent involvement are some of the challenges. Following orientations, the fitness staff will introduce the individuals into a small class or activity to best meet the needs of the participant, thus increasing participation and creating a higher level of engagement. The staff will call the participant by name, introduce to others, thus helping to develop a stronger connection and sense of community. Having created a welcoming environment, participants will continue to be engaged and increase participation.

• **Specific information about the recorded outcomes you achieved last year**

We instituted and updated the Par-Q as a mandatory component of the wellness program. Orientations have increased in numbers due to the front desk and fitness working together to provide convenient and timely appointments. Assessments and personal training appointments are now scheduled through the front desk to streamline the process. Pervious assessment and personal training appointments were scheduled only through the fitness director.

• **Discussion of whether or not your outcomes met, exceeded or fell short of your desired outcomes**

The move to Shady Lawn has been very successful. We continue to serve not only the residents of Shady Lawn, but the residents of Dalton and Kidron. We have had additional recent requests from other retirement centers to offer off site programs.

Program Outputs

11. Define a unit of service. If it is not possible to define one unit, please state why.

Remember that whatever the method of measurement, you are consistent from year-to-year.

- A unit is an individual

12. Complete the following if the agency is seeking United Way funding for this program.

Year	Number of Clients in zip codes 44667, 44618, 44645	Number of Clients in all of Wayne County	Clients on a Waiting List
2015 Actual	4743	5132	0
2016 Projected	4770	5190	0
2017 Projected	4800	5300	0

13. Unit Cost: Please explain changes either up or down in your cost.

Year	Individuals or Units of Service	Total Cost of Program	Unit Cost (Cost/Units)
2015 Actual	5703	\$353,114.88	\$61.92
2016 Projected	5730	\$270,000.00	\$47.12
2017 Projected	5760	\$275,000.00	\$47.47

14. Individuals served

Last year (actual): 5703
 This year (projected): 5730

Client Demographics

14.

	NUMBER
Types of Clients: Individuals	5703
Information & Referral, Brochures	
Organizations	

PLEASE COMPLETE THE INFORMATION FOR INDIVIDUAL CLIENTS ONLY	
Age Group: Under 5	491
6 thru 12	701
13 thru 17	466
18 thru 34	804
35 thru 54	1282
55 thru 64	405
65 thru 74	1549
75 thru 84	
85 and over	
Unknown	5
TOTAL INDIVIDUALS	100%*
Gender: Male	2742
Female	2956
Unknown	5
TOTAL INDIVIDUALS	5703

	NUMBER		NUMBER
Household Income:		Ethnic/Racial Background:	
\$0 thru \$11,999		White	
\$12,000 thru \$14,999		Black or African American	
\$15,000 thru \$24,999		Hispanic or Latino	
\$25,000 thru \$49,999		American Indian or Alaska Native	
\$50,000 thru \$74,999		Asian	
More than \$75,000		Native Hawaiian or Pacific Islander	
Unknown	5703	Unknown	5703
TOTAL INDIVIDUALS	5703	TOTAL INDIVIDUALS	5703

*NOTE: All TOTALS should be the same number

Grants & Collaborations

Orrville Area United Way - Complete this form for each applicant program

Date: 9/8/2016

Agency: Orrville YMCA

Program: Promoting Health & Wellness

Please respond in writing to the following questions:

1. What would happen if your program were to disappear?
If the Promoting Health & Wellness program were to disappear educating the community would become more difficult. As a convenience, members will stop by to get their blood pressure and heart rate measured or pick up some information on nutrition that they may not be able to get anywhere else. The majority of our participants are elderly and have limited opportunities to go many places.
2. What would happen if you were not to receive the requested amount?
If we were not to receive the requested amount, program cuts would have to be made.
3. Specifically, how would decreases in your grant impact your programming:
 - a. 25% decrease? – Reduced assistance for people in need.
 - b. 50% decrease? – Reduced assistance and program component cuts.
 - c. 75% decrease? – Reduced assistance and component elimination, (Silver Sneakers programming at Shady Lawn in Dalton).
4. What other organization/s provide/s the same or similar services/programs?
Aultman Hospital provides similar services and may take insurance reimbursements. Zyphers provides a place to work out and class options but no discounts for those in need.
5. Specifically, how are you collaborating with other agencies/organizations?
Currently we are working with other agencies through meetings like Growing Healthy Habits where we share ideas and look for ways to team up and help each other.
6. What services/programs for which you are requesting support are complementary services in collaboration with other entities?
None

**Orrville Area United Way
Supplemental Agency Questions**

Orrville YMCA
Agency Name

09-08-2016
Date

Please check the appropriate box in answer to each question.

	Yes	No	Don't Know
Does the agency have checks/balances and distribution of responsibilities such that tasks such as opening mail, paying bills, signing checks, bookkeeping, producing internal financial reports do not rest in the hands of too few persons?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Have the board and top administrative officers discussed/reviewed/agreed upon what is appropriate in terms of division of these responsibilities?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Does the agency have a board approved Fiscal Policy?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Did the auditor meet with the board and top administrator to discuss audit results?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Does the board conduct an annual evaluation of the top administrative officer?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are the evaluation results in written form?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Does the agency have written by-laws to which they adhere?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Does the board and/or a Financial Committee or Executive Committee review complete financial statements monthly including cash flow statements?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are the agency goals/objectives/plans in written form?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Do the agency by-laws/guidelines specify a length of term for board members?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Are board members required to rotate off the board for some minimum amount of time upon completion of some maximum time of service?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Is the agency currently compliant with guidelines for submitting an Audit including the management letter, 990, Agency Agreement, and Verification of Registration with the State of Ohio Attorney General's Office to United Way?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
What percentage of your Board financially supports your agency?	100%		

Bill Seymour, Board Chair
Governing board representative (name, title)

Dean Gogolewski, Executive Director
Administrative official (name, title)

Orville YMCA Board Member Attendance

Name	LAST	CLASS	9/22/15	10/27/15	11/16/15	1/5/16	1/26/16	2/23/16	3/22/16	4/26/16	5/24/16	6/28/16	7/26/16	8/23/16	TOTAL ATTENDED
RETURNING CLASS															
Harold	Hochstetler	16	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
David	Rohrer*	16	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	8
David	Jensen	17		✓	✓			✓	✓	✓	✓	✓	✓	✓	10
Bill	Seymour*	17	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
Dapne	Silchuk-Ashcraft*	17	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	11
Ken	Gable*	18	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
Eric	Hochstetler	18	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
Tammy	Lyons*	18	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
Doug	Rawlings	18	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	8
NEW CLASS															
Keith	Amstutz*	19							✓	✓	✓	✓	✓	✓	5
Tom	Poulson	19							✓	✓	✓	✓	✓	✓	7
Tony	Rohrer*	19							✓	✓	✓	✓	✓	✓	6
John	Ronccone*	19							✓	✓	✓	✓	✓	✓	5
RESIGNED															
Melissa	Renner*	18	✓		✓		✓	✓		Resigned					4
Andrew	Neimes	17	✓	✓	✓	Resigned	- moved								3

* Board Members receiving services at the Orville YMCA (9 of 15)

**Orrville YMCA
Three Year Budget Analysis**

FISCAL YEAR - JANUARY1 - DECEMBER 31

Revenue

Acct.	Name	2015 Actual	2016 Projected	2017 Proposed
0100	Contributions	62,932.90	50,149.54	50,000.00
0300	Special Events	30.75		0.00
0500	Legacies and Bequests			
	Public Support Received Directly	\$62,963.65	\$50,149.54	\$50,000.00
0700	Contributed by Associated Organizations			
0800	Allocated by Federated Funding Org.	90,950.01	57,651.14	60,000.00
0900	Allocated by Unassociated Funding Org.			
1000	Fees and Grants from Govt Agencies	96,465.75	56,361.70	58,000.00
	Public Support Received Directly	\$187,415.76	\$114,012.84	\$118,000.00
1100	Membership Dues	237,623.52	247,650.94	270,000.00
1300	Program Service Fees	174,057.15	170,035.13	175,000.00
1400	Sales of Supplies and Services	944.36	1,175.97	2,000.00
1500	Investment Income	-2,527.26	2,033.33	2,500.00
1600	Miscellaneous Revenue	20,311.15	16,818.67	17,000.00
1700	Support/Revenue Allocated to National			
1800	Inter-YMCA Allocations of Revenue			
1900	Other Changes in Fund Balances			
	Revenue	\$430,408.92	\$437,714.04	\$466,500.00
	Total Revenue	\$680,788.33	\$601,876.42	\$634,500.00

Expenses

Acct.	Name	Actual	Projected	Proposed
2100	Salaries and Wages	519,994.38	358,899.82	354,000.00
2200	Employee Benefits	14,300.36	7,012.11	7,080.00
2300	Payroll Taxes	44,609.72	33,488.79	32,920.00
2400	Purchased, Contract or Donated Services	31,317.11	87,037.56	80,000.00
2500	Supplies	24,699.78	25,531.58	25,000.00
2600	Telephone	2,408.80	2,424.51	2,400.00
2700	Postage and Shipping	1,367.69	1,116.70	1,200.00
2800	Occupancy	93,248.67	88,411.42	84,600.00
2900	Equipment - Expendable or Rented	16,487.96	2,208.27	3,000.00
3100	Printing, Publications and Promotions	13,542.71	4,280.83	5,000.00
3200	Travel and Employee Expenses	1,670.77	1,378.35	2,000.00
3300	Conferences, Conventions and Meetings	477.68	154.29	500.00
3400	Specific Assistance to Individuals	4,292.48	1,625.23	1,000.00
3500	Membership Dues in Other Organizations	14,376.95	15,682.01	15,000.00
3600	Awards and Grants	7,774.25	4,213.42	4,800.00
3700	Financing Costs	7,318.81	7,203.00	7,000.00
3800	Other Insurance Premiums	-5,244.22	1,722.86	4,000.00
3900	Miscellaneous Expenses	6,874.99	4,759.63	5,000.00
4000	Depreciation or Amortization	117,273.84	117,273.84	117,273.00
	Expenses	\$916,792.73	\$764,424.23	\$751,773.00
NET		-\$236,004.40	-\$162,547.81	-\$117,273.00

Prior to depreciation we were -118K in 2015 and are projecting a -45K loss for 2016 both funded by proceeds from the sale of the Dalton YMCA facility in 2014

Budget Explanations

Salaries and Wages

Orrville YMCA entered into a Management Agreement with the YMCA of Central Stark County and the Executive Directors Salary is in Contracted Services. Also eliminated several positions that were no longer necessary.

Contra Services

Orrville YMCA entered into a Management Agreement with the YMCA of Central Stark County and the Executive Directors Salary is in Contracted Services.