

YMCA-WEIU  
Board of Directors  
Date: January 19, 2021

Minutes

**Present:** Dale Buchberger, Gary Guariglia, Jessica Kolodzie, Jeff Carlberg, JD Delmonico, Mike Byrne, Marie Nellenback, Ally Colvin, Dawn Wayne, Rachel Stowell, Amy Fuller, Patrick Carbonaro, Dan Rivers, Mike Tamul, David Tehan

**Excused:** Chris Rheaume, Kathleen Cuddy

**Staff Present:** Chris Nucerino, Amy Wallner, Denise Tabone, Dorothea Hughes

**\*\*This meeting was held via Zoom due to the Coronavirus restrictions\*\***

**Call to Order:** Marie Nellenback called the meeting to order at 4:46pm

**Approval of Consent Agenda: Acknowledgement of Conflict of Interests, December 15th Board Minutes**

1<sup>st</sup> Motion to Approve: Jeff Carlberg    2<sup>nd</sup> Motion to Approve: Mike Byrne    Approved Unanimously

**Finance Committee:**

In absence of a Finance Committee meeting the week before due to the passing of Jim Courtney and Steve Komanecky, Denise Tabone reviewed the financials. She reviewed the summary report and not the branch statements. These December financials are unaudited and interim reports as we make end of the year entries and resolve the PPP grant. We are currently (\$391K) expenses exceeding income. This is due to our closure and slow return to program and membership. This does not include the PPP loan money totaling \$740K which will hopefully be forgiven. Membership is at 54% of budget and program revenue is down significantly due to restrictions. French/Metcalf funds did come in December, \$43K, \$40K for operations and \$3K for youth scholarships (ASC). We received Youth Bureau money \$8K and United Way money. YTD ASC Auburn is at \$88K and Skaneateles is at \$27K. Members that wished their dues be donated to the totaled \$6K. Estimated loss for 2020 without PPP is (\$342K). Once PPP is factored in we will finish at a surplus of \$185K.

Denise Tabone reviewed the revised Cash Flow Statement. She included the PPP Loan in the cash flow statement on both sides now of the statement. Unemployment is adjusted to \$119K projected for the year. Cash on hand at the end of the year is at \$399K. That will be enough to cover the first 6 months of 2021, however with the remaining year being losses as well this will become a problem if we do not secure additional funds.

1<sup>st</sup> Motion to Approve: David Tehan    2<sup>nd</sup> Motion to Approve: Gary Guariglia    Approved Unanimously

**PP2:** A board resolution was presented for everyone to review. It authorizes Chris Nucerino, CEO to apply for \$650,000. After some discussion there was a motion to approve.

1<sup>st</sup> Motion to Approve: Gary Guariglia    2<sup>nd</sup> Motion to Approve: JD Delmonico    Approved Unanimously

**Audit 2020:** Denise indicated that fraud interviews have been conducted and she met with the auditor for a few hours to kick off the process. Official start will be late February.

**Passing of Jim Courtney and Steve Komanecky:**

Marie offered her comments and sympathies to the staff over the loss of these two Y leaders. Chris shared some of his thoughts as well. We have honored Jim by naming the A Gymnasium after him last summer and Chris will work with the board and staff on a proper acknowledgement of Steve when appropriate.

**YMCA/SCC Management Agreement discussions:**

We have not heard back from the SCC Trust or Bill Marquardt about our response to their term sheet. We sent that Dec. 14<sup>th</sup>, 2020. After much discussion and frustration the board asked that Chris write a letter to Bill asking for his response. Chris will share that with the Executive Committee before sending off to Bill tomorrow Jan. 20<sup>th</sup>, 2021. It

was indicated that in that letter we state that if we do not hear back we will communicate with the rest of the SCC Trust Board.

**Executive Committee:**

**Board Development.** Marie asked for any names of folks to be shared with Dale or Chris so that the Governance Committee can continue to compile potential board candidates. Chris indicated we have had some board members share their thoughts. A list was sent out to all board members looking for millennials ages 25-40.

**Strategic Planning** – Marie shared that will be beginning a new Strategic Planning process. The Executive Committee will be meeting on the 26<sup>th</sup> with MaryKay Polston, NYS Alliance to be briefed on the process.

**CEO Report:** Emerson Foundation - \$180K we were unable to achieve this grant. It was more than the foundation had committed to other charities and with the data that was provided they were wondering what this grant would do for us to help sustain operations. What was there to help beyond? At the time of submission all we had was a 1<sup>st</sup> Quarter projection for 2021. Chris spoke with Dan Fessenden and they agreed to touch base again after the first of the year.

**Meeting Adjourned:** Adjourned at 5:45pm.

**Next Scheduled Meeting** – **Tuesday, February 23rd, 2021 @ 4:45pm**

Respectfully submitted,

Chris Nucerino

YMCA-WEIU  
Board of Directors  
Date: February 23, 2021

Minutes

**Present:** Dale Buchberger, Jessica Kolodzie, Jeff Carlberg, JD Delmonico, Mike Byrne, Marie Nellenback, Rachel Stowell, Amy Fuller, Dan Rivers, Mike Tamul, David Tehan

**Excused:** Chris Rheaume, Kathleen Cuddy, Gary Guariglia, Ally Colvin, Dawn Wayne, Patrick Carbonaro

**Staff Present:** Chris Nucerino, Amy Wallner, Denise Tabone, Dorothea Hughes, Stephanie Bales

**\*\*This meeting was held via Zoom due to the Coronavirus restrictions\*\***

**Call to Order:** Marie Nellenback called the meeting to order at 4:49pm

**Approval of Consent Agenda: Acknowledgement of Conflict of Interests, January 19th Board Minutes**

1<sup>st</sup> Motion to Approve: Mike Tamul 2<sup>nd</sup> Motion to Approve: Amy Fuller Approved Unanimously

**Finance Committee:**

Denise Tabone reviewed the financials. She reviewed the summary report and not the branch statements. She reviewed EOY 2020 Financials with adjustments but not audited. EOY adjustments included the PPP loan which was forgiven \$739,900, deferred membership revenue \$62K and Investment income \$378K. On the expense side adjustments were made in payroll \$41K, Unemployment \$108K and Depreciation \$280K. EOY income exceeded expenses by \$678K.

January 2021 financials were also reviewed. Expenses exceeded revenue by \$8K. This is \$23K better than budgeted. Membership is at 44% of what was budgeted for 2020. Contributions were up for the month by \$10K due to end of year gifts continuing in to 2021. Program Revenue down \$10K due to slow return of programs. This is mostly due to SACC not starting until mid January due to the pandemic and school closures. Contracts and Grants were up for the month due to hockey payments. Salaries were down for the month due to program closures. There were savings in Occupancy (maint. Repairs) and dues (NY Y Alliance fees deferred to April).

Denise Tabone reviewed the revised 2021 Cash Flow Projection. She included the PPP2 Loan (\$619K) in the cash flow statement. Cash looks good due to the insertion of the PPP2 loan. We did receive notification from the SBA via M&T that our PPP1 Loan was forgiven. We have secured the PPP2 loan in our account.

1<sup>st</sup> Motion to Approve: JD Delmonico 2<sup>nd</sup> Motion to Approve: Mike Tamul Approved Unanimously

**Roof Replacement Auburn Y:** A board resolution was presented for everyone to review. It authorizes Chris Nucerino, CEO to apply for up to \$152K for the replacement of 2 roofs in Auburn. The Building and Risk Committee has done its due diligence and chose the contractor after 3 quotes were provided. The Finance Committee recommended the loan so that we can have the cash on hand. If we are able to pay off a portion or all of the loan early later in the year or in the near future we can do that then. 7 year loan at 3.25%. After some discussion there was a motion to approve.

1<sup>st</sup> Motion to Approve: David Tehan 2<sup>nd</sup> Motion to Approve: Jeff Carlberg Approved Unanimously

**Governance Committee:**

Dale reviewed the list of nominations and expired terms of board members that was sent to everyone ahead of the meeting. Dale asked for any discussion on those folks being nominated or potential nominees. JD indicated he had an addition to the list of Tom Fernandez. It was suggested that we provide a small bio on each nominee to the board and we secure one on each current board member. Chris explained the process that was done to secure the nominees by current board members and the committee.

After the discussion there was a motion to approve the slate:

1<sup>st</sup> Motion to Approve: Jessica Kolodzie 2<sup>nd</sup> Motion to Approve: Dan Rivers Approved Unanimously

## **YMCA/SCC Management Agreement discussions:**

Marie updated the committee on the activities of the past month. David spoke with Charlie Wallace and Gary spoke with Mike Besaw. There was a thought that an article would go out to the community after the end of year plea went out that the Y was flush with cash and was still asking for money. That ended up not happening due to the conversations David and Gary had. Bill Marquardt had asked Chris to respond with how much the Y would be depositing in to the SRCT's capital endowment fund. The Executive committee responded with the amount of money we have set aside and that we can make a deposit once an agreement is finalized. Marie shared that Bill indicated they were working on a triple net lease. A meeting of representatives from the Y (Marie, Patrick, David and Gary) along with reps from the SRCT (Bill and David Allyn and Mike Besaw) will be occurring in the very near future.

## **Executive Committee:**

**Strategic Planning** – Marie shared that we had delayed the new Strategic Planning process due to the on-gings with the SRCT management agreement. Chris will be arranging for a new meeting with MaryKay Polson in the near future.

**CEO Report:** Chris shared the membership report that was distributed to the board ahead of the meeting. With the new software we are looking for feedback on what the board would like to see. Any feedback is welcomed.

Committee Definitions were reviewed. We need to add the HR Committee to the bylaws. No other edits were needed at this time.

Chris shared that the staff is pressing forward with the ASC with staff and current campaigners. This is the normal time of year we would be doing this and do not want to miss out. We will be looking at how we fundraise in the future.

Chris and Dorothea shared about the SYCC hosting a movie scene from a company in Liverpool in the natatorium at the end of March. It could generate \$6K for the Y.

Chris indicated that the Y's Annual Meeting will be virtual this year. It will be on March 16<sup>th</sup> at 4:45pm. Invites will be sent out by the end of the week.

**Meeting Adjourned:** Adjourned at 5:45pm.

**Next Scheduled Meeting – Tuesday, March 16th, 2021 @ 4:45pm**

Respectfully submitted,

Chris Nucerino

YMCA-WEIU  
Board of Directors  
Date: March 16, 2021  
Minutes

Annual Meeting of the Auburn YMCA – WEIU

**\*\*This meeting was held via Zoom due to the Coronavirus restrictions\*\***

**Call to Order:** Chris Nucerino called the meeting to order at 4:47pm. Chris welcomed everyone to the Annual Meeting and communicated that we are “Forever Grateful” for our donors, volunteer’s, members and staff. Chris introduced Marie Nellenback, Chair for her opening thoughts about the past year.

Marie opened the business portion of the meeting. Denise Tabone, CFO reviewed the financial dashboard and hit the highlights of the year financially.

Marie then introduced Dale Buchberger, Vice Chair and Chair of the Governance committee to put forth the nominations for officers and new and returning board members. Those folks are as follows:

**Officers**

Chair	Marie Nellenback
Vice Chair	Dale Buchberger
Treasurer	Gary Guariglia
Secretary	Rachel Stowell

**Recommended for Nomination to the Class of 2024**

To Serve:

Dale Buchberger	(Serving 3rd 3 year term)
Amy Fuller	(Serving 3rd 3 year term)
Jessica Kolodzie	(Serving 3 <sup>rd</sup> 3 year term)
Dawn Wayne	(Serving 3 <sup>rd</sup> 3 year term)
Claire Sargent	(Serving 1 <sup>st</sup> 3 year term)
Freddie Wilson	(Serving 1 <sup>st</sup> 3 year term)
Lucas Ferrin	(Serving 1 <sup>st</sup> 3 year term)

Dale called for a verbal vote from those members in attendance. Charlie Wallace made the motion and Gary Guariglia made the second. After no further discussion the vote was unanimous. However, since we are holding the meeting virtually, there was a link to cast your vote electronically placed in the chat box for those that wanted to use that or share it with other members. That link will be open for 24 hours only.

Marie then closed the business portion of the meeting.

Chris recognized and thanked our board members that are leaving the board. Those folks are:

**Class of 2021**

David Tehan	leaving board - 3rd 3 year term completed
Dr. Jeff Carlberg	leaving board – 3rd 3 year term completed
Chris Rheume	leaving board – 2 <sup>nd</sup> 3 year term completed

Chris then recognized the full board, committees, donors/partners and staff.

Program:

Chris reviewed the March 2021 Community Impact Report.

Chris then spoke about honoring the legacies of Jim Courtney and Steve Komanecky. A slide show of pictures and an open forum for those that wanted to share their memories about these two fine men was provided. A Scholarship Fund has been put in place at the Y by Chris Courtney, Steven Komanecky and Casey Komanecky to honor their fathers.

Marie adjourned the meeting at 5:30pm.

**Next Scheduled Meeting – Tuesday, April 20th, 2021 @ 4:45pm**

Respectfully submitted,

Chris Nucerino

YMCA-WEIU  
Board of Directors  
Date: April 20, 2021

Minutes

**Present:** Dale Buchberger, Jessica Kolodzie, JD Delmonico, Mike Byrne, Marie Nellenback, Amy Fuller, Dan Rivers, Mike Tamul, Gary Guariglia, Ally Colvin, Dawn Wayne, Claire Sargent, Freddie Wilson III

**Excused:** Rachel Stowell, Kathleen Cuddy, Patrick Carbonaro, Luke Ferrin

**Staff Present:** Chris Nucerino, Amy Wallner, Dorothea Hughes, Stephanie Bales

**\*\*This meeting was held via Zoom due to the Coronavirus restrictions\*\***

**Call to Order:** Marie Nellenback called the meeting to order at 4:47pm

**Approval of Consent Agenda: Acknowledgement of Conflict of Interests, March 16th Board Minutes**

1<sup>st</sup> Motion to Approve: Dale Buchberger 2<sup>nd</sup> Motion to Approve: JD Delmonico Approved Unanimously

**Finance Committee:**

Approval of 2020 Audited Financials and 990. These were reviewed by the Finance Committee on April 13<sup>th</sup> in which the entire board was invited to be a part of and listen to our auditors presentation of the results of the audit.

1<sup>st</sup> Motion to Approve: Marie Nellenback 2<sup>nd</sup> Motion to Approve: Dale Buchberger Approved Unanimously

Gary Guariglia reviewed the March financials. Gary reviewed the summary report and not the branch statements. Income exceeded expenses by \$32K. This is \$55K better than budgeted. Membership is at 56% of what was budgeted for 2020. Contributions were up for the month by \$11 due to an unexpected amount of \$17K coming from the Doris Near Bier Fund as a reconciliation payment from 2019. Rental revenue up \$32K due to SYHA payment and a Movie that was hosted at the branch and we received a payment of \$17K (we will net about \$22K). Program Revenue up \$8K due to camp registration that is going very well. Salaries, supplies and Occupancy costs are all under control. Due to a payment issue dues are up for the month as we elected to pay our dues to the NYS Y Alliance in March instead of February.

Chris Nucerino reviewed the revised 2021 Cash Flow Projection. He indicated that actual for the first quarter are input and Denise has expanded the projection through September. We are currently budgeting 68% if 2019 Membership dues and 70% summer program fees of 2019. Included in the spreadsheet is the PPP2 Loan (\$619K) in the cash flow statement which we will use all of through April 2021. Cash looks good due to the insertion of the PPP2 loan. Chris shared that we are working with our auditor to hopefully apply for the ERTC (Employee Retention Tax Credit) through the federal government. This will be for salaries in May and June 2021.

1<sup>st</sup> Motion to Approve: Mike Tamul 2<sup>nd</sup> Motion to Approve: Dale Buchberger Approved Unanimously

**Strategic Plan Board Resolution for Approval:** A board resolution was presented for everyone to review. It states: The Auburn YMCA - WEIU Board of Directors instructs Chris Nucerino, CEO to develop and implement a planning process for our YMCA that solicits the input of the board, staff and key community stakeholders. The Auburn YMCA - WEIU is intent on strengthening its ability to achieve its mission, vision and values by defining its desired impact in the community and implementing its key organizational, programmatic and operational strategies. The board agrees on the importance of planning and requires the full support of staff and volunteers, as well as support from the YMCA of the USA's resource team.

That the board establishes a planning task force to work with the CEO in implementing an appropriate process to consider community needs, organizational capabilities, and resource requirements, and upon acceptance of a draft by this board to oversee the implementation steps and monitor progress. This committee shall be chaired by TBD.

The plan will reaffirm the Auburn YMCA - WEIU mission - establishing a community impact statement and supporting organizational strategies. The committee will recommend a plan, approved by the board and

implemented by staff and board, for thinking and acting strategically across the organization, aligning programs and operations with the higher organizational strategies of the YMCA. Specifically designed strategies help align the organizational structure and build a culture of change focused on the advancement of social impact. The CEO and management team will develop programmatic and operating strategies that will lead and guide performance annually. It is recognized that this planning process calls for full integration of the plan into annual staff performance objectives, the board's annual plan of work and the association's annual budget.

1<sup>st</sup> Motion to Approve: Gary Guariglia 2<sup>nd</sup> Motion to Approve: Dale Buchberger Approved Unanimously

**YMCA/SCC Management Agreement discussions:**

Marie updated the board on the activities of the past month. There was much discussion. Marie shared that we at a separate meeting or at our May board meeting take some time to fully update the board on our relationship with the SRCT and discuss our future relationship with them. They have responded to our term sheet. The response was a mix between a management agreement and a lease agreement. We thought and had been told by Bill Marquardt that we were all working on a lease agreement. The Executive Committee is working on the completion of our response back to them with a new term sheet for a lease agreement that will be to them this week. The meeting of representatives from the Y (Marie, Patrick, David and Gary) along with reps from the SRCT (Bill and David Allyn and Mike Besaw) did occur on March 12th. The SRCT reps brought up regionalization and our folks agreed that although it is not off the table (in terms of joint ventures and possible shared services) we believe it should not be in a lease agreement.

**CEO Report:** Chris shared the membership report that was distributed to the board ahead of the meeting.

**Meeting Adjourned:** Adjourned at 5:53pm.

**Next Scheduled Meeting – Tuesday, May 18th, 2021 @ 4:45pm**

Respectfully submitted,

Chris Nucerino

YMCA-WEIU  
Board of Directors  
Date: May 18, 2021

Minutes

**Present:** Dale Buchberger, Jessica Kolodzie, Marie Nellenback, Amy Fuller, Dan Rivers, Gary Guariglia, Dawn Wayne, Claire Sargent, Rachel Stowell, Luke Ferrin

**Excused:** Ally Colvin, Kathleen Cuddy, Patrick Carbonaro, Freddie Wilson III, Mike Tamul

**Staff Present:** Chris Nucerino, Amy Wallner, Dorothea Hughes, Stephanie Bales

**\*\*This meeting was held via Zoom due to the Coronavirus restrictions\*\***

**Call to Order:** Marie Nellenback called the meeting to order at 4:48pm

**Approval of Consent Agenda: Acknowledgement of Conflict of Interests, March 16th Board Minutes**

1<sup>st</sup> Motion to Approve: Gary Guariglia 2<sup>nd</sup> Motion to Approve: Dawn Wayne Approved Unanimously

**Finance Committee:**

Gary Guariglia reviewed the April financials. Gary reviewed the summary report and not the branch statements. Expenses exceeded income by \$13K for the month. This is \$41K better than budgeted. Membership is at 56% of what was budgeted for 2020. Skaneateles is up 61% in membership and Auburn 56% compared to 2019. Contributions were up for the month by \$5K. Rental revenue up \$12K due to SYHA payment and a final payment for the movie that was hosted at Skaneateles. Program Revenue up \$10K due to camp registration that is going very well and swim team and lifeguard classes in Skaneateles. Salaries, supplies and Occupancy costs are all under control. Equipment line was up for the month by \$5K due to the purchase of spin bikes from Mirabeau.

Denise Tabone reviewed the revised 2021 Cash Flow Projection. She indicated that actual for the first quarter are input through April and she has expanded the projection through the end of the year. We are currently budgeting 69% of 2019 Membership dues and 70% program fees of 2019. Included in the spreadsheet is the PPP2 Loan (\$619K) in the cash flow statement which has been used completely. Chris is working on forgiveness with M&T. Their portal is not yet open. Cash looks good this year. Not in this spreadsheet is the reimbursement from NYS for Unemployment Insurance - \$108K. That should be coming soon. We did submit for the ERTC (Employee Retention Tax Credit) through the federal government. First installment is \$70K with a possible total of around \$150K by end of June when the program ends.

1<sup>st</sup> Motion to Approve: Marie Nellnback 2<sup>nd</sup> Motion to Approve: Amy Fuller Approved Unanimously

**ASC – Board Campaign –** Kicked off tonight. Marie spoke about the importance of the board to give. She shared that Chris had emailed the board earlier in the day the many different ways they can give. Chris showed those ways on his shared screen. Amy Wallner had also emailed everyone their pledge form with their history of giving. You can give on our website through the Giving tab, on our Made at Camp (send a kid to camp) Campaign site or turn in your pledge.

**Strategic Plan Committee Chair announcement:** Marie shared that Gary Guariglia has agreed to chair the committee. She thanked him and Gary said a few words about why he was excited and committed to this endeavor. We are looking for one more board member to join the group. Please contact Gary, Chris or Marie.

**Membership/Program Committee Chair announcement:** Marie announced that Dan Rivers will be serving as Chair of this committee and thank him for his help. The future of membership will be their main project to start out.

**Community Needs Assessment Survey:** Chris reminded folks to complete the survey that was email to them last week and to please help us reach as many people as possible by sharing the information along with the link and the QR code. This will be very helpful to the Strategic Planning Committee's work.



**CEO Report:** Chris shared the membership report that was distributed to the board ahead of the meeting. Chris also shared about the Well Being Collaborative – a partnership with the Cincinnati Y along with other Y's from all over the country. There will be a sharing of content, the theme will be Summer Out Loud and we will be focusing on connecting with families of all kinds in our community. There will be a 3 week family challenge involving a passport in July and this will be open to everyone in our community. Chris also shared that the roof replacement project in Auburn has begun and that the foyer floor on our driveway side has been replaced as well.

**Executive Session:** Marie asked for a motion to go in to Executive Session.

1<sup>st</sup> Motion to Approve: Dale Buchberger 2<sup>nd</sup> Motion to Approve: Jessica Kolodzie Approved Unanimously

**YMCA/SCC Management Agreement Update**

**Meeting Adjourned:** Adjourned at 5:20pm.

**Next Scheduled Meeting – Tuesday, June 15th, 2021 @ 4:45pm**

Respectfully submitted,

Chris Nucerino

YMCA-WEIU  
Board of Directors  
Date: June 15, 2021

Minutes

**Present:** Dale Buchberger, Jessica Kolodzie, Marie Nellenback, Dan Rivers, Gary Guariglia, Dawn Wayne, Claire Sargent, Rachel Stowell, Luke Ferrin, Freddie Wilson, Ally Colvin, Mike Tamul

**Excused:** Jessica Kolodzie, Kathleen Cuddy, Patrick Carbonaro, Amy Fuller

**Staff Present:** Chris Nucerino, Amy Wallner, Dorothea Hughes, Stephanie Bales

**\*\*This meeting was held via Zoom\*\***

**Call to Order:** Marie Nellenback called the meeting to order at 4:47pm

**Approval of Consent Agenda: Acknowledgement of Conflict of Interests, May 18th Board Minutes**

1<sup>st</sup> Motion to Approve: Mike Tamul 2<sup>nd</sup> Motion to Approve: Dawn Wayne Approved Unanimously

**Finance Committee:**

Gary Guariglia reviewed the May financials. Gary reviewed the summary report and not the branch statements. We are currently (\$93K) expenses exceeding income YTD. This is due to our closure and slow return to program and membership. Membership continues to grow slowly. Skaneateles is seeing some more significant growth. Revenue is at 61% of where we were in 2019 at the same time period. For the month Contributions were up \$17K and YTD up \$37K. Little League sponsorship money came in \$8K and \$13K from United Way which was anticipated in June not May. Rental revenue is up due to Ice rentals. Membership revenue met budget for again. Salaries were up for the month due to UPK program. Professional Services was up for the month due to our audit bill coming in which was just a timing issue and payments for Active software. Occupancy was up due to the payment for the alarm system in Skaneateles \$8,800. Supplies were up for the month as suspected by \$6K but YTD are under budget by \$18K

Denise Tabone reviewed the revised 2021 Cash Flow Projection. Cash at end of the month was \$1,171,000. Operationally we are projected to have a loss of (\$122K). Actual are stated through May. Projections are planned out for the rest of the year to the best of our ability. Cash projected for end of year will be \$554K estimated.

1<sup>st</sup> Motion to Approve: Marie Nellnback 2<sup>nd</sup> Motion to Approve: Dale Buchberger Approved Unanimously

**ASC – Board Campaign –** Marie spoke about the importance of the board to give and asked folks to do so as it is our responsibility as board members.

**Strategic Plan Committee Report:** Gary shared that we have met and are in the process of recruiting more members from the community to join us. So far, we have recruited Amy Roller, Amy Sargent, John/Jen Dalziel, Brian Muldrow. Chris has reached out to Camille Johnson who has provided a couple of names to serve as well. Gary also shared the Draft Timeline for the process with the board.

**Community Needs Assessment Survey:** Chris reminded folks to complete the survey and to share it with friends and colleagues and on their social media. So far we have 298 responses and our goal is 600.

**YMCA/SCC Management Agreement Update:** Marie and Gary provided an update. Gary mentioned that he spoke with Mike Besaw from the Trust. They had just finished up their retreat the week prior. Part of that retreat was our management agreement. Mike felt it went positive and that it was stated what would WG Allyn want? Gary felt that that meant the Y would be the manager of the facility. We would hear back in the next couple of weeks and a meeting with Marie and Bill Allyn would possibly take place now mid July.

**CEO Report:** Chris shared the membership report that was distributed to the board ahead of the meeting. Chris also shared about the Well Being Collaborative – a partnership with the Cincinnati Y along with other Y's from all over the country. Stephanie Bales, Director of Communications spoke in more detail about the Family Challenge and the Summer Out Loud. Chris updated the board on the roof replacement project which should be completed this week.

**Meeting Adjourned:** Adjourned at 5:39pm.

**Next Scheduled Meeting** – July and August only if necessary

Respectfully submitted,

Chris Nucerino

YMCA-WEIU  
Board of Directors  
Date: June 15, 2021

Minutes

**Present:** Dale Buchberger, Jessica Kolodzie, Marie Nellenback, Claire Sargent, Rachel Stowell, Ally Colvin, Amy Fuller, Patrick Carbonaro

**Excused:** Kathleen Cuddy, Dan Rivers, Dawn Wayne, Freddie Wilson, Gary Guariglia, Luke Ferrin, Mike Tamul

**Staff Present:** Chris Nucerino, Amy Wallner, Dorothea Hughes, Stephanie Bales

**\*\*This meeting was held via Zoom\*\***

**Call to Order:** Marie Nellenback called the meeting to order at 4:51pm

**Approval of Consent Agenda: Acknowledgement of Conflict of Interests, June 15th Board Minutes**

1<sup>st</sup> Motion to Approve: Dale Buchberger 2<sup>nd</sup> Motion to Approve: Jessica Kolodzie Approved Unanimously

**Testimonial:** Camp Y Owasco – postponed until next month.

**Review of Potential New Board Members:** Dale reviewed the potential list of board members with the board. Of those names the following potential board members are interested in serving on the board: Chris White, Bob Scarborough and Mike Balestra. The board members assigned to recruit those staff will follow up along with Chris to ensure they are informed of the details and commitment of being a Y board member. There were no negative feelings about any of the candidates and some positive statements were shared as well from the board.

**Finance Committee:**

In lieu of Gary's absence, Denise reviewed the August financials. Denise reviewed the summary report and not the branch statements. We are currently \$1.017 million revenue exceeding expenses YTD. Membership continues to grow incrementally. Membership is at 73% of where we were in 2019 at the same time period. For the month Contributions were up \$17K due to an early payment from the United Way. Contracts and Grants line YTD is significantly ahead of budget due to the PPP2 (\$619K) and the ERTC (\$285K). Program revenue is up for the month and YTD due to a very strong summer camp program at all sites. Salaries were up for the month due to expanded programming and some overlap of new/old directors coming/leaving. Supplies were up for the month due to increased enrollment at camp, YTD still under budget by \$16K.

Denise reviewed the revised 2021 Cash Flow Projection. Cash at end of the month was \$1.7Million. Operationally we are projected to have a surplus of \$915K million as an association. Cash projected for end of year will be \$1.5million estimated.

1<sup>st</sup> Motion to Approve: Patrick Carbonaro 2<sup>nd</sup> Motion to Approve: Dale Buchberger Approved Unanimously

**Review/Approval of Cash Allocations:** Chris reviewed certain opportunities we have to secure our future as a result of the cash position we are in. Distributed to the board was a sheet outlining those opportunities. It was put forth as a motion to do the following: 1. Pay off debt totaling \$180K (boiler lease and roof loan) 2. Pay back our endowment the money we have taken in 2021 totaling \$85,500 and not taking our draw for the rest of the year which would have totaled another \$28,500. The board also agreed that we would revisit other opportunities at the end of the year. Those opportunities included; funding camp, maintenance and SYCC reserves, not taking a draw from investments in 2022 and having the Camp and Building and Risk Committees review the asset list and begin preparing for capital projects.

1<sup>st</sup> Motion to Approve: Marie Nellenback 2<sup>nd</sup> Motion to Approve: Patrick Carbonaro Approved Unanimously

**Endowment Report** – Chris shared a presentation on the Endowment Funds. Chris described the process, goals and current status of those funds.

**Strategic Plan Committee Report:** Chris in lieu of Gary shared that there was a committee meeting in July where we met each other and reviewed the community needs assessment common themes. Rob Totaro from the NY Y Alliance presented the information. In light of the summer, no further meetings were held and we will be reassessing our timeline and updating it to reflect a more accurate time frame for the process. Next tasks are to hold a focus group meetings in each community and conduct community leader 1 on 1 interviews.

**YMCA/SCC Management Agreement Update:** Marie provided an update. We currently are finalizing a response to the SCC's latest response. That will be delivered to the SCC by the end of this week. Negotiations have shifted back towards a management agreement vs. a lease. We have not agreed to a few of their requests...one of which was that they would like to have a say in operations in its entirety if they feel they have a need to.

**CEO Report:** Chris shared that UPK has had to go remote until Oct. 1<sup>st</sup> due to COVID and staff shortage. This will go in to affect September 24, 2021.

Chris also shared that Hurricane Fred did some significant damage to Camp Y Owasco. In particular the road. Chris made an insurance claim for the damage to the road and some lost/damaged equipment. The road portion has been denied. Chris met with JD Delmonico to review why and how we can prevent this in the future. It seems that "surface water" or flooding is not something that can be easily covered by insurance. The Y has been working on making the repairs and trying to help prevent this in the future by working with Skaneateles Excavation. These repairs will cost us \$30-\$35K.

Stephanie Bales, Director of Communications presented all of the great things she has been working on over the summer and what is coming up for the fall in terms of marketing and communications. A document was shared at the meeting that outlined this information.

**Meeting Adjourned:** Adjourned at 5:47pm.

**Next Scheduled Meeting** – October 19, 2021

Respectfully submitted,

Chris Nucerino

YMCA-WEIU  
Board of Directors  
Date: Oct 19, 2021

Minutes

**Present:** Dale Buchberger, Jessica Kolodzie, Marie Nellenback, Claire Sargent, Rachel Stowell, Ally Colvin, Dan Rivers, Patrick Carbonaro, Freddie Wilson, Gary Guariglia

**Excused:** Amy Fuller, Kathleen Cuddy, Dawn Wayne, Luke Ferrin, Mike Tamul

**Staff Present:** Chris Nucerino, Amy Wallner, Dorothea Hughes, Stephanie Bales

**\*\*This meeting was held via Zoom\*\***

**Call to Order:** Marie Nellenback called the meeting to order at 4:47pm

Chris Nucerino made the announcement that he has resigned his position of CEO.

**Executive Session:** Marie then went in to executive session.

Executive session ended at 5:35pm.

**Approval of Consent Agenda: Acknowledgement of Conflict of Interests, September 21st Board Minutes**

1<sup>st</sup> Motion to Approve: Marie Nellenback 2<sup>nd</sup> Motion to Approve: Dale Buchberger Approved Unanimously

**Finance Committee Report:**

Denise reviewed the income statement for the association, the cash flow statement hitting the highlights. Denise reported that we have paid off our 2 loans (boilers/roofs) and paid back our Endowment fund. We are now debt free. She also discussed where she was at with the staff on the development of the 2022 budget. She will attempt to have something in place by the board meeting next month. Membership rates for 2022 were shared with the board ahead of time and at the meeting. Further discussion can be had at the presentation of the 2022 budget and November's Finance Committee meeting. Chris shared that we have not received the 2020 Financial Benchmark Report from YUSA yet. We typically share that at this month's board meeting according to our Governance calendar.

**Review of Potential New Board Members:** Dale reviewed the potential list of board members with the board. Of those names the following potential board members are interested in serving on the board: Chris White, Bob Scarborough and Mike Balestra. The board was unable to approve these candidates due to not having a quorum for the vote. A few board members had to leave the meeting by this point. This will be addressed at the next board meeting.

**Strategic Planning Committee:** Gary informed the board that this will be put on hold for now.

**CEO Report:** Chris informed the board that there is now a section for the board to use for information on board information and committee minutes. Information will be sent to the board on how to access that soon.

**Meeting Adjourned:** Adjourned at 6:05pm.

**Next Scheduled Meeting** – November 16, 2021

Respectfully submitted,

Chris Nucerino

YMCA-WEIU  
Board of Directors  
Date: November 16th,2021

**Present:** Lucas Ferrin, Dale Buchberger, Marie Nellenback, Rachel Stowell, Dawn Wayne, Amy Fuller, Dan Rivers, Gary Guariglia, Claire Sargent, Jessica Kolodzie, Freddie Wilson III

**Excused:** Ally Colvin, Patrick Carbonaro,

**Staff Present:** Denise Tabone, Melissa Cartner, Dorteia Hughes, Amy Wallner, Stephanie Bales

This Meeting was held via Zoom

**Call to Order:** Marie Nellenback called this meeting to order at 4:52

**Staff Presentation:** Melissa Cartner Camp Director had a few comments about the 2021 Camp season. She read a testimonial from a parent of campers who came to every week of resident camp. The mother of Ella and Dominic Noble wrote how camp was important to her children where the kids could be themselves, calling camp a second home. The kids learned chess and looked up to their counselors. She was happy leaving her kids in the staff's hands.

**Approval of Consent Agenda: Acknowledgement of Conflict of Interests, October 19th, 2021 Board Minutes**

1st Motion to approve Dale Buchberger, 2nd Motion Dawn Wayne, Approved Unanimously

**SCC negotiations:** Patrick Carbonaro reached out today with plans to meet up. Looking to meet the week after Thanksgiving. Dan Fessenden and Meg O'Connell have agreed to act as facilitators. There are some terms we cannot agree on.  
Dale Buchberger and Denise Tabone will be involved.

**Finance:** Finance committee met in October

Gary Guariglia reviewed. Gary reviewed the summary report.

Contributions are over by about 13k for the month with a donation of \$25K from the Metcalf and French Foundations, part of that donation will be allocated to camp for the purchase of mattress and replacing one of the main decks and new doors at Preschool in Auburn.

Rental revenue over budget in October by \$23K due to Skaneateles Ice rentals.

Contracts and Grants running ahead of budget by roughly \$80K related to the child care stabilization grant. We will receive this grant month over month through February from the state, allocated to the Y depending on the amount of employees dedicated to child care.

Membership Revenue is slightly behind what we had budgeted for the month, but is even with the year to date budget. Membership is down in the month of October with November membership going well. We are roughly 70% of where we were for membership in 2019.

Program revenue we are running at budget for October, for the year we are slightly ahead. Swim team started in October and this has helped. Investment income, less than budgeted because we have not taken money out of the endowment due to the current cash position of the YMCA. Salaries and wages are as expected. Supplies are running ahead of anticipated due to the purchase of mattress a difference of \$10K. Gary Guariglia asked for questions regarding the financials. Lucas Ferin asked Y we are comparing the 2019 instead of all time and what was the all time high membership and how to get back there, Denise recalls hitting 10K members when Kurt Kramer was CEO. While Skaneateles trajectory has gone up year after year above prior to covid, Auburn has been impacted by the opening of planet fitness and would have a hard time recouping members lost to planet fitness, Membership also previously had included staff while new counts do not include staff memberships. The hope is that Strategic planning will help bring new members in. There is also a lot of people who have exercise equipment at home and have adapted to online classes at home. The Y will need to think about ways to incorporate these people. Denise did mention YMCA 360 which is a virtual YMCA program, They are working on the gateway of security to using it.

1st Motion to approve Financials, Gary Guariglia 2nd Motion Dale Buchberger Approved Unanimously

Membership rates were reviewed by the finance committee and approved for an increase. Last increase was going into the 2020 year. A small increase on an annual basis is better than a large increase all at once. Our expenses are going up and the YMCA is not immune to inflation. The budget meeting is next month Tuesday December 14th at 4:30 the Tuesday before the board meeting. Everyone who is on the board is encouraged to join. The new membership rate increases will be \$2 a month across all memberships with \$3 a month increase for family membership.

We need to approve Denise to execute contracts on behalf of the YMCA

1st Motion to approve Gary Guariglia, 2nd Motion Rachel Stowell, Approved Unanimously

Motion to approve new bank signers, remove Chris Nucerino. Denise Tabone, Gary Guariglia and Marie Nellenback already have the authority. Motion to add Amy Wallner as a signer. Any check over \$500 had to have 2 signatures.

1st Motion to approve Gary Guariglia, 2nd Motion Marie Nellenback, Approved unanimously

Earlier this Year the Y spent money to improve a section of the roof. In October the Facilities committee met and approved to recommended to the finance committee to fund the roof repairs over the pool and other last sections of the YMCA. The cost would be \$141,000

1st Motion to approve Rachel Stowell, 2nd Motion Gary Guariglia, Approved unanimously



Dale presented to potential new Board members. Chris White, Bob Scarbrough, Dan Walters, Mike Balestra Resume's previously sent to board for review.

1st Motion to approve Dale Buchberger, 2nd Motion Gary Guariglia, Approved unanimously  
New total of 17 board members

Looking for more diversity in the pool of candidates for the next board election. We want to reflect our community on our board.

Looking for members for the governance committee. Suggestions Bob Scarourugh and Jessica Kolodzie volunteered.

**CEO Report:** Denise shared the support she has received from the community since stepping up as interim CEO. Her main goal is to build up morale. She is trying to be more visible to staff and the community. Member ships have increased by over 40 units in both Y's over the past 16 days. Looking to extend the hours in auburn and offer more programming including bringing back child watch back in January. There will be a Basketball clinic at Auburn the day after Thanksgiving. There will be a Basketball camp in Skaneateles with Kris Joseph and Eric Defendorf December 27th through the 31st. Planning some Drop and Shop's for holidays, in 2022 kids nights, some rec nights on Friday for kids, and some family nights. The Bonton will return this year and livestrong will return to Skaneateles. From the CEO call we need to look at members and give them what they want. Members are parents of swim team members, preschool parents not just here to hop on a treadmill, The Y provides people with something different for each person, the Y provides holistic health, with Mind Body and Spirit. Just hired a new child care director to work with Mellisa the Camp director on family programming.

**Motion to Adjourn:** 1st Motion to adjourn Dawn Wayne, 2nd Motion Rachel Stowell, Approved unanimously

**Meeting Adjourned:** Adjourned at 5:40pm.

**Next Scheduled Meeting – Tuesday, December 21th, 2021 @ 4:45pm**

Respectfully submitted,

Rachel Stowell

YMCA-WEIU  
Board of Directors  
Date: December 21st, 2021

**Present:** Dale Buchberger, Marie Nellenback, Rachel Stowell, Dawn Wayne, Amy Fuller, Dan Rivers, Gary Guariglia, Claire Sargent, Jessica Kolodzie, Freddie Wilson III, Mike Balestra, Bob Scarbrough, Chris White, and Dan Walter,

**Absent:** Lucas Ferrin, Pat Carbonaro

**Staff Present:** Denise Tabone, Dorothea Hughes, Amy Wallner, Stephanie Bales

This Meeting was held via Zoom

**Call to Order:** Marie Nellenback called this meeting to order at 4:47

**New Board Members:** Welcomed new board members Mike Balestra, Bob Scarbrough, Chris White, and Dan Walter.

**Acknowledgement of Conflict of Interests, November 16th, 2021 Board Minutes**

Marie asked if there were any conflicts of interest.

Marie asked for motion to approve meeting minutes

1st Motion to approve Dawn Wayne 2nd Motion Freddie Wilson III Approved Unanimously

**Finance:** Denise, shared the November income statement.

Revenue beat the planned budget by \$71,000. Off in contributions because we received French and Metcalf Funds earlier in the year. Special events is a negative because we dispersed Duck Dash Funds that came in prior to November. Rental revenue over budget mostly due to ice rentals in Skaneateles. Contracts and Grants line over budget due to child care stabilization funds. We will continue to get these through February. It is about \$80,000 a month for our SACC programs. Membership revenue was behind budget by about \$1,500 for the month 74% from 2019. Program revenue is over budget. Over budget in Salaries and Wages related to increase in programs and staffing.

\$51,700 Net for the month with a planned lost of \$10,000

Better than planned for the month about 1.4M for the year.

Expenses are at over budget by about \$46,000 in Expense. \$26,000 from occupancy to repair camp after flooding.

Marie asked for a motion to approve financial 1st Motion Dale Buchburger 2nd Motion Dawn Wayne Approved Unanimously

## **Annual Budget**

Presented at a finance meeting last Tuesday.

Budget created in hopes of things opening up.

Increase expense by 9% and decline in revenue due to government money we do not anticipate. Anticipate running Bon Ton Roulet (Bike tour end of July) in 2022.

Budgeted about 70% of membership of 2019 and 100% program revenue from 2019, not planning to draw anything from Auburn endowment.

Increase on the expense side mostly related to salaries. Increasing staff and minimum wage increasing, also trying to be more competitive with staff salary. Occupancy plans to go down due to 2021 camp expense. Locked in to Gas (2023) and electrical (2022) pricing for the next few years,. 4.7 million dollar Budget leaving \$22,500 in net assets

Denise ask for motion to approve annual budget

1st Motion Dale Buchburger, 2nd Motion Chris White, no further discussion, Approved unanimously

Capital budget needs list 4% draw from a Capital endowment annually. This is typically used for equipment, building improvement, and technology. List of this year's capital budget enclosed.

List if Contracts over spending limit of 1 percent enclosed.

Capitol items Marie made motion

Jessica second motion

All in favor; no opposed motion carries

Contract listed.

- 1.) Health Insurance
- 2.) Gas Contract
- 3.) Liability Property insurance RFP done 2 years ago. Plan to do an RFP next year 2022 for a 3 year contract.

Marie asked for motion to approved contracts

1st Motion Bob Scarborough 2nd Motion Chris White Second, approved Unanimously

## **Maintenance Reserves**

The YMCA funded roof repairs and paid off a previous loan. (For Capital improvements)

Cash Balance at the end of the year will be 1.2-1.4 Million. Significantly more than we ever had in cash. Knowing we have an older Y (facility) and knowing there are needs in Skaneateles and Camp Y-Owasco we talked about adding a capital reserves savings account.

Denise proposes to put away money for capital reserves.

\$50,000 for the Auburn Y

\$50,000 Skaneateles

\$100,000 Camp

This account would be restricted for facilities but, if needed, we could vote to remove the money from the account. It could not be restricted; it could act as a savings account.  
If we wanted to create a restricted fund who would be authorized to spend the money.

Chris White asked who owned the Skaneateles building if it is a rental, if we are responsible for maintenance on the building. Denise responded we are not responsible for repairs & major maintenance on the building but have worked to share the expense of repairs with the SCC in the past.

Denise needs to check with the auditors on the restrictions and wording for the newly created capital reserves. In the meantime, the motion was made for the reserve account to be created with the Building and Risk committee to come up with a procedure to spend the money Building and risk committee to approve expenditures. The transfer of the finance will occur prior to year end. Any expense other than approved by Building and Risk would come back to the full board.

1st Motion Rachel Stowell 2nd Motion Marie Nellenback approved unanimously.

### **CEO Search**

Executive committee had a meeting with the Y alliance and YUSA. This is about a 4-6 month process. The executive committee with Jessica Kolodzie will be involved with the search committee. We have not yet named a search committee which will be about 5-7 people 2 of which should be community members. Enclosed and shared with the board on screen is Sample resolution for CEO Search

Marie or Dale would typically be chair of the CEO search. Board needs to commission a CEO search. One of the most important duties of the Y Board would be finding a CEO Hoping to create a committee and get all needed paperwork set prior to January's board meeting. Denise would be involved as interim CEO, but not typically on the committee.

Motion to amend the agenda to add this resolution for a vote and vote on the resolution for a CEO search.

1st Motion Marie Nellenback 2nd motion Dale Buchberger Motion carries  
Motion made to start the search process

Further discussion. CEO transition team will meet with the Y alliance. The board will be surveyed as to what we are looking for in our next CEO. We will do a CEO evaluation as a full board

### **SCC contract negotiations**

We are in ongoing negotiation with the SCC. We have an expired management agreement that we have been trying to renegotiate for 6 years.

We had a hybrid meeting with the SCC with Meg O'Connell and Dan Fessenden as negotiators and mediators

Anything discussed needs to stay confidential except with official communications from the YMCA to the SCC.

They are asking for \$600,000 as non payment for the last 10 years

Y policies and procedures want an owner's prerogative. The only recourse we have against an owners prerogative would be to leave.

Denise put together a timeline that explains the history of these negotiations with the SCC. Our intent is to provide these to the mediators ahead of meeting with the SCC to enlighten them as to where our main concerns are, where we are coming from and the history and they can separately talk to the SCC.

The agreement with the SCC was that if we had a surplus at the end of the year we would negotiate what we would do with the surplus. In 2012 Kurt Kramer notified the SCC that he had concerns on how they would fund large capital repairs in an aging building. The YMCA would not go into an agreement where, not only are we funding, but we are managing, and we have no say over what we are doing with the building and run operations. We are in a strong position to state the YMCA does not owe the SCC financially.

The negotiations go back to the original agreement in 2012

Chris White asked if we have a number of people who use the Skaneateles Y who are not from the town of Skaneateles. We have done (2) primary market analysis. And found out the vast majority come from a 10-15 minute drive time Skan, Marcellus, Auburn

Skaneateles YMCA and Auburn YMCA have full reciprocity as we are the same entity. We have reciprocity with other Y's when reciprocity is in full effect.

The Y pays for the full operational costs.

The Skaneateles Y has access to the Ice fund endowment to cover ice related expenses for major repairs. The do not have an endowment fund to support the rest of the facilities 4-5 year ago we paid for a new zamboni. Our half came from operations, the SCC half came from the endowment.

## **CEO report**

The mask mandates went into effect this week

Kindness posters went up due to response to mask mandates and remind members of staff shortages.

Waiting to hear on stay being lifted on OSHA mandate, which states Business over 100 employees have to test unvaccinated staff weekly. Have a plan in place if that comes down.  
Preschool put up kindness posters to remind people to be kind.  
Article in the Citizen for year and honoring Jim Courtney and Steve Komanecky

A few upcoming things  
Skaneateles Basketball Camp  
Auburn Winter camp  
Skaneateles Winter camp  
Friday night drop in Youth Nights starting January for 8 above 6pm-8pm  
A lot of new staff coming on  
The Y appreciates the support of donors and members

**Meeting Adjourned:** Adjourned at 5:39pm.

**Next Scheduled Meeting – Tuesday, January 18th, 2021 @ 4:45pm**

Respectfully submitted,

Rachel Stowell

# Annual Budget Comparison Report

## Auburn YMCA-WEIU

### BUDGET 2022

Account Group	Account Group	2019	2021	2022	
Number	Name	Actuals	Actuals/Forecast	Budget	
01	Contributions	408,995.24	342,119.00	306,075.00	-10.53%
03	Special Events	104,004.67	1,467.27	33,600.00	2,189.97%
05	Legacies & Bequests	1,023.21	0.00	0.00	0.00%
07	Rental Revenue	127,110.20	220,880.00	120,870.00	-45.27%
10	Contracts & Grants	1,089,766.84	2,123,012.00	1,122,376.00	-47.13%
11	Membership Revenue	2,265,516.95	1,459,631.00	1,596,692.00	9.39%
13	Program Revenue	1,550,153.50	1,283,415.00	1,516,905.00	18.19%
14	Sales	16,019.05	6,681.70	12,400.00	85.44%
15	Investment Income	569,134.48	719.54	360.00	-49.97%
16	Miscellaneous Revenue	5,729.39	4,526.68	2,240.00	-50.52%
19	Board Appropriations	-65.00	49,749.00	0.00	-100.00%
Total Revenue		6,137,388.53	5,492,201.19	4,711,518.00	-14.21%
21	Salaries & Wages	3,363,245.42	2,562,101.00	2,900,267.00	13.19%
22	Employee Benefits	404,844.58	311,783.00	316,164.00	1.40%
23	Payroll Taxes	300,125.20	218,787.00	249,759.00	14.15%
24	Professional Services	241,847.75	215,060.00	201,920.00	-6.01%
25	Supplies	372,335.01	237,201.00	262,367.00	10.60%
26	Telephone	14,555.99	17,970.38	18,800.00	4.61%
27	Postage	7,569.16	4,251.09	5,600.00	31.73%
28	Occupancy	573,522.98	558,987.00	546,910.00	-2.16%
29	Equipment	83,867.01	59,660.09	55,899.00	-6.30%
31	Printing & Publications	11,199.23	7,009.42	6,776.00	3.33%
32	Travel Expenses	35,570.76	19,246.76	31,050.00	61.33%
33	Conference & Meetings	17,585.32	3,542.69	7,320.00	106.62%
35	Dues & Fees	112,002.08	83,238.46	86,186.00	3.54%
39	Miscellaneous Expenses	2,858.21	2,819.75	0.00	-100.00%
40	Depreciation Expenses	286,672.75	0.00	0.00	0.00%
Total Expense		5,827,601.45	4,301,657.64	4,689,018.00	9.00%
Change in Net Assets		309,787.08	1,190,543.55	22,500.00	-1,168,043.55

#### Notes:

2021 Extra Donations (Near Foundation/Camp/Memorials)  
Bon Ton Roulet planned for 2022

2021 SVCC Rental for Production/Decrease in BOCES

PPP, CC Stabilization & ERTC in 2021

Budget at 70.5% of 2019 Mbshp

Budget at 98% of 2019

No draw on Auburn Endowment planned

2021 Released Restricted funds for ACTIVE

Budget at 86% of 2019/ Min wage & Salary Adjustments Inc

2021 Included final payment to ACTIVE

2021 Included \$25k Camp Road Improvements

**Auburn YMCA-WEIU**  
**2022 Capital Endowment**  
**Needs List**

<u>Department</u>	<u>Item</u>	<u>Cost</u>	<u>Actual</u>
Camp YO	2 Sailboats	8,390	
Camp YO	Washer/Dryer Combo	1,458	
Auburn - Aquatic	Hoyer Lift	1,100	
Auburn - Wellness	Barbell Set with Rack	3,400	
SYCC- Bldg	Adult changing table	3,200	
SYCC - Preschool	Portable Handwashing Station	1,330	
SYCC - Wellness	Barbell Tree & Weights/Chest Press	3,800	
Technology	Server/UPS/PCs/Laptops	8,000	
		<b>30,678</b>	

**2022 Contracts**  
**Over 1% CEO Spending threshold**

<u>Description</u>	<u>Estimate Amount</u>	<u>Renewal Date</u>
Health Ins	160,686	1/1/2022
Gas Contract	93,314	12/31/2023
Liability/Property	126,000	3/1/2022