2019 Annual Report
A Year of Mission Impact

Strengthening Our Military Family®
ARMY | MARINE CORPS | NAVY | AIR FORCE | COAST GUARD

ARMED SERVICES YMCA
National Headquarters | 14040 Central Loop, Suite B, Woodbridge, VA 22193 | 800-597-1260 | asymca.org
2019 ANNUAL REPORT

Letter from the Chairman
John Tilelli, General, U.S. Army (Ret.) & Chairman, Cypress Intl.

In my final year as Board Chair, I continue to be impressed by the significant progress and meaningful impact that the Armed Services YMCA delivered to junior enlisted service members and their families in 2019. We not only grew the number of installations we serve from 86 to 89, but we also grew the number of military families we served across the country in all programmatic areas.

When we think about our tagline, "Strengthening Our Military Family®," it’s more than a statement; it’s the core of who we are and what we do. The Armed Services YMCA demonstrates this by helping military children thrive emotionally and academically, by empowering families to make their health and well-being a priority and by offering social responsibility services that help young active duty families navigate the challenges of military life.

The Armed Services YMCA has made enormous strides in its 158 years because of you, our dedicated Board of Directors, passionate volunteers, diligent staff and valuable donors. We thank you.

Letter from the President & CEO
William French, Vice Admiral, U.S. Navy (Ret.)

The Armed Services YMCA received a lauded designation among nonprofit organizations in 2019: being named a Top Rated Charity by CharityWatch, America’s most independent, assertive charity watchdog. This well-earned recognition is a result of our team’s commitment to sound fiscal management, fundraising efficacy, transparency and governance. This only strengthens our commitment to donors and sponsors that their gifts are used efficiently and effectively to support military service members and their families.

The support we provide is vital. We owe it to our military family to be good stewards of the contributions we receive, because military service members, their children and spouses sacrifice so much for us.

Thank you for your continued and generous support. We cannot fulfill our mission without you. Our goal is to collaborate with current and new funders to grow critical programs and initiatives in service of "Strengthening Our Military Family."
Enhance the lives of military members and their families in spirit, mind and body through programs relevant to the unique challenges of military life.

Guiding Principles
1. Be guided by Christian principles with a holistic approach to develop and promote healthy spirit, mind and body;
2. Be inclusive and treat everyone with compassion and respect;
3. Collaborate with military commands and community organizations;
4. Honor the service members’ and their families’ commitment to defend our Nation; and
5. Strive for excellence in all we do.
Military Readiness Initiative Convening
In February, more than 20 leaders representing military, higher education and social services gathered at a summit on the readiness of military candidates. The group of experts discussed the challenges that today’s youth face and the scope of eligibility. In addition, the panel reviewed the functional areas of readiness, including physical and mental health, financial, academic and character development, and the creation of a pilot program to address these issues.

Early Childhood Learning Convening
Two dozen leaders representing military, education, public sector and private partners convened for a two-day summit in September on Early Childhood Learning, specific to the military family. The expert panel discussed how to provide young military children with the best foundation to help them navigate military life as they grow, the process of identifying gaps in current services and informing future programming.

Take Root Pilot Program
In partnership with the Penn State Clearinghouse for Military Family Readiness and its Thrive Initiative, the “Take Root” pilot program is designed for military parents of children ages 0-3. The evidence-based programs are designed to empower parents and caregivers through in-person and online interactive learning modules to meet the families where they are. The first phase of the pilot program took place with 30 sets of parents from ASYMCA of Hampton Roads. The positive results led to the creation of a second pilot to be conducted in 2020 with ASYMCA of San Diego.

Military Spouse Employment Partnership
The Department of Defense Military Spouse Employment Partnership connects military spouses with hundreds of partner employers who have committed to recruit, hire, promote and retain military spouses. The ASYMCA participated in onboarding activities in October as one of 400 official partners. This serves as a reaffirmation of our commitment to empower and employ military spouses and recognized their military experiences as valuable contributions to any company or organization.
YMCA of Greater Seattle
YMCA of Middle Tennessee
YMCA of Pierce & Kitsap Counties, WA
YMCA of Greater San Antonio

89 INSTALLATIONS SERVED

4 AFFILIATE PARTNERS ADDED

112K VOLUNTEER HOURS SAVING $2.5M

1,143 MILITARY YOUTH

attend Operation Hero after-school program and 7-Eleven joined as new supporter.

6,400 SERVICE MEMBERS

travelled home as part of Jack Daniel's Operation Ride Home over 9 years. The program expanded in 2019 thanks to founding sponsor Brown-Forman.

1M+ POINTS OF SERVICE
times we engaged, served and empowered military families – building resiliency and supporting military readiness.

11,000 MILITARY YOUTH

reached through youth development programs that close the education gap and help children navigate the unique challenges faced by military families.

42,000 FAMILIES
touched by programs that encouraged healthy living and improved military family wellness.

15,000 CHILDREN

served by child care programs to support military spouse employment and education.

THANK YOU FOR YOUR GENEROSITY!

Together We Are Strengthening Our Military Family!
2019 Art & Essay Contest Winners

The annual Armed Services YMCA Art & Essay Contest gives military children a voice by using art and creative writing to express themselves. It also serves as a reminder of the sacrifices military children, service members and their families make for our country. The 2019 contest opened in November, which is Military Family Month, and winners were announced in April 2020 in honor of the Month of the Military Child. The winning entries are displayed at ASYMCA branches in the U.S. and at military installations overseas.

Art Winners
Art Topics: My Military Family or My Day at the ASYMCA

- U.S. Army - Josie Corbin
- U.S. Marine Corps - Sophia Badillo
- U.S. Navy - Brooke Williams
- U.S. Air Force - Allison Cronan
- U.S. National Guard - Taryn Leonard

Essay Winners
Essay Topics: How the ASYMCA Has Helped Me or My Greatest Challenge as a Military Child

- John Kliethermes, Age 7, Grade 1/2
- Lila Turner, Age 8, Grade 3/4
- Grant Peterson, Age 11, Grade 5/6
- Brayden Myers, Age 14, Grade 7/8
- Shekinah Tung, Age 15, Grade 9/10
- Marion Vesprey, Age 17, Grade 11/12
The 13th Annual Angels of the Battlefield Awards Gala, presented by USAA, was attended by 350 government, military and private sector leaders to honor the heroes of our heroes - military medical and rescue personnel.

"Few are more appreciated by commanders than those who provide medical care. They are the ones that when you need them, time is of the essence. And they are the ones that bring support."
Keynote Speaker Adm. Charles W. Ray, Vice Commandant of the U.S. Coast Guard

ANGELS OF THE BATTLEFIELD HONOREES

- U.S. Army – Sergeant First Class Gregory A. Waters
- U.S. Marine Corps – Hospital Corpsman First Class Victor J. DeSantis, U.S. Navy
- U.S. Navy – Hospital Corpsman First Class Alan Pablo Aaron
- U.S. Air Force – Sergeant Juan P. Medina
- U.S. Coast Guard – Health Services Technician First Class Ryan F. Ransom

ANGEL OF HONOR AWARDS

Angel of Honor Awards were presented to:

- Bonnie Carroll
  Founder & President
  Tragedy Assistance Program for Survivors

- Mary Keller, PhD
  Former CEO
  Military Child Education Coalition

PRESENTING SPONSOR

USAA

GOLD SPONSORS

American Airlines
GEICO
Leonard DRS

SILVER SPONSOR

Health Net Federal Services

BRONZE SPONSORS

Bell
CACI International
Deloitte
Deloitte Digital
General Dynamics
Thank You to Our Sponsors

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Brown-Forman Corporation
Health Net Federal Services
Veterans United Foundation
YMCA Retirement Fund

7-Eleven Cares Foundation/7-Eleven Inc.
Air Power Foundation
GEICO Corporation
Huntington Ingalls Industries
Jordan Spieth Family Foundation
Leonardo DRS
PENFED
Robert Wood Johnson Foundation
Sodexo Stop Hunger Foundation

Alaska USA Foundation
Bell
CACI International
GEICO Philanthropic Foundation
General Dynamics
Humana Government Business
JCPenney Communities Foundation
Lift a Life Foundation
Robert Irvine Foundation

American Veterans Center
Brown-Forman Employee Credit Union
Burke Family Foundation
Carnival Foundation
Cracker Barrel
Deloitte Digital
Express Scripts Foundation
G6 Hospitality
L3 Harris
Leidos Inc.
National Apartment Association

Northrup Grumman Foundation
Pitney Bowes
Republic National Distributing Company
Robert and Shirley Harris Family Foundation
SODEXO Inc. and Affiliates
Southern New Hampshire University
Sunbelt Beverage Co.
Veterans United Home Loans
Wounded Warrior Project
Wyndham Hotels and Resorts
Thank You to Our Donors

7-Eleven Cares Foundation/7-Eleven Inc.
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Alaska USA Foundation
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American Airlines
American Legion Post 216
American Veterans Center
Arent Fox
Ashford University
Association of Military Banks of America
Arizona Diamondbacks Foundation
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John Bird
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Mark Brownell
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Brown-Forman Employee Credit Union
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Burke Family Foundation
John Butler
CACI International Inc.
Kevin Campbell
Carnival Foundation
Mahoney Carol
JJ Cawelti
Combined Federal Campaign, United Way
Marty Chanik
Kevin Clayton
Communities Foundation of Texas/Margaret and Charles Black Fund
Community Foundation of Acadiana
Crosby Marketing Communications
Fred Dannhauser
Defense Credit Union Council
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Deloitte Digital
Design Data
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Elbit Systems
James Elkins
Endo Holdings, LLC
Douglas Epstein
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Fedway Associates Inc.
Fidelity Charitable Gift Fund
Florence Family Charitable Foundation
G6 Hospitality
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GEICO Philanthropic Foundation
General Dynamics
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Robert and Shirley Harris Family Foundation
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Health Net Federal Services
Hexberg Family Foundation
Trevor Howell
Lawrence Hughes
Humana Government Business
Huntington Ingalls Industries
Neil Jarvis
JCPenney Communities Foundation
Jordan Spieth Family Foundation
Alan and Jean Kahn
Donald and Bonnie Kandel
Robert Kinghorn
KRBR Consulting, LLC
Roger Kurtz
L3Harris
Gilbert Larson
Scott Laverty
Leidos Inc.
Leonardo DRS Employee Charitable Account
Leonardo DRS
Lift a Life Foundation
MARCOA
Mick McKeown
Merrill Lynch, Pierce, Fenner & Smith Inc.
MHBT, A Marsh & McLennan Agency, LLC
Milwaukee Bucks Foundations, Inc.
Bobby Moorhatch
Craig Morgan
Morgan Stanley
Michael Nadeau
National Apartment Association
Northrop Grumman Foundation
Ntiva
Omaha Storm Chasers
Robert Palermo
Travis Parker
PENFED
Q&V Peterson Charitable Foundation Phillip Piper
Pitney Bowes Inc.
Republic National Distributing Company
Republic National Distributing Company of Indiana
Robert Irvine Foundation
Robert Wood Johnson Foundation
John and Claudia Sims
Sodexo Stop Hunger Foundation
Sodexo Inc. and Affiliates
Southern New Hampshire University
Lauren Stevens
Sunbelt Beverage Co. DBA Breakthru Beve
Tacer, LLC DBA Riehle’s Neighborhood Bar & Grill
The Knuckle Saloon
David Thompson
John Tilelli
Tilted Kilt
Timken
USAA
Vanguard Charitable Endowment Program
Ashish Vazirani
Robert Verich
Veterans United Foundation
Veterans United Home Loans
Mitchell Waldman
Andy Walsh
Rosemary Williams
Wounded Warrior Project
Wyndham Hotels and Resorts
YMCA Retirement Fund
Wil Zemp

ASYMCA Is Proud of Our Top Charity Ratings
ASYMCA Welcomes New CDO

In 2019, ASYMCA welcomed new Chief Development Officer Dorene Ocamb, JD. She served as head of fundraising, marketing and communications for Mothers Against Drunk Driving (MADD) National Office and 200 Affiliates. Dorene holds degrees from Texas A&M University School of Law and Indiana University Bloomington. She lives in Manassas, Va., with her husband David, son Connor, mother Barbara and their two dogs.
## 2019 ASSETS

<table>
<thead>
<tr>
<th>Asset</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$ 6,521,325</td>
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<tr>
<td>Receivables, net</td>
<td>5,846,066</td>
</tr>
<tr>
<td>Investments</td>
<td>32,566,247</td>
</tr>
<tr>
<td>Prepaid Expenses &amp; Other Assets</td>
<td>993,233</td>
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<tr>
<td>Property &amp; Equipment, net</td>
<td>17,212,083</td>
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**TOTAL ASSETS** $63,138,954

## 2019 LIABILITIES & NET ASSETS

### Liabilities:

<table>
<thead>
<tr>
<th>Liability</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Accounts Payable</td>
<td>$ 1,468,750</td>
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<tr>
<td>Accrued &amp; Other Liabilities</td>
<td>1,661,215</td>
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<tr>
<td>Deferred Revenue</td>
<td>0</td>
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<tr>
<td>Capital Lease Obligations</td>
<td>71,603</td>
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<tr>
<td>Notes Payable, net</td>
<td>7,741,372</td>
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**TOTAL LIABILITIES** $10,942,940

### Net Assets:

<table>
<thead>
<tr>
<th>Net Asset</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Without Donor Restrictions</td>
<td>$45,189,985</td>
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<tr>
<td>With Donor Restrictions</td>
<td>7,006,029</td>
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**TOTAL NET ASSETS** $52,196,014

**TOTAL NET ASSETS & REVENUE** $63,138,954

## 2019 SUPPORT & REVENUE

### SUPPORT

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
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<tbody>
<tr>
<td>In-Kind</td>
<td>$ 4,801,714</td>
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<tr>
<td>Contributions &amp; Grants</td>
<td>7,822,522</td>
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<tr>
<td>Individual Contributions</td>
<td>2,426,586</td>
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<tr>
<td>Government Contracts &amp; Grants</td>
<td>1,483,439</td>
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<tr>
<td>United Way</td>
<td>155,594</td>
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**TOTAL SUPPORT** $16,689,855

### REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
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<tbody>
<tr>
<td>National Council Allocation</td>
<td>$ 1,945,672</td>
</tr>
<tr>
<td>Program Service Fees</td>
<td>5,384,329</td>
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<tr>
<td>Reserve Funds</td>
<td>1,150,000</td>
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<tr>
<td>Rental Income</td>
<td>759,969</td>
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<tr>
<td>Interest &amp; Dividends, net of fees</td>
<td>808,746</td>
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<tr>
<td>Sale of Materials &amp; Services</td>
<td>520,255</td>
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<tr>
<td>Residence &amp; Related Services</td>
<td>297,406</td>
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<tr>
<td>Other</td>
<td>88,572</td>
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<tr>
<td>Membership Dues</td>
<td>2,311,224</td>
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<tr>
<td>Net Assets Released from Restrictions</td>
<td>0</td>
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</table>

**TOTAL REVENUE** $13,266,173

**TOTAL SUPPORT & REVENUE** $29,956,028

## 2019 FUNCTIONAL EXPENSES

- **Programs** $21,987,548
- **Fundraising** $1,248,279
- **Management & General** $4,259,197

To view full audited financial statements, IRS 990s, charity ratings and annual reports, please visit asymca.org.
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