

***YMCA of Middletown***  
***Board of Directors Meeting***  
***April 28, 2010***  
***5:30 p.m.***

**Mission Statement:**

**The YMCA of Middletown is a community based organization dedicated to putting  
Judeo-Christian principles into practice through programs that build a healthy  
body, mind and spirit for all**

**Board of Director's Meeting Agenda**  
**Wednesday, April 28, 2010**  
**5:30pm**

**Conference Call Information: Toll Free Phone #: 1-866-910-4857**  
**Participant Passcode: 749020**

1. Today's Story Pat Weiss
  
2. Welcome Maggie Smith
  
3. Consent Calendar Items
  - March Board Minutes
  - March Financials
  - Committee Reports
  
4. Strong Kids Campaign Linda Cellini
  
5. Interim CEO Report Pat Weiss  
Bill Fioravanti
  
6. Monroe Project Bill Fioravanti
  
7. CVO Report Maggie Smith
  
8. New Business
  
9. Adjournment

**Board of Director's Meeting Minutes**

**March 24, 2010**

**5:30pm**

**In Attendance:** *Maggie Smith, Damiane Doyle, Pradeep Asokarathinam, Kevin Preston, Judge Lori Currier – Woods, Barbara Weinstein, Jodi – Appel Kaplan, Joe Loughlin, Ken Flood, Ric Schwartz, Dr. Katz, Guy DiPietro, John Peifer, Bill Fioravanti Pat Weiss, Linda Cellini and Shavon Stallings.*

**Excused:** *Greg Hogan, Tom Kennedy, Iris Borrero, Michael Chaiken, Dr. Pat Michel, Earl Miller, and David Weintraub.*

*Today's Story was offered by Bill Fioravanti.*

**Consent Calendar:** *Jodi Appel – Kaplan made a motion to accept the consent calendar. Joe Loughlin seconded the motion. The motion carried.*

**Strong Kids Campaign:** *Linda Cellini advised we are over \$95,336.48 and we are far ahead of last year. Sullivan County is having a coin toss, magic show and an open house craft day. Jodi – Appel Kaplan encouraged the board members to purchase tickets. Pradeep Asokarathinam has been helping with writing grants. Linda Cellini also noted the Pasta Party is coming up and if board members could not attend the dinner they could donate their tickets.*

**Executive Report:** *Pat Weiss advised we have been sprucing up the YMCA. The bathrooms are finished upstairs, and we are working on the family changing and preschool rooms. Bill Fioravanti advised we are replacing some of the equipment to continue to maintain the Middletown branch while venturing out to Monroe. He is looking to add a WiFi Café and a few other technological items to spruce up the YMCA. Sullivan County has met the 300 until goal set last year. Lastly for Sullivan the Adult leagues have been taking off well. Regarding, Monroe Bill Firoavanti advised he has gotten the budget approved and is working on pushing the engineers and architects for designs. He has a meeting with Verticon to reestablish expectations.*

**New Business:** *Pat Weiss advised she has received a call regarding the camp property in Otisville, Camp Winnetaska. She advised a realtor is interested in the land. Maggie Smith advised Pat Weiss to get further information and have Ken Flood and Kevin Preston look into the logistics.*

**CVO Report:** *Maggie Smith excused the staff from the meeting to discuss the CEO search interviews that took place on March 22, 2010.*

*Meeting adjourned at 6:15pm.*

**MARCH FINANCIAL REPORT NARRATIVE**  
**APRIL 8, 2010**

**MIDDLETOWN**

March income rebounded after a very difficult February; we were above budget in both Aquatics and more importantly Club Kid while still showing some weakness in Membership income. March year-to-date income numbers are right on budget; we garnered \$750.3K in net income which was \$3.4K and 0.5% over our \$746.9K budget target.

While we have met our income targets to date we have still missed the budget in some of our key lines of business. Club Kid was \$8.4K and 3.8% below the \$221.9K target and Nana's House also missed budget by a wide margin. It will be hard to meet our annual income targets while missing budget in these two areas because the timing of our Financial Support has been the largest factor in meeting our year-to-date goals. Total Club Kid is also down \$22.4K and 4.9% from the \$462.5K in FY2009 actual income.

Overall, year-to-date Membership revenue is \$25.9K and 7.7% below the \$337.9K target while overall membership is running 7.3% and \$22.6K above prior year actuals with the help of positive variances in Sullivan county.

While income has been below targets we have kept our overall expenses well in check with Program Expenses coming in at \$15.0K and 10.5% below the \$143.0K year-to-date target. General Expenses were also well below budget with the major savings to date versus budget in Advertising/Promotions (\$13.1K and 69.1%) and Maintenance expenses (\$12.1K and 32.8%). Unfortunately Payroll expenses have been running above budget with Front Desk and Beat The Streets exceeding budget targets while Club Kid sites have been running below budget. The \$623.3K year-to-date payroll expense was \$20.5K and 3.4% above the \$602.9K target. However, we forecasted a \$123.9K surplus in net income and we are currently showing a \$159.8K surplus largely due to cost savings versus budget.

**SULLIVAN**

Nana's House was \$19.4K and 11.8% below the \$164.0K target while Sullivan program and membership revenue are running well above budget estimates and prior year actuals.

Even with Sullivan well above income targets we have kept both Program and General expenses well below target – Program expenses were \$1.0K and 6.8% below budget while General expenses were \$4.3K and 9.2% below the \$46.2K budget. Payroll expenses were \$1.8K and 1.4% over the \$124.1K target.

**MONROE**

Monroe's Club Kid operations came in a bit under budget but this is being offset by under budgeted Camp income. Year-to-date thru March we are \$524 and 0.2% under the \$242.0K budget target.

The \$143.6K in total expenses was \$3.0K below the \$146.7K budget target adding up to a slight positive variance to budget in net income.