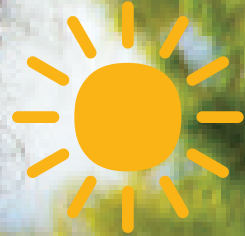




For A Better Us!



2016 ANNUAL REPORT

YMCA SOUTHCOAST
Dartmouth | Fall River | Gleason Family
Mattapoisett | New Bedford | Stoico/FIRSTFED

A LETTER FROM THE PRESIDENT

FOR A BETTER US



2016 was a very good year for YMCA SOUTHCOAST!

The work of our Y Association - that of strengthening communities - is being accomplished every day through the power of four: members, volunteers, donors and staff.

The how of what we do is as critical as the work itself. In defining how we strengthen communities, we must start with our cornerstone - membership. As a membership organization, we have implemented new strategies with a 'laser focus' on expanding our membership. We began by asking ourselves, "Who in our community is not using our services who should be, and what are the barriers hindering that connection?" In response, we have developed a culture focused on intentional member engagement. Across our Association, in all of our branches and in our community, we learn the stories of new and existing members, we share our stories, we reach out, we build relationships. The end result is encouraging. Membership growth across the Association measured by new units, facility usage, and monthly drafts have all improved. However, this success is really and truly measured through impact: the stories we hear about children (whose families are grappling with homelessness) experiencing the joy of summer camp; the achievement of healthy weight and improved fitness; social opportunities for youth to get the support they need to grow academically; and for seniors working to stay active and fit. This is how we, YMCA SOUTHCOAST, measure return on investment (ROI) and return on mission (ROM). We are helping to mitigate the disparities surrounding health and education for MORE families and adults, for OUR community.

Also notable in 2016 were our philanthropic efforts. Giving support has increased over the prior year as measured by both the number of donors and the amount of money donated. This was a

result of increased storytelling by our Annual Campaign volunteers; mission moments, if you will, that lead to cultivation and stewardship of more donors, resulting in larger and more frequent gifts. Indeed, storytelling deepens relationships and produces MORE impact.

Oh yes, it bears mentioning that all of this good work happened in a leadership transition year. It is remarkable and worthy of underscoring that the senior team and executive directors remained whole throughout the transition. Further, the volunteer leadership supporting the transition was a blessing. Clearly, had this continuity of staff and volunteer leadership not occurred, the mission, relationships and impact of the Y could have been diminished rather than increased.

2016 was a very good year for YMCA SOUTHCOAST thanks to the power of four: our awesome membership base, our valued volunteers and donors, and our extraordinary staff!

Best regards,



James F Scherer
President & CEO

“Giving support has increased over the prior year as measured by both the number of donors and the amount of money donated.”

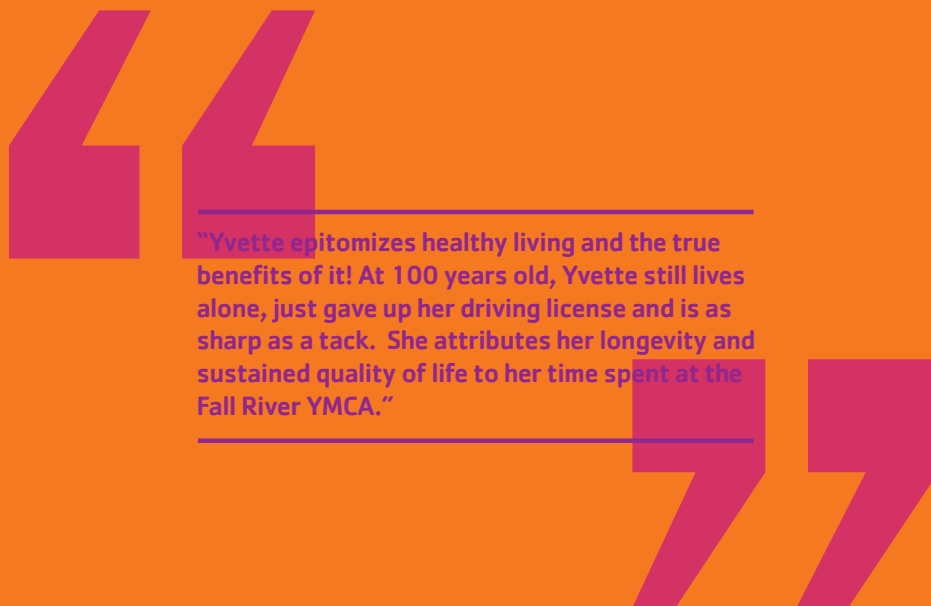
YVETTE MANCINI | FALL RIVER YMCA

Yvette Mancini was born May 31, 1917 and entered the Fall River YMCA for the first time in 1930. All these years later, Yvette continues to come to the YMCA three times a week. Yvette epitomizes healthy living and the true benefits of it! At 100 years old, Yvette still lives alone, just gave up her driving license and is as sharp as a tack. She attributes her longevity and sustained quality of life to her time spent at the Fall River YMCA.

When Yvette first joined the Y in the 1930's, females were only allowed in on Wednesdays and on nights of dances. Yvette took full advantage of those times learning both to swim and to break hearts at the Fall River YMCA.

She moved away from the area for a few years, but, upon returning to Fall River, she immediately returned to the Fall River YMCA and has not left us since. Yvette states that the key to her longevity is to stay moving and active and a glass of wine daily. Yvette has participated in many of the various programs and classes throughout her time at the Y and these days is a regular at the water aerobics and aqua Zumba classes!

Yvette is a true inspiration to all who have the honor of meeting her and sharing in her joy of life and healthy living!







HEALTHY WEIGHT & YOUR CHILD | NEW BEDFORD YMCA

The Y is sometimes a forgotten asset to the community.

My daughter and I are currently involved in the Healthy Weight & Your Child program at the New Bedford YMCA. My daughter's also on the swim team at the Fall River YMCA. The value of being able to see her happy – with herself and growing into an amazing swimmer – is hard to calculate. Also seeing all the other families, the positivity of others, is priceless.

By participating in the Healthy Weight & Your Child program, my daughter has had a huge self-esteem boost. With the other families in the program, she can see she's not the only one in this situation. She is never made to feel that it's her fault or that she needs to lose weight, something that happened at the doctor's office. She looks forward to the classes every week, and you can see the other kids do too.

During class, the children have gym time where they go for physical activity leaving the parents in the classroom. This is when we go over the parent's curriculum. I found this helpful as it's kind of a support group for us. Being able to have open discussions and bounce ideas off each other for our own situation. After, we join the kids for the physical activity portion and get to do FUN activities together. Such amazing bonding time as a family and as a group.

It's unbelievable the impact Healthy Weight & Your Child at the New Bedford

YMCA has made, not just on my daughter, but also the rest of my family.

Most amazing is my daughter reading food labels and making healthy choices all on her own. Also that we bring physical activities and games home to play as a family. The combination of Healthy Weight & Your Child and the swim team has made my daughter into the confident, social, energetic, happy, dedicated, friendly, outgoing and thoughtful young lady that I am proud of.

I really would like to say thank you to everyone who makes all this possible. Giving us the tools we need, being there for us when we need you, and giving us the confidence that we **CAN** do this. Thank you!

Adapted from an interview with Bob and his 10 year old daughter, Morgan

"It's unbelievable the impact Healthy Weight & Your Child at the New Bedford YMCA has made, not just on my daughter, but also the rest of my family."

HOMELESS AND TURNING POINT/BABY POINT | GLEASON FAMILY YMCA

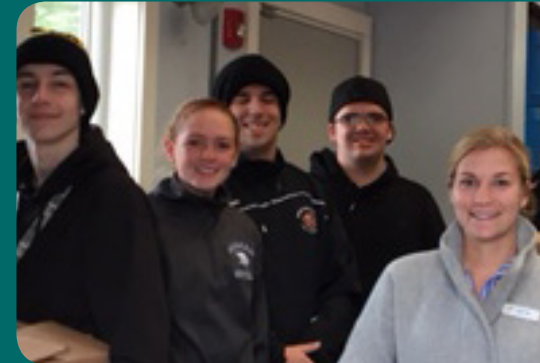
In February 2016, the Wareham Area Committee for the Homeless and Turning Point/Baby Point approached the Gleason Family YMCA to ask for support. Their program to distribute frozen turkeys to needy individuals in the community for Thanksgiving, had, after several years of running it, outgrown the capabilities of the charitable organization. Gleason Family YMCA Executive Director, Debbie Fringuelli, gladly took on the challenge to host the program beginning with Thanksgiving 2016.

As Fall approached, it became clear that the program was more than just giving a frozen turkey to a family. The program was also intended to provide all of the groceries needed to prepare a home-cooked Thanksgiving meal. Through the combined efforts of Membership Engagement Coordinator, Cathy Longfield, and volunteers from churches in the community, a food drive was organized to collect the needed non-perishable items. Donations of perishable items came from long-time supporters of the Thanksgiving Turkey Dinner program - Tom Lange Company of Fairhaven: 200 frozen turkeys, Jonathon Sprouts of Rochester: 200, 5 lb bags of potatoes and 200, 1 lb bags of carrots; and Ocean Spray Cranberries: 200 cans of cranberry sauce. New donors provided food supplies to fill the gaps - Cape Cod Five Bank: 100 boxes of Mac n Cheese, South Shore Community Action Council: cases of stuffing & apple cider, Sharing the Harvest Farm of the Dartmouth YMCA: 200 winter squash. Additional donations of gift cards to purchase product were solicited from BJ's Wholesale Club and Stop & Shop which, combined with cash donations from many generous supporters, helped with needed food purchases.

In addition to food, there were 200 cardboard boxes donated by A. Walecka Transportation of Wareham, and a U-Haul truck was donated by Standard Repair & Welding Supply to move the frozen turkeys from the freezers at the Wareham High School and Middle School. The many pieces of this program began to fit together like pieces of a Thanksgiving pie!

On Monday, November 21st over 20 volunteers, members, and staff were on hand to help. Mike Dozier from Gleason Family YMCA's Wellness Department coordinated the volunteer efforts of filling 200 boxes with a variety of grocery items. 186 families pre-registered for their Thanksgiving meal and an additional 10 signed up on day of pickup. Volunteers valiantly carried the overflowing boxes to cars of recipients on the cold and windy pickup day and delivered boxes to eight families in the community who were unable to pick-up the meal themselves. The distribution process was a volunteer effort of students from the JR ROTC program at the Wareham High School, Honor Society students, Gleason Family YMCA staff, YMCA SOUTHCOAST Association staff, and members from local churches. The result was 1257 people, including 414 children, enjoyed a healthy and delicious Thanksgiving meal.

We received many heartfelt thanks from people picking up a box of food and a turkey, and several times it included a hug as well.





“

The distribution process was a volunteer effort of students from the JR ROTC program at the Wareham High School, Honor Society students, Gleason Family YMCA staff, YMCA SOUTHCOAST Association staff, and members from local churches. The result was 1257 people, including 414 children, enjoyed a healthy and delicious Thanksgiving meal.”

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TREASURER'S REPORT

FISCAL YEAR ENDING DECEMBER 31, 2016

STATEMENT OF REVENUE EXPENSES

SUPPORT AND REVENUE

United Way	41,869
Government and Other Funding	2,191,194
Annual Campaign	453,454
Other Fundraising and Donations	189,060
Membership Dues	4,652,814
Program Service Fees	3,888,826
In Kind Support	13,500
Sales of Merchandise	77,921
Interest/Investment Returns	135,044
Miscellaneous	<u>166,816</u>
TOTAL SUPPORT AND REVENUE	11,810,498

EXPENSES

Program Services	9,332,428
Fundraising	158,314
General Administrative	1,086,503
TOTAL EXPENSES BEFORE DEPRECIATION & INTEREST	10,577,245

Excess Revenue Over Expense Before	1,233,153
Depreciation and Amortization	(919,707)
Interest Expense	(531,381)

INCREASE [DECREASE] IN NET ASSETS (229,409)

BALANCE SHEET DATA

ASSETS

Currents Assets	\$1,725,988
Long Term Investments	943,454
Net Property Plant and Equipment	19,627,809
Other Asset	1,042,233
Leverage Loan – Fall River Project	8,054,768
TOTAL ASSETS	<u>\$31,394,252</u>

LIABILITIES AND NET ASSETS

Current Liabilities	610,932
Deferred Membership/Revenue Programs	571,699
Net Long Term Debt	12,338,541
Total Net Assets	<u>17,873,080</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$31,394,252</u>

STATEMENT FOR CASH FLOWS

Net Cash Provided by Operating Activities	480
Net/Cash/Investing Activities	63,740
Net/Cash/Financing Activities	372,171
Net Increase (Decrease) in Cash & Cash Equivalents	436,391

CASH AND CASH EQUIVALENT – BEGINNING OF YEAR	81,758
CASH AND CASH EQUIVALENT – END OF YEAR	<u>\$518,149</u>

CFO AND TREASURER'S MESSAGE

Community support continues to be strong. Annual campaign revenues reached new heights to a level of \$453,000. The Association awarded \$662,000 in scholarships and provided \$173,000, the equivalent of 529,000 food servings, in produce from our Sharing the Harvest Community Farm.

2016 reflected the first full year of operations for investments made in the Fall River and Stoico/FIRSTFED YMCAs. Membership continues to grow at these sites, which over time will lead to more successful operations and help secure the long-term fiscal health of the Association.

During the year \$2.6M of long term debt was retired using resources from Capital Campaign pledge payments and operating funds.

YMCA SOUTHCOAST continues to put its best efforts forward to strengthen our community and be an impact organization for the long term.



Dr Brian K Bowcock
Treasurer



Robert A Trahan
Vice President and CFO

“The Association awarded \$662,000 in scholarships and provided \$173,000, the equivalent of 529,000 food servings, in produce from our Sharing the Harvest Community Farm.”

“

At Camp Massasoit, Youth Development is defined as the unique social-emotional, cognitive, and physical processes that youth experience from birth to career. A successful development process fulfills children's and teens' innate need to feel loved, spiritually grounded, educated, competent, and healthy.”

”



YOUTH DEVELOPMENT- POSITIVELY IMPACTING YOUTH & STAFF | MATTAPOISETT YMCA

Since 1962, Camp Massasoit has had two intentional camp experiences occurring simultaneously: the Youth Experience and the Staff Experience. Between these, impactful Youth Development happens.

At Camp Massasoit, Youth Development is defined as the unique social-emotional, cognitive, and physical processes that youth experience from birth to career. A successful development process fulfills children's and teens' innate need to feel loved, spiritually grounded, educated, competent and healthy.

In 2016, Camp Massasoit prioritized a renewed emphasis on Youth Development. What sets the YMCA apart is our ability to consistently deliver a youth experience that intentionally fosters the key drivers of Achievement, Relationships and Belonging.

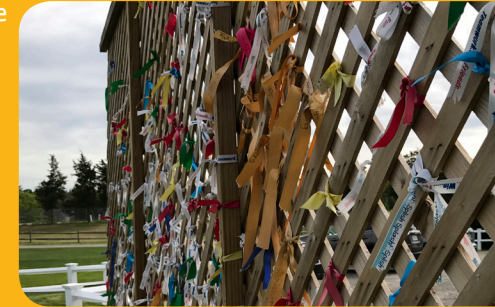
- **ACHIEVEMENT** = thoughtful program activities help youth gain new knowledge, skills, and abilities; build confidence; and foster self-discovery.
- **RELATIONSHIPS** = facilitate positive connections with and among youth, in a nurturing environment where they strengthen existing friendships, make new friends and develop supportive relationships with staff.
- **BELONGING** = Camp Massasoit is a safe and inclusive environment; every youth feels welcome and finds a place to belong.

One addition to our camp programming was the Y Ties: Wall of Achievement.

The Wall of Achievement was introduced to highlight all that campers

accomplish. Last summer, campers made their own contributions to the wall of achievement. Summer camp can be a brand new experience for some, while others return each summer hoping to experience new things or to try those things they may have passed on in previous years. The Wall of Achievement is an opportunity to recognize the growth and achievement of all campers. Each new experience they have, skill they master, fear they conquer, new friend they make, or goal they achieve results in ribbons of their own added to the wall. By displaying these brightly colored ribbons out front on the stage where opening & closing ceremonies are held, we can tie together all that we have accomplished, be proud of those things and share in that together!

As a Y Staff Member, the Y invests in YOU. The Mattapoissett YMCA is dedicated to helping all staff reach their professional goals because, at the Y, we want everyone to feel valued in their work and confident in their potential. Without qualified staff, our location would be just a pretty place. Daily, our Y Staff act as branch representatives of our cause. Here, supervisors believe in you, and help you succeed. Our Y Staff are encouraged to become leaders through a comprehensive leadership development program that promotes learning and growth at all stages of their career. The amazing Youth Development work we achieve would not be possible without the dedicated staff we are so fortunate to have.



Camp Massasoit, Y Ties: Wall of Achievement.

SHARING THE HARVEST | DARTMOUTH YMCA

When George Williams established the first YMCA in London some 173 years ago, he did so as a volunteer. At its roots, the Y is a volunteer-driven organization and has grown upon the backs of great volunteers like Williams to become the community impact and change agent it is today.

For the past 11 years, the Dartmouth YMCA has been a shining star amongst Y's across the United States, mobilizing volunteers toward a common goal of helping neighbors in need and alleviating hunger. In our first decade of existence, Sharing the Harvest Community Farm hosted 20,749 volunteer visits, totaling 51,432 volunteer hours. "I don't know of any other programs in the YMCA movement that engage volunteers to the same degree as the Dartmouth YMCA. It is truly special," said Andrea Lee, Project Manager for Social Responsibility Initiatives at YMCA of the USA. "I'm a big fan of your work," she added.

In 2016, the Dartmouth YMCA set a new personal record for volunteer visits and volunteer hours with 3,392 visits on the farm, coupled with another 183 visits for special events. This is about 17% above its previous high-water mark. Additionally, 10,297 volunteer hours were donated between the farm and special events in 2016, shattering the previous best of 8,900.

"There are several ingredients that allow this to take place," said Executive Director, Mike Mahoney. "To start, you need to have a compelling opportunity that people can come together around; alleviating hunger is an obvious feel good cause. For those who don't volunteer on the farm, they give their time on the Board of Managers or because they are helping to raise money

for children to attend camp, school age child care, or take swim lessons. These are easy motivations to get behind."

The last piece to the puzzle is volunteer retention and communication. Are they having a good time, do they feel rewarded at the end of the day, are they making an impact? "Ricky Lee Phillips, our current volunteer coordinator through Americorps VISTA, is doing an amazing job," said Mahoney. Phillips oversaw volunteer recruitment and retention during our record-setting 2016. "She is diligent in communicating with current and potential volunteers, dogged in her pursuit of new opportunities." Mahoney added, "What's most important, is that she personally thanks each and every person who gives of their time at our facility. It makes every person feel valued and appreciated."

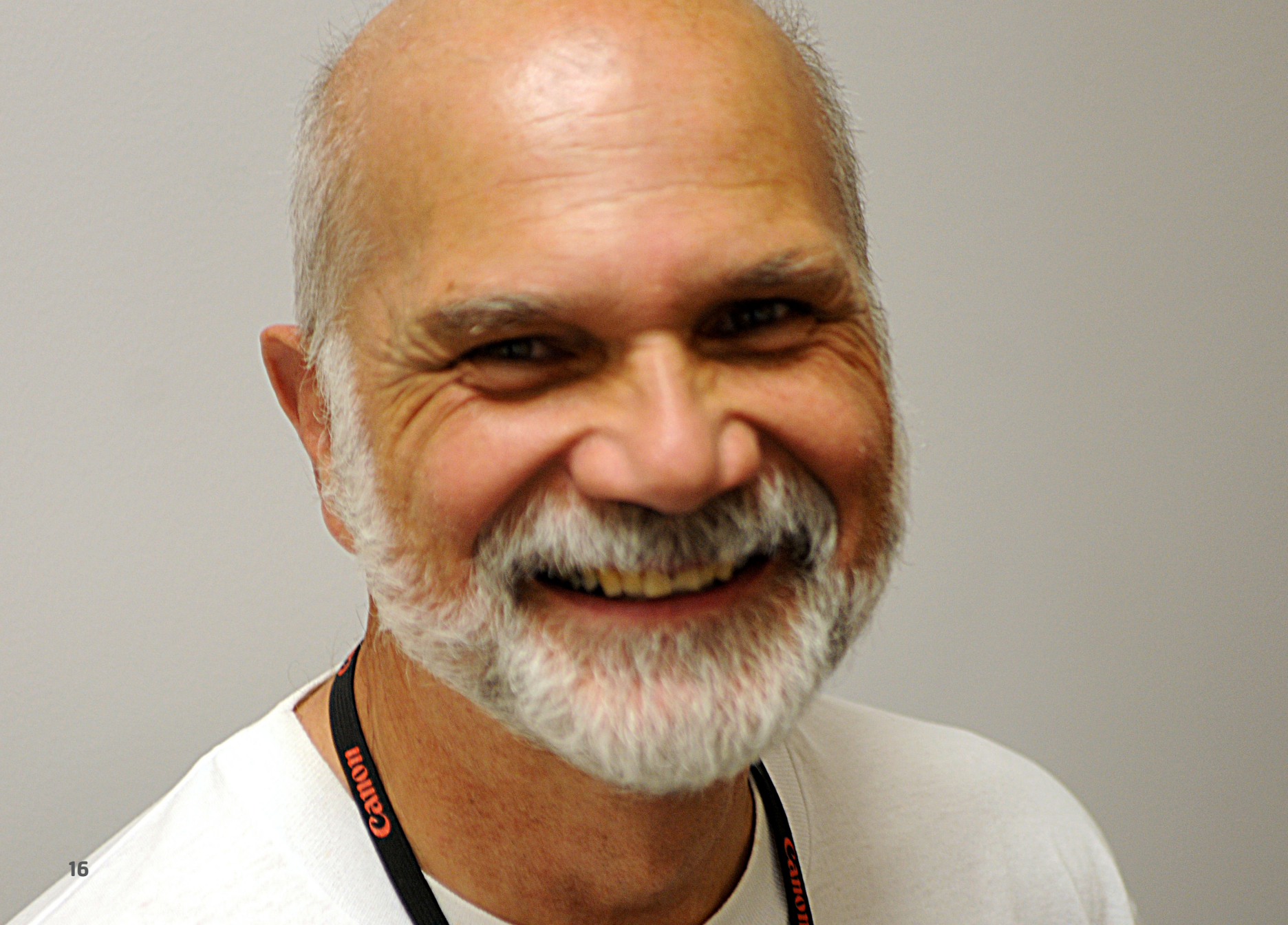
Currently, YMCA of the USA and the Dartmouth YMCA do not have an effective method to distinguish between one-time and repeat volunteer visits. Due to this, Lee and YMCA of the USA estimates that the Dartmouth YMCA might be the most effective YMCA in the country at mobilizing volunteers.

2017 holds more potential for growth, and at this time the Dartmouth YMCA is already tracking ahead of last year's volunteer numbers.



“I don’t know of any other programs in the YMCA movement that engage volunteers to the same degree as the Dartmouth YMCA. It is truly special,” said Andrea Lee, Project Manager for Social Responsibility Initiatives at YMCA of the USA.”





“THE Y SAVED MY LIFE” | STOICO/FIRSTFED YMCA

“The Y saved my life!” Peter DuBiel is a member at the Stoico/FIRSTFED YMCA in Swansea. In 2012 he was diagnosed with an aggressive form of Prostate Cancer stage 3B which as Peter explains, “Is not a good diagnosis. It means the cancer had already spread to the bladder and further.” He needed multiple treatments starting with a prostectomy, hormone treatments and radiation. His testosterone level dropped to 17 from a normal range of 100–1000. He also took part in a study group taking chemotherapy in addition to the other treatments. He gained weight, lost muscle and was left so weak from all of this that he could “barely lift a 5 lb bag of flour.” He could take Reiki, massage therapy and yoga lessons at the hospital which helped, and he continues with that post-therapy; but still he was nowhere near as strong as he had once been.

Then to Peter’s surprise a new Y opened up in town. He checked it out and found “there was plenty of parking, a lovely staff and it was easy to get to.” Peter joined. The first weeks he could lift only 30 lbs on the strength training machines. Now he lifts well over 130 lbs, rides the bikes and works out just about every day. His stamina and strength are back. He is confident that he is working out in correct form and found that his lingering pain has disappeared. Peter says, “the Y brought me back to normal.” Peter is celebrating five years cancer free, and he encourages everyone to pursue their health goals at the Y.

“Peter says, “the Y brought me back to normal.” Peter is celebrating five years cancer free, and he encourages everyone to pursue their health goals at the Y.’”

2016 | ANNUAL CAMPAIGN

CHAIRMAN'S ROUNDTABLE • \$ 2,000 +

Community Foundation of Southeastern Massachusetts -
Acushnet Foundation Fund
John & Nancy Bonell
Stella D Burke
Chapman, Cole & Gleason
Coastal Community Foundation
Dias, Lapalme & Martin LLP
Richard Dow
Robert Eklund
Estate of Anna M Gough
Fall River Women's Union

James W Feeney
HO Peet Foundation
David & Maria Harrington
Humphrey, Covill & Coleman Insurance Agency, Inc
Island Foundation
Dr Francis & Letitia James
John H Wylde Charitable Trust
John S Musser II Revocable Trust
LeComte & Vanderpool Dental Care
Maurice & Anne Makepeace Family Foundation
Richard J Medicke

George & Elise U Mock
New Bedford Half Marathon
New Bedford YMCA Swim Team
Nye Lubricants, Inc
Pilgrim Bank
Gary & Donna Schuyler
Kenneth Shwartz
Spherion
Geoff & Judith Swett
Neil J Van Sloun
Youths Friends Association Inc

PRESIDENT'S CLUB • \$1,000 - \$1,999

Francis C Angino
Arbella Insurance Foundation
Babbitt Steam
Barry's Fine Wine & Spirits, Inc
Michael J Borden
Peter C Bullard
Coca Cola Bottling Company
Cove Pediatrics, LLC
Thomas Crotty
Dartmouth Friends of the Elderly

Arthur M DeAscentis & Elizabeth Doherty
Charles N Decas
John & Zelinda M Douhan
Nancy E Edwards
Arthur D Frank Jr
Debbie Fringuelli
Linda Greer
Gerard & Colleen Kavanaugh
Russell & Wendy Keeler
David Lapalme

Joseph Marciszyn
Mattapoisett Lions Club
Raechel A McGhee
Philip Guymont & Susan McLaren
Dr David Milstone
Hannah T C Moore
Vincent & Rachel Murphy
R Henry Norweb III
Tara Pacheco
Ann B Parson

Partners Insurance Group LLC
Richard M Peirce
Robert S Dorfman Company Inc
Rotary Club of New Bedford
William & Paige Roth
James F Scherer
Sea Gas Corporation
South Coast Business Alliance
John M & Susan Teal
The Philip Snyder Foundation

Robert Trahan
Truesdale Health Foundation
Rhonda Veugen
Doug & Jo-Ann Watson
Lawrence T Wilson

COMMUNITY CHAMPION • \$500 - \$999

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Alden Pettengill Foundation
Cheryl Almeida
BayCoast Bank - Employees
Jennifer Bogan
Dr Brian Bowcock
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Joseph R Costa
Peter S Covill
Caroline Dewey

Raymond Drouin
Frank Duffy
Dr Laura Dunphy
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Henry E Foley Jr
Gerald & Jane Freed
Shelby A Giza
Robert Gleason
Maria Golemo

Irving J Goss
Samuel Gray
Bayard Henry
Michelle A Keith
Robert Kerr
Cary A LeBlanc
The Lott Family
Jodilynn Machado
Kelly A & Paul Machado
C Dennison Makepeace
Shawn McGuire

Kathleen McQuiggan
Daniel D Morais
New England Fleece Co
The Hicks Family
Karen Plichta
Wilma Quinn
Derek Raposo
Mark Rezendes
James R Rice
Elaine Robertson
Norma K Scogin

Sandi Stowe
Sabina Taj
Kathleen Treglia
Unitarian Universalist Society of
Fairhaven
Jack & Celeste M Warner
Ernest W Weber
Margaret D Xifaras
Jane & Fred Zimmermann

COMMUNITY BUILDER • \$150 – \$499

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Michelle C Alves
John M Amaral
Fatima M Araujo
Jessica Ashley
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Norman Beauregard
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Eric S Britto Sr
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Ralph Cadima
Janice Mary Carrigg
David & Kathryn Carvalho
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Kenneth Dai
Nicholas M Christ
Brix Bounty Farm
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Cheryl Costa
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Barbara A Craveiro
James M Cronin
Christine H Davis
Everett M & Phyllis Davis
Decas Cranberry
Luca Del Borgo
Napoleon N Delgado
Natalie Derrick
Elizabeth S Dunn
Jeanne D Dutra
Melissa Dyer

Bradford N Eames
Eastern Fisheries
Michael J Eatough
Krystina M Roll
John Eklund
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Keith Estes
Fay's Restaurant & Knotty Pine Catering
Dale A Ferris
Jane S Finnerty
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Gidwitz Family Foundation
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Deb Jorge
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Andrea Reno
Rockland Trust
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Saunders-Dwyer Home For Funerals
Annmarie Sawyer
Jeffrey Shoonover
Herrick Shinn
Robyn Shwedo
Calvin Siegal
Sandy Slavin
Bonnie Smith
Raymond M Smith
Somerset Flag Football
Nadine A Speers
St Anne's Credit Union
Dorothy Stefanini
Roberta Stephens
Dr Stanley J Stutz
Talho Portugues (The Butcher Shop)
Anne P Tangen
Southeastern Real Estate Appraisal Services Inc
Tina Vandersteel
Dr Paul & Linda Vivino
Dr David B Walker
Anne Webb
Christopher Welch
John C Wheatley
Harvey White
Stephanie Winterson

For A
Better
Us!



It is the mission of the YMCA SOUTHCOAST to improve the spiritual, mental, social, educational and physical conditions of all persons.

**Dartmouth | Fall River | Gleason Family
Mattapoissett | New Bedford | Stoico/FIRSTFED**

YMCA SOUTHCOAST, Association Office,
128 Union Street, Suite 304 • New Bedford MA 02470 • ymcasouthcoast.org

YMCA SOUTHCOAST | LEADERSHIP

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Vice Chair
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STOICO/FIRSTFED YMCA

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Vice President & CFO
Human Resources Director
Membership & Marketing Director
Executive Director of Education
Development Director