

YMCA of Metropolitan Milwaukee
Annual Campaign and Contributed Support - March 31, 2019
By Appeal Category

| Association Office | 2017-18 Actual | Goals | 2018-19 Stretch Goals | 2018-19 Actual | 2018-19 % of Goal | Last Year To Date |
|--|-----------------------|--------------------|------------------------------|-----------------------|-----------------------------|--------------------------|
| Staff | \$10,150 | \$11,000 | \$12,000 | \$13,700 | 125% | \$8,950 |
| Board | \$17,500 | \$105,500 | \$116,000 | \$60,829 | 58% | \$12,500 |
| Major Gifts >\$1,000 | \$255,289 | \$275,000 | \$302,000 | \$300,575 | 109% | \$135,501 |
| Community Gifts | \$25,993 | \$31,120 | \$35,000 | \$21,579 | 69% | \$15,640 |
| Total | \$308,931 | \$422,620 | \$465,000 | \$396,683 | 94% | \$172,592 |
| Camp Minikani | 2017-18 Actual | Goals | 2018-19 Stretch Goals | 2018-19 Actual | 2018-19 % of Goal | Last Year To Date |
| Staff | \$860 | \$1,500 | \$1,600 | \$1,600 | 107% | \$825 |
| Board | \$8,600 | \$12,000 | \$13,000 | \$15,364 | 128% | \$7,600 |
| Major Gifts >\$1,000 | \$36,829 | \$45,000 | \$50,000 | \$40,914 | 91% | \$32,664 |
| Community Gifts | \$21,039 | \$24,200 | \$26,400 | \$14,754 | 61% | \$11,810 |
| Total | \$67,328 | \$82,700 | \$91,000 | \$72,632 | 88% | \$52,899 |
| Downtown Y | 2017-18 Actual | Goals | 2018-19 Stretch Goals | 2018-19 Actual | 2018-19 % of Goal | Last Year To Date |
| Staff | \$2,068 | \$2,500 | \$2,700 | \$1,473 | 59% | \$1,748 |
| Board | \$0 | \$0 | \$0 | \$0 | 0% | \$0 |
| Major Gifts >\$1,000 | \$0 | \$4,500 | \$5,000 | \$0 | 0% | \$0 |
| Community Gifts | \$6,802 | \$8,000 | \$8,800 | \$979 | 12% | \$2,872 |
| Total | \$8,870 | \$15,000 | \$16,500 | \$2,452 | 16% | \$4,620 |
| Northside Y | 2017-18 Actual | Goals | 2018-19 Stretch Goals | 2018-19 Actual | 2018-19 % of Goal | Last Year To Date |
| Staff | \$4,797 | \$5,000 | \$5,500 | \$3,529 | 71% | \$3,996 |
| Board | \$1,200 | \$3,000 | \$3,300 | \$0 | 0% | \$1,200 |
| Major Gifts >\$1,000 | \$1,000 | \$3,000 | \$3,500 | \$6,000 | 200% | \$1,000 |
| Community Gifts | \$966 | \$1,500 | \$1,700 | \$1,480 | 99% | \$150 |
| Total | \$7,963 | \$12,500 | \$14,000 | \$11,009 | 88% | \$6,346 |
| Rite-Hite Family Y | 2017-18 Actual | Goals | 2018-19 Stretch Goals | 2018-19 Actual | 2018-19 % of Goal | Last Year To Date |
| Staff | \$7,076 | \$7,500 | \$8,250 | \$8,265 | 110% | \$6,494 |
| Board | \$19,000 | \$21,000 | \$23,100 | \$11,075 | 53% | \$14,000 |
| Major Gifts >\$1,000 | \$25,500 | \$31,500 | \$34,650 | \$17,504 | 56% | \$21,000 |
| Community Gifts | \$11,036 | \$13,000 | \$14,000 | \$2,766 | 21% | \$8,025 |
| Total | \$62,612 | \$73,000 | \$80,000 | \$39,610 | 54% | \$49,519 |
| Day Camp, ECE, School Age, Off-Site | 2017-18 Actual | Goals | 2018-19 Stretch Goals | 2018-19 Actual | 2018-19 % of Goal | Last Year To Date |
| Staff | \$3,185 | \$3,500 | \$3,800 | \$1,537 | 44% | \$1,821 |
| Major Gifts >\$1,000 | \$2,000 | \$3,000 | \$3,700 | \$0 | 0% | \$1,000 |
| Community Gifts | \$3,525 | \$5,000 | \$5,500 | \$1,100 | 22% | \$501 |
| Total | \$8,710 | \$11,500 | \$13,000 | \$2,637 | 23% | \$3,322 |
| Miracle League | 2017-18 Actual | Goals | 2018-19 Stretch Goals | 2018-19 Actual | 2018-19 % of Goal | Last Year To Date |
| Staff | \$0 | \$0 | \$0 | \$0 | 0% | \$0 |
| Board | \$150 | \$2,500 | \$2,700 | \$750 | 30% | \$150 |
| Major Gifts >\$1,000 | \$20,000 | \$27,000 | \$30,000 | \$22,000 | 81% | \$5,000 |
| Community Gifts | \$1,715 | \$2,237 | \$2,300 | \$9,043 | 404% | \$1,465 |
| Total | \$21,865 | \$31,737 | \$35,000 | \$31,793 | 100% | \$6,615 |
| YMCA Total | 2017-18 Actual | Goals | 2018-19 Stretch Goals | 2018-19 Actual | 2018-19 % of FY Goal | Last Year To Date |
| Staff Actual | \$28,136 | \$31,000 | \$33,850 | \$30,104 | 97% | \$23,835 |
| Board Actual | \$46,450 | \$144,000 | \$158,100 | \$88,018 | 61% | \$35,450 |
| Major Gifts >\$1,000 | \$340,618 | \$389,000 | \$428,850 | \$386,993 | 99% | \$196,165 |
| Community Gifts | \$71,075 | \$85,057 | \$93,700 | \$51,701 | 61% | \$40,462 |
| Annual Campaign Total | \$486,279 | \$649,057 | \$714,500 | \$556,817 | 86% | \$295,912 |
| Public Goal | | | \$700,000 | | | |
| Corporate/Foundation Grants | \$562,998 | \$736,000 | \$809,600 | \$164,620 | 22% | \$239,748 |
| Capital Gifts | \$58,796 | \$23,500 | \$25,850 | \$24,078 | 102% | \$35,495 |
| Events | \$198,701 | \$203,050 | \$223,355 | \$114,305 | 56% | \$120,005 |
| Government Grants (CDBG and Head Start) | \$411,557 | \$351,881 | \$387,070 | \$195,302 | 56% | \$212,604 |
| United Way Allocation | \$391,563 | \$375,000 | \$412,500 | \$0 | 0% | \$0 |
| Write-Offs/Adjustments | -\$1,875 | \$0 | \$0 | -\$8,915 | 0% | \$0 |
| Total Contributed Revenue | \$2,108,020 | \$2,338,488 | \$2,572,875 | \$1,046,206 | 45% | \$903,764 |

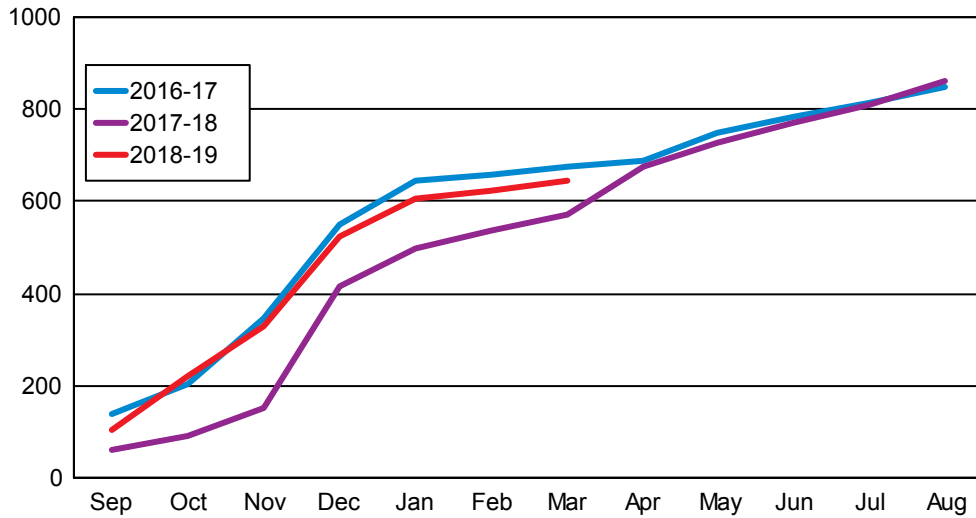
Financial Calendar - Budget is from September 2018 - August 2019 - Pledges are entered as receivables



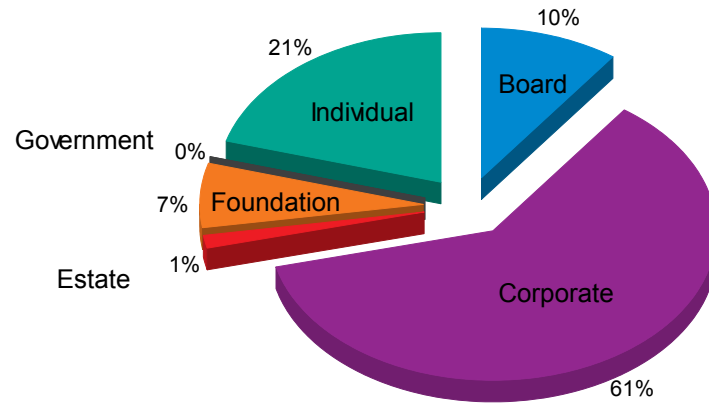
YMCA of Metropolitan Milwaukee Annual Campaign and Contributed Support

March 31, 2019

Cumulative Number of Donors by Month



2018-19 Giving Totals by Constituency



New Gifts 3/24/19 to 3/31/19

| Donor | Date | Campaign | Fund | Type | Gift Amount | GL Account | Solicitor(s) | Reference |
|--------------------------------|---------|----------------------|---|--------|-------------|---------------|--|---|
| Dittmann, Timothy C. | 3/25/19 | 2019 Annual Campaign | Camp Minikani | Cash | \$2,500.00 | 01-01-60-0130 | McLaren, Jon | |
| Dittmann, Timothy C. | 3/25/19 | 2019 Annual Campaign | Camp Minikani Facility Contributions | Cash | \$2,500.00 | 01-01-15-0131 | McLaren, Jon | |
| Evans, Franklin | 3/25/19 | 2019 Annual Campaign | Association's Annual Campaign | Cash | \$50.00 | 01-20-52-0126 | | |
| Kasten, G. F. | 3/25/19 | 2019 Annual Campaign | Association's Annual Campaign | Cash | \$208.08 | 01-20-52-0126 | Venable, Robert | |
| Milwaukee Winter Club | 3/25/19 | 2019 Annual Campaign | Camp Minikani | Cash | \$200.00 | 01-01-60-0130 | | |
| Northwestern Mutual Foundation | 3/27/19 | 2019 Programs | Northside Y's Early Childhood Education Program | Cash | \$50,000.00 | 01-03-01-0130 | Lueken, Jeffrey; Iding, Kent; Salerno, Christine | |
| We Energies | 3/27/19 | 2020 Annual Campaign | Association's Annual Campaign | Pledge | \$20,000.00 | 02-20-52-0126 | | Installment 2 of 10 of Richard R. Grigg director's charitable award |



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March 31, 2019

New Gifts 3/24/19 to 3/31/19

| Donor | Date | Campaign | Fund | Type | Gift Amount | GL Account | Solicitor(s) | Reference |
|-------------------|---------|----------------------|---|--------|-------------|---------------|--------------|--|
| We Energies | 3/27/19 | 2021 Annual Campaign | Association's Annual Campaign | Pledge | \$20,000.00 | 02-20-52-0126 | | Installment 3 of 10 of Richard R. Grigg director's charitable award |
| We Energies | 3/27/19 | 2022 Annual Campaign | Association's Annual Campaign | Pledge | \$20,000.00 | 02-20-52-0126 | | Installment 4 of 10 of Richard R. Grigg director's charitable award |
| We Energies | 3/27/19 | 2023 Annual Campaign | Association's Annual Campaign | Pledge | \$20,000.00 | 02-20-52-0126 | | Installment 5 of 10 of Richard R. Grigg director's charitable award |
| We Energies | 3/27/19 | 2024 Annual Campaign | Association's Annual Campaign | Pledge | \$20,000.00 | 02-20-52-0126 | | Installment 6 of 10 of Richard R. Grigg director's charitable award |
| We Energies | 3/27/19 | 2025 Annual Campaign | Association's Annual Campaign | Pledge | \$20,000.00 | 02-20-52-0126 | | Installment 7 of 10 of Richard R. Grigg director's charitable award |
| We Energies | 3/27/19 | 2026 Annual Campaign | Association's Annual Campaign | Pledge | \$20,000.00 | 02-20-52-0126 | | Installment 8 of 10 of Richard R. Grigg director's charitable award |
| We Energies | 3/27/19 | 2027 Annual Campaign | Association's Annual Campaign | Pledge | \$20,000.00 | 02-20-52-0126 | | Installment 9 of 10 of Richard R. Grigg director's charitable award |
| We Energies | 3/27/19 | 2028 Annual Campaign | Association's Annual Campaign | Pledge | \$20,000.00 | 02-20-52-0126 | | Installment 10 of 10 of Richard R. Grigg director's charitable award |
| Belshaw, Kathleen | 3/28/19 | 2019 Programs | Northwest Y Early Childhood Education Program | Cash | \$50.00 | 01-10-01-0130 | | |



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New Gifts 3/24/19 to 3/31/19

| Donor | Date | Campaign | Fund | Type | Gift Amount | GL Account | Solicitor(s) | Reference |
|--------------------------------|---------|----------------------|-------------------------------|------|-------------|---------------|--------------|---|
| Milder, Clement E. | 3/28/19 | 2019 Annual Campaign | Association's Annual Campaign | Cash | \$300.00 | 01-20-52-0126 | | |
| Benevity | 3/29/19 | 2019 Annual Campaign | Association's Annual Campaign | Cash | \$7.77 | 01-20-52-0126 | | Bertha Bohannon UnitedHealthcare workplace giving |
| Oxman, Anda | 3/29/19 | 2019 Annual Campaign | Rite-Hite Family Y | Cash | \$150.00 | 01-04-60-0130 | | "Love this place" |
| United Way of Metro Chicago | 3/29/19 | 2019 Annual Campaign | Association's Annual Campaign | Cash | \$90.31 | 01-20-52-0126 | | |
| Fudaly, Paul G. | 3/30/19 | 2019 Annual Campaign | Rite-Hite Family Y | Cash | \$100.00 | 01-04-60-0130 | | |

Payments 3/24/19 to 3/31/19

| Donor | Date | Campaign | Fund | Type | Gift Amount | GL Account | Solicitor(s) | Reference |
|-------|------|----------|------|------|-------------|------------|--------------|-----------|
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