



GATEWAY REGION YMCA ENDOWMENT

2022 REPORT



A MESSAGE FROM THE CEO



I am proud to share with you the Gateway Region YMCA's 2022 Endowment Report. Gifts to the endowment fund provide lasting support for the Y to remain accessible to everyone – regardless of their ability to pay.

We take great pride in operating a fund that is well-managed through strategic investments, which allows us to plan for long-term stability, fiscal responsibility, and financial viability. This strategy is particularly important when we encounter a fairly unsettled year with investments, as occurred in 2022. Many of us individually experienced the vast fluctuations in the capital markets, and the Y's investments were no different. You'll see that our endowment value dipped this past year, but know that through our strategic investments and policies, it will steadily recover and continue to be in a healthy position.

There are several avenues one may take to support our endowment, which you can read about in the pages that follow. Coming out of the pandemic, I've highlighted the theme of "back to basics" in regards to Association and branch operations. This philosophy not only fosters member satisfaction, but also reminds us how we carry out our mission serving those in need in our community every single day. Investing in the Y's endowment results in a steady and reliable revenue stream that allows us to continue offering Opportunity for All.

We thank the many contributors who have already ensured the Gateway Region Y will serve the community for generations to come, and invite others to consider giving to the endowment. Your investment creates a legacy that makes a lasting impact in the Gateway region. Thank you!

Tim Helm
President and CEO

ENDOWMENT OVERVIEW

The purpose of the endowment is to provide maximum sustainable financial support to the Gateway Region YMCA to serve its mission in perpetuity. Core to the endowment's purpose is balancing the interests of current and future generations of Y members and the community the Y serves.

When you give to the endowment fund, the Y invests your gift as part of its overall endowment portfolio. The primary investment objective of the endowment is to generate, on average and over time, inflation-adjusted gains from investment returns that at least match distributions to the institution; the investment strategy is structured to serve this objective.

The spending distribution policy provides a mechanism for delivering financial support to the operating budget while also ensuring protection from the volatility of the capital markets.

Each year, a portion of the value of the endowed fund is distributed to the Ys in our Association. Gifts designated to a branch or program are distributed as a percentage of the overall value of the fund. Remaining earnings are used to build the endowment's value. In this way, the endowment fund can grow and provide support for its designated purpose in perpetuity.



THE GATEWAY REGION YMCA'S
ENDOWMENT DISTRIBUTION FOR 2022: **\$1,138,562**

ENDOWMENT MANAGEMENT & SUPPORT

Supporters of the Gateway Region YMCA have ensured the legacy of our organization for many years. One of the earliest gifts recorded was in 1883 from the Collier Family in honor of their son. The \$5,000 gift was truly significant considering it would equate to a value over \$150,000 in today's world. In their will, the family documented that their hope for the gift would be that the Y would, "actively carry on its benevolent work in the City of St. Louis."

Today, we utilize multiple layers of checks and balances to ensure the health of the endowment fund through internal and external management and support.

INVESTMENT SUBCOMMITTEE

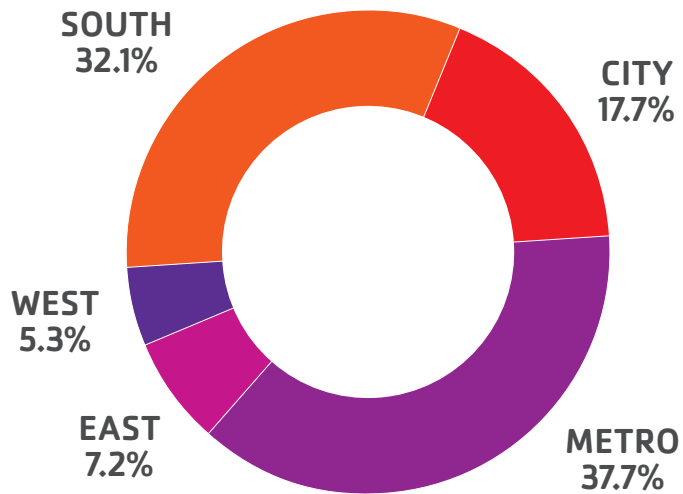
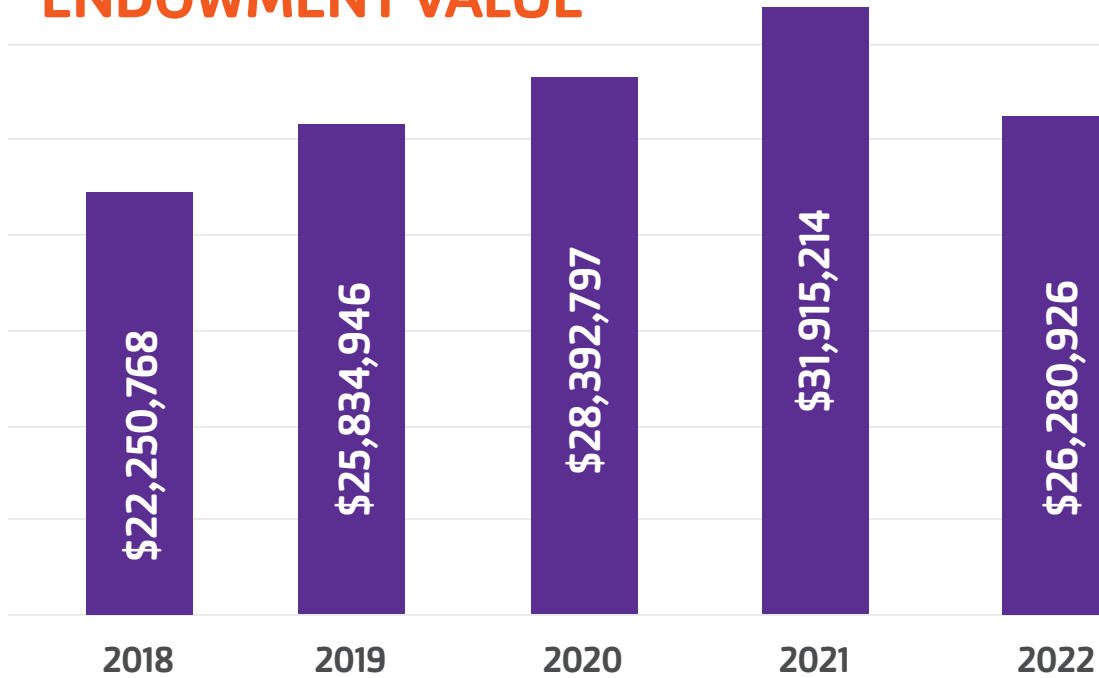
Guided by the Y's Endowment Investment Policy, the Investment Subcommittee reports to the Board of Directors' Finance Committee and is charged with management of the endowment fund. Its responsibilities include to review the performance of the endowment quarterly; review, authorize and monitor the asset allocation targets and acceptable allocation ranges; appraise the performance of the investment managers; annually recommend the Spending Rate Formula to be used as the basis for distributions; and report the endowment's performance to the Finance Committee and the Board of Directors.

RESOURCE DEVELOPMENT COMMITTEE

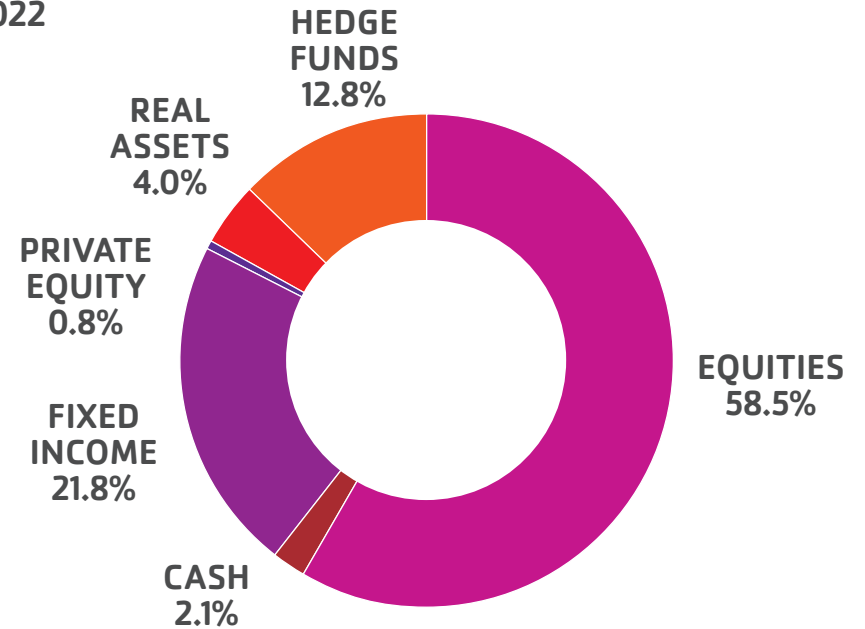
Reporting to the Board of Directors, the purpose of the Resource Development Committee is to ensure financial resources are procured to support the mission and sustainability of the organization. In addition to providing oversight to fundraising appeals such as the Annual Campaign and the Comprehensive Campaign, it is charged with ensuring endowment support is raised annually to contribute to the Endowment Fund.

**"The true meaning of life is to plant trees,
under whose shade you do not expect to sit."**

ENDOWMENT VALUE



ENDOWMENT SHARES BY DISTRICT

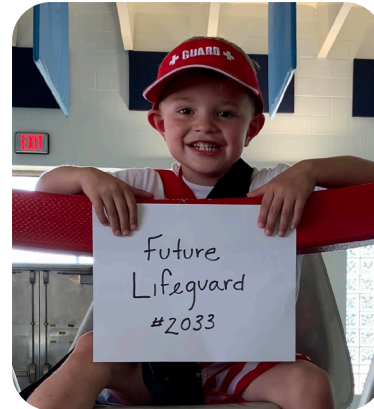


ENDOWMENT ASSET ALLOCATION

YOUR GIFT AT WORK

Your support of the endowment directly impacts our community by supporting branch programs that serve a wide range of needs and opportunities. These are only a few of the many programs offered across the Association.

- **YOUTH DEVELOPMENT:** 3,400 children received **free Safety Around Water** instruction in 2022, learning critical water safety skills and reducing their risk of drowning.
- **HEALTHY LIVING:** 78 individuals took part in our **Starting the Conversation program**, which helps caregivers learn how to engage in conversations and address concerning behaviors around mental health.
- **SOCIAL RESPONSIBILITY:** 950 teens attended one or more **teen engagement** events held throughout the year in St. Louis City. This effort was possible from Prop S funding, allocated to help keep young people engaged and safe.



BY THE NUMBERS

The annual endowment distribution is determined based on a rolling 5-year average of the endowment balance as of June 30 the previous year. Historically, the distribution has ranged between 4.0% to 4.75% depending on the needs of the Association.

In 2022, the endowment served a critical role supporting the operations and infrastructure of our Association with a distribution totaling **\$1,138,562**.

SAMPLE DISTRIBUTION OF 4%

Gift Amount	Estimated Annual Distribution
\$25,000	\$1,000
\$50,000	\$2,000
\$100,000	\$4,000
\$500,000	\$20,000

LEGACY GIVING

There are several benefits to becoming an endowment donor, ranging from practical advantages to more personal reasons.

BENEFITS TO THE DONOR

- Create a legacy for yourself and family
- Tax benefits
- Impact on the community – make a difference for generations to come
- Become a member of the Y's Lamplighter Society, which includes recognition, the Annual Lamplighter Dinner, the Endowment Report, a bi-annual Lamplighter newsletter, and access to additional materials regarding estate planning.

WAYS TO SUPPORT THE ENDOWMENT:

- Bequest in Will or Trust
- Outright cash
- Appreciated Securities
- Designate insurance beneficiary
- Donor Advised Funds
- Charitable Gift Annuity
- Memorial and Tribute Gifts



“We are fans of so many things the Y does. They are capturing magic in a bottle. Once you get started giving, it builds on itself. You see how good you feel – the rewards are fantastic. We know the YMCA will be good stewards of our contributions. They will continue this work long past us. You sleep better at night knowing that.”

**– TERRY AND STAN FREERKS
LAMPLIGHTER SOCIETY MEMBERS SINCE 2019**

Visit gatewayregionymca.planningyourlegacy.org for more ways to give.



STORY OF THE LAMPLIGHTER

Sir Harry Lauder, the Scottish humorist and singer, often related a story of those who were responsible for lighting the street lights of his city just at dusk. Sir Harry would watch each lighter progress from lamp to lamp, causing each new light to soften the approaching darkness. “Finally,” said Sir Harry, “even though the lamplighter had disappeared around some far corner, you knew he had been there by the lights he left behind.”



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**Contact us to learn how you can support
the Gateway Region YMCA's mission with
a gift to the Endowment Fund.**

Wendy Cornett-Marquitz, CFRE
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OUR MISSION: To put Christian principles into
practice through programs that build healthy
spirit, mind and body for all.