Dear Friend,

2012 was a year marked by membership growth, facility enhancements and prosperous ventures for the YMCA of Southern Nevada. By year end, our association realized a 10 percent jump in membership and 8 percent bump in program participation over the prior year. As talented staff and volunteers strengthened community by helping people of every age, ability and income level reach their potential at our four full-service facilities, preschool programming swelled at a similar pace. Our state-licensed preschool at the Centennial Hills and Durango Hills YMCAs expanded, the SkyView YMCA debuted its program, and in our third year, we served 190 children.

At the Y, we’re focused on youth development, healthy living and social responsibility. There’s no better way to see these focal areas in action than through our strides to curb summer hunger, a growing problem in Southern Nevada. In 2012, the Y again participated in the Summer Food Service program, a federal nutrition program designed to feed children free, nutritious meals and snacks when school is out. In 2012, more than 25,000 lunches were served between the Bill & Lillie Heinrich, Durango Hills Community Center and SkyView YMCAs.

In our still-challenged economy, it was a privilege to serve community needs and help individuals gain confidence, strength and skills at the Y. That commitment was best evidenced through our Board of Directors’ commitment to embark on the Strengthening Community Campaign to refresh facilities and keep pace with emerging needs. As we prepared to turn the calendar to 2013, work was well under way in converting the aged and underused Heinrich YMCA indoor pool into a multi-use gymnasium. New classroom space at the Heinrich YMCA coupled with planned program enhancements at the Durango Hills and Centennial Hills Community Center YMCAs provide inviting, dynamic facilities that promote learning, activity and togetherness.

We’re proud to report that in 2012, we kept our promise to the community in that no one was turned away due to an inability to pay. Thanks to strong support from private and corporate donors, we gave 33,647 grateful individuals direct financial assistance totaling $384,310. Yet that tells just a portion of the story, as we subsidized memberships and programs by $334,664, keeping the Y affordable and accessible for individuals of every age, ability and fitness level. The fundraising efforts of 30+ volunteer Board Members, a group whose dedication and fundraising ability is unmatched, yielded countless stories of staggering personal and social change realized through the Y.

As we reflect on the success of 2012 and look forward to 2013, there’s much to celebrate and anticipate. By summer, new strength equipment will be in place, Les Mills group fitness classes will be in full throttle across the association and we’ll dedicate the Heinrich YMCA’s beautiful new gymnasium. I know you share in our sentiment that the Y is about changing lives for the better. We view participation in our programs and services as a means to a greater end. By sharing these stories, and thanking you for your support, we will continue to help our community learn more about our work, so we can help people of every age learn and grow.

Sincerely,

Larry Bradley
YMCA Board Chairman

Mike Lubbe
YMCA President & CEO
### Statement of Activities

#### Operating Revenue and Support

<table>
<thead>
<tr>
<th>Source</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$731,968</td>
<td>$690,583</td>
<td>$694,860</td>
</tr>
<tr>
<td>Special events</td>
<td>171,445</td>
<td>222,042</td>
<td>164,257</td>
</tr>
<tr>
<td>United Way and grants</td>
<td>224,719</td>
<td>130,902</td>
<td>97,544</td>
</tr>
<tr>
<td>Membership and program fees</td>
<td>5,630,276</td>
<td>4,710,359</td>
<td>3,920,082</td>
</tr>
<tr>
<td>Other</td>
<td>576,568</td>
<td>565,800</td>
<td>452,435</td>
</tr>
<tr>
<td><strong>Total operating revenue and support</strong></td>
<td><strong>$7,334,976</strong></td>
<td><strong>$6,319,686</strong></td>
<td><strong>$5,329,178</strong></td>
</tr>
</tbody>
</table>

#### Salaries and related expenses

<table>
<thead>
<tr>
<th>Source</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>$4,413,014</td>
<td>$3,828,037</td>
<td>$3,273,143</td>
</tr>
<tr>
<td>Occupancy</td>
<td>1,190,935</td>
<td>1,008,325</td>
<td>668,247</td>
</tr>
<tr>
<td>Other</td>
<td>403,277</td>
<td>343,552</td>
<td>393,743</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td><strong>$7,028,809</strong></td>
<td><strong>$6,115,798</strong></td>
<td><strong>$5,264,954</strong></td>
</tr>
</tbody>
</table>

**Increase/(decrease) in operating net assets**

<table>
<thead>
<tr>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>$306,167</td>
<td>$203,888</td>
<td>$64,224</td>
</tr>
</tbody>
</table>

### Statement of Financial Position

#### Assets

<table>
<thead>
<tr>
<th>Source</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,622,978</td>
<td>$1,299,221</td>
<td>$1,321,239</td>
</tr>
<tr>
<td>Investments - at market</td>
<td>1,233,619</td>
<td>1,141,894</td>
<td>1,098,276</td>
</tr>
<tr>
<td>Certificates of deposit</td>
<td>32,726</td>
<td>50,000</td>
<td>50,000</td>
</tr>
<tr>
<td>Pledges and other receivables</td>
<td>204,391</td>
<td>417,010</td>
<td>200,010</td>
</tr>
<tr>
<td>Property and other</td>
<td>9,694,188</td>
<td>9,685,452</td>
<td>10,649,992</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$12,787,902</strong></td>
<td><strong>$12,593,577</strong></td>
<td><strong>$13,319,517</strong></td>
</tr>
</tbody>
</table>

#### Liabilities

<table>
<thead>
<tr>
<th>Source</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued liabilities</td>
<td>$409,110</td>
<td>$199,730</td>
<td>$69,561</td>
</tr>
<tr>
<td>Loans and leases payable</td>
<td>3,064,615</td>
<td>2,620,546</td>
<td>3,203,843</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>101,721</td>
<td>129,338</td>
<td>129,165</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$3,575,446</strong></td>
<td><strong>$2,949,614</strong></td>
<td><strong>$3,402,569</strong></td>
</tr>
</tbody>
</table>

**Total liabilities and net assets**

<table>
<thead>
<tr>
<th>2012</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>$12,787,902</td>
<td>$12,593,577</td>
<td>$13,319,517</td>
</tr>
</tbody>
</table>

Audited statements for 2009 and prior available upon request.

### Population served

<table>
<thead>
<tr>
<th>Gender</th>
<th>Male</th>
<th>Female</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Youth 1-17</td>
<td>26,700</td>
<td>24,262</td>
<td>51,062</td>
</tr>
<tr>
<td>Adults 18-54</td>
<td>27,998</td>
<td>29,077</td>
<td>57,075</td>
</tr>
<tr>
<td>55+</td>
<td>29,077</td>
<td>27,998</td>
<td>57,075</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>70,753</td>
<td>65,117</td>
<td>135,870</td>
</tr>
</tbody>
</table>

### Other Facts

- Financial assistance for 2012: $384,310
- Volunteers for 2012: 95
- 33,647 individuals assisted

### Board Of Directors

#### Officers

- Larry Bradley, Chairman (Pro Group Management)
- David Allazetta, 1st Vice Chair (UnitedHealthcare)
- David Thomas, Secretary (G. Dallas Horton & Associates)
- Jeff Ortwein, Treasurer (Deloitte & Touche LLP)

#### Members

- John Baker
- Lisa Bobak (Soirées Catering and Events)
- Michael Bolognini (Cox Communications)
- Daniel Boudreaux (Pinnacle Entertainment, Inc.)
- Rick Crawford (Green Valley Grocery)
- Ted Dale (US Trust Bank of America)
- Eric DeBonis (Southwest Gas Corp.)
- Dale Eeles (Las Vegas Events)
- Richard Fraim
- Robert Glaser (BNY Mellon)
- Greg Heinrich (Fairway Chevrolet)
- Curt M. Howell (Humana)
- William D. Jansen (Clark County Court)
- Lynda Keeton-Cardno (Lynda R. Keeton CPA, LLC)
- Jesse Leeds (Lotus Broadcasting Co.)
- Dr. Raimundo Leon (Advanced Pain Consultants)
- Martin Little (Jolley, Urga, Wirth, Woodbury & Standish)
- Rod Martin (Majestic Realty)
- Rick McGough (MGM Resorts)
- Bryan Price (Flooring Solutions)
- Russell Price (Nevada State Bank)
- Sajit Pullarkat (Centennial Hills Hospital Medical Center)
- Philip Randazzo (Nevada Benefits)
- Larry Seedig (USAA Savings Bank)
- John Steffen (Hutchinson & Steffen)
- Robert Stewart (NV Energy)
- Chris Trares (Las Vegas Review-Journal)
- Jerry Velarde (Paragon Healthcare)
- Michael Watkins (Touchpoint)

- Dale Eeles (Las Vegas Events)
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- Michael Watkins (Touchpoint)
YMCA of Southern Nevada 2012 Donors

CHAIRMAN’S CIRCLE: FOUNDER
Bank of America
Caesars Foundation
Cox Communications
Credit One Bank
Findlay Management Group
Greg and Barbara Heinrich
Lillie Heinrich
Humana
Las Vegas Founders
Majestic Realty Foundation
The Private Bank by Nevada State Bank
The Tony and Renee Marlon Charitable Foundation
Richard Rosebrock
Southern Nevada Sports Hall of Fame
USAA Savings Bank
Walmart Foundation
Wells Fargo
Windermere Foundation
Windsong Trust
YMCA of the USA

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CAMs
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Richard and Kay Fraim
Las Vegas Wranglers
The Leon Family
Nevada State Bank
Phil Randazzo
Jeff and Cynthia Shaw
Scott Snow
Southwest Gas Corp.
Speedway Children’s Charities
Michael Watkins

CHAIRMAN’S CIRCLE: BENEFACtor
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Larry and Annette Bradley
Factory Motor Parts
jcpenney
Las Vegas Review-Journal
Low Book Sales Foundation
Rod and Ann Marie Martin
Oscar Goodman
NV Energy
Soirees Catering and Events
UnitedHealthcare

CHAIRMAN’S CIRCLE: BENEFACtor
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Alan Barber/Brianna Gerrity
Thomas Blinkinsop
Brady Industries
Capital One
City National Bank
David and Janice Colvin
DAV Productions
Dean Roofing Co., Inc.
Eric DeBonis
Desert BMW of Las Vegas
Dan and Yolanda Dolby
Evans Family
Fairway Chevrolet
Fertitta Enterprises
Flooring Solutions of Nevada, Inc.
Harley Harmon Insurance
HSBC
Hutchison & Steffen
Insured Services
Investment Counsel Company of Nevada
Jolley, Urge, Wirth, Woodbury & Standish
Lynda Keeton-Cardno
The Leeds Family
Charles Lenzie
The Lionel Trust
Frank Lopez, Inc.
Lotus Broadcasting
Mike and Julie Lubbe
Boyd Martin Construction
NB
Jeff Ortwine
Pat Ritter
Pacific Seafood
Chuck and Jennifer Searle
Sam Schmidt
South Point Casino

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Advanced Pain Consultants
Scott Bensing
Cassity Building Maintenance
Children’s Medical Center at Summerlin
Pauline Collins
Chet Cox
Friendly Ford
Alan Fulks
Adam and Prudence Ganz
Glade, Wilgar & Sons Glass Co.
Innovative Pet Therapy
Tracey Joyner
Greg and Nicole Korte Family
Jean LaPlaca
Claire Lewis
National Insurance Consultants, Inc.
Theresa Denise Neil
Nevada Military Support Alliance
Mesa Fire Services, Inc.
Bradley Oaks
John O’Neil
Cass and Helen Palmer
John Petroni
Brad Peterson
Kathleen Potter
Protection Plus
Red Rock Country Club
Shamrock Farms
Mike and Lindsey Slanker
Stanton and Dana Snow
Jon Staley
Kyle Stephens
Vehicle Accessory Center
Councilwoman Anita Wood

Bill & Lillie Heinrich YMCA
4141 Meadows Lane
Las Vegas, NV 89107
702.877.9622
City of Las Vegas Durango Hills Community Center, Operated by the YMCA
3521 N. Durango Dr.
Las Vegas, NV 89129
702.240.9622
City of Las Vegas Centennial Hills Community Center, Operated by the YMCA
6601 N. Buffalo Dr.
Las Vegas, NV 89131
702.478.9622

SkyView YMCA
3050 E. Centennial Pkwy.
North Las Vegas, NV 89081
702.522.7500

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