

1. What services does your organization provide to the residents of Davidson County?

YMCA OF MIDDLE TENNESSEE: The YMCA of Middle Tennessee was founded in 1875 to be a worldwide charitable fellowship united by a common loyalty to Jesus Christ for the purpose of helping persons grow in spirit, mind and body. The nation's seventh-largest YMCA Association, it works with neighbors in eight counties at 15 family wellness centers, the Joe C. Davis Outdoor Center and over 120 program locations. The YMCA strengthens communities through youth development, healthy living and social responsibility. Through programs that meet a range of needs in our diverse community the YMCA nurtures the potential of families, adults and youth. In 2017, it helped improve the health of more than 230,000 people of all ages, races and backgrounds, and provided more than \$8 million in financial assistance, ensuring it turns no one away due to an inability to pay.

NORTHWEST FAMILY YMCA: Opened in 1971, the Northwest Family YMCA serves the Bordeaux and North Nashville neighborhoods as a family wellness center and community resource. More than 3,900 area residents participate in membership or program activities at the Northwest Y, with 1564 families including 830 children receiving subsidized memberships last year. Northwest provides programs that serve the full range of North Nashville's residents, including Active Older Adults programming serving senior citizens, Y-Literacy tutoring for struggling readers in public elementary schools, summer Day Camp programming, structured middle and high school afterschool programming, and Learn to Swim programming in public schools.

Community need and community investment in the Northwest YMCA is evident in:

- The volume of members who receive need-based financial assistance, with 1564 families including 830 children receiving subsidized memberships last year.
- The breadth of programming provided at Northwest, which includes Active Older Adults programming, Y-Literacy tutoring for elementary school students, summer Day Camp programming, structured middle school afterschool programming, and Learn to Swim programming in public schools.
- Vocal community response, both solicited during a 2017 Community Health Needs Assessment process, and facilitated during dialogue sessions in 2018 following a proposed plan to transfer ownership to the Metropolitan Government.

2. How many residents are your currently serving and how do they benefit?

The Northwest Family YMCA offers significant programs and services to nearly 4,000 residents of the North Nashville and Bordeaux communities, by:

- Engaging more than 3,100 community members in programs that encourage belonging and wellness, and ensuring that more than 40 percent of those members receive financial assistance so that YMCA resources and opportunities are available to all regardless of their ability to pay.
- Welcoming more than 730 senior citizens with programming that increases physical fitness and reduces social isolation.

- Providing safe spaces and structured programming during out of school time for middle and high school students who may otherwise be unsupervised and at high risk for violence, victimization and risky behaviors leading to substance abuse, gang involvement, teen pregnancy and dropping out of school.
- Encouraging physical activity and positive interaction with caring adults for more than 1,200 young people each summer during 11 weeks of day camp programs.
- Strengthening early grade reading proficiency, which research suggests is the most significant predictor of graduation and career success, for 75 children reading below grade level each year.
- Reducing risk of drowning, the second leading cause of unintentional death for young people in the United States, by providing safety around water instruction for North Nashville children.

3. How much funding are you requesting from Metro?

The YMCA of Middle Tennessee respectfully requests a Metro Appropriation of \$243,940 supporting the Northwest Family YMCA, which will allow the YMCA to maintain programming that serves North Nashville and Bordeaux.

4. If funding is awarded, how many additional residents will be served and how will they benefit?

The YMCA of Middle Tennessee seeks funding from the Metropolitan Government to maintain its current level of programming and service at the Northwest Family YMCA, and to build a programming partnership and systems of accountability with a Consortium of HBCUs that includes American Baptist College, Fisk University, Meharry Medical College and Tennessee State University, and establish a business model and three-year sustainability plan to ensure the future of the Northwest Family YMCA as a community resource for the North Nashville and Bordeaux community. Through this partnership, the Northwest Family YMCA is projecting to serve at least 900 additional residents (e.g., students, faculty, staff and their families). The YMCA of Middle Tennessee's primary intention with this funding is to secure an additional partner to help ensure the facility remains a stable resource for anyone who would like to join, but it is difficult to make an accurate prediction outside of the HBCU partnership.

5. In addition to serving more residents, are there other community benefits Metro funding would help you achieve?

Metro funding will significantly contribute to the YMCA of Middle Tennessee's ability to sustain its programming and services at the Northwest Family YMCA, which serves as a community resource for a historically under served community. Through its potential ongoing partnership with other institutions including a Consortium of HBCUs, community members will have access to a range of services that may include:

- Civic Education and Entrepreneurship incubation, provided by American Baptist College.
- Basic healthcare provision, including health screening services and dental services, provided by Meharry Medical College.
- Additional services provided through Tennessee State University's Center for Service Learning and Civic Engagement, which engages TSU employees and students in initiatives ranging from healthcare awareness to housing development through Hands On Nashville to personalize learning seminars.

6. How would you use this funding to help create a more equitable Nashville, where all residents have an opportunity to participate in the city's success?

The YMCA of Middle Tennessee is committed to identifying methods and resources to sustain the Northwest Family YMCA as a community resource despite its operating budget shortfall, as a primary expression of its commitment to serving all members of our community. Since its opening, the YMCA of Middle Tennessee has operated the Northwest Family YMCA as a deficit center, with income from memberships, program fees, charitable gifts and grants underwriting only 45 percent of expenses, or approximately half the percentage of revenue of any other deficit Middle Tennessee YMCA center. The YMCA believes in strengthening community, and believes that every community has value; it expresses this belief by ensuring equity and voice to members of the communities it serves, and providing its resources and opportunities to everyone, regardless of background or socioeconomic status. As a result of community dialogue sessions in early 2018, the Y offered a Request for Proposals soliciting partnerships to sustain the Northwest Family YMCA as a community resource.

The YMCA received proposals in June 2018, including a leading proposal from a consortium of four HBCUs: American Baptist College, Fisk University, Meharry Medical College and Tennessee State University. The Consortium's response identified its member organizations' status as Anchor Institutions connected to and identified with their community, along with the importance of service stated in each institution's mission. Each Consortium member plans to provide additional community-focused programming (for instance, health screening services or workforce development and entrepreneurship support), supported by institutional resources, sited at the Northwest YMCA. In addition, each institution identified areas of community need to which they plan to respond along with additional projected revenue. In support of this potential ongoing partnership, the YMCA of Middle Tennessee and the Consortium have identified services and new lines of business (focused on health, safety, workforce development, and technology) to provide additional operating income for the facility, closing its deficit gap. Potential new lines of business will include:

- Membership fees included in Consortium schools' activity fees, providing YMCA memberships to students at a subsidized rate, increasing membership revenue and facility usage.
- Leasing income from space required to conduct Consortium programming, including reception and health screening space, as well as potential dental clinic space.
- Increased potential for contributed income, enabled by both 1) A greater range of federal funding opportunities open to educational institutions; and 2) Greater capacity to pursue federal and consolidated funding requests by leveraging the Consortium members' Offices of Institutional Advancement.

The YMCA of Middle Tennessee will also solicit new or increased grant funding from partners including the Dan and Margaret Maddox Charitable Foundation and the HCA Foundation to maintain the Northwest Family YMCA as a resource for the North Nashville and Bordeaux communities.