

The Village of Niles

NILES FAMILY FITNESS CENTER / YMCA PARTNERSHIP

The Proposal

NFFC transitions to
reopen as branded
YMCA

- Partnership presented to the Village by the YMCA
- Opportunity to keep YMCA in Niles



Sensitivity

- Partnership confidentiality
- Business operations to maintain
- Real estate transactions exempt under Open Meetings Act
- Negotiations ongoing



YMCA of Metropolitan Chicago

A message from the YMCA CEO



YMCA of Metropolitan Chicago

- In Niles since 1965 (55 years)
- Provides important services and resources to the community
- Creating positive identity, developing transferable life skills, cultivating healthy habits, and fostering career readiness for Niles and neighboring communities' youth



YMCA of Metropolitan Chicago

- Fitness and recreation for over 120 years in Chicagoland
- Pivoting in times of crisis
- “Y on the Go”
- Developing more virtual experiences



Staff Opportunities

The Y is open to exploring employment opportunities with the Niles Family Fitness staff. The Y has created a special link exclusively for Niles Family Fitness Center staff to apply for consideration. We are committed to building a staff team to meet the unique needs of the Niles community. We encourage and welcome all Niles Family Fitness Center staff to apply for opportunities with the Y and join our family



YMCA of Metropolitan Chicago

OUR FUNDAMENTAL BELIEF



No child or family should be denied access to our programs because of an inability to pay

HOW WE HELP



In 2019, the Y allocated \$2 million from its Scholarship Fund to assist 3,760 individuals across the association to access its services

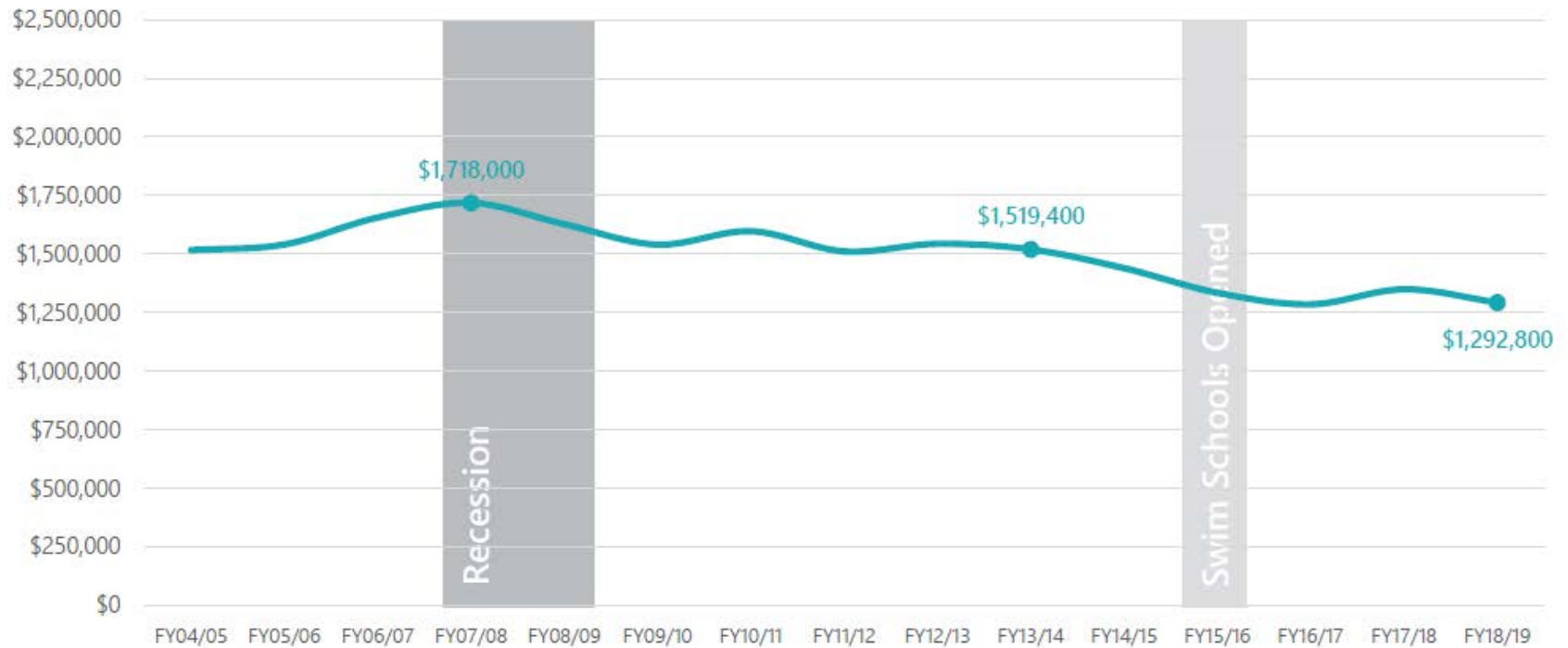
WHY NONPROFIT MATTERS



As a nonprofit, the Y is able to utilize donations and leverage private support through community partnerships (2,500,000 in grants from the McCormick Foundation)

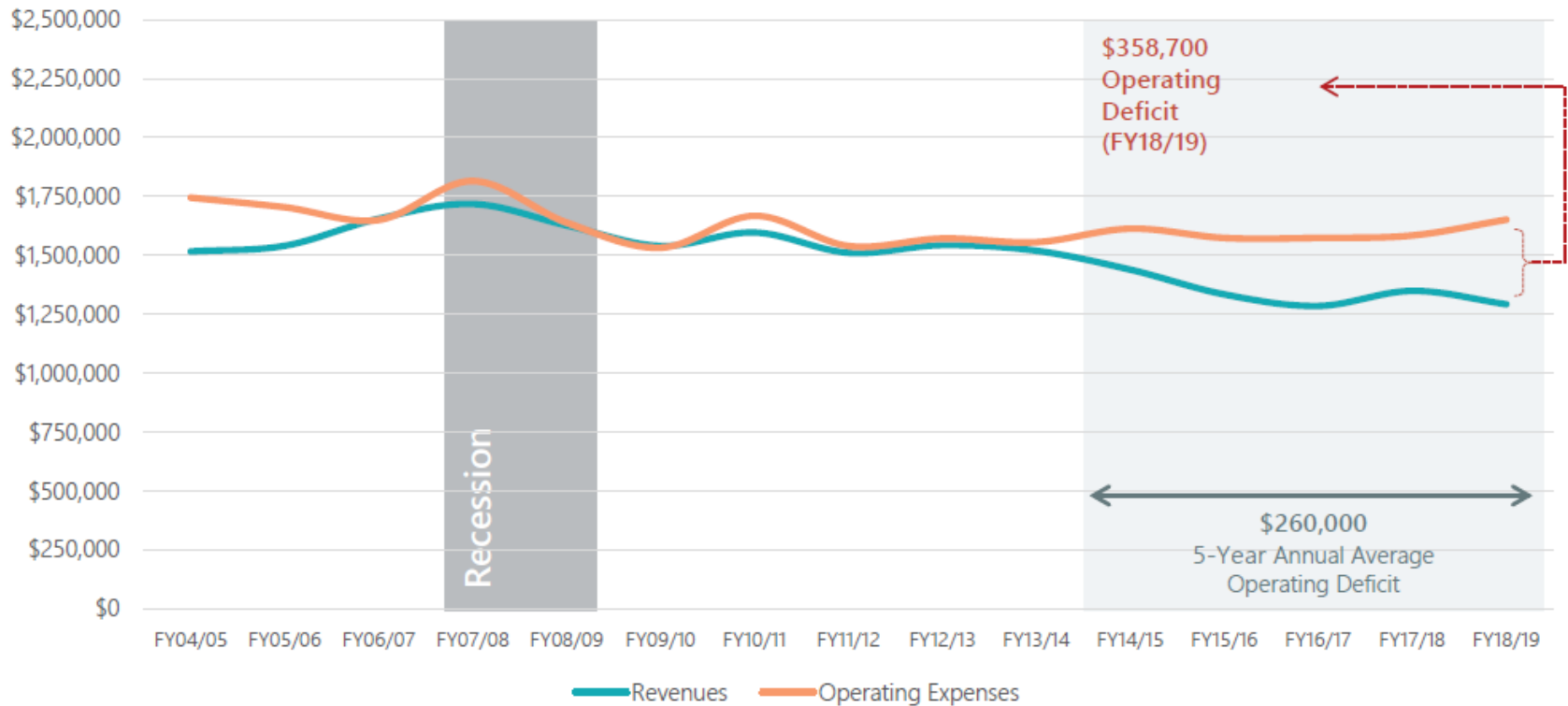
NFFC Financial Performance

NFFC HISTORIC REVENUES



NFFC Financial Performance

NFFC HISTORIC REVENUES & OPERATING EXPENSES



Subsidized Amenity

Niles taxpayers burden is \$385,000 per year

- \$13/Niles resident/year
- 732 Niles residents are members
 - 2.5% of Niles population
- Non-resident members benefit from subsidized NFFC



Taxpayer Stewards

- Projected to save taxpayers approximately \$8.4 million over 15 years
 - \$560,000 annually
- Internally, savings of nearly \$1.1 million



Subsidized Amenity

- A 4.9% property tax increase raised property taxes by around **\$21 per household** last year
- This agreement would save taxpayers \$560,000 per year
 - **\$19 per person** in Niles per year (based on 2010 census)
 - Over 15 years, saving each Niles resident almost \$300



Taxpayer Stewards

What can the Village taxpayers get with \$560,000?



Benefits to Community

- Continued programs and services
- Top-notch fitness facility with a family friendly atmosphere
- Indoor water slide
- Retail revenue from YMCA patronage
- Financial assistance to low-income residents



FOR YOUTH DEVELOPMENT®
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

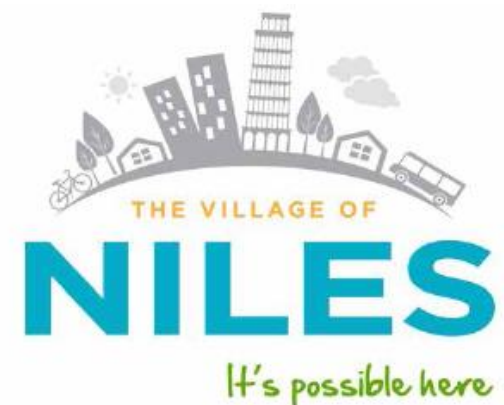
Benefits to Community

- Youth-focused programming
- Whole family engagement
- Family recreational needs
- Opportunities for gap services
- Leveraging the Y's nonprofit status to fundraise, attract private investment, and volunteers



Benefits to the Village of Niles

- Family-focused fitness facility
- Reinvest taxpayer dollars
- YMCA is responsible for aesthetic capital improvements



Benefits to the YMCA

- Continue the YMCA legacy in Niles
- Continue to serve members and guests of the Lattof YMCA and Leaning Tower YMCA
- Access to modern facility and aquatics center



Benefits to the YMCA

- Centralized location
- YMCA strategic plan
- YMCA financial portfolio
- Increases long term partnership opportunities



Alternatives for NFFC

- Reduce personnel costs
- Commit to a capital “refresh” at the NFFC
- Invest in a business plan update to pivot in the world of pandemics
- Raise membership prices



Questions & Discussion