

FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

2020 ANNUAL REPORT CAMP MANITO-WISH YMCA



CAMP MANITO-WISH YMCA 2020 FINANCIAL REPORT



FROM OUR
PRESIDENT

Every year since joining the Camp Manito-wish YMCA board of directors I have been heartened by the outpouring of annual financial support from Camp's alumni base and broader community of families and staff. But never more so than this year. Martin Luther King, Jr. said that "[t]he ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy." This measure applies not only to individuals but to communities as well.

Our Manito-wish community not only rose to the meet the challenges 2020 threw at Camp, but exceeded our wildest hopes. The challenges were severe. Camp had never before faced a complete shutdown of all programming – Summer Camp, Outpost and Leadership. Revenue from programming fees dropped off a cliff. The Manito-wish spirit, however, prevailed. Staff put in long, hard hours for reduced pay. The Manito-wish community responded to the Portage On! Campaign with remarkable financial support that was inspiring and heartwarming. I have never been more proud to be a Manito-wisher.

With your generosity and support, Camp has adapted and improved for summer 2021. Although COVID-19 related challenges remain, we are excited for the new 3-week summer camp programming format and extended family camp. These programming changes not only allow for COVID-19 hygiene measures, but also will deepen and expand each camper's experience. Our mission to grow and develop the character and leadership of every person who has a Manito-wish experience, by challenging them to grow in wisdom, in stature, in favor with God, and with one another, is as essential now in the 21st century as it was at Camp's founding.

Thank you for your extraordinary support during these extraordinary times.

Tom Basting, Jr.
President, Board of Directors
CAMP MANITO-WISH YMCA



Cover color printing donated by Dave Pryor, Quality Plus Printing Inc., Wisconsin Rapids, WI. Thanks Dave!



FROM OUR
CEO

Reflecting on the year 2020, I can't help but draw parallels to the Manito-wish experience.

Like the camper or staff member arriving at Camp with excited visions of what their summer would hold, all of us at Camp were eager to implement operational and programming plans for 2020. We anticipated the results of those plans to include improved camper experiences, utilizing newly built cabins, implementation of a newly approved strategic plan, and the further development of relationships with partner organizations.

Comparable to a trail experience, shortly into the journey that was 2020, we realized that it was not going to be all the scenic vistas and beautiful sunrises we had hoped for. Instead, our journey included long portages, decisions to be made with limited information, difficult conversations, and moments where we wanted to end our trip early.

Also, just like a trail experience, the year 2020 provided moments of incredible growth, tears of joy, a deeper connection with our community, and certainly even a few scenic vistas to enjoy.

In the traditional Manito-wish way, we will take the lessons learned from our journey in 2020, apply them to 2021 and look to a return to programming with renewed confidence and resilience.

As we move into 2021, we continue to be lifted up from the support of our Manito-wish family. It is with gratitude and appreciation to all of you, the Manito-wish staff, and board of directors that we present the 2020 annual report.

Patrick Soldan,
Chief Executive Officer
CAMP MANITO-WISH YMCA

VALUE OF A MANITO-WISH EXPERIENCE

Never more was the value of a Manito-wish experience more evident than this year. Due to COVID-19, for the first time in 102 summers all programming was cancelled. We were without the revenue from our programs to cover our unavoidable/ "fixed" costs. Prior to the announcement of the suspension of Camp programming for the summer, Camp had received gifts totaling \$396,534. Camp was facing a deficit of nearly \$1.2 million. With an uncertain future ahead, Camp called on the Manito-wish community for help.

On May 1, Camp launched the Portage ON! Matching Campaign to meet this unprecedented need. Otto & Carol Gebhardt, the Frank and Nancy Russo Charitable Trust, and Susanne M. Michler provided a \$100,000 match. This generosity continued when two anonymous donors surprised Camp by providing another \$100,000 matching gift. We then extended the Campaign another two weeks to June 16 (the date the 2020 Boys I would have begun).

In the 10 weeks of the Portage ON! Matching Campaign, alumni, camper families (through donation of some or all of 2020 camp fees), friends, staff, parents of staff and business partners contributed \$746,336. Almost double, what was given to the Annual Fund Drive during the first 6 months of the 2020 AFD!

Thanks to the donors that provided the matching gifts and the overwhelming response from the Manito-wish community, we continued to portage on through the challenges of 2020. For fiscal year ending October 31, 2020, Camp Manito-wish YMCA received \$1,223,172. These gifts along with funding provided through the Payroll Protection Plan of the CARES-Act, staff reductions, and a YUSA Grant for COVID-19 relief, helped offset the fixed costs and sustained our 2020 operations; as you will see in the financial section on page 27.

In addition to the incredible generosity from our community, we also saw the value of a Manito-wish experience communicated in actions by our Alumni. We heard stories, saw pictures of families creating their own trail experiences, supporting their neighbors, joining camp sing-alongs, and sending us emails and texts as you will see throughout the annual report.

Thank you to all who have helped us Portage ON!, ensure the future of Manito-wish, and show us how much a Manito-wish experience is valued! Because of you, Camp Manito-wish YMCA will be back to doing what we do best in 2021 - changing lives! Thank you!

The Staff and Board of Camp Manito-wish YMCA

**PORTAGE ON!
DONATE TODAY**

See your gift doubled
by a group of generous
Manito-wish families who
will match your contribution
to greatest need dollar-for
dollar up to \$100,000!!

Experience
MANITO-WISH
CAMP MANITO-WISH YMCA
manito-wish.org/donate



**PORTAGE ON!
DONATE TODAY**

Make your gift
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During the month of May
a group of generous
Manito-wish families
will match your contribution
to greatest need
dollar-for-dollar up to
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**PORTAGE ON!
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God bless each and every soul
Camp has shaped and will shape.



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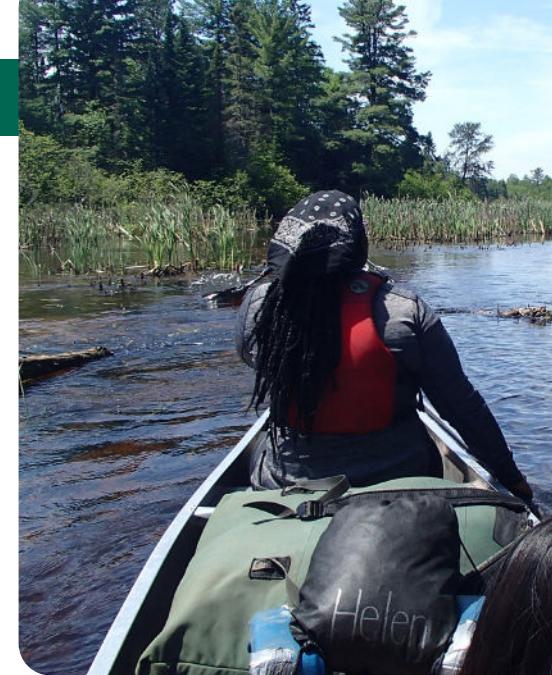
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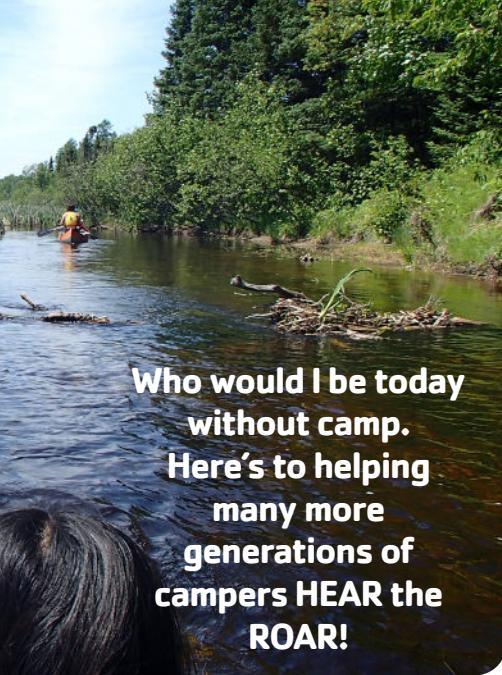
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without camp.
Here's to helping
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campers HEAR the
ROAR!**

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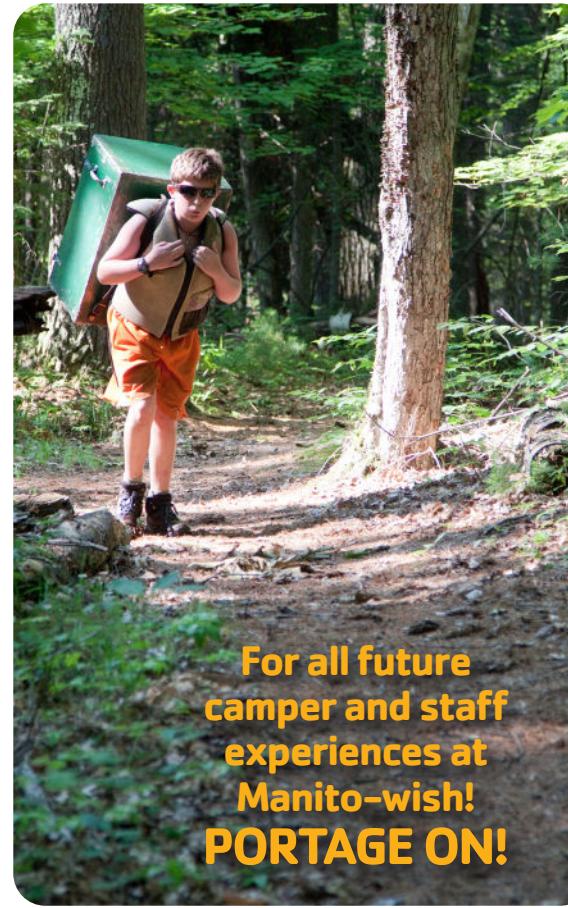
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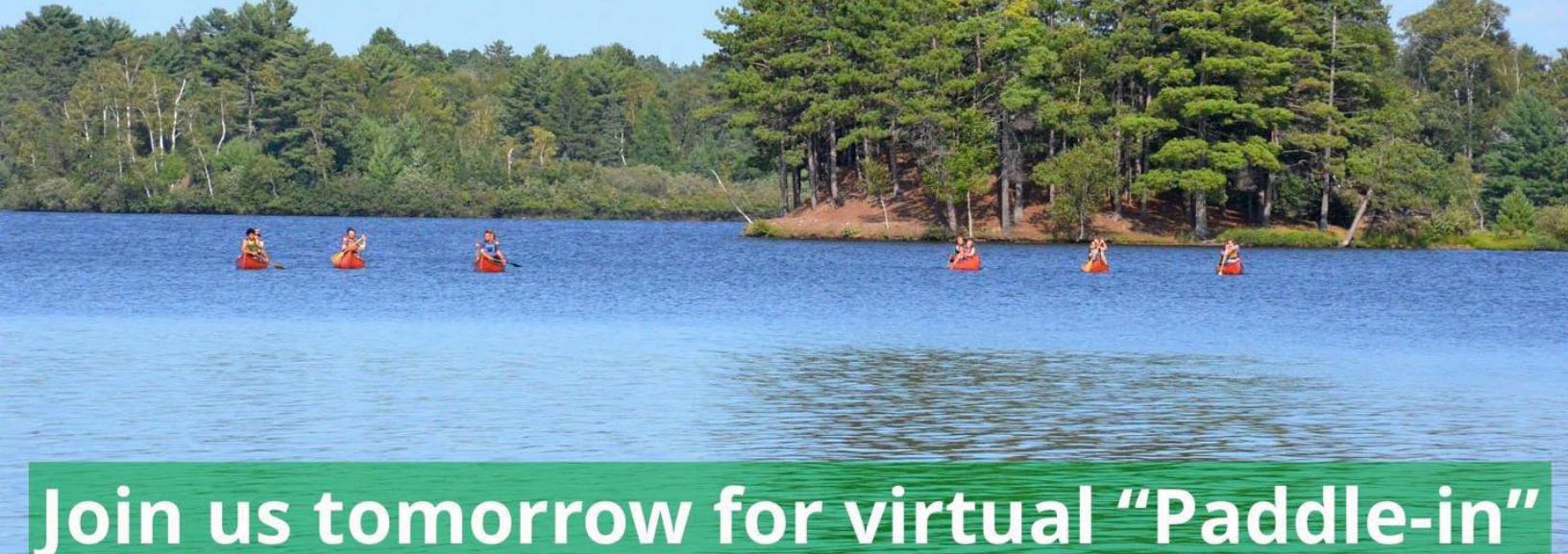
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Giving so Camp can get back to what it does best: creating responsible and enlightened leaders who will improve the world they live in.



**With deep love and gratitude,
for all that Camp has done for
me, my family, so many others,
sending hope for many more camp
summers and me!**



Join us tomorrow for virtual “Paddle-in”

GIFTS IN HONOR OF

All My Grandchildren
Mary Stevens Lillydahl

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**Birdhouse Ladies of 1998:
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I'm donating because Camp has changed my life for the better every time I am there and because I love this place with all my heart!

Tom & Mimi Mead for starting Memorial Day Work Weekend over 50 years ago
Martha (Mead) & Steve Schuyler

Memorial Day Work Weekend Volunteers
Greg & Amanda Friese

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**With all of the gratitude to the important places and people,
clear skies or cloudy days.**



GIFTS IN MEMORY OF: Contributions were received in memory of the following people:

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The Fires of Friendship Circle is comprised of those who believe in the mission of Camp Manito-wish YMCA, share its ideals and traditions, and have a commitment to ensure Manito-wish's heritage is continued for future generations by making a deferred gift of any value as part of their estate plan and/or a cash contribution of \$10,000 or greater to the Endowment Fund. Established in 2001, the Fires of Friendship Circle now has more than 450 members. If you would like to join, contact your lawyer or financial advisor, or call our Development Office at (715) 385-2312.

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I want tomorrow's children to have camping opportunities like those that have meant so much to my children and grandchildren.

ENDOWMENT FUNDS

Contributions to the Camp Manito-wish YMCA Endowment Fund guarantee a strong future for Camp Manito-wish and benefit future campers of all ages. The distributions from the Camp Manito-wish YMCA Endowment Fund provides funds for: general operations, camperships, maintenance of our facilities, staff and programs.

GENERAL FUNDS

The annual distribution created by these named and unnamed general endowment funds provide for the offset of the greatest needs as determined by Camp Manito-wish.

General Endowment Fund

Andrea Lynn Blank General Endowment Fund

Emery Family Fund I Endowment Fund
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Elmer Ott Memorial Endowment Fund
Edwin & Susan Butler Ritts Endowment Fund
Bob & Char Telleen Family Endowment Fund
Andrew C. Thompson Endowment Fund

BUILDING FUNDS

The annual distribution created by these named and unnamed building funds provides for the increase of our maintenance reserve to preserve the facilities of Camp Manito-wish.

General Building Endowment Fund

Miriam Bennett Barn Endowment Fund
Birch Lodge Cabin Endowment Fund
Bog Boardwalk Endowment Fund
Boyce Administration Building Endowment Fund
Gordon R. Connor Arboretum Endowment Fund
Connor Council Ring Endowment Fund
Countryman-Mulford Bay Ridge Cabin Endowment Fund
Brian & Anne S. Derber Family Maintenance Endowment Fund
Deer Ridge Cabin Endowment Fund

Dundee Cabin Endowment Fund

Emery House Endowment Fund
Far North Washhouse Endowment Fund
Far South Washhouse Endowment Fund
Health Center Endowment Fund
Huffy Den Cabin Endowment Fund
Idlewild/Pine Grove Cabin Endowment Fund
Lang Challenge Course Endowment Fund

Last Resort I & II Cabin Endowment Fund

Leadership Lodge Endowment Fund
Leadership Village Building Endowment Fund
Fritz & Elizabeth Merizon Family Fund
John F. Michler Heritage Center Endowment Fund
Nash Lodge Endowment Fund
Near North Washhouse Endowment Fund
Near South Washhouse Endowment Fund
North Cabin Endowment Fund

North-end Staff House Endowment Fund

Norway Cabin Endowment Fund
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Ullrich Arts & Crafts Building Endowment Fund
Walldhus Cabin Endowment Fund
Robert G. Walker, Jr. Buildings and Grounds Endowment Fund
Wheel House Endowment Fund

CAMPERSHIP FUNDS

The annual distribution created by these named and unnamed campership funds provides for the removal of financial barriers for Summer Program, Outpost Program, and Leadership Program participants.

General Campership Endowment Fund

Rodney & Holly Aldrich Campership Endowment Fund

Arctic Canoe Expedition Campership Endowment Fund
Christopher D. Bacigalupo Campership Endowment Fund
Walt & Sue Benn Campership Endowment Fund
Richard & Gloria Bergman Campership Endowment Fund
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Burrall Campership Endowment Fund

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Bold indicates New Endowment Fund

STAFF FUNDS

The annual distribution created by these named and unnamed funds provides for grants for seasonal staff to offset costs of employment, provides for increases of seasonal staff wages, provides for funds to offset the cost of staff training, and offsetting the cost of sectionals.

Manito-wish Staff Fund

Brian & Jeanne (Johnson) Cleveland Seasonal Staff Development Endowment Fund

Ed & Adele (Schuler) Douglass Staff Training Endowment Fund

Jenkins Family Staff Scholarship Endowment Fund

Mary Pat (Gold) & Peter Judkins Family Staff Incentive Fund

McMahon Staff Scholarship Endowment Fund

MaryO Girl's Sectional Staff Endowment Fund

Program Director Endowment Fund

Philip R. Telleen Staff Scholarship Endowment Fund

Staff Incentive Endowment Fund

Jim & Linda White Staff Training Endowment Fund



PROGRAM FUNDS

The annual distribution created by these named and unnamed funds provides for the offsetting of trail equipment, Leadership Program, and various program area costs.

Barney Family Trail Equipment Endowment Fund

Alice Uhrig Boese Memorial Endowment Fund

Philip E. Buchanan Outdoor Programming Endowment Fund

Helgesen Family Program Endowment Fund

Reed Hollett Outdoor Leadership Endowment

Johnson Family Endowment Fund

Leadership Program Endowment Fund

William I. Merizon Waterfront Endowment Fund

Sutherland Canoe Endowment Fund

Polly H. Ullrich Arts & Crafts Program Endowment Fund

BREAK OUT THE OARS

Curt Peacock wrote this song in 1944.

Since then it became the official camp song.

Break out the oars, course set for Manito-wish.
Swing on those oars, gotta get to Manito-wish.
Had a good trip, no let 'er rip for home.
Let's trip the ship. We'll get her on the way.
Can't say goodbye. We'll come again someday!
Swing it out smooth. We're in the grove for home.
Let us sing as we paddle, swing as we paddle.
Sing it to the skis above;
Give out while you're rowin', shout while you're rowin',
Travelin' toward the place we love.
Now comes the time, time for our song to cease.
Camp's just ahead, over the lake due east.
We're nearly there, never a care back home.



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Mark Zanonj*

*Retired 2020



HAPPY TO
GIVE BACK TO
A PLACE THAT
HAS GIVEN US
SO MUCH!

2020 FINANCIAL STATEMENT

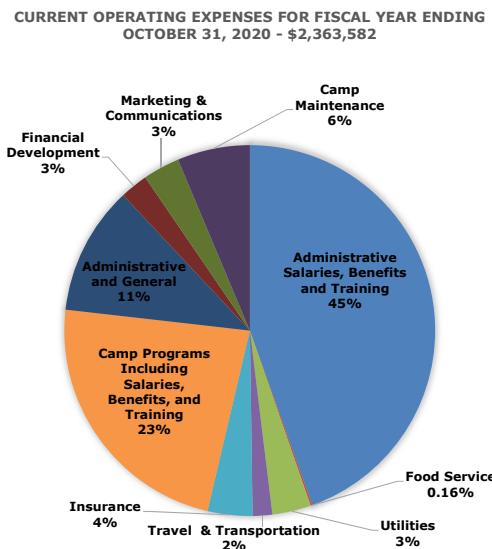
Camp Manito-wish YMCA Inc. is a 501(c)3. CliftonLarsonAllen audited the financial statements as of October 31, 2020. Manito-wish received an opinion that stated the financial statements were presented fairly and in accordance with accounting principles generally accepted in the United States of America.

According to the fiscal year ending October 31, 2020, the revenues totaled \$2,395,767 and expenses totaled \$2,363,582 resulting in a surplus of \$32,185. The surplus, as approved by the Board of Directors, was distributed to the maintenance reserve.

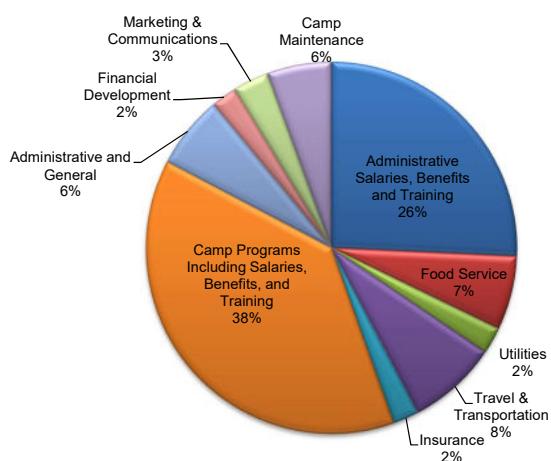
To illustrate the impact COVID-19 had on our operations in 2020, we have provided comparative graphs from 2019 to 2020. The graphs below show the percentage breakdown of total revenues and expenses by category for the fiscal year-ends October 31, 2020 and 2019. Due to COVID-19, we had a historic shift in the percentages of revenue obtained from programming and contributions/grants. In particular, you will note the increase percentage in grants and contributions between 2019 & 2020 as a percentage of the total revenue went from 12% to 71%. It is this increase, which provided for the replacement of lost revenues to cover the unavoidable/fixed cost categories indicated on the 2020 expense graph.

We are grateful to all who helped us Portage On through 2020.

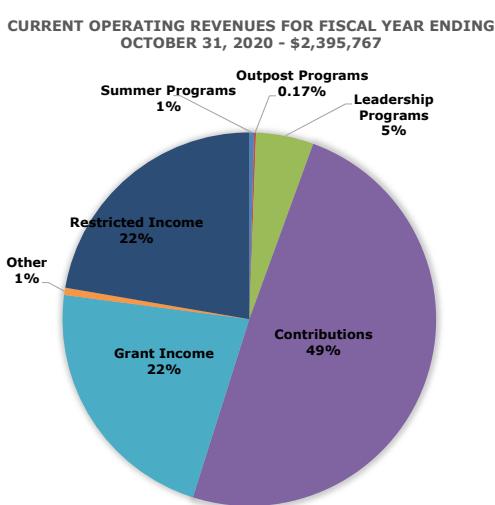
**Current Operating Revenues
For Fiscal Year Ending
October 31, 2020**



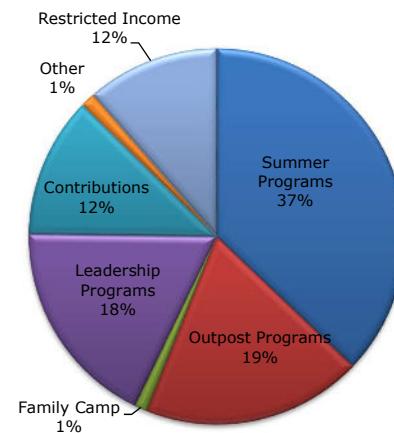
**Current Operating Expenses For Fiscal Year Ending
October 31, 2019 - \$4,468,093**



**Current Operating Expenses
For Fiscal Year Ending
October 31, 2020**



**Current Operating Revenues For Fiscal Year Ending
October 31, 2019 - \$4,582,818**



Camp Manito-wish YMCA

P.O. Box 246
Boulder Junction, WI 54512
(715) 385-2312

manito-wish.org
manito-wish.org/donate



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Camp Manito-wish YMCA is a non-profit 501(c)(3) charitable organization; donations are tax-deductible to the full extent of the law.

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Mission:

To enrich the character and leadership development of each person who has a Manito-wish experience by challenging them to grow in wisdom, in stature, in favor with God, and with one another.

Vision:

The Manito-wish experience develops confident, responsible, and enlightened leaders who will improve the world in which they live.

Our Commitment:

Camp Manito-wish YMCA strives to create an inclusive environment by upholding human dignity, valuing diversity, and acknowledging unique experiences.

