



*Greater Reading
Young Professionals*

ANNUAL REPORT

2017



Attract. Engage. Retain.



*Greater Reading
Young Professionals*

The mission of the **Greater Reading Young Professionals** is to provide a forum to attract, engage and retain young professionals in the Greater Reading region.

Message from the President



Thad Gelsinger, Esquire

*President, Greater Reading Young Professionals (2016-2017)
Shareholder, Leisawitz Heller*

Serving our community is an honor and privilege. I have been fortunate to observe GRYP members live this mission every day during my two year term as the organization's President. In 2017, GRYP invested heavily in the future of the leadership of our community. In partnership with the Greater Reading Chamber of Commerce and Industry, GRYP held its annual mentoring program. With Albright College, GRYP members and

Albright students engaged in a series of meetings focused on professional development. GRYP solidified the transition of its own institutional knowledge by establishing and revising standard operating procedures for each of its committees. In addition, through the generosity of Customers Bank and GRYP's other community partners, the GRYP Community Engagement Fund of the Berks County Community Foundation has become self-sustaining and will be able to offer grants to organizations and initiatives that will attract, engage, and retain young professionals in the Greater Reading region.

GRYP members also participated in many fun events throughout 2017! Our young professionals participated in sports leagues, including a highly successful golf outing; monthly happy hours; and insightful Third Thursday gatherings. Some other highlights included the Kentucky Derby themed GIG! at LedgeRock Golf Club; the annual gathering with candidates and elected officials held at the Berks County Community Foundation; and the Masquerade Mystery Ball at the Stirling Mansion.

As we move into 2018, I hope that you will continue to support GRYP and appreciate the value that it brings to our community.



Judson Meinhart

*Vice President, Greater Reading Young Professionals (2016-2017)
Wealth Advisor, RKL Wealth Management, LLC*

I was recently asked to describe GRYP in one sentence, which was both a challenging and though provoking request. After a long, almost uncomfortable pause, my response was a simple derivative of our mission. I said, "GRYP is a collection of involved individuals who strive to provide a forum to attract to engage and retain young professionals in the Greater Reading region."

It certainly wasn't the most creative response, however, I believe its power lies in its simplicity. At its core, GRYP is powered by a group of individuals who believe that together they can have a greater impact on their community than they could acting on their own. These volunteers who are a part of GRYP's Board of Directors, it's committees and it's Advisory Board have committed their time, talents and thought leadership to making Greater Reading a better place to live, work, and play for, not just for the young professionals in the region, but for everyone.

I am proud to be a part of this group of individuals who are driven by GRYP's mission and focused on the organization's success. Whether it's our Signature Third Thursday series, our Sports Leagues, or any one of numerous professional development opportunities GRYP members have access to, all of our undertaking are carried out with GRYP's mission in mind.

As a stakeholder and partner in this mission, I hope you will continue your support of GRYP and our efforts to attract, engage, and retain young professionals to the Greater Reading area.

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Investing in Our Future

2017 MEMBERSHIP

In 2017, 500 young professionals were engaged with GRYP. Annual dues remained at \$45, which allowed members to find countless ways to get involved and invest in their future.

GRYP members receive several benefits from signature events, year-round sports league discounts, to networking opportunities, volunteering, and a number of community events.

OPPORTUNITIES FOR INVOLVEMENT INCLUDE:

- GRYP Individual Memberships
- GRYP Corporate Memberships
- GRYP Sports League Memberships
- Committee Member Opportunities
- Board Member Opportunities
- Member Discount Opportunities

2017 PARTNERSHIPS

Corporate Partners

- Baker Tilly
- Customers Bank
- Etho Source Office Furniture
- Herbein + Company, Inc.
- Leisawitz Heller
- RKL Wealth Management, LLC

Community Partners

- Greater Reading Chamber of Commerce and Industry
- Greater Reading Economic Partnership
- Tompkins VIST Financial

Supporters

- Burkey Group
- The W Group Financial Services

2017 Community Cause

G!G! 2017 —

Proceeds from G!G! 2017 went to help reach this year's Matching Campaign with Customers Bank. The proceeds raised through the Matching Campaign were contributed to the Greater Reading Young Professionals Community Engagement Fund of the Berks County Community Foundation (the "Fund"). A percentage of the Fund's revenue can be contributed annually to organizations or initiatives that align with GRYP's mission. The success of the Matching Campaign made the Fund self-sustaining so that it will provide a resource on which our community can rely for assistance for worthy initiatives in perpetuity.



G!G! 2017 SPONSORS

PLATINUM

Carpenter Technology, Bell Tower Salon and Medi Spa, Penske, and Customers Bank

GOLD

RKL Wealth Management, LLC and Penn National Gaming, Inc.

SILVER

Greater Reading Economic Partnership, Fulton Bank, and Sorrelli

BRONZE

Tompkins VIST Bank, Reading Fightin' Phils, Gage Personnel, and East Penn Manufacturing, Inc.,





Promoting Fun & Fitness

2017 was the seventh year for GRYP's Sports League as it continued to grow into one of GRYP's largest initiatives promoting recreation, health and social activities for its members and non-members. The Sports League Committee offers co-ed Volleyball, Touch Football and Kickball throughout different seasons of the year. During the past five years, the various leagues have grown exponentially. In 2017, GRYP had over 400 participants, which were comprised of both GRYP members and non-members, offering GRYP members a substantial discount on their sports league memberships.

The Sports League Committee serves as a way for GRYP members to come together in a fun, active and competitive way in a low-pressure setting for networking and making connections. GRYP members continue to encourage non-members to participate in sports league as a way to further promote GRYP and its mission to attract, engage and retain young professionals that live, work and play in the Greater Reading area.



Making Connections

GRYP provides countless opportunities for Professional Development, Leadership Development, Networking, Sports and Recreation, Volunteer Opportunities, Education, Social Activities, Community Outreach and more.

In 2017, GRYP held up to 3 events per month at various businesses and organizations, including Signature Third Thursday Events, Happy Hours, Bonus Events, Recreational Activities, Volunteer Activities, and more!

MEMBERS ENJOYED MULTIPLE SPONSORED EVENTS INCLUDING:

- Signature Third Thursday's
- Legislative Impact Events & Mixers
- Happy Hours
- Annual GRYP Board Alumni Mixer at Panevino Ristorante
- Annual Signature October Event- Murder Mystery at Stirling Guest Hotel
- Annual Jingle Jingle Mix and Mingle

Financials

REVENUE	2016 Actual	2017 Actual	2018 Budget
Membership fee revenues	\$ 5,590	\$ 8,854	\$ 7,875
Event sponsorships	6,000	6,000	6,000
GRYP Special Events	575	1,241	1,100
Sports league revenues	9,361	17,031	16,450
G!G! fundraising	20,626	13,381	15,000
G!G! In-kind sponsors	5,000	5,000	5,000
Corporate partnerships	9,994	9,250	10,000
TOTAL REVENUE	\$57,146	\$60,757	\$61,425

EXPENSES	2016 Actual	2017 Actual	2018 Budget
Community donations	\$ 12,250	\$ 9,020	\$ 10,700
Community advancement	5,767	3,655	4,150
Government awareness committee	1,610	1,340	2,000
Membership committee	-	319	950
Administrative	4,838	5,067	5,510
Marketing committee	3,264	2,667	3,915
Events committee	9,265	7,821	9,350
Sports league committee	6,113	8,940	9,700
Development committee	11,341	13,211	10,150
G!G! In-kind sponsors	5,000	5,000	5,000
TOTAL EXPENSES	\$ 59,448	\$ 59,448	\$ 61,425



MAKING
GREATER READING
A GREAT PLACE TO
LIVE. WORK.
AND PLAY.





GREATER READING
Young Professionals

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