



Hensel Eckman YMCA

Dear XXX

Thank you for the opportunity to share some information about the Corporate Partnership Plan offered by the Hensel Eckman YMCA and why it would be beneficial for you and your company. Our goal is to help you, the employer, by improving the lives and well-being of your staff and personnel. By partnering with our organization, we can help you minimize costs and maximize productivity by offering employees an opportunity for a healthy lifestyle.

Five Reasons Why the Corporate Partnership Plan Will Work for You:

No. 1 Containment of health care costs

The majority of U.S. health care expenses can be attributed to preventative diseases. Positive lifestyle changes such as increased physical activity can often prevent these illnesses. According to the U.S. Department of Health and Human Services study in 2012, wellness programs reduce healthcare costs by 20-55%. For each \$1.00 the average company invests in its employee wellness program, it achieves a rate of return of \$3-\$15 on investment.

No. 2 Increased workplace productivity

Workers who exercise regularly tend to have more energy and are more productive while on the job. Employees that report to work ill are not fully engaged and productive because of personal health and life issue distractions. As little as 30 minutes of physical activity a few days a week can have a significant positive impact on workers' physical and mental health.

No. 3 Increased workplace morale

Active and healthy employees tend to have a more positive and energetic outlook that can keep the spirits high within an organization. Employees can foster a more team-oriented mentality when working out with one another. This will build camaraderie and create a better working environment for everyone. Additionally, a company's improved corporate image is an indirect benefit of having an employee wellness plan.

No. 4 Decreased absenteeism

Chronic illness and fatigue are the leading causes of employees missing work. Helping workers make positive lifestyle changes can reduce absenteeism by 28%. The CDC states that overweight and obese adults miss approximately 2 to 8.2 more days from work due to illness or injury than normal-weight adults. By encouraging a healthy lifestyle, the company can prevent the on-set of employee sickness.

No. 5 Decreased Employee turnover

Many employees view health promotion programs as an added perk offered by their employer. When a company has taken a vested interest in the health and well-being of their employees, they will in turn feel more valued and appreciated, making it less likely for them to seek employment elsewhere. This increase in employee retention will save time, energy and money that would have been utilized to recruit, hire and train new workers.

The H.E. YMCA would be honored to partner with your business to provide a cost-effective and inclusive wellness program for your employees. Enclosed you will find information outlining options for our Corporate Partnership Plan.

We look forward to working with you and assisting with the health and wellness needs of your employees.

Sincerely,

Dan Grubb
Interim Director
540-980-3671 or email at: execdirexec@comcast.net



Be a Healthy Company

Corporate Partnership Plan: The Hensel Eckman YMCA Partnership Plan makes it easier for your employees to be active, be healthy and more productive by belonging to the YMCA

Plan Option 1

- Company chooses to be responsible for all payments to the YMCA for employee memberships
- Joining fee is waived for employees participating. (Value up to \$50.00 for households & \$30.00 individual.)
- Companies who pay by invoice for employee memberships on one bill receive 15% off monthly membership fees. Fees can be deducted entirely from an employee's paycheck or split with the company (either on percentage basis or set amount).
- Employee must sign the contract for the YMCA yearly membership plan.
- Employee is not eligible for financial assistance membership rates through the Corporate Partnership Plan

Plan Option 2

- Company chooses not to be responsible for any payments to the YMCA for employee memberships.
- Joining fee is waived for employees participating. (Value up to \$50.00 for households & \$30.00 individual.)
- Employee pays for the YMCA membership through bank or credit card draft. A 10% discount will be applied for all signing up for the YMCA yearly membership plan.
- Employee must sign the contract for the YMCA yearly membership plan.
- Employee is not eligible for financial assistance membership rates through the Corporate Partnership Plan.



CORPORATE PARTNERSHIP SERVICE AGREEMENT (Plan Option 1)

As a YMCA Corporate Partner we agree to market and promote this benefit to our employees on a continual basis by:

- Allowing the Hensel Eckman YMCA the opportunity to provide information to employees about our association, including, programs, services, the organization's mission, and the annual giving campaign via quarterly newsletter. The newsletter will be e-mailed to a main contact person and forwarded to all employees.
- Placing information about the YMCA Corporate Partnership Plan benefit in all new hire and employee orientation packets.
- Informing each employee that he/she must be the primary member of the YMCA membership in order to receive the benefits of this partnership.
- Allowing the H.E. YMCA employees to be present for on-site enrollment at least once a year.
- Allowing the H.E. YMCA to be present at any employee appreciation days or health promotion events.
- Submitting monthly payments for all employees that are a part of the agreement on a timely basis to:

Hensel Eckman YMCA
615 Oakhurst Ave.
Pulaski, Va. 24301

Corporate Representative Name (Print)

Corporate Representative Title

Signature Corporate Representative

Signature YMCA Representative

Date



CORPORATE PARTNERSHIP SERVICE AGREEMENT (Plan Option 2)

As a YMCA Corporate Partner we agree to market and promote this benefit to our employees on a continual basis by:

- Allowing the Hensel Eckman YMCA the opportunity to provide information to employees about our association, including, programs, services, the organization's mission, and the annual giving campaign via quarterly newsletter. The newsletter will be e-mailed to a main contact person and forwarded to all employees.
- Placing information about the YMCA Corporate Partnership Plan benefit in all new hire and employee orientation packets.
- Informing each employee that he/she must be the primary member of the YMCA membership in order to receive the benefits of this partnership.
- Allowing the H.E. YMCA employees to be present for on-site enrollment at least once a year.
- Allowing the H..E. YMCA to be present at any employee appreciation days or health promotion events.

Corporate Representative Name (Print)

Corporate Representative Title

Signature Corporate Representative

Signature YMCA Representative

Date



Hensel Eckman Corporate Rate Structure-2013

MEMBERSHIP TYPE	Current Fees			Plan 1		Plan 2	
	Joiners Fee	Monthly	Yearly	15% rate Monthly	Yearly	10% rate Monthly	Yearly
Household-Family	\$ 50.00	\$67.00	\$ 804.00	\$ 57.00	\$684.00	\$ 60.30	\$ 723.60
Senior Couple >65	\$ 50.00	\$60.00	\$ 720.00	\$ 51.00	\$612.00	\$ 54.00	\$ 648.00
Adult	\$ 30.00	\$44.00	\$ 528.00	\$ 37.50	\$450.00	\$ 39.60	\$ 475.20
Senior > 65	\$ 30.00	\$40.00	\$ 480.00	\$ 34.00	\$408.00	\$ 36.00	\$ 432.00
Adult with 1	\$ 50.00	\$60.00	\$ 720.00	\$ 51.00	\$612.00	\$ 54.00	\$ 648.00
College Student (19-22)	N/A	\$30.00	\$ 360.00	\$ 25.50	\$306.00	\$ 27.00	\$ 324.00
Youth (13-18)	N/A	\$27.00	\$ 324.00	\$ 23.00	\$276.00	\$ 24.30	\$ 291.60

Guidelines:

Plan 1:

- * Company chooses to be responsible for all payments to the YMCA for employee memberships
- * Joining fees are waived
- * 15% discount when employee signs yearly contract.

Plan 2:

- * Company chooses not to be responsible for any payments to the YMCA for employee memberships.
- * Employee pays for the YMCA membership through bank or credit card draft.
- * 10% discount when employee signs yearly contract.

