



**BOYS & GIRLS CLUI
OF LAWRENCE**

**2012 - 2013
ANNUAL REPORT**

A Message from our Leadership

To Our Supporters and Friends,

The 2012 - 13 program year was truly an exciting year for our organization. It was marked by the full implementation of our plan to become more focused on program outcomes. For the first time in the Club's history we tracked twenty four important outcomes in four key areas. To ensure that we effect kids' lives in intentional ways, we are using the findings to celebrate our strengths as well as to adjust and improve our programs where warranted. We are proud to share a few of our outcomes:

- At the Club, members find adults who care. 89% of youth reported "the staff of the Boys & Girls Club care about me."
- At the Club, members succeed in school. 96% of our seniors graduated from high school.
- At the Club, members learn to give back to their community. 72% of our high school members volunteered over 100 hours in the Club.
- At the Club, members have learned to be healthy. 80% of our members decreased or maintained BMI scores through participation in the New Balance Healthy Living Club.

This year was also marked with an expansion of our partnerships with area organizations. Through partnerships with Ground Work Lawrence, Latino STEM Alliance, the Museum of Fine Arts – Boston, and the Addison Gallery, we have programming for our members that is of the highest quality using experts in their respective field. Combined with an effort to strengthen our ongoing partnerships with Girls Scouts, Family Services, Metro Lacrosse, Beyond Soccer, Methuen Karate, CLASS and the Greater Lawrence Community Boating Program we are able to provide a vast array of enrichment experiences that help our children learn, thrive and explore.

Finally, we would be remiss if we didn't share (and brag) about two of our beloved members that received state and national recognition. Briyith Bentances, a lifelong member of our Beacon Unit, was recognized as the Massachusetts Youth of the Year representing our State at the Northeast Regional Competition in New York. Additionally, Steven Tran received the National Digital Arts Award from Boys & Girls Clubs of America for his video production. Steven's award included a weeklong trip to San Diego and a personal tour of Sony Headquarters.

Of course all of these successes could not have happened without the help and support of so many. Our sincerest thanks go out to all of our Supporters, Board Members, Volunteers and Staff. Together, we continue to change lives.

Gratefully,



Markus Fischer
Executive Director



Thomas M. Burkardt
President



Our Mission

Our mission is to maintain a Club for all youth without distinction of race, gender, color or creed; to provide behavior guidance and to promote the health, social, educational, vocational and character development of all our members.

Member Profile

2012 Membership	3,441
Boys	2,060
Girls	1,381
Average Daily Attendance	419
6 to 9 year-olds	809
10 to 12 year olds	1,248
13 to 19 year olds	1,384
Hispanic	82%
Caucasian	10%
Multi-Racial	2%
African-American	3%
Asian	1%
Unkown	2%



Our Goal: A Lifetime of Success for our Members

For 122 years, the Boys & Girls Club of Lawrence has been at the forefront of delivering innovative programs and activities for the youth of Lawrence. By developing meaningful and lasting relationships, caring staff and volunteers guide kids through programs and activities that inspire them to pursue academic success, make healthy choices and become leaders of integrity and character.

Academic Success

With encouragement of caring staff and the personal drive to succeed, **Edward** pursues academic success in many innovative programs and activities at the Club. He can be found most days in the bustling Learning Center completing homework with the support of one of our many tutors. In the winter months he absorbs the counsel of his coaches as a team member in the Academic Basketball Program and is motivated to succeed each summer in Academic Basketball Awareness Camp.

Our goal is that Edward – and ALL our members – will graduate from high school ready for college.



Healthy Lifestyles

For a young girl from a challenging home environment, **Wilneyshka** has learned to make choices that build strong emotional and physical health. Encouraged to be physically active in the Healthy Living Club, Wilneyshka is a stand-out in basketball and lacrosse. Through mentoring relationships with key club staff, she has developed a sense of self-confidence that will lead to positive choices for many years to come.

Our goal is that Wilneyshka – and ALL our members – will adopt a healthy diet, practice healthy lifestyle choices and make a life-long commitment to fitness.

Character and Leadership

A young man of integrity and character, **Anthony** is a leader in the Club. As President of the Keystone Club, Anthony has honed his leadership, decision-making and communication skills to motivate his peers to give back to their Club through volunteerism. Last year, our teens volunteered nearly 4,000 hours at the Club.

Our goal is that Anthony – and ALL our members – will model strong character and become engaged citizens in their community.



The Year at a Glance

1



1. In partnership with Merrimack College, 150 boys participated in ABA Camp.

2. Over 60 area professionals provided job shadowing opportunities on our annual Mentor Day

3. Nearly \$50,000 in scholarships were awarded to college-bound seniors at our annual Graduation Celebration.

4. The Club engaged hundreds of youth in hands-on enrichment activities throughout the year.

5. Steven, winner of the Boys & Girls Club of America Digital Arts Festival, was awarded a trip to Sony Studios in California.

6. After a stop in the Learning Center, the Games Room continued to be one of the favorite places for our youngest members.

7. 75 girls strengthened their basketball and academic skills at ABA camp.

2



3



4



5



6



7



8



8. Our kids showed off their creativity at the talent show.

9



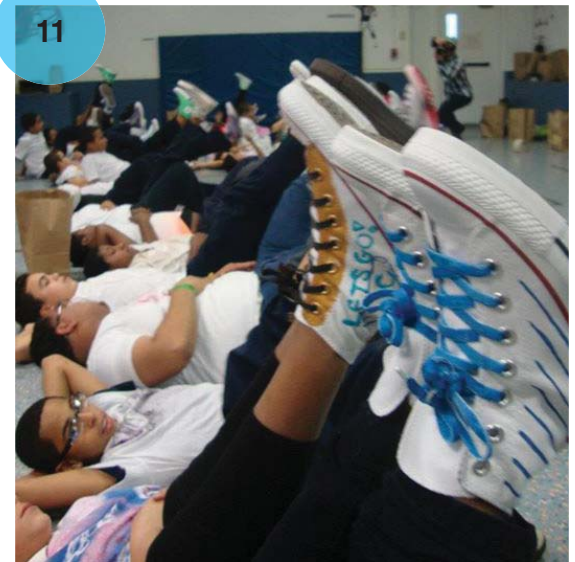
9. The Science of Sport competition hosted by the New England Patriots and Raytheon engaged our kids in learning.

10



10. Members kept fit and healthy participating in sport and recreational activities.

11



11. Beacon members were grateful for personalized sneakers made by Converse designers.

12. Swimmers splashed, practiced new strokes and learned about safety in our comprehensive swim program.

13. Young writers created their literary treasures at one of three Bread Loaf Writing Workshops hosted this past year.

12



13



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STATEMENT OF FINANCIAL POSITION

ASSETS

Cash and Cash Equivalents	\$ 2,447,452
Investments	745,238
Accounts Receivable	129,488
Prepaid Expenses	18,984
Unconditional Promises to Give	728,782
Property & Furniture, Net	6,685,670
Total Assets	\$ 10,755,614

LIABILITIES & NET ASSETS

Accounts Payable	\$ 14,024
Accrued Expenses	227,708
Net Assets - Unrestricted	8,763,553
Net Assets - Permanently Restricted	569,562
Net Assets - Temporarily Restricted	1,180,767
Total Liabilities & Net Assets	\$ 10,755,614

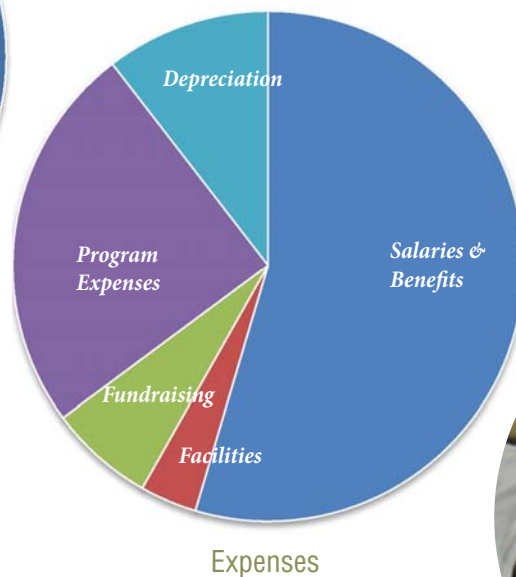
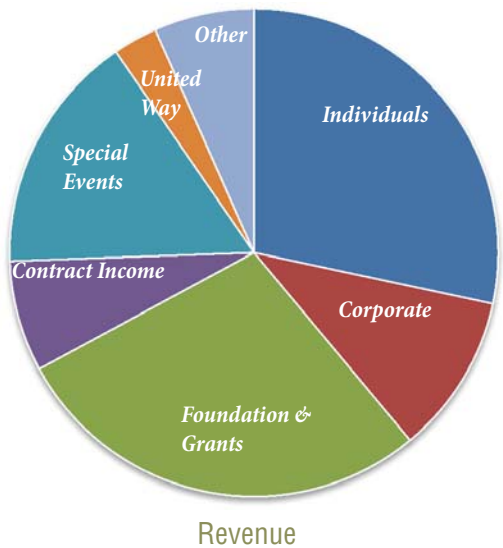
STATEMENT OF ACTIVITIES

REVENUE

Individual Contributions	\$ 753,103
Corporate Giving	285,269
Foundations & Grants	709,112
Program Contract Income	210,164
Special Events	457,608
United Way	84,289
Other Sources	189,700
Net Assets Released from Restriction	172,075
Total Revenue	\$ 2,861,320

EXPENSES

Salaries & Benefits	\$ 1,602,448
Facilities	105,559
Fundraising Program	194,885
Depreciation	306,456
Total Expenses	\$ 2,934,964
Increase In Restricted Assets	\$ 84,084
Increase in Net Assets	\$ 10,440



Audited financials for the fiscal year ending June 30, 2013 are available upon request.

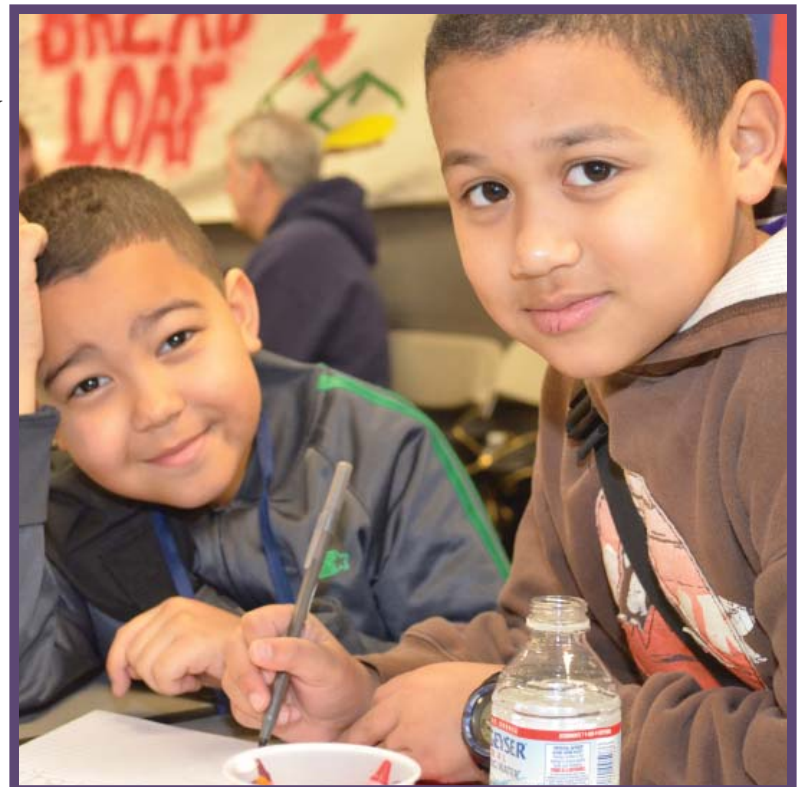
The 1891 Club is our special donor society that recognizes donors who have given unrestricted and renewable gifts that support the operational budget. To learn more about becoming an 1891 Member, email Dennis McCarthy at dmccarthy@lawrencebcg.com

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“The Club has been my
 guiding light through
 the years and now into
 my college career.”

~Chris

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We have made every effort to include those making gifts of \$250 or more between July 1, 2012 and June 30, 2013. We regret any errors or omissions and request that you report corrections to Dennis McCarthy at 978-683-2747 x118.

The Heritage Club

The Heritage Club celebrates and recognizes those who have named the Boys & Girls Club of Lawrence as a beneficiary in their will or estate plan, 401K/IRA plan, insurance policy, or other life income gift arrangement such as a Charitable Gift Annuity or Charitable Trust. We hold in high esteem the following benefactors who, through provisions in their estate plan, have demonstrated their charitable leadership and sustaining gifts to the Club.

Steven Druth
James and Kathleen Edholm
Michael Harkins
Ted and Holly Jenkins
Tom and Laura Jordan
Richard and Betty Lindsay
Louise P. and
 John H. MacMillan IV
Timothy and
 Anne Marie Samway
Richard and Marilyn Santagati
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Paul and Diane Tower

Jeremiah Milbank Society

The Jeremiah Milbank Society is a national recognition program for individuals who give \$10,000 or more to a local Boys and Girls Club. Only unrestricted individual gifts of \$10,000 or more qualify for membership.

Thomas Costello and
 Kary Robertson
William and Kay DeLuca Jr.
William and
 Marion DeLuca III
Jeanne and Bob Gable
Thomas and Laura Jordan
Louise P. and
 John H. MacMillan IV
William and Nanci Perocchi

Memorial Gifts and Honoraria

Memorial gifts to the Boys & Girls Club of Lawrence are a respectful way to remember a friend or loved one while making a difference to the youth of our community. An honorarium is a gift given in acknowledgement of gratitude or esteem.

Memorial

Phyllis Barbagallo
Joe & Carlos Barcelos
Joseph Bourque
Ryan Bourque
William Bride
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Consetta D'Angelo
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Bob Runge
Tim & Anne Marie Samway
Fred Shaheen
Clifton Spinney
The Thiede Family
Nicholas Granger Webber



Our Staff

Each day, as hundreds of children pour through our front door, they are welcomed by staff that is like family. Members are greeted by name, quizzed about their recent test or sporting event, and embraced in a culture of hope and high expectations.

The staff at the Boys & Girls Club of Lawrence is the critical ingredient that turns activities and programs into stepping stones toward academic success, healthy lifestyles and community involvement. Their deep knowledge of the city of Lawrence, area schools, Hispanic culture and Club history and tradition is the basis for lifelong, life-changing relationships with our members. Nearly half our staff members are alumni of the Club, some with five, ten, twenty and even fifty years of service at BGCL! This consistency creates a stable home away from home for our kids, where each child can rely on a caring adult for encouragement to set goals and work hard to achieve them.



30+ YEARS OF SERVICE

Steve Kelley
Associate Director

Billy Robertson
Director of Operations

10+ YEARS OF SERVICE

Manny Ayala
Director of Program Services

Markus Fischer
Executive Director

Noemi Hernandez
Social Recreation Director

Jody Raineri
Teen Director

Jill Rodriguez
Beacon Club Director

Walter Velez
Director of Technology

5+ YEARS OF SERVICE

Sarah Hogue
Special Events Coordinator

Rhonda Kapelson
Bookkeeper

Karen Kravchuk
Director of Education

Stephanie Sullivan
Girls Physical Director

Teresa Veras
Registrar

0-4 YEARS OF SERVICE

Rhandy Audate
Assistant Director of Education

Sara Aviles
Art Coordinator

Stephanie Bryant
Volunteer Coordinator

Vallerie DeJesus
Registrar

Amanda Hinchcliffe
Director of Program Services

Scott Lucid
Aquatics Director

Dennis McCarthy
Director of Development

Angel Oliveri
Boys Physical Director

Tommy West
Assistant Director/Beacon Club

Kerry Wiersma
Grant Manager





**BOYS & GIRLS CLUB
OF LAWRENCE**

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