

2007 Annual Report

Annual Meeting Agenda—May, 2008

- Welcome
- Election of Governors
- Election of Directors
- Special Presentations
- Scholarship Awards
- Youth of the Year
- Billy Robertson Award
- Conclusion

“The Best Kids in the World”

Arthur Richter



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BOYS & GIRLS CLUB
OF LAWRENCE

136 Water Street
Lawrence, MA 01841
978.683.2747

www.lawrencebgc.com

OUR MISSION

To maintain a Club for all youth without distinction as to race, sex, color or creed, to provide behavior guidance and to promote the health, social, educational, vocational and character development for all our members.



MEMBER PROFILE	
2007 Membership	3,245
Boys	1,786
Girls	1,459
Average Daily Attendance	500
6 – 9 year olds	808
10 – 12 year olds	1,102
13 – 19 year olds	1,335
Latino	86%
Caucasian	8%
African-American	5%
Other	1%

2007 — THE YEAR IN REVIEW

Our first full year in the new Water Street Clubhouse was one of our most exciting ever. In fact, “new” and “innovative” were the operative words in 2007: groundbreaking events, new staff and lots of innovative programs and ideas. We’d like to share them with you.

STAFF AND PROGRAMS

Several 2007 hires contributed significantly to the Club’s success. In July, we were delighted to welcome our new development director, Kathy Boshar Reynolds. Closely connected to the Club for years in a volunteer capacity, Kathy came to us with a wealth of executive experience, dedication to our mission and enthusiasm. In less than a year she has implemented a highly effective state-of-the-art funding database, introduced house party cultivation events, spearheaded a reception for our 1891 Club members and helped ensure that the organization met its 2007 operational goals. Club bookkeeper, Rhonda Kapelson, was another strong staff addition. Rhonda’s skills have helped to streamline our record keeping and our accounting functions and have made her an indispensable member of the administrative team.



Staff member, Manny Ayala, quarterbacks a flag football game in our new field

On the program side, four extremely competent individuals joined our highly professional direct-service staff: Girls Physical Director, Melissa Gonzalez; Boys Physical Director, Jose Otero; Aquatics Director, Karyn Hickey; and Assistant Director of Education, Kersten Theberge. We are enormously proud of the excellent work they are doing to help our young people learn new skills and develop their full potential.

A strong staff means strong programs, and 2007 saw the introduction of several new offerings that have had a great impact on our members. In October, the *New Balance Healthy Living Club* (NBHLC) made its debut thanks to a major grant from New Balance Foundation. Targeting 35 girls between the ages of 10 and 12 who were not physically active at the Club, NBHLC promoted daily exercise, good eating habits and life-long healthy living principles. A generous contribution from Louise and John MacMillan enabled us to engage researchers at the Harvard School of Public Health to conduct an evaluation of this program, which will help improve its effectiveness in future years.



New Balance Healthy Living Club members prepare special healthy snacks

Another new initiative, *Planning for the Future*, concluded its first full year of implementation thanks to multiyear support from the Amelia Peabody Foundation and Putnam Investments. This comprehensive career-exploration and job-preparation program engaged more than 30 teens in an array of workshops, field trips and summer internships that acquainted them with a broad spectrum of career options.

The year also saw an expansion of creative arts programs. With funding from Verizon Foundation, we launched *Let’s Make a Movie!*, a new initiative that teaches youngsters how to make their own DVDs. In another creative venture made possible by the Jenjo Foundation, 20 children learned theater techniques and were introduced to forms of self-expression through informal acting, role playing and games. In addition to movie-making and drama, our members had a great opportunity to learn chess from volunteer Kevin Tagliaferri who visited the Club twice a week to share his passion for the game. Kevin not only instructed youngsters in chess basics and strategies, but he also set up tournaments with other Clubs. Our kids loved it!

2007 — THE YEAR IN REVIEW

CAPITAL IMPROVEMENTS

BGCL capital improvements did not stop with the completion of our Water Street facility. Another generous grant from the Amelia Peabody Foundation enabled us to undertake a major renovation of our Beacon Clubhouse in collaboration with the Lawrence Housing Authority. With additional space made possible by a vacating preschool program, the Beacon, a satellite Club located in the Beacon Courts public-housing project, was expanded and transformed to meet growing member needs. Now a modern, delightfully appointed facility, it is a source of pride to our kids, their families, our staff and the entire Lawrence community.



Scenes from the Grand Re-opening of the Beacon BGC

EVENTS AND AWARDS

In November we re-dedicated the Club's Wall of Fame and inducted our first female Hall of Fame member, Raquel Nova, along with her brother and former Club development director, Radhames Nova. At the same time, we honored Brian Mitchell and Bobby Sheehan as new inductees. All demonstrate incredible alumni success stories and reflect the immense and long-ranging influence the Club can have on the lives of our youth.

Another first occurred last May at the Club's annual meeting. Three outstanding individuals who have made exceptional contributions of their time and talents to the Club were honored with the first Billy Robertson Award. Alex Cain, Michael Morris Jr. and Keith McDonough proudly accepted this award, named in honor of the Club's director of operations, Billy Robertson, who for the past 30 years has worked tirelessly to provide our youth with outstanding programming and support. At the same time, we recognized three outstanding youths of the year: Sabrina Bazemore of the Beacon Club and Orlando Carrillo and Amanda Diaz of the Water Street Club.

IN SUMMARY

From every perspective, 2007 was a very good year. Fundraising broke all records and enabled us to meet our growing operational budget. We also began exploring new revenue streams and, taking full advantage of our new Water Street facility, signed our first daytime rental agreement for the use of our pool. New staff and new programs contributed greatly to the year's success as we deepened and broadened our capacity to provide the best kids in the world with one of the best Boys & Girls Club experiences in the country. We are very proud of these achievements and grateful for the community support that has made them possible.

Billy Robertson Award
Winners: L to R: Alex Cain,
Michael Morris, Jr., Billy
Robertson & Keith
McDonough



Our Youths of the Year
L-R: Sabrina Bazemore
Orlando Carrillo
Amanda Diaz

Annual Report

SUMMARY OF FINANCIAL STATEMENTS—YEAR 2007

BALANCE SHEET

Assets

Cash.....	\$	632,939
Restricted Cash—Capital Campaign.....		323,212
Restricted Cash—Endowment.....		266,079
Restricted Cash—Scholarships.....		125,046
Investments.....		240,668
Accounts Receivable.....		147,006
Unconditional Promises to Give.....		2,001,224
Property & Furniture.....		8,224,099
Donated Land.....		75,000
Accumulated Depreciation.....		(374,292)
TOTAL ASSETS.....	\$	11,660,981

Liabilities & Capital

Accounts Payable.....	\$	27,647
Accrued Expenses.....		134,684
Notes Payable.....		1,500,000
Net Assets—Unrestricted.....		8,638,432
Net Assets—Permanently Restricted.....		305,571
Net Assets—Temporarily Restricted.....		1,054,647
TOTAL LIABILITIES & CAPITAL.....	\$	11,660,981

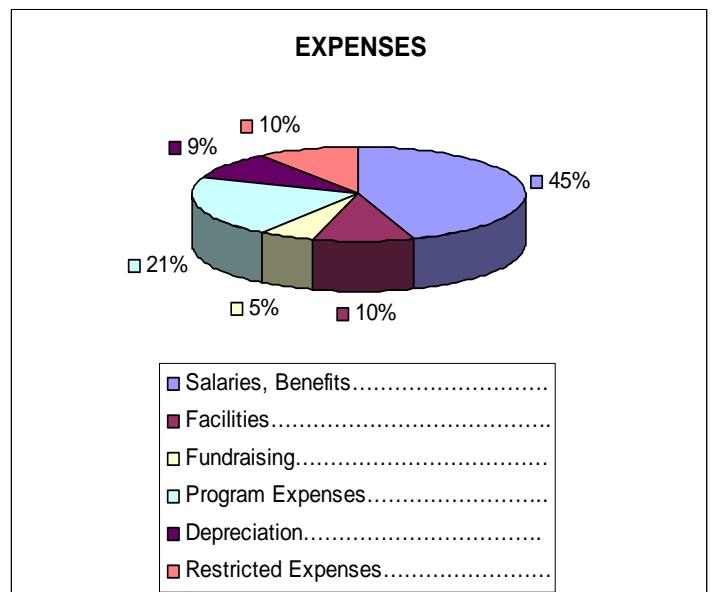
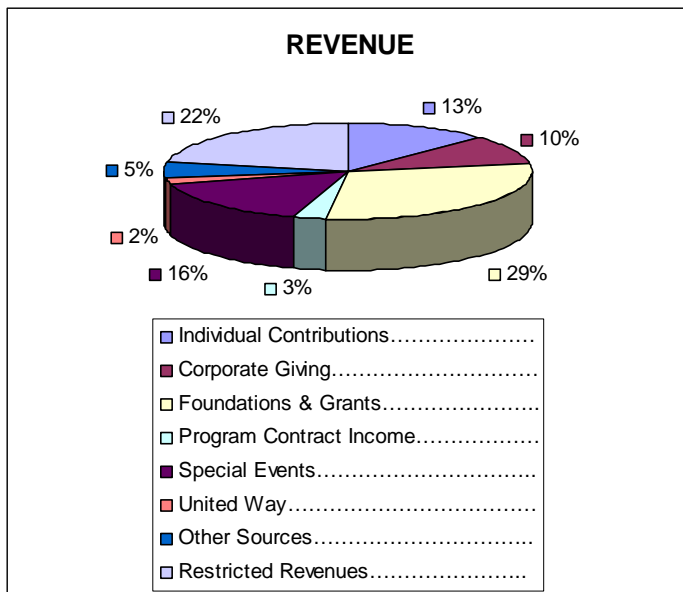
INCOME STATEMENT

Revenue

Individual Contributions.....	\$	431,959
Corporate Giving.....		348,232
Foundations & Grants.....		1,013,382
Program Contract Income.....		93,316
Special Events.....		545,172
United Way.....		80,000
Other Sources.....		182,327
Restricted Revenues.....		753,410
TOTAL REVENUES.....	\$	3,447,798

Expenses

Salaries, Benefits.....	\$	1,210,918
Facilities.....		268,708
Fundraising.....		142,814
Program Expenses.....		571,942
Depreciation.....		256,856
Restricted Expenses.....		261,643
TOTAL EXPENSES.....	\$	2,712,881
PROFIT (LOSS).....	\$	734,917



Pictorial Year in Review - 2007



Our Youths of the Year

L-R: Sabrina Bazemore - Orlando Carrillo - Amanda Diaz



Halloween - 2007



All Club meetings solve problems



Scholarship winners - 2007



**Larry Giordano's
Karate Kids**



**U-Mass Lowell students
teach fitness techniques**



Drums, guitar & keyboard recital

Pictorial Year in Review - 2007



Kids Against Violence Day in June drew over 450 members and numerous law enforcement officials



Last summer, five University of Notre Dame students worked on an internship at the Club .



Our Hall of Fame Board was dedicated on November 15, 2007



Our four inductees to the Hall of Fame for 2007:
L to R - Brian Mitchell, Raquel Nova, Radhames Nova and Robert Sheehan



Our Learning Center was host to about 200 members a day and over 300 volunteers last year



"Santa" (Ian Davis) made his annual trip to the BGCL with over 750 donated gifts for our members

1891 Club DONOR SOCIETY

The 1891 Club is our most prestigious donor society and is comprised of an elite group of Club supporters. To learn more about becoming an 1891 Club member, please contact Kathy Boshar Reynolds at 978.683.2747 x 118 or by email at kboshar@lawrencebgc.com

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Every effort has been made to acknowledge all gifts received. If you have a comment, please contact Kathy Boshar Reynolds, Director of Development at 978.683.2747 x 118 or by email at kboshar@lawrencebgc.com.

Annual Fund CONTRIBUTORS

The generous individuals, corporations and foundations listed below help provide quality programs to the boys & girls of Lawrence in 2007.

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The Boys & Girls Club leadership is founded on a strong partnership between our board and staff. Board members provide financial support and oversee the Club's governance and fundraising activities. Staff creates and implements programs and provides the guidance our youth need to succeed. One of the most experienced youth development teams in the country, it has collectively contributed 226 years of service to the boys and girls of Lawrence.