



BOYS & GIRLS CLUB
OF LAWRENCE

ANNUAL REPORT

2019 - 2020



A Message from Our Leadership

Dear Friends and Supporters,

Looking back, this past year will certainly be engraved in our memory for years to come. When our fiscal year began in July of 2019, we could not foresee how our lives would change to the point where we are now.

As part of our ongoing planning process, we worked on improving our programs and activities over the course of the year; this involved the creation and expansion of many of our programs. “Little Figures, Great Ideas,” a hands-on science program for elementary school girls was modeled after our highly successful, middle school aged girls’ science program, “Girl Lab!”

Our “Bread Loaf,” reading and creative writing program became a year-round weekly activity. Through generous support, we were able to hire club high school students as writing leaders who facilitated creative writing projects intertwined with arts sessions provided through our community partner, the Lawrence Arts House.

With the help of volunteer educational consultants and the leadership of our Assistant Education Director, Elizabeth Suh, we initiated our “Think Ahead Thursdays” project. Throughout the school year, high school seniors received advice and support with their college applications, SATs, and other college readiness tasks. We are happy to report that as in previous years, 100% of our seniors have graduated from high school this year and all of them will be attending college this fall.

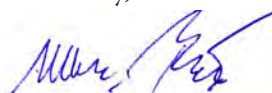
This year, we took the first steps to address the longstanding need to create a support structure for club alumni currently in college. Given that our staff puts a lot of effort and resources towards helping our youth members get into college, and the club’s proven track record of success in college admissions, there was a glaring need to ensure that our former members have healthy college experiences. Without additional guidance this can be very difficult, especially for many of our club kids who are first generation students. We began to tackle this issue, and will be piloting this program with our most recent graduating class.

In addition to our efforts in the program development area, we also held a strategic planning retreat with staff and our Board of Directors in early January. The plan identified and developed our strategic priorities and will guide and direct our organization. A tool was developed which will allow the Boys & Girls Club to assess the viability of future opportunities.

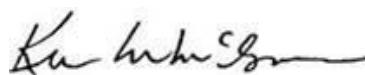
The resiliency of the club persevered and we adapted when COVID-19 shut down normal operations in March. Life for students and staff changed drastically and our organization went through a radical adjustment process. The heart of our efforts have been, and continue to be, the needs of our youth members. Knowing the importance of and need for food security in Lawrence, we provided over 1,000 grab-and-go meals per week to the city’s youth. We changed our programming to virtual by producing a wide variety of instructional videos, interactive live programs, and take home activity kits for our members. We were successful in engaging thousands of our members every day through virtual programming.

The club will continue to grow and change with the times and needs of the community. The 2019-2020 year has again showed us how necessary the club is for the most at-risk children. We are indebted to the supporters and volunteers who have assisted us throughout the year. Without your help, we would not be able to effectively change the lives of thousands of children’s futures. With your steadfast support, the club will continue to be the beacon of hope for the youth of Greater Lawrence, as it always has been. There is no more valuable investment than in our kids.

Gratefully,



Markus Fischer
Executive Director



Kevin McGovern
President



**BOYS & GIRLS CLUB
OF LAWRENCE**

Our Mission

Our mission is to enable all young people of Greater Lawrence, especially those who need us most, to reach their full potential as productive, caring, responsible citizens.

Member Profile

2019 Membership	4,088
Boys	2,293
Girls	1,795

Average Daily Attendance 426

*Additional non-members served 2,115

6 to 9 year-olds	1,148
10 to 12 year-olds	1,733
13 to 19 year-olds	1,207

Hispanic	91%
Multiracial	2%
Caucasian	3%
African-American	3%
Asian	1%

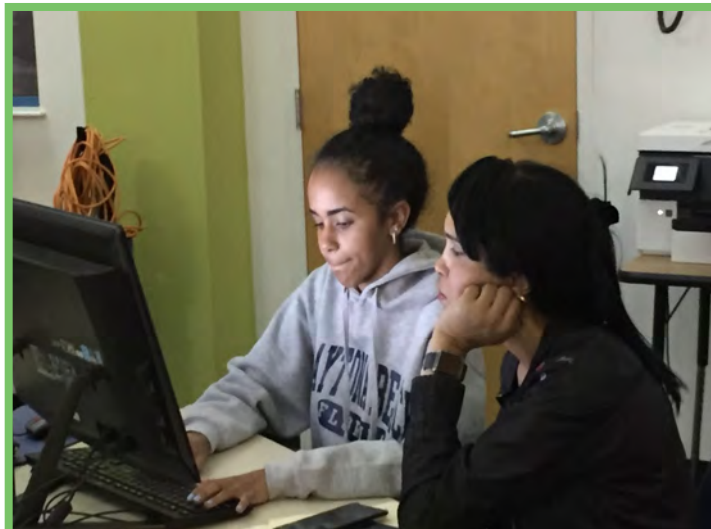


Our Commitment: Paving a Better Path for Youth

The Boys & Girls Club of Lawrence is committed to providing a safe, out-of-school place where children can learn, grow and acquire the skills to help them realize their full potential. Our programming centers around three focus areas, Academic Success, Character & Leadership, and Healthy Lifestyles. Every day, children are exposed to a message of hope within each activity they pursue by a staff that cares deeply about their development.

Academic Success

We kicked off this academic year with #ThinkAheadThursdays, weekly workshops dedicated to helping students and families prepare for life after high school graduation. In June, we celebrated our high school seniors, as well as alumni who earned undergraduate, graduate and doctoral degrees. Our staff mailed out congratulatory letters, held a zoom graduation party, and hosted a socially distanced gathering at the club to honor these students and their accomplishments. Our goal is to inspire and rejoice in the academic success of our youth at all ages and grade levels.



Healthy Lifestyles

A group of four youth members who were eager to train for a 5K helped form our Running Club, now part of the New Balance Healthy Living Club. This small cohort turned into a group of 40 members who would gear up weekly in reflective yellow pinnies and run together throughout the streets of Lawrence alongside Athletic Director, Chris Vasquez. At the end of each run, they practiced proper stretching techniques and learned how to refuel their bodies.

Character and Leadership

The BGCL held its first ever round-table, “College Panel,” with club alumni. Over 100 middle school and high school students were in attendance. Students were able to ask alumni questions regarding life after attending the BGCL. Alumni and students enjoyed this great opportunity to network and learn from each other. Every attendee left this panel inspired, refreshed, and ready to conquer the world.



Looking Back at Our Year



(1) Amy Ding and her daughter, Sabrina were awarded the Peter Cronin Mentorship Award for their dedication and commitment to BGCL. They have offered piano lessons to club kids over the past 10 years.

(2) Kevin Bartlett, Noelia Guadalupe Bare-Mobley, and Douglas Naffah were inducted into the BGCL Alumni Hall of Fame. Established to honor the achievements of the club's notable graduates, the Alumni Hall of Fame inspires youth members who are striving to make their own mark in the community and beyond.

(3) The Mentor Dinner in February celebrated our Mentor Program. Throughout the past year, our mentor program matched 75 mentors to first and second grade members.

(4) Our 13th Annual College Fair hosted over 200 students and 25 colleges.

(5) Tuscan Brands fed over 650 kids an Italian feast for our annual holiday party. After dinner, each child received two gifts from Santa. (photo: Edson Sousa)

(6) The 99 Restaurants in North Andover and Andover raised over \$6,000 for BGCL. During the month of October, they raised money through pumpkins painted by club kids, prizes, and donations from its patrons.

(7) Our annual Halloween party consisted of dressing up, playing games, and a costume contest.





8 In August, our pool underwent a massive renovation. The pool was drained, re-tiled, re-plastered, and then refilled with 118,000 gallons of water. Thank you to New Balance who provided funding.

9 We celebrated the 5th Anniversary of Girl Lab! in February with female engineers from Raytheon Technologies.

10 Atkinson Country Club hosted club kids for an ice cream social in July to celebrate almost \$30,000 raised through their annual charity event.

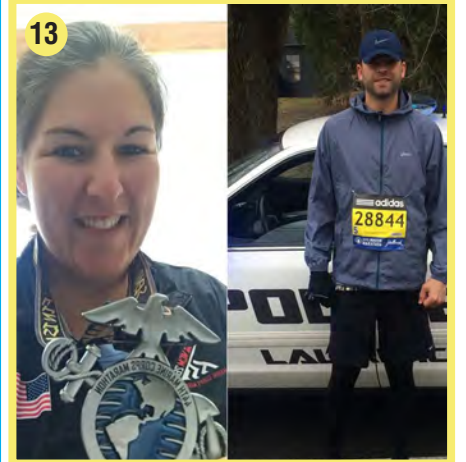
11 Hispanic Heritage night was celebrated with dance, art, and poetry in October.

12 Our fourth annual Gingerbread Party served over 300 club kids and brought smiles to everyone's faces.

13 Our 2020 Boston Marathon® runners, Amy C. and Dean M. have not stopped raising money for our kids and will be running their marathon on September 14th! In total, they have raised over \$19,000.

14 In May, our Assistant Director of Education, Liz Suh, created weekly programming for "Mental Health Awareness Month."

15 Members of our Academic Basketball Program attended a Celtics game in December.



Leadership

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Penny Cieri
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Mary Desrosiers
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Louise MacMillan
Cheryl Marcus
Ruth Marrion
Gail McNaughton
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Renee Robertson
Michael Rosen

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Scott Proulx
Timothy Rock
Jim Williams
Larry Yameen



Summary of Financial Statements

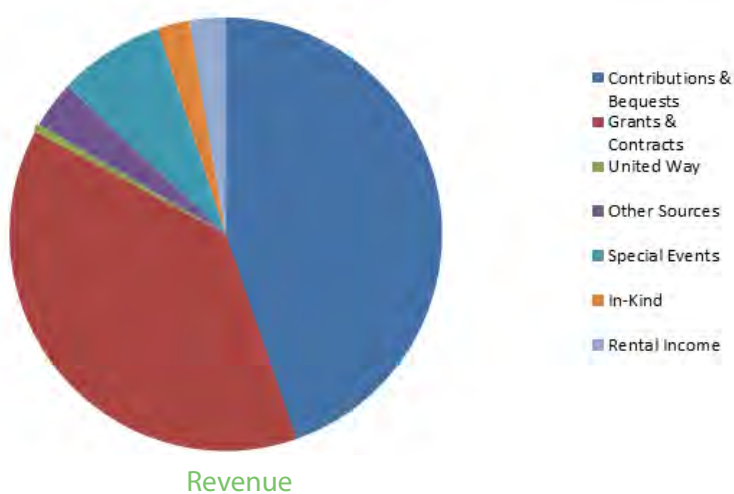
STATEMENT OF FINANCIAL POSITION

ASSETS

Cash	\$ 2,492,060
Investments	3,084,748
Accounts Receivable	107,706
Prepaid Expenses and Other Assets	24,642
Unconditional Promises to Give - Net	178,782
Real Estate & Equipment - Net	5,406,647
Total Assets	\$ 11,294,585

LIABILITIES & NET ASSETS

Accounts Payable	\$ 14,974
Accrued Expenses and Other Liabilities	460,891
Deferred Revenue	59,784
SBA Paycheck Protection Program Loan	347,180
Net Assets	
Without donor restrictions	8,736,931
With donor restrictions	1,674,825
Total Liabilities & Net Assets	\$ 11,294,585



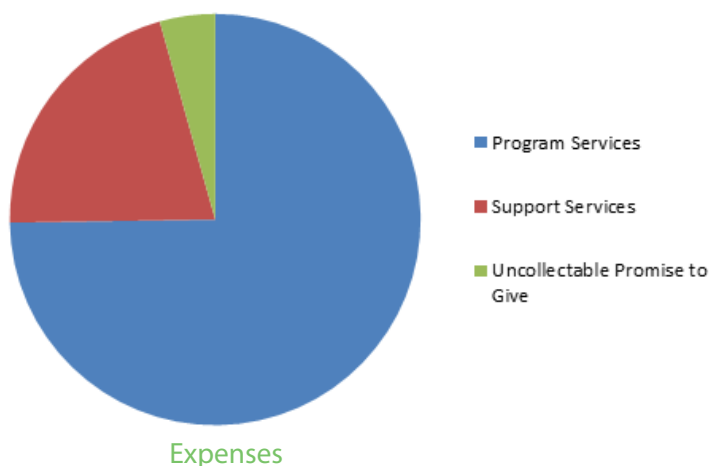
STATEMENT OF ACTIVITIES

REVENUE

Contributions and Bequests	\$ 1,355,940
Contracts and Grants	1,158,395
Allocated by the United Way	17,000
In-Kind Contributions	73,003
Gross Special Events Revenue	240,372
Memberships	56,593
Rental Income	81,765
Investment Return - Net	54,301
Other	107,439
Net Assets Released from Restriction	255,288
Total Revenue, Gains, and Other Support	\$ 3,400,096

EXPENSES

Program Services	\$ 2,577,481
Support Services	720,250
Provision for Uncollectible Promise to Give	150,000
Total Expenses	\$ 3,447,731
Increase	
Net Assets with Donor Restrictions	67,108
Increase in Net Assets	\$ 19,473



Audited financials for the fiscal year ending June 30, 2020 are available upon request.

The 1891 Club

The 1891 Club recognizes donors who have given unrestricted and renewable gifts of \$1,000 or more, which supports the operating budget. To learn more about becoming an 1891 Club member, contact Development Director Andrea Nahigian at andrea.nahigian@lawrencebgc.com.

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Atcom
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Stephen Boucher and Marybeth McInnis
Daniel and Judith Bourque
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Hiram Francis Mills Trust

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Jackson Lumber Co., Inc.
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Lafond Insurance Agency
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Dan and Allison Matlack
John and Patricia McGarry
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David and Judith Morton
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Joseph and Joan O'Brien
Donna Pallone
Laurence Palmisano
James and Mary Pannos
William and Nanci Perocchi
Peter Quinlan
Eugene and Judith Reilly
Gustavo and Mary Resendiz
Arthur and Ana Richter
William and Mary Robertson
Michael Rosen
James and Eileen Rullo
Timothy and Anne Marie Samway
Bill and Susan Schwarz
Serrao Foundation
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Peter and Margaret Shaheen
Shaheen, Pallone, & Associates
Thomas Sheehan
Robert and Linda Sheehan

Charles and Ann Smith
Clyde and Jan Sylvia
Frank and Kathleen Terranova
The Howe Insurance Agency
The Party Connection, Inc.
The Waldo Trust
Torromeo Industries, Inc.
Paul and Diane Tower
Tripoli Bakery & Pizza
Michael and Nancy Vogler
Joseph and Donna Wadland
Michael and Diane Walker
Watts Water Technologies
Dee Webster
Robert Webster
Roberta Wilson
Charles and Elizabeth Wolf
Richard and Linda Wolk



The Annual Fund

We are grateful to the following individuals, corporations, and foundations for their support of our Annual Fund.

\$300,000+

New Balance Foundation

\$150,000+

Lawrence Public Schools

\$50,000+

Boys and Girls Club Massachusetts Alliance

DCU for Kids

William P. DeLuca/Bank of New England

Telemachus and Irene Demoulas

Family Foundation

Flagship Press

Richard and Betty Lindsay

Victor J. Mill III

Dee Webster

\$25,000+

Abbot & Dorothy H. Stevens Foundation

Amelia Peabody Foundation

Boston Red Sox Foundation

Bulens Family Foundation

City of Lawrence

Comcast Foundation

Essex County Community Foundation

George P. Bishop Foundation

Tom and Laura Jordan

Dean and Pamela Newport

Yawkey Foundation

The Waldo Trust

\$10,000+

Anonymous

Artemas W. Stearns Trust

Atkinson Country Club

Bank of America Charitable Foundation

Ray and Janet Benvenuti

Douglas and Diana Berthiaume

Boston Bruins Foundation

Patrick Bowler and Eileen MacElroy

Boys & Girls Clubs of America

Thomas M. Burkardt Family

John and Robin Butler

Dermod and Claire Cavanaugh

Andrew and Chrissy Chaban

\$10,000+ continued

Charles River Labs

Columbia Gas of Massachusetts

Cornelius A & Muriel P Wood TUA,

Bank of America, N.A. Trust

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William P. and Marion DeLuca

Essex District Attorney's Office

Paul and MaryBeth Finn

Foundation M

Jeanne and Bob Gable

Mark and Jill Garvin

Gem Group

Harvard Pilgrim Health Care

Helen G. Hauben Foundation

Horne Family Charitable Foundation Inc.

Jackson Lumber Co., Inc.

Josephine G. Russell Trust

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Olympic Roofing

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Sakowich Foundation

Serrao Foundation

Smith & Nephew Inc.

Michael Sullivan

Steven and Joyce Tadler

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The TJX Foundation

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United Way of Massachusetts Bay and Merrimack Valley

West Parish Church

Richard and Linda Wolk

\$7,500+

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Bob and Lisa Drew
Gary and Kay Halloran
Ronald and Janis Hill
Cliff and Jane Howe
Naffah & Company, PC.
Evan and Cary Silverio
David and Lori Trahan

\$5,000+

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Boston Capital Foundation
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CVS
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GE Foundation
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Groundwork Lawrence
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Enterprise Bank
Exchange Club of Lawrence
Bryan Fazio
Thomas and Joan Feeley
French Foundation
Mary Gill
Dan and Dawn Gillette
Frank and Wynetta Hausner
Hiram Francis Mills Trust
Adrian and Lori Hodge
Patrick and Carole Hughes
Jonathan Isaacson
Jeanne D'Arc
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Peter and Jean Lemay
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Moody, Farmigletti and Andronico
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\$1,000+

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Gifts of Recognition

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.

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Jeremiah Milbank Society

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

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Richard and Linda Wolk



Memorial Gifts and Honoraria

Memorial gifts 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

Roland Baker
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Gail Perreault
Elvin and Emmanuel Rosa
Anne Marie and Tim Samway
Bambi Snodgrass
Mackenzie Thomas
Ulises Veras
David and Ubel Whitley
Kameron Zola

Our Staff

Everyday, hundreds of children walk through the front doors of the Boys & Girls Club of Lawrence and are welcomed by staff members who are like family. Youth members are greeted by name, quizzed about their recent test or sporting events, and embraced in a culture of hope and high expectations.

Our staff is the crucial piece that turns activities and programs into stepping stones toward academic success, healthy lifestyles and community involvement. Their knowledge of the city of Lawrence, schools, Hispanic culture, and club history and tradition, form the basis for life-changing relationships with our members. Nearly half of our staff members are alumni of the club, with up to 54 years of service! This consistency creates a stable home-away-from-home, where each child can rely on a caring adult for encouragement in setting goals and the hard work required to achieve them.



Adrian Ayala
Director of Digital Arts

Amanda Hinchcliffe
Director of Program Services

Maria Papandreou
Grant Manager

Manny Ayala
Director of Program Services

Sarah Hogue
Special Events Manager

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Scott Lucid
Aquatics Director

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Sonia Feliciano
Water Street Registrar

Molly Manuel
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Assistant Athletic Director

Markus Fischer
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Asst. Director of Beacon Club

Teresa Veras
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Andrea Nahigian
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Boys & Girls Club of Lawrence

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This report was made possible through the donated services of Pannos Marketing and the Poor Family/ Flagship Press.

We have made every effort to include those making gifts of \$250 or more between July 1, 2019 and June 30, 2020. We regret any errors or omissions, and request that you report corrections to Andrea Nahigian at 978-683-2747, ext. 118 or anahigian@lawrencebgc.com.

