



**BOYS & GIRLS CLUBS
OF AMERICA**



2018

ANNUAL REPORT



**BOYS & GIRLS CLUBS
OF AMERICA**

TABLE OF CONTENTS



01 Officers Letter

03 2018 Profile

06 Unique Characteristics of
Boys & Girls Clubs

07 Child & Club Safety

10 Great Futures 2025

12 Program Updates

13 Native Services

15 Military & Outreach Services

17 Alumni & Friends

19 Advancing Philanthropy

20 Government Relations
& Advocacy

22 2018 Partner Spotlights

32 Awards & Honors

32 Annual Campaigns

33 Consolidated Income
& Expenses

34 Return on Investment

35 Governors & Trustees

43 Individual Supporters

48 Bequests & Heritage Club

49 Corporate Partners

54 Foundation Supporters

OFFICERS LETTER

Thanks to the generosity of our supporters and partners, Boys & Girls Clubs of America (BGCA) impacted the children of this nation as never before in 2018. We broke our record for average daily attendance, as some 460,000 kids a day benefitted from the safe, fun, enriching settings Clubs provide. Movement-wide revenue hit an all-time high of \$2.03 billion, confirmation of the compelling case Clubs are making to stakeholders nationwide of the crucial need for our work. Above all, our longstanding promise to ensure the safety and welfare of every young person who enters a Club remained our #1 priority, bar none.

Our organization was founded 159 years ago with one objective: to provide safe places for kids with access to mentors and opportunities to learn and grow. Safety is at the foundation of all we do, built into our policies, programs and trainings and regularly updated to respond to youth's most pressing needs. In 2018, BGCA provided Club staff with specialized safety training to better identify and respond to hazards and risks. During our inaugural Readiness Day, nearly 50% of Clubs trained staff, volunteers and members in safety and preparedness. BGCA also facilitated the pilot test of an emergency notification system at 50 Clubs, which will allow our national office to connect with and advise any Club during an emergency.

Through the determined efforts of the devoted women and men across our Movement representing more than 4,600 Clubs, our new Great Futures 2025 strategic initiative gained tremendous momentum in 2018. We're on our way to achieving our bold goals to double the number of youth we serve and scale our life-changing impact, helping kids and teens from all over succeed in school, career and life regardless of where they live or the circumstances that surround them.

We continued to tailor our approach and resources to the needs of many diverse populations of youth. In 2018, we expanded from 177 Clubs in Indian Country to 187 and remain the nation's largest service provider to Native youth. We helped military-connected youth living on and off base achieve great futures, opening new STEM Centers of Innovation and hosting our annual Military Leadership Institute.

Through our Alumni & Friends initiative, we engaged former Club kids in new ways, forming connections and sharing their stories on our social channels and in our digital alumni yearbook. We also empowered Clubs themselves to bolster their resources — in 2018, Clubs participating in our Advancing Philanthropy 2025 program secured \$138 million in major gifts.

Despite an uncertain political climate, our tireless advocacy efforts on behalf of Boys & Girls Clubs contributed to increases in state and federal resources. This included increased 21st Century Community Learning Center funding, increased subsidies for Youth Mentoring and a record \$137 million in State Alliance support.

As you review this annual report, I urge you to celebrate our shared accomplishments — and to keep in mind that your support is vital to making them happen. Thank you for your commitment to our nation's youth. Together, we will ensure that young people have all they need to achieve the great futures they deserve.



David Seaton

2019-20 Chair, Board of Governors



James L. Clark

President and CEO



2018 PROFILE

OUR MISSION

To enable all young people, especially those who need us most, to reach their full potential as productive, caring, responsible citizens.

**4.73
MILLION**
youth served annually

1.98 MILLION
registered members, including 588,000 teens

2.75 MILLION
youth served through community outreach

42%
were Club members
who participated in
daily programs
and services.

58%
were non-members from
local neighborhoods
who participated in
community outreach
programs, activities and
special events.



On a typical day,
460,000
children and teens attend
a Boys & Girls Club



4,645

chartered Boys & Girls Club facilities,
including approximately:



1,871
school-based Clubs



1,057
Clubs in rural areas



496
BGCA-affiliated Youth
Centers on U.S. military
installations worldwide



312
Clubs in public housing
communities



187
Clubs on
Native lands

61%

of Club members
qualify for free or
reduced-priced
school lunch



AGES

5 and younger

4%

6-9

36%

10-12

30%

13-15

19%

16 and older

11%



ETHNICITY

30% White

26% Black or African-American

23% Hispanic or Latino

6% Two or more races

5% Unknown

3% Asian

3% American Indian or Alaska Native

2% Some other race

1% Native Hawaiian or Pacific Islander

45%

FEMALE

55%

MALE

558,000

ADULT STAFF AND VOLUNTEERS

467,000

VOLUNTEERS

67,000

ADULT PROFESSIONAL
STAFF

24,000

BOARD MEMBERS



BOYS & GIRLS CLUBS
OF AMERICA



UNIQUE CHARACTERISTICS OF CLUBS

Leveling the playing field for all kids takes an army of people, a safe environment, high-quality programs and unique experiences.

At Boys & Girls Clubs, we don't just do one thing. In small towns, big cities, public housing communities, military bases and on Native lands, we do whatever it takes to meet the needs of every kid and teen who comes through our doors.

Every day after school and during the summer, Clubs provide kids ages 6 to 18 with a safe, fun place to spend their time productively with caring youth development professionals who serve as role models and mentors.

What differentiates Boys & Girls Clubs from other youth-serving organizations are four key elements, each of them crucial to creating a positive impact on the lives of kids and teens:

- **Safe places** to play, laugh, discover and learn during out-of-school time, including the summer.
- **Life-changing programs** that help youth advance in three priority outcome areas: Academic Success, Good Character & Citizenship and Healthy Lifestyles.
- **Opportunities to build new skills** so that kids can succeed and receive recognition for personal accomplishments.
- **Ongoing, supportive relationships** with caring adults and friends that foster a sense of belonging, responsibility, civility and civic engagement.

How BGCA Serves Local Boys & Girls Clubs

In 1906, 53 local Clubs banded together to establish a national organization known today as Boys & Girls Clubs of America. Since then, BGCA and local Clubs have worked collectively to help America's youth reach their full potential.

Through our Atlanta service center, regional service centers and Government Relations office in Washington, D.C., BGCA provides Clubs with assistance and support in youth program development, safety, board and staff development, organizational planning, resource development, marketing and communications, and administration and management. This includes:

- **Providing comprehensive child safety resources** to protect youth and position Clubs as catalysts for child protection.
- **Assisting Clubs** with outcome-based program planning and evaluation.
- **Helping community leaders** establish new Clubs and expand existing ones.
- **Providing training**, management consultations and resources for staff development, volunteer recruitment, marketing, fundraising, compensation and benefits administration.
- **Promoting greater public awareness** about Boys & Girls Clubs' mission and impact.
- **Addressing legislative and public policy issues** that affect young people and the volunteer sector.

Our Vision: All members on track to graduate from high school with a plan for the future, demonstrating good character and citizenship and living a healthy lifestyle.

- **Academic Success** – Youth will graduate from high school on time, motivated to learn, with a plan to succeed in today's modern workforce.
- **Good Character & Citizenship** – Youth will develop strong character and take actions that make a difference in the community.
- **Healthy Lifestyles** – Youth will make healthy lifestyle decisions resulting in social, emotional and physical wellbeing.

CHILD & CLUB SAFETY



Whether a child is entrusted into a Club's care for one afternoon or all year long, it is our responsibility and our number one priority to keep them physically and emotionally safe. Safety is at the foundation of all we do, built into our policies, programs and trainings and regularly updated to respond to youth's most pressing needs. BGCA takes a proactive, preventative approach to safety with local Clubs. While staff response to reported incidents remains core, we continue to propose and help implement additional requirements and initiatives that make Clubs and kids safer, taking new approaches around interactions with field-facing staff and Clubs and providing specialized safety training and expertise to help empower staff to better recognize and respond to hazards and risks. We implement:

- **Safety Policies** – All Clubs are required to have safety policies in place that protect youth, including supervision, transportation, communication and prohibition of private one-on-one contact, and must train on those policies annually.
- **Criminal Background Checks** – Club staff, board members and volunteers (including minors) who have direct, repetitive contact with children are required to undergo an annual criminal background check. Potential employees and volunteers are run through the National Sex Offender Registry.
- **Immediate Reporting** – Club staff and volunteers are all mandated reporters. Clubs are required to immediately report nine categories of critical incidents regardless of severity to authorities first and then to BGCA within 24 hours through our online incident management system. This has allowed us to understand and respond to the needs of Clubs to ensure the safest environment.

- **Annual Safety Assessments** – Each year, Clubs are required to submit a safety assessment to BGCA, identifying the safety needs and areas of improvement for every site within the organization. Upon completion, organizations are provided with recommendations and resources. If any concerns arise, BGCA staff act to make recommendations, facilitate safety improvement planning or provide support.
- **State and Local Laws** – All local Boys & Girls Clubs are required to comply with federal, state and local safety laws, including those impacting facilities and vehicles.
- **Employee References** – Any employee interested in moving to another Boys & Girls Club is required to have a reference from the previous Club, even if the Clubs are within the same community.
- **Board-led Safety Committees** – All local Clubs are required to maintain a board-led safety committee to ensure safety is addressed at the highest level of management.
- **Child Safety Helpline** – We encourage all current or previous Club staff, members and families to report any incident or situation in which they feel unsafe. Through our partnership with Praesidium, one of the nation's leading safety experts, BGCA provides a confidential toll-free Child Safety Helpline.
- **Training** – Clubs participate in a wide variety of child safety training via seminars, conferences, webinars and a semi-annual safety symposium. Leading third-party safety experts, such as Praesidium, the National Center for Missing & Exploited Children, and the National Children's Advocacy Center, engage to provide Clubs with guidance on BGCA policies and approaches.

These measures help ensure that children and teens can play, learn and grow in a safe environment, and each year, we work to refine and augment them further. New safety-related membership requirements, effective in 2018, strengthened our background checks, liability insurance, incident reporting, safety policies, emergency response plans, board-led safety committees and online safety assessment. We strive for a zero-incident record and have embedded all aspects of safety into our culture. When there is an incident, BGCA is there to support Clubs and



families. We respond with action and urgency — when incidents are reported to BGCA, our goal is to respond within four hours.

BGCA goes beyond providing guidance on policies and procedures to fully engage local Clubs in safety, launching and implementing several key resources, events and initiatives in 2018.

- **Next BIG Safety Idea** – This BGCA-wide contest provided Club staff, volunteers and leadership with a new opportunity to share their most innovative ideas for improving safety, awarding the winning Clubs with up to \$100,000 in funding to put their ideas into action. The winning Clubs developed a plan to scale their idea and presented it at BGCA's 2019 National Conference.
- **Readiness Day** – Nearly 50% of Club organizations participated in the inaugural Readiness Day, an event using fun and practical activities to prepare Clubs and youth for emergencies.
- **Safety Symposium** – Hosted semi-annually, the Safety Symposium shares best practices and develops innovative solutions to keep youth safe. One hundred Club professionals attended and discussed issues related to aquatics exposure, sexual abuse prevention, trauma-informed care and more.
- **Incident Response Guide** – An incident response guide was developed and digitally released to 100% of Clubs. In conjunction, Club professionals joined a live webcast focused on incident response and reporting.
- **Emergency Notification System** – A pilot of a mobile two-way safety communications platform and risk mitigation tool developed by LiveSafe was launched with 50 Clubs and BGCA. It will be made available to all Clubs in 2019.

To fulfill our commitment to using the best resources available to ensure the safety of our children and teens, we built and sustained several key partnerships in 2018 as well. We launched a partnership with the Crisis Text Line to provide access to immediate mental health support to Club members. We joined a collaborative study on child sexual abuse prevention with Johns Hopkins School of Public Health and several youth-serving organizations aimed at assessing the effectiveness of various policies and practices. And, we founded the Safer Childhoods Network, convening the YMCA, 4-H, the American Camp Association, Camp Fire, Junior Achievement, Big Brothers Big Sisters, America's Promise Alliance and several other national youth-serving organizations to address emerging safety needs in the after-school space on an ongoing basis. Partnerships with Elarbee Thompson, CINTAS and The Redwoods Group are also helping Clubs optimize their safety resources, train their staff and build an overall culture of safety. Together, we will ensure that Clubs are true safe havens for the youth who need us most.

NEXT BIG SAFETY IDEA

In its inaugural year, 65 Club organizations submitted entries to the Next BIG Safety Idea,

with the winning entry submitted by Boys & Girls Clubs of Columbus, Boys & Girls Clubs of Greater Cincinnati and Boys & Girls Clubs of Cleveland.

Their proposal focused on preventing suicides among youth by adapting and scaling existing school resources and tools — in this case, the Signs of Suicide (SOS) Prevention Program — for use in out-of-school-time environments.

To accomplish this, the Clubs are not only collaborating with each other but also with the Ohio Alliance of Boys & Girls Clubs, The Center for Suicide Prevention and Research at Nationwide Children's Hospital in Columbus and the American Association of Suicidology in Washington, D.C.

Boys & Girls Club of Norman, Oklahoma, received the Innovation in Safety Honor Award for their trauma-informed care program in 2018:

“Our Club uses a trauma-informed approach when working with all of our members. Because we see members that come from hard places, we train our staff in strategies to help vulnerable youth. We create our program space to include quiet areas when kids are hypervigilant or overstimulated, and we team up with Center for Children and Families’ counseling program to offer support services to families.”

GREAT FUTURES 2025: CLOSING THE OPPORTUNITY GAP FOR AMERICA'S YOUTH

At BGCA, we believe every young person deserves the chance to realize their full potential and achieve a great future. Where you're from and the circumstances that surround you should not define your success. Yet, for kids and teens across the country, this is the challenge that is faced each day.

Boys & Girls Clubs are uniquely positioned to respond to this challenge, reaching 4.7 million youth annually and providing high-quality experiences in a safe environment that drives positive youth outcomes, helping youth achieve academic success, build character and lead healthy lives.

Together, we will close the opportunity gap for America's youth — through our bold new strategic initiative launched in 2017, Great Futures 2025. Our goals are ambitious. We aspire to:

1. **Double the number of youth we serve annually from 4.3 million in 2017 to 8 million in 2025.**
2. **Deliver high-quality experiences in life and workforce readiness in 100% of Clubs.**

To accomplish these goals, we will **strengthen our Club organizations, improve program quality, advocate for youth, reach more youth and strengthen the Boys & Girls Clubs Movement**. 2018 was the first full year of Great Futures 2025, and we made exciting strides:

- We're serving more youth annually (from 4.3 million in 2017 to **4.7 million** in 2018).
- We've seen growth in teen membership (from 577,000 in 2017 to **588,000** in 2018).
- We hit an all-time high for average daily attendance (from 458,000 in 2017 to **460,000** in 2018).
- More chartered Club locations are opening their doors to youth (from 4,571 in 2017 to **4,645** in 2018).
- **60%** of Clubs set goals to increase the number of youth reporting a high-quality Club Experience.
- Movement-wide revenue hit an all-time high of **\$2.03 billion**.

As we've grown, we kept the focus on enabling youth to achieve strong positive outcomes. We know we've been successful based on the results of our 2018 National Youth Outcomes Initiative:

- 76% of low-income Club members ages 12 to 18 who attend the Club regularly reported receiving mostly As and Bs, compared to 67% of their peers nationally.
- The percentage of Club girls who express an interest in a STEM career (47%) is more than three times greater than that of their same-aged female peers nationally (15%).
- 70% of Club members in 12th grade volunteer monthly, compared to 38% of their peers nationally.

Great Futures 2025 is our call to action. We're mobilizing our partners, donors, stakeholders and advocates to level the playing field for our nation's youth. We can and will change the trajectory of millions of young lives in this country, preparing them to become the innovators, leaders and problem-solvers who will shape our world.





GREAT FUTURES 2025

STRATEGIC PRIORITIES

Strengthening Organizations

Creating sustainable impact for young people requires strong leadership, capacity and capability at every Club organization and at the national organization — from the board room to the gamesroom to the computer lab.

Improving Program Quality

Whether a child enters a Club in Alaska, Illinois or Florida, we hold ourselves accountable for providing a high-quality program experience that makes a dramatic and sustained difference in their lives. We're implementing continuous quality improvement to shape, share and scale youth development best practices to improve quality across our more than 4,600 Clubs.

Advocating for Youth Development

To ensure youth issues are at the forefront of conversations in every community and on Capitol Hill, Movement-wide advocacy efforts will focus on solutions and policies to create the greatest impact on all youth.

Work is underway to implement our new advocacy platform, the Agenda for America's Youth, including the creation of local advocacy plans to establish Clubs as regional thought leaders for our shared advocacy agenda, and the expansion of Club training opportunities to engage in local advocacy.

Reaching More Youth

When we accomplish these strategic priorities, we will grow to serve more youth — through traditional Club sites and a revolutionary digital Club Experience.

Strengthening the Movement

This priority focuses on the way we work together to build a strong, inclusive and connected Movement to ensure the consistent standards and a clearly understood and shared definition of quality. To fuel our efforts, we will double Movement-wide revenue from \$2 billion to \$4 billion by 2025.



PROGRAM UPDATES

BGCA regularly updates our programs for kids and teens to incorporate social-emotional skill-building, digitize our resources and continuously improve upon the experiences and opportunities we offer to youth based on the best research available. In 2018, we updated the following programs across our three priority outcome areas of Academic Success, Good Character & Citizenship and Healthy Lifestyles.

Academic Success:

- **Summer Brain Gain** – Offers fun, themed activities for elementary, middle and high school students that are aligned with Common Core Anchor Standards.
- **Ultimate Journey** – Engages 4th-8th grade (9- to 13-year-old) youth in fun, experiential environmental education activities.

Good Character & Citizenship:

- **Service Activity Guides** – Guides younger Club members through one-time service activities to develop leadership.
- **Keystone Program and National Guide** – Affords teens an opportunity to gain valuable leadership and service experience.
- **Torch Club** – Strengthens 21st-century leadership skills for pre-teens, giving them a firm foundation of good character and integrity.

Healthy Lifestyles:

- **Triple Play: Healthy Habits** – Addresses the ways an individual's health behaviors are influenced by personal beliefs and exposure to positive modeling.
- **Triple Play: Daily Challenges** – Intentionally focuses on physical literacy in order to improve ability, confidence and motivation in youth.
- **Triple Play: Social Recreation** – Emphasizes the social, cognitive and behavioral skills that youth need to be healthy and productive.
- **Positive Club Climate** – Provides resources that bridge the gap between how staff and youth are feeling and how they want to feel.

NATIVE SERVICES



2018 marked the 26th year of growing our footprint, partnerships and overall positive impact on the lives of Native youth in American Indian, Alaska Native, American Samoan and Hawaiian communities. BGCA has extended many new opportunities for achievement and success to Native youth through carefully crafted partnerships with Tribal Nations. BGCA has consistently sought out new and refined ways to create youth development programming that draws upon the boundless strength that exists in the culture of Native young people.

In 2018, BGCA expanded service to 187 Native Clubs from 177 in 2017 — a testament to both the need in Native communities and BGCA's dedication to provide more constructive and affirming places to build great futures.

Evidence-informed programs have always been a cornerstone of what BGCA provides to Clubs, and BGCA takes the power of those programs and adapts them to meet the unique cultural values and traditions of our diverse Native youth. In 2018, BGCA produced new programs, toolkits and curricula specifically for the distinctive needs of Native Clubs and youth, including Native adaptations of popular programs like SMART Girls and Healthy Habits that support the overall wellbeing of young people.

Professional training for Club CEOs and staff that is centered on the lived reality of Native people has also remained a core focus for BGCA Native Services in 2018, covering topics from developing leadership skills to advanced philanthropic growth. Our fourth annual Native Advanced Leadership Program provided attendees with valuable experience designed for leaders serving Native communities. Five regional Native Learning Events also gave Club staff opportunities to learn from each other and fortify the quality services they provide to youth; over 300 youth development professionals attended from more than 100 different Native Clubs.

Whether impacting Native youth directly or supporting the Club staff who serve them, BGCA's commitment to Native communities remains strong as we seek to provide safety, hope, opportunity and resilience to every young person who enters our doors.

BGCA is the nation's largest service provider to Native youth.

187 Clubs chartered in **28 states** serve **106,295 Native youth**, including **14,679 teens** and representing **115 diverse** American Indian, Alaska Native, American Samoan and Native Hawaiian communities.





Summer Brain Gain at American Samoa

At the American Samoa Community College, it is estimated that nearly 90% of incoming students are placed in remedial English and math classes, and the majority of American Samoa students in both elementary and high school read at least two grade levels below their age group average.

While summer vacation can often exacerbate this issue and lead to significant loss of math and reading skills, Boys & Girls Clubs of American Samoa successfully harnessed this crucial out-of-school time to reverse the trend. They implemented BGCA's Summer Brain Gain program, pairing academic sessions with fun, enriching activities like dancing and creating digital art. As a result, Club staff noticed a marked improvement in many youth as they re-entered the school year, especially in areas of reading, writing and math. Several members even experienced a noticeable rise in self-confidence and a newfound desire to take on leadership and service roles at their schools.

MILITARY & OUTREACH SERVICES



The children of military families are some of our nation's most resilient yet vulnerable youth. In addition to the traditional stressors of childhood, many military-connected youth experience the pressures of frequent relocations, a parent being deployed and reintegration into American culture after living overseas.

To support military-connected youth and their families and offer a safe and familiar environment, BGCA has partnered with the U.S. Armed Services since 1991. In 2018, 496 BGCA-affiliated Youth Centers served 527,000 youth on U.S. military installations worldwide. But military-connected youth don't just reside on base. An additional 21,885 military-connected young people attended traditional Clubs in local communities nationwide. By collaborating with the Armed Services to provide consistent programming, support safe environments and train highly engaged staff, BGCA continues to provide military-connected youth with the skills and knowledge to positively respond to the challenges of military life, serve as youth leaders in their military communities and ultimately achieve great futures. We had many successful events and activations in 2018, including:

- Military Youth of the Year** – This program, recognized by the U.S. Department of Defense as one of the most impactful and engaging leadership development opportunities for military youth, honors exceptional teens from BGCA-affiliated Youth Centers on U.S. military installations. In 2018, nearly 10,000 military-connected youth participated in Military Youth of the Year and Junior Military Youth of the Year.
 - STEM Centers of Innovation** – To prepare youth for tomorrow's workforce, BGCA provides hands-on opportunities to engage with the latest in STEM through its STEM Centers of Innovation at select Clubs and Youth Centers. By the end of 2018, 14 STEM Centers of Innovation had served 5,685 youth total, including 3,846 teens and 3,918 military-connected youth, and those numbers continue to grow.
- Whether on base or off, our commitment to military-connected youth, their families and their communities remains strong. With unique skill-building opportunities, tailored programs and activities, and training for the Club professionals who support them, military-connected kids and teens are prepared to succeed in school, career and life.

Military-Connected Youth

527,839

Total Youth Served

268,411

Registered Members

98,751

Teens

61,285

Average Daily Attendance



When Katherine moved to Washington as a high school freshman, the adjustment was initially overwhelming, but the Youth Center soon helped her feel right at home. She met young people just like her, got involved in the SMART Girls and Money Matters programs and serves as president of the teen leadership program, Keystone Club. She was also president of her high school class two years running. As Youth of the Year, Katherine hopes to motivate youth to explore, discover and pursue their dreams. Passionate about helping the homeless in her community, she led a group of students in planting an urban garden and donated the produce to shelters in the community. She was awarded a \$1,000 grant to assist her efforts. After high school, Katherine's goal is to attend Columbia University to become a pediatric cardiothoracic surgeon. She currently holds a 4.0 GPA.

“My Club provided me with invaluable opportunities and experiences. I would not be who I am if I had not discovered the Youth Center.”

—Katherine W., 2018-19 Pacific Military Youth of the Year



ALUMNI & FRIENDS



Club alumni are our most powerful advocates and supporters because they know first-hand how big a difference a Club can make for a kid or teen. An estimated 16 million alumni have experienced the direct and often life-saving impact of Boys & Girls Clubs. In fact, in a Harris survey of alumni, 54% of alumni said the Club “saved my life.” To turn their passion into action and ensure the benefits of the Club last far beyond high school graduation, the Alumni & Friends initiative was launched in 2015. It is designed to motivate Club alumni to:

- **Connect** – Reconnect with their hometown Club, connect to a local Club and network with fellow alums around the world
- **Develop** – Access resources, experiences and opportunities that continue to foster personal and professional growth
- **Give Back** – Share their voice as an advocate, donate to BGCA or a local Club, or serve as a mentor or volunteer

In 2018, Alumni & Friends continued to focus on three primary strategies that propel our success, identifying/recruiting individuals, engaging the community and increasing Clubs’ capacity to provide more hands-on

support to alumni. By rallying our base of alumni and friends who have been positively impacted by a Club to show their pride in 2018, we stood **106,000 Alumni & Friends** strong by the end of the year.

To drive membership, we partnered with Keurig Dr Pepper to launch our digital alumni yearbook, which was created as a platform for alumni to reconnect with fellow Club kids, share stories about their experiences and make new connections with alumni across the country. Shaquille O’Neal helped us celebrate the winner of the yearbook contest at an exclusive event at a Metro Atlanta Club. An additional key driver of acquisition and engagement in 2018 was social growth. **Our Facebook community grew from 30,000 to 58,000.**

To continue building capacity in local Clubs and to celebrate the moment Club kids become alumni, 176 Clubs held graduation induction ceremonies in 2018. These special events include staff, parents, community leaders and fellow alumni and provide inspiration while highlighting the well-earned accomplishments of graduating seniors. We saw tremendous growth by providing Clubs with resources and support to strengthen local alumni recruitment and engagement as well. In 2018, BGCA’s Alumni & Friends team provided 156 one-on-one consultations that provide local Club staff with guidance and support to develop and strengthen local alumni programs.

Together, we are working to keep alumni engaged in the Club, ensuring young adults have access to resources and caring mentors as they transition from Clubs to college and professional careers.

“My mentor at the Club taught us to believe that we can do anything and that nothing was impossible. I’ve become the businessman that I am because of that.”

—Anthony Luna, Alumnus, Boys & Girls Clubs of the Los Angeles Harbor

Alumni Hall of Fame, Class of 2018



Ed Arnold

*Veteran Sports and
News Anchor*
The Optimist Boys Club
Texarkana, Arkansas



Candace Bird, Ph.D.

*DOD Sr. Program Analyst,
Military Community and
Family Policy*
Central Boys & Girls Club
Wichita Falls, Texas



Becky Bonner

*Dir. Player Development,
Orlando Magic*
Boys & Girls Clubs of
Central New Hampshire
Concord, New Hampshire



Matt Bonner

NBA Champion and Analyst
Boys & Girls Clubs
of Central New Hampshire
Concord, New Hampshire



Terrell Davis

NFL Hall of Famer
Boys & Girls Clubs
of Greater San Diego
San Diego, California



Jason Derulo

Entertainer
Boys & Girls Clubs
of Broward County
Fort Lauderdale, Florida



Hulk Hogan

WWE Champion
Interbay Club of the
Boys & Girls Clubs
of Tampa Bay
Tampa, Florida



Lt. Gen. Leslie C. Smith

U.S. Army
Boys & Girls Clubs
of Metro Atlanta
Atlanta, Georgia



Shaun White

Olympic Gold Medalist
Boys & Girls Clubs
of San Dieguito
San Dieguito, California

2018-19 National Youth of the Year



Malachi Haynes

Boys & Girls Clubs of
Metro Denver
Denver, Colorado

ADVANCING PHILANTHROPY 2025

“The Advancing Philanthropy Legacy workshop enabled our organization to create a culture of planned and legacy gifts among our supporters and new prospects alike. As we celebrate our 100-year anniversary this year, we are actively taking the tools BGCA has equipped us with and utilizing planned giving and legacy gift language in all of our events throughout 2019. This workshop was instrumental in how we frame and shape support for the kids who need us most for the next 100 years.”

—Krystin Langerak, Development Director, Union League Boys & Girls Clubs

Regardless of location, size or circumstances, each Club organization is committed to creating the best possible experience, and thus outcomes, for youth — requiring the resources necessary to create safe, fun educational environments staffed with trained youth development professionals. Advancing Philanthropy 2025 is our roadmap to assist local Clubs in securing these resources, primarily by building up individual giving.

Building on our past success, BGCA launched Advancing Philanthropy 2025 in 2018. Through Advancing Philanthropy 2025, we will sustain and accelerate gains for Clubs already in the program, while scaling services to reach all affiliates. By building the resource development capacity of local Clubs, they can better fund and sustain a high-quality Club Experience for every Club member and reach more young people in their communities.

Since its start, Advancing Philanthropy has evolved from a one-size-fits-all curriculum to customized approaches that meet Clubs at their current levels of resource development sophistication. The initiative now provides sequenced support — tools, trainings, workshops and consulting — that advances a culture of philanthropy and generates revenue growth for local Clubs. We have also expanded our customized services to support Clubs in underserved or under-resourced communities, such as rural Clubs, Clubs on Native lands and Clubs transitioning to different operating models due to mergers, consolidations and shared services.

Advancing Philanthropy 2025 is a critical driver for the success of our Great Futures 2025 strategic plan, which completed its first full year in 2018. The Movement's bold goals to double the number of youth Clubs serve and ensure they have the best possible experience requires substantial resources. In fact, this entails doubling revenue across our enterprise to support this work. In 2018, Clubs participating in Advancing Philanthropy 2025 made significant progress, **securing \$138 million in major gifts**. Some 482 Clubs received Advancing Philanthropy 2025 support services, sustaining and accelerating gains made in past years and helping more Clubs increase their resource development capabilities.

In 2018, BGCA established a seamless framework to deliver resource development consulting and training to Clubs that meets their immediate needs and sets them on a path to continued advancement. A new assessment tool helps local Clubs and the national office identify existing strengths and opportunities and tailor the necessary capacity building supports accordingly. New best-in-class workshops were also developed, including the Boys & Girls Clubs Advanced Leadership in Resource Development Institute in partnership with Indiana University's Lilly Family School of Philanthropy. As a result, several Advancing Philanthropy 2025 milestones were achieved, and we are well-positioned to ramp up capacity-building services moving forward.



GOVERNMENT RELATIONS & ADVOCACY

Recognizing the importance of the work we do to prepare youth for great futures, we have assembled an army of advocates — from Club members and their families spreading the word about the value of out-of-school time to dedicated staff sharing our vision with elected officials. The presence of Boys & Girls Clubs in nearly every congressional district uniquely positions us to make our voice heard in halls of power with the goal of building support around key issues that will move the needle for all youth.

Clubs close the opportunity gap for the children and teens who need us most, and that goal drives our advocacy efforts in Congress, statehouses, city councils and in communities across the nation. 2018 was a year of success and expansion in this area as we further our work to establish BGCA as the go-to strategic partner on issues impacting America's youth.

Getting Results

We experienced great growth and impact in 2018 as a result of BGCA's multi-pronged approach, which includes advocacy and the targeted engagement of elected officials at the federal, state and local levels. The continued education and engagement of officials made it possible for BGCA to establish itself as an important partner on key issues while amplifying the voices of our youth.

Key Successes

21st Century Community
Learning Centers Funding

\$42.7 million

Youth Mentoring Funding

\$25.75 million

State Alliance All-Time Record

\$137 million

We positioned ourselves as a key partner in our nation's strategy for workforce readiness, resulting in BGCA CEO and President Jim Clark's nomination to the White House American Workforce Policy Advisory Board, making us the only youth-serving organization represented. BGCA now has the honor of serving on two White House-coordinated boards, with Chief Development and Public Affairs Officer Julie Teer serving on the President's Council on Sports, Fitness and Nutrition.

Issue Spotlight: Opioid Prevention

BGCA led the effort for youth opioid prevention to be recognized as a key component in the nation's strategy to fight the opioid epidemic, along with enforcement and treatment. By developing key relationships with elected officials in highly impacted states, we were able to shape the national strategy to address the opioid epidemic. This resulted in new opportunities for Clubs.

At the state level, three State Alliances secured State Opioid Response funding as a result of federal efforts to elevate the importance of prevention. Local Clubs have also been vital voices in the push to include youth opioid prevention, with Club leaders and youth from West Virginia and New Hampshire Clubs participating in congressional briefings on Capitol Hill.

Local Clubs also took their advocacy to their communities, hosting Club tours with elected officials as well as State Legislative Days targeting state lawmakers in order to paint a full picture of how valuable Clubs are as a community leader and partner in combatting the opioid crisis.

In 2018, our work resulted in substantial achievements for Clubs, including the following:

- **Federal:** Despite an environment of continued uncertainty and threats of significant cuts in federal programs that support Clubs, BGCA had a stellar year securing increased funding for 21st Century Community Learning Centers — a program faced with elimination just a few years ago — as well as the National Youth Mentoring Initiative through the U.S. Department of Justice.
- **State:** For the third year in a row, Alliances set a funding record in part due to a robust legislative strategy and targeted advocacy trainings and planning as well as the diversification of funding sources.
- **Local:** BGCA greatly expanded its local advocacy efforts by increasing training and resources as well as implementing a digital grassroots advocacy platform, which expanded our reach and audiences, allowing Clubs to make their voices heard when they are needed most.

Advocacy in Action

At the foundation of all our successes is advocacy. America's youth need a voice and champion as well as someone to elevate their voices. For this reason, at our 2018 National Conference, BGCA presented its Agenda for America's Youth, a roadmap of solutions and policies that will have the greatest impact on the youth of this country.

We also built capacity and knowledge of advocacy and political relationship-building as a part of Clubs' ongoing work. BGCA released and continues to develop toolkits for Clubs with best practices for advocacy planning and tips to host elected officials and engage them on a consistent basis.

BGCA also developed a new online advocacy platform, Catalyst for Change Advocacy Network, to enable instant advocacy and effective real-time communication as we work to be relevant and responsive to the issues facing youth today. Now, Club leaders, members, alumni and supporters can be instantly connected with their member of Congress or state legislator via email or phone and can make their voice heard on key issues impacting Clubs and kids. The platform gained 500 new members this year in 2018, and that number is expected to grow.

Through our collective efforts, we will position BGCA as leading advocate for America's youth and ensure our elected officials support young peoples' success, helping them achieve the great futures they deserve.

2018 PARTNER SPOTLIGHTS

Teamwork isn't just something we teach kids at the Club — it's central to how we operate at BGCA. Every day, we work shoulder-to-shoulder with our dedicated corporate and foundation partners to equip young people with the opportunities and resources they need to thrive. Whether funding art classes, providing youth with mentors or connecting them to the latest technologies, they help us maximize our impact on youth across the nation, and we are deeply grateful for their many contributions throughout 2018.

Aaron's, Inc.

Aaron's, Inc. is a supporter of the Keystone Club program, BGCA's premier teen leadership and character development program. The program is designed to inspire service and leadership with teens in the areas of community service, academic success, career preparation and teen outreach. Aaron's is the presenting sponsor of BGCA's National Keystone Conference, the culminating event each year for Keystone Clubs who have reached Silver charter status or above. Aaron's also supports new Teen Center spaces for teens across the country, completing eight in 2018 and a total of 32 since the start of their partnership. These new spaces are proven to increase teen membership at the Club and create a sense of ownership for the teens.



Altria

Altria supports BGCA's efforts to serve more youth more frequently and to leverage partnerships to increase Club capacity to do impactful work with youth and communities. Through Altria's current support of Success360°, More Members More Often and Quality Network and Equity Impact, Clubs will not only reach more kids and teens, but they will also be better equipped with the knowledge, support, partnerships and tools they need to continuously improve the quality of their youth development programs and practices, ultimately strengthening their organizations. Additionally, Altria is supporting the Club Model system building, development of both the Core Health and Emotional Wellness curriculums for SMART Moves, the creation of one of the seven modules within SMART Moves (E-Vapor/Tobacco) and trainings and support resources for staff. The innovative program will fill a significant gap in youth development by providing Club staff with evidence-informed tools, resources and trainings that build middle and high school youth's social and emotional skills so they can make healthy and informed decisions.



Anthem Foundation

Anthem Foundation's longstanding relationship with BGCA helps to improve health and wellness factors among today's youth to create healthier future generations. Together, through a whole-child approach to health education, BGCA and Anthem are leveling the playing field to ensure great futures are possible for all kids in all communities. In 2018, the Anthem Foundation provided over 150 grants to Clubs.





Argosy Foundation

In 2017, Argosy Foundation made a multi-year generous investment to support BGCA's 2020 Government Relations Strategic Vision. With their support, BGCA's driving social change by promoting policy and regulation to benefit our nation's children and youth. The Argosy partnership supports federal, state and local engagement and advocacy. It also builds local Clubs' and State Alliances' capacity to develop their own government relations strategies, with a goal of becoming the leading voice on behalf of America's youth.



AT&T

To drive youth outcomes and ensure every Club member graduates on time with a plan for the future, AT&T is funding our work in continuous quality improvement and expanding this scalable approach in additional markets to drive critical staff and youth impact in the out-of-school space. Additionally, AT&T continues to support four markets with the Aspire Mentorship Engagement Program.



Bank of America

Bank of America is committed to career development for young people and has partnered with Boys & Girls Clubs of America to support BGCA's workforce readiness initiatives. In addition, Bank of America supports Boys & Girls Clubs across the country through philanthropic investments, volunteer engagement, paid summer internships for Club members and through their Student Leaders® program.



Bridgestone

In 2018, Bridgestone Retail Operations (BSRO) continued to support BGCA through a year-round in-store cause campaign at 2,200 Firestone Complete Auto Care, Tires Plus, Hibdon Tires Plus and Wheel Works tire and automotive service centers nationwide. BSRO's partnership empowers Clubs to address the pressing need of getting youth to Clubs and enriching their experience via grants, which provide new vans as well as address the maintenance needs of their existing fleets.



Buffalo Wild Wings

A BGCA partner since 2013, Buffalo Wild Wings supports local youth sports and BGCA's ALL STARS organized team sports platform. ALL STARS' high-quality flag football, basketball and soccer programs are designed to build character and teach Club youth skills that help them succeed on and off the field.



Charles Schwab Foundation

Since 2004, the Charles Schwab Foundation has partnered with BGCA to develop and administer Money Matters: Make it Count, BGCA's financial literacy program designed to prepare participants for college and career. Since the program's inception, Money Matters has made over 900,000 connections, or moments when youth have actively participated in the program (2004-2018). In 2018, Money Matters reached over 92,000 youth at more than 1,300 Clubs. Clubs are integrating the Reality Store into their Money Matters programming, adding real-life experiences that help introduce or confirm information from the traditional sessions.

The Coca-Cola Company

The Coca-Cola Company has supported Boys & Girls Clubs for over 70 years and continues to partner with Boys & Girls Clubs through Triple Play, BGCA's premier health and wellness program, as well as other national programs, volunteer engagement and local support of other activations.



Comcast NBCUniversal

Longtime partner Comcast NBCUniversal continues to support BGCA as the Presenting Sponsor of MyFuture, BGCA's technology initiative designed to teach Club members about the digital world, ignite their passions and empower youth with the digital literacy and technology skills needed for success in the 21st century. Together, since 2015, Comcast NBCUniversal and BGCA have evolved MyFuture from a staff-facing website to a digital platform for youth-led experiences, which has fundamentally changed the way BGCA connects with Clubs and members. This transformative engagement tool is helping BGCA increase the number of members Clubs serve.



Comic Relief, Inc. (Red Nose Day)

Through our continued partnership with Red Nose Day, we will be able to provide immediate funding to organizations in Indian Country at risk of closing their doors and execute vital programs in Indian Country, including culturally-adapted curricula and academic success programs to ensure that Native youth graduate from high school on time, prepared for the future. In addition, this funding will allow for the expansion of BGCA's MyFuture digital literacy program to 45 Clubs across the country, helping to bridge the digital divide for the youth that need us most.



Cox

Cox Communications and the James M. Cox Foundation have been philanthropic partners of BGCA and local Clubs since 1977. Support from Cox bridges the digital divide for many disadvantaged young people. Cox generously provides contributions to BGCA to fund innovation labs in key Cox markets. Providing low-cost internet service through its Connect2Compete program, Cox and its local affiliates have established significant advances in digital literacy for many Clubs across the nation.



Deerbrook Charitable Trust

Since 2012, Deerbrook Charitable Trust has been a dedicated partner of BGCA's Advancing Philanthropy program. The primary focus was to embed a culture of philanthropy in Clubs to increase organizational and fundraising capacities to generate greater community investments. In 2018, the trust committed its support to BGCA's Advancing Philanthropy 2025 — to scale, sustain and accelerate organizational and fundraising gains made by Clubs and provide professional development for all Club resource development staff throughout the enterprise.





Family Dollar

Family Dollar is committed to supporting BGCA's mission and local Boys & Girls Clubs through corporate donations, vendor engagements and in-store campaigns. In 2018, Family Dollar ran a cause marketing campaign during the back-to-school season and did promotions during the holiday season. Additionally, Family Dollar encouraged relationships between their stores and local Boys & Girls Clubs by inviting the community to attend store grand opening events and donating to the nearest Club organization.



Fluor Foundation

Fluor Corporation, through its foundation, partners with BGCA to help teens and youth development professionals living on military installations worldwide develop critical skills in resiliency and reintegration through the Military Teen Ambassador program.



Finish Line Youth Foundation

In 2018, Finish Line Youth Foundation partnered with BGCA to impact the development of America's future workforce through delivering high-quality workforce development programming. Finish Line stores provide hands-on career exploration to give Club kids a fun, behind-the-scenes look at potential first jobs through the One Step Ahead program. The program provides youth with a hands-on career exploration experience that includes a store tour, learning about interviewing, sales, customer service and more.



Gap, Inc.

Gap has partnered with BGCA for many decades. In 2018, Gap continued to expand their impact through a summer in-store back-to-school backpack and donation drive that divided the country into three regions of two-week campaign waves. Clubs aligned with a Gap or Gap Factory store, while also supporting workforce readiness and the CareerLaunch program. Thousands of backpacks and supplies were donated to youth in underserved communities.



The Hartford

Through their partnership, BGCA and The Hartford are developing the next generation's workforce by creating College and Career Centers in Boys & Girls Clubs across the country, reaching thousands of teens every year. The College and Career Centers, powered by The Hartford, will provide teen members of the Club with opportunities to explore college and/or career paths to help prepare them for their next step after high school.



Kimberly-Clark

For over nine years, Kimberly-Clark has been a proud partner of BGCA, most recently supporting SMART Girls, a program encouraging healthy lifestyles and relationships by giving girls the space, support and tools to navigate adolescence and emerge as strong, healthy young adults.

Lowe's

Lowe's has partnered with BGCA since 2009 to help Build Great Futures Together for America's youth by providing grants to local Clubs that increase safety and comfort. In 2018, BGCA and Lowe's continued Renovation Across the Nation, our signature partnership platform, in which the company provided grants to at least one deserving Club in every state and the District of Columbia. Lowe's also continued its in-store donation campaign, raising over \$1.4 million, donating over 1,048 bikes to Club youth and volunteering over 5,000 hours through the Lowe's Heroes program.



Major League Baseball Charities

In 2018, Major League Baseball continued its deep and far-reaching commitment to youth and Boys & Girls Clubs. From high-impact programs introducing children to baseball to national campaigns raising public awareness about the vital youth development services Clubs provide in their communities, the multi-faceted partnership has positively impacted Clubs throughout the nation.



Maytag

In 2018, Maytag and BGCA continued their shared commitment to recognize dependability through the Maytag Dependable Leader Awards, honoring outstanding Club professionals and volunteers. Recipients received this distinction and funds to support their Clubs' efforts to provide a safe, dependable environment for kids and teens. Since 2010, 100 Maytag Dependable Leaders have been recognized from Clubs across the United States. In addition, Maytag and BGCA arranged a surprise-and-delight element that included five organizations outfitted with new Maytag appliances. We worked with five past Maytag Dependable Leaders to nominate one family from each of their Clubs that was deserving of new appliances during the holiday season.



Microsoft

For two decades, Microsoft and Boys & Girls Clubs have been changing lives by providing access to technology resources and computer science education to kids and teens. We are working together to close the STEM opportunity gap and ensure young people have a chance to build the technical skills needed to be career-ready, no matter what path they choose. Introducing youth to computer science activities and sparking interest in tech-related careers play a critical role in this effort. Microsoft has donated software, cloud services, cash grants and employee time to Boys & Girls Clubs of America and local Clubs to ensure our youth are future-ready with access to digital skills and computer science education.



National Vision

National Vision continued their partnership with BGCA to increase its reach and impact in 2018. The partnership provided free vision screenings, comprehensive eye exams and free eyeglasses to members in Boys & Girls Clubs through America's Best Contacts & Eyeglasses retail locations.





New York Life
Foundation

New York Life Foundation

The New York Life Foundation's multi-year investment continues to support BGCA's promise to provide a safe place and environment with supportive staff who recognize grief, acknowledge members' social and emotional needs and encourage emotional awareness and resiliency for youth experiencing grief and their families. Through the Be There initiative, BGCA continues to provide training, resources and strategies that increase Clubs' capacity to support youth who are grieving and help Clubs develop strong, supportive relationships among four focus areas: youth, staff, families and community. Participants learn how to recognize common reactions to grief and understand responses to these reactions, and grieving families are connected to local resources to deepen the impact on the young people served. BGCA continues to formalize partnerships with national local grief organization and mental health providers. Through the Ready, Set, Action program, BGCA continues to implement the initiative on a broader scale to recipients that opted to enhance their grief and bereavement work.



Old Navy

For more than 20 years, Old Navy has supported Boys & Girls Clubs in their efforts to turn learners into leaders and empower Club members with real-world training, skills and jobs. Through in-store cause marketing campaigns, Old Navy supplies funding to local Clubs, invests in national character and leadership development programming such as Torch Club and provides volunteer engagement, job shadowing and first-job opportunities to youth. In 2018, as part of the brand's second annual Black Friday trigger donation drive, over 4 million pairs of \$1 Cozy Socks were sold, funding the This Way Ahead program. This Way Ahead is a Gap Inc. initiative that has seen a significant expansion through Boys & Girls Clubs. First piloted in 2018, the program drives a talent pipeline and scales the company's ability to offer first jobs to youth. Young people gain the experiences and skills they need to succeed both in work and in life, and local Gap Inc. store employees volunteer with Clubs to help support training and make connections with youth.



Planet Fitness

BGCA is a nonprofit partner of Planet Fitness' philanthropic initiative, The Judgement Free Generation®, which is designed to combat the judgement and bullying faced by many youth by creating a culture of kindness and encouragement. The company also raised funds benefitting BGCA through a cause marketing program in September 2018. Through this partnership, Planet Fitness has funded evidence-based training for Club professionals and teen leaders on social-emotional resiliency, awarded scholarships to youth who promote acceptance and inclusion in their communities and built Mini Planet Fitness gyms within select Boys & Girls Clubs across the country to provide youth a welcoming, safe environment to be physically active.

Raytheon

Raytheon partnered with BGCA to create 22 STEM Centers of Innovation at Clubs and BGCA-affiliated Youth Centers on U.S. military installations worldwide to serve military-connected youth. STEM Centers of Innovation equip dedicated STEM staff and Raytheon employee mentors with exercises using real-world applications for science, technology, engineering and math to enhance young people's understanding of STEM and strengthen their critical thinking skills in preparation for college as well as military or civilian careers.



Ross

With a focus on helping local kids learn and achieve academic success, Ross is the national sponsor of Power Hour, BGCA's interactive homework assistance program. In addition to providing scholarships to graduating Club seniors, Ross hosts grand opening events at select Ross Dress for Less and dd's DISCOUNTS stores to benefit local Clubs. In 2018, Ross partnered with BGCA to engage its customers in one of BGCA's most successful cause marketing activations. Ross also hosted a fundraising gala at their field leadership meeting to benefit BGCA, which was a huge success.



Samsung

Samsung Electronics America, Inc. partners with BGCA to ensure youth have a place to become tomorrow's STEM leaders. In 2018, Samsung supported the DIY STEM program and staff trainings to ensure the best experience for Club members, helping Club staff feel confident, capable and empowered to speak to best practices in STEM programming, assessment and evaluation. Samsung also provided selected Clubs with tablets to support STEM program efforts and products to support the Climate Superstars program.



Sanford Harmony

In 2018, Sanford Harmony programs partnered with BGCA to support BGCA's social-emotional development strategy. Sanford Harmony programs provides free, easy-to-use materials to all Boys & Girls Clubs as a resource for Club staff to build critical social-emotional skills in Club youth. Sanford Harmony materials are also used year-round for Club staff at youth development trainings across the country.



S.D. Bechtel, Jr. Foundation

As a philanthropic partner and advocate for youth, S.D. Bechtel, Jr. Foundation's multi-year investment continues to support BGCA's system of continuous improvements, learning and adult practitioner training. By continuing to support a high-quality Club Experience, BGCA is empowering Clubs and their professional staff through building awareness, developing the capacity to improve the quality of Club Experiences, implementing continuous quality improvement and strengthening Club organizations. As a result of our shared work, more youth will have access to a high-quality Club Experience that leads to a more meaningful impact.





SunTrust Foundation

The SunTrust Foundation helps support BGCA's Workforce Development Effectiveness Project. The project equips Clubs with the tools, resources and competencies necessary to enhance and sustain workforce effectiveness programs at their Clubs. Each year, a cohort of Boys & Girls Clubs will self-assess current workforce programming and receive ongoing training and support from BGCA, as they develop and execute on action plans that will position the local Club as an effective workforce readiness option for youth in the community.



Taco Bell Foundation

Since 2013, the Taco Bell Foundation and BGCA partnership has supported the country's next generation of leaders: America's teens. Taco Bell's support, both nationally and locally, provides resources and programs to inspire and enable teens to graduate from high school and unlock opportunities for college and the workforce.



T-Mobile

Continuing into 2018, Clubs across the country have been given the opportunity to take a group of teens to their local T-Mobile store for a hands-on career experience/exposure event called Generation T. Participants are invited to experience the latest mobile technology and be inspired to think about their next steps toward career success, instilling within them the message that regardless of their background, a career is within reach.



Toyota

Beginning locally in 2007 and growing into a national partnership, Toyota is proud to support Boys & Girls Clubs in their efforts to inspire future innovators, leaders and problem-solvers who will make a positive impact on our communities and our country. Toyota is Signature Sponsor of BGCA's Youth of the Year leadership development suite, which honors our nation's most remarkable youth on their path to great futures and encourages all young people to "Start their Impossible." Toyota also provides scholarships, internship programs and vehicles to local Clubs.



UPS Foundation

The charitable arm of UPS, The UPS Foundation, has partnered with BGCA since 2009 to implement UPS Road Code, a national program to educate Club teens and novice drivers, on safe driving techniques. The highly successful UPS Road Code program enables teens to drive change for themselves and their peers through a combination of classroom-based instruction and practice "behind the wheel" of a virtual driving simulator. The UPS Road Code program uses the same safe driving techniques that are taught to the UPS drivers, the safest drivers in the industry, and allows teens to learn them as well. In addition to the hands-on support of the volunteer UPS instructors, the program offers online resources for parents and teen drivers to prepare for the realities of the road. This program has reached over 48,000 teens in Clubs across the country.

U.S. Cellular

U.S. Cellular works with BGCA and local Clubs to support STEM education and academic success. U.S. Cellular strengthens this relationship through financial donations, volunteer engagement, in-kind contributions and STEM career days.



Wallace Foundation

The Wallace Foundation's multi-year partnership continues to expand arts learning opportunities for youth through the Youth Arts Initiative. This partnership continues to support urban Clubs that are implementing innovative high-quality arts programming by applying evidence-informed success principles, including hiring professional practicing teaching artists, building high-quality studio spaces and acquiring state-of-the-art technology. Club members who participate in the Youth Arts Initiative continue to report higher levels of engagement and artistic skills that enhance academic performance and the development of vital skills needed for graduation.



The Walt Disney Company

For more than 50 years, The Walt Disney Company and BGCA have worked together to inspire generations of leaders, innovators and dreamers. As Presenting Sponsor of BGCA's Youth of the Year program, The Walt Disney Company supports and recognizes those Club members who exemplify leadership and service, academic excellence and healthy lifestyles, inspiring the 4.7 million youth Clubs serve to achieve great futures. The Walt Disney Company also supports STEM through the creation of 12 STEM Centers of Innovation, providing youth with hands-on, advanced technologies that stimulate creative approaches to STEM exploration.



World Wrestling Entertainment, Inc.

WWE and BGCA's national partnership is designed to further enhance youth development at local Clubs across the country. The new partnership focuses on bullying prevention efforts around Be a STAR, WWE's anti-bullying initiative, and its mission to encourage young people to treat each other with respect through education and grassroots initiatives. WWE Superstars and Divas, many of whom are Boys & Girls Club alumni, participated in anti-bullying rallies at local Clubs across the U.S., where they interacted with youth and shared their personal experiences.



Verizon Foundation

Verizon Foundation has supported BGCA's expansion of the App Lab pilot, a coding program that teaches Club members the fundamentals of computation, critical thinking and problem-solving as they conceptualize and design their own apps. The foundation, in coordination with the Bureau of Indian Education, also funded Digital Pathways, which leverages mobile technology to provide Native youth with digital literacy skills, adaptive academic enrichment, indigenous culture preservation and STEM engagement.





AWARDS & HONORS

Several corporate partners were recognized for their work with BGCA in 2018 and their extraordinary devotion to our nation's youth.

The Coca-Cola Company & Family Dollar

Campaign: Make Every Sip Count

- 2018 Boys & Girls Clubs of America Corporate Philanthropy Award
- Family Dollar Vendor Summit: Marketing Vendor of the Year
- REGGIE Award – Bronze Winner: Retailer Specific Campaigns Category

Bridgestone Retail Operations

Campaign: Driving Great Futures

- Engage for Good HALO Award – Finalist: Consumer Donation/Crowdfunding Category
- REGGIE Award – Bronze Winner: Partnership Campaigns Category
- PR News Award – Honorable Mention: Cause Branding Campaign CSR Category
- Bridgestone Group Awards: People Category

ANNUAL CAMPAIGNS

Planned Giving

A planned gift is a truly inspiring way to leave a personal legacy and impact the lives of young people for generations to come. BGCA continues to provide services that help Clubs recognize, secure and close planned gifts. More than 160 commitments with an estimated expectancy of \$26.9 million were documented in 2018. Since 2003, when BGCA began assisting with planned giving, Clubs have recognized over 3,500 individuals for their lasting legacy of support. As a result, there is an estimated \$265.8 million in planned giving expectancies for Clubs across the nation.

Individual Giving Recognition Societies

BGCA's three national recognition societies provide a way for local Clubs to thank and honor individual donors who contribute greatly to our work with kids and teens.

- **The Jeremiah Milbank Society** acknowledges generous individuals who donate unrestricted gifts of \$10,000 or more to a local Club. In 2018, more than 1,600 such donors were recognized. Society members, more than 68% of whom were renewing members, collectively contributed \$49.2 million to Clubs in 2018.

- **The Heritage Club** is a national deferred giving society that recognizes individuals who have named BGCA or a local Boys & Girls Club in their estate plans. In 2018, BGCA recognized over 3,500 members of 282 local Heritage Clubs, an increase over previous years. Twenty-one Boys & Girls Clubs recognized their first Heritage Club member in 2018.
- **The Lifetime Giving Society** honors donors who show a deep commitment to Clubs through significant contributions during their lifetime, totaling a cumulative \$250,000. In 2018, 149 local Lifetime Giving Society Clubs (an increase of 7.2%), recognized a total of 756 members (an increase of 18.7%).

CONSOLIDATED INCOME & EXPENSES

GIFT SUPPORT	INCOME	%
Individuals	16,950	8.3%
Corporations	64,525	31.7%
Foundations	26,282	12.9%
Special events	7,250	3.6%
Trust funds	1,550	0.8%
Public grants (govt. grants)	82,897**	40.7%
Total Gift Support	199,454	98.0%

OTHER REVENUE	INCOME	%
Dues from Clubs	10,664	5.2%
Investment income	1,693	0.8%
Investment transactions including unrealized gains	(11,011)	-5.4%
Miscellaneous	2,764	1.4%
Total other revenue	4,110	2.0%
Total Support and Revenue	203,564	100.0%

PROGRAM SERVICES FOR CLUBS	EXPENSES	%
On-site assistance to member Clubs	92,729	40.9%
Leadership training and development of youth programs	101,970	45.0%
Total Program Services	194,699	85.9%

SUPPORTING SERVICES	EXPENSES	%
Fundraising	17,125	7.6%
Management and general	14,719	6.5%
Total supporting services	31,844	14.1%
Total Expenses	226,543	100.0%

NET ASSETS	NET ASSETS	%
Without donor restrictions	142,326	42.2%
With donor restrictions	194,542	57.8%
Total Net Assets	336,868	100.0%

**Of this, \$65,511 was passed through to certain affiliated local member Clubs

RETURN ON INVESTMENT

By investing in BGCA, you invest in America's future. **Every dollar invested in Boys & Girls Clubs returns \$9.60 in current and future earnings and cost savings to their communities — that's \$15.7 billion in lifetime savings to youth, families and our society.** Your support increases the earning power of parents now and youth in the future and prevents costly societal expenditures for healthcare, public assistance and incarceration. With your partnership, we equip kids with the necessary skills to graduate from high school on time with a plan for the future — the first step on their journeys to great futures.



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***Governor Emeritus*

****New Governor, 2018*

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Chicago, IL

Rick GoingsFormer Chairman and CEO
Tupperware Brands
Corporation
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Partner Fund Management,
LP
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U.S. Operations
UPS
Atlanta, GA**Peter Haynes***Retired President and CEO
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