



**BOYS & GIRLS CLUBS
OF AMERICA**

2020 Annual Report

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Friends,

2020 was a year like no other. Between a global pandemic that cost lives and livelihoods while stretching educational and communal resources to the extreme, heartbreaking acts of racism and violence, and the multitude of other personal and professional challenges we all faced, we have much to mourn. But with the unparalleled strength, dedication and resolve of all those who never stopped working to uphold the mission of Boys & Girls Clubs, we have even more to celebrate.

Together, we equipped more than 4,700 local Clubs to adapt to rapidly changing circumstances and safely meet the unique needs of the communities they belong to and serve, especially communities of color and others disproportionately impacted by the pandemic and inequities. Club staff and volunteers worked tirelessly alongside officials and advocates throughout all levels of government and our nation's education system — as well as leaders representing our military and Native communities — to strengthen the support systems that help kids and teens thrive during difficult times.

Corporate and foundation partners got creative, reimagining programs and platforms and investing even more resources to help our youth, families and communities meet their most urgent needs. And with open hearts, individuals gave whatever they could spare, whether \$5 or \$500,000, to ensure that a great future is in reach for every young person no matter the circumstances. Thank you to all who were part of this humbling outpouring of support and renewed dedication to doing whatever it takes to uplift youth.

Our collective impact over this extraordinarily challenging year was tremendous. Our mission has never been more relevant or essential, and we have proven that we all possess the resilience and strength for the journey ahead. Moving forward, our priorities are to support pandemic recovery with agile and responsive resources, guidance and service to Clubs; strengthen the safety, talent and technology needed for long-term success; and prepare for the future by deploying and testing strategies around racial equity, virtual Clubs, trauma-informed practices, workforce readiness and more. Together, we will blaze a trail toward a future that holds opportunity, support and success for all.

With gratitude,

James L. Clark
President and CEO

Carrie Schwab-Pomerantz
2021-22 Chair, Board of Governors

Charting a New Course to Great Futures in 2020

Throughout our 160-year history, Boys & Girls Clubs of America (BGCA) has supported the ability of our youth to build their own great futures, regardless of the circumstances that surround them. Many significant moments and milestones in 2020 challenged us to adapt and elevate the ways in which we meet the needs of youth, families and communities. But while our path took some unexpected turns, we have never lost sight of the destination: a world that ensures success is within reach of every young person in school, on the job and in life.

2020 Moments & Milestones

SUPPORT COMMUNITIES CAN COUNT ON

BGCA joined the U.S. Census Bureau as a national partner at the end of 2019 and immediately began equipping Clubs to mobilize their staff and members to help communities understand why and how to complete the 2020 Census. Club leaders and staff formed Complete Count Committees, trained teens to form Census Street Teams and connected recent grads with workforce opportunities as census takers. Since renters, Black residents, and people living in Native communities are typically undercounted, Clubs serving these communities played an important role in helping to ensure the equitable allocation of trillions in federal funding.

NATIONAL DAYS OF ADVOCACY SETS A NEW RECORD

BGCA's advocacy successes in early 2020 laid the groundwork for what we achieved in partnership with public officials throughout the COVID-19 crisis. Whether participating virtually or in person, a record-breaking 210 adults and youth representing BGCA and local Clubs from 45 states held 295 meetings with members of Congress. Boys & Girls Club representatives talked with policymakers about the most important issues facing youth and the solutions that Clubs provide to communities, such as workforce readiness and STEM education, nutritious snacks and meals, mentoring, opioid prevention and more.

210 adults and youth
representing BGCA and local Clubs from
45 states held 295 meetings
with members of Congress

COVID-19 CHANGES EVERYTHING

When the COVID-19 pandemic reached our shores, what many thought would be a short-lived crisis began upending and ultimately transforming the ways in which we learn, work, do business, maintain our health, connect with our loved ones, support each other and live our lives. The coronavirus took its toll on all of us but especially on communities of color and those living in low-income areas because of inequities in our health system and social services. When schools, businesses and workplaces abruptly closed, Clubs pivoted to provide meals and supplies, wellness checks, virtual programming and in some cases, emergency childcare to families of essential workers — and BGCA launched a COVID-19 Relief Fund to help support this work on the front lines. Ever since, BGCA and Clubs have continued to adapt services to a changing post-COVID environment, transitioning from immediate relief to recovery to resilience in order to meet youth's long-term needs, especially around virtual learning, workforce readiness, safety, equity and emotional wellness.

BGCA AFFIRMS BLACK LIVES MATTER

In 2020, our country mourned the tragic killings of George Floyd, Ahmaud Arbery, Breonna Taylor and too many others that stemmed from racism and systemic inequities that harm Black people. Though tragedies like these are not new, they reignited calls for real change and challenged us all to do more to advance racial equity. BGCA heeded the call by explicitly affirming that Black lives matter and doubling down to ensure our practices, policies, programs, priorities and organizational culture increase diversity, equity and inclusion at every level.

GRADUATION IS NOT CANCELED



Senior year looked a lot different for the class of 2020. Though they worked diligently to learn, complete their coursework and plan for the future, many seniors had not set foot in a physical classroom in months and were managing their expectations about graduation while coping with feelings surrounding the pandemic. Boys & Girls Clubs, schools, families and friends alike rallied to celebrate the huge accomplishment of high school graduation with words of encouragement from BGCA President and CEO Jim Clark, advice from Club alumni and an abundance of virtual ceremonies and parties.

THE FIRST-EVER VIRTUAL KEYSTONE CONFERENCE



On July 24, we hosted our first-ever virtual National Keystone Conference, which convenes teens from across the country and U.S. military installations worldwide annually as part of BGCA's Keystone Club leadership development program. The 2020 conference,

themed “We the Youth Declare We Will Be Heard, Seen and United,” was led by an all-teen steering committee and for the first time, was open to all teens, whether Club members or not. Clubs hosted watch parties, and more than 2,600 participants attended the virtual event. Highlights such as the spoken word performance by Lemon Andersen, sessions on SMART Girls and Passport to Manhood programs, emotional wellness super session and interactive activities made it an event to remember for all.

ENTERING A NEW SCHOOL YEAR TOGETHER

As the new school year began in fall and schools reopened in various, frequently changing capacities, local Clubs adapted to facilitate virtual learning. In addition to the programs and resources they typically provide, Clubs partnered with school systems to serve as virtual learning centers, giving youth safe places to go during and after the school day that have reliable access to technology like laptops, tablets, high-speed internet and Wi-Fi, enabling access to virtual classrooms and on-site support from adults.

YOUTH OF THE YEAR TAKE THE VIRTUAL STAGE

Each year, teens from communities across the nation and U.S. military installations worldwide participate in BGCA’s Youth of the Year program, sharing their stories of service, leadership and triumph over adversity at Club, state, regional and finally, national celebrations as they pursue the singular honor of being named National Youth of the Year. In 2020, these highly anticipated events went virtual for the first time, giving every viewer a front-row seat to the passion, pride and excitement exuding from each young leader. Many extraordinary youth participated, and on October 6, Josias R. from the Bristol Boys & Girls Club Association in Connecticut was named the 2020-21 National Youth of the Year for his contributions to STEM education in his Club and

community as well as his commitment to advocating for others on the Autism spectrum. In addition to a \$50,000 scholarship, Josias was honored with a brand new 2021 Toyota Corolla.

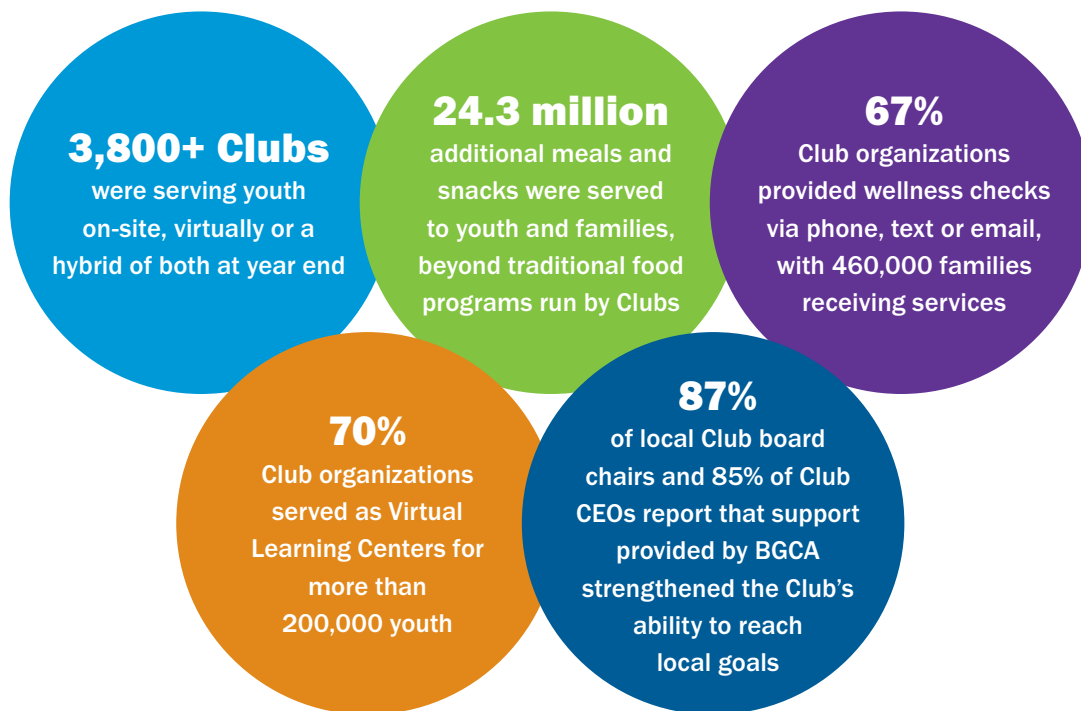


YOUTH GET INVOLVED IN THE DEMOCRATIC PROCESS

Taking place during a global pandemic, the 2020 election was historic for multiple reasons. It had the highest voter turnout in U.S. history, with young voter turnout hitting record numbers. The 117th Congress is the most diverse in history. As a nonpartisan non-profit organization, BGCA works “across the aisle” to achieve policies that impact the youth we serve and advocate for what’s best for our youth. Even before they reach voting age, young people need to be involved in civics, and exercise their right to be heard. The election offered many chances for caring adults to educate youth on voting rights and the difference that one person can make in the American democracy.

BGCA's 2020 Successes

COMMUNITY IMPACT



MYFUTURE DIGITAL PLATFORM EXPANSION

MY FUTURE 

88,000+
Club members
registered
by year end

32,300+
digital badges
earned by youth





FUNDRAISING & ADVOCACY

**\$278
Million**

\$278.7 million
raised in total gift
support to BGCA

**\$29
Million**

\$29.9 million
private funding passed
through to Clubs for
COVID-19 relief

**\$27
Million**

\$27.25 million secured
through the Mentoring
Opportunities for Youth
grant program

**\$162
Million**

in CARES Act Paycheck
Protection Program
funding awarded to 625
Club organizations

**\$206
Million**

in government funding
passed through to
Clubs and Alliances
(new record)

**Innovation
Award**

BGCA's Agenda for
America's Youth earned
Public Affairs Council's
Lobbying Innovation Award

Snapshot of Clubs, Kids & Teens in 2020

Kids and teens demonstrated remarkable resilience and leadership in 2020. They were not just beneficiaries of the resources and opportunities that BGCA and local Clubs provided but actively contributed to COVID-19 relief in their communities, adapted to new ways of learning and connecting, created content, convened their peers, advocated for racial equity and so much more, making steady progress toward their educational, career and personal goals all the while. At the national level, BGCA ensured that resources like our MyFuture digital youth engagement platform and programs like Youth of the Year facilitated youth's efforts and that local Club leaders, staff and volunteers were equipped to do the same.

REACHING KIDS & TEENS WHERE THEY ARE

Like most schools, businesses and organizations with physical locations across the nation and world, many Boys & Girls Clubs closed temporarily in March while redirecting their resources and services to operate in a drastically changed environment and meet immediate and emerging needs. In March, 500 Club sites were serving youth on site. By June, with support and guidance from BGCA, that number more than doubled to 1,050. By the end of 2020, 3,200 Club sites were serving youth on site with hundreds more serving youth virtually. In total, we ended the year with 82% of our 4,714 Clubs serving youth on site, virtually or a hybrid of both, and our reach and services have continued to expand.

4,714 local Club sites include:

- 1,955 school-based Clubs
- 497 BGCA-affiliated Youth Centers on U.S. military installations worldwide
- 1,082 Clubs in rural areas
- 278 Clubs in public housing
- 208 Clubs on Native lands, making Boys & Girls Clubs the largest youth development provider in Native communities



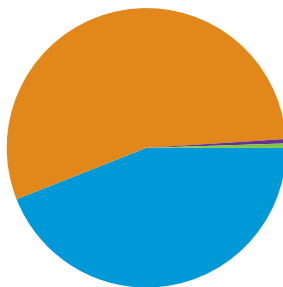
CLUB YOUTH IN 2020 BY THE NUMBERS

In 2020, Boys & Girls Clubs served millions of young people through membership and community outreach, which includes events, activities and programs that non-members from the broader community participate in. The demographics below provide a glimpse into the makeup and diversity of our registered members in 2020.

GENDER

Female
45%

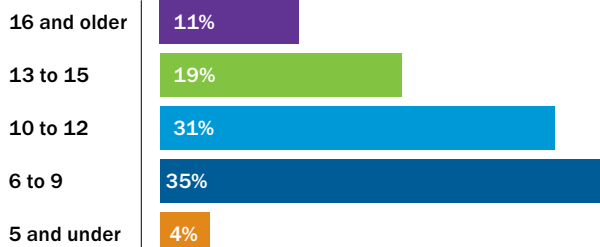
Male
55%



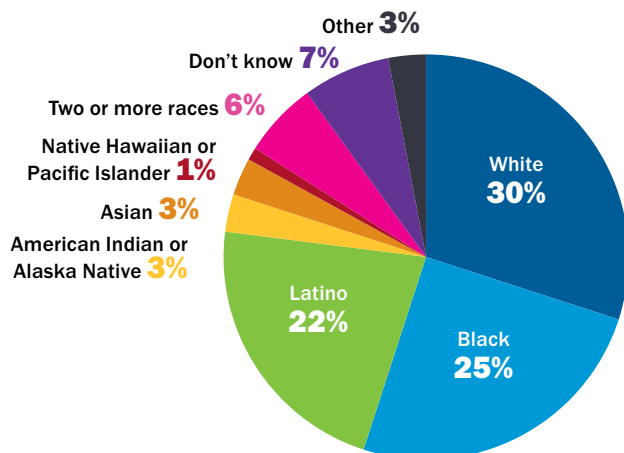
Transgender
<1%

Non-Binary
<1%

AGES



RACE & ETHNICITY



2020 NATIONAL FINE ARTS EXHIBIT & IMAGEMAKERS ENTRIES



"What I Am Thankful For!" by Andres, age 15-18, California



"She Sees" by Isabella, age 9-11, Wisconsin

CLUB YOUTH SPOTLIGHTS



Club Kids Sew Face Masks for the Community

Shielded behind a fabric face mask, the big smile of a little helper never failed to shine through the uncertainty of the COVID-19 pandemic. Nine-year-old Chloe, who attends the Boys & Girls Clubs of Muncie, did her part to support her community in central Indiana by sewing face coverings to reduce spread of the coronavirus. At times, she was so glued to the sewing machine that Club staff had to gently remind her to share it with other children. In finding a way to help, Chloe discovered a new talent that she loves, and her grandmother was relieved to have a safe place for Chloe to thrive when schools were closed.

Using the single sewing machine that belongs to a Club staff member, youth sewed more than 60 masks in just a few short weeks. Each child fashioned the mask that they wear at the Club, and the remaining masks from the initial batch were donated to the Youth Opportunity Center, a juvenile detention center and residential treatment center for youth in Muncie.

Teens Come Together to Combat Racism

As the world responded with outrage to George Floyd's murder, teens at the Boys & Girls Club of Corvallis in Oregon were grappling with their personal experiences with racism and its impact on kids. With the support of Club staff, four members — Neveah, Kayla, Josiah and Malik — quickly mobilized their peers to hold a live-streamed online event called "Addressing Racism Through Teen Voice." They shared their honest stories and initiated courageous conversations to address systemic racism and advocate for change.

“ I am biracial. Growing up, I didn't fit in with white kids because I was too Black, and I didn't fit in with Black kids because I was too white. I always felt like an outcast. I was ashamed of who I was and felt lost. When I started attending the Boys & Girls Club, I slowly started to feel like I belong. Now in my senior year, I have started to embrace Being black, being powerful and being intelligent.”
— Neveah

Teen Girls Empower Their Generation of Women Leaders

Refusing to stay idle during the summer of 2020, teen girls at Mid-Peninsula Boys & Girls Club developed, produced and launched a podcast to empower the next generation of businesswomen. Dayanara and Akeyla, ages 17 and 15 respectively, hosted conversations between Club teens and women who are innovators, entrepreneurs and up-and-coming college students for "Stay at Home with Keystone," including 2021-22 BGCA Board Chair Carrie Schwab-Pomerantz, who is the president and chair of Charles Schwab Foundation. The California teens not only built new life and workplace skills but also maintained and built new relationships and friendships during a challenging season for youth.

“ We all have time, and we're all at home. This was the perfect opportunity to start the podcast because it allowed us to connect with so many more people while we were at home. We brought the idea to our Keystone Club [teen leadership program] members, and we got an overwhelming response with the number of people who wanted to be involved.”
— Dayanara

Joining Forces with Our Supporters

It took a monumental amount of support to sustain and deepen our impact on youth in 2020, but dedicated individuals and organizations came through in a big way. BGCA rallied together with business and community leaders, celebrities and influencers, sports icons, corporate partners and foundation supporters who have committed themselves to furthering our shared mission. Whether funding crucial programs and services, providing youth with virtual internships or using their platforms and networks to amplify our call to action, we are deeply grateful for their generous contributions at a time when they were needed most.

HOW WE RECOGNIZE GIFTS

Our supporters are recognized for outright donations made to BGCA in 2020 combined with the full value of their single and multi-year pledges that were active in 2020. We also recognize the donor-advised funds that facilitated our transactions and in-kind donors who gave Clubs everything from iPads to cleats to hand sanitizer. We appreciate all these meaningful, valuable contributions to youth.

DONOR SPOTLIGHT

Dale Larson

The desire to increase access to Clubs for more young people in rural America inspired Dale Larson, president of the Larson Family Foundation and former CEO of Larson Manufacturing, to make an unprecedented \$30 million contribution to BGCA in 2020. This incredible gift supports our strategic direction, provides critical COVID-19 relief and builds the capacity of select local Clubs serving 30,000 youth annually, many of whom live in rural areas with limited resources. Larson's support is transformational to the youth and families that depend on Clubs every day.



THANK YOU TO OUR 2020 MAJOR DONORS:

[†]Legacy Gift

	William and Ashley Rogers	Gary Wendt	Sarah Chamberlain
<u>\$10,000,000+</u>	<u>\$100,000 - \$299,999</u>	Harold and Nancy Zirkin	David Cichocki
Dale Larson	Greg Cappelli	<u>\$10,000 - \$49,999</u>	Walter and Anne Clark
Timothy H. Ubben	Eugene and Peggy McQuade	Christopher Abele and Jennifer Gonda	Floyd Clark [†]
Anonymous	Wayne Sanders	Tracy Alford	Arron and Lori Contorer
<u>\$2,000,000 - \$4,999,999</u>	Carrie Schwab-Pomerantz and Gary Pomerantz	Wayne and Judith Allen	Craig and Julia Corelli
Peter and Martha Morse	Lucy Stewart [†]	Dan Allison [†]	Virginia Davis
<u>\$1,000,000 - \$1,999,999</u>	<u>\$50,000 - \$99,999</u>	Roger Altman	Don H. Davis Jr. and Sallie Davis
Russell Ball	Jeffrey "Duke" Denman [†]	John and Laura Armour	Philip de Toledo
John Robinson III and Adrian Robinson	Jane Rosa [†]	Najuma Atkinson	Russell and Stephanie Deyo
Kent Stevinson	Richard Gianacakos	Christian Baker	Patti Duce
Colette and Larry Young	Curtis and Christine Gardner	Dmitry Balyasny	Egon and Abby Durban
<u>\$500,000 - \$999,999</u>	Steve and Barbara Layton	Natalia Baran	Steve Dykema
Dan Borgen	Al and Ellen Multari	Lisa Bisaccia	Ric and Jean Marie Edelman
<u>\$300,000 - \$499,999</u>	Patrick and Connie Esser	Michael Bless	Harold Edgar [†]
Timothy and Sandy Armour	Mark and Elizabeth Lazarus	Katherine Brobeck	Martin Ellen
Myron Gray	Clarence Otis Jr. and Jacqueline Bradley	Emil and Maureen Brolick	Robin Ellen
Jeff and Judy Henley	Dr. Condoleezza Rice	Josh Brolin	Troy Ellis
The James Annenberg La Vea Charitable Foundation [†]	Ronald and Jill Sargent	Phillip Bulliard	Tami Erwin
		Mary Burke	Thomas J. and Karen A. Falk
		Leslie Carothers	

Adam and Melissa Filkin	Janet Kidd	Don Nierling [†]	John Short
George Fischer	Ken Kirby	John Nierling [†]	Chad Shultz
Doris Fisher	Brian Klein	Troy and Kerri Noard	John Solberg
Joel Gebbie	Nathan Kroeker	James Oliver	Scott Staples
David George	Tracy Benard Landau	Craig and Jane Omtvedt	Yvette Stokes
William and Lisa Glenn	Jill Lohrfink	Ron Phillips	Viyas Sundaram
Bob and Trudy Gottesman	Tom Long	David Pipes	Sonia Syngal
Mike and Mary Kay Groff	Robert Manfred	Kyle Pittenger	Bruce and Barbara Taylor
Irwin Gross and Michelle Wachs	Melanie and Jeff Mayer	Tony Reagins	Andrew Tennenbaum
Rebecca Hanrahan	Orlando McGee	Thomas Rinehart	Matt and Jessica Verrochi
Hunt Harper	CR Meyer	Andrew Rohr	Betty Vest
Connie Heldman and Harold Mooz	Jeremiah Milbank III and Caroline Milbank	Jade Roper	Bill Walton III
Dan and Diane Hesse	Mary Mitchell	Andra Rush	Cathy Ward
Michael Hsu	Michael and Andrea Mohan	Milton Sams	Kevin Washington
Ronald Johnson	Thomas Monahan	Angela Santone	Martin Waters
Paul Jones	Scott Schaeffer	Jim Weinberg	
Lisa D. Kabnick and John H. McFadden	Mike and Valerie Mondelli	David Seaton	Mike Wheeler
Jordan Kaplan	Monique Mosley	Wim and Jill Selders	George and Meryl Young
Carl and Wendy Kawaja	Rick Nagel	Ankit Shah	Dennison Young Jr.
Jeffrey Kelter	Jeffrey Nedelman	Kirti Shah	George Zimmer
	Sam and Katja Newman	Eric and Brenda Shanks	

THANK YOU TO OUR 2020 PARTNER ORGANIZATIONS:

\$10,000,000+

Altria Group

Altria Group strengthens Clubs by supporting efforts to serve more youth more often and continuously improve the quality of their youth development programs and practices. Additionally, Altria is helping to contemporize and evaluate the SMART Moves program and provide staff resources and trainings to build youth's social-emotional skills that equip them to make healthy and informed decisions.

bgca.org/about-us/our-partners/altria



Panda Cares Foundation

In 2020, Panda Cares Foundation, the charitable arm of Panda Express, funded millions in grants to Clubs, donated more than 330,000 books to youth in communities underserved by educational resources and supported COVID-19 relief, providing more than 10,000 meals in 2020. Panda has invested in and provided meals for Club youth for over a decade, aligning to their mission to inspire better lives.

bgca.org/about-us/our-partners/panda-cares



Buffalo Wild Wings

The Buffalo Wild Wings Foundation is committed to building communities where all youth can thrive, compete and belong to a team. In partnership with BGCA, the foundation has impacted more than 1 million Club kids and teens through the ALL STARS program, delivering opportunities to participate in organized sports, such as basketball, flag football, soccer and volleyball.

bgca.org/about-us/our-partners/bww



Toyota North America

Since 2007, Toyota has proudly supported Clubs locally and nationally in their efforts to inspire our future leaders, innovators and problem solvers. As Signature Sponsor of Youth of the Year and a Founding Workforce Readiness Partner, Toyota is focused on inspiring youth, improving access to opportunities, and providing additional resources including scholarships, internships and career exploration opportunities to Club youth.

bgca.org/about-us/our-partners/toyota



Deerbrook Charitable Trust

Deerbrook Charitable Trust is a committed partner of BGCA's Advancing Philanthropy program. In 2020, the trust supported COVID-19 response and continued their multi-year investment in Advancing Philanthropy 2025, focusing on accelerating recovery, sustaining organizational and fundraising gains and providing professional development for all Club resource development staff throughout the enterprise.



\$5,000,000 - \$9,999,999

Aaron's Inc.

Aaron's proudly supports BGCA's Keystone Club program and is presenting sponsor of the National Keystone Conference, which went virtual for the first time in 2020 and garnered 3,600+ unique views. Aaron's also generously pivoted funds to provide critical programming support to teens during the pandemic, ranging from new laptops for more than 30 graduating seniors to an enhanced teen experience on MyFuture.

bgca.org/about-us/our-partners/aarons



Argosy Foundation

Argosy Foundation made a generous five-year investment in support of BGCA's Government Relations Plan, which includes Agenda for America's Youth, our inaugural advocacy policy platform focusing on critical issues impacting youth. Our partnership positions BGCA and Clubs as the leading voices elevating America's youth and helps ensure out-of-school time is a priority in every community and among policymakers.



The Coca-Cola Company

For nearly 75 years, The Coca-Cola Company has worked to strengthen local communities through its partnership with BGCA. In 2020, Coca-Cola became a founding sponsor of BGCA's Workforce Readiness Strategy, helping to close the opportunity and job readiness gap by preparing Club youth to become the American workers, leaders and innovators of tomorrow.



The Coca-Cola Foundation

The Coca-Cola Foundation fosters academic success at Clubs through their support of Summer Brain Gain and Power Hour programming. In 2020, The Coca-Cola Foundation made a catalyst donation to address the most urgent needs of Club youth and communities in the wake of COVID-19, which helped launch the Boys & Girls Clubs COVID-19 Relief Fund and improved lives in Club communities across the country.



bgca.org/about-us/our-partners/coca-cola

Major League Baseball Charities

Major League Baseball (MLB) and BGCA have created unique opportunities for millions of youth. Since 2016, grants have provided substantial funding to Clubs across the nation to give youth opportunities to play ball through the PLAY BALL initiative and Reviving Baseball in Inner Cities. Additionally, through 2020, MLB renovated teen centers, playing fields and other facilities at Clubs in MLB markets.



bgca.org/about-us/our-partners/mlb

Ross Stores Inc.

To help kids achieve academic success, Ross sponsors Power Hour, BGCA's homework help program that was implemented in over 92% of Clubs in 2020. Power Hour has benefited millions of Club kids over the years and was invaluable to youth navigating virtual learning in 2020. Ross also provides college scholarships, raises critical funds for Clubs in stores and often hosts local Clubs at grand opening events for new stores.



bgca.org/about-us/our-partners/ross

The UPS Foundation

Since 2009, more than 58,000 Club teens and novice drivers have learned industry-leading UPS defensive driving skills and passenger safety guidelines through UPS Road Code. In 2020, The UPS Foundation's support extended far beyond road safety to ensure local Clubs directly received resources to maintain a safe environment for virtual and in-person programming amidst the COVID-19 crisis.



bgca.org/programs/teens-young-adults/ups-road-code

The Wallace Foundation

The Wallace Foundation's generous multi-year investment continues to expand arts learning opportunities for youth in urban Clubs through the Youth Arts Initiative. By applying evidence-informed success principles and implementing innovative high-quality arts programming, Club members continue to report increased engagement, enhanced artistic skills and academic performance required for graduation.

bgca.org/about-us/our-partners/wallace



\$2,000,000 - \$4,999,999

Amazon

Amazon's contributions are enhancing Boys & Girls Clubs' Think, Learn and Create Change (TLC) initiative. This program supports youth voice, advocacy and leadership development in local communities. With Amazon's support, BGCA is providing tools for youth to develop innovative solutions to improve their communities, and community projects are driving youth voice initiatives forward on the topics of social justice and civic engagement.



AT&T

With AT&T's generous support, BGCA is developing a new work-based learning guide that will equip Clubs to offer work-based learning experiences that include valuable training, support and regular coaching from Club staff, preparing teens for success in the workforce. In 2020, AT&T also supported critical pandemic response efforts in Club communities.

bgca.org/about-us/our-partners/att



Bank of America

Bank of America proudly supports workforce development and invests in the Project Learn Strategy to begin or enhance tutoring programs at local Clubs. This allows BGCA to deliver critical academic resources directly to Clubs and their members. Bank of America also partnered with Major League Baseball to donate to BGCA each time a team rallied from behind to win a game.

bgca.org/about-us/our-partners/bank-of-america



Bridgestone Retail Operations, LLC

Across its nationwide network of 2,200+ locations, Bridgestone Retail Operations (BSRO) supports Clubs through year-round transportation and van grants as part of the "Driving Great Futures" campaign. In 2020, BSRO expanded support to address COVID-19 needs through technology grants to help bridge the digital divide. BSRO operates under the Firestone Complete Auto Care, Tires Plus, Hibdon Tires Plus, and Wheel Works brands.

bgca.org/about-us/our-partners/bridgestone



Charles Schwab Foundation

Since 2004, Charles Schwab Foundation and BGCA have partnered to help teens gain critical financial literacy skills through Money Matters: Make It Count. The program promotes financial responsibility and independence by building basic money management skills and providing an early start for making sound financial decisions. It has helped more than 1 million Club youth (and counting!) prepare for a successful future.

bgca.org/about-us/our-partners/schwab



Comcast NBCUniversal

Comcast NBCUniversal has partnered with Clubs for 20 years, supporting digital literacy and providing youth with the skills to succeed in the digital world. Through our partnership, Comcast has invested in the development and implementation of BGCA's MyFuture digital platform, which has now reached more than 575,000 youth, providing them with a safe, fun place to learn and showcase work.



bgca.org/about-us/our-partners/comcast-nbcuniversal

Comic Relief and Red Nose Day

Comic Relief USA's ongoing partnership supports capacity building to charter Clubs in Indian Country so more youth can access vital programming. Red Nose Day supports over 90 Clubs in the U.S., providing COVID-19 relief to the hardest hit communities, expanding digital engagement on BGCA's MyFuture platform, and helping break the cycle of generational poverty in Puerto Rico through the Vimenti Project.



bgca.org/about-us/our-partners/rednoseday

Grubhub

The Grubhub Community Relief Fund (GCRF) supports BGCA's overall mission and relief to Club communities impacted by COVID-19 nationwide. Grubhub's partnership provided significant and transformational funding to our COVID-19 Relief Fund. Their gift helped 45 Clubs reopen as quickly and safely as possible to serve kids of essential workers at the height of the pandemic.



<https://blog.grubhub.com/covid-19>

Kohl's Corporation

The Kohl's multi-year partnership supports the development of social-emotional skills in young people, which are critical to youth's overall wellbeing. Support from Kohl's provides specialized training for Club staff, fuels initiatives to integrate social-emotional learning throughout the Club day and helps maximize Clubs' effectiveness through increased measurement capabilities.



bgca.org/about-us/our-partners/kohls

Mondelēz International

As Lead National Partner for BGCA's Youth of the Year program, Mondelēz International will engage local Clubs year-round to foster a new generation of leaders prepared to live and lead in a diverse, integrated world economy. Mondelēz International empowers people to snack right by offering the right snack, for the right moment, made the right way.



bgca.org/about-us/our-partners/mondelez-international

Murphy USA

In 2020, Murphy USA kicked off its first cause campaign asking customers to round up or donate to benefit BGCA and local Clubs in their markets. Funds raised provided crucial relief for Clubs, kids and communities most impacted by COVID-19.



bgca.org/about-us/our-partners/murphy-usa

Old Navy

A 20-year legacy partner, Old Navy and BGCA partner on This Way

ONward, a program that provides job access for teens through workforce readiness training, mentoring and a career pathway at Old Navy. In 2020, Old Navy had a record-breaking Back2School donation drive, raising funds to support This Way ONward.

bgca.org/about-us/our-partners/old-navy



Raytheon Technologies

Raytheon Technologies equips Clubs to provide equitable access to technology-focused education and experiences for millions of youth, especially those who don't typically receive as many chances and resources as their peers. They work to establish STEM Centers of Innovation and support career exploration and are leading the rewrite of BGCA's popular DIY STEM curriculum to increase its cultural and technical relevancy.

bgca.org/about-us/our-partners/raytheon



S. D. Bechtel, Jr. Foundation

S.D. Bechtel, Jr. Foundation's multi-year investment provided ongoing support to BGCA's system of continuous improvements, learning and adult practitioner training. The partnership fueled many important learnings. In 2020, these learnings empowered Club organizations to meet the challenges brought on by the pandemic and enabled Clubs and their professional staff to implement continuous quality improvement.



Truist Foundation

Through the Workforce Development Effectiveness Project, Truist and BGCA help prepare youth to thrive in the workforce. In 2020, Truist's support built the capacity of 19 Clubs and their staff to implement workforce programming. The Truist Cares initiative (a cooperative effort between Truist Financial Corporation, Truist Foundation, Inc., and Truist Charitable Fund) also fueled COVID-19 relief in Clubs nationwide.

bgca.org/about-us/our-partners/truist-foundation



\$1,000,000 - \$1,999,999

Caterpillar Foundation

Dollar Tree &
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Forever 21, Inc.

Gillette

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Humana Inc.

John B. O'Hara Fund

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Lowe's Companies, Inc.

Michaels Stores, Inc.

Navient Solutions, LLC

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Planet Fitness

T-Mobile USA, Inc.

UScellular

The Winston-Salem
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Citi Foundation

Darden Foundation

Fluor Corporation

The Hershey Company

Hunter PR

L.L. Bean, Inc.

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National Retail Federation
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New York Life Foundation

The Rite Aid Foundation

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NFL Foundation

The PNC Financial
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Align Technology, Inc.

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Chips Ahoy!

Colorado Health
FoundationThe Community
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Costco, Inc.

Cox Communications |
James M. Cox Foundation

Cricket Wireless

CVS Pharmacy

Daniels Fund

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Dove Masterbrand

Ernst & Young

First Responders
Thank You

FIU Foundation, Inc.

General Mills, Inc.
(Nature Valley)

Hallmark Greetings

The Hartford Financial Services Group, Inc.	Perfect World	<u>\$50,000 - \$99,999</u>	Kampeter Family Foundation
Jack and Stephanie Stahl Foundation	Pilot Company	Amazon Smile	KPMG LLP
The JM Foundation	Power Crunch (BNRG, Inc.)	Archer Daniels Midland Company	L Brands Foundation
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Mattel Children's Foundation	Regal	Boys Incorporated of Dallas	NIKE, Inc.
MetLife Foundation	Robert Half	Cedar Fair, L.P.	OnePlus
Michael Phelps Foundation	Southface Energy Institute	Citi Corporate & Investment Banking	Oracle Corporation
Morgan Stanley & Company	SQ Medical	The Community Foundation of Middle Tennessee	RaceTrac Petroleum, Inc.
Morton Salt, Inc.	Starbucks Foundation	Evercore Partners	RBC Capital Markets
National 4-H Council	Synchrony	Facebook	SAP America, Inc.
National Basketball Association	Tammi Day Foundation	First Advantage (GA)	Silver Lake Partners
National General Insurance	The TJX Foundation, Inc.	FOX Sports	SoulCycle, Inc
National Vision, Inc.	True Value Company	Gap, Inc.	Southern Company Charitable Foundation, Inc.
Northwest Area Foundation	USD Group, LLC	The General Automobile Insurance Services, Inc.	SurveyMonkey
NoVo Foundation	Walter and Karla Goldschmidt Foundation	Illinois Tool Works Inc.	Tech Data Corporation
Oak Foundation	Wayback Burgers	J.P. Morgan Asset Management	Texas Instruments Incorporated
	The ZAC Foundation for Children's Safety		THINX
			United Therapeutics Corp.

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VOYCEnow	Avaya		The CW Network
Walmart Stores, Inc.	B&H Photo	Charles Schwab Bank	Deloitte (CA)
<u>\$10,000 - \$49,999</u>	Bank of the West	Charlotte Motor Speedway	DeVry University
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Antronix	Camden Living	CP Rail	Fidelity Investments
Armada	Carter's, Inc.	CRY America, Inc.	First American
Associated Volume Buyers, Inc.	CBRE-TX	Curacao	First American Title Insurance Company
	Charitable Adults Rides & Services, Inc.	Cushman & Wakefield (NY)	Fiserv
		CVC Advisors (U.S.) Inc.	

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Fluor Enterprises, Inc.	John W. Anderson Foundation	Million Air Dallas	Raikes Foundation
GATX Corporation	Kansas City Southern Industries	Molex Incorporated	Railserve, Inc.
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Georgia Power Company	KeyBank National Association	National Hockey League Foundation	Richard Nelson Ryan Foundation
goHenry Inc	Kinley Construction Group, Ltd.	National Recreation Foundation	Roark Capital
Greater Kansas City Community Foundation	Koch Industries Inc.	Nationwide Marketing Group	ROTH Capital Partners
The Harris Poll	Korn Ferry International - DC	New York Life Insurance Company	Royal Bank of Canada
HDR, Inc.	KPFF	Nissin Foods USA	Rush Distribution Services, Inc.
Henkel Consumer Goods	Landry Family Foundation	Norton Rose Fulbright US LLP	Russell Marine LLC
The Herbert Hoover Foundation, Inc.	LaserAway	Onapsis	Rust Consulting
Hexagon PPM	Latham & Watkins	OPNAD	Sedgwick Claims Management Services, Inc.
Imagine Learning Incorporated	LBA Realty LLC	Outsell Corporation	SEMA Construction Inc.
Independence Realty Trust	Longo Toyota	Partner Engineering and Science, Inc	Sewell Lexus
The Inspire Brands Foundation (Arby's Foundation)	Lotito Foods, LLC	PayPal	Seyfarth Shaw LLP
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Spark Energy	Tegna Foundation	Wells Fargo	World Wide Technologies, Inc.
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Starz Entertainment Group	Tyson Foods, Inc.	White & Case LLP	ZT Corporate
Sterling Computers Corporation	United Distributors, Inc.	William Blair & Company	
	Viacom International, Inc.	Wilson & Company	

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THANK YOU TO THE DONOR-ADVISED FUNDS WHO WORKED WITH US:

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The Benevity Community Impact Fund	FrontStream (Truist)	Network For Good	Vanguard Charitable
Charities Aid Foundation America	Goldman Sachs Gives	New Venture Fund	Your Cause LLC
	Goldman Sachs Philanthropy Fund	Orange County Community Foundation	

Sustaining Our Financial Strength

Local Clubs were on the front lines of our COVID-19 response and recovery in 2020, and that is reflected in how we allocate our funds as well. BGCA is one of the top organizations in our sector for passing through dollars to local communities. From 2016 to 2020, 39 cents of every dollar shown in expenses for BGCA has been direct pass-through.

Our generous donors contributed
**\$29.9 million of
pass-through**
directly related to COVID-19 support

Despite the global pandemic, in 2020, local Clubs received about \$80.1 million in total from BGCA in direct pass-through (\$150 million from BGCA and State Alliances combined). This was an all-time BGCA record that enabled Clubs to continue serving communities during their time of great need. Our generous donors contributed \$29.9 million of pass-through directly related to COVID-19 support. At the same time, BGCA and the State Alliances focused on prudent cost management and ensured the best use of our resources, increasing the percentage we spend on program services from 85.6% in 2019 to 88.5% in 2020.



CONSOLIDATED INCOME & EXPENSES

GIFT SUPPORT	INCOME	%
Individuals	55,595	17.0%
Corporations	102,997	31.5%
Foundations	15,200	4.7%
Special events	6,873	2.1%
Trust funds	1,583	0.5%
Public grants (govt. grants)*	96,491	29.5%
Total Gift Support	278,739	85.3%

OTHER REVENUE	INCOME	%
Dues from Clubs	11,565	3.5%
Investment return	33,674	10.3%
Miscellaneous	2,855	0.9%
Total Other Revenue	48,094	14.7%
Total Support and Revenue	326,833	100.0%

PROGRAM SERVICES FOR CLUBS	EXPENSES	%
On-site assistance to member Clubs	117,636	47.1%
Leadership training and development of youth programs	103,262	41.4%
Total Program Services	220,898	88.5%

SUPPORTING SERVICES	EXPENSES	%
Fundraising	14,567	5.8%
Management and general	14,115	5.7%
Total Supporting Services	28,682	11.5%
Total Expenses	249,580	100.0%

NET ASSETS	NET ASSETS	%
Without donor restrictions	157,158	36.6%
With donor restrictions	271,656	63.4%
Total Net Assets	428,814	100.0%

All numbers are in thousands.
 *Of this, \$85,853 was passed through to certain affiliated local member Clubs

Leading the Way Forward

Guiding a national organization that supports more than 4,700 Boys & Girls Clubs across the country and on U.S. military installations worldwide during a global pandemic is no small task. Fortunately, some of America's most effective leaders across sectors and industries, many of whom were Club kids in their youth, serve as national Governors and Trustees. Their dedication, guidance and support helped ensure Clubs had the capacity to rise to the significant challenges that communities faced in 2020. Throughout the year, our Board of Governors were directly responsible for \$4.7 million raised toward our mission, and the engagement and personal contributions of BGCA Trustees resulted in \$4.2 million, breaking giving records.

LEADER SPOTLIGHT

Larry & Colette Young

In 2020, Larry and Colette Young were presented with the Herbert Hoover Humanitarian Award, the highest honor BGCA bestows on volunteers for their extensive and dedicated service to youth. Larry, the former CEO and president of Dr Pepper Snapple Group and a Club member in his youth, serves on BGCA's Board of Governors, and Colette, president of ExecuMate, serves as a BGCA Trustee for the Southwest region. Together, they've helped launch BGCA's Alumni & Friends Association, facilitate community partnerships with local Clubs throughout the Southwest and ardently support Southwest Youth of the Year. They are outspoken champions of BGCA, even publishing an article in 2020 encouraging neighbors and community members to invest in the mission-driven work that means so much to them.



Our Board of Governors were
directly responsible for
**\$4.7 million raised
toward our mission**



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Get Involved

GET CONNECTED

- **Explore News & Stories:**

[BGCA.org/news-stories](https://bgca.org/news-stories)

Dive into the latest and greatest stories, blogs and videos about kids changing the world and Clubs helping youth succeed. Gain advice from experts and many more valuable resources for you and your family, too.

- **Join Alumni & Friends:**

[BGCA.org/get-involved/join-alumni-friends](https://bgca.org/get-involved/join-alumni-friends)

Were you a Club kid? Welcome home! We're the same safe, fun place where you learned to lead, serve your community and always do your best. Like you, we've changed a great deal through the years. Discover what today's Club is all about, connect with fellow alumni and support today's Clubs and kids when you join Alumni & Friends!

BE AN ADVOCATE

- **Join the Catalyst for Change Network:**

[BGCA.org/get-involved/advocacy](https://bgca.org/get-involved/advocacy)

If you believe every child deserves equal opportunity to develop skills and experiences to prepare them for life after graduation, make your voice heard. Join the Catalyst for Change Network and engage your elected officials on issues impacting our country's young people.

- **Donate:**

[BGCA.org/ways-to-give](https://bgca.org/ways-to-give)

With your support, Boys & Girls Clubs can continue to reach the hundreds of thousands of youth we serve every day in diverse communities throughout the United States. We are humbled to accept your generous donation of any size and offer a variety of ways to donate, from a one-time personal gift to a multi-year sponsorship from your organization and everything in between.



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