MISSION

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

You...who donate, volunteer or otherwise support the Boys & Girls Club have had a tremendous impact on our community. Because of you, hundreds of kids each day don’t go home hungry. Because of you, kids have a safe place in a world that can be uncertain and scary. Because of you, teens can see their future selves in a career for the first time. Because of you, our members know caring adults who believe in them before they do. Because you care, more kids in Lowell than ever have access to great futures.

We are proud of what has been accomplished at the Club, but we know there is much more that needs to be done. Although we have made improvements our facility still needs much attention and expansion. The youth of Greater Lowell are in need of and deserve a state-of-the-art facility that can accommodate their needs for a safe environment and provide enriching programs. In the current state, statistics show that there are too many youth left unserved. Teen attendance is down because the teen center is too crowded, we have actually seen them walk away.

When the school department requested sending additional busloads of children to the Club, we had to decline, due to lack of space and staff. In order for us to fulfill our mission to break the cycle of poverty we need to provide more space, more opportunities, and more mentors to inspire our youth.

Together, we can help low-income youth see that they are worthy of greatness.

Together, we can ensure our youth are surrounded by adults who are interested and invested in their success.

Together, we can hold our members to high expectations and provide the support they need to achieve their dreams.

Together, we can end generational poverty in Lowell.

With gratitude,
Justine DeFronzo, Board Chair
Joe Hungler, Executive Director

Joe Hungler, Justine DeFronzo, Angel Brunelle, JuanCarlos Rivera, Caroline Howard and Alisha Harrison accepting the 2018 Non Profit of the Year Enterprise Bank Celebration of Excellence Award

You are a champion of kids.
You are helping break the cycle of poverty in Lowell.

Without the generosity of supporters like you, hundreds of Lowell’s most vulnerable youth would not have access to the place often referred to as a ‘second home’, and might not be exposed to the opportunities they need to thrive.

“I choose to come here because I feel most welcome here.”
Elizabeth, 15
Youth of the Year Anthony Villa credits the Club with molding him into the person he is today, by offering opportunities for him to learn and grow—through programs like Keystone, Diplomas 2 Degrees and FIRST LEGO® League Robotics and much more. But the experience he describes as most impactful was that of a Junior Staff member, helping out in the gym over the summer.

As a Club member for the past seven years, Anthony often relied on the Club staff to make him smile when he was having a bad day as “people I could look to for guidance.” As a Junior Staff, he wanted to provide that same support for the younger members. He recalls learning how to become a person that kids could look up to and talk to, telling them, “I had staff help me when I was younger, and I wanted to do that for someone else.”

He found that opportunity in a young Club member named Maria, who was struggling to fit in with others during her time in the gym. Anthony found that by patiently listening to her, taking time to ask her how she was doing, and making the effort to make her laugh when she was feeling down, Maria began to control herself and her emotions and enjoy everything more. “It makes me happy to know that I was able to impact someone in a positive way . . . this is the best feeling ever.”

Anyone who knows Anthony knows that he will accomplish whatever he sets out to do. He aspires to go to college and earn a degree in Computer Science or Information Technology, then “get a good job.” At the Greater Lowell Technical High School he is a member of the Volleyball team, National Honor Society, and participant in the SKILLS USA competition. He is first to volunteer for a service project in the community. But perhaps what will serve Anthony best is his understanding that “if I can change one person’s life, I have the ability to inspire hundreds of thousands of lives.”
**BOYS & GIRLS CLUB OF GREATER LOWELL**

### MEMBERSHIP STATS 2018

- **Total registered members:** 1,798
- **Average Daily attendance:** 294
- **Membership fees in 2018:**
  - **Annual Membership:** $30
  - **Teen Membership:** $5

#### Key Stats:

- **Number of volunteers who served in 2018:** 679
- **Number of healthy meals served:** 47,532
- **Number of youth considered low income by federal standards:** 93%
- **Number of youth who live in single parent households:** 64%
- **Number of youth who identify as ethnic minority:** 93%
- **Number of youth who serve in 2018:**

> **"If it weren’t for the Club having my back and believing in me, I honestly don’t know where I would be."**

*Justice, 17*

> **"I have gone from a slow and quiet girl to a confident young woman."**

*Angelina, 16*
“The Club has challenged me to be a role model for my peers.” Yvonne, 17

“Doing a lot of activities, even if it’s hard, that helps me develop and be more prepared.” Raynelis, 13

PROGRAM PARTNERS

- Academy of Notre Dame
- Amateur Athletic Union
- Align Credit Union
- Apex International Educational Partners
- Bartlett Community Partnership School
- Blue Cross Blue Shield of Massachusetts
- Boys & Girls Club Haverhill
- Browne Center
- Budget Buddies
- Career Center of Greater Lowell
- Catholic Charities of Lowell
- Child Nutrition Outreach Program
- Commonwealth Ballet
- Community Teamwork Inc
- CPCS/YAD
- Cumberland Farms
- Delta Kappa Phi
- Eastern Bank
- Enterprise Bank
- Girls Inc
- GirlStart
- Holderness School
- Humane Society
- Jeanne D’Arc Credit Union
- Kohl’s
- Kronos
- Lenovo
- Lowell Community Charter Public School
- Lowell Community Health Center
- Lowell Memorial Auditorium
- Lowell PFS Coalition
- Lowell Police Department
- Lowell Public Schools
- Lowell Spinners
- Lowell Telecommunications Co.
- Mark Wahlberg Foundation
- Massachusetts Commission on the Status of Women
- Massachusetts Institute of Technology
- Massachusetts Service Alliance
- Merrimack College
- Merrimack Repertory Theatre
- Merrimack Valley Food Bank
- Middlesex Community College
- Middlesex Community College P.T.K.
- MillCity Grows
- Mr. Zion Church
- Music & Youth
- Music Impact Network
- National Grid
- National Parks & Recreation
- Nature Connection
- New American Center
- New England Bobcats Football
- North East Hoops Building Community Bridges
- Omega Delta Kappa
- OPI
- Phi Theta Kappa
- Planet Fitness
- Porter’s Creations
- PUMA
- Rogers STEM Academy
- SoxMA
- Serve with Liberty
- Setra Systems, Inc
- Stop Handgun Violence
- Stop & Shop
- The Wish Project
- Thermo Fisher Scientific
- Toyota Financial Services
- Traveling Toothfairy
- Tsongas Center
- UMass Lowell Immersive Scholars Program
- UMass Lowell Athletics
- UMass Lowell Office of Community Affairs
- UMass Lowell Music Education
- UMass Lowell NSBE
- UMass Lowell Rugby Team
- UMass Lowell Work Study Program
- United Way Mass Bay
- University of Massachusetts Lowell
- UPS
- UTEC
- Whistler House Museum of Art
- YMCA

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Dutton Street Society

The Dutton Street Society is named for the first permanent location of the Lowell Boys Club where many current local leaders found a safe haven and fun place to learn as young people.

Members of this special giving society have chosen to invest in the young people of Lowell with an unrestricted major gift to ensure that future leaders continue to emerge from the Boys & Girls Club.
**Staff**

“I know that staff can help with my future, and help me achieve a better life for me and my family.”

Thomas, 18

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**Events**

**Holiday Auction**

“I was this bratty little child who liked to run around in the halls throwing things at other kids,” Cameron Senechiame told 450 attendees in attendance at the 21st Annual Holiday Auction. “Over the years . . . (staff) talked about things like compassion, caring. To be kind. To be selfless. Everything I really need to be successful in life. They just taught me everything. They sculpted me into the person I am today.” Cameron also shared how the trajectory of his life has been positively changed being of Club. This year’s event raised a record breaking $345,000, thanks to the generosity of all our guests and sponsors, including our Presenting Sponsors – Market Basket, Liberty Mutual and The Hanson Family.

**Golf Tournament**

Heavy rain that necessitated holding our Cocktail Reception and Golf Tournament on different days did not stop our golfers from showing up to support our kids. Our guests heard from Club member Kiki Welch, age 17, who shared that “my parents work several jobs to support our family and when I first started attending the Club at the age of 7, I was very shy and nervous, but all the staff and Club members made me feel welcomed. I finally had kids my own age to play with. My mom says that sending me to the Club was the best thing she has ever done. The Club has helped me realize anyone has the opportunity to become successful if they have a positive mindset and work hard to achieve their goal.”

More than $169,000 was raised to support summer and after school programs at the Club. Special thanks to our Legends Sponsors – Market Basket, Mike and Cindy Kuenzler’s All Sports Heroes and The Hanson Family.

**Boys & Girls Club Full Time Staff**

- Executive Director: Joe Hungler
- Director of Operations: JuanCarlos Rivera
- Director of Finance: Caroline Howard
- Director of Development: Angel Brunelle
- Program Director: Alisha Harrison
- Assistant Development Director: Vesenia Maysonet
- Grant Writer: Deidre Beaupre
- Volunteer Manager: Lindsey Andella
- Youth Service Manager: Alexis Dow
- Music Clubhouse Manager: Ava Dubani
- Pathways Manager: No Lam
- Education Manager: Frank Ponceano
- Membership Manager: Adrianne Rodriguez-Santiago
- Nutrition Manager: Sally Thayer
- Fitness Manager: Devonna Williams

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Life is short. Do not count the days. Make the days count.

It would be impossible to count the number of young lives changed by Bill’s 1965–2018 

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countless opportunities that haven’t had the desire opportunity to count the number of years that have forever

opportunities I have been afforded...still chances to be their best, but it was their best, but it was his caring guidance that will forever live in the hearts of all

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FINANCIALS

Summary of Financial Statements

STATEMENT OF ACTIVITIES
Fiscal year ending December 31, 2018

Public Support and Revenue
Public Support

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions-General</td>
<td>$548,160</td>
</tr>
<tr>
<td>Special Events</td>
<td>$18,915</td>
</tr>
<tr>
<td>Grants</td>
<td>$905,326</td>
</tr>
<tr>
<td>Legacy Gifts</td>
<td>$2,700</td>
</tr>
<tr>
<td>BGCA &amp; United Way</td>
<td>$110,088</td>
</tr>
<tr>
<td>In-Kind Revenue</td>
<td>$19,397</td>
</tr>
<tr>
<td>Total Public Support</td>
<td>$2,121,728</td>
</tr>
</tbody>
</table>

Earned Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Dues</td>
<td>$68,568</td>
</tr>
<tr>
<td>Investment Income</td>
<td>$22,372</td>
</tr>
<tr>
<td>Program Service fees</td>
<td>$1,651</td>
</tr>
<tr>
<td>Rental Income</td>
<td>$1,841</td>
</tr>
<tr>
<td>Total Earned Revenue</td>
<td>$127,432</td>
</tr>
</tbody>
</table>

Total Public Support and Revenue: $2,249,160

Expenses

Program Services

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Academic Success</td>
<td>$30,635</td>
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<tr>
<td>Healthy Lifestyles</td>
<td>$73,016</td>
</tr>
<tr>
<td>Good Character &amp; Citizenship</td>
<td>$750,558</td>
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<tr>
<td>Total Program Services</td>
<td>$1,140,307</td>
</tr>
</tbody>
</table>

Support Services

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management &amp; General</td>
<td>$248,359</td>
</tr>
<tr>
<td>Development</td>
<td>$343,635</td>
</tr>
<tr>
<td>Total Support Services</td>
<td>$592,001</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$2,002,341</td>
</tr>
</tbody>
</table>

Change in Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets Beginning of Year</td>
<td>$1,370,096</td>
</tr>
<tr>
<td>Net Unrealized Gain (Loss) on Investments</td>
<td>$(4,911)</td>
</tr>
<tr>
<td>Net Assets End of Year</td>
<td>$1,575,534</td>
</tr>
</tbody>
</table>

STATEMENT OF FINANCIAL POSITION
Fiscal year ending December 31, 2018

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$113,075</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$723,317</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$14,410</td>
</tr>
<tr>
<td>Investments</td>
<td>$696,775</td>
</tr>
<tr>
<td>Property &amp; Equipment</td>
<td>$990,839</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$1,984,411</td>
</tr>
</tbody>
</table>

Current Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$68,220</td>
</tr>
<tr>
<td>Accrued Expenses</td>
<td>$103,938</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>$6,000</td>
</tr>
<tr>
<td>Notes Payable</td>
<td>$102,893</td>
</tr>
<tr>
<td>Mortgage Payable</td>
<td>$125,816</td>
</tr>
<tr>
<td>Total Current Liabilities</td>
<td>$405,857</td>
</tr>
</tbody>
</table>

Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets Unrestricted</td>
<td>$1,406,397</td>
</tr>
<tr>
<td>Net Assets Restricted</td>
<td>$572,157</td>
</tr>
<tr>
<td>Total Net Assets</td>
<td>$1,978,554</td>
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</tbody>
</table>

Funding Source

<table>
<thead>
<tr>
<th>Source</th>
<th>Percentages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual &amp; Corporate</td>
<td>49.4%</td>
</tr>
<tr>
<td>Grants-Fundations</td>
<td>34.1%</td>
</tr>
<tr>
<td>Grants-Government</td>
<td>10.6%</td>
</tr>
<tr>
<td>Earnings</td>
<td>5.7%</td>
</tr>
<tr>
<td>BGCA &amp; United Way</td>
<td>0.0%</td>
</tr>
<tr>
<td>Legacy Gifts</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

GOVERNANCE

2018–2019

OFFICERS

Chair of the Directors
Justine DeFronzo

Vice Chair of the Directors
J. Matthew Coggins

Treasurer
Thomas Hammond

Clerk of the Corporation
Kristyn McKenna

Chief of the Trustees
Raymond Hamel

BGCA Area Council Liaison
Carrie Melkie

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Brian Chapman
J. Matthew Coggins
Kevin Coughlin
Justine DeFronzo-ex-officio
Susan M. Dufresne
Dr. Mark Gilchrist
Michael Reilly
Andrew Zaroulis

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Colleen Brady
Martin Burke
Brian Chapman
Lewis Demetresanches
Shelly Donovan
Brenda Brana
Anthony Palena
John Gallant
Dr. Mark Gilchrist
John Haly
Vanns Howard
Joe Hanger-ex-officio
Joyce Leger
Larry Machado
Steve Mallozzi
Pam McCaffery
Ellie Montoya
Rich Murray
Scott Plath
Vladimir Zaldana
John Schwalb
Brian Stevens
Pat Theodoros

** Boys & Girls Club of Greater Lowell, Inc. undergoes an annual audit conducted by Shannon & Associates, CPAs. Copies of the 2018 audit are available upon request.
GREAT FUTURES START HERE.