



BOYS & GIRLS CLUB
OF GREATER LOWELL

Boys & Girls Club of Greater Lowell | 657 Middlesex Street | Lowell, MA | 01851

IMPACT
REPORT
2019

A LETTER FROM EXECUTIVE DIRECTOR, JOE HUNGLER

WHATEVER IT TAKES TO PROVIDE HOPE & OPPORTUNITY



*Board Chair Justine DeFronzo
along side Joe Hungler*

Hello friends,

As we go through this unique time together, I reflect that for 120 years the Club has been a second home for the most vulnerable youth in Lowell, a safe haven where young people have fun, make new friends and, what every alumni talks about, are guided by caring and supportive mentors. This has held true through the Spanish Flu, World Wars, recessions, major cultural shifts, and continues in today's uncertain times.

Today, the Club is co-ed rather than all boys, serves healthy meals rather than offering hot showers for those living in cold water flats, and is teaching robotics instead of shoe repair. For more than a century, we have listened to our members, families, and community stakeholders to understand unmet needs and innovated to meet those needs. Thanks to supporters like you, the Boys & Girls Club of the 21st Century boasts a music program, a Makerspace for hands on creativity, technology skill development, career and college readiness programs, as well as mental health services - providing some of the most comprehensive and innovative youth services in the area.

As the Boys & Girls Club of Greater Lowell continues to grow and evolve, our core vision remains the same, to help underserved youth continue to find ways to break the cycle of generational poverty in our community.

Thank you for being a partner in achieving this vision.

Club Love,



Raising the bar

Homework help, career and college readiness, nutritious meals and...data?

Yes, the Boys & Girls Club of Greater Lowell uses data, a Continuous Quality Improvement (CQI) process and evidence-based tools to improve all its programs.

It is not only the types of programs offered at the Club that have evolved over the last 120 years, but the approach to ensuring that these programs are delivering the outcomes that will serve our community's youth has changed as well.

In 2018 the Club began using assessment tools from the David P. Weikart Center for Youth Program Quality, which have provided valuable data that led to improvements to homework help, career and college readiness programs, enrichment activities, and even its meals service. For example, homework help used to be offered at select times, and is now offered throughout the day - ensuring that members have access to assistance whenever they feel ready to learn.

Using the Weikart Method has fundamentally changed the flow of every program space. Each activity now includes 1) a Warm Welcome, 2) an Icebreaker, 3) an Introduction to the activity, 4) Guidelines for the Activity, 5) the Activity itself, 6) Reflection and 7) Closing and Transition. This structure gives Members the opportunity to simultaneously have fun, learn, and grow in all areas of the Club.

In 2019 the Club's leadership in this area was recognized in by the Massachusetts Association of Boys & Girls Clubs, which chose our Club to mentor two other Boys & Girls Club organizations in using CQI and using the data to establish best practices with their own leadership.

The Weikart method aligned our program planning, execution and evaluation, allowing for greater consistency across all departments. The main goal of each program, whether basketball, robotics or career & college readiness, is the same: *"to help all youth, especially those who need us most, to become productive, caring and responsible citizens."* This method helps our team members, staff and volunteers, to be very intentional about how they are working towards that goal and to ensure that great futures do indeed start here at the Boys & Girls Club of Greater Lowell.



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

**MISSION
STATEMENT**

YOUTH OF THE YEAR YVONNE WELSH



WHATEVER IT TAKES TO MAKE CHANGE

"The Club has challenged me to be a role model for my peers," said Yvonne Welsh, the 2020 Boys & Girls Club of Greater Lowell Youth of the Year, when describing how the Club has impacted her life.

The Youth of the Year program is a rigorous competition held in Boys & Girls Clubs throughout the country as its most prestigious award. Founded in 1947, Youth of the Year has evolved into a comprehensive leadership development program, emphasizing 21st Century skills such as communication, goal-setting, and teamwork. Each Club's Youth of the Year has the opportunity to compete in a state program, then regional, and then finally, 6 young people from various regions in the country vie for the title of National Youth of the Year.

Candidates for Youth of the Year are nominated by staff early in the year. They then put together an application package that includes their High School transcript, a resume and cover letter, an essay on their Club experience and a recommendation from an adult who knows them. Next, they participate in two rounds of interviews with local business and community leaders, who ultimately choose the Youth of the Year. The finalists each give a speech in front of an audience of their peers and community members, at an event that culminates when the Youth of the Year is announced.

It was Yvonne's dedication to the community that stood out to judges most- she is a member of the Club's Keystone program and regularly volunteers at local organizations like the Merrimack Valley Food Bank, an experience that she says allowed her to "really connect with people needing a little assistance. It taught me a valuable lesson about working with a diverse set of people, such as age, race, language and national origin, and the importance of a strong community." Among Yvonne's other accomplishments are Teen Ambassador at the Lowell Community Health Center's Teen BLOCK program, participating in the Mayor's Youth Commission and serving as a Project LEARN facilitator. She also found time to lead as cheer captain at Chelmsford High School, where she took pride in helping her peers learn more about different cultures.



Anyone who meets Yvonne is struck by her ever-present smile, and ability to see value in any opportunity presented to her – such as representing the Club at local events, interviewing prominent members of the community, and interacting with Board members. *“Opportunities at the Club have built bridges I will always have,”* said Yvonne. *“My involvement at the Club has equipped me with priceless tools needed for life -- knowledge and experience.”*

“From the moment Ms. Welsh entered the room, she exuded confidence, poise and a genuine passion for serving others. I was impressed by her accomplishments as a change agent within her school, district and community and by her commitment to mentor her peers.” Latifah Phillips, 2020 Youth of the Year Judge.

Yvonne has committed to attend Louisiana State University to study political science with a pre-law minor. *“Yvonne is passionate about wanting to do something within city or state government that involves policy for youth,”* said Kara Danas, Club staff member.

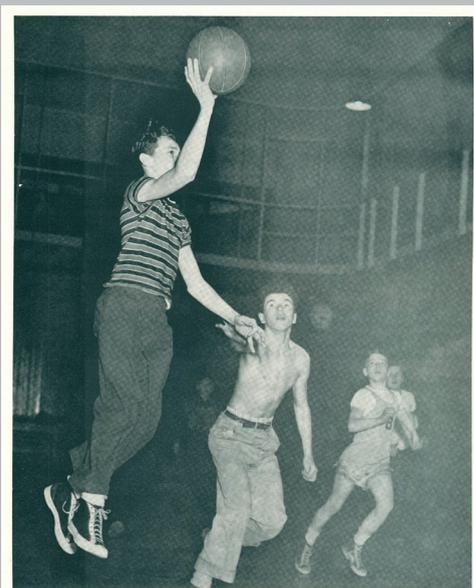
We know that Yvonne’s positive energy, drive and dedication will serve her well in her future plans, and look forward to all that she will achieve. We know whatever she does, she will make her Club family proud.

“She has pushed herself as a student leader to positively impact others, and I am confident that she will use her platform as Youth of the Year to continue advocating for social justice and opportunities for her community.”

*Latifah Phillips, Chief Equity and Engagement Officer,
Lowell Public Schools.*

**YOUTH OF
THE YEAR
YVONNE WELSH**

NEW PROGRAMMING



LOWELL BOYS CLUB BASKETBALL ACTION — Dennis Devlin with record hang time, soaring for a slam dunk, closely guarded by Francis Padden with Phil Sheu, #6, backing up the play.
(Courtesy of Lowell Boys Club Association)

Taking it to the next level

Basketball has been an essential component of Club programming for decades. Old photos of the Club on Dutton Street show a Club centered around the basketball court. Hundreds of young people still come to the Boys & Girls Club today to play ball. With several in-house and traveling leagues, as well as pick-up basketball games and skill development workshops, the Club is known as the place to play. Here, teens hopeful to make the varsity team at school find a place to practice and hone their skills. Over the years, many Club members have gone on to play basketball at college and a few have even played in the NBA (a dream of many). Basketball is even what sparked our Club's Executive Director, Joe Hungler, to join the Boys & Girls Club of Manchester as a young man.

While Club staff encourage members to follow their dreams, last year, Pathways Manager Na Lam and Sports & Fitness Manager Devonna "D" Williams initiated a new program called MVP (Motivation, Voice, Preparation) to provide the dedicated members of the traveling team opportunities to consider what a path without basketball might look like, an unnerving prospect for several of these young men. MVP included mentoring, a study hall, and goal setting support throughout the season.

"The MVP program helps teens who haven't given much thought about their future options to explore their goals, and provides the support needed to know how to make those goals reality," said Program Director Alisha Harrison.

Two MVP participants were Damian and Ajadus, both 2019-2020 Greater Lowell Technical High School Seniors. Damian previously struggled with a 2.2 GPA as a Sophomore and had never given thought to life after graduation. "D helped me get better grades and showed me the importance of maintaining a good GPA. After MVP, I made the honor roll 3 consecutive times. Now my focus is to graduate from my high school with honors and attend college," he said.



"MVP has kept me off the streets and kept me out of trouble," said Ajadus. While he remains passionate about basketball – describing playing on the Boys & Girls Club traveling team as his "blood, sweat, tears, passion, sacrifice, and most of all, a sense of belonging, like a family" – he credits MVP for improving his grade point average, helping him make honor roll for the first time, and giving him his first experiences touring colleges.

As he gained confidence, Ajadus also stepped outside his comfort zone and chose to complete a rigorous application and interview process in order to be considered as a candidate for Boys & Girls Clubs of Greater Lowell's Youth of the Year. Ultimately, he would like to attend a 4-year college and become an accountant.

"MVP has taken a staple of the Boys & Girls Club program and elevated it so that it not only provides much needed physical activity and social skills, but now can help change the trajectory of a young person's path to the future. I am very proud of our team for their efforts in making this connection."

Joe Hungler



VOLUNTEER PROGRAM

Always ready to serve

UPS – the global logistics, distribution, and transportation company – may have long retired its slogan, “What can Brown do for you?” but at the Boys & Girls Club of Greater Lowell, a local team of UPS volunteers helps with every task imaginable, and has been for well over a decade. Volunteering is a great way for any organization to promote team building while also contributing to the community, and UPS makes the most of this team building aspect by incorporating a service day into all of their employee onboarding sessions.

“Whenever we have a big project comes up that we need help with, we call our friends at UPS to see if they can help,” says Joe Hungler, Executive Director. “They are always willing to jump in whenever they can and help us tackle challenging projects.”

Often presented with limited supplies and time, the UPS team shares its unique skills and problem solves creative solutions to complete projects. During their service days throughout the summer, UPS took on various landscaping projects and helped serve lunch to our youth at the Friday afternoon BBQ’s. For their service day in September, UPS donated funds to rent a 15-yard dumpster and clear out a crowded storage room at the Club. During their October service day, UPS worked on several projects including painting the downstairs hallway, cleaning donated cafeteria tables, bagging Halloween candy for our Club party, closing our garden for the winter, and cleaning out and organizing a storage space.

We cannot thank these dedicated and caring UPS volunteers enough for their hard work here at the Club. Without volunteers like this, the Club would not be able to serve the youth of Lowell in the same capacity we do each day.



An evolving Volunteer Program

Volunteers contributed 9,754 hours of service in 2019, demonstrating just how important volunteers are to the success of the Club and have been for decades. As successful as the program is, the Club decided to continue to push itself to higher standards by pursuing a Service Enterprise certification by Points of Light as well as laying the foundation for a community mentoring program. Both of these projects are aimed at providing more Lowell youth with supportive relationships with caring adults and positive role models.

Service Enterprises, as certified by Points of Light, are among the top 11% of nonprofits in the country in volunteer management and organizational performance. As Club staff participated in Service Enterprise training and assessments alongside nonprofit organizations from around the region, the entire organization took the Club's Volunteer Program to a new level to better meet youth needs. New volunteer positions were created, more systems to ensure accurate data collection were set in place, and staff became more adept at working alongside and managing volunteers in their departments.

"The Service Enterprise training transformed the Education & Arts Department," said Kady Phelps, that department's manager. "Now, and more frequently, members build positive, meaningful relationships with caring volunteers whenever they enter a program area."

In addition to the Service Enterprise initiative, the Club recruited an AmeriCorps Ambassador of Mentoring to launch a mentoring program for community members who want to have a lasting, positive impact on youth at the Club. Our staff each mentor a number of young people, and this program will allow more and more Club members to be paired with an adult mentor. By engaging in a dedicated training process to become a mentor, we can help ensure that more youth have access to high-quality mentoring relationships.

In order to serve as many kids and teens as possible who need the Club, with as high quality of an experience as we can, we must always keep our eye on ways we can build upon the success of programs and methodologies that have served us well for the past 120 years. However, we must also be willing to innovate and shift directions as the needs of young people change. As long as we are able to continue to do so, this Club will be here for at least another 120 years to come.

Volunteers contributed 9,754 hours of service in 2019



EVENTS

HOLIDAY AUCTION

During the Twenty-Second Annual Holiday Auction, with more than 500 guests in attendance, Olivia Procope shared, *"When you have people who care so much about you, like our staff at the Boys & Girls Club it really makes a difference on how you view your life. You want to make them proud."* Olivia has since graduated from Lowell High School in June 2020 and plans on attending college to pursue a degree in Psychology. This year's Co-Chairs Kim and John Schwab noted that "the last year has been a catalyst for change as the Boys & Girls Club has worked collaboratively with community leaders to change the trajectory of the future of young lives in Lowell and plan for the future of the Club". This year's event raised \$375,000, thanks to the generosity of all our guests and sponsors, including our Presenting Sponsors – Market Basket, Liberty Mutual, The Hanson Family and Nancy L. and Richard Donahue Charitable Foundation.



40TH AND FINAL GOLF TOURNAMENT

During the 40th and Final Golf Tournament and Celebration guests heard from Anthony Villa, 2019 Boys & Girls Club of Greater Lowell Youth of the Year, who shared that because of the generosity of community supporters he was able to attend the Summer Program for the first time since he became a member seven years ago. Without a scholarship, the \$30 per week summer membership fee was simply out of reach for his family. Golfers raised more than \$185,000 to support bridging the gap between the \$30 weekly fee charged to members and the actual cost of more than \$150 per week for the summer program at the Club. Special thanks to our Legends Sponsors – Market Basket, Mike and Cindy Kuenzler's All Sports Heroes, The Hanson Family and Nancy L. Donahue and Richard Donahue Charitable Foundation.

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PROGRAM
PARTNERS

ABOUT OUR MEMBERSHIP



Total Registered Members:

1,591

Members who live in a single parent household:

59%

Number of Volunteers:

688

Number of youth considered low income by federal standards:

80%

Healthy meals served:

46,818

Average Daily Attendance:

283

Number of youth who identify as ethnic minorities:

91%

Membership Fee in 2019:

\$30 Annual Membership

\$5 Teen Membership

FULL TIME STAFF

Joe Hungler, Executive Director
JuanCarlos Rivera, Director of Operations
Caroline Howard, Director of Finance
Angel Brunelle, Director of Development
Alisha Harrison, Program Director
Yesenia Maysonet, Assistant Development Director
Deidre Beaupre, Grant Writer
Lindsey Andella, Community Engagement Manager
Na Lam, Pathways Manager
Tara Levine, Volunteer Manager
Kady Phelps, Education Manager
Sally Thayer, Nutrition Manager
Devonna Williams, Fitness Manager

PART TIME STAFF

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Immanuel Ampomah
Mensah
Diamond Asaneh
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Louis Casiano
Daury Castro
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Lorraine and Michael
Reilly
Superintendent Kelly and
Brenda Richardson
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Tom Rogers
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**Jeremiah Milbank
Society - \$10,000 +**

Donors giving at this
level are recognized as
Jeremiah Milbank
Society. The namesake of
this society exemplified
a spirit of volunteerism,
generosity, compassion
and action for those in
need. Milbank believed
that wealth not used to
help others was wealth
wasted.

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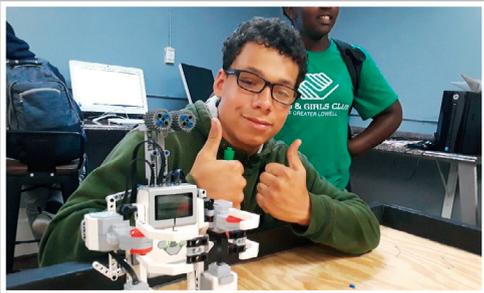


The Dutton Street Society is named for the first permanent location of the Lowell Boys Club where many current local leaders found a safe haven and fun place to learn as young people.

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.

**DUTTON STREET
SOCIETY**

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KBW Financial
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IN KIND
DONATIONS

IN KIND DONATIONS



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- Merrimack Repertory Theatre
- Merrimack Valley Food Bank
- Michaels
- Middlesex Community College
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- Mindful Body Therapy and Wellness
- Kevin Morrissey
- Mt. Pleasant Country Club
- Music Drives Us
- Michelle Nagel
- Nashoba Valley Ski Area
- New England Aquarium
- North Shore Music Theatre
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- O'Connor Studios
- O'Neill Cinemas
- Officer Sean Collier Memorial Fund, Inc
- Orange Theory Westford
- Outback Steakhouse
- Owen and Ollie's Restaurant & Pub
- Parlee Farms

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White Mountains
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Kelly Will
Patricia and Ernest
Witts
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Lara Zolanowicz



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Brian Sousa

Stacie Swanson

Pat Theodoros

Marty Tighe

STATEMENT OF ACTIVITIES

Fiscal year ending December 31, 2019

Operating Revenue

Public Support	
Contributions-Individual & Corporate	\$ 1,051,981
Planned Giving	\$ 23,551
In-Kind Contributions	\$ 14,771
Grants	\$ 766,491
BGCA & United Way	\$ 133,573
Net Assets Released From Restriction	\$ 106,842
Total Public Support	\$ 2,097,209
Program Fees and Earned Revenue	
Membership Fees	\$ 68,256
Program Service fees	\$ 2,367
Rental Income	\$ 30,533
Total Earned Revenue	\$ 101,156
Total Operating Revenue	\$ 2,198,365

Expenses

Program Services	
Academic Success	\$ 550,197 *
Healthy Lifestyles	\$ 738,422 *
Good Character & Citizenship	\$ 159,267 *
Total Program Services	\$ 1,447,886
Support Services	
Management & General	\$ 410,782 *
Development	\$ 339,697 *
Total Support Services	\$ 750,479
Increase in Net Assets with Donor Restrictions	\$ 2,187,991
Increase in Net Assets	\$ 2,187,991

*Historical ratio estimates
Need to do functional allocation spreadsheet
for actual allocations

STATEMENT OF FINANCIAL POSITION

Fiscal year ending December 31, 2019

Assets

Cash	\$ 154,372
Accounts Receivable	\$ 1,215,920
Prepaid Expenses	\$ 22,028
Investments	\$ 1,769,616
Property & Equipment	\$ 1,088,174
Total Assets	\$ 4,250,110

Current Liabilities

Accounts Payable	\$ 120,639
Accrued Expenses	\$ 115,501
Deferred Revenue	\$ 4,751
Notes Payable	\$ 138,263
Mortgage Payable	\$ 120,199
Total Current Liabilities	\$ 499,353

Net Assets

Net Assets Unrestricted	\$ 1,489,878
Net Assets Restricted	\$ 2,260,879
Total Net Assets	\$ 3,750,757

Total Liabilities & Net Assets \$ 4,250,110

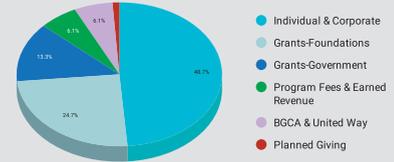
** Boys & Girls Club of Greater Lowell, Inc. undergoes an annual audit. Copies of the 2019 audit are available upon request and subsequent to audit completion.

Funding Source

Individual & Corporate	48.7%
Grants-Foundations	24.7%
Grants-Government	13.3%
Program Fees & Earned Revenue	6.1%
BGCA & United Way	6.1%
Planned Giving	1.1%

Percentages

48.7%
24.7%
13.3%
6.1%
6.1%
1.1%
100%



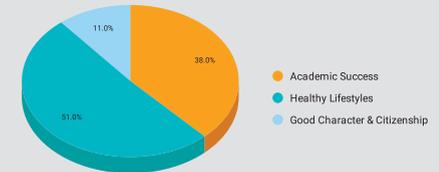
Program Costs

Pie Sections - Percentages

Academic Success	38.0%
Healthy Lifestyles	51.0%
Good Character & Citizenship	11.0%
Total	100.0%

Expense Types - inner circles

Direct Expense - Program Specific	47.5%
Direct Expense - Shared by Programs	20.0%
Core Mission Support - Finance, HR, Governance	13.0%
Core Mission Support - Fundraising	19.5%
Total	100.0%



FINANCIALS



BOYS & GIRLS CLUB
OF GREATER LOWELL

Boys & Girls Club of Greater Lowell | 657 Middlesex Street | Lowell, MA | 01851