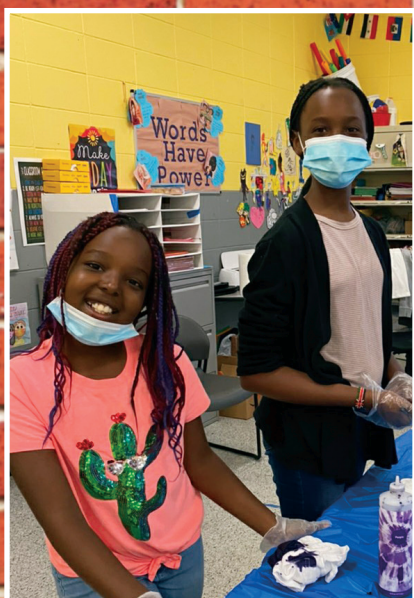




BOYS & GIRLS CLUB  
OF GREATER LOWELL

# IMPACT *Report* 2021







## BOYS & GIRLS CLUB OF GREATER LOWELL

### STAFF

#### Senior Leadership Team

Joseph Hungler - Executive Director (11+ years)  
JuanCarlos Rivera - Director of Operations (8+ years)  
Angel Brunelle - Director of Development (6+ years)  
Caroline Howard - Director of Finance & Human Resources (6 years)

#### Directors

Shirley Pimentel - Youth Development (1st year)  
Yesenia Maysonet - Assistant Development (4 years)

#### Managers

Na Lam - Pathways (9+ years)  
Sally Thayer - Nutrition (9+ years)  
Deidre Beaupre - Contracted Grant Writer (8+ years)  
Jessica Sutherland-Ryan - Payroll & Human Resources (2+ years)  
Tara Levine - Communications (2 years)  
Eglito Cherstin - Music Clubhouse (1+ years)  
Edwin Madera - Academic Success (1st year)  
Marangely Pagan - Membership (1st year)  
Isaiah Johnson - Athletics & Recreation (1st year)  
Ani Azur - Volunteer & Corporate Engagement (1st year)  
Thalia Estevez - Youth Services (1st year)

#### Coordinators

Julius Sekayi - Music Clubhouse (9+ years)  
Kara Danas - Cultural Enrichment (3 years)  
Kristina Barbacano - Accounts Payable/Accounts Receivable (1st year)  
Sarah Chandonnet - Stewardship (1st year)  
Valentine Kong - Alumni Relations (1st year)  
Brandon Manseau - Facilities (1st year)  
Chen Y Pin - Membership (1st year)

#### Part-time

James Bristol  
Jarrellys Burgos  
Aaliyah Colon  
Nassika Dabel  
Caroline DeSouza  
Geena Duffy  
Anthony Evans  
Keyon Evans  
Jenna Kapp  
Tony Lobao  
Christopher Maloney  
Christopher Marine  
Valentine Ngufor  
Vanessa Ortiz  
Monica Palumbo  
Damaris Pimentel  
Iliana Ramirez  
Ajadus Rosa  
Lia Sanchez Lantigua  
Ronald Sawtelle  
Christina Walton  
Devonna Williams



# Moments & Milestones

Since 1900, relationships between our young people, Club staff, and community leaders have been at the forefront of ensuring members strive to **become whatever they believe** they are destined for. While this may look different today, together with the Greater Lowell community, we've adapted in order to meet the changing needs of kids and teens in Lowell. Every unique relationship to the Club and to the larger community holds a different impact within the overall mission. While these relationships evolve over time, they all have one thing in common – they play a role in the Club remaining a safe space for Lowell's young people to achieve their current and future goals. These relationships include a commitment to:

### Kids and teens through the...

- **Equity Action Plan** to address systemic racism and discrimination publicly in order to hold ourselves accountable with concrete action steps.
- **Pledge to our Youth** to be committed to serve them and be at the forefront of challenging the systems that oppress them.
- **Celebration of our differences** with programs like the Club Pride Parade and Represent Yourself Cultural Fashion Show.
- **Dedication to ensuring youth voices are represented** in community decision-making and events.

### Staff by providing...

- **Paid lunch breaks** for all employees.
- Full-time employees with **health insurance** on the day they start employment.
- Part-time staff with one week of **paid vacation**.
- The entire staff with **JuneTeenth** off to celebrate as they wish.

### Community by...

- Upholding **community-centric fundraising** standards.
- Converting to a new Customer Relationship Management (CRM) system, where **generosity is measured in more than dollars** donated.
- **Using our voice** and platform to share what other leaders are doing in Greater Lowell.
- Creating an **Alumni Relations Coordinator** position to support newly graduated high-schoolers and reconnect Alumni to a large network of distinguished Alums.

Throughout this report you will see artist renderings of our renovation and expansion project. Visit [believe.lbgc.org](http://believe.lbgc.org) for more information.

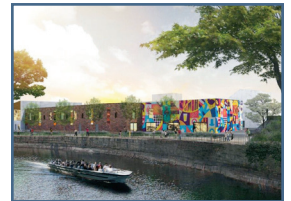
Thank you for being a part of our Club family and providing access to opportunities for the **future leaders of Lowell**.

Club love,

Tom Hammond  
Chair, Board of Directors

Joe Hungler  
Executive Director



## IMPACT NUMBERS



247 youth participated in  
Cultural Enrichment programming



48 current staff members  
signed the Pledge to our Youth



40 members visited Cultural Murals  
painted by local artists



80 teens participated in  
Peace League



70 alumni engaged with the Club

## MISSION

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

## VISION

To end generational poverty in Lowell.

TO ALL OF OUR SUPPORTERS, PLEASE ACCEPT OUR HEARTFELT THANKS.



Winners of the "Billy G. 20K Classic," CITITEAM, participate in a check presentation with Romello, Julian, and Rich, tournament organizers.



Volunteers spend December 23rd evening at the Club distributing Holiday gifts to families in the Lowell community.

## COMMUNITY SUPPORT

2021 marked a rebuilding of connections with Club Alumni, increasingly unique donation methods, and members participating in an array of workshops and lectures with the return of individual volunteers & corporate groups.

Prompted by the mentorship they received from Billy Gilmore as Club members, Romello Crowell, Julian Scott, and Rich Harris hosted the "Billy G. 20K Classic," a charity basketball tournament held to honor Billy G. and to fund a scholarship for a current Club member. Terance Mann, alumnus and current NBA player, also paid tribute to Gilmore's legacy, hosting a clinic at the Club for Peace League players and by becoming the scholarship's leading donor.

After almost one year, Club volunteers returned for in-person service, leading to a renewed excitement to volunteer in meaningful ways. When there was a last-minute call for volunteers to assist with a community gift distribution after an awe-inspiring 750 gifts donations were received, within hours, this call to action was met with an overwhelming amount of support. And when members expressed interests in career fields, diversified STEAM programming, or mentorship opportunities, volunteers were always eager to play a role in these future leaders' lives.

### 2021 PROGRAM PARTNERS

**Program Partners are key to meeting the diverse needs of our community, by providing programming, services or products directly to our members.**

Appalachian Mountain Club  
Aramark  
Athena Health  
BAE Systems  
Berklee College of Music  
Blue Cross Blue Shield MA  
Brooks Automation  
Brush Art Gallery  
Candor Realty  
Catie's Closet  
Coalition for A Better Acre  
Cambodian Mutual Assistance Association  
Choral Arts New England  
Collins Aerospace  
Comcast Young Professionals Network  
CYD Fellowship  
D'Addario  
Digital Federal Credit Union  
Drumatix  
Eastern Bank  
Enterprise Bank  
Esperance of Wellness  
Fred C. Church

FreshStart Food Gardens  
GirlStart  
Greater Lowell YMCA  
H2GO  
InMusic  
Izotope  
Jeanne D'Arc Credit Union  
Khmer New Year  
Kohl's  
Kronos Incorporated  
Leading Edge  
Lenovo  
Lesley University  
Liberty Mutual  
Lowell Five  
Lowell Folk Festival  
Lowell General Hospital  
Lowell Grecian Festival  
Lowell Humane Society  
Lowell Public Schools  
Lowell Water Festival  
Merrimack Valley Food Bank  
Middlesex Community College  
Mill City Grows  
MIT Lincoln Labs  
Mitre Corporation  
Mosaic Lowell Winterfest  
Music Allies  
Music & Youth  
Our Space

University of Massachusetts Lowell  
University of Massachusetts Lowell Vocal Ensemble  
91.5 UWML Radio  
National Grid  
Nobis Engineering  
Points of Light  
Raw Art Works  
Rann's Kitchen  
ScottBrown Architects  
Seacoast Wellness Center  
Setra Systems  
Silicon Synapse Lab at Northeastern University  
Society of Black Engineers  
Starbucks Chelmsford  
Synergy Basketball  
TD Bank  
The Nature Connection  
Thermo Fisher Scientific  
Transfiguration Greek Orthodox Church  
Triton Systems  
Tsongas Center  
UTEC  
Upland Software  
UPS  
Valley Collaborative  
Verizon  
Watermark



Peace League players, along with current Club teens, participate in a full-day clinic with Terance Mann, Club Alumnus & NBA player.



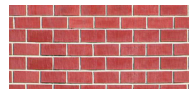
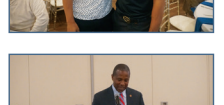
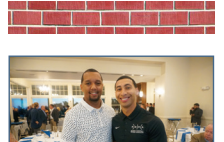
Club teens enjoy a night out with staff & peers after being invited on a field trip to a UMass Lowell men's basketball game.



Volunteers from the National Society of Black Engineers lead a bridge-building activity in the Brain Center.

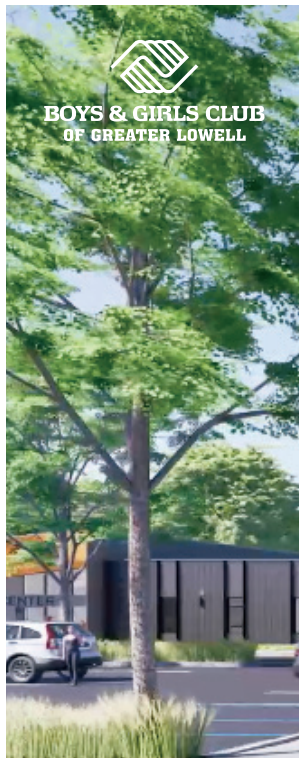
## Hall of Fame

The 2021 Hall of Fame induction of Brian "Chappy" Chapman, Keith "Kiki" Rudy, Sr. and William "Billy G." Gilmore was a celebration of people who inspire current members because of their achievements and exceptional contributions to help the Club. Brian Chapman was one of the first kids to attend the Dutton Street Club before the current location was opened in the 1970s. Today, Brian is a prominent business leader and gives back to his community, including serving on the Board of Trustees. Keith Rudy, named Boy of the Year in 1974, came to the Club as a "wise guy" who credits his life turning around to the boxing program at the Club. Today, Keith has made it a priority to ensure that kids in Lowell have access to quality sports programs, which was recognized when the city named the Koumantzelis Park softball field after him. Billy G. Gilmore was the Club's Athletics Manager for well over a decade and the founder of Peace League, and his legacy continues through the life of those he has impacted. Billy G used to always say "if you can dream it you can achieve it," and this continues to inspire Club Kids today.



**2x more  
volunteer hours  
served in 2021**





## 2022 GOVERNANCE

### OFFICERS

CHAIR OF THE DIRECTORS

Tom Hammond

VICE CHAIR OF THE DIRECTORS

Vladimir Saldana

TREASURER

Paul DeFronzo

CLERK

Kristyn McKenna

CHAIR OF THE TRUSTEES

Brian Chapman

BGCA AREA COUNCIL LIAISON

Carrie Meikle

CHAIR OF THE TRUSTEES

Brian Chapman

IMMEDIATE PAST CHAIR

Justine DeFronzo

### BOARD OF TRUSTEES

George Behrakis

Brian Chapman

J. Matthew Coggins

Kevin Coughlin

Susan Dufresene

Dr. Mark Gilchrist

Tom Hammond\*

Michael Reilly

Andrew Zaroulis

### BOARD OF DIRECTORS:

Emily Byrne

Brian Chapman\*

Sokhom Chun

J. Matthew Coggins

Shamim Dahod

Justine DeFronzo

Paul DeFronzo

Lewis Demetroulakos

Shelly Donovan

Brenda Evans

Anthony Faletra

Tom Hammond

Joe Hungler\*

Joyce Leger

Larry Machado

Steve Mallette

Kristyn McKenna

Carrie Meikle

Henry Och

Sandy Parks

Scott Plath

Cheryl Popp

Arlene Rodriguez

Vladimir Saldana

John Schwab

Brian Sousa

Stacie Swanson

Patrick Theodoros

Marty Tighe

\*Ex Officio

Thank you to those who chose to honor others through a gift to the Club.

## In Honor Of:

### Tim Sweeney

Lisa and Dan Schimmel

### Thomas & Jeanne Kennedy

Rena and John Kennedy

### Tara Hong

Bradley Buitenhuys

### Rita M. Hungler

Robin and Ed Hungler

### Pat & Pam Theodoros

Katie Theodoros

### The Staff of Dr. Mark Gilchrist

Carol Gilchrist

Susan Rothfuss

### Leo "Ricky" Creegan

Leo and Noelle Creegan

Sean Griffith

Robin Latour

Maura McCabe

### Joao and Maria Porto

Jorge Porto

### Have an Awesome Day

#### Charles Hungler

Ed and Robin Hungler

Joe and Bonnie Hungler

Rita Hungler

Joan Mooney

### Hall of Fame Induction

#### Class of 2021

Arthur and Nina Anton

James Cassin

Donna and Dennis Coffey

Chris Dick

Lowell Five

Denise N. Lacombe

Laurel and Emmet Millett

Sandra E. Morrison

Thomas Wourgiotis

### Carrie Meikle

Marlene Rehkamp O'Brien

Ruth and James Smith

### Bonnie Hungler

Aaron and Julie Adler



## In Memory Of:

### William T. Vrettas

Joan Anastos

Vonnie and Ken Arnstein

Arthur and Murielle Berke

George Berube

Joe Chebli

Frederick and Patricia Coleman

Margot Conley

Deborah and Thomas Cremin

Trisha and Brian Dandrea

Rosemary Dean

Peter and Patricia Demitropoulos

Donna Dicostanzo

Bonita Towle Flanagan

Susan and John Friel

Jeanne and David Glynn

Josh Goldfine

Mary Hickey

Sean Kelley

Marie T. Lynch

Joseph and Sally Madigan

Gail and Joseph Mahoney

John and Sheila Mansfield

Pete McLoughlin

Jayne A. McMellen

Marie and Michael Mignosa

Brian Mullaney

Georgia Pappas

Tom Pender

Madelyn Perry

Gerald Potamis

Chris Ressa

Donna Towle Rogers

David Rosen

Clifford and Karen Simon

Kathleen Sullivan

Leo and Nancy Sullivan

Marie and Robert Stocki

Bill and Kathi Sutcliffe

Maria and Walter Timilty

Peter and Faye Van

Joyce Viola

John and Leah Wagner

Kenneth and Barbara Wexler

### William Gilmore

Alisha Rojas and William Harrison

Mo Kaikai

### Shailaja Sabnis

Ajit Sabnis

### Paul Sheehy

John and Mary Jo Keefe

Molly Sheehy

### Paul Genikos

Kathy McCaffery

Renee Nichols

Theodore and Lisa Pappey

Diane Schalke

### Patricia Tuohy

Kara Tuohy

### Nicholas Kefaleas

Joan and Roland Arcand

Gerald and Patricia Cote

Mark and Kathleen Cote

George and Sandi Kefaleas

Stella Mcauliffe

Pauline and James Miamis

Ava and Mike Popas

Geraldine K. Themelis

Kevin and Helene Tremblay

Charles Tsirovasiles

### Michael Barbarula

Rena and John Kennedy

### John Bernard Snyder

Sue and Brian Chapman

Caroline and Robert Howard

### Hon. James Geary

James M. Geary, Jr.

George Malliaros

### Harold Sullivan

Jack Glazebrook

### Geraldine Gagne

Mark Frye

### George E. Watts

Leigh Attridge

Marla Curley

Sandra Fielding

Alexandra French

Felton Johnston

### Frank McKenny

Jeffrey Lambert

### Eric P. Hanson

Caroline Hanson

Rick and Martha Hanson

Elaine Mercier

Mark Sawicki

### Bill Lapointe

Edward Boileau

### Arthur G. Koumantzelis

Charles O'Neill

## DONORS



1,004 individual donors



35 private foundations



250 businesses and organizations







## 2022 Youth of the Year - Sorida Hou

What started as Boy of the Year in 1961 has evolved into Youth of the Year, with three incredible young women, Sorida Hou, Kemigisa Adyeri, and Senarica So serving as the 2022 finalists. Youth of the Year is an opportunity to come together in celebration of current members' achievements and to build connections with fellow donors, Club alumni, and the larger Club family. The 2022 Celebration was no exception. With a prior Youth of the Year finalist—Valentine Kong—now heading the Club's alumni engagement efforts, this event brought together multiple Youth of the Year winners and alumni from across generations, including Marcus Saint-Louis, 2015 Youth of the Year and 2022 event judge. With the central role that community plays in the Youth of the Year Celebration, it is no surprise that Sorida, Kemigisa, and Senarica unconditionally supported one another in completing their applications and practicing their speeches, and were all genuinely excited when Sorida was ultimately named the 2022 Youth of the Year. Sorida has served as a captain for the Club's Robotics team, is a Youth Leader, and actively volunteers at the Lowell Community Health Center, striving to make a difference in small ways. Sorida is expected to graduate from Lowell High School in Spring 2022, and plans to become a Biomedical Engineer.



Prior Youth of the Year winners come together for the 2022 Youth of the Year Celebration. From left to right: Madison Brown, Alex Figueroa, Marcus Saint-Louis, Anthony Villa, Jeremy Encarnacion, Kemigisa Adyeri.



Sorida, Kemigisa, and Senarica practice their speeches and offer each other support and advice leading up to the 2022 Youth of the Year announcement.



Sorida Hou is congratulated by Executive Director, Joe Hungler, after being announced as the 2022 Youth of the Year.



## Same Impact, Experienced Your Way.

### Holiday Auction Committee

**CoChairs**  
Raymond DeRosa  
Nicole Choate-DeRosa

**Committee**  
Tom Hammond  
Ellen Andre  
Katy Barry  
Matt Coggins  
Mark Gilchrist  
Holly Harmon  
Pete Lally  
Heather Makrez Allen  
Carrie Meikle  
Cheryl Popp  
Peter Saing  
Kimberly Schwab  
John Schwab  
Joe Steen  
Jen Tighe



**The Twenty-Fourth Annual Holiday Auction** held on December 2, 2021 was a hybrid event and gave folks the option to experience the event in the way that they wanted. Over 250 people attended in-person at Lowell Memorial Auditorium, sponsors hosted small gatherings in their homes, and others joined the auction via Zoom. One thing that remained constant was the desire to impact kids' lives, with the event raising over \$345,000 thanks to the generosity of our community and sponsors, including Presenting Sponsors – Market Basket, Liberty Mutual, and the Nancy L. and Richard Donahue Charitable Foundation.



*There's a legacy to the Club. It's a known quantity in Greater Lowell. It's got a history; it's also got a future." - Brent Smith*

The renovation and expansion of the existing facility on Middlesex Street through the Believe & Become Campaign will allow our Club to serve twice as many youth, up to 600 per day, in the state-of-the-art, modern facility they deserve. To learn more about our future plans, visit <https://believe.lbgc.org/>



**FOLLOW US ON SOCIAL MEDIA!** 657 MIDDLESEX STREET, LOWELL, MA 01851 • TEL: 978-458-4526 • [WWW.LBGC.ORG](http://WWW.LBGC.ORG)





# FINANCIALS



**BOYS & GIRLS CLUB  
OF GREATER LOWELL**

## Summary of Financial Statements

### STATEMENT OF ACTIVITIES

Fiscal year ending December 31, 2021

#### Operating Revenue

Public Support	
Contributions-Individual & Corporate	\$691,903
Planned Giving	\$39,273
In-Kind Contributions	\$9,600
Grants	\$1,136,053
BGCA & United Way	\$135,296
Net Assets Released From Restriction	\$266,484
Total Public Support	\$2,278,609
Program Fees and Earned Revenue	
Membership Fees	\$22,910
Program Service fees	\$3,800
Rental Income	\$-
Total Earned Revenue	\$26,710
Total Operating Revenue	\$2,305,319

#### Expenses

Program Services	
Academic Success	\$679,326 *
Healthy Lifestyles	\$849,157 *
Good Character & Citizenship	\$169,832 *
Total Program Services	\$1,698,314
Support Services	
Management & General	\$400,318 *
Development	\$327,533 *
Total Support Services	\$727,850

Increase in Net Assets with Donor Restrictions \$3,334,060

Increase in Net Assets \$3,213,215

### STATEMENT OF FINANCIAL POSITION

Fiscal year ending December 31, 2021

#### Assets

Cash	\$2,018,207
Accounts Receivable	\$3,905,168
Prepaid Expenses	\$57,197
Investments	\$1,999,884
Property & Equipment	\$1,444,566
Total Assets	\$9,425,022

#### Current Liabilities

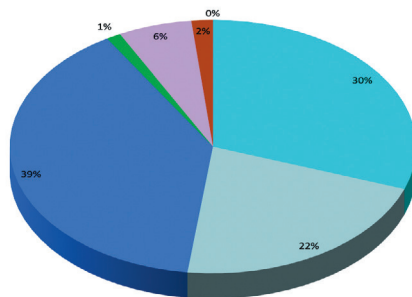
Accounts Payable	\$65,832
Accrued Expenses	\$109,439
Deferred Revenue	\$5,125
Notes Payable	\$-
Mortgage Payable	\$108,277
Total Current Liabilities	\$288,673

#### Net Assets

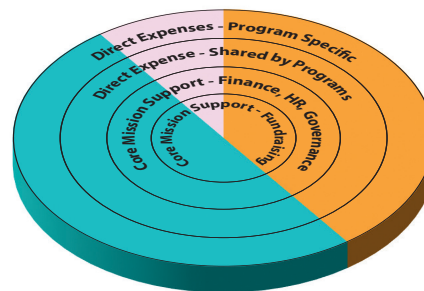
Net Assets Unrestricted	\$3,045,644
Net Assets Restricted	\$6,090,705
Total Net Assets	\$9,136,349

**Total Liabilities & Net Assets** \$9,425,022

\*\* Boys & Girls Club of Greater Lowell, Inc. undergoes an annual audit. Copies of the 2021 audit are available upon request and subsequent to audit completion.



Funding Source	Percentages
Individual & Corporate	30.4%
Grants-Foundations	21.6%
Grants-Government	39.3%
Program Fees & Earned Revenue	1.2%
BGCA & United Way	5.9%
Planned Giving	1.7%
	100.0%



Program Costs	Percentage
Academic Success	40%
Healthy Lifestyles	50%
Good Character & Citizenship	10%
	100.0%

Expense Types - Inner Circles	Percentage
Direct Expense - Program Specific	47.5%
Direct Expense - Shared by Programs	20%
Core Mission Support - Finance, HR, Governance	13%
Core Mission Support - Fundraising	19.5%
	100.0%