



**BOYS & GIRLS CLUBS
OF MONTEREY COUNTY**

50th
EST 1968

Anniversary

“I have fun here at the Club and I am given opportunities. This is where I got my love for art. Coming here makes me happy and motivated.” - Andrea C., age 13

2018 Annual Report



GREAT FUTURES START **HERE.**



BOYS & GIRLS CLUBS
OF MONTEREY COUNTY



Anniversary

From the desk of Ron Johnson, President & CEO

Every day, in the life of every member, we see a great future for our community thanks to your support. Your generosity provides children who need us most with caring support, which includes building good character, achieving academic success, and adopting a healthy lifestyle.

This year's Annual Report offers an inside look at how you have made a difference by providing literacy and math intervention, year-round sports leagues, and healthy meals for thousands of children. We also share some exciting new projects in the works for 2019. **Thank you for making it all possible.**

Our sights are fixed on helping our members make positive decisions and ultimately realizing their full potential. This provides our community with bright minds eager to embrace their future. Thank you for supporting their journey!

Respectfully,

Ron Johnson
President & CEO



P.S. If you would like to see your investment at work and meet our members, we would love to take you on a tour of the Clubs! Call (831) 394-5171 to schedule.

GREAT FUTURES START **HERE.**

BOARD OF DIRECTORS

- Peter A. Baird
- Ted Balestreri
- Erin Fogg
- Tom Gray
- Judy Krueger
- Butch Lindley
- Robert Montgomery
- Scott Negri
- Gina Nucci
- Cynthia Peck
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- Edward Zander

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- Peter Blackstock
- Brigitte Wasserman

EXECUTIVE STAFF

- Ron Johnson
President/CEO
- Ann Hasselbach
Chief Financial Officer

SEASIDE CLUBHOUSE

- CORPORATE OFFICES
- P.O. Box 97
- 1332 La Salle Avenue
- Seaside, CA 93955
- T(831)394-5171
- F(831)394-4898

SALINAS CLUBHOUSE

- 85 Maryal Drive
- Salinas, CA 93906
- T(831)757-4412
- F(831)757-4498

WWW.BGCMC.ORG



We serve over
100,000
healthy meals
a year

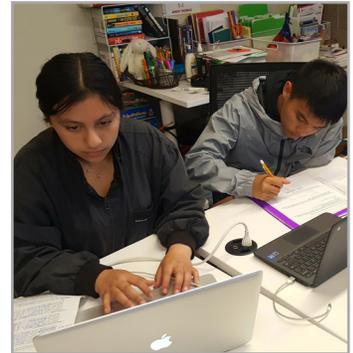


Since 1968, we
have served over
30,000 members

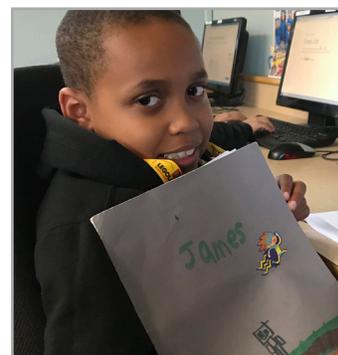
We've awarded
\$642,544 in
college scholarships
since 1996, **\$71,500**
in 2018



The Clubs
provide over
79,200 hours
of homework
assistance
annually

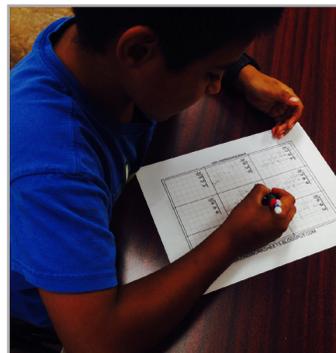


In Summer 2018
our members
took part in **50**
field trips



165 kids were in
our reading
intervention program
last year and boosted
their fluency an
average of **22**
words per minute

125 members
increased their
math proficiency
by completing
17,609
individualized
lessons



Our teen leadership
Keystone Club logged
886 hours of
community service
last year

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About the Clubs

Since 1968, Boys & Girls Clubs of Monterey County (BGCMC) has focused on three critical outcomes for our members:

Academic Success, Healthy Lifestyles, and Good Character & Citizenship

The Clubs have helped thousands of children claim great futures by offering after school, fall, spring, and summer programs, serving an average of 541 children and teens a day with award-winning programs. Our staff and volunteers serve as trusted mentors and advocates for our youth. Every child is offered opportunities and given expectations, recognition, and guidance in a safe and fun environment. Coupled with a focus on measurable outcomes, our formula for impact puts our mission into action.



The Clubs served an average of 541 youth and teens a day in 2018.

Celebrations

Last year the Clubs commemorated 50 years since the organization's founding in 1968! Special celebrations were held throughout the year to mark the occasion, including a birthday party with cake and ice cream for our members and families!

2018 also marked the 15th anniversary of the opening of the Salinas Clubhouse! Members and staff celebrated the anniversary September 27th with a party, which included the unveiling of an updated donor wall honoring those who helped make the Salinas Clubhouse a reality, and “flipping the switch” to the Clubs’ new solar power system. Also known as the Harden Youth Development Center, the Clubhouse currently serves an average of 304 teens and youth a day.

“Happy Birthday Boys & Girls Club, I love coming here!” - Gilbert L., age 11



Club members pose for the camera during the Salinas Birthday celebration.

Program Highlights

Academic Success

It is our goal that every child we serve achieves on-time grade progression, graduates from high school, completes post-secondary education or training, and earns a livable wage as a productive member of their community. The Academic Success initiative develops skills through homework assistance, academic intervention programs, and hands-on projects focused on Science, Technology, Engineering, Arts and Math (STEAM).



BGCMC works to ensure on-time grade progression for all members.

“Aaliyah was acting up and not doing well in the after school program. The teacher recommended BGCMC because of the programs and guidance. I didn’t think it’d make a difference but after signing up, we noticed a change. I was shocked. Thank you!” - Gloria B., Parent

Healthy Lifestyles

Children cannot focus on their education if they are hungry, unhealthy, or unsafe. Clubs are critical to providing a safe place after school and during school breaks that serve nutritious meals complete with fresh local produce. We also address the physical, social, and emotional wellness of our youth with programs that include sports leagues, gardening, cooking classes, and family counseling. Special events such as our annual Gang Prevention Summit, Johnson-Toney Football Camp, and Gil Basketball Academy partnership help our kids make positive choices and develop real-life skills.



Youth take part in the Johnson-Toney Football Camp.

“We should do this every day!” - Maurice M., age 8, about soccer practice

Good Character & Citizenship

The Good Character & Citizenship initiative develops strong, smart leaders to be engaged citizens involved in the community, registered to vote, and modeling strong character. Providing our members with caring youth development professionals is an essential part of how we help them succeed. The Clubs work to foster young people’s good character, their ability to make positive life choices and their willingness to serve others. We also offer Keystone and Torch Clubs, which teaches leadership and community service skills.



Seaside Police Chief Abdul Pridgen meeting with Club members in November.

“I saw a video of little kids who were sick and didn’t have hair and I wanted to help them. So I grew out my hair and cut it to give it to them.” -Arianna A., age 6

Program Highlights

Intervention - Read Naturally, DreamBox



Salinas members display the items they bought with "Club Dollars" earned in Read Naturally.

The Clubs use **Read Naturally** to improve the reading proficiency of our members. The strategy combines three powerful, research-proven methods of teacher modeling, repeated reading, and progress monitoring, which individualizes instruction and improves reading competency. Students work with high-interest material at their skill level to improve fluency, vocabulary, and comprehension.

Does it work? Yes! In 2018, 165 kids participated in our reading program and improved their reading fluency by an average of 22.2 words correct per minute, completing a total of 3,222 stories.

Our math intervention utilizes **DreamBox**, a K-8th grade math program designed to complement classroom instruction and deliver results. DreamBox adapts to students' actions to meet them at the right level. Personalized instruction promotes student decision-making and strategy development using a challenging, standards-aligned curriculum available in English and Spanish. The program empowers our staff with real-time data and insights to support our members' academic development and ensure they receive the instruction they need to succeed.

In 2018, 125 kids completed 17,609 individualized lessons, boosting their math proficiency and ensuring progress to grade level mastery.

"I went from a 1.9 reading level in class to a 3.7 since I've been in Read Naturally! Aren't you proud of me?" – Lilian I., age 8

2018 Highlights

Youth Arts Exhibit

BGCMC has presented the Marti Mulford Youth Arts Exhibit annually for 20 years, featuring original works of art created by Club members. The artists' ages range from 6-years-old to 18-years-old. The 2018 Marti Mulford Youth Arts Exhibit featured more than 40 pieces of art and was held at the Seaside Branch Library.

"This event was very nice and well put together. It is great to see how you celebrate the members!" - Club Parent



Pictured are the 2018 award winners.

Gang Prevention Summit

Our Gang Prevention Summit focuses on the crossroads that many of our youth face – the place in their lives where they are forced to choose a path that can greatly impact their future, such as joining gangs or going to college. Youth and families are invited to attend the annual event, which features educational activities and panelists who speak about how they navigated these challenges.

"I heard everyone's stories and it gave me more reasons not to join a gang." - Ashley M., age 16



Attendees listen to speakers at the 2018 Gang Prevention Summit.

Career Expo

The annual Career Expo offers youth an opportunity to learn from professionals in a variety of fields, with more than 30 speakers each year from jobs in agriculture, business and entrepreneurship, education and social services, health and wellness, hospitality, media and entertainment, military services, public safety, technology, and more. In 2018, approximately 223 attendees from 12 schools took part in the Expo.

"There are so many careers that I didn't know existed." - 9th grade Expo participant



Attendees practiced their virtual reality skills at the 2018 Career Expo.

2018 Highlights

Summer Programs

1,525 kids and teens took part in our 2018 summer activities, ensuring positive gains in their education while staying safe, active, and healthy. Last summer, approximately 26,312 nutritious meals and snacks were served, 117 youth received math and literacy intervention to prepare for the upcoming school year, and 50 field trips were offered.

“The Boys & Girls Club is my favorite place to be!”
– Neblina M., age 6



Members tend to the garden at the Seaside Clubhouse.

Johnson-Toney Football Camp

The Johnson-Toney Football Camp offers youth a chance to train like professional football players. Offered each summer, the Camp is limited to 500 participants, ages 9-18. More than 40 volunteer coaches teach the fundamentals of the game, many with extensive sports backgrounds. Campers are taught proper stance and starts, route running, catching, passing, blocking, covering, basic offensive and defensive formations, and more. Campers also take part in scrimmage games. A few former and current NFL players also lend a hand to share their expertise.

“I love volunteering for the camp and I appreciate Coach Ron giving me the opportunity to coach and serve as a volunteer and role model to my fellow youth coaches.” - Alex Murray, age 17



Campers run drills during the 2018 Johnson-Toney Football Camp.

2018 Highlights

Youth of the Year

Youth of the Year recognizes outstanding Club members and exceptional teens. These members are chosen based on their active involvement with the Clubs, their passion for education, and their service as role models to other youth. Natalia Casillas was named the Youth of the Year during our annual Youth of the Year dinner in November.

Casillas, along with other teens, was honored during a special dinner at Corral de Tierra Country Club. Casillas is a senior at North Salinas High School with a 4.12 grade point average (GPA). She's been an active Club member for the last six years and volunteered as a Junior Staff member during the summer months. As part of the award, Casillas received a \$5,000 college scholarship.



Natalia Casillas

Adopt-A-Family

Our Adopt-A-Family program offers the community a chance to fill holiday wish list items for Club members in need. Support also includes monetary donations and assistance from local organizations and businesses. The 2018 holiday season was made memorable for 275 sponsored children. Our 17 toy drive partners collected 42 toy boxes (with an estimated \$15,200 in toys). Corporate, individual, family, and community partners purchased jackets, shoes, clothes, books, and gifts valued at over \$50,000. Our holiday parties for members and their families included a special meal, singing from the BGC MC youth choir, and a visit from Santa Claus, who gave gifts to each member.

“We are doing this as a family for the first time. So excited to help in this way!” – Lisa K., Carmel, donor



Sponsors and volunteers generously committed gifts and volunteer service during the holiday season to help families in need.

College Scholarships



Scholarship recipients pictured from left to right: Citlaly H., Carolina C., Stephanie N., Kriselle G., Gustavo P., Elizabeth A., Natalia C., and Carla J.

The Clubs provide financial support for members who have made the commitment to academic success and service to their community. Through generous donations, we are able to offer college scholarships annually to members who wish to pursue a post-secondary education. We also help our members seek out and apply for additional scholarships.

We launched Teen Pathways in 2014 as a strategy to prepare middle school students for a successful transition to high school, and help high school students graduate successfully. As a result, 84.5% of our youth expect to complete post secondary education.

In 2017 we launched a College & Career Readiness program with 39 high school members who work one-on-one with our Teen Specialists to create an individualized plan for their future. The program offers a full scope of services, including: tutoring and academic coaching, college and career workshops, college tours and job fairs, SAT/ACT test preparation, paid internships, and scholarship opportunities. In 2018, we awarded our Club teens \$71,500 in college scholarships, most as first-generation college students!

“I am so excited I got accepted to CSUMB!” – Natalia C., age 17



Scholarship recipients pictured from left to right: Julian G., Gustavo P., Sebastian B., Omarr W., Joshua M., Elizabeth A., and Evelyn J.

Victor Marinelli's Story

Club Alum Victor Marinelli joined the Salinas Club when he was nine. Not only was he a club member, but his siblings and cousins were as well.

“My whole family experienced the Boys & Girls Clubs and have grown in many ways,” he said.

The Club’s Career Launch program helped Victor create his resume, taught him how to dress for success, assisted him through an interview, and he was subsequently hired through a paid internship.

“This is the moment I received ‘real’ experience working with youth and began building my tool belt of strategies and motivation. I knew from a young age I wanted to become a teacher, but was not sure how to get there. I just knew one day I would love to do that,” Victor added.

With the help of a Davis Love III Family Scholarship through the Clubs, he enrolled at California State University - Monterey Bay and earned his teaching degree.

Victor is now Vice Principal of Monterey Park, which is part of the Salinas City School District, and the very school Victor attended as a child. He sends many of his students to the Club, guiding them to the same support system that influenced his own life. Victor’s picture now hangs on the Club Alumni wall as well, watching over the next generation of Club members, a fact he said makes him feel proud of his time there. In 2018, Victor was named the Association of California School Administrators Co-Administrator of the Year.

“The Club has been the support I needed to navigate through life. Growing up in a single parent household with a hard working mother, the Club was my second home. It was the place I could go, get a meal, complete my homework, and engage in sports and extracurricular activities,” he said.

“It was at the Boys & Girls Clubs that I realized I could go on to college, get my degree, and formally pursue a career in teaching.” - Victor Marinelli



Victor Marinelli



Victor with Club members.

Creating a Legacy

The Legacy Society

Our Legacy Society is made up of loyal supporters who believe in the BGCMC mission and want to ensure that its valuable, life-changing programs continue to serve future generations. We would be honored to welcome you into the Legacy Society, which currently has over 20 members!

A bequest—a gift in your will or trust—is a simple and convenient way to create a legacy. Your bequest can be a specific dollar amount or a percentage of your estate. You can designate your bequest for general use, or you can restrict its use.



Legacy Society member Gina Nucci

“I know my gift through my Trust will ensure members of BGCMC read on grade level and are college and career ready for many years to come. These programs are critical to the on-going success of our community and I am proud that my legacy as a supporter will continue.” - Gina Nucci, Legacy Society member

For the Love of Literature

In 2016, we announced the establishment of the Donna Ferraro Great Readers Fund as a permanent endowment for the Clubs to honor Donna Ferraro’s retirement after 25 years of service to the Boys & Girls Clubs of Monterey County. Over \$150,000 was raised to launch the fund.

The literacy program is implemented by a 4% annual endowment distribution combined with other gifts. The fund helps serve 638 children annually by providing grade-level literacy intervention, skill-building resources, quarterly book clubs, and hosting “Love of Literature” nights for members and their families.

The endowment is a fitting tribute for Donna, who is a passionate advocate for literacy and developed the Great Readers program during her tenure.



Donna Ferraro

For more information on these programs contact development@bgcmc.org.



BOYS & GIRLS CLUBS
OF MONTEREY COUNTY



Anniversary

CELEBRATING GREAT FUTURES

With the support of our board, we've been focused on raising additional funds to strengthen our programs, facilities, finances and services to make a greater impact in the lives of our children and our communities. As of December 31st, our "Investing in Great Futures Campaign" has raised over \$3.3 million towards a projected goal of \$6 million.

Academic Success - \$1,500,000

Your investment will ensure we are able to provide intervention programs in reading and mathematics; and offer educational programs, including homework assistance, tutoring, science, technology, engineering, arts and mathematics curriculum (STEAM), and field trips designed to explore new horizons.

Healthy Lifestyles - \$1,000,000

Your gifts help us improve the physical, mental, and social well-being of our children and their families. Through teaching, counseling, and mentoring; our members learn about healthy nutrition, healthy activities, and healthy relationships.

Endowment - \$1,000,000

We're proud to have earned the trust of faithful investors like you over the past half-century, and are deeply grateful for such generous support. Now we seek to guarantee the Clubs' future, and the future returns on all those investments, by increasing our stability-granting endowment funds. Named endowment opportunities are available.

Teen Centers - \$750,000

New and upgraded Teen Centers are underway in both Clubhouses. These improvements will give us the ability to serve up to 225 teens a day and offer one-on-one mentoring, leadership training and community service, and offer the resources needed for our teens' success.

Solar Energy - \$500,000

We have a Club-wide culture of green living: from composting to LED lighting, low-water landscaping to recycling. And now we have installed solar panels at both Clubhouses! Solar energy will reduce our carbon footprint by 5,400 tons of CO₂ emissions over the life of the system and save over \$80,000 a year in utility bills.

Capital Improvements - \$1,250,000

In the next five years, we anticipate 655,000 member visits! This is the power of having the capital resources we need to do our work – whether they take the form of facilities, technology, equipment, furnishings, or vehicles.

Making Strides

Solar Panels Up and Running

Our green living practices include water conservation, recycling and waste management, composting, and energy conservation programs. In 2018 the Clubs installed solar power at both the Salinas and Seaside locations. Using solar power reduces the organization's carbon footprint by 5,400 tons of CO₂ emissions over the life of the system and saves over \$80,000 a year in utility bills.

A \$250,000 grant from the Harden Foundation covered the cost of the solar panels at the Clubhouse in Salinas. Grants from the Nancy Eccles and Homer M. Hayward Family Foundation, the Posey Family Foundation, and the Lori and Lou Flagg Memorial Youth Fund supported the Seaside solar project, including roof repairs and skylight replacement.



BGCMC Board Chair Tom Gray, Ryan and Marni Flagg, Ernie and Gunde Posey, BGCMC President & CEO Ron Johnson, and Club members prepare to flip the switch to solar power in August.

Teen Centers Expanding

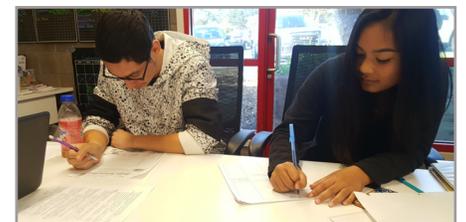
Our proposed Teen Center project will increase the existing spaces by 3,050 sq. ft., which creates a capacity to serve up to 225 teens per day; a 50 percent increase compared to the existing space! The Clubs received a \$300,000 matching grant from the Monterey Peninsula Foundation, host of the AT&T Pebble Beach Pro-Am, and currently needs \$78,000 to meet the goal.



Crews work on the upgraded Salinas Teen Center.

\$1 Million Matching Challenge

An anonymous donor committed a \$1 million matching challenge toward the campaign's Academic Success and Endowment Fund. This challenge helps to ensure that our members have the tools they need to succeed in their education, and will support our mission for years to come. Gifts totaling over \$656,000 have been made toward the match, with a goal to complete the challenge by June 30, 2019.



Our teen members completing their homework at the Clubs.

For more information on these programs contact development@bgcmc.org.

Honoring our Community

President's Award

Two supporters were honored this past year with the Roosevelt Williams President's Award, named in memory of the Clubs' founder.

Vic Smith of JV Smith Companies received the President's Award for his support of the Clubs' summer programs and Gang Prevention Summit, which hosts youth from King City to Salinas.



Vic Smith

Salinas Valley Tire received the President's Award for their continued support of the Clubs' transportation fleet, saving us thousands of dollars by providing commercial tires for our two 50 passenger buses and other vehicles we use to transport over 400 kids a day.

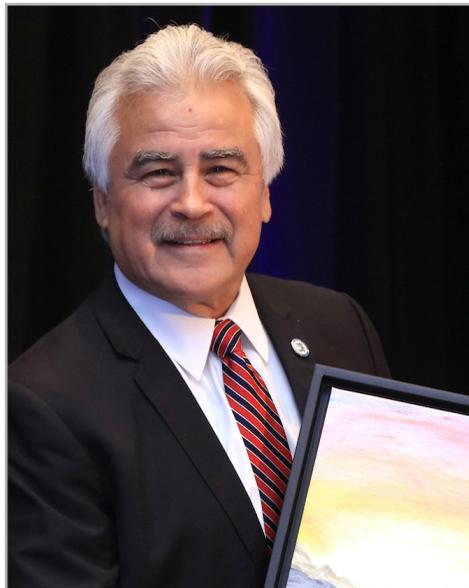


Luis Perez Community Service Award

On June 21, 2018, we honored three local organizations for their outstanding contributions to the youth in our community. Cannery Row Company, Salinas Valley Memorial Healthcare System (SVMHS), and the Nancy Eccles and Homer M. Hayward Family Foundation received the Luis Perez Community Service Award at the Clubs' annual Community Breakfast.



Cannery Row Company CEO
Ted Balestreri



SVMHS President/CEO
Pete Delgado



Nancy Eccles and Homer M.
Hayward Family Foundation Chair
Bill Hayward

Honoring our Community

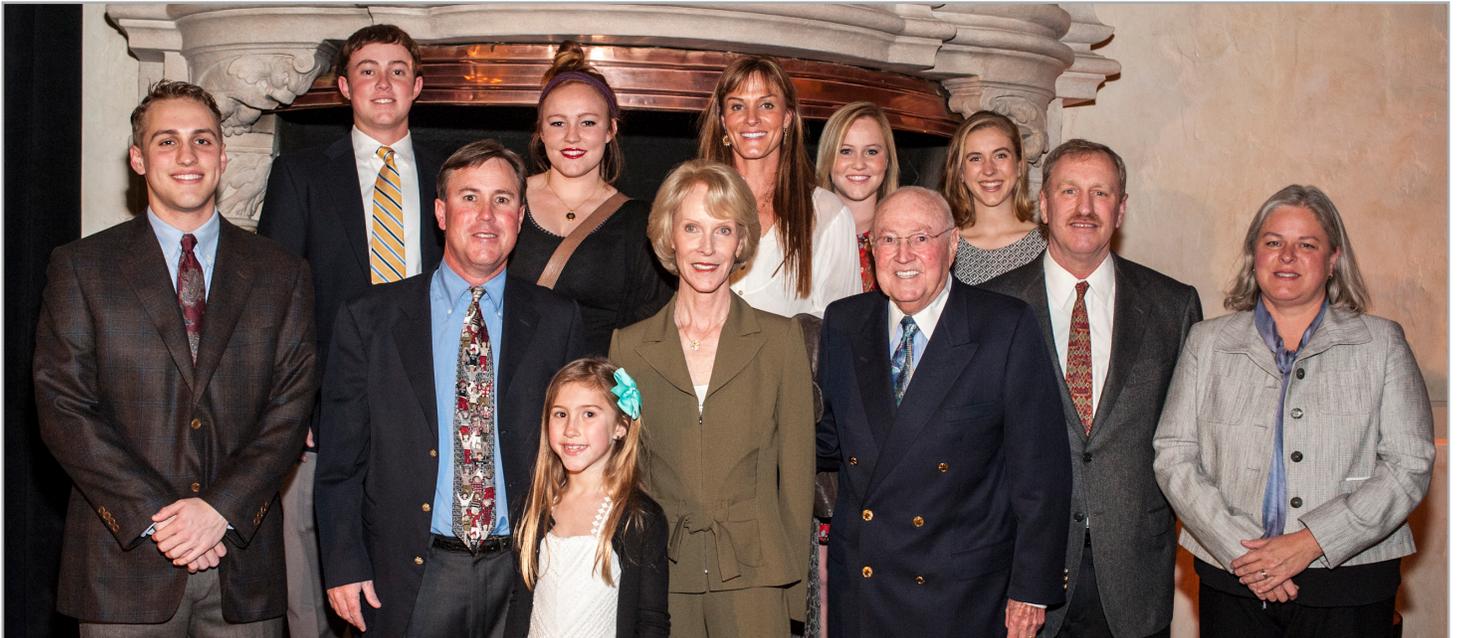
National Philanthropy Day honoree

Board Chair Tom Gray and his wife Alayna were recognized as the Clubs' Distinguished Agency Honoree at National Philanthropy Day in November. The Grays have supported the Clubs for the past 10 years. Their philanthropic vision is to help children succeed. Tom has served as a Board member for seven years, including four years as Chair, and has helped set the course for the Clubs' long-term success. Our Board of Directors are dedicated volunteers who oversee the BGC MC mission, vision and policies; ensure financial governance; and set an example of generous financial support.



Alayna and Tom Gray

Legacy Award



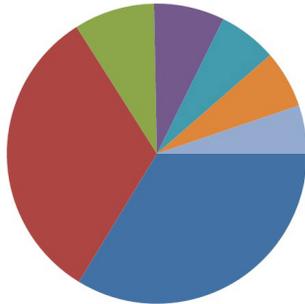
The Griggs Family.

The Clubs named Jim Griggs the recipient of the 2018 Legacy Award at February's Golf for Kids event last year. Jim founded Golf for Kids with the support of Monterey Peninsula Country Club (MPCC) in 1988 to benefit the Clubs. He was also a leader in the campaign to build the Seaside Clubhouse in the early 1990s, and rallied many of his peers at MPCC to join the effort.

FINANCIAL REPORT

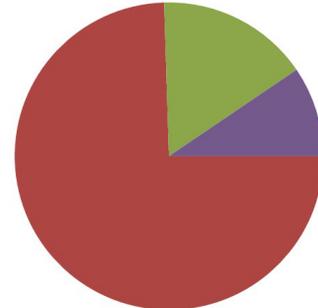
FISCAL YEAR ENDING JUNE 30, 2018

Revenue



■ Individuals, family foundation contributions	33.7%
■ Foundations, organization contributions	32.3%
■ Government grants	8.7%
■ Special events, net expenses	7.6%
■ Business, corporation contributions	6.3%
■ Other income	6.2%
■ Investment, In Kind income	5.2%

Expense



■ Program services	74.5%
■ Fundraising	16.0%
■ Management & Administration	9.5%

Total Revenue \$5,710,529

Total Expenses \$4,709,273

Statement of Financial Position

Assets

Cash and cash equivalents	\$905,079
Pledges and other receivables	827,173
Prepaid expenses	8,638
Investments	2,124,263
Property and equipment, net	5,494,704
Land leases, net	630,892
Beneficial interest - Community Foundation	149,085

Total Assets \$10,139,834

Liabilities and Net Assets

Current liabilities	\$748,141
Deferred Revenue	364,031

Total Liabilities 1,112,172

Net Assets 9,027,662

Total Liabilities & Net Assets \$10,139,834



BOYS & GIRLS CLUBS
OF MONTEREY COUNTY

P.O. Box 97
Seaside, CA 93955
831-394-5171
www.bgcmc.org



MISSION STATEMENT

To inspire and empower the youth of Monterey County to realize their full potential to become responsible, healthy, productive and successful citizens.

VISION STATEMENT

It is our goal that every child we serve performs at grade level, graduates from high school, completes post-secondary education or training, and earns a livable wage as a productive, healthy member of their community.

EXECUTIVE STAFF

Ronald Johnson

President & CEO

Ann Hasselbach

Chief Financial Officer

BOARD OF DIRECTORS

Peter A. Baird

Managing Partner,
Mahoney Commercial

Ted Balestrieri

CEO/Chairman,
Cannery Row Co.

Erin Fogg

Founder & Principal,
Spoke Consulting

Tom Gray

Developer

Judy Guzman Krueger

Managing Director,
Greater Monterey Bay
Union Bank

Butch Lindley

Farmer and Investor

Robert Montgomery

Retired Attorney

Scott Negri

Developer

Gina Nucci

Former Shareholder,
Mann Packing Co.

Cynthia Peck

Vice President, CHOMP

William Perocchi

CEO, Pebble Beach Co.

Ernie Pineda

President, Valley Coast Market
Wells Fargo

Robert Weakley

Entrepreneur

Edward Zander

Business Executive

EMERITUS DIRECTORS

Peter Blackstock

Brigitte Wasserman