



BOYS & GIRLS CLUBS  
OF MONTEREY COUNTY



*Anniversary*

“My reading has improved. I’ve gone  
from the bottom to the top of my class!”

- Anayah, age 10

# 2017 Annual Report



**GREAT FUTURES START **HERE.****



## From the desk of Michael L. Jackson, President & CEO

Thank you for helping our young people claim great futures at the Boys & Girls Clubs of Monterey County (BGCMC)! Without you, we wouldn't be celebrating half a century in the community.

As you can imagine, celebrating 50 years of service is no small feat for any business, let alone for a nonprofit. This accomplishment is a direct reflection of the care our community has for the children we serve.

Over the past 50 years, we have served 30,000 members, 75% of them from low-income households, many from single-parent homes lacking a college education. These circumstances can greatly limit a child's access to the resources and opportunities they need to thrive. The community's support ensures that every child we serve has the opportunity to achieve academic success, adopt a healthy lifestyle, and develop good character.

As we look toward the next 50 years we have a clear vision to expand our services and spaces for teens, improve our facilities, reduce our energy costs, and deepen the impact of our innovative academic and wellness programs.

In the following pages, you will read about some of our fantastic programs, services and events, and how your support makes a difference for hundreds of children every day!

Sincerely,

Michael L. Jackson, Ed.D.  
President & CEO



# GREAT FUTURES START **HERE.**

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### 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](http://WWW.BGCMC.ORG)





We serve over  
**100,000**  
healthy meals  
a year



Since 1968, we  
have served over  
**30,000** members

We've awarded  
**\$546,000** in  
college scholarships  
since 1996, **\$39,000**  
in the 2016-17  
fiscal year



The Clubs  
provide over  
**86,000 hours**  
of homework  
assistance  
annually



Ours was the  
**first club** in the  
nation to  
establish a  
Science Center



**140** kids took part  
in our reading  
program last year  
and boosted their  
fluency an average  
of 24 words per  
minute

**265** kids  
improved in math  
by half a grade  
level over the last  
two years



Our teen leadership  
Keystone Club logged  
approx. **485**  
community service  
hours last year.

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# A Little About Us

The Boys & Girls Clubs of Monterey County (BGCMC) focus on three critical outcomes:

## **Academic Success, Healthy Lifestyles, and Good Character & Citizenship**

Since 1968, BGCMC has helped thousands of children claim great futures by offering after school and summer programs.

The Clubs serve an average of 600 children and teens a day with life-changing mentorships and award-winning programs. Our staff and volunteers serve as trusted mentors and advocates for our youth, offering every child opportunities, 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.



# Making a Difference

Our talented and trained youth development staff establish trusting relationships, offer meaningful guidance and make a positive impact in the lives of youth.

## **By the numbers:**

- We employ **62** Difference Makers
- **407** individuals volunteered for BGCMC in the last year
- We serve approximately **3,000** youth a year



*“What I hope to impart on the kids is good values, and that they pay it forward.”*

*- Jonathan Lupisan, Impact Specialist*





## Turning 50



Founded by retired U.S. Army Sergeant and Seaside resident Roosevelt Williams in 1968, BGCMC now operates two Clubhouses that serve an average of 600 children a day with high-quality programs provided by trained youth development professionals.



## Milestones

1968	Roosevelt Williams establishes the Boys Club of the Monterey Peninsula
1973	Church purchased to serve as first Clubhouse
1985	Girls are included in membership Name changes to Boys & Girls Clubs of the Monterey Peninsula
1994	New Seaside Clubhouse opens after raising \$2.1 million
2000	Name changes to Boys & Girls Clubs of Monterey County
2003	New Salinas Clubhouse opens after raising \$12 million
2010	The Clubs celebrate serving 25,000 members since opening
2016	Clubs are awarded the Monterey County School Board Association's "Excellence in Education" award
2018	The Boys & Girls Clubs of Monterey County celebrates 50 years of service

# 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 our community. The Academic Success initiative ensures on-time grade progression and develops skills through homework assistance, academic intervention support, targeted programs and STEAM integration.



*“My daughter loves coming to the Club, it is the highlight of her day. She loves art, reading, her new friends, and everything else you have to offer.” – Parent*

## Healthy Lifestyles

Children cannot focus on their education if they are hungry, unhealthy, or unsafe. This is why our Clubs are critical to providing a safe place after school and during summer, that serves 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.



*“It's nice to have healthy food here, because some kids don't eat like that at home.”  
- Lizette, age 9*

## 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 youth with caring youth development professionals is an essential part of how we help our youth succeed. BGCMC works to foster young people's good character, their ability to make positive life choices and their willingness to serve others.



*“The golden rule is to treat others the same way you would like to be treated.” - Anthony, age 8*



# Summer Programs

Over 1,350 kids and teens took part in our 2017 summer activities, ensuring positive gains in their education while staying safe, active and healthy. Last summer, approximately 26,805 nutritious meals and snacks were served, 129 youth received math and literacy intervention to prepare for the upcoming school year, and 50 field trips were offered.

*“Thank you for teaching me new things I will need to know for the future and helping me make new friends.”*  
- Carolina, age 11



## Intervention - Read Naturally, DreamBox

The Clubs use Read Naturally to improve reading proficiency among Club 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! Last year 140 kids participated in our reading program, improved their reading fluency an average of 24 words correct per minute, and completed 1,600 stories!



DreamBox Learning Math is an adaptive, online K-8th grade math program designed to complement classroom instruction and deliver results. Driven by Intelligent Adaptive Learning technology, DreamBox adapts to students' actions to meet them at the right level—with personalized instruction that promotes student decision making and strategy development. DreamBox has a challenging, standards-aligned curriculum and is available in English and Spanish. The program empowers our Difference Makers with real-time data and insights to support our members' academic development and ensure they receive the instruction they need to succeed.

Over the last two years we have helped 265 kids in math improve over half a grade level and complete 2,295 individualized lessons.

# Special Events

## Gang Prevention Summit

BGCMC's 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. Youth and families are invited to attend the annual event, which features educational activities and panelists who speak about how they navigated through these challenges.

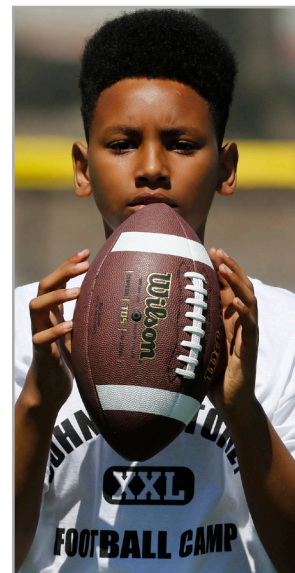
*"I've attended the summit every year, and have seen change and growth for the better each year." - Ted Black, community advocate*



## 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 residents of Monterey County. 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 with the campers.

*"It gives me a chance to work on my skills. I feel like I've progressed over the last four years." - Justin, age 14*



## Field Trips

Our field trips include college tours, visits to the Monterey Bay Aquarium and other opportunities for experiential learning. The chance to read, create, persist and problem-solve through field trip experiences are vital for our kids. They make connections to what they learn and to the real world, while having fun exploring their community. From 2013 to 2017, we offered 103 field trips with nearly 2,000 youth attending!



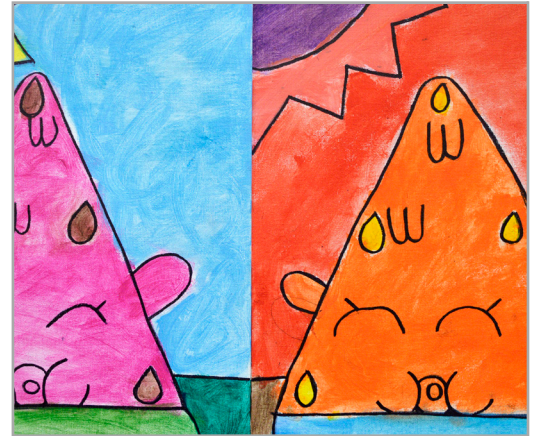
*"I could see myself writing the programming for those underwater robots in the future!" - Johnny, Tech Challenge participant about the MBARI field trip.*



# Youth Arts Exhibit

BGCMC has presented the Marti Mulford Youth Arts Exhibit annually for more than 15 years, featuring art created by members of the Clubs. The 2018 Marti Mulford Youth Arts Exhibit featured more than 40 pieces of art. The artists' ages range from 6-years-old to 18-years-old.

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



# Adopt-A-Family

Our Adopt-A-Family program offers supporters a chance to fill wish list items for families who need a little help during the holiday season. Support also includes monetary donations and assistance from local organizations and businesses.

*"I will always cherish that day because of the smiles it brought on the faces of my siblings and the happy tears it brought my parents." - Korina, BGCMC Alumna*



# Career Expo

The Career Expo, an annual BGCMC event, offers youth an opportunity to learn from professionals in a variety of fields. Industry professionals include more than 30 speakers each year, with 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 2017, approximately 300 attendees took part in the Expo.



*"No way, are you serious?! I can't believe I get to do a job shadow at KION!" - Carla, age 16*



Pictured from left to right is Sebastian Barajas, Gustavo Perez, Joshua Matadamas, and Omarr Wilson.

In 2017, BGCMC honored 2018 Youth of the Year recipient Joshua Matadamas, as well as Salinas Youth of the Year Sebastian Barajas, Seaside Youth of the Year Finalist Omarr Wilson, and Salinas Finalist Gustavo Perez.

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 for modeling healthy behavior to others. As part of the award, Joshua received a \$10,000 college scholarship, and Sebastian received a \$2,000 scholarship.

**Joshua Matadamas** has been a consistent member of the Seaside Clubhouse for over a decade and considers it his second home. His goal is to attend San Jose State University to learn film and media and go on to become a Director of Photography.

**Sebastian Barajas** is a high school senior at North Salinas High School maintaining a 3.69 GPA. He plans to attend San Jose State University or Sacramento State University, and pursue a Doctorate of Dental Medicine.

**Omarr Wilson** is an honor roll student at Seaside High School and has been an active member of the Seaside Clubhouse since he was 6 years old. He plans to major in Forensic Science with a minor in Biology or Chemistry.

**Gustavo Perez** is a junior at North Salinas High School. He takes pride in leading by example and helping those around him and hopes to encourage his peers to do the same. Gustavo was awarded an apprenticeship with the First Tee program for his dedication, leadership abilities, and respect for others.



# College Scholarships



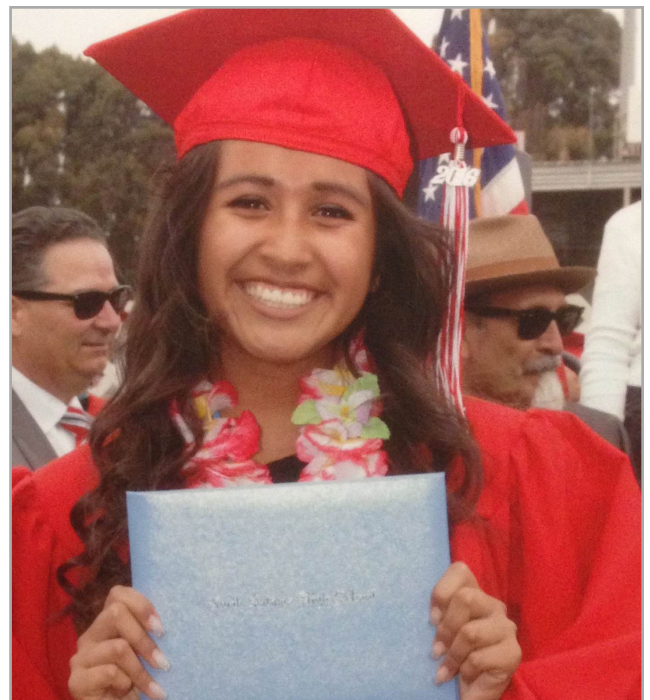
BGCMC seeks to provide financial support for members who have made the commitment to academic success and service to their community. Through generous donations, we are able to offer college scholarships annually to members who wish to pursue a post-secondary education. We also help our members seek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

*“Out of all the schools we visited I love San Jose State University the best. I am definitely going there after high school.” – Gustavo, age 17*

## College & Career Readiness

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. We are thrilled to announce that in 2016-17, 100% of Club teens met academic standards to progress to the next grade level, a strong indicator that they are on-track to graduate.

This fall 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 fact, in 2017 we awarded our Club teens \$39,000 in college scholarships, most as first-generation college students!





**BOYS & GIRLS CLUBS  
OF MONTEREY COUNTY**



*Anniversary*

## Invest in Great Futures Campaign

Our 50th Anniversary represents a unique opportunity to build a brighter future for our kids and our communities. With your help, we will raise and invest **\$6 million** to strengthen our programs, facilities, finances and services.

### **Academic Success - \$1,500,000**

Our goal is for 100% of our members to stay on track in school and progress to the next grade level. Your investment will ensure we are able to recruit and train qualified and committed staff; 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**

Children can't focus on learning if they're hungry, unhealthy, or unsafe. 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 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**

We're planning new and better Teen Centers in both Clubhouses. An investment in these spaces will have a lasting effect on their lives.

### **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 are installing solar panels at both Clubhouses! Solar energy will reduce our carbon footprint by 5,400 tons of CO<sub>2</sub> emissions over the life of the system and save over \$80,000 a year in utility bills.

### **Capital Improvements - \$1,250,000**

Opening the Salinas Clubhouse in 2003 allowed us to triple the number of young lives we can change. 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 news

As part of its expanding green initiative, BGCMC is going solar at their Salinas and Seaside clubhouse locations. The Salinas Club converted to solar energy in March of this year. Solar installation at the Seaside Clubhouse is expected to be completed by the start of the summer.

Solar system installation costs for the 42,000 sq. ft. Salinas Clubhouse total \$250,000. The **Harden Foundation** provided 100% of the funding. Costs for the Seaside Clubhouse, a 24,000 sq. ft. center, total \$190,000. The **Nancy Eccles and Homer M. Hayward Family Foundation** has issued a \$100,000 grant toward that project, matched by the **Posey Family Foundation** and the **Flagg Family Foundation**.



## Teen Center news

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 Seaside portion of the project is estimated to cost \$519,567. Cost for the Salinas improvements are estimated at \$229,567. The **Monterey Peninsula Foundation** (MPF), host of the AT&T Pebble Beach Pro-Am and the PURE Insurance Championship, recently offered a matching grant of \$300,000 for the project. Additional funding is currently being sought to meet the match by October 1st.

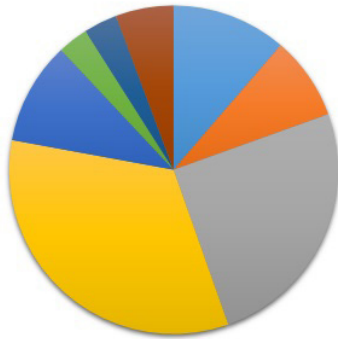


**To discuss funding opportunities, please contact our development staff at [development@bgcmc.org](mailto:development@bgcmc.org) or call (831) 394-5171.**

# FINANCIAL REPORT

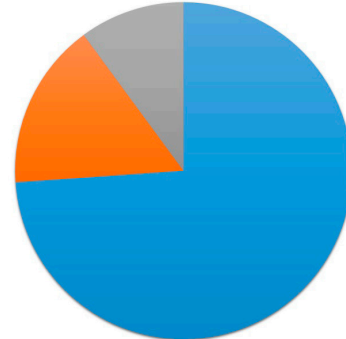
FISCAL YEAR ENDING JUNE 30, 2017

## Revenue



Individuals, family foundation contributions	33.3%
Foundations, organization contributions	25.1%
Government grants	11.3%
Special events, net expenses	10.1%
Business, corporation contributions	8.2%
Other income	5.7%
Investment income	3.3%
In-kind contributions	3.0%

## Expense



Program services	73.9%
Fundraising	16.0%
Management & Administration	10.1%

**Total Revenue** \$4,825,055

**Total Expenses** \$4,548,823

## Statement of Financial Position

### Assets

Cash and cash equivalents	\$519,623
Pledges and other receivables	449,207
Prepaid expenses	5,000
Investments	2,072,519
Property and equipment, net	5,167,047
Land leases, net	680,073
Beneficial interest - Community Foundation	145,306

**Total Assets** \$9,038,775

### Liabilities and Net Assets

Current liabilities	\$602,213
Deferred Revenue	410,156

**Total Liabilities** 1,012,369

**Net Assets** 8,026,406

**Total Liabilities & Net Assets** \$9,038,775



# We extend our deepest gratitude to the following for investing in the lives of children and families in our community!

## Individuals and Families

### \$25,000 or more\*

Tim and Lynn Allen  
 Ted and Velma Balestreri  
 Peter and Barbara Blackstock  
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 Maureen Baroni-Boogay  
 Lynn Booth-Scanlon  
 Richard and Judith Borda  
 Garth Borman

\*Reflects total contributions received in 2017

## We extend our deepest gratitude to the following:

### Individuals and Families continued

Sandie Borthwick and Gloria Souza  
 Nancy Bowen  
 Julie Boyd  
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 Dwight and Gwenn Brainard  
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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 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 our community.

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