Growing Together.

2018-2019 Annual Report

for Boys & Girls Clubs of Metro Phoenix and Boys & Girls Clubs of the East Valley





GROWING TOGETHER

When school is out, youth and teens need productive, engaging programs to enjoy during those out-of-school hours. Boys & Girls Clubs fills the critical need for out-of-school supervision and care by providing a safe, nurturing environment for kids to learn, create, socialize, exercise and grow.

Our mission is to empower all young people, especially those who need us most, to reach their full potential as productive, caring, responsible members of the community. Our programing is carefully calibrated to ensure our Club Members gain the skills and resilience to successfully navigate childhood and prepare for adulthood. We guarantee cost will never be a barrier for a child or teen.

OUR MEMBERSHIP

Boys & Girls Clubs of Metro Phoenix (BGCMP)

AOTAL MEMBERS

Boys & Girls Clubs of the East Valley (BGCEV)

6,365

9,791

4,734



7,619

1,631

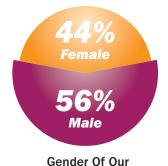


2,172

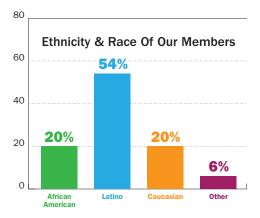


Members Living At Or Below The Federal Poverty Level

(The total income for a family of four is \$25,750)



Membership
(Less than 1% Transgender or Questioning)



2019 Federal Poverty Level, https://www.thebalance.com/federal-poverty-level-definition-guidelines-chart-3305843

"I cannot describe the peace of mind I have in knowing my kids are not only safe - but also happy when they are at the club. I like the sports they offer, as well as the homework club."

- BGCMP PARENT 2018

NOTE: The data included in this report for Boys & Girls Clubs of Metro Phoenix reflects the time period of September 1, 2018 through June 30, 2019. These 10 months reflect the change BGCMP made to our fiscal calendar to correspond with the standardized dates used by the majority of non-profit organizations. Data in this report for Boys & Girls Clubs of the East Valley reflects the fiscal year July 1, 2018 - June 30, 2019.

GREAT FUTURES START HERE

Our programs aren't just fun — everything we do has a purpose. We want to ensure kids' academic, social and emotional success. Our Outcome-Driven Club Experience is focused on Four Priority Outcomes for the youth we serve.



Boys & Girls Clubs

FORMULA FOR IMPACT





OUTCOME-DRIVEN CLUB EXPERIENCE

Five Key Elements for positive youth development

High-Yield Activities

Targeted Programs

Regular Attendance

PRIORITY OUTCOMES



Academic Success

Graduate from high school ready for college, trade school, military or employment.



Good Character & Leadership

Develop strong character and take actions that make a positive difference in the community.



Healthy Lifestyles

Adopt a healthy diet, practice healthy lifestyle choices and make a lifelong commitment to fitness.



Career Pathways & Workforce Readiness

Build knowledge, skills and learning experiences to prepare for the 21st century workforce and lifetime economic potential.

Five Key Elements



Build a Safe,
Positive
Environment



Establish
Supportive
Relationships



Create Fun



Offer Opportunities and Set Expectations



Provide Recognition



ACADEMIC SUCCESS

Learning doesn't end when school is out. Our programs are designed to foster a culture of high expectations and academic achievement. We focus on increasing high school graduation rates and decreasing school absenteeism, and we encourage kids to create ambitious, achievable post-secondary goals.

Every Club offers a unique array of programs designed to educate and delight our members. All Boys & Girls Clubs offer academic enrichment programs, including STEAM (science, technology, engineering, arts and math) initiatives, homework help, financial literacy, and summer programs to prevent summer learning loss.





Scholarship Support to Graduates

BGCMP distributed \$64,328 in scholarships for 19 Club alumni during this fiscal year. In 2018-2019, **BGCEV distributed \$52,940** in scholarship funding to 27 alumni.

GOOD CHARACTER & LEADERSHIP

At Boys & Girls Clubs, we engage with our members to model the importance of giving back to the community. We equip our youth and teens with the tools they need to become responsible, caring adults and active, participating members of the community by offering character development and leadership skills programs.

Our members treat each other with respect, demonstrate civility, serve others at the Club or in the community, and understand their rights and responsibilities as community members. While serving others in a variety of different and age-appropriate ways, they learn empathy, cooperation, leadership and communication. These skills benefit our members in their immediate, daily lives while preparing them for adult life and a career.





"I liked our service project downtown the most because I think we made a difference and I enjoyed getting to know some other club members better. We had fun and it felt good to help people we didn't even know."

- Tween Club Member

HEALTHY LIFESTYLES

Boys & Girls Clubs do more than provide care and recreation. Through our health and wellness programs, we offer a variety of resources to help our Club members make healthy choices. Our food and healthy living programs are guided by the principle that every young person should be equipped to make healthy decisions resulting in social, emotional and physical well-being.

Our members gain the confidence to take responsibility for their actions via a combination of nutrition education, team sports and gym time. Our healthy lifestyles platform teaches our members that informed decisions about health and social issues is the difference between a life with limited options, and a life filled with hope and opportunity.

This year, thanks to a grant from Blue Cross Blue Shield of Arizona, we partnered with Bayless Integrated Health to add a Wellness Coach into one Club to support the emotional and mental health needs of our youth. The Coach spends time with youth in group settings, and can offer family or individual behavior health counseling at the Club, removing barriers of access and transportation, and eliminating some of the stigma around mental healthcare. It's also improving the overall climate in the Club. Our coach is training staff to identify risks and negative behaviors and how to offer positive interventions.

All of our members can enjoy a healthy, hot dinner at the Clubs each night and a snack after school. Boys & Girls Clubs is one of the largest nonprofit meal providers in the State.

Annual Food Program Totals for Program Year 2018 – 2019

BGCMP*:





273,716

Free, hot, healthy meals served to hungry youth in Clubs

197,355

Nutritious snacks served to kids after school

176,649

Free, hot, healthy meals served to hungry youth in Clubs

64,721

Nutritious snacks served to kids after school

1.615

Total Weekend Meal Backpacks distributed to families in need during the 2019 summer

73,849

Summer meals for members

30,339

Summer snacks for members

471,071 TOTAL SNACKS & MEALS



*Program Year 2018-2019: Transitioned to using USDA CACFP/SFSP Program Year (PY) 10/1/18 - 09/30/19. Meal and snack served numbers in previous years were based on the BGCMP fiscal year dates.

345,558 TOTAL SNACKS & MEALS

BGCEV:

Mesa Arts Academy

July 2018- June 2019

Breakfast: 6,719 (5,912 free/reduced)

Lunch: 29,928 (26,265 free/reduced)

MAKING A DIFFERENCE: OF PARENTS AGREE THAT OUR FREE MEAL & SNACK PROGRAM IS IMPORTANT TO THEIR FAMILY

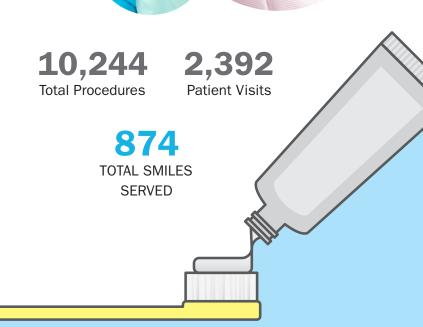




At our Bob & Renee Parsons Children's Dental Clinic, we're brightening the future by brightening smiles.

Located at our I.G. Homes Branch, our clinic is a full-service dental facility that provides high-quality, low-cost services for children aged 5-18. Thanks to a new partnership with A Brighter Way, the clinic can now see patients with and without dental insurance and we offer a mobile clinic that visits Clubs to expand our reach.

We provide comprehensive oral exams, routine care and preventative screenings among other services. Our team strives to make each visit a positive, educational experience, and we're committed to delivering excellent dental care in a safe and nurturing environment.





CAREER PATHWAYS & WORKFORCE READINESS

Paving the Path for Future Success

Boys & Girls Clubs are uniquely situated to prepare youth to achieve success in work and life. Clubs help develop the soft skills like – perseverance, communication and problem solving – and hard skills – like digital literacy, business etiquette, STEM skills, and financial literacy – that are transferable across industries.

Beginning at a young age, Boys & Girls Clubs encourage youth to identify interests and skills and connect those to potential career paths. Career exploration grows into internship and employment readiness and work-based learning for teens.

Last year, BGCMP launched AZYouthforce, a workforce development program of Boys & Girls Clubs of Metro Phoenix, helps teens ages 16-19 identify interests and learn how they can apply these skills to the workplace for their future. Selected teens take part in the AZYouthforce Academy to learn financial literacy, communication and interview skills, critical thinking and so much more. Teens interview for unique paid internship opportunities through AZYouthforce to explore a variety of careers and pathways and develop their own personalized plan for success.



- First time job seekers that need to further develop their skills
- Group-based internship
- Academy staff work with youth and employer to ensure success
- · Career mapping / plan
- Length of internship 3 months

Research confirm teen work experience has a positive impact on high-school graduation rates, continuing education and long-term earning potential. Significant barriers exist for disadvantaged youth looking to enter the workforce.

AZYouthforce strives to level the field by helping young adults achieve their goals – through training, coaching, internships, and rewarding jobs.



SUMMER WAGES EARNED*

\$11 p/h

Talking Stick Resort

\$11 p/h

\$11 p/h

\$15 p/h Bank of America

\$72,766.01

Total Wages Earned

SUMMER HIGHLIGHTS

45

participants were selected and enrolled

26%

have obtained their high school diploma

74%

are currently pursuing their high school diploma

41 of 41

interns successfully completed their internships

LOCAL PARTNERS

AZYouthforce is powered by a dedicated leadership team, staff, and a network of exceptional education, business, and community partners.







23 INTERNS





GAP







WOZ ED

1 INTERN



BGCMP'S ECONOMIC IMPACT

How do you measure the economic impact of an investment in a child's life and well-being? We have story after story from kids, young adults, and parents who tell us how BGCMP changed their lives for the good...

And, thanks to the Seidman Research Institute, W.P. Carey School of Business at Arizona State University, we have numbers to quantify the economic impact we have in the Phoenix Metro area.

The Seidman Institute conducted an Economic Impact Study in 2016 that monetized the benefits of BGCMP to the local community.

Total estimated value of all socio-economic benefits: \$204.9 million

Club member households continued to work, thanks to the provision of safe, affordable out-of-school-time care at BGCMP, benefitting the Arizona economy by \$126 million in one year.

Other benefits included:

- Improved rates of high school graduation and the lifetime earnings of Club members.
- A decline in juvenile criminal activity.
- Reduced levels of teenage pregnancy and motherhood.
- Reduced levels of underage drinking and the use of marijuana and tobacco.
- Enhanced opportunity for parents to continue working.
- Impact of BGCMP operations and volunteers.

WE LOVE OUR VOLUNTEERS

Our Clubs and the Program Services Center rely on the generous and talented volunteers from all over our community. We host corporate teams in the Clubs and off-site, there are student workers, service learning projects, and individuals who support our 16,000+ members.

In total, there were more than 18,000 hours contributed to BGCMP and BGCEV this year, at a value of \$416,664 (industry standard value of \$22.52/hour). Currently, there are more than 140 active corporate and agency volunteer partners. Thank you to the volunteers who supported our youth and programs this year!

BGCMP

1,807 Volunteers
9,500 Hours Contributed
\$216,912 Value

BGCEV

392 Volunteers 9,812 Hours Contributed \$220,966 Value



OUR COMBINED EFFORTS HAVE RESULTED IN

VOLUNTEERS



2,199

HOURS



19,312

DOLLAR VALUE



\$437,878

Note - BGCMP Metrics include:

3,652+ work study hours at a value of approximately \$90,691 2,274+ service learning hours at a value of approximately \$6,822 1,756 Group service hours at a value of approximately \$43,595

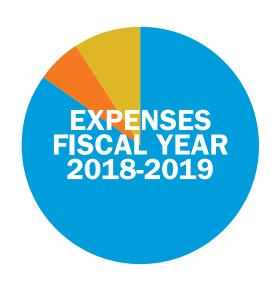
BGCMP Volunteer Services for the ten-month fiscal year 2018-2019. BGCEV Volunteer Services for the fiscal year 2018-2019.

STATEMENT OF ACTIVITIES: BOYS & GIRLS CLUBS OF METRO PHOENIX

REVENUES:	DOLLARS	PERCENT
Contributions	4,952,015	57%
■ Government Fees and Grants	1,012,664	12%
Special Events	1,186,145	14%
Program Service Fees/ Membership Dues	1,053,655	12%
Donated Materials and Services	528,895	6% 📕
■ United Way	56,093	1%
■ Change in Foundation Net Assets	(399,841)	-5%
■ Investment Income/Other	249,002	3% =
TOTAL	\$8,638,627	



EXPENSES:	DOLLARS	PERCENT
■ Program	8,901,351	84%
■ Management & General	653,914	6% =
Fundraising	998,262	9% 📕
TOTAL	\$10,553,527	



A Few More Important Numbers



Stars

96.58

Out of 100



For the 6th year in a row, the Boys & Girls Clubs of Metro Phoenix earned 4 stars from Charity Navigator, the premier charity evaluator. We scored a 96.58 out of 100, allowing us to receive the "Exceptional" rating. This ranks our organization as one of the top charities in the nation.

www.charitynavigator.org

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STATEMENT OF ACTIVITIES: BOYS & GIRLS CLUBS OF THE EAST VALLEY

REVENUES:	DOLLARS	PERCENT
Contributions	2,656,872	27%
■ Government Fees and Grants	2,461,414	25%
Special Events	1,522,816	16%
■ Program Service Fees/ Membership Dues	1,320,388	13% ■
Donated Materials and Services	1,561,667	16%
■ United Way	33,034	0%
■ Investment Income/Other	109,036	1% -
TOTAL	\$9,665,227	



EXPENSES:	DOLLARS	PERCENT
■ Program	8,765,349	86%
■ Management & General	671,435	7% =
Fundraising	785,060	8%
TOTAL	\$10,221,844	

EXPENSES FISCAL YEAR 2018-2019

NOTE: Data in this report for Boys & Girls Clubs of the East Valley reflects the fiscal year July 1, 2018 - June 30, 2019.

Mesa Arts Academy

Title 1 - Mesa Public School

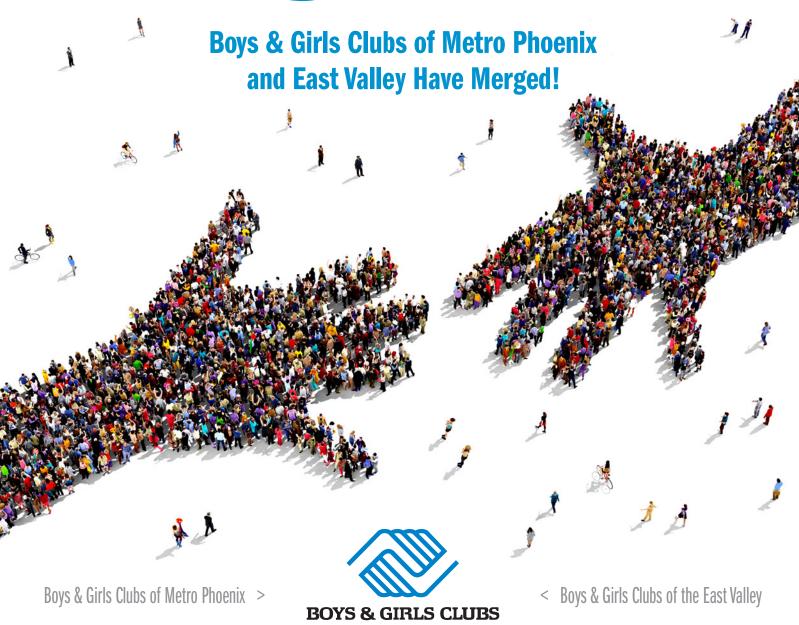




Mesa Arts Academy (MAA), in collaboration with Mesa Public Schools and the Boys & Girls Clubs of the East Valley, provides an excellent academic education for students (K-8th grades) through the use of an arts integrated curriculum. The Grant Woods - Mesa Branch offers out-of-school-time programming onsite, as well as the National Free and Reduced breakfast and lunch program to those who qualify.

To learn more about MAA operations, budget and School Board, please visit: https://www.clubzona.org/school-board.html

Greater Together.



GREATER TOGETHER - BOYS & GIRLS CLUBS OF METRO PHOENIX AND EAST VALLEY

Our Shared Future

For the past 18 months, the Boards of Directors of Boys & Girls Clubs of the East Valley and Boys & Girls Clubs of Metro Phoenix have been collaborating to plan the merger of two of the Valley's largest and most successful nonprofits. In December, the boards approved the plan and the organization has merged into one entity.

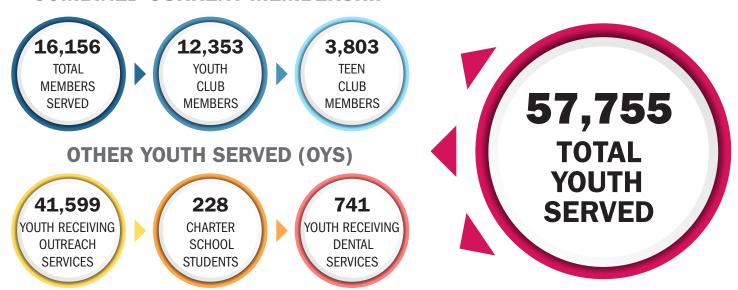
Creating a plan devised for maximum success has involved countless conversations, analysis, stakeholder input, and research that has been gleaned from a nationwide enthusiasm for consolidation in order to increase efficiencies and impact.



Based on 2018 performance, the consolidated organization would immediately become a leader in Arizona in all Key Performance Metrics:

Metric	Combined	Year 2 Projected	Year 5 Projected
Youth - Registered Members	16,000	22,000	25,000+
Number of Sites	27	32	48
Cities Served	13	18	22
Revenue	\$17 million	\$21 million	\$28 million
Expenses	\$17 million	\$20.7 million	\$27.5 million

COMBINED CURRENT MEMBERSHIP





Deepen Organizational Health

When combining resources, effort that may otherwise be expended on redundant activities can be focused on key actions to tangibly move the organization in the direction of its goals. This is one way that capacity is built.

- Accounting
- Advocacy
- Annual Reporting
- Fundraising
- Information Technology
- Marketing
- · Social Media
- Together, the organization is one of the largest Boys & Girls Clubs organizations in the nation, and one of the largest youth-serving organizations in all of Arizona!

Strategic Partnerships

Boys & Girls Clubs of Metro Phoenix and the East Valley enjoy healthy and long-term relationships with many corporations and foundations. Our national and regional partnerships through BGCA are more effective when they are implemented by a coordinated team across 15 metro cities.

As the organization grows, the new organization will be able to demonstrate scale and efficacy at the regional and state level, with proven results with those youth who need us most. We can deepen our partnerships to scale and truly work toward meaningful and lasting change in the lives of the families we serve.

DEEPEN ORGANIZATIONAL HEALTH



- Preserve or improve benefits and pay for staff
- Further professionalize and bring efficiency to back-office functions
- Invest in talent and leadership development internally
- Convert cost savings into program investment

STRATEGIC PARTERSHIPS



- Develop strategic relationships with state and local human services offices
- Partner with school districts and youth orgs to expand opportunities for kids
- Evaluate programs in partners like the Department of Education to elevate enrichment and develop shared outcomes
- Work with USDA and Department of Economic Security to ensure healthy meals for members

Enhanced Programming

The successful integration of Boys & Girls Clubs results in enhanced programs with shared learning to meet local needs and interests. These areas include:

- Tech centers
- · Music & video studios
- Innovation labs
- STEM programming
- AZYouthforce
- Sports leagues, including E-sports
- Arts & music
- Local programs to reflect members' interests
- Focused youth, tween and teen programs

Cohesive implementation of programs allows for better evaluation of programs at scale, providing more opportunity for informed decision making and program development.

Fundraising

Our organization relies on philanthropy to support our operations. With limited earned income from membership, our Clubs are supported by thousands of individuals, corporations, and foundations to ensure access to our Clubs for the families who need us.

Advocacy: A Leading Voice For Youth

Merged, the Clubs serve more than 16,000 members across the Valley and an additional 35,000 other youth in 27 Clubs. This is larger than most Phoenix school districts. Under a single umbrella, the organization is one of the largest nonprofit food providers in Arizona.

Combined, the organization is able to focus on leading the conversation around youth development, educational enrichment, and the critical importance of out-of-school time programming for youth and families. We will collaborate with schools to measure the impact of out-of-school programs on students' reading, math and technology efficacy. Similarly, we can research and report the true economic impact of BGCs as a major employer, as well as the impact of programs on youth and their parents.

EXPANSION OF EXISTING PROGRAMMING



- Proactively build more partnerships needed for future program expansions
- Aggressively pursue funding opportunities based on funding cycle schedules
- Conduct needs assessments of expanded geographies to understand and meet future needs
- Increase marketing of existing programs and resources through business development activities

LEVERAGED MARKETING & FUNDRAISING



- Grow the dedicated events team and dedicated strategic partnership positions
- Expand the team of fundraising professionals
- Seize branding of the new organization's name as an opportunity to promote the mission
- Elevate board engagement in fundraising

By strengthening our message and our reach, BGCs will become the leading voice for youth development in the state of Arizona.



VALLEY LOCATIONS

ADMINISTRATION & SPECIALIZED PROGRAMS

AZYouthforce 4309 E. Belleview St., Bldg, 14 Phoenix, AZ 85008 (602) 954-8182

Bob & Renee Parsons **Dental Clinic** 1601 W. Sherman St. Phoenix, AZ 85007 (602) 271-9961

Program Services Center - East 2602 W. Baseline Rd. Suite #25 Mesa, AZ 85202 (480) 820-3688

Program Services Center - Central 4309 E. Belleview St., Bldg. 14 Phoenix, AZ 85008 (602) 954-8182

WEST

Gila River Branch - Komatke 5047 W. Pecos Rd. Laveen, AZ 85337 (520) 550-1113

6 Jerry & Helen Wisotsky/Peoria Branch 11820 N. 81st Ave. Peoria, AZ 85345 (623) 979-3559

Bob & Renee Parsons Branch 4309 E. Belleview St. Phoenix, AZ 85008

Cartwright School Branch 2825 N. 59th Ave. Phoenix, AZ 85035

(602) 343-1270

(623) 691-2142

13 Ed Robson Family Branch 15815 N. 29th St. Phoenix, AZ 85032 (602) 449-2850

Harry & Sandy Rosenzweig Branch 2242 W. Missouri Ave. Phoenix, AZ 85015 (602) 249-1338

Chandler Compadres Branch 300 F. Chandler Blvd. Chandler, AZ 85225 (480) 899-8302

24 Gilbert Branch 44 N. Oak St. Gilbert, AZ 85233 (480) 813-2020

25 Grant Woods Branch 221 W. 6th Ave. Mesa, AZ 85210 (480) 844-0963

Gila River Branch - Sacaton 116 S. Holly Rd. Sacaton, AZ 85147 (520) 562-3890

← Littleton Branch

■ Compare The Com 1642 S. 107th Ave., Building A Avondale AZ 85323 (623) 936-9020

Louis & Elizabeth Sands Branch 4730 W. Grovers Ave. Glendale, AZ 85308 (602) 375-0400

CENTRAL

15 I.G. Homes Branch 1601 W. Sherman St. Phoenix, AZ 85007 (602) 254-5814

16 Jerry Colangelo Branch 1755 N. 34th Ave. Phoenix, AZ 85009 (602) 424-0410

MLB ALL-STAR/AZ Diamondbacks, A Kieckhefer Family Legacy 548 W. Southern Ave. Phoenix, AZ 85041 (602) 268-3486

18 Palm Lane School Branch 2043 N. 64th Dr. Phoenix, AZ 85035 (623) 691-3574

FAST

27 Ladmo Branch 715 W. 5th St. Tempe, AZ 85281 (480) 858-2400

28 Mesa Arts Academy 221 W. 6th Ave. Mesa, AZ 85210 (480) 844-3965

29 North Tempe 1555 N. Bridalwreath St. Tempe, AZ 85281 (480) 858-6502

Swift Kids Branch 6420 W. Maryland Ave. Glendale, AZ 85301 (623) 939-6952

11 Tri-City West/Thornwood Branch 301 E. Western Ave. Avondale, AZ 85323 (623) 932-1154

19 Spencer D. & Mary Jane Stewart Branch 6629 W. Clarendon Ave. Phoenix, AZ 85033 (623) 848-1022

20 Thunderbirds Branch 9225 S. Avenida Del Yaqui Guadalupe, AZ 85283 (480) 897-6247

21 Warner & Shirley Gabel Branch 1330 N. 15th St. Phoenix, AZ 85006 (602) 252-7968

22 UMOM Branch Open to UMOM families only

30 Queen Creek Branch 22407 S. Ellsworth Rd. Oueen Creek, AZ 85242 (480) 358-3769

31 Stevenson Branch 638 S. 96th St. Mesa, AZ 85208 (480) 472-9071

22 Superstition Mountain Branch 1755 N. Idaho Rd. Apache Junction, AZ 85119 (480) 982-6381



Stronger Together.

Program Services Center - Central

4309 E. Belleview St., Bldg. 14 · Phoenix, AZ 85008 p: (602) 954-8182 · f: (602) 956-3320 · w: BGCMPORG

Program Services Center - East

2602 W. Baseline Rd., Suite #25 · Mesa, AZ 85202 p: (480) 820-3688 · f: (480) 820-4093 · w: CLUBZONA.ORG



















