

A BOLD CHANGE FOR KIDS

FISCAL YEAR 2016 ANNUAL REPORT



BOYS & GIRLS CLUBS
OF PHILADELPHIA

A Message from our Chief Executive Officers



With the help of our supporters, Boys & Girls Clubs of Philadelphia now serves over 8,700 children and teens throughout the city, making us one of the largest youth development organizations in Philadelphia. Even while providing opportunities and hope to youth who would not otherwise have access to needed resources each day, we recognize that we must also look ahead to expanding the reach of our services and maintaining long-term fiscal sustainability.

In partnership with the Comcast Family, we launched our BOLD Change for Kids Campaign in 2015 and have secured over \$12 million of our \$40 million goal to date. Already we have been investing in capital improvements at our Northeast Frankford, Bridesburg, and Wissahickon Clubs. This year witnessed the completion of numerous significant renovations at these sites. We have not only performed essential repairs to unenclosed electrical panels, damaged bathrooms, and broken windows, but also created new Literacy Centers, Teen Centers, Kids Cafés, and athletic facilities that better reflect the great potential we see in our Club kids. These ongoing renovations will enable us to triple the number of youth who can call their Boys & Girls Club home.

As we make great strides to improve our facilities and enhance our programs, we are also dedicated to creating a financially sustainable organization. Since taking over as CEOs in June 2012, we have generated an 80% increase in collections on receivables and pledges and increased funding received from foundations and corporations while decreasing the percentage of our operating revenue that relies on government funding. Additionally, we eliminated our long-term debt. In 2016, our annual Showcase of Wine & Cheese raised over \$1.9 million, representing a 1,200% increase in special event revenue compared to the 2012 Gala.

Each of these accomplishments was possible because of support from the valued members of our Boys & Girls Club family. We thank you for sharing our vision of transforming Boys & Girls Clubs of Philadelphia into a model for Clubs nationwide through our focus on sustainable infrastructure, high quality programming, and strong community partnerships. We hope that you will join us in looking back at our successes over the past year and continue to offer your support in making BOLD Change for Kids a reality and in ensuring that all of our city's young people have the opportunity to find hope.

In the best interest of the kids,

A handwritten signature in black ink that reads "Joseph and Lisabeth Marziello". The signature is written in a cursive, flowing style.

JOSEPH AND LISABETH MARZIELLO

CHIEF EXECUTIVE OFFICERS, BOYS & GIRLS CLUBS OF PHILADELPHIA

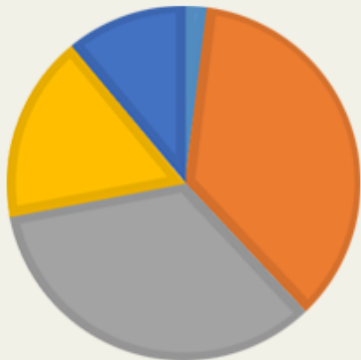
Who We Are & Who We Serve

A Bold History: Boys & Girls Clubs of Philadelphia has served youth since 1887 when the Germantown Club first opened its doors. Since then, we have expanded, providing quality programs to youth in neighborhoods across Philadelphia. As an organization, we have regularly set the national standard: in 1892, our Nicetown Club opened, becoming the first Club in the country to serve girls, and our Wissahickon Club became the first to serve African American youth in 1896. Today, we operate 22 Boys & Girls Clubs in some of the most neglected and distressed communities across Philadelphia. For over 129 years, we have been dedicated to ensuring that all children have the chance to access high-quality programs that will enhance their lives and advance their futures.

Mission: To enable all young people, especially those who need us most, to reach their full potential as productive, caring, responsible citizens.

A Bold Vision: Boys & Girls Clubs of Philadelphia will become one of the premier Boys & Girls Club organizations in the country, solidifying its position as the leading youth guidance and development agency in the community through quality staff, facilities, and programs supported by financial stability and clearly defined standards.

Demographics: Young people from disadvantaged social, economic, and family circumstances have attended our Clubs for over 129 years.



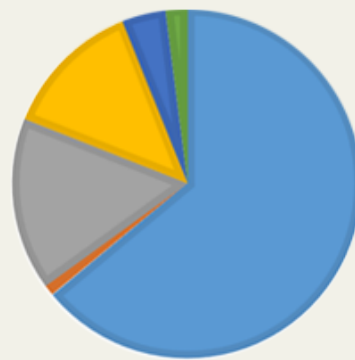
Age

2% 5 and below 17% 13 to 15
36% 6 to 9 11% 16 to 18
34% 10 to 12



Gender

56% Male
44% Female



Race

64% African American 13% Hispanic/Latino
1% Asian American 4% Multi-Racial
16% Caucasian 2% Other

Bold Highlights: FY 2016

Programs & Services

Number of Clubs & Extensions: 22

Total Youth Served: 8,756

Average Daily Attendance-School Year: 950

Average Daily Attendance-Summer: 1,304

Program Expansion & Successes

- Chartered 3 new Club sites
- Expanded our relationship with the Philadelphia Housing Authority to operate summer programs in 12 PHA sites
- Our Call to Action Literacy Initiative, which now operates in 12 Clubs, was recognized by Boys & Girls Clubs of America with the National Honor Award for Excellence in Education & Career Development Programs
- We were 1 of just 5 Club organizations nationwide to receive the Club Director's Teen Challenge Award in recognition of increased teen attendance and enrollment.

Fiscal Sustainability

- In April 2016, we hosted our 4th annual Philly Showcase of Wine & Cheese, raising over \$1.9 million and attracting over 3,500 guests
- Our Bold Change for Kids Campaign has raised over \$12 million to bring hope and opportunity to Philadelphia's kids and communities. To date, we have invested over \$750,000 into remodeling the Northeast Frankford and Bridesburg Clubs, while continuing to raise funds.

This Year We Had:

Youth In Power Hour:
1,271



Youth In Literacy Initiative:
1,251



Youth In STEM:
727



Youth Mentored:
493



Meals Distributed:
135,500



Snacks Distributed:
188,420



Bold Programs & Renovations

Shane Victorino Reception

On October 18, we welcomed Philadelphia Phillies legend Shane Victorino and his wife Melissa back to Philadelphia to celebrate our Victorino Boys & Girls Club. Together with our Club supporters, we were able to raise support for much-needed repairs to the Victorino site. Renovations include building repairs as well as updates to computers and equipment that will allow our Club kids to access resources they need to succeed. At the evening reception, David L. Cohen, Senior Executive Vice President of Comcast Corporation and Chairman of our Bold Change for Kids Campaign, thanked Mr. Victorino for his dedication to improving the lives of Philadelphians. Additionally, we were pleased to announce the new Michael Yasick Literacy Center, in honor of friend and supporter Mike Yasick, which will provide crucial literacy enrichment resources for the youth at our Victorino Club.



STEM Labs



In Philadelphia, only 64% of youth graduate high school, and 34% of these graduates enroll in post-secondary education. We have created state-of-the-art learning environments to promote interest and develop skills in the STEM (Science, Technology, Engineering, & Mathematics) fields. Our STEM Learning Labs offer an umbrella of STEM activities including: the Sea Immersion science mentoring program, the National Society of Black Engineers (NSBE) STEAM Mentoring program, Robotics, and First Lego League (FLL) and Junior First Lego League teams. At each of our Clubs, youth have the opportunity to participate in these programs at least once a week. Overall, the program aims to expose youth to the academic and career options that exist for them in STEM-related fields. Ultimately, this exposure will lead to increased participation by low-income, minority youth in STEM programs at local colleges and universities across the country. Already, we are seeing promising results. Over 70% of participants improve their scores on pre-testing and post-testing, conducted before and after engagement in STEM Learning Labs, that reflects knowledge of scientific concepts. With continued support and improvement, the Boys & Girls Clubs of Philadelphia will bridge the gap between disadvantaged youth and the access to technology that will enable them to excel academically.

Bold Programs & Renovations

Ongoing Renovations

Boys & Girls Clubs of Philadelphia is proud to have been serving youth for 129 years. However, the need for repairs of holes, broken windows, and exposed electrical wires became increasingly apparent over time at our Northeast Frankford Club. With support from the Connelly Foundation, Arcadia Foundation, General Mills, and other partners, we have been able to complete several renovations at Frankford. Electrical panels have been enclosed, and the gym has been remodeled, allowing our youth to enjoy new sports programs such as lacrosse and volleyball.

In addition to the gym renovation, both the boys' and girls' bathrooms have received much-needed remodeling. Previously, the boys' room did not even have doors on the stalls. Also, new windows have been installed throughout the building, replacing the former broken windows that had failed to keep out heat and cold. The new facilities have given our Club kids a renewed sense of pride in their Club.

Work on Frankford's basement is ongoing, which will provide additional program spaces for our youth, including a Teen Center with technology resources that will teach our teens the skills they need to succeed in school and beyond. The renovated basement will also allow room for our Power Hour Program and other educational activities such as Scrabble and Chess Clubs.

Our Bridesburg Club is also undergoing renovations, which are expected to be unveiled early next year. Thanks to support from the Olde Kensington Senior Housing Associates, these updates include repairs to the gym and game room, the addition of a Kids Café where children can learn to prepare healthful meals, and the construction of the Nicholas Cymbala Literacy Center to provide important resources for our Club kids.



Bold Moments

National Recognition

Boys & Girls Clubs of Philadelphia was proud to be honored at the 2016 Boys & Girls Clubs of America National Conference with both an Honor Award for Program Excellence and the Club Director's Teen Challenge Award. Our Call to Action Literacy Initiative was selected from programs across the country as the Honor Award Recipient for Program Excellence in Education & Career Development due to our work at the Solis-Cohen Club. Our innovative approach to literacy at the Solis-Cohen Club includes both in-school and afterschool instruction utilizing the Slingerland multi-sensory approach. Last year, over 120 kids at Solis-Cohen participated in this award-winning program!

Our selection as one of five Clubs nationwide to receive the Club Director's Teen Challenge Award reflects our commitment to expanding program opportunities for teens. Since 2014, teen enrollment at our Clubs increased by 5%, and average daily teen attendance grew by nearly 10%. We strive to continue making progress in engaging teens in our programs and are proud of all the hard work at each of our Clubs that made this recognition possible. We know that our teens are the future of Philadelphia, and we work hard to make sure our programs are interesting, welcoming, and educational for all teens who enter our Clubs!



Comcast Cares Day

On April 30, hundreds of volunteers from Comcast and Rebuilding Together Philadelphia came together for the 2016 Comcast Cares Day, donating their time, resources, and expertise to transform our Bridesburg Club. We were especially honored to welcome special guests, Brian Roberts, Chairman and CEO of Comcast, and Mayor Jim Kenney to our Club! Nationally, Comcast Cares Day is the largest single-day corporate volunteer effort, so we were particularly grateful that they chose to volunteer with Boys & Girls Clubs. Volunteers transformed the Art Room, created a new garden with planter boxes, painted bathrooms and hallways, and cleaned the Teen Center and the rest of our site. This important day provided our youth with an enhanced environment in which to learn and grow into successful young adults. As our valued partner, Comcast remains committed to improving Philadelphia and to going BOLD for our city's youth who need us most.

Bold Moments

Philly Showcase of Wine & Cheese



Our 2016 Philly Showcase of Wine & Cheese, held on April 7 & 8, was our fourth annual Showcase, raising over \$1.9 million to support our youth development programs throughout the city of Philadelphia. During our invite-only Winemakers Private Reserve Dinner on Thursday night, we had the pleasure of honoring our special guest Warren “Pete” Musser, accompanied by Bocelli Wines and BelGioioso Cheese. We would like to give special thanks to our keynote speaker David L. Cohen, Sr. Executive Vice President of Comcast, and to our presenting sponsor, The Union League of Philadelphia, for hosting a luxurious five-star evening with over 400 guests in attendance. The Wine & Cheese fun continued Friday evening at the Pennsylvania Convention Center for the Philly Showcase of Wine & Cheese where over 3,000 guests enjoyed fine wines and delicious tastings by local food purveyors. It was a night to remember not only for Boys & Girls of Clubs Philadelphia, but also for our guests who got to experience all that Philadelphia has to offer!

Disney World Trip

This year, seven lucky Boys & Girls Club members embarked on a trip to the Happiest Place on Earth, Walt Disney World! On October 12, four girls and three boys, along with three staff members, visited Magic Kingdom in Orlando, Florida. The lucky winners were Riley (Bridesburg), Ronnie (Frankford), Aurie (Shane Victorino), Nyeem (Wayne), Jahmir (Wissahickon), Yeadaliz (Lauretha Vaird) and Adore (Germantown). The children enjoyed the beautiful Florida weather as they rode Space Mountain, the Tea Cups, and many more classic Disney rides. They were selected through the summer-long contest, “Caught Being Good,” where they collected tickets on a daily basis for their good behavior at the Clubs. This trip was sponsored by generous donors at the 2016 Showcase of Wine & Cheese. Boys & Girls Clubs of Philadelphia would like to thank Robert Verratto, Christian Wagner, Vince & Kelly Tague, Robert & Tracy Ross, Matthew Casey, Ellen & Win Churchill, and Chuck Zacney for making this trip possible!



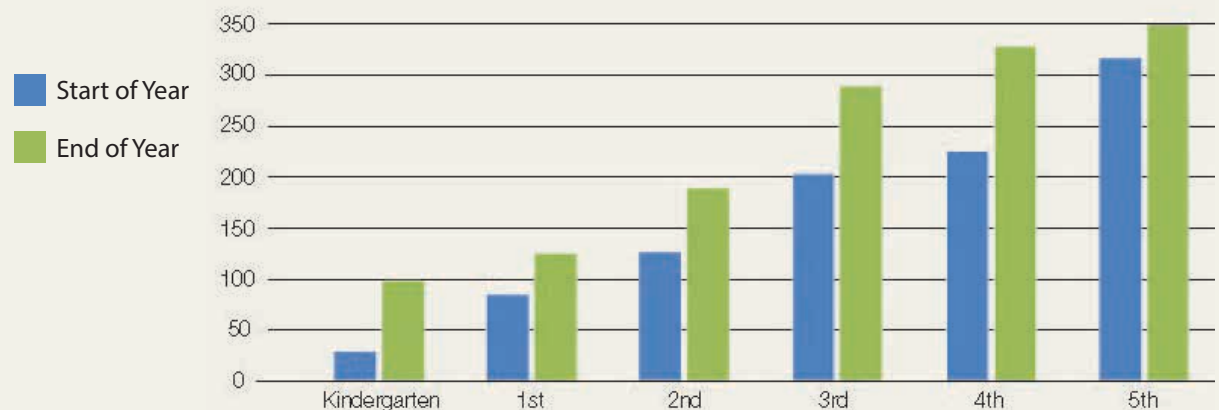
Literacy Initiative

Call to Action Literacy Initiative

Our Literacy Initiative has continued to grow and flourish. The program operated in 10 of our Clubs afterschool and in three of our partner elementary schools during the school day. From September through August, we engaged 1,251 youth in the initiative with an additional 369 participating in literacy-based enrichment at our Philadelphia Housing Authority Extension Sites. We have continued to conduct extensive evaluation of our programming with participants' average DIBELS (Dynamic Indicators of Basic Early Literacy Scores) growing by 74% from October to June. We have also collected report cards from youth participating in the Literacy Initiative. Data from the first through fourth marking periods show that on average, participants' reading grades increased by .18 grade points with an annualized gain of .3473, and their writing grades increased by .38 grade points with an annualized gain of 1.15. Finally, according to our member survey, over 90% of participants enjoyed taking part in the program.



Literacy Initiative DIBELS Scores by Grade, 2015-2016



Success Story: Joelle, 3rd Grader at Germantown Club

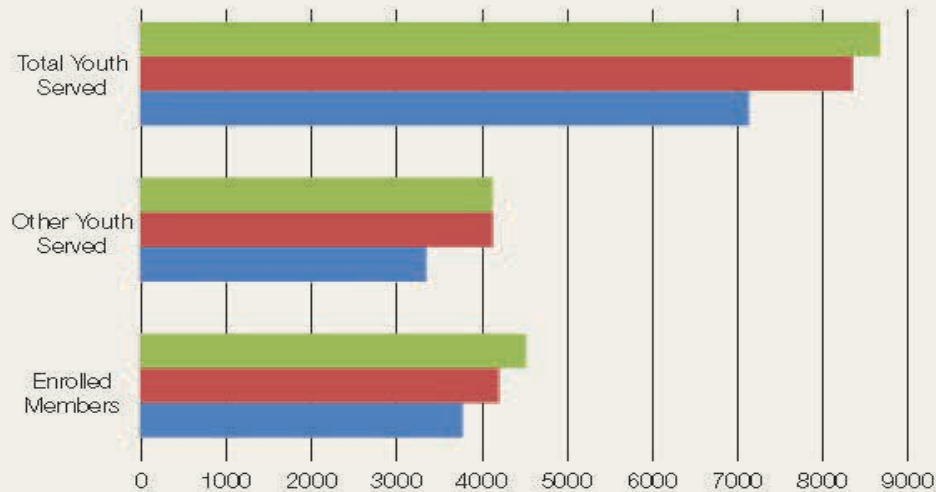
At the beginning of the 2015 school year, Joelle tested below grade level in reading and reading comprehension. He was unable to properly decode and encode words at his grade level and very resistant to reading in general. Following a year of the Slingerland methodology of teaching as well as weekly one-on-one reading sessions, he has shown great improvement in his reading comprehension abilities as well as in his enthusiasm for reading. He also demonstrates a higher level of confidence while reading, enthusiastically asking for more one-on-one reading time. He has recently joined the journalism program at Germantown and contributes regularly to the Club newspaper.

Membership Growth

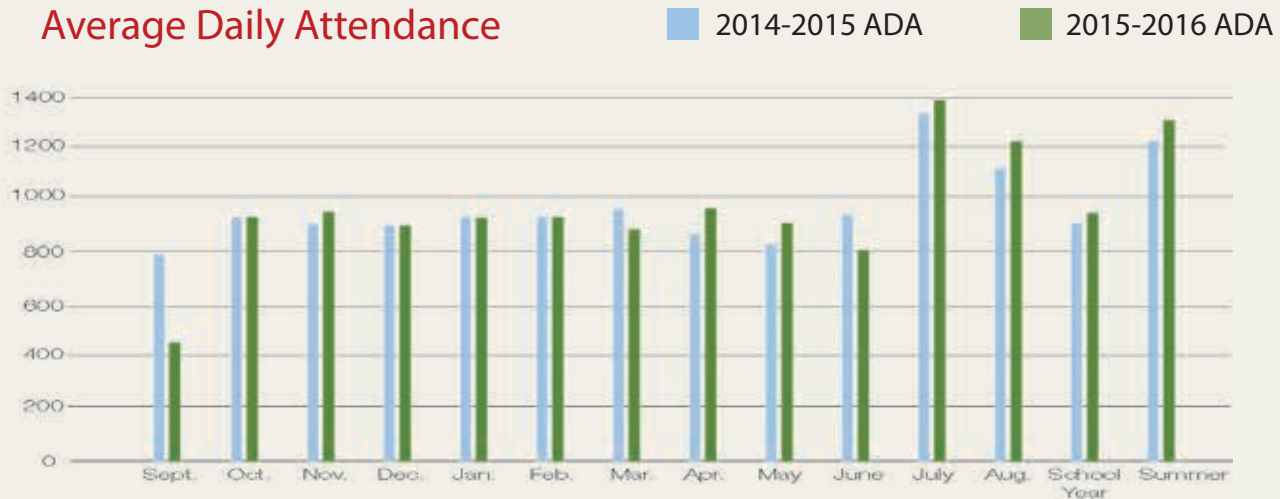
Bold Change Campaign Goals

Boys & Girls Clubs of Philadelphia now serves over 8,700 youth per year, bringing hope to the communities that need it most. Through our Bold Change for Kids Campaign, we aim to expand our reach to 25,000 youth throughout Philadelphia, with attendance averaging between 250-300 youth daily per Club.

Growth in Membership and Total Youth Served



Average Daily Attendance



Join Us & Create Bold Change

WANT TO CREATE BOLD CHANGE FOR THE
YOUTH WHO NEED IT MOST IN PHILADELPHIA?

Donate to Boys & Girls Clubs of Philadelphia at
bgcphila.ejoinme.org/donate

Contributions are tax deductible to the extent permitted by law. A copy of the official registration and financial information of Boys & Girls Clubs of Philadelphia, Inc. may be obtained from the Pennsylvania Department of State by calling toll-free within Pennsylvania, 1-800-732-0099. Registration does not imply endorsement.

Our Tax Identification Number is 23-1966756



CEO Joseph Marziello with Chairman and CEO of Comcast, Brian Roberts

Notes

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

GREAT FUTURES START **HERE.**



BOYS & GIRLS CLUBS OF PHILADELPHIA

BOYS & GIRLS CLUBS OF PHILADELPHIA

ADMINISTRATIVE OFFICE

1518 Walnut Street, Suite 712

Philadelphia, PA 19102

P: (215) 735 - 8818

F: (215) 735 - 8549



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