



Message from Our President-Chief Executive Officers

Throughout 2018, we continued making Bold Changes to improve opportunities for Philadelphia's youth. Through the Power of Leadership, we have brought new resources and partnerships to the kids and communities that need us the most. As a voice for change and advocate for our youth, it is with great excitement and optimism for the future that we will unveil the complete transformation of our Northeast Frankford Boys & Girls Club in the spring of 2019. Located in a community where 65 percent of the children live in poverty, just 14 percent of youth read proficiently and only five percent test at a proficient level in math, the need for a full service Boys & Girls Club in Frankford is great. It has been through this Power of Leadership and advocacy that we were able to make these much needed renovations to Northeast Frankford's 118 year-old facility a reality.



As we continue to renovate our Clubs and expand opportunities for youth, we are addressing critical and life altering issues within the communities we serve. With one out of four children in North Philadelphia facing food insecurity, we are proud to report that in 2017-2018 we served approximately 80,000 hot meals (two meals per day) from the newly established Kids Café at our Wissahickon Boys & Girls Club. With the fresh aroma of hot chicken, vegetables and homemade desserts, the kids are not only enjoying nutritious meals, but they are learning kitchen etiquette and recognizing the importance of cooking meals from scratch, rather than a frozen dinner or box meal. In order to expand upon this effort and continue to decrease the number of youth in North Philadelphia facing hunger, we are in the process of constructing Kids Cafés at our Wayne and NE Frankford Clubs, which will be unveiled this spring.

We continue to build the momentum with our Bold Change for Kids Campaign and rely on you, our champions, to bring a voice to, and advocate for those youth whose voices are too often unheard. Through the power of your leadership we continue to make great strides for Philadelphia's youth by transforming our Clubs into welcoming, 21st-century spaces, strengthening Philadelphia's academic landscape through our Call to Action Literacy Initiative and STEM Labs, and bringing the hope and opportunity for a bright and optimistic future to all kids.

Please join us in continuing to **Go Bold** and help us make 2019 another year to be proud of!

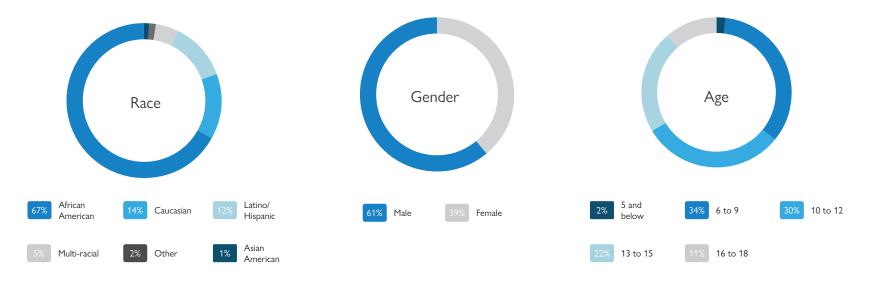
In the best interest of the kids,

Din and far Margine

Lisabeth & Joseph Marziello, President-Chief Executive Officers

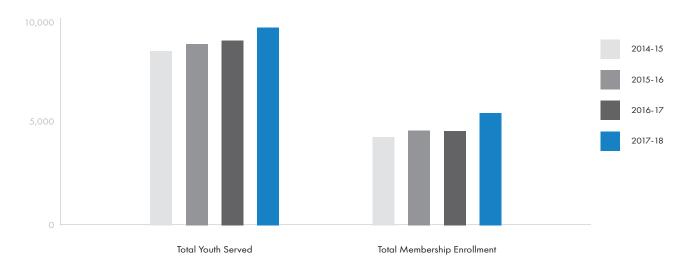
Demographics

Young people from disadvantaged social, economic, and family circumstances have attended our Clubs for over 130 years.



Membership Growth

Boys & Girls Clubs of Philadelphia now serves over 9,500 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 throughout Philadelphia, with attendance averaging between 250-300 youth daily per Club. From 2017 to 2018, membership grew by 20%.



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 130 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 Organization 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.



Bold Highlights FY 18

Programs & Services

Chartered Club Sites: 15 Unchartered Extension Sites: 4 PHA Partnership Summer Camps: 3

Total Registered Members: 5,434 Other Youth Served: 4,136 Total Youth Served: 9.570

Average Daily Attendance: 1,052

Program Expansion & Successes

- Through our **Bold Change for Kids** Campaign, we completed renovations to the STEM Lab and Tech Center at the Northeast Frankford Boys & Girls Club. Since beginning the campaign in 2015, we have invested over \$2.5 million into improving our facilities
- Increased membership by 19% from the 2017 membership year to the 2018 membership year
- Expanded to a new school extension site, with Boys & Girls Clubs now reaching more than 100 youth at Edmonds Elementary school

Fiscal Sustainability

• In April 2018, we hosted our sixth annual Philly Showcase of Wine, Cheese & Beer, raising over \$2 million and attracting more sponsors and vendors than ever before!



Youth in Literacy Initiative

1.284



Youth in Power Hour

1.455



Youth in STEM Programming



Youth Mentored

486



Youth Participating in Flag Football

Hot Meals Distributed

72.302



Meals Distributed

147.885



Snacks Distributed

184,387

734

Snapshot FY 19

AmeriCorps

In August 2018, Boys & Girls Clubs of Philadelphia was awarded a three-year grant from the Corporation of National and Community Service to introduce our AmeriCorps Great Futures program to 10 Club locations. Through this program, we will engage 36 AmeriCorps members annually in service to expand our Literacy Initiative, provide consistent access to STEM programming and implement high-yield programming for Club members in Kindergarten through 8th grade. Since the start of the program, our AmeriCorps members have provided over 5,000 hours of service to more than 365 youth throughout the organization. In November, AmeriCorps members organized a STEM Expo where youth learned about robotics, life science, physics and more!

Leading through Literacy

June 2018 marked the five-year anniversary of our Call to Action Literacy Initiative. In celebration of our accomplishments, Boys & Girls Clubs of Philadelphia is partnering with the Brethren Community Foundation, Prentice School, Boys & Girls Clubs of Fullerton and Boys & Girls Clubs of the Central Orange Coast to expand our work to Clubs by serving youth in Fullerton, Santa Ana and Sonoma, California. In January 2019, BGCP's Executive VP of Grants, Training & Development and Executive VP of Education, Literacy and Training led a week-long best practice sharing session for 30 staff at the California Clubs emphasizing multisensory instructional techniques. This training marks the beginning of a partnership that will transform Boys & Girls Clubs across the nation into leaders in Literacy education and intervention

Power of Leadership

Announced at the 2018 Coach's Private Reserve Dinner, through the Power of Leadership program, Boys & Girls Clubs of Philadelphia and Global Partners will show our youth the world! Thanks to the generosity of Global Partners, each year, our Youth of the Year winner and a staff advisor will receive an all expense paid, educational tour of eastern Africa. This trip will include a safari at the Ngorongoro Crater, a UNESCA World Heritage Site, observation of community meeting in Singida Tanzania, and a tour of the Bwindi Impenetrable Forest. In June 2019, our first lucky recipient, 2014 Youth of the Year winner, Zainab Abdullahi will embark on this life-changing experience. The Power of Leadership will enable us to continue fostering the growth of our Youth of the Year, while teaching them the importance of service and developing their knowledge of the world.



Youth of the Year

Boys & Girls Clubs of Philadelphia hosted our annual Youth of the Year event on Saturday, February 17th, 2018 at our Bridesburg Club. Youth of the Year exemplifies every Clubs commitment to enable youth to achieve their full potential and demonstrate their service within the community. Each of our nine Clubs nominated a teen who demonstrated true leadership, character, and vision for the future of America.

This year 10 teens were nominated to be honored as Youth of the Year, and although all of these young adults demonstrated high achievement and stewardship, David Waskiewicz was chosen by the panel of judges after a series of interviews.

David is a senior at Roman Catholic High School and has been a member of the Bridesburg Club for almost 12 years. His activities at the Club have included Torch Club member and President, Keystone Club member and President, events coordinating, baking, mentoring, and Junior Staff. "I say this time and time again, the Bridesburg Boys & Girls Club is my home away from home. The Club, as the kids in my neighborhood and I call it, was, and forever will be, the best thing that ever happened to me."

For the second year, Boys & Girls Club of Philadelphia also held the Junior Youth of the Year for younger members ages 10-13, giving 10 kids the opportunity to be recognized for their upstanding character and accomplishments. Two winners were selected from those nominated: one representing traditional Clubs and the other representing extension sites. Demaj Ellis and Serenity Myers, although only in seventh and eighth grade respectively, were chosen for their drive, involvement and leadership within their Clubs.

A special thanks to Senator Christine Tartaglione and Philadelphia Fire Commissioner Adam Thiel for their involvement during the event by providing encouragement to our youth that they can, and will, make a difference in the city of Philadelphia.



Literacy Initiative

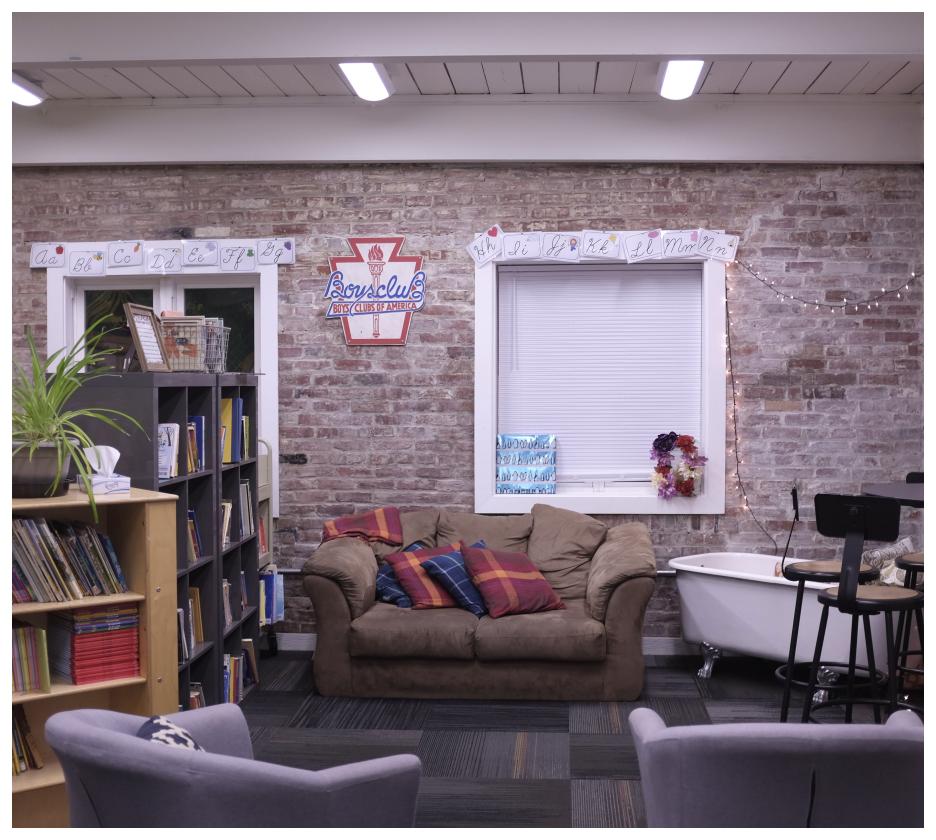
In its fifth year, our Literacy Initiative continued to bridge the educational gap in Philadelphia's most impoverished neighborhoods by serving over 1,200 youth. The program operated in 12 of our Clubs after school and in three of our partner elementary schools during the school day. For the last four years we have partnered with the School District of Philadelphia through our work at William Cramp Elementary School, James J. Sullivan School, and Solis-Cohen Elementary School. This year, we added a fourth school partnership site and now provide both in and out of school Literacy programming at Edmonds Elementary school.

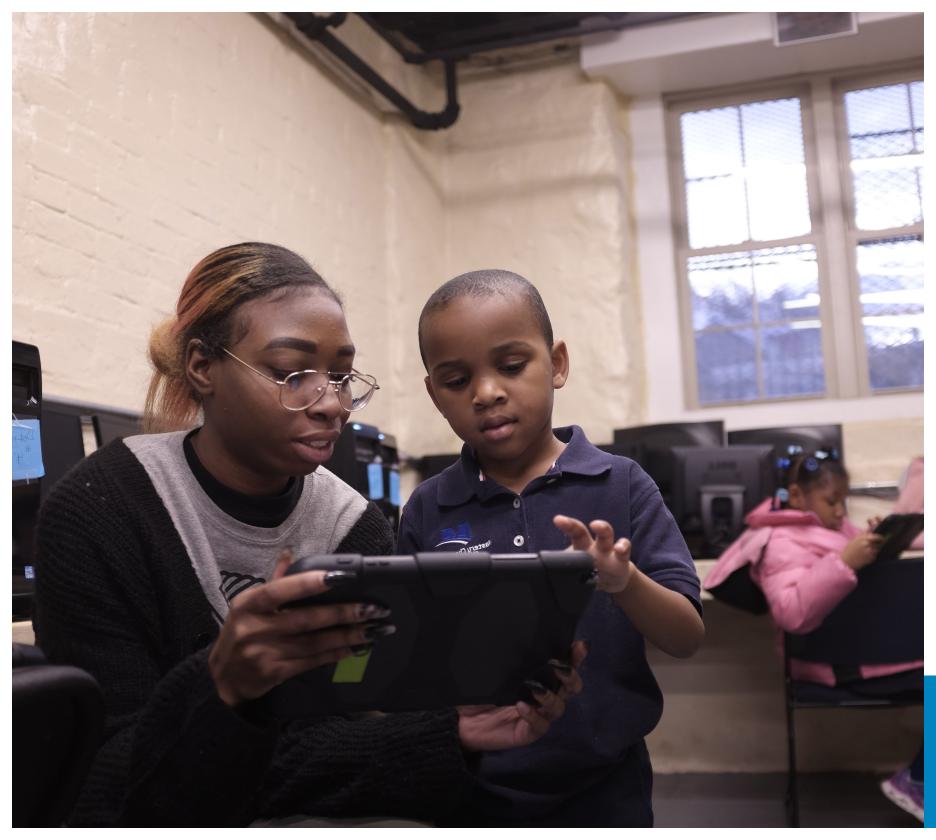
We have continued to conduct extensive evaluations of our Literacy Initiative. Average participant DIBELS (Dynamic Indicators of Basic Early Literacy Skills) assessment increased by 73 percent from October to June. Additionally, report card data shows that, on average from the first through fourth grading period, participants reading grades increased by .05 grade points and their writing grades increased by .06 grade points. Finally, according to our member survey, 80 percent of youth felt that participating in the Literacy Initiative improved their academic performance.

Success Story

The success of our program is best illustrated in the growth realized by our youth such as Alibriany, a third grader in the Literacy Program at Sullivan. Support from her Literacy Supervisor this year helped her understand the importance of reading and writing skills and realize her goals as a student. At the beginning of the year, Alibriany struggled with focusing during Literacy and was easily distracted and prone to arguments. She was able to read only 11 correct words with 15 errors (42% accuracy) on her start of year assessment. After daily Literacy sessions and many coaching discussions, Alibriany began to focus and improve her attention and communication. Now, Alibriany is a leader and role model for behavior and attention to her academics. She makes good choices, pays close attention during lessons, and has fun while engaging with her work. On the end of the year assessment, she read 27 words correct and improved her overall DIBELS score by 20 points.

Start of Year End of Year Start of Year First Grade Second Grade Third Grade Fourth Grade Fifth Grade Sixth Grade





STEM

Over the last four years, Boys & Girls Clubs of Philadelphia have worked to strengthen our STEM programs in order to ensure that all youth have the opportunity to learn about Science and Technology. This year, thanks to generous support from the Sea Research Foundation, Merck, Samsung, AstraZeneca, Chubb Charitable Foundation, Boys & Girls Clubs of America and others we were able to offer a wide variety of STEM programs to youth of all ages. Youth enjoyed participating in our STEM Mentoring, DIY STEM, NASA Ready 4 Robotics and Catshot Aviation programs this year.

The STEM mentoring program pairs youth 6 to 10 with a peer or adult mentor to complete projects focused on the local watershed and water treatment process, renewable energy, endangered species, recycling and other topics, while developing fundamental math and science skills. Through hands-on activities, youth complete four units throughout the year and create culminating projects to teach their peers and family members what they have learned. Youth really enjoyed working with their mentors to use Chromebooks and Lego robotics kits to design a model of the journey their water takes on its way from the river to their glass.

The DIY STEM program engages youth from 10 to 12 in activities focused on energy and electricity, engineering, food chemistry, aeronautics, and sports medicine. Through this program, youth participated in hands-on projects such as creating a light bulb using a mason jar, building sustainable bridges out of Popsicle sticks and building a robot that could draw on its own. Youth who began the program with little interest in science really grew throughout the year, with several expressing interest in science or technology related careers by the time the program came to an end.

In the spring of 2018, Boys & Girls Clubs of Philadelphia was selected as a pilot site for NASA's Ready 4 Robotics program. Through this curricula, youth from our Shane Victorino, Wayne Avenue and Fairmount Clubs explored programming through the Lego Mindstorms software, where they learned how to give their own robots instructions. Not only did the members learn about coding and programming, but each child strengthened their teamwork skills by taking on various team roles as they worked.

By increasing our youth's exposure to STEM knowledge, we can better prepare them for the educational and economic landscape of the 21st century. Boys & Girls Clubs of Philadelphia will continue to be a model for STEM engagement in our community and ensure that our youth have access to pursue any fields or topics that interest them.

80%

of participants liked to engage in science projects 80%

of youth were curious to learn more about science, computers or technology 82%

of youth improved their science grade or maintained a B average

Teen Leadership Programs

In 2018 Boys & Girls Clubs of Philadelphia teens participated in a trio of leadership programming designed to develop character and promote civic responsibility. In combination: the Masonic Lodge Life Skills Camp, the Valley Forge Retreat, and the Good Citizen Award help our teens develop into tomorrow's leaders.

Through the Masonic Lodge Life Skills Camp, youth who are recognized as positive role models and leaders at the Club spend the week working with others from around the region, taking part in team building activities, lectures, shared reflection, group discussion and handson learning experiences. All activities were designed to help youth identify community issues and brainstorm solutions to them. They then brought the lessons learned at the Life Skills camp back to the Club and work with their peers to proactively implement their solutions. Middle School youth who participate in the Masonic Lodge Life Skills camp are invited to participate in the Freedoms Foundation Leadership Valley Forge Retreat in High School. This program emphasizes the democratic process, teaching youth how to interact as citizens in our republic by participating in mock trials, debates, and congressional sessions.

The final element of the Pinnacle Leadership program is the Good Citizen Award. This program, open to high school juniors, teaches teens about the role of the republic during the civil war and the functions of local government. Hosted at the Union League, the program emphasizes how their institution helped to preserve the Union. Youth then learn about lobbying and advocacy and participate in a mock trial focused on a local court case. This provides Club members with valuable perspective and exposes them to generations of Philadelphia's leaders.



Disney

There is a moment: maybe it's when the monorail comes to a final stop, the ferry docks, or after walking through the gates for the very first time—when Cinderella's castle is fully visible. That's when a first time visitor to Walt Disney World, regardless of age, feels different. It's magic. It's special for everyone, but perhaps it is even more special and more impactful for a child who grew up thinking that Disney World was just a place they would see on TV or in a movie, but never be able to experience in person.

After a very successful summer, Club Kids who displayed positive behavior were put into a drawing for an opportunity to experience the magic of Walt Disney World as a part of our annual "Caught Being Good" campaign. This program is not only another example of how Boys & Girls Clubs of Philadelphia helps kids make the right choices and to grow into productive members of our community, but it also is an example of how the Clubs aim to provide happiness and joy to children who do not have as many happy moments as others around the city.

This year, Mickey welcomed new Mouseketeers – Areyanna B. (Bridesburg), Cai M. (Frankford), Elijah C. (Germantown), Alaijah W. (Rosen-Homes), Himir W. and Kori W. (Shane Victorino), India G. (Wayne), Carlos S. (West Kensington), Jaianah W. (Wilson-Park), Lorraine D. (Wissahickon), and Sophia G. (Vaird) for being thoughtful, considerate, kind, and just good kids. Thanks to our amazing and selfless donors from the 2018 Philly Showcase of Wine, Cheese & Beer, as their support sent eleven good kids (and three chaperones) to the "Happiest Place on Earth," where they experienced the magic of Disney!



Renovation Update

Throughout 2018, we continued making **Bold Changes for Kids** through capital improvement projects at our Northeast Frankford and Wayne Avenue Clubs. Thanks to the support from the Connelly Foundation, General Mills Foundation, Ericksen Family, PA Department of Community and Economic Development, Wawa Foundation and others, we have begun work to create a brand-new Social Recreation space and renovate the gym at the Northeast Frankford Club and to equip the Kitchen at the Wayne Avenue Club to become a full-service Kids Café.

The creation of a new social recreation space and gym renovation at Northeast Frankford, represents the final stage of renovation for this facility. Since 2016, we have invested \$1.4 million to transform this dilapidated Club into a state-of-the art space that promotes learning, creativity, teamwork and leadership. Since beginning our work at Northeast Frankford, Club membership has expanded by 62 percent, with over 300 first time members enrolling in Club programs. Once construction of the Social Recreation room and gym are completed, we will begin work to add on a fitness center and new entryway, marking the complete transformation of the facility.

Looking ahead to 2019, we are excited to break ground on the Ralph J. Roberts Boys & Girls Club in Germantown, to be constructed within the envelope of the current facility. In partnership with Comcast, we are actively raising the funding needed to support this project which will include the addition of a brand new gym, and complete renovation of all interior spaces within the Club to create a state-of-the-art STEM Lab, Teen Center, Social Recreation Room, Art Studio, Music Studio and Kids Café.







Wine & Cheese

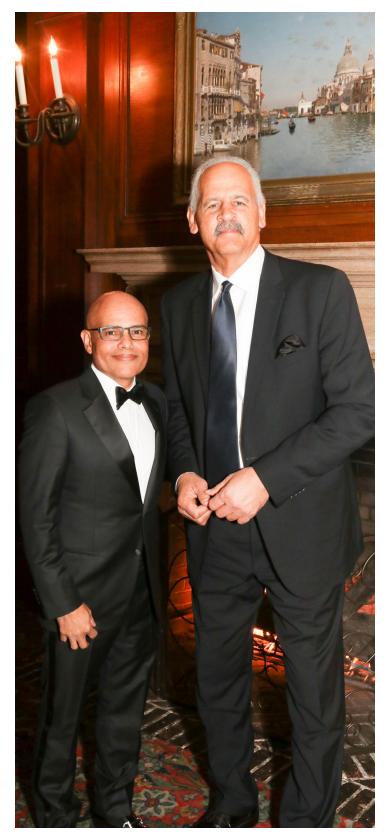
The Sixth Annual Philly Showcase of Wine, Cheese & Beer was a tremendous success as over \$1.8 million was raised to support Philadelphia's kids and communities.

Held over two nights in April, the festivities kicked off at the historic Union League of Philadelphia with the Coach's Private Reserve Dinner, hosted by Eagles coaching legend, Dick Vermeil. Nearly 500 leaders from Philadelphia's business and philanthropic community gathered as we paid legacy tribute to local attorney Rob Ross, whose journey from Club Kid to Club Champion remains an inspiration to all and living proof of the difference Boys & Girls Clubs can make in the lives of our members. While celebrating Rob's accomplishments, guests enjoyed an elegant evening, featuring a five-course meal, top-shelf wines from Vermeil Wines and decadent cheese by BelGioioso Cheese. While dining, guests were also treated to the musical genius of electric violinist Ken Ford, words of wisdom from Keynote Speaker Stedman Graham and a unique musical performance from singers Bobby Hill and Tyler Perry. The evening was made possible by our generous supporters, especially our presenting sponsors, the Union League of Philadelphia, Ross Feller Casey LLP, Vermeil Wines and BelGioioso Cheese.

The celebration continued on April 20th as 3,000 attendees gathered to sample fine wines, cheeses, beers and specialty foods from a variety of local purveyors. This year, for the first time, the Philly Showcase featured a VIP hour, with doors opening at 5pm, allowing guests to avoid the queues, enjoy a guest performance by Ken Ford and have priority access to all of the fine wines, cheese, beers and specialty foods. Rich and Robert DeSimone provided live entertainment for the evening by covering Frank Sinatra and Bobby Darin, while Coach Vermeil made a special appearance to pour his Vermeil Wines for our guests.

With more guests, vendors and partners than ever, we were thrilled to see such community support to create Bold Changes for Philadelphia youth!

(L - Rob Ross; R- Stedman Graham)



Partnerships

Giving back to the community was a constant theme throughout the year for Boys & Girls Clubs of Philadelphia. Our community service events varied from large corporate events to helping those in the neighborhoods where our clubs are located.

Ernst & Young

For the sixth year in a row, we welcomed back over 60 Ernst & Young employees for their days of service. Volunteer days included painting of program spaces, yard work and beautification of the spaces around our cCubs, and building LEGO kits for Clubs from a LEGO donation. EY teams also volunteered around the holidays by building gingerbread houses with the kids, making holiday gift bags and running holiday themed Bingo.



IMAGE First

IMAGE First has also made our Clubs a popular choice for their employees' day of service. In their fifth consecutive year, we welcomed about 60 employees to our Shane Victorino Club to help clean, paint and spruce up the site. IMAGE First also visited other clubs throughout the year, including holiday events at Harrison and Fairmount, as well as backpack giveaways throughout the summer.

JP Morgan Chase

In addition to the financial literacy presentation held for over 20 youth from several Cubs, JP Morgan Chase also sent over 90 employees to the Shane Victorino Club as part of their day of service. They then sponsored a trip to the movies and a Santa Breakfast for the kids at Wilson Park.

Comcast Cares

Few events rival Comcast Cares Day, where our club kids and their families, along with other community members are partnered with Comcast employees. This year at our Germantown Club, the group completed several projects including a massive trash clean-up on the field and playground area, re-mulching and cleaning of the playground area and equipment, refurbishing the bleachers, and building garden beds. Volunteers ranged from 5-50 years old, including members of the Germantown Community Soccer Club. It was a wonderful way for young athletes and club kids to get a taste of volunteering and community involvement.

We are grateful for the support our corporate sponsors provide, and the examples of community service they, our community partners, families and staff provide to our kids.





Statement of Financial Position FY18

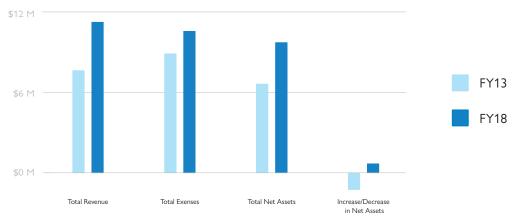




Executive Brief

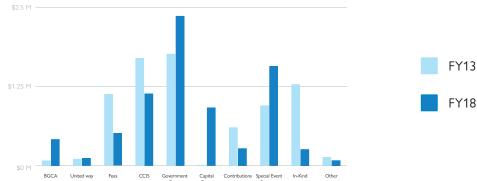
Budget Summary FY13 v. FY18

From FY2013 to FY2018 BGCP's revenue increased by 34% with the percentage of revenue spent on expenses declining by 19%. Additionally, BGCP moved from a \$1.2 million operating deficit to a \$900,000 operating surplus. During this same time BGCP increased membership by 40%, grew from 12 to 22 locations, added 11 full-time Literacy Supervisors and invested over \$2 million in capital improvements.



Revenue Sources FY13 v. FY18

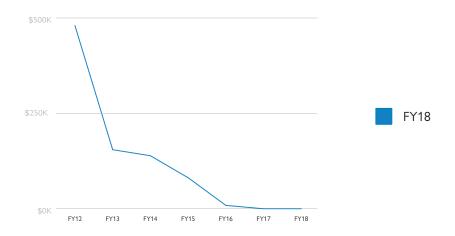
From FY2013 to FY2018, BGCP shifted from a reliance on fee-based income to community and grant support. Income from state-subsidized child care fees and parent fees decreased by 32% and 37% respectively. **Revenue from fundraising efforts** (including, special events, private grants, individual contributions and government grants) **grew by 52**%. Additionally, investments from Boys & Girls Clubs of America grew by 643%



Executive Brief

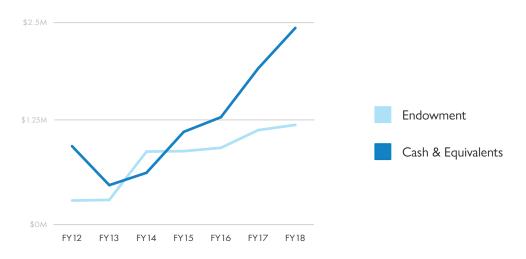
Organizational Debt FY12 - FY18

From FY2012 to FY2018, BGCP eliminated our long-term debt. We have continued successful operations without acquiring any debt.



Cash and Investments FY12 - FY18

From FY2012 to FY2018 BGCP has more than tripled the size of our endowment and realized a 151% growth in our total cash and equivalents, illustrating sustainability and financial responsibility.





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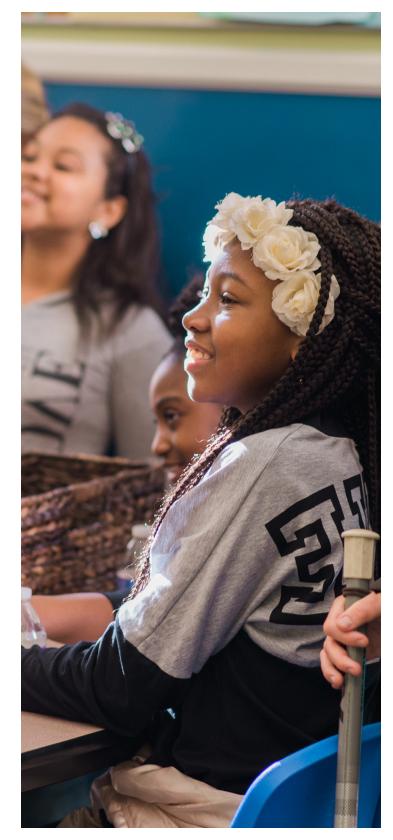
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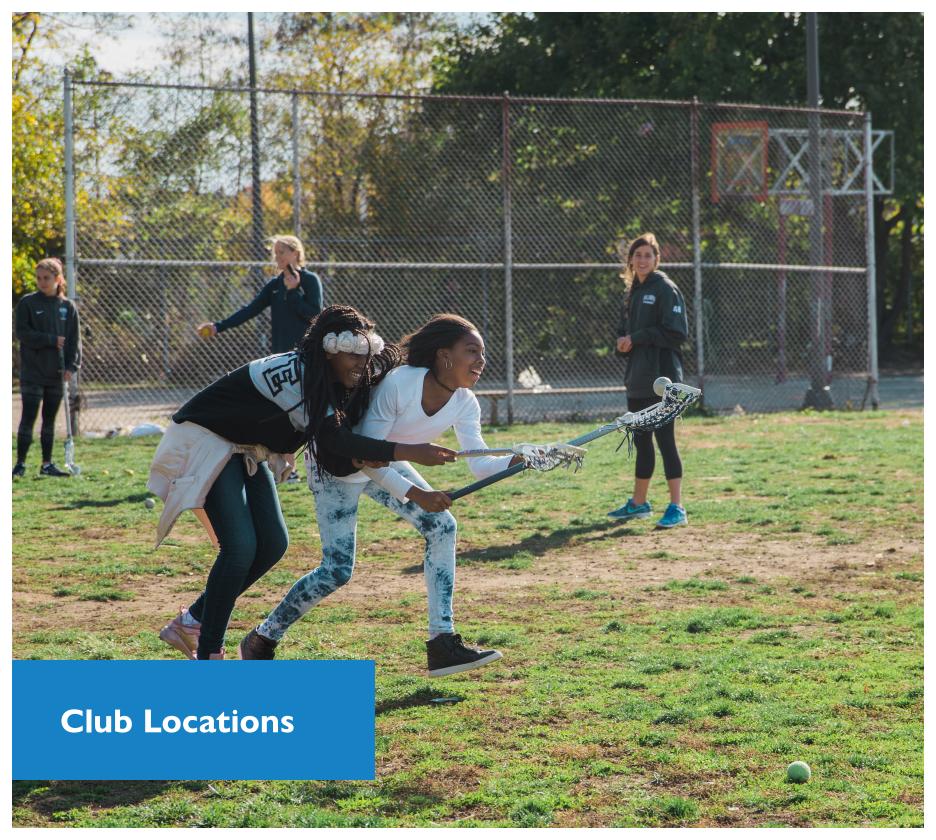
Resource Development Manager

Luke Antonello

Finance Specialist

Wendi Wingfield





Club Houses

Bridesburg Club

2901 Bridge Street Philadelphia, PA 19137

Germantown Club

25 W. Penn Street Philadelphia, PA 19144

Northeast Frankford Club

1709 Kinsey Street Philadelphia, PA 19124 Police Officer Lauretha Vaird Club

4800 Whitaker Avenue Philadelphia, PA 19124

Shane Victorino Nicetown Club

4001 N. Clarissa Street Philadelphia, PA 19140

Wayne Avenue Club

4223 Wayne Avenue Philadelphia, PA 19140 Wissahickon Club

328 W. Coulter Street Philadelphia, PA 19144

West Kensington Club

3426 N. Mascher Street Philadelphia, PA 19140

Philadelphia Housing Authority Sites

Abbottsford

3226 McMichael Street Philadelphia, PA 19129

Fairmount

1100 Poplar Street Philadelphia, PA 19123

Harrison Plaza

1240 N. 10th Street Philadelphia, PA 19122 Hill Creek

528 Adams Avenue Philadelphia, PA 19120

James W. Johnson Homes

2500 W. Norris Street Philadelphia, PA 19121

Rosen Homes

2301 W. Edgley Street Philadelphia, PA 19121 **Spring Garden**

715 Brandywine street Philadelphia, PA 19123

Wilson Park

2500 Jackson Street Philadelphia, PA 19145

Philadelphia Housing Authority Sites - Summer Camp

Champlost Oxford Village White Hall

School Extension Sites

Solis-Cohen Elementary School

7001 Horrocks Street Philadelphia, PA 19124 **Sullivan Elementary School**

5300 Ditman Street Philadelphia, PA 19124 **Edmonds Elementary School**

8025 Thouron Ave Philadelphia, PA 19150



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