GREAT FUTURES START HERE.
Our Mission & Core Belief

Our Mission
Our mission is to inspire and enable all young people, especially those from disadvantaged circumstances, to realize their full potential as productive, responsible and caring citizens.

Core Belief
We believe that young people will achieve extraordinary things when they are provided with skilled & caring staff, fun & effective programs, and first-class facilities in an environment that promotes respect, responsibility & fun.

Average Daily Attendance (ADA)
More than 1,100 in the school year
More than 1,500 in the summer

Total Youth Served
More than 17,000 total youth served

Gender
55% male
45% female

Ethnicity of Membership
28% African-American
28% Latino(a)
16% Asian
13% Caucasian
11% Multi-Racial
4% Other

Facts
Founded: 1891
9 Clubhouses located in the neighborhoods with the fewest resources and two school-based sites, plus Camp Mendocino, a residential summer camp in Mendocino County
Club membership is only $10/year

www.kidsclub.org
In the pages that follow, you will learn about the many successes that children and teens are experiencing at Boys & Girls Clubs of San Francisco (BGCSF). Helping youth learn, grow and succeed is our promise and our passion. We feel pride and joy, and are deeply motivated by the individual stories of youth whose lives have forever been changed by their experience with the Club.

Last year, we linked our youth to more than $1.2 million in college scholarships, placed 292 youth in jobs, and organized our youth to contribute more than 57,500 hours of community service. We expanded our services to two high schools as a pilot project to help us reach more high school-age youth, and we bolstered our services to our 11–13 year olds, to better meet the challenges they face during the critical transitions into and out of middle school.

2013 was also marked by continued progress toward the opening of the new Don Fisher Clubhouse. With its convenient location for local youth and families, easy access to public transportation for kids from across San Francisco and beyond, and our administrative offices relocating to the top floor, this new Clubhouse in the Western Addition community will change the look and feel of our organization for generations to come. We look forward to opening our doors to the community in 2015.

Nearly every day, parents, children, teens, volunteers, merchants, law enforcement personnel, city officials, and donors remind us just how important BGCSF is to the City. We are honored to lead this 122-year old San Francisco institution and thank each of you for supporting the Club financially and/or with your time and talent. We are extremely proud of all the people who make BGCSF a safe and positive place for kids and a critical resource for families.

Sincerely,

Bruce Callander

Rob Connolly

Board Chair

President
292 YOUTH were connected to jobs through the Club

99% of 1st to 8th graders progressed to the next grade on time

more than 57,500 HOURS of volunteer services conducted by our members

100% OF 12TH GRADERS (108 OF 108) who participated in our College Prep program are college bound

84% OF GRADUATES are college bound

98% OF SENIORS who regularly* attend the Club graduated from high school

$1.2 MILLION We linked our youth to over $1.2 million in college scholarships

MORE THAN 17,000 total youth served

* Defined as members who attend BGCSF 15 days or more during a quarter.
Success Equation

Everything we do at Boys & Girls Clubs of San Francisco is focused on helping our members achieve **SUCCESS IN LIFE**.

That’s why we provide high-quality programs and support services that allow our members to leave us at age 18 “ready for life.” Our goal is to positively impact the lives of Club members by focusing on these four essential outcomes:

**SUCCESS IN LIFE**

- **ACADEMIC SUCCESS**
- **HEALTHY LIFESTYLES**
- **GOOD CHARACTER AND COMMUNITY ENGAGEMENT**
- **JOB READINESS WITH EARNING POTENTIAL**

**PROFILES IN SUCCESS:**

- **Academic Success**
  Meet Naim, page 4

- **Healthy Lifestyles**
  Meet Arianna, page 5

- **Good Character & Community Engagement**
  Meet Ariana, page 6

- **Job Readiness with Earning Potential**
  Meet Jose, page 7
Academic Success

Our goal is for every Club member to graduate from high school on time with a plan to attend a college or trade school. Through academic mentoring and enrichment, homework help, one-on-one tutoring, college prep, and scholarships, we ensure that our members stay on the path to success. And we pay special attention during those critical times when young people are most prone to veer off track, like during transitions into middle and high school.

FACING CHALLENGES
Middle school and high school were tough on Naim. Kids made fun of his English, and he struggled with peer pressure and academics. Naim’s parents are very dedicated and take education seriously. But as immigrants in an unfamiliar country, they weren’t always able to help Naim navigate and meet these challenges. That’s where the Club stepped in.

A PATH TO SUCCESS
When Naim’s math grade dropped to an F, the Club connected him to a tutor who helped him bring it up to a B. Club staff also encouraged him to participate in leadership and volunteer groups, which fostered his sense of belonging and self-worth—eventually giving him the confidence to serve as president and vice president of the Keystone Club. Naim also participated in the College Prep Program and learned how to apply for colleges and scholarships. This summer, Naim will start his freshman year at San Francisco State University to pursue a career in teaching.

IN HIS OWN WORDS
“Every day I see teens running towards self-destruction in my neighborhood. But I am running towards a brighter future, thanks to all of the Club staff who were there for me when I needed them most.”
Healthy Lifestyles

Our goal is to become the healthiest place for kids in San Francisco, which is why we provide a healthy, active Club environment, health education and access to health services. Members enjoy sports and fitness programs, as well as behavioral health services provided by on-site therapists. We work hard to ensure that our members are not only healthy now but empowered to make healthy decisions in the future.

FACING CHALLENGES
Arianna’s mother always wanted her to learn how to swim—but lessons were out of reach. When she turned six, Arianna joined the Ernest Ingold Clubhouse, whose STARfish Aquatics Program has made swim lessons accessible to generations of young people in San Francisco. At first Arianna was afraid to even put her face in the water. But swim lessons, and the encouragement of her coach, changed all that.

A PATH TO SUCCESS
Arianna not only learned to swim at the Club but came to love it—and reaped benefits along the way including confidence, sportsmanship and overall fitness. She joined the Club’s girls-only water polo team, which she helped name The Glitter Girls. She also made the novice swim team and recently swam in her first meet.

IN HER OWN WORDS
“If it wasn’t for the Club, I never would have learned to swim! My friends and I are very excited about the new [Don Fisher] Clubhouse because there will be a bigger pool, and everything will be bigger and better! I can’t wait.” (See page 9 for more information.)

2013 HIGHLIGHTS

93% of teens who went through Healthy Relationships Workshops indicated that they will practice behaviors that reduce the risk of HIV/STI

81% of teens showed an increase in positive character traits and decision-making skills as a result of Why Try? (a program that teaches persistence in motivation, avoiding conflicts and problem solving skills)

69 youth were seen bi-weekly or weekly by our licensed clinical social workers through our Behavioral Health Services

A PROFILE IN HEALTHY LIFESTYLES

NAME: ARIANNA
AGE: 8
MEMBER AT: ERNEST INGOLD CLUBHOUSE
YEARS AS A MEMBER: 3
Good Character and Community Engagement

Building strong character and leadership skills in young people has been a hallmark of our work since our inception. Through programs like Torch Club and Keystone Club, we provide opportunities for our Club members to positively contribute to their communities, Clubhouses and Camp Mendocino. Young people learn the skills and traits to be leaders, develop strong values, and become responsible, caring citizens.

FACING CHALLENGES
As a child, Ariana dealt with a lot of traumatic experiences. She bottled up her emotions and put up barriers to keep people from getting too close. She lashed out and got in fights. But deep down, she felt misunderstood.

A PATH TO SUCCESS
Ariana credits Camp Mendocino with “bringing out the true me for the first time.” Up in the Redwoods and away from it all, she found a safe, supportive community of campers and counselors, where she could let down her guard. The staff saw something special in Ariana, and gave her leadership opportunities that made her feel more confident. Ariana’s proudest achievement is earning a Gold C—Camp’s highest award. She has participated in the Leader in Training (LIT) teen staff program for the past four years. She also joined the Camp-2College program, which prepares students for life after high school. Ariana plans to attend a community college, then transfer to CSU Long Beach to study social work.

IN HER OWN WORDS
“At Camp, I gained so much confidence as a Leader in Training. For the first time, I felt needed. Being an LIT was not only my first job, but the first time I felt a part of something.”
Job Readiness with Earning Potential

One of our goals is to improve our teens’ skills and competencies that relate to career readiness and planning. Our teens participate in career development programs that foster their leadership skills; improve their professional competencies; and expose them to careers that are among the fastest-growing industries in the Bay Area. Through Teen Staff, Leader in Training, and internship programs, we provide youth with skills and experiences that lead to sustainable and fulfilling careers.

Facing Challenges
Jose grew up in a dangerous neighborhood. After one of his close relatives got caught up in violence, his parents encouraged him to get involved in more productive activities and chart a different path for his future.

A Path to Success
Jose joined the Teen Staff Program, a one-year intensive, paid, job-readiness program that gives real-world experience. At the Club, Jose enjoyed helping kids with homework during Power Hour, and especially loved working with them on their art projects. Over time, he discovered a real talent and passion for art, and became inspired to pursue a career as an arts educator. The Club has since connected Jose with a scholarship to attend classes at the Art Institute—and is supporting him in his dream to become an art teacher.

In His Own Words
“My life would be different if I didn’t come to the Club. I wouldn’t think about art. It was just a hobby. I would never have known that I could make a career out of it.”

A Profile in Job Readiness with Earning Potential
NAME: Jose
AGE: 17
MEMBER AT: Columbia Park Clubhouse
YEARS AS A MEMBER: 1

2013 Highlights
90% of our core teens increased their knowledge and development of job readiness soft skills
87% of our teens completed a portfolio demonstrating their mastery of work readiness and career exposure
292 teens were connected to jobs through BGCSF (examples of companies include Expeditors International, Old Navy, LocAid, Lowes, Jamba Juice, Ross, McKinsey Consulting, AirBnB, and more)
Boys & Girls Clubs of San Francisco took huge strides in 2013 toward the formal start of construction on the Don Fisher Clubhouse (which broke ground in November). Part of the organization’s Brighter Futures Capital Campaign, the Clubhouse will be a sustaining resource for children and families in the community and throughout the Bay Area for the next 50 years.

A STATE-OF-THE-ART PLACE FOR YOUTH
The Don Fisher Clubhouse is expected to serve 200 children and teens a day in a 30,000 square-foot space. Features will include an art studio, learning center, high-school services center, competition-sized swimming pool and full gym. In addition, our administrative headquarters will be moved from our current location to the third floor of the new Clubhouse.

BUILDING ON A HISTORY OF SERVICE TO THE COMMUNITY
The new Clubhouse will replace the organization’s outdated Ernest Ingold Clubhouse (EI) in the Upper Haight. Opened in 1952, EI has served generations of youth from across the city, but most notably from the Hayes Valley, Lower Haight and Western Addition neighborhoods. It is well-known for its signature Sports, Fitness, and Recreation Programming, including Rebels Basketball and the Aquatics Program. Saying goodbye to the old cherished EI will be bittersweet. But we are excited for the future and to carry on the tradition in a new home that’s more accessible to the kids who need us most.

A STRATEGIC LOCATION
The empty parking lot from which our new Club will rise presented the perfect opportunity for the organization to help a large number of families, and go where the challenge is toughest. Located on Fulton Street between Gough and Franklin, it is within walking distance to most of the public housing in the Western Addition and Hayes Valley, and in close proximity to many public transportation lines. It is considered a “neutral” location capable of drawing kids from all corners of the target neighborhood and from across the city. The new Clubhouse will be located close to City Hall and the San Francisco Unified School District’s main offices, further solidifying our ties to the city we have called home since 1891.
Snapshots of History in the Making

Program areas are designed to give young people the support, guidance, tools, and skills they need to succeed in life.

In May, our president, Rob Connolly, joined Gap Inc. CEO Glenn Murphy and Foundation President Bobbi Silton onstage at a conference to announce to 4,000 employees that our future Clubhouse will be named in honor of Don Fisher—the company’s late co-founder. BGCSF youth were on hand to help present Doris Fisher—Don’s wife and Gap Inc. co-founder—with a rendering of the new Club. Don was an active Board Member and volunteer for BGCSF for nearly half a century.

The new home of our Aquatics Program. Offerings will continue to include open swim, learn-to-swim, and a competitive swim team.

We look forward to the day when we welcome our community of young people, parents, partners, staff, and supporters through the doors and into the lobby of the new Clubhouse.

The late Dr. John N. Callander, Lieutenant Governor of California Gavin Newsom, and Mrs. Barbara Callander at BGCSF’s 2005 Annual Gala.

Our administrative headquarters will be located on the top floor of the new Clubhouse and named in honor of Dr. John N. Callander (1923–2013). He was one of the strongest supporters BGCSF has seen in its 122-year history. A highly-engaged Board member from 1963 until his death, Dr. Callander’s leadership, service and generosity were critical to the success of the organization and particularly to our summer camp, Camp Mendocino.
Remarkably, The Guardsmen and Camp Mendocino partnership has been strong since it began in 1947. Annually, The Guardsmen sponsor hundreds of youth from disadvantaged backgrounds to attend Camp Mendocino. For many campers, it is their first time in the wilderness and they simply would not be able to attend Camp without financial support. Post-camp, our youth show dramatic improvement in leadership, communication skills, self-confidence and environmental awareness. The Guardsmen are an all-volunteer group of 150 successful and community-oriented Bay Area men who mobilize their talents and resources to provide life-changing experiences for at-risk youth. In addition to the financial support of campers, The Guardsmen volunteer their time and talent to the physical upkeep of Camp Mendocino and the Guardsmen President serves on our Board of Governors.

Avery-Fuller-Welch Children’s Foundation provides grant funding for our Behavioral Health Services at five of our Clubs. Funds directly support low-income families with children in need of supportive, remedial therapy, giving them access to our professional services free of charge. BGCSF and Avery Fuller Welch value this innovative partnership, believing that with strong motivation in the child, the therapist, and the family, youth can greatly benefit from short-term behavioral therapy. Anxiety, depression, and traumatic stress are a few of the presenting issues that we can treat through early identification, intervention and therapy.

Department of Children, Youth and Their Families (DCYF) provides significant financial support to all of our Clubhouses and continues to be our largest supporter. Common goals are to ensure that children and youth are healthy, succeeding in school, living in safe, supportive homes and communities, and contributing to the vitality of San Francisco.

Mayor’s Office of Housing and Community Development (MOHCD) provided $85,000 in Community Development Block Grant funding to replace and install a new boiler to heat the Excelsior Clubhouse. We are fortunate to have MOHCD as a long-term partner in maintaining our Clubhouses throughout the years. The Mayor’s Office’s investment and trust in our organization’s ability to provide critical services for the city’s youth is inspiring.

California Department of Education Nutrition Services provides significant funding for three of our nutrition services. Camp Mendocino is the agency’s largest beneficiary program, receiving reimbursements for the menu of three meals a day served to 1,000+ campers each summer. The funding opportunity also allows the Willie Mays Clubhouse at Hunters Point to provide Club members snacks year-round, suppers during the school year, and lunches in the summer.
Thank You, Corporations and Corporate Foundations

The corporate community has embraced Boys & Girls Clubs of San Francisco with its generosity, in-kind gifts, and human capital to support our Clubs and members. These are some of our most generous supporters this fiscal year.

Charles Schwab and Co. engages in a true partnership that includes major financial support from the Foundation, extensive volunteerism in the Clubs, Board representation, marketing expertise, youth workforce development, dollar for dollar matching of employee charitable donations, and teen financial literacy. 2013 was the fifth year Charles Schwab was the Youth of the Year Luncheon Presenting Sponsor. Charles Schwab Foundation strategic philanthropic priorities align with our mission to serve disadvantaged youth in San Francisco, making our city stronger. Since its founding in 1993, the Foundation has been involved with our organization.

Sports Basement has been a tremendous supporter of BGCSF. It has generously supported our Youth of the Year Luncheon and our Annual Gala. Through the Sports Basement Outdoors program, our youth, alumni, and volunteers have had amazing experiences staying active while exploring the beautiful outdoors the Bay Area has to offer.

United Airlines has been a close partner and supporter of BGCSF, through event sponsorship, support of our Golf Tournament, and providing travel arrangements for our youth to participate in basketball tournaments throughout the nation. We can always count on United Airlines to play an important role in our ability to provide high-quality services to youth who need us most.

Much like Boys & Girls Clubs of San Francisco, U.S. Bank believes strongly in supporting student achievement. As the presenting sponsor of our Annual Golf Tournament, U.S. Bank helps us gather over 200 golfers for a day of great competition to raise critical funds to support our Education Initiative. Its ongoing support is invaluable to our success.

First Republic Bank is a longtime supporter of Boys & Girls Clubs of San Francisco. It has been the presenting sponsor of our Annual Gala, which honors an individual or organization for their unwavering commitment to our agency. Additionally, First Republic Bank’s past support of the Youth of the Year program, and leadership on our Board of Trustees, illuminates its ongoing commitment to youth enrichment and leadership programs.

Gap Inc. is a true community leader and a great friend of Boys & Girls Clubs of San Francisco. Whether supporting our teens with career skill development through the Career Launch program and Camp Old Navy or working with our elementary and middle school members on homework completion, Gap Inc. and its employee volunteers prove themselves to be members of Boys & Girls Clubs of San Francisco’s family. Our members’ faces light up as volunteers from Gap Inc. walk through our doors to provide mentorship, beautify our Clubhouses, and offer skill-based support. BGCSF is able to play a significant role in the lives of at-risk youth because of great friends like Gap Inc. They are also a major investor in our Brighter Futures Capital Campaign through their support of the Don Fisher Clubhouse.
PARTNERSHIP WITH SFPD

The San Francisco Police Department and BGCSF have teamed up on a partnership in which every cadet in the Police Academy must participate four afternoons over a four month period at Boys & Girls Clubs as part of their training. Club members and officers are developing a better understanding of each other while engaging in fun and positive activities at the Clubs. Cadets and our youth are very excited about this partnership, now entering its third year.

Community Endorsements

“San Francisco’s success depends on the success of our youth. That’s why I’m proud to celebrate Boys & Girls Club of San Francisco, an invaluable institution that empowers young people to build the confidence and skills they will need to succeed in the 21st century economy and to reach their full potential.”

—Mayor Ed Lee

“The Boys & Girls Clubs provides a lifeline to families and kids. These kids wouldn’t have the opportunities to succeed in life without the Club. Thank you for helping keep San Francisco true to our values.”

—Supervisor David Campos

“BGCSF is more than just a safe place. It opens all sorts of opportunities for kids and also serves as a bright and welcoming spot in the neighborhood that all residents can feel good about.”

—Police Chief Greg Suhr, BGCSF Board Member

“Boys & Girls Clubs of San Francisco is such a key part of having healthy and successful kids in San Francisco.”

—Supervisor Scott Weiner
Thank You, Annual Fund Donors

We are deeply thankful for the generous contributions and support of our donors. Although space limitations permit only a partial listing, our deepest gratitude goes to all of those who have helped make a difference in the lives of our young people.

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Rob Connolly
Financial Review

As of March, 2013

REVENUE 2012-2013

CONTRIBUTED REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals</td>
<td>$1,547,985</td>
</tr>
<tr>
<td>Government Contracts</td>
<td>$1,823,768</td>
</tr>
<tr>
<td>Corporate Contributions</td>
<td>$1,120,632</td>
</tr>
<tr>
<td>Foundation Grants</td>
<td>$1,935,893</td>
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<tr>
<td>Donated Goods &amp; Services</td>
<td>$103,921</td>
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<tr>
<td>Bequests</td>
<td>$21,966</td>
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Total Contributed Revenue $6,554,165

INTERNAL FUNDING

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<td>BGCSF Endowment Draw</td>
<td>$1,519,342</td>
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<tr>
<td>NARR</td>
<td>$3,877,236</td>
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Total Internal Funding $5,396,578

EARNED INCOME

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<th>Source</th>
<th>Amount</th>
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<tr>
<td>Program</td>
<td>$225,103</td>
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<tr>
<td>Other</td>
<td>$279,928</td>
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</tbody>
</table>

Total Earned Income $505,031

TOTAL REVENUE $12,455,774

EXPENSES

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>$8,914,300</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$771,936</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,113,575</td>
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</tbody>
</table>

TOTAL EXPENSES $10,799,811

Statement of Activities—12 Months ending 9/30/2013

*Special Event income is shown by constituent group above—Net revenue $2,069,409

Capital Campaign expenses not included

Unaudited numbers
Special Events

Mayor Ed Lee joined us for our Annual 2013 Charles Schwab Youth of the Year Luncheon

Liam Mayclem, Jamie and Staci Slaughter and Police Chief Greg Suhr at our 2013 Annual Gala

Amy and Alex Tamburro and Glen Bauer show their support at one of BGCSF’s events

Bruce Callander recognizes Larry Nibbi, outgoing Board Chair, at BGCSF’s Annual Board Lunch

Todd Carter, Bruce Callander, and Diana and Steve Strandberg at our 2013 Annual Gala

Fernando Aguilar volunteering at BGCSF’s Annual Boys Night Out Event
Help Our Young People BE GREAT!

**BE GENEROUS**
Help give our city’s youth the tools and education they need to achieve a Great Future. Donate online to support our Clubs and Camp Mendocino. Consider a recurring gift—an easy way to make automatic monthly donations through your credit card, while helping the organization reach its goals. Making an in-kind donation is another great way for you to contribute to the organization and help us reduce our costs.

**BE A BUILDER**
Support Boys & Girls Clubs of San Francisco’s **Brighter Futures Capital Campaign** to ensure all kids, especially those who need us most, have access to our programs and services for the next 30 years.

**BE A PLANNER**
You can make a planned gift to Boys & Girls Clubs of San Francisco and become a member of the Legacy Club. There are many easy and mutually beneficial ways to make a planned gift.

**BE A VOLUNTEER**
There are many great volunteer opportunities that allow us to better meet our mission to serve young people. Learn more by calling Erica Perez, Volunteer & Corporate Outreach Manager, at 415-445-5482.

**BE A CORPORATE LEADER**
Boys & Girls Clubs of San Francisco offers many corporate giving opportunities, from event and program sponsorships, to volunteer experiences that boost employee morale, to workplace giving and corporate matching programs. Show your company’s support for the community.

**BE CONNECTED**
Join our social media platforms. Help us build support by spreading the word about BGCSF to your broader networking base. Visit www.kidsclub.org to stay connected.
Clubhouse Locations

1. **Columbia Park Clubhouse**
   - 450 Guerrero Street
   - San Francisco, CA 94110
   - 415.983.3901

2. **Ernest Ingold Clubhouse**
   - 1950 Page Street
   - San Francisco, CA 94117
   - 415.221.6100

3. **Excelsior Clubhouse**
   - 163 London Street
   - San Francisco, CA 94112
   - 415.334.2582

4. **Mission Clubhouse**
   - 901 Alabama Street
   - San Francisco, CA 94110
   - 415.400.8900

5. **Sunnyside Clubhouse**
   - 1654 Sunnydale Avenue
   - San Francisco, CA 94134
   - 415.584.5028

6. **Tenderloin Clubhouse**
   - 115 Jones Street
   - San Francisco, CA 94102
   - 415.351.3125

7. **Treasure Island Clubhouse**
   - 401 – 13th Street & Avenue E
   - San Francisco, CA 94130
   - 415.351.3125

8. **Visitacion Valley Clubhouse**
   - 251 Leland Avenue
   - San Francisco, CA 94134
   - 415.239.2392

9. **Willie Mays Clubhouse**
   - 195 Kiska Road
   - San Francisco, CA 94124
   - 415.655.5160

**Additional Locations:**

- **Administrative Office**
  - 55 Hawthorne St., Suite 600
  - San Francisco, CA 94105
  - www.kidsclub.org

- **Camp Mendocino**
  - P.O. Box 1790
  - Fort Bragg, CA 95437
  - 707.459.6458
  - www.campmendocino.org

- [Facebook](www.facebook.com/BGCSF)
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- [YouTube](www.youtube.com/BGCSF)
Our mission is to inspire and enable all young people, especially those from disadvantaged circumstances, to realize their full potential as productive, responsible and caring citizens.