The Future Starts Here.

2007 Annual Report

The Future Starts Here.
Core Belief
We believe that young people will achieve extraordinary things when they are provided with high-quality staff, programs and facilities in an environment that promotes respect, responsibility and fun.

Five Core Areas
Character and leadership development
Education and career development
Health and life skills
The arts
Sports, fitness and recreation

About Us
Founded in 1891
Sites: 9 Clubhouses + Camp Mendocino + Project Discover
Average Daily Attendance:
1,171 in the school year
1,221 in the summer months
Club Members: 6,357
Total Youth Served: 12,663
Gender: 55% male; 45% female
Ethnicity of Membership:
35% African-American
25% Latino
17% Asian
13% Caucasian
10% Multi-Ethnic
The future of San Francisco rests with its children. Today’s kids will become tomorrow’s parents, workforce, and leaders. We at Boys & Girls Clubs of San Francisco dedicate ourselves each day to securing that future by giving young people a safe place to learn and grow—and by making the city a more livable place for the families who need us most. With nine Clubhouses in San Francisco’s toughest neighborhoods, we steer children and teens toward productive, responsible adulthood. Our caring staff members provide ongoing positive relationships and help our members build strong character and skills that will last a lifetime. For the more than 1,200 young people who attend our Clubs everyday—and for the city we all call home—*the future starts here.*
LETTER FROM THE BOARD CHAIR AND PRESIDENT

Welcome.

As board chair and president, we are honored to lead this extraordinary institution. Serving the city since 1891, Boys & Girls Clubs of San Francisco (BGCSF) is a treasured resource for youth and their families. We are known as an organization that is committed, trustworthy and strong. This reputation is the result of the dedication of our staff, board members, donors, volunteers, and partner organizations. We are inspired by their commitment and grateful for their leadership and support.

By all accounts, 2007 was among the most memorable and outstanding in our history. In April, we won Boys & Girls Clubs of America’s National Program Excellence Award for Education & Career Service and runner-up for the Arts. In May at our annual Gala, we honored Don and Doris Fisher for their extraordinary dedication, limitless energy, and generosity toward the organization. In July, we were one of the primary beneficiaries of Major League Baseball’s All-Star celebration in San Francisco. On the morning of the big game, we celebrated the dedication and groundbreaking of the Willie Mays Boys & Girls Club at Hunters Point with a host of dignitaries who helped us mark the historic occasion.

The work BGCSF commits to is critical. Life is tough in the communities we serve. Our kids face alarming high-school dropout rates, gangs, crime, drugs, and juvenile violence. Everything we do is focused on helping our young people navigate past these obstacles to achieve success in their lives. Staff and board are executing on a strategy that allows our organization to address these challenges today and to meet the unforeseen needs of San Francisco’s children in the future. The strategy is brought to life thanks to an already successful capital campaign with a $38M goal. Just as our organization has always focused on the youth who need us the most, this campaign is 100% focused on the needs of at-risk youth in our city’s toughest neighborhoods. The number one objective is to positively, significantly, and measurably impact the lives of tens of thousands of San Francisco youth in the coming decade. The campaign entails four major construction projects and initiatives that expand and enhance education, teen, and behavioral health services.

As we look to the future, we are optimistic that the decisions we are making today will help our young people achieve success in life. We thank all of our supporters for their trust in the values and services of Boys & Girls Clubs of San Francisco.

Sincerely,

Steve Strandberg
Board Chair

Rob Connolly
President
“The Club surrounds my kids with a safe environment and caring people who instill positive values in their lives. It brings a sense of peace to my life—and makes me feel like I’m not alone in raising my children.”

*Davena Hambrick, Parent, Ernest Ingold Clubhouse*

“I just don’t know where I’d be if it wasn’t for the Club. It saved my life.”

*Derick Brown, Alumnus and UC Berkeley Student*

“The Boys & Girls Club has proven itself. The people are there. The infrastructure is there. The caring is there. I have no hesitation in saying this is the best contribution you can make.”

*U.S. Senator Dianne Feinstein*

“Having the Club to rely on allowed me to take on more work. If the Clubhouse hadn’t been there, I don’t think I could have supported my family.”

*April Finocchi, Parent, Mission Clubhouse*

“Ever since I’ve been coming to the Club my teacher says I’ve been doing better on my homework. Before I’d just breakdown and cry when I couldn’t do my math. But since this Club opened up, it’s been fun for me.”

*Shaless, 11, Club Member, Willie Mays Boys & Girls Club at Hunters Point*
Positioning the Organization for the Next 30 Years

Campaign Overview

At Boys & Girls Clubs of San Francisco, we know that the promise of tomorrow begins today. That’s why we’ve embarked upon our most ambitious fundraising effort in our 117-year history. The Brighter Futures Campaign seeks to raise $38 million to provide our members with the best possible staff, programs, and facilities. And by guaranteeing our long-term financial security, the campaign will ensure that the city and our kids will be able to count on us for generations to come.

We made great strides in 2007, exceeding our expectations during the quiet phase of the campaign. We are especially thankful to our campaign leaders—Honorary Co-Chair Don Fisher and Campaign Co-Chairs Bob Emery and Rocky Fried—not only for their own pace-setting gifts, but also for tirelessly promoting our cause to other business, civic, and philanthropic leaders.

Our broad support has already begun to make a difference in the lives of our members. In the following pages, you will read about the advancements those contributions have allowed us to make. You will also learn about our plans for the future.

A campaign this ambitious requires the help of the entire community. Working together, we are building a brighter tomorrow, ensuring that all children get the opportunities and support they deserve. We thank those of you who have answered the call to help—and welcome all San Franciscans to join our quest to provide a safer, happier, healthier tomorrow for our youth and our city.

Campaign Goals

1. To positively, significantly, and measurably impact the lives of tens of thousands of San Francisco youth in the coming decade
2. To ensure that Boys & Girls Clubs of San Francisco members graduate from high school, pass the exit exam, and become contributing members of this community
3. To ensure that our members are “college bound,” “job ready,” or enrolled in a trade school when they graduate
4. To lower the rate of juvenile violence in the communities we serve
Quality Facilities

Our Four Capital Projects

We build our facilities and design our programs so that anyone—regardless of the options available to them—would send their kids to our Clubs. We believe our members deserve the best possible spaces to learn and grow—spaces that make them feel like they are the most valued and special people in the world.

The Willie Mays Boys & Girls Club at Hunters Point opened as a state-of-the-art Clubhouse in June 2008. Features include learning and multi-media centers, an art studio, a teen center, a teaching kitchen, a full-size gymnasium, a games room, an internal courtyard and a SFPD Community Policing office.

The groundwork has been laid for the full-scale renovation of our 80-year-old Mission Clubhouse. The Rotary Club of San Francisco—which raised the money for the original Clubhouse—will be a major investor in this historic project. Construction will begin in fall 2008.

Over a seven year period, we are restoring Camp Mendocino—our 76-year-old summer camp—to provide our young people with a world-class residential camp. Upgrades to this 2,000-acre camp include new roadways and bridges, new housing for counselors, a new baseball field and basketball court, and expansion of the ropes course.

The groundwork has been laid for the full-scale renovation of our 80-year-old Mission Clubhouse. The Rotary Club of San Francisco—which raised the money for the original Clubhouse—will be a major investor in this historic project. Construction will begin in fall 2008.

Pictured here on opening day in 1952, our Ernest Ingold Clubhouse will be rebuilt or relocated to better serve the Western Addition community. We will begin conducting research in 2008, including meetings with parents and community leaders to solicit their input on the project.

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Quality Programs and Staff

The Brighter Futures Campaign enables us to deepen and expand our offerings in three critical areas: education, teen services, and behavioral health.

**Education Initiative**

Our new Education Initiative bolsters our academic support programs to ensure that our young people attain **better grades and higher graduation rates**—regardless of the neighborhoods they live in. We now boast **five new highly-credentialed education directors**, **free one-on-one tutoring**, **stronger communications between staff members and schools**, and a stricter requirement that all members participate in a **full hour of learning time daily**. We’ve also restructured so that all Clubhouse activities feature an educational component and every staff member actively engages young people in their academic success. With the new initiative, our priority is clear: **education first**.

**Teen Campaign**

Our new Teen Campaign steps up our efforts to give teens the guidance they need to **successfully advance from eighth grade through high school and into young adulthood**. Teens come to us with unique needs and backgrounds. Many are functioning below grade level. Some have been in the juvenile justice system. All face tough choices every day. This campaign helps meet these challenges by providing **highly-trained, full-time teen directors** in our Clubs; a **formal mentorship program**; **strengthened academic support**; and better resources to ensure they have a **viable life plan** when they graduate. The Teen Campaign—combined with dedicated teen space and our proven **fun, engaging, skill-building programs**—keeps our teens coming back and investing in their futures.

“College wouldn’t have been a thought in my mind if it wasn’t for the Club.”

*Anttwan Stanberry, 2007 Citywide Youth of the Year, Alumnus and College Student*
30% of inner-city youth suffer from Post-Traumatic Stress Disorder (PTSD).

**Behavioral Health Services**

The daily challenges that too many of our members face—including violence, family instability, and lack of basic resources—put them at risk of developing depression, anxiety, and even PTSD. Through our expanded behavioral health services program, members at five Clubhouses are given the emotional support and coping skills they need to succeed. Children and teens benefit from a full array of services at the Clubhouse—individual and family therapy with on-site therapists, prevention and early intervention programs—all within a comfortable and familiar setting, where research shows that kids are more likely to seek out help. In addition, all Clubhouse staff members have received training and coaching to provide a supportive environment that better meets the behavioral health needs of our youth.

“D. has seen a lot in her life and doesn’t always deal well with change or frustration. But since we tried the therapist at the Club, D. has been proud of herself, has stopped fighting and argues a lot less. What a great support for our family.”

*Mother of D., 9-year-old Club member*

**Behavioral Health Services are now offered at the following Clubhouses:**

- Columbia Park
- Excelsior
- Treasure Island
- Visitacion Valley
- Willie Mays Boys & Girls Club at Hunters Point
2007 Event Highlights

The Willie Mays Boys & Girls Club at Hunter Point was named in honor of baseball’s greatest living player during a star-studded groundbreaking ceremony on July 10, 2007—the morning of the All-Star Game.

Gap, Inc. Founders Don and Doris Fisher were honored at our spring 2007 gala for their outstanding commitment to the organization, including Mr. Fisher’s now 44 years of board leadership.

Our Annual Youth of the Year Dinner presents a great chance to hear firsthand the impact that the Clubs have had on the outstanding young people who have been named Youth of the Year—the highest honor we bestow upon our members.

Boys Night Out & Girls Day—two highly-anticipated yearly events—match up volunteers and Club members for buddy events filled with lighthearted competition, games, food and prizes.

Each summer, the renowned Olympic Club—one of the premier golf courses in the country—plays host to our Annual Golf Tournament, giving attendees a rare opportunity to test their skills on this prestigious course while also benefiting our youth development programs.

Look for these exciting events in 2008:

Grand Opening of the Willie Mays Boys & Girls Club at Hunters Point

Groundbreaking on the Mission Clubhouse

Leadership Breakfast
Outstanding Alliances  We gratefully acknowledge the following corporations and community organizations for their deep commitment and generosity.

Bank of America:  Through their Student Leaders program, Bank of America sponsors high school students to work in our Clubs during the summer. This program provides students with valuable experience and helps BGCSF during busy summer months. Bank of America also provides sizeable grants for our general youth development programs.

California Pacific Medical Center:  CPMC recognizes that there are many community-based organizations that have established expertise in serving vulnerable populations, such as disadvantaged children and youth, and has chosen to support the Behavioral Health programs of BGCSF, allowing us to bring much-needed services to our members.

Dodge & Cox:  Dodge & Cox supports our Education Initiative, believing that every Club member should have the opportunity to achieve their academic potential. Tutoring, literacy classes, daily homework assistance, and helping teens complete high school are examples of how Dodge & Cox is making a difference.

The Gap Foundation:  Offering tremendous financial support, as well as two outstanding curriculums—Career Launch and Achievement Matters—the Gap Foundation is a long-time partner in helping our members reach their potential in school and the work world.

The Guardsmen:  The partnership between the Guardsmen and BGCSF spans over six decades. Recognizing the importance of a care-free summer experience outside of the city, the Guardsmen sponsor about 600 members to attend Camp Mendocino for ten days each summer.

Macy’s West:  The 2007 holiday season Thanks for Sharing campaign gift from Macy’s West benefitted BGCSF with an increase in support. Macy’s West has provided the Clubs with numerous gifts and recognition and is considered an important community partner.

Mayor’s Office of Community Development (MOCD):  Major Clubhouse renovations are supported by MOCD, especially substantial capital work at the Willie Mays Boys & Girls Club at Hunters Point.

National Military Family Association (NMFA):  NMFA has partnered with Camp Mendocino to provide campships for 200 children from military families. By offering a fun-filled, ten-day experience for these campers, we are offering a positive outlet at a challenging time for their families and helping young people deal with deployment-related stress.

The San Francisco Department of Children, Youth and Their Families (DCYF):  Supporting all nine of our Clubhouses, DCYF provides considerable grants to sustain our proven youth development work. Together, we work with DCYF to ensure that our members are healthy, succeed in school, and live in viable communities.

San Francisco 49ers Foundation:  The San Francisco 49ers Foundation was the first foundation to support our Clubhouse in Hunters Point, showing a true understanding of the need to bring the very best to the children of this neighborhood. Deeply committed to making a difference in the Bayview/Hunters Point community, their support of our Clubhouse has made a significant impact on the lives of young people in the area.

San Francisco Giants:  The San Francisco Giants are a very generous financial partner and active fundraiser for the new Clubhouse in Hunters Point. In July 2007, the Clubhouse was dedicated and renamed the Willie Mays Boys & Girls Clubs at Hunters Point thanks to the leadership of the San Francisco Giants. We are grateful for their strong support of this important project and for all their community support in Bayview/Hunters Point, especially the Giants ownership and our Board Member Larry Baer.

Charles Schwab Foundation:  The Charles Schwab Corporation and Charles Schwab Foundation are important investors in BGCSF. Fostering financial literacy through funding, employee involvement and expertise, the Charles Schwab Foundation supports members’ abilities to make sound financial choices. Its Money Matters curriculum is particularly critical in work with our teen members. In addition, strong support from Schwab’s marketing and communications arms have offset major expenses and allowed us to strengthen our brand.
Thank You, 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.

$500,000+
Department of Children, Youth and Their Families

$100,000+
Frank A. Campini Foundation
S.H. Cowell Foundation
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The Guardsmen
San Francisco Unified School District
Treasure Island Development Authority

$50,000+
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  - Laura Townsend

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  - Vic and Muriel Hebert
  - Su-Moon C. Paik and Robert M. Brown
  - Lorna and Wade Randlett
  - Christina and Gary Tan
  - Laura Townsend

* The Fishers pledged $5 million and offered a second $5 million of matching funds. As of April 30, BGCSF had already qualified for $8 million of the match.

** The Giants have donated $500,000 for programs and services at the new Willie Mays Boys & Girls Club at Hunters Point. They are also raising funds through the “Say Hey for the Kids” campaign. Giants fans who make a donation to the Club through the campaign will have their names featured on a new Willie Mays Tribute Wall at AT&T Park. Thanks to the fans who have already made a difference:

- **$24,000: Gold Glove Level**
  - Bank of America
  - Richard Beleson
  - Bob and Dana Emery
  - Rocky and Lycia Fried
  - Claire Mallett
  - Seligman Family Foundation
  - Steve and Diana Strandberg
  - Darian and Rick Swig – The Swig Foundation
  - Mike Wilkins

- **$10,000+:**
  - Patricia Olcomendy
  - Bill O’Reilly

***ongoing campaign to generate additional funds

SPECIAL THANKS TO OUR LEADING PARTNERS at The Willie Mays Boys & Girls Club at Hunters Point

This Clubhouse is the result of a unique partnership between San Francisco’s civic leaders, making it a great symbol of our community’s commitment to the young people who need us most. It all started with the City of San Francisco in 2004, when Mayor Gavin Newsom and City Attorney Dennis Herrera asked BGCSF to transform an old Housing Authority site into a safe haven for local youth. Board members Bob Emery, Don Fisher, Rocky Fried, and Steve Strandberg came on as early supporters. The San Francisco 49ers signed on as our first foundation, recognizing from the outset the Clubhouse’s profound value. The San Francisco Giants also invested early on, building a Junior Giants Field and later leading a fundraising effort tied to the renaming of the Club after Willie Mays. We sincerely thank all of these special partners for coming together to give the young people of this community a beacon of hope.
Financial Review

REVENUE

CONTRIBUTED REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals</td>
<td>$755,251</td>
</tr>
<tr>
<td>Special Events (net)</td>
<td>$657,205</td>
</tr>
<tr>
<td>Government Contracts</td>
<td>$1,376,782</td>
</tr>
<tr>
<td>Corporate Contributions</td>
<td>$159,836</td>
</tr>
<tr>
<td>Foundation Grants</td>
<td>$1,255,739</td>
</tr>
<tr>
<td>Donated Goods &amp; Services</td>
<td>$68,545</td>
</tr>
<tr>
<td><strong>Total Contributed Revenue</strong></td>
<td><strong>$4,273,358</strong></td>
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</tbody>
</table>

INTERNAL FUNDING

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>BGCSF Endowment Trust</td>
<td>$1,569,840</td>
</tr>
<tr>
<td>Funds Released from</td>
<td>$1,282,095</td>
</tr>
<tr>
<td>Restrictions</td>
<td></td>
</tr>
<tr>
<td>Reserve Funds</td>
<td>$970,293</td>
</tr>
<tr>
<td><strong>Total Internal Funding</strong></td>
<td><strong>$3,822,228</strong></td>
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</tbody>
</table>

EARNED INCOME

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clubhouses</td>
<td>$61,735</td>
</tr>
<tr>
<td>Camp Fees</td>
<td>$163,974</td>
</tr>
<tr>
<td>Other Income</td>
<td>$47,396</td>
</tr>
<tr>
<td><strong>Total Earned Income</strong></td>
<td><strong>$273,105</strong></td>
</tr>
</tbody>
</table>

TOTAL REVENUE & INCOME

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Revenue &amp; Income</strong></td>
<td><strong>$8,368,691</strong></td>
</tr>
</tbody>
</table>

EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program [82%]</td>
<td>$6,868,777</td>
</tr>
<tr>
<td>Management &amp; General [8%]</td>
<td>$696,501</td>
</tr>
<tr>
<td>Fundraising [10%]</td>
<td>$803,413</td>
</tr>
<tr>
<td><strong>Total Expenses</strong> [100%]</td>
<td><strong>$8,368,691</strong></td>
</tr>
</tbody>
</table>

Note: Includes expenses from the Capital Campaign
Financial statement audited by Lautze & Lautze at 2/22/08
“Sometimes the Club is the only element of consistency in our kids’ lives. We’re there everyday to teach them right from wrong, to help them make healthy choices, to be their big brother or big sister.”

Lavina DeSilva, Clubhouse Director, Treasure Island Clubhouse
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.

Clubhouse Locations

Columbia Park Clubhouse
450 Guerrero Street
San Francisco, CA 94110

Ernest Ingold Clubhouse
1950 Page Street
San Francisco, CA 94117

Excelsior Clubhouse
163 London Street
San Francisco, CA 94112

Mission Clubhouse
at Bryant Elementary
1050 York Street
San Francisco, CA 94110

Sunnydale Clubhouse
1654 Sunnydale Avenue
San Francisco, CA 94134

Tenderloin Clubhouse
115 Jones Street
San Francisco, CA 94102

Treasure Island Clubhouse
401 13th Avenue and E Street
San Francisco, CA 94130

Visitacion Valley Clubhouse
1099 Sunnydale Avenue
San Francisco, CA 94134

Willie Mays Boys & Girls Club
at Hunters Point
195 Kiska Road
San Francisco, CA 94124

Additional Locations

Administrative Office
55 Hawthorne Street, Ste. 600
San Francisco, CA 94105

Camp Mendocino
Fort Bragg, CA 95437

Project Discover
Cathedral School For Boys
Summer 2008

www.bgcsf.org