



# 2021

## Annual Report



**BOYS & GIRLS CLUBS**  
OF MID CENTRAL COAST

[centralcoastkids.org](http://centralcoastkids.org)





**79% of Members state “they feel safe from harm” at our Clubs.**



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**We serve 1,500 households  
across two counties.**



# Message from the Team

What an amazing year to serve the youth in our community! We were able to remain agile and flexible in our pandemic transitions with re-opening our traditional after-school youth development programs. Many thanks to our team, our partners, and our supporters in the community as these youth could not have been served without your passionate support and work effort.

Through this transition from a global pandemic and along with our normal child development achievements we had four organizational goals for the year:

- Strong Fiscal Management
- Increase Community Awareness
- Growth in Service
- Stakeholder Satisfaction

I am very happy to say that our team achieved all of our organizational goals with record revenue and positive earnings to bolster our financial reserves. Our public awareness has increased dramatically with advertising, event marketing, and community leadership leading the way as we forge new partnerships across our 2,200 square mile territory. With our enhanced public awareness we were able to create a large pipeline

of new clubs in current and new communities. Through all of these new opportunities, our team and the Board of Directors remained highly satisfied with monthly satisfaction surveys to ascertain critical feedback for continuous quality improvement.

With all of these positive achievements, we were also able to break ground as well as complete the capital campaign to entirely fund the Tom Maas Clubhouse in Paso Robles, our largest project ever completed in Club history.

With the support and enthusiasm of the many communities in our service area and the dedication of our staff, volunteers, and community stakeholders, we ended 2021 in the strongest position this organization has ever been in. We look forward to the amazing, strategic growth we are building in 2022 and will continue to keep you informed on our good work and service to the youth who need us. Great Futures do, indeed, start here!



Michael Boyer  
**Chief Executive Officer**







**91% of Club Members report  
we are doing an optimal job with  
regard to their emotional safety.**



# 2021 Board of Directors

## BOARD

Nadine Sullivan\*\* | Chair  
 Dan Lillard | Vice Chair  
 Sandy Leyva | Secretary  
 Gene Runkle\*\* | Treasurer  
 Sue Andersen  
 Allison Borja  
 Audrey Dodd  
 Shannon Elliott  
 Donna France\* \*\*  
 Eric Hallin  
 Tim Murphy\* \*\*  
 Debbie Perrault  
 Juan Ramirez  
 Janet Rhoades  
 Sue Runkle\*\*  
 Conrad Stephens  
 Brooks Wise

## FOUNDATION BOARD

Chris Daniel  
 Cameron Stephens  
 Craig Bernard | Treasurer  
 Susan Moats\*\*  
 Alex Simas  
 Peggy Hesse | Secretary  
 Tom Martinez  
 Bob Engel  
 Tim Murphy\* \*\* | Board Liaison

\* : Lifetime Giving Society

\*\* : Jeremiah Milbank Society

## LIFETIME GIVING SOCIETY

Mr. & Mrs. Greg & Donna France  
 Mrs. Kathleen Maas  
 Mr. & Mrs. Tim & Katy Murphy  
 The Henry Mayo Newhall Foundation  
 Wood-Claeysens Foundation  
 Edwin & Jeanne Woods Family Foundation

## JEREMIAH MILBANK SOCIETY

Mrs. & Mr. Susan & Michael Aroner  
 Mr. & Mrs. Tom & Kandi Durant  
 Mrs. & Mr. Donna & Greg France  
 Mr. & Mrs. Randall & Sally Knight  
 Mrs. Dottie Lyons  
 Mrs. Kathleen Maas  
 Mr. & Mrs. Nick & Kathy Tompkins  
 Dr. & Mrs. Michael & Susan Moats  
 The Murphy Foundation  
 Mr. & Mrs. Tim & Katy Murphy  
 Mrs. & Mr. Prudence & John Noon  
 Roy and Ida Eagle Foundation  
 Mr. & Mrs. Gene & Sue Runkle  
 Sieg and Doris Fischer Foundation  
 Mrs. Sandy Viborg  
 Wood-Claeysens Foundation  
 Dr. Nadine Sullivan







**80% of Staff identify  
as Hispanic/Latino.**



# 2021 Full Time Team

Alanna Anduskiewicz



**Chief of Philanthropy  
& Marketing**

Michael Boyer



**Chief Executive  
Officer**

Ernesto Cuevas



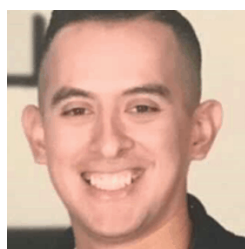
**Director of Healthy  
Lifestyles**

Mina Donkor



**Area Director North  
SLO County**

Nestor Frausto



**Area Director Santa  
Maria**

Brandi Garcia



**Accounts Specialist  
& Office Manager**

Meghan Harris



**Chief of Culture &  
Equity**

Anne Libbon



**VP of Club Success**

Rick Mason



**VP of Finance &  
Administration**

Carmen Mendoza



**Area Director  
Guadalupe**

Roberto Rodriguez



**Chief of Operations  
& Accountability**

Daniel Rushing



**Annual Fund  
Manager**

Kathryn Scott



**Director of Events**

Kelly White O'Neill



**Director of Marketing  
& Donor Comms**



# Success Stories

Your support makes sure we can offer nationally-recognized programs like Smart Girls which made a huge impact on **12-year-old Serenity** and her mom Rachel. When learning about appropriate touching in the Smart Girls program, Serenity felt safe enough to share an inappropriate experience with a family member. When Club staff let her mother know, Rachel was so grateful that Serenity was heard and had the support of staff and trained professionals who could help her navigate her experiences.

**Eli, who is in 5th grade**, started coming to the Club after the Covid school shutdowns showed no end in sight. Spending time in our Club doing virtual school gave him an outlet, outside of his immediate family, to share the truth about what his family was experiencing. Mary, a youth development professional, became a safe person he could confide in, a trusted adult who could help his family find resources and services they needed. Just being his friend, and helping him feel safe to confide in us is what our staff does for kids every day.







## Success Stories

When you are a single mom of four children, every day can be a struggle. **The Peña Family** is no exception and because the four kids are Club members they were able to benefit from the Back-to-School shopping spree the Boys & Girls Clubs does in partnership with local service organizations. With four children to shop for, their mom would never have been able to provide them with everything they would need. Club staff were aware of their family situation and made sure these kids were part of this experience. Mrs. Pena has been extraordinarily grateful.

The Career Launch program benefited everyone in our teen program during the virtual school sessions. But **Adelina, a local teen**, seemed to enjoy the program most of all! Through weekly zoom meetings with local business professionals, participants got to interview people about their career path, ask questions about their daily work experiences and learn how they, too, might make plans for certain careers. Adelina's interviews and interactions with the career volunteers impressed them all! She might never have known about certain career options without this program.





**78% of our Members  
expect to attend college.**



# 2021 Club Milestones

## 2,700+

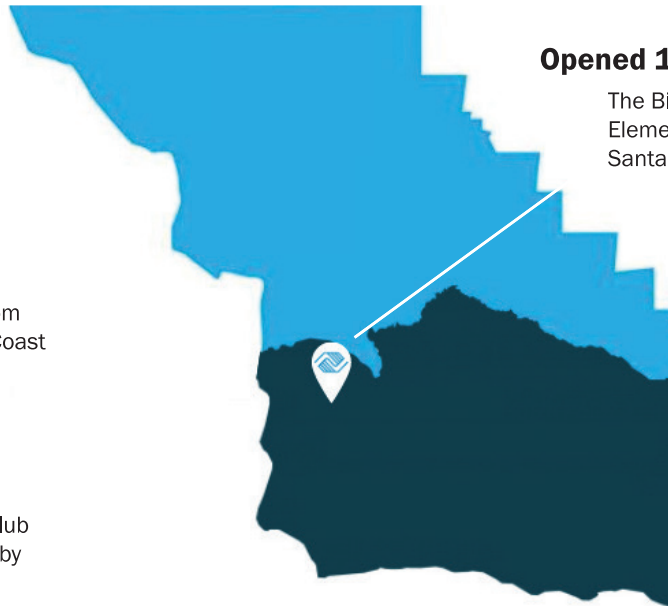
youth and teens on the Central Coast received services from the Boys & Girls Club of Mid Central Coast

## 7

school districts offer programs from Boys & Girls Club of Mid Central Coast services.

## 11

Charter Clubs from Boys & Girls Club of Mid Central Coast in operation by end of the year.



### Opened 1 New Club:

The Bill Libbon Elementary Club in Santa Maria

**Established a Building Committee and implemented project management system**

**Completed a Second Strategic Plan with Rolling 5-Year Vision & 1-Year Goals**



**Added 1 Key Hire in Marketing & Project Management**



**Completed Tom Maas Clubhouse Capital campaign after raising over \$3.25 million**



**Created first departmental & club-level budget.**  
**Ended the year with the highest revenue in 56-year history!**



**\$300,000 over 6 Years**

**Created the Stollmeyer Boys & Girls Club STEAM Fund to increase teen membership**





**Increased service hours to youth  
by 42% over prior year.**



# Strategic Goals for 2022

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1. Create **Strong Community Awareness** to increase membership, grow our donor base, and recruit high-quality team members.
2. Integrate **Safety** in all aspects of the Organization so that we are known as an organization that provides a safe place, both mentally and physically, for all youth.
3. Improve **Technology & Integration** to provide better information, improve access to information and to automate as many tasks and reports as possible.
4. Create **Sustainable Funding** that brings in monthly revenue to fund all programs and services and to align with Foundation revenue.
5. Excellence in **Process & Procedure Documentation** (SOP) to create common standards in order to measure success.





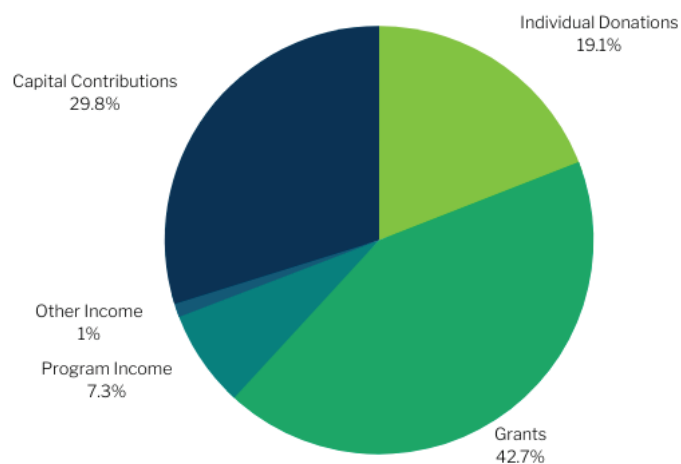
**9-10 year olds make up the largest age group of our Club Members.**



# 2021 Financials

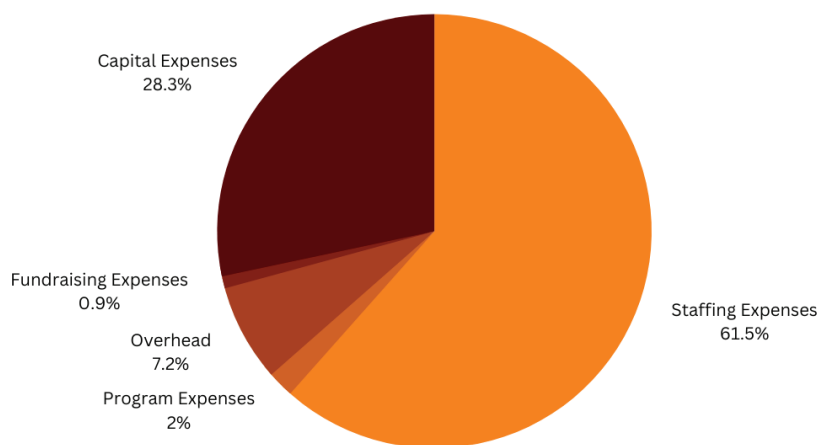
## Income

Individual Donations	\$1,188,216
Grants	\$2,664,171
Program Income	\$458,000
Other Income	\$63,400
Capital Contributions	\$1,858,608
<b>Total:</b>	<b>\$6,232,395</b>



## Expenses

Staffing Expenses	\$4,037,479
Program Expenses	\$129,000
Overhead	\$475,400
Fundraising Expenses	\$60,000
Capital Expenses	\$1,858,608
<b>Total:</b>	<b>\$6,560,487</b>



Note: un-audited financials for 2021





**87% of Club Members report we  
provide a safe, positive environment.**



# Major Sponsors

**\$500,000+**

Must! Charities  
Mrs. Kathleen Maas

**\$200,000 - \$499,000**

Guadalupe Union School District  
Santa Maria Bonita School District  
Halter Ranch Vineyard

**\$50,000 - \$199,000**

Santa Barbara County's United Way  
Mr. & Mrs. Dan Maas  
Noreen Martin  
The Armstrong Foundation  
Vanguard Charitable  
Boys & Girls Clubs of America  
Mr & Mrs. Tim Murphy

**\$20,000 - \$49,000**

Community Foundation Santa Cruz County  
The Henry Mayo Newhall Foundation  
Shandon Unified School District  
Dignity Health  
Annabella Reinhold Living Trust  
Mr. & Mrs. Gene & Sue Runkle  
Edwin & Jeanne Woods Family Foundation  
Santa Barbara County Education Office  
Hutton Parker Foundation  
Mrs. and Mr. Prudence & John Noon  
Resnick Foundation  
Williams-Corbett Foundation

**(Cont.)**

Dr. Nadine Sullivan  
The Blackbaud Giving Fund  
Roy and Ida Eagle Foundation  
The Smith Family Foundation

**\$10,000 - \$19,000**

Red Dog Management  
Ms. Alanna Andruszkiewicz  
Ventura County Community Foundation  
Pacific Premier Bank  
Ford Motor Company Fund  
Randall & Sally Knight  
The Murphy Foundation  
Towbes Foundation  
Yardi Systems, Inc.  
Pat Bland  
Bovino Vineyards  
Santa Barbara Foundation  
Mr. & Mrs. Michael Bickel  
Dale W. & Dennis V. Gomer  
Morgan Stanley  
Network for Good  
Dr. & Mrs. Michael Moats  
Community Action Partnership  
Renee Amaya  
Mrs. Susan Aroner  
Bank of the Sierra  
Patrick Ferini - Betteravia Farms  
Bonita Packing Co, Inc  
Community Foundation of SLO County  
Dutch Bros Foundation  
Sharon & Robin Fordyce  
Dick Goldstein  
Mrs. Artis Pattison  
Sieg and Doris Fischer Foundation  
Wood-Claeysens Foundation

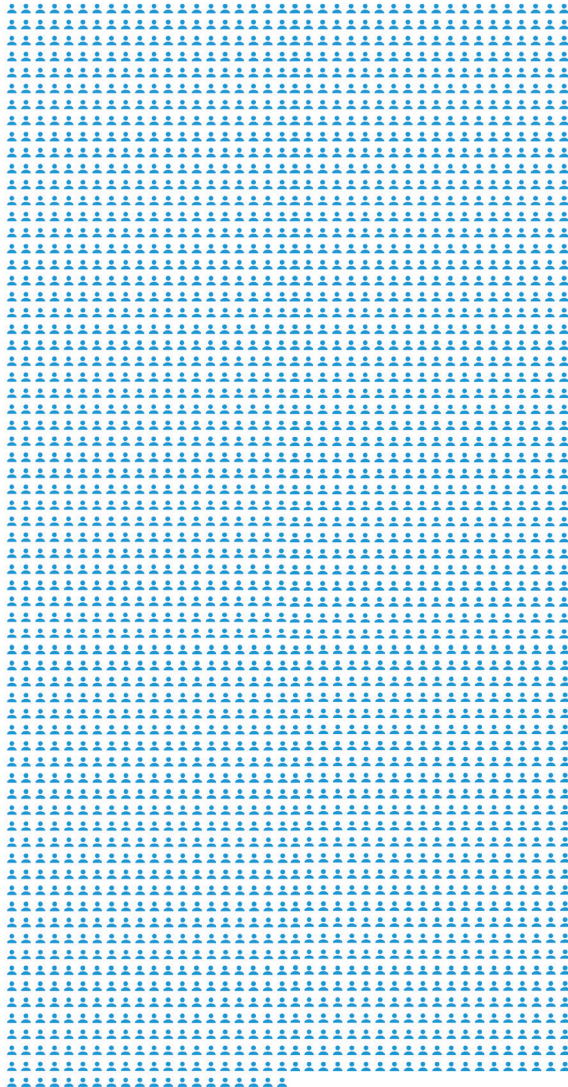




**82% of Club Members report that adults at the Club encourage them to do their best.**



# How You Made a Difference



Provided **homework assistance** for members during Power Hour, so families have more time in the evenings and children stay on track with learning.



Gave

**21**

grants totaling

**\$653,000**

for Covid-related programs and services.

Offered multiple vaccination clinics at our Santa Maria and Paso Robles Club sites for adults and children.

Ensured that over

**2,700**

youth had a safe place to be outside of school time.



Enabled first responders and front line workers to stay on the job, knowing their children are safe and supported.

Ensured a **safe** place for children to **connect** and build in-person relationships.





**62% of our Members identify  
as Hispanic/Latino.**



# Stollmeyer Challenge

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In the fall of 2021, the Boys & Girls Clubs of Mid Central Coast received a generous pledge from Rick Stollmeyer. The total funding amount from Stollmeyer, of \$300,000 over the next 5 years is in support of Science, Technology, Engineering, Art, and Math (STEAM) programming across the organization.

We take this opportunity to challenge our community partners to match funds to increase our ability to deliver STEAM programming to teens and increase the number of teens we can serve. You can join this challenge by donating today.

**Your donation is doubled through the Stollmeyer Challenge.**

Visit [centralcoastkids.org/stollmeyer-challenge](https://centralcoastkids.org/stollmeyer-challenge) or scan the QR code to donate today:



## Club 66

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Named to honor our founding year, **Club 66** offers a customized way for you to support and stay connected with our Clubs. Simply choose a monthly donation amount, be it \$100, \$50, \$25, or even \$66 to get started today. Club 66 members receive monthly updates of Club activities, plans and an exclusive invitation to our annual Club 66 appreciation event held every May in SLO County Wine Country.

Visit [centralcoastkids.org/club-66](https://centralcoastkids.org/club-66) or scan the QR code to donate today:







**For up-to-date news  
about our clubs and our kids,  
follow us on social media:**



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@centralcoast.kids

