

Organization / Agency Information

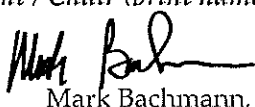

Organization/Agency Name: Boys & Girls Clubs of Cleveland		
Physical Address: 6114 Broadway Ave.		City/State/Zip Cleveland, OH 44127
Mailing Address: 6114 Broadway Ave.		City/State/Zip Cleveland, OH 44127
CEO or Director: Ron Soede		Title: President
Phone: 216-883-2106	Fax: N/A	Email: rsoeder@clevekids.org
Contact Person: Kathryn Terrell		Title: Grant Writer
Phone: 216-883-2106 x244	Fax: N/A	Email: kterrell@clevekids.org
Web Site Address: http://www.clevekids.org		Tax ID: 34-0770686

Program / Grant Information

Interest Area: Animal Protection Education Environment Health Human Dignity

Program/Project Name: Ready Readers Plus: Literacy & Math Intervention for Low-Income Youth			Amount of Grant Requested: \$15,000
Total Organization Budget: \$4,823,713	Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 79%	Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 9%	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 21% 12%
Purpose of Grant Request (one sentence): To provide one-on-one and small group math and literacy instruction to 180 students in grades K-3.			
Program Start Date (Month and Year): September 2019-August 2019		Program End Date (Month and Year):	
Gimbel Grants Received: List Year(s) and Award Amount(s) N/A			

Signatures

Board President / Chair (print name and title):	
Signature: 	Date: March 4, 2019
Mark Bachmann, Board Chair	
Executive Director/President (print name and title):	
Signature: 	Date: March 4, 2019
Ron Soeder, President	

2019 S.L. Gimbel Foundation Fund APPLICATION

Narrative

I. Organization Background

Established in 1954, Boys & Girls Clubs of Cleveland (BGCC) is the local affiliate of Boys & Girls Clubs of America. BGCC's mission is to inspire and enable those young people who need us most to reach their full potential as productive, caring, and responsible citizens. In order to achieve this mission, BGCC provides after-school and summer programming in six core areas: 1) Educational Foundations & STEM; 2) College & Career Readiness; 3) Health & Wellness; 4) Leadership & Service; 5) Sports & Play; and 6) the Arts. BGCC intentionally locates its Clubs in high-poverty neighborhoods and nearly 90% of its members live in or near poverty (at or below 150% of Federal Poverty Guidelines).

Organizational Accomplishments:

In 2018, Boys & Girls Clubs of Cleveland (BGCC) successfully served more than 8,000 young people, including registered Club members and youth engaged through Club outreach activities. BGCC's network of more than a dozen Club sites had an average daily attendance of 816 young people. Within the past three years, the organization has achieved the following accomplishments:

- 1) Launching a career readiness initiative targeting teenage members. In 2018, this initiative successfully engaged more than 430 young people in career exploration, soft skills development, and job shadowing experiences. In the summer of 2018, BGCC launched a new career readiness component: Building Great Futures. This program, delivered in partnership with Greater Cleveland Habitat for Humanity, allows a small cohort of teenage Club members to receive training in the construction trades, earn a Department of Labor OSHA certificate, and participate in the construction/rehabilitation of two local houses.
- 2) Improving fundamental reading and math skills. In 2018, BGCC's Ready Readers Plus, a math and literacy intervention program targeting youth in grades K-3, provided one-on-one and small group instruction to 1,224 youth. 200 of these youth received individual learning plans, designed to address specific needs with regard to math and reading performance.
- 3) BGCC's exemplary administrative and board leadership was recognized by the Boys & Girls Clubs of America national organization. In March of 2018, BGCC Board member Tamra Billingham-Black was recognized as the outstanding Board volunteer for the Michigan/Ohio region. In 2016, BGCC President Ron Soeder was recognized with The Horizon Award, which is given annually to the chief professional officer who "contributes by exemplifying professionalism, both regionally and nationally, through their work with respect to organizational development and the advancement of the Boys & Girls Club work movement."

Program Activities:

BGCC intentionally locates its Clubs in high-poverty neighborhoods, ensuring that they are accessible to youth and families most in need. Nearly 90% of BGCC's registered members live in or near poverty (at or below 150% of Federal Poverty Guidelines) and more than 95% of Club members identify as a racial or ethnic minority.

BGCC offers programs and services in six core areas:

1. Educational Foundations & STEM: Programs offered within this area focus on developing fundamental academic skills and introducing young learners to STEM fields and concepts. Programs include, but are not limited to, Power Hour (daily homework help), Ready Readers Plus (math and literacy tutoring), and Summer Brain Gain (summer learning loss prevention).
2. College & Career Readiness: Programs offered within this area focus on life beyond high school, helping youth to prepare for the transition into college and/or identifying and pursuing meaningful and prosperous careers. Programs include Diplomas to Degrees (transitioning from high school to college)

and the Career Readiness Certificate Program (soft-skills development, career coaching, and job shadowing/placement).

3. Health & Wellness: Programs focus on physical and mental well-being and encouraging youth to develop healthy habits. Programs offered include SMART Girls and Passport to Manhood (single-sex programs focused on individual health and decision-making) and Health Club (planning and preparing healthy meals).

4. Leadership & Service: Leadership & Service programs encourage youth to give back to their Club and community. Keystone and Torch Clubs offer opportunities for members to plan and execute service projects, practice teamwork, and develop leadership skills.

5. Sports & Play: Programs engage youth in daily recreational physical activity. BGCC offers basketball, football, volleyball, and other sports.

6. The Arts: Programs encourage youth to explore creative outlets. Available programs include band, dance (hip hop, ballet, and African dance), and visual arts.

II. Project Information:

A) Statement of Need

A growing body of research indicates that early academic performance in reading and math shares a relationship with lifetime educational attainment and, in turn, numerous quality of life indicators. Unfortunately, too many children -- particularly those children from low-income households -- enter school already at a disadvantage when it comes to reading and math. In Cleveland, OH, nearly half of all children (48.7%) are growing up in poverty. According to data collected by the National Adult Literacy Survey, a staggering 65% of Cleveland adults are "functionally illiterate," meaning they struggle to read and understand text appearing on medication labels, official documents, and other texts. Unfortunately, Cleveland's youngest learners are on track to inherit this legacy of illiteracy. According to the Ohio Department of Education, the Cleveland Metropolitan School District was awarded an "F" for overall achievement and a "D" in improving at-risk K-3 readers. Just 36.3% of the District's third grade students were performing at or above grade level in reading/language arts and just 40.6% of the District's third grade students were performing at or above grade level in math. BGCC's Ready Readers Plus program is designed to help address this achievement gap by providing quality, culturally competent reading and math instruction to low-income youth throughout urban Cleveland.

B) Project Description

Ready Readers Plus targets Club members enrolled in grades K-3, providing 60 minutes of daily supplemental math and literacy instruction. In order to ensure Ready Readers Plus is effective, BGCC Academic Success Manager, Ms. Jazmine Walker, emphasizes the development of fun, meaningful educational activities as well as culturally competent teaching strategies. Club members participating in Ready Readers Plus receive both one-on-one and small group instruction, enabling instructors to target the needs of individual Club members as well as reinforcing fundamental skills throughout their classroom.

Ready Readers Plus is implemented at nine Clubs throughout Cleveland and individual learning plans are developed for at least 20 members per Club. The program begins with the administration of a pre-test, enabling instructors to better understand the needs of individual members as well as needs that may manifest throughout their classroom. This pre-test is administered using Star 360, a reading and math assessment tool developed by Renaissance Learning. Star 360 is aligned to both Common Core and State-level standards, ensuring that instructors are able to readily link Star 360 assessments and activities with classroom learning.

Following the development of individual learning plans, instructors design and implement both one-on-one lessons and small-group activities designed to address specific Common Core and/or State-level learning standards. Instructors are responsible for delivering 60 minutes of instruction per day, with the support of trained volunteers and/or college interns. Members complete scheduled mid- and post-assessments in order to track their progress throughout the course of the program. As part of their participation in Ready Readers Plus, Club members benefit from direct instruction, individual tutoring and support, project-based learning, word and math games, and other activities.

Within Cleveland, Ready Readers Plus is unique in that it offers youth and families access to quality, culturally competent reading and math instruction in a full-service youth program. A membership to BGCC is just \$10 annually and no family is turned away for an inability to pay. With membership, youth are able to benefit from academic interventions such as Ready Readers Plus while also building meaningful peer and mentoring relationships, participating in arts and athletics program, and enjoying a daily healthy meal. Ready Readers Plus is an academic intervention delivered in an environment designed to serve the whole child, not stigmatize them based on their academic performance or economic status. BGCC's closest organizational peers in the community are publicly accessible recreation centers which, at present, do not offer this type of longitudinal academic intervention.

C) Project Goal, Objectives, Activities & Expected Outcomes

Project Goal:

To help close the early achievement gap in math and reading.

Project Objectives:

To provide supplemental after-school instruction to 180 Cleveland students enrolled in grades K-3 currently performing below grade level in math and/or reading. **Students will participate in instruction for 60 minutes a day, five days a week (Monday – Friday) for 52 weeks.**

Program Activities:

BGCC intentionally locates its Clubs in high-poverty neighborhoods, ensuring that they are accessible to youth and families most in need. Nearly 90% of BGCC's registered members live in or near poverty (at or below 150% of Federal Poverty Guidelines) and more than 95% of Club members identify as a racial or ethnic minority.

BGCC offers programs and services in six core areas:

1. **Educational Foundations & STEM:** Programs offered within this area focus on developing fundamental academic skills and introducing young learners to STEM fields and concepts. Programs include, but are not limited to, Power Hour (daily homework help), Ready Readers Plus (math and literacy tutoring), and Summer Brain Gain (summer learning loss prevention).

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5. Sports & Play: Programs engage youth in daily recreational physical activity. BGCC offers basketball, football, volleyball, and other sports.

6. The Arts: Programs encourage youth to explore creative outlets. Available programs include band, dance (hip hop, ballet, and African dance), and visual arts.

Expected Outcomes:

BGCC anticipates that a minimum of 180 Club members will participate in Ready Readers Plus.

Evaluation:

5. Evaluation

BGCC will evaluate the 180 youth, participating five days a week for 60 minutes a day in Ready Readers Plus by using Star 360, a nationally norm-referenced reading and math evaluation developed by Renaissance Learning. Following the completion of a pre-test, Star 360 places students into one of 4 categories: At/Above Grade Level, On Watch, Intervention, or Urgent Intervention. Star 360 identifies the specific learning skills that students are struggling with, allowing BGCC to develop Individual Learning Plans designed to address those skills. Program participants complete a pre-, mid-, and post-test in Star 360 over the course of the program period. Assessments are administered by BGCC instructors and results are reviewed by BGCC's outcomes coordinator and academic success manager.

In addition to Star 360, all BGCC members, including those participating in Ready Readers Plus, complete an annual outcomes survey designed to measure positive youth development outcomes. These outcomes include, but are not limited to, academic achievement and school attachment, attitude and outlook, and abstention from risky behaviors (i.e. substance and alcohol use.)

BGCC tracks member attendance and participation using an in-house member management database. Each member has a unique record, enabling BGCC to track which programs they are participating in and how frequently their participation is occurring. This enables BGCC to better understand how frequency of attendance may relate to individual outcomes. This database allows enables BGCC to better identify trends in program participation.

D) Timeline

Provide a timeline for implementing the project. State the start date and ending date of the project, include timeframes for specific activities, as appropriate.

Project implementation will begin in September of 2019, with member recruitment and the administration of pre-assessments in both reading and math. Individual learning plans will be developed before the end of September.

Both one-on-one and small group instruction will begin in September and will continue through April.

Mid-year assessments will be administered in January. Instructors will review assessment results with BGCC's Academic Success manager and will adjust target objectives for both individual and small group instruction accordingly.

Post-assessments will be administered in April. Members and instructors will conclude the program year together with a small celebration honoring member growth and advancement.

E) Target Population

Who will this grant serve? How many people will be impacted? Provide a breakdown: Number of Children, Youth, Adults, Seniors, Animals.

The target population of Ready Readers Plus is low-income students in grades K-3 performing below grade level in reading and math. BGCC anticipates serving 180 students across nine distinct Club sites (20 students per site.)

F) Projects in the Community

How does this project relate to other existing projects in the community? Who else in the community is providing this service or has a similar project? Who are your community partners (if any)? How are you utilizing volunteers?

Cleveland, OH was recently named a "Say Yes to Education" community. This initiative endows college scholarships for all Cleveland Metropolitan School District students, ensuring that no child is unable to attend college due to financial need. A key component to Say Yes is the services that will help to ensure students progress from one grade to the next on time and prepared to perform on grade level. The early reading and math intervention services provided by Ready Readers Plus are a key intervention to support the overall health of the Cleveland Metropolitan School District's student body, ensuring that those youth graduating from high school have developed the foundational skills necessary to achieve in college. All nine Ready Readers Plus sites serve Cleveland Metropolitan School District students and five of the nine sites are co-located within Cleveland Metropolitan School District schools. BGCC utilizes skilled volunteers, including local college students, in the implementation of Ready Readers Plus. Program volunteers help to provide classroom support to instructors, lead math and reading games, participate in one-on-one read aloud time with members, and help to administer program assessments.

G) Use of Grant Funds

How will you use the grant funds?

Funds requested from the S.L. Gimbel Foundation will support the implementation of Ready Readers Plus, a program that provides daily supplemental reading and math instruction to youth living in high-poverty neighborhoods. Specifically, funds will be used to support both staff time as well as the purchase of necessary program supplies.

III. Project Future

A) Sustainability

Each year BGCC's development team is responsible for drafting a revenue plan which is then reviewed and approved by the Board of Directors. This revenue plan leverages diverse revenue streams, including individual giving, foundation and corporate support, government grants and contracts, and special events. In recent years, BGCC has focused specifically on growing its individual donor base as well as securing additional government grants and contracts. BGCC has seen growth in grants and contracts received from city, county, and state government agencies. BGCC has also seen significant growth its individual donors making gifts of \$5,000 or more as well as corporate and foundation donors making gifts of \$10,000 or more.

IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications

A) Governance

BGCC's Board of Directors is comprised of more than sixty leaders from the local business, education, and healthcare communities. The Board is led by Chairman Mark Bachmann. Within the Board of Directors, there are numerous committees, including an Executive Committee, which provides operational guiding oversight, a Development and Communications Committee, a Human Resources Committee, and an Operations Committee. Committees of the Board support

Boys & Girls Clubs of Cleveland's administrative leadership team with regard to major operational decision-making. The Board also provides financial oversight and is responsible for approving the organization's annual budget and revenue development strategy.

B) Management

Describe the qualifications of key personnel/staff responsible for the project.

BGCC's Academic Success Manager, Jazmine Walker, is responsible for program administration and oversight. Ms. Walker is an experienced informal educator with an academic background in adolescent and child psychology. Ms. Walker leads a team of 11 part-time instructors, who receive ongoing professional development related to teacher education. Ms. Walker is managed by BGCC's Director of Program Operations, Ms. Renata Brown. A licensed educator, Ms. Brown has more than 25 years of informal education experience and has taught in zoos, botanical gardens, and after-school programs. Ms. Brown holds a BS in Biology and an MS in Curriculum and Instruction. She is presently pursuing her PhD in Education.

S.L. Gimbel Foundation APPLICATION

Organization Name:

Boys & Girls Clubs of Cleveland

V. Project Budget and Narrative (Do not delete these instructions on your completed form).

A) **Budget Table:** Provide a detailed line-item budget for your entire project by completing the table below.

Requested line items should be limited to Ten (10) line items. The less the better.

A breakdown of specific line item requests and attendant costs should include:

- 1) Line item requests for materials, supplies, equipment and others:
 - a. Identify and list the type of materials, supplies, equipment, etc.
 - b. Specify the unit cost, number of units, and total cost
 - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff compensation, benefits: **Do not use FTE percentages.**
 - a. Identify the position; for each position request, **specify the hourly rate and the number of hours** (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
 - b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)
- 3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above: Provide rate of pay per hour and number of hours.

Line Item Request	Line Item Description (Maximum two lines)	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel/TCF	Line Item Total of Project
Academic Success Manager	\$27.99/hr x 20 hours/week x 50 weeks = \$28,070	\$10,000	\$18,070	0	\$28,070
Program Instructors (12)	\$13/hr x 20 hrs/week x 52 weeks x 12 instructors = \$162,240	\$50,240	\$100,000	\$12,000	\$162,240
Taxes and Benefits	15% x \$190,310 = \$28,546.50 (15% of wages for manager and staff)	\$28,546.50	0	0	\$28,546.50
Program Supplies	\$30.50 in misc supplies x 180 students = \$5,500	0	\$3,500	\$2,000	\$5,500
Program Incentives	\$41.67 in misc incentives x 180 students = \$7,500	0	\$6,500	\$1,000	\$7,500
Computer Services	Annual expense for program software	0	\$1,000	0	\$1,000
Mileage	Program field trips	\$500	0	0	\$500
Administrative Overhead	15% of \$233,356.50 = \$35,003.47	\$20,003.47	\$15,000	0	\$35,003.47
		\$109,289.97	\$144,070	\$15,000	\$268,359.971

TOTALS:		\$	\$	\$	\$
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B) Narrative: The budget narrative is the justification of “how” and/or “why” a line item helps to meet the project deliverables. Provide a description for each line item request as necessary. Explain how the line item relates to the project. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Project Budget and Budget Narrative

- 1) **Academic Success Manager (\$28,070 - \$0 requested from S.L. Gimbel Foundation) –** This staff member is responsible for program oversight and implementation. She oversees all program instructors, coordinates administration of assessments, and leads monthly team meetings and trainings. She is also the primary point of contact for school and community partners.
- 2) **Program Instructors (\$162,240 - \$12,000 requested from S.L. Gimbel Foundation) –** 12 part-time instructors delivering year-long programming at 9 sites. Instructors work 20 hrs/week and are responsible for program deliver, providing direct instruction to members, administering assessments. 100% of their time is devote to the program.
- 3) **Taxes and benefits for program staff (\$28,546.50- \$0 requested from S.L. Gimbel Foundation) –** Calculated at a rate of 15% of total program wages (\$190,310).
- 4) **Program supplies (\$5,500 - \$2,000 requested from S.L. Gimbel Foundation) –** Reusable and consumable supplies directly related to program activities. These supplies include, but are not limited to workbooks, writing utensils, educational games, age-appropriate books, and other materials. All supplies are utilized in program delivery. BGCC anticipates spending \$30.50 on supplies per child (180 participants) over the course of the year.
- 5) **Program incentives (\$7,500 - \$1,000 requested from S.L. Gimbel Foundation) –** Participation in the program is incentivized in order to drive regular attendance and participation. Incentives include, but are not limited to, healthy snacks and small rewards (pencil toppers, flash cards, etc.) BGCC anticipates spending \$41.67 on incentives per child (180 participants.) This breaks down to less than \$5 per child per month over the course of the year.
- 6) **Computer services (\$1,000) –** BGCC pays an annual licensing fee to Renaissance Learning for the Use of Star 360, the program’s primary assessment tool. Star 360 is a valid and reliable assessment tool that uses a nationally norm-referenced data set to score participants’ pre-, mid-, and post-tests. Star 360 also generates individualized learning plans for participants.
- 7) **Mileage (\$500 - \$0 requested from S.L. Gimbel Foundation) –** Mileage associated with educational trips made using Club-owned vehicles.
- 8) **Administrative overhead (\$35,003.47 - \$0 requested from S.L. Gimbel Foundation) –** Administrative expenses, including support from the Director of Program Operations, Outcomes Coordinator, and staff as well as operational expenses related to maintaining program sites.

S.L. Gimbel Foundation APPLICATION

VI. Sources of Funding: Please list your current sources of funding and amounts.

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
Tegna Foundation: Foundation	\$ 5,000
Reinberger Foundation: Foundation	\$ 25,000
Ferry Family Foundation: Foundation	\$ 15,000
United Way: Foundation	\$ 89,300
	\$
	\$
	\$
	\$

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
Helen C. Cole Foundation: Foundation	\$ 5,000	April 2019
S.L. Gimbel Foundation	\$ 15,000	June 2019
	\$	
	\$	
	\$	
	\$	

Diversity of Funding Sources: A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	\$ 1,026,354	22 %	Program Fees	\$ 3,100	0 %
Fundraising/Special Events	\$ 400,843	8 %	Interest Income	\$ 71,256	2 %
Corp/Foundation Grants	\$ 2,440,298	52 %	Other:	\$ 342,485	7 %
Government Grants	\$ 445,584	9 %	Other:	\$	%

Notes:

Individual funders listed here are for the Ready Readers Plus program only. BGCC is happy to provide an itemized accounting of all institutional funding upon request.

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: Boys & Girls Clubs of Cleveland

Most Current Fiscal Year (Dates): From January 1, 2017 To: December 31, 2017

This section presents an overview of an applicant organization's financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

Form 990, Part IX: Statement of Functional Expenses

1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$ 5,381,485	\$ 4,254,380	\$ 496,448	\$ 630,657

2) Calculate the percentages of Columns B, C, and D, over A (per totals above)

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	79 %	9 %	12 %

3) Calculate the difference between your CURRENT year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)

Percentage of Organization's Current Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
9 %	9 %	0 %

If the differential is above (+) or below (-) 10%, provide an explanation:

N/A

S.L. Gimbel Foundation APPLICATION

Quick Ratio: Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$38784	\$ 135294	198170	.9

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
\$ (36,393)	\$ 50,777

Notes:

Please note that calculations requiring referencing a completed and filed 990 reference BGCC's 2017 and 2016 990's. BGCC is in the process of completing its 2018 audit and has yet to file its 2018 990. The quick ration was calculated using current financial information and the excess/deficit for the year was completed using 2018 and 2017 financial information. The deficit figures used here do not include depreciation.

SAMPLE Budget Comparison

	Actuals		Budget		Variance	
	Most Recently Completed Year		Projections Current Year			
	20 18		20 19			
Income						
Individual Contributions	1026354	-	1062217	-	35863	-
Corporate Contributions	1153005	-	840963	-	-312042	-
Foundation Grants	1390893	-	1526250	-	135357	-
Government Contributions	445584	-	514000	-	68416	-
Other Earned Income	206829	-	369900	-	163071	-
Other Unearned Income	436000	-	407000	-	-29000	-
Interest & Dividend Income	71256	-	71256	-	0	-
Total Income	4729921	-	4791585	-	61664	-
Expenditures						
Personnel						
Salary CEO	130174	-	133425	-	3251	-
Salary Assistant	38950	-	21000	-	-36850	-
Payroll Taxes	218846	-	232482	-	13636	-
Insurance - Workers' Comp	104389	-	73802	-	-30587	-
Insurance - Health	290400	-	208800	-	-81600	-
Payroll Services	16810	-	17230	-	420	-
Retirement	157739	-	140000	-	-17739	-
Total Personnel	957,308	-	826739	-	-130569	-
General Program/Administrative						
Bank/Investment Fee	4623	-	4738	-	115	-
Publications	-	-	-	-	-	-
Conferences & Meetings	19962	-	20461	-	499	-
Mileage	8405	-	8615	-	210	-
Audit & Accounting	15549	-	15549	-	0	-
Program Consultants	-	-	-	-	-	-
Insurance Expense	56500	-	50986	-	-5514	-
Telephone Expense - Land Lines	-	-	-	-	-	-
DSL & Internet	11977	-	12277	-	300	-
Website	6304	-	6461	-	157	-
Office Supplies	26266	-	26922	-	656	-
Postage & Delivery	4413	-	4523	-	110	-
Printing & Copying	-	-	-	-	-	-
Miscellaneous	-	-	-	-	-	-
Total General Program/Administrative	153999	-	150533	-	-3466	-
Total Expenditures	1111307	-	977272	-	134035	-
Revenue Less Expense	3618614	-	3814313	-	1194699	-

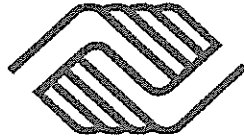
Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...				
2 Grants and other assistance to domestic individuals. See Part IV, line 22	12,500.	12,500.		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	381,406.	297,497.	30,512.	53,397.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	2,671,715.	2,082,014.	233,241.	356,460.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	117,624.	71,408.	16,562.	29,654.
9 Other employee benefits	229,451.	185,222.		44,229.
10 Payroll taxes	379,288.	304,339.	29,751.	45,198.
11 Fees for services (non-employees):				
a Management	62,996.	17,714.	23,335.	21,947.
b Legal				
c Accounting	16,850.		16,850.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	15,861.		15,861.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	27,838.	21,696.	2,405.	3,737.
12 Advertising and promotion	28,774.	3,267.		25,507.
13 Office expenses				
14 Information technology				
15 Royalties				
16 Occupancy	346,857.	302,782.	36,490.	7,585.
17 Travel	39,575.	29,278.	6,110.	4,187.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	28,314.	14,660.	7,062.	6,592.
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	311,589.	275,589.	18,000.	18,000.
23 Insurance	71,583.	38,587.	26,362.	6,634.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a PROGRAM SUPPLIES	587,715.	559,410.	22,069.	6,236.
b DUES & SUBSCRIPTIONS	39,634.	36,776.	2,473.	385.
c BANK SERVICE CHARGES	9,439.	0.	8,530.	909.
d OTHER EXPENSE	2,476.	1,641.	835.	0.
e All other expenses				
25 Total functional expenses. Add lines 1 through 24e	5,381,485.	4,254,380.	496,448.	630,657.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)



**BOYS & GIRLS CLUBS
OF CLEVELAND**

Approved Operating Budget (2019)

EXPENSES

Salaries	\$ 3,065,387.00
Employee Benefits	\$ 348,800.00
Payroll Taxes - FICA	\$ 234,502.00
Workers Comp. & Unempl.	\$ 73,777.00
Supplies	\$ 89,338.00
Utilities and Occ. Costs	\$ 286,366.00
Communications	\$ 23,530.00
Business Insurance	\$ 50,986.00
Club Programming Events	\$ 278,716.00
Special Events Expense	\$ 97,000.00
Professional Fees/Consulting	\$ 76,071.00
Staff Training	\$ 12,923.00
Rental, Purch. & Main. Of Equip.	\$ 22,800.00
Travel and Reim. Exp.	\$ 46,517.00
In Kind Rent & Contributions	\$ 50,000.00
Publications & Outside Printing	\$ 20,000.00
Interest - Line of Credit	\$ 6,000.00
Membership Dues & Licenses	\$ 41,000.00

TOTAL EXPENSES \$ 4,823,713.00

REVENUE

Individual Contributions	\$ 363,950.00
Board Member Contributions	\$ 304,730.00
Corporate Contributions	\$ 622,000.00
United Way Designations	\$ 114,574.00
Foundations and Trusts	\$ 1,511,250.00
Government Grants	\$ 514,000.00
Special Events	\$ 437,925.00
UW Allocations - SPARK & Wrap-Around	\$ 357,000.00
Membership Fees	\$ 3,100.00
Investment Income - Endowment	\$ 71,256.00
In Kind Rent & Contributions	\$ 50,000.00
Commissions and Other Income	\$ 10,800.00
Funding from Schools (SMDP)	\$ 181,000.00
Cleveland Peacemakers	\$ 75,000.00
Campaign Income - Collection of Pledges	\$ 60,000.00
Charitable Gaming	\$ 100,000.00

TOTAL REVENUE \$ 4,776,585.00

Internal Revenue Service

Department of the Treasury

**P. O. Box 2508
Cincinnati, OH 45201**

Date: April 25, 2003

Person to Contact:
Ms. Smith #31-07262
Contact Representative
Toll Free Telephone Number:
8:00 a.m. to 6:30 p.m. EST
877-829-5500

Boys and Girls Club's of Cleveland
6114 Broadway Ave.
Cleveland, OH 44127-1740

Fax Number:
513-263-3756
Federal Identification Number:
34-0770686

Dear Sir or Madam:

This is in response to your request of April 25, 2003, regarding your organization's tax exempt status.

Our records indicate that a determination letter issued in December 1955 granted your organization exemption from federal income tax under section 501 (c)(3) of the Internal Revenue Code. That letter is still in effect.

Based on information subsequently submitted, we classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Code because it is an organization described in sections 509(a)(1) and 170(b)(1)(a)(vi).

This classification was based on the assumption that your organization's operations would continue as stated in the application. If your organization's sources of support, or its character, method of operations, or purposes have changed, please let us know so we can consider the effect of the change on the exempt status and foundation status of your organization.

Your organization is required to file Form 990, Return of Organization Exempt from Income Tax, only if its gross receipts each year are normally more than \$25,000. If a return is required, it must be filed by the 15th day of the fifth month after the end of the organization's annual accounting period. The law imposes a penalty of \$20 a day, up to a maximum Of \$10,000, when a return is filed late, unless there is reasonable -cause for the delay.

All exempt organizations (unless specifically excluded) are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more paid to each employee during a calendar year. Your organization is not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Organizations that are not private foundations are not subject to the excise taxes under Chapter 42 of the Code. However, these organizations are not automatically exempt from other federal excise taxes.

Donors may deduct contributions to your organization as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to your organization or for its use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Boys and Girls Club's of Cleveland
34-0770686

Your organization is not required to file federal income tax returns unless it is subject to the tax on unrelated business income under section 511 of the Code. If your organization is subject to this tax, it must file an income tax return on the Form 990-T, Exempt Organization Business Income Tax Return. In this letter, we are not determining whether any of your organization's present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

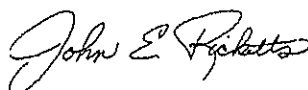
The law requires you to make your organization's annual return available for public inspection without charge for three years after the due date of the return. If your organization had a copy of its application for recognition of exemption on July 15, 1987, it is also required to make available for public inspection a copy of the exemption application, any supporting documents and the exemption letter to any individual who requests such documents in person or in writing. You can charge only a reasonable fee for reproduction and actual postage costs for the copied materials. The law does not require you to provide copies of public inspection documents that are widely available, such as by posting them on the Internet (World Wide Web). You may be liable for a penalty of \$20 a day for each day you do not make these documents available for public inspection (up to a maximum of \$10,000 in the case of an annual return).

Because this letter could help resolve any questions about your organization's exempt status and foundation status, you should keep it with the organization's permanent records.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

This letter affirms your organization's exempt status.

Sincerely,



John E. Ricketts, Director, TE/GE
Customer Account Services



**BOYS & GIRLS CLUBS
OF CLEVELAND**

2019 Board of Directors

Lynn	Aleksov	PNC Bank	Bernard	Karr	McDonald Hopkins
Kristy	Amy	Kamy Inc	Susan	Keough	Sherwin Williams
James	Anderson	James P. Anderson, DDS, Inc.	Doug	Kern	Northern Haserot
Mark	Bachmann	Marcus Thomas LLC	Carl	Kirkland	Greater Cleveland Regional Transit Authority
Lori	Barber	Brown & Bigelow	Richard	Knoth	BakerHostetler
Macke	Bentley	EBA Inc.	Gary	Kopechek	American Greetings
Wayne	Bilinovic	Todd Associates, Inc.	Dave	Krabill	Swagelok
Tamra	Billinghurst	New York Life Insurance Dise & Company	Paul	Lang	Rolf, Goffman, Martin & Lang
Susan	Brophy	Towlift, Inc.	Loren	Llinas	Luma Property Group
David	Cannon	Chapman & Chapman, Inc	Barbara	Lum	Benesch Friedlander Coplan & Aronoff LLP
Walter	Chapman	Frantz Ward LLP	JaNice	Marshall	Cuyahoga Community College
Michael	Chesney	Frantz Ward, LLP	Terrence	Mee	Cleveland Cliffs Inc.
Andrew	Cleves	Grant Thornton LLP	Howard	Minott	Center for Urologic Health
Michael	Colagiovanni	Liberty Auto Group	Steven	Mowry	Merrill Lynch
Megan	Corrao	Progressive Insurance	John	Neumann	First National Bank
John	Curtiss	Parker Hannifin Corporation	Jeffrey	Nicholson	Aon Risk Service
Paul	Davis		Kaine	Onwuzulike	Cleveland Clinic Children's
Milan	Dayalal	Garson Johnson LLC	Mary Beth	Pate	
Jim	DeRoche	Huntington National Bank	Kevin	Petrie	Nestle USA
Michael	DiCecco	NCR Ventures	Dustin	Peugeot	
Rick	Doody	KeyBank	Denise	Polverine	WKYC Cleveland
Christopher	Doyle	Oswald Companies	Laura L	Pulliam	The Lubrizol Corporation
John	Fasola	Forest City Enterprises	Howard	Rabb	Dworken & Bernstein
Michael	Flowers	Spectrum Reach	Amos	Shindika	GE Lighting
Diana	Fusco	Charles Schwab	Russell	Sirochman	ArcelorMittal Steel
Evie	Golding	Greater Cleveland Habitat for Humanity	Gerald	Stoffl	Strang Corporation
Catherine	Golladay	Heinen's Inc.	Rebecca	Storey	Progressive Insurance
Robert	Grimm	Cuyahoga County	Aaron	Swartz	Ernst & Young
Thomas	Heinen	Key Bank	Richard	Wallack	Medical Mutual of Ohio
Jeane'	Holley	Turner Construction	Donald	Watkins	Hawthorn
Shaquira	Johnson		Colin	Wilson	Hyster Yale Group Inc.
Jason	Jones				