



LEADERSHIP REPORT

We are eager to share with you highlights from last year! As you can see, your investment is vital to the growth and success of our organization and the nearly 3,000 Club members we serve. None of this would have been possible without your support. Thanks to your contributions:

- ❖ 77,035 meals and snacks were served to Club members free of charge
- ❖ 522 members participated in the Positive Action Drug Prevention Program
- ❖ 222 Club members were paired with individual mentors for frequent check-in meetings regarding their emotional health and well-being
- ❖ 200 members participated in the Anti-Bullying Rally and signed the anti-bullying pledge
- ❖ 99 teens participated in college/career development programs
- ❖ 59 teens and Club members attended Camp Mariposa, a camp for kids with family members struggling with substance misuse
- ❖ 30 swim team members went to the national swim meet
- ❖ 45 members participated weekly in the Fresh Start Gardening Program
- ❖ 2 new endowment funds were created thanks to the generosity of committed supporters
- ❖ Attendance and support at the Annual Bids for Kids Holiday Auction reached an all-time record high

Because of you, the youth of our community have the resources, skills, and confidence to reach their fullest potential. Thank you for supporting our mission and your commitment to do Whatever It Takes to Build Great Futures.


 Norman Bouthilette
 CEO


 Mary Jane King
 CVO/ Board President



TREASURER'S REPORT

For Year Ended 6/30/19

OPERATING REVENUE

Donor Contributions and Fundraising	\$1,723,546
Events Program Tuition	\$ 528,421
Grants	\$ 625,640
Investment Income	\$ 11,895
Facility Rental & Other	\$ 87,420
Membership Dues	\$ 22,419
United Way	\$ 37,500
Beneficial Interest (BGCGN Foundation)*	\$ 193,963

TOTAL REVENUE \$3,230,804

OPERATING EXPENSES

Program Services	\$2,023,394
Childcare	\$ 332,896
Management & General	\$ 307,031
Fundraising	\$ 305,268
Depreciation Expense	\$ 230,836

TOTAL OPERATING EXPENSES \$3,199,425

NET INCREASE

\$31,379

*The BGCGN Charitable Foundation provided \$193,963 to support Club Operations in 2019.

THE CLUB AT A GLANCE

MEMBERS: 2,804 COMMUNITY OUTREACH: 4,225

(Over 7,000 youth served through membership and community outreach)

71% are 12 and under, **29%** are teens

Averaging **475** youth involved daily at the Club and an additional **260** through 21st Century Community Impact Sites in the Nashua School District

21 full-time staff, **50** part-time staff & hundreds of volunteers

61% of members live in low-income households

Membership is **\$35/yr.** including free transportation

47,955 healthy meals and **29,080** snacks provided at no cost

Operating Budget: **\$3 Million**

73% of revenue raised from individuals, corporations, and foundations.

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2019 Board Officers (Alison Kalman missing from photo)





CELEBRATING 10 YEARS OF PARTNERS4 KIDS

A very special thank you to Sal Magnano and Marc Berube for 10 consecutive years of Partners4Kids support!

Our Partners4Kids (P4K) are individuals and companies who generously sponsor all four of the Club's annual fundraising campaigns: The Annual Campaign, Youth of the Year Dinner & Hall of Fame Celebration, Friel Memorial Golf Tournament, and Bids for Kids Holiday Auction. Their commitment throughout the year allows us to provide essential services and opportunities to the thousands of kids we serve.

Champion (\$25,000+)

BAE Systems

Premier (\$20,000+)

Amica Companies Foundation, Main Street Private Wealth Management, and Northpoint Construction Management

Lead (\$10,000+)

Lovering Volvo, Toyota of Nashua, and Triangle Credit Union

Associate (\$7,500+)

Enterprise Bank, Melanson Heath with Lori Liberty, RE Marble & Granite, and Roedel Companies

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Bank of New Hampshire, Eaton & Berube Insurance, Epic Wealth and Steve Travaglini, J. Lawrence Hall Co., Sal & Lois Magnano, Janice and Fernand Martin, Jeanne D'Arc Credit Union, Liakos Companies, Lowell Five Bank, Guy and Mary Montminy, PRG, Inc.

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Atrium Medical Corporation, Bar Harbor Bank & Trust, Bank of America, John Dagjanis, Gargas Enterprises, Long's Jewelers, The Norris Family, Orange Theory Fitness, the Stabile Foundation, the Tamposi Foundation, Terry Romano, Village Idiotz Party Rental, Walley's Heating & Air Conditioning

GET TO KNOW NATHALY: AN ARTIST ON THE RISE

Even before alumna Nathaly became a Club member, she visited regularly, attending many of her sister's swim meets before she was even old enough to talk. Over the years, her interest in swim grew and, at the age of 9, she joined the Club's swim team, becoming an official Club member. From there, she followed a path towards personal growth and success.

What started as a place to swim every day evolved into so much more as she became more involved in the Club's Cultural Arts and Leadership programs. With the guidance of her mentor Dylan, who served as the Clubhouse Education Coordinator, she was introduced to the photography program which fueled her love of the arts. As other staff mentors encouraged her to become involved in more programs, she went on to complete the Career Launch program, earn an internship at FLIR Systems, and became a candidate for Youth of the Year! The Club became a place for her to explore her passions, discover her career path, and grow in confidence.

"I've grown so much from the Club. They helped me go from being quiet and in the shadows to growing in volume and gaining my voice."

Nathaly's passion for the arts grew and she went on to attend Massachusetts College of Art and Design (MassArt) in Boston where she received her Bachelor's in Illustration and is currently working on her Masters in Art Education. As a Club alumna, she applied to the Club's scholarship program and, thanks to donors invested in members' long-term academic success, received funds to pursue her higher education goals. Wanting to give back, Nathaly continued her involvement with the Club as a swim coach and photography program volunteer.

"Receiving scholarships and volunteering at the Club has helped push me towards my passion of being an Art Educator. It helped me find what I actually want to be," said Nathaly. "To any Club member going through their own personal struggles I would say, never lose your personal voice. Always be yourself. If you become yourself, people will start to see you and respect you for who you are. Your voice is your power and I'm so happy I found mine."



To read more about Nathaly's journey go to www.bgcn.com/stories/



**BOYS & GIRLS CLUB
OF GREATER NASHUA**



**2019
ANNUAL REPORT**



BOYS & GIRLS CLUB OF GREATER NASHUA

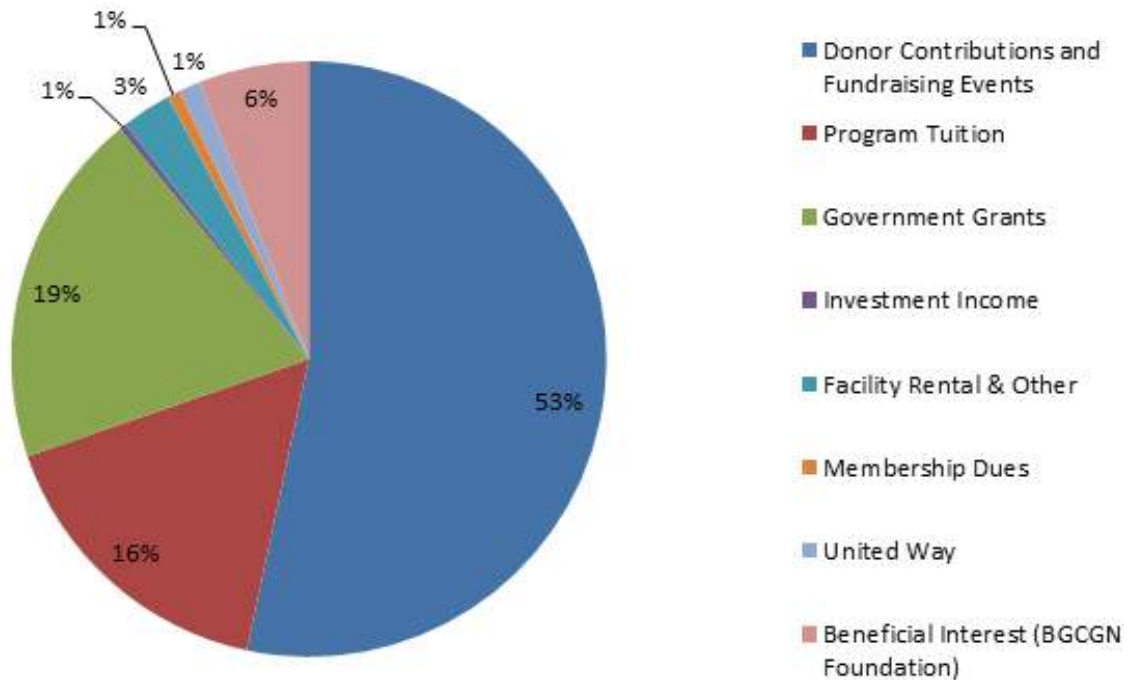


2019 ANNUAL REPORT

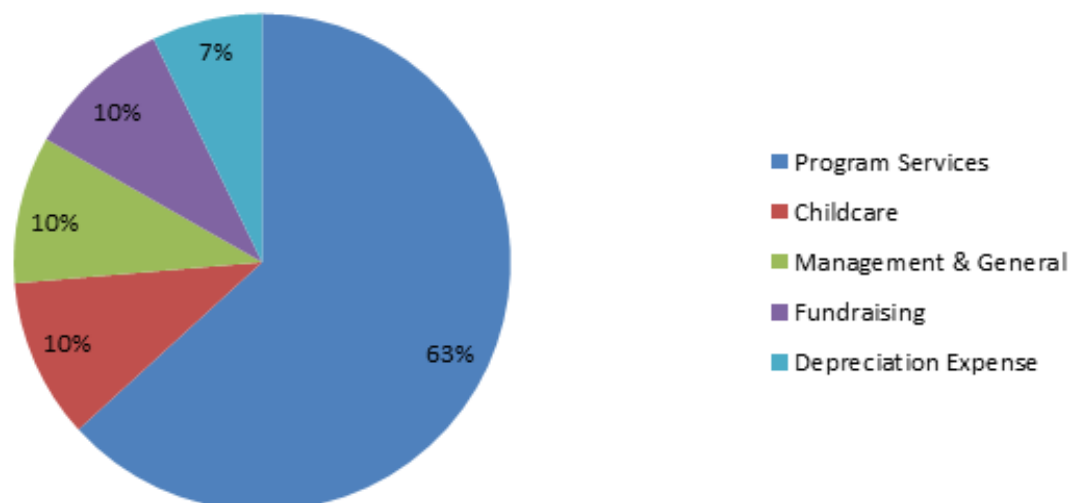
Thank you to all who contributed in support of the Boys & Girls Club of Greater Nashua!

Fiscal Year 2019 Statement of Financials

Audited Revenue of Year Ending June 30, 2019 Total Revenue and Support: \$3,230,804



Audited Expenses of Year Ending June 30, 2019 Total Expenses: \$3,199,425



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THANK YOU to our many supporters! We could not have achieved our goals without you.

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Bedford Village Inn	DCU for Kids	GAP Foundation Gift Match Program	Lovering Volvo
Bellavance Beverage Co., Inc.	Delta Management Associates	Gargasz Enterprises LLC	Lowell Five
Benevity	Demoulas Foundation	Gate City Electric	LPL Financial
Berkshire Hathaway Home Services Verani Realty	Department of Veteran Affairs	Gauthier & MacMartin, PLLC	Lui Lui's
Berry Dunn, McNeil & Parker	Digital Federal Credit Union	Geophysical Survey Systems	Lynch Family Charitable Foundation
Bishop's Charitable Assistance Fund	Dollar General Literacy Foundation	Getinge	Lynch's Landscaping
BNY Mellon Community Partnerships	DonateWell General Fund	GFWC Hudson Community Club	M & N Sports
Bonhoeffer's Cafe and Espresso	Dorothy Gould Cook Memorial Fund	Giant of Siam	The Madeline G. Von Weber Trust
Book Cellar	Dunkin Donuts - Andrade Management Group	Give with Liberty Employee Donations/Matching Gifts	Main Street Private Wealth Management
Boston Billiard Club and Casino	E. Gagnon Enterprises	Golf & Ski Warehouse	Major League Baseball
Boston Professional Hockey Association	Earl S. Prolman & Associates	Goodale's Bike Shop	Market Basket
Boys & Girls Clubs of America	Eastern Bank	Gottesman and Hollis, P.A.	Malloy Events
Brady Sullivan Real Estate	Eastern Bank Charitable Foundation	Granite United Way	Marquis Management
Bright Funds Foundation	Eastman Community Association	Greenwood Condo Association	Martha's Exchange
Bromley Mountain	Eaton & Berube Insurance Agency	YourCause, LLC	Marzen Group LLC
Buchanan, Maynard & Parodi, PLLC	Eaton Vance Matching Gifts Program	Gupta Family Foundation	MASI Plumbing & Heating Inc.
Buffalo Wild Wings	Elizabeth and Hollis E. Harrington Sr. Family Fund	Hannaford Supermarkets	MassMutual Financial Group
Business Debt Solutions Inc.	Ella F. Anderson Trust, BNY Mellon, N.A., Trustee	Hayner/Swanson, Inc.	McIninch Foundation
C & M Machine Products, Inc.	Eluna	Hollis Woman's Club	Melanson, Heath & Company
Cafua Management Company	Enterprise Bank	Home Depot- South Merrimack	Merrimack County Savings Bank
CandiLox		Hudson Sam's Club	MG Markham Design
Capitol Center for the Arts		IBIS LLC dba miEdge	Mi-Box Moving & Mobile Storage
Catie's Closet		IBM Employee Charitable Contribution Campaign	Michael Phelps Foundation
CGI Business Solutions		Immaculate Conception Church	Surf Restaurant
Charron Medical Services LLC		Intelligent Banking Solutions	Mill City Environmental
			Monahan Companies
			Mother West Memorial Fund

Foundation & Organization Donors from 2019 Fiscal Year

THANK YOU to our many supporters! We could not have achieved our goals without you.

If we have inadvertently left your name off the list, please let us know.

Nashaway Woman's Club	RE Marble and Granite	Tokyo Joe's Studios of Self Defense
Nashua Emblem Club No. 170	Red Brick Clothing Co	Toyota of Nashua
Nashua Firefighters Assoc.	Reeds Ferry Small Buildings Inc.	Triangle Credit Union
Nashua Lions Club Nashua	Ripano Stoneworks	Trivantus, Inc.
Police Dept. Nashua	Rite Aid Foundation	Tulley Buick-GMC-BMW-Mazda- Volkswagen
Presbyterian Church Nashua	Riverside BBQ	Turn Cycle Solutions
Regional Cancer Center	Roedel Companies	Turnstone Corporation
Nashua School District	Rogers Marketing	United Health Group
Nashua Soup Kitchen & Shelter	Rotary Club of Nashua	United Healthcare
Nashua Teachers' Union Local 1044	Rotary Club of Nashua West	United Way of Coastal Fairfield County, Inc.
Nashua Wallpaper Company/ Dean's Carpet & Decorating	Sam's Club	United Way of Greater Nashua
National Grid- United Way	Samuel P. Hunt Foundation	United Way of Greater Philadelphia and Southern New Jersey
NBT Bank	Santander Bank Foundation	United Way of Greater Portland
Network For Good	Saul O. Sidore Memorial Foundation	United Way of Massachusetts Bay and Merrimack Valley
New Hampshire Alliance of Boys & Girls Clubs	Sea Research Foundation	United Way of North Central Mass.
New Hampshire Charitable Foundation	Seaboard International Forest Products	UnitedHealth Group
New York Life- Your Cause	Shaw's - Give Where It Counts Program	Valley of Sun United Way
NHN Class of 2009	SkyDive Pepperell	Vermont Mutual Insurance Group
Ninety-Nine Restaurant & Pub	Speedway Children's Charities	Charitable Giving Fund
Nordson Corporation	SRP Properties	Village Idiotz Party Rental
Foundation	St. James United Methodist Church	Vineyard Vines
Delta Dental	St. Joseph Hospital and Trauma Center	VMWare, Inc.
Northpoint Construction Management	St. Mary's Bank	Wadleigh, Starr & Peters, PLLC
O'Connor and Drew	Stabile Family Foundation	Walley's Heating & Air Conditioning
O'Sullivan Flooring Co., Inc.	Stanley Elevator Co., Inc.	Walmart Foundation
Old Navy	Stellos Electric Supply	Walmart-Hudson
Oracle Corporation	Stonewall Kitchen	Welts, White & Fontaine, P.C.
Orange Theory Fitness	Stonyfield Farm, Inc.	Whole Kids Foundation
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Rath, Young and Pignatelli	The Saab Family Foundation	
	Title Boxing Club	

2019 Honorariums & Memorial Gifts

When the Boys & Girls Club of Greater Nashua receives gifts made in memory or in honor of someone, we place them in our endowment, unless otherwise specified, where they support our work in perpetuity. Thank you to the following individuals for recognizing your loved ones and contributing to our future through your gifts.

Honorary Gifts

In honor of Jim and Ann Conway

Elizabeth Field
John and Diane Koutsos
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Ellen Arouchon

In honor of Mary Jane King

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In honor of Bethany Lovering

Lydia Acheson

In honor of Natalee Sharry

Scott Mohr

In honor of Gary and Mimi Thomas' Wedding

Edward and Dorothy Nyszczy

Memorial Gifts

In memory of Sam Bellevance

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In memory of Stephen Boland

Jane Boland

In memory of Daniel Cabral

Richard St. Hilaire
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In memory of William E. and Jane B. Conway

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Leslie Sanderson
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In memory of Virginia Reed

Nan Jenner-Bryant

In memory of Marion Savage

John and Louise Deschenes
Mary Jane and Curtis King
Edward Lecius
Vincent Maconi
Robert Moheban

In memory of James Stellos

Carmina Lolley

Renu and Kedar Gupta's Journey to Greatness

To Renu and Kedar Gupta, the value of a good education is immeasurable, as is access to the very basic necessities every individual needs to grow and succeed. They know firsthand how vital it is to have available the tools and resources needed to achieve greatness. When emigrating from India, Kedar was only twenty-one years old and had but five dollars in his pocket. Years later, equipped with a strong academic background and support system, that five dollars would become a great deal more.

“I graduated with a Master’s and Doctorate degrees from State University of New York at Stony Brook and an MBA from Lindenwood Colleges in St. Charles, MO, thanks to a full scholarship, the generous social support of my host family and, of course, a lot of hard work,” said Kedar.

Over the next several years, his wife Renu would join in this journey to success, helping to co-found GT Equipment Technologies, Inc., now called GT Solar, which designs and manufactures photovoltaic equipment and technology to make solar panels. The company which began in the Gupta’s basement with a \$1,000 investment would develop into a global business employing several hundred employees world-wide.

Along the way, while raising their own two children in the community, Renu and Kedar felt the drive to support local and international programs that helped provide education and wellness to underserved children. They provided college scholarships to local high school students and were also supporting organizations that promoted education and meals to underprivileged children in India.

“We want to give students the motivation to see life out there as good and worth being a part of,” said the Gupta’s. “We are here because we come from the same needs. We come from nothing but through hard work and the connections we’ve made with the people around us, we’ve been able to reach the high goal we set for ourselves little by little each day.”

Renu and Kedar Gupta’s passion for issues connected to providing basic needs and education for all has led them to investing in the Boys & Girls Club of Greater Nashua’s scholarship and food programs. In supporting these programs, they hope to help provide kids with the resources and opportunities to create their own bright future just as they did.

“Education excites us,” said Renu. “If you are given a good education, a good value system, then hopefully you will be able to do something good with your life. Nutrition, we think, is also very important. If you don’t have your needs met or the basics to form a foundation, then it becomes harder to make your contribution to society.”

Kedar adds, “STEM skills especially are very necessary now. There is so much potential in science-based training whether it’s helping third world countries with water issues or developing technologies that benefit millions of people.”

As entrepreneurs, business partners, philanthropists, and husband and wife, Kedar and Renu Gupta are united on many fronts, but one shared belief in particular stands out.

“You have to have an involved community,” said the Gupta’s. “It’s important that everyone has access to a better life. Your surroundings are just as important to achieving a better life as your ambition. Together, we need to build a society where everyone at least has the bare minimum necessary to go after their dreams and the resources to take steps towards reaching them. If we are able to give back in this way, then it’s all worth it.”

