

**CONN MEMORIAL FOUNDATION
GREAT WE GROW GRANT APPLICATION**

1208 S. Albany Avenue | Tampa, FL 33606
727-385-9706 | beth@connfoundation.org | www.connfoundation.org

GRANT REQUEST

Organization name: Boys & Girls Clubs of Tampa Bay, Inc.

Program title: Town "n" Country Great We Grow Initiative

Amount Requested: \$ 75,000

ORGANIZATION INFORMATION

Mailing address, city, state, zip: 1307 N. MacDill Avenue, Tampa, FL 33607

Physical address, city, state, zip: 1307 N. MacDill Avenue, Tampa, FL 33607

Telephone: 813-769-7530

Website: www.bgctampa.org

Executive Director/CEO: Terry Carter
E-mail: tcarter@bgctampa.org

Title: President/CEO
Telephone: 813-769-7547

Contact person name: Mary Dillon
(If other than above)
E-mail: mdillon@bgctampa.org

Title: VP of Youth Development
Telephone: 813-769-7547

TOTAL SCHOOL BUDGET FOR THE LAST THREE YEARS

\$ 10,445,345	\$ 8,440,214	\$ 7,469,201
(2023)	(2022)	(2021)
(Total budget)	(Total budget)	(Total budget)

Is your organization tax exempt under Section 501 (C) (3)? (Check one) Yes No

Organization geographic service area(s): Hillsborough and Pasco County

Program geographic service area(s): Hillsborough county specific neighborhood(s) (specify)

Town 'n' Country elementary school, Morgan Woods elementary school and Webb middle school.

Provide the organization's mission statement: To enable all young people, especially those who need us the most, to reach their full potential as productive, responsible, caring citizens.

SUMMARIZE THE PURPOSE OF YOUR REQUEST

The Boys & Girls Clubs of Tampa Bay (BGCTB) will strengthen the relationship between the school day and traditional programming by building a "community school" system of care. BGCTB staff will provide a high-quality out of school program as well as augment mentoring opportunities during the school day. BGCTB staff will become trusted friends who can step in and advise family members or the school when wraparound support may be needed.

PROPOSAL NARRATIVE

Answer the following questions. You may use up to two (2) pages only for this section.

1. Organization History

BGCTB delivers impactful youth services that provide complete support in the areas of personal, social, and academic development. Since establishment in 1926, BGCTB has strategically placed 25 service locations across Hillsborough and Pasco Counties. We served 4,627 direct club members, and 8,922 other youth served through school events, sports, and full-time staff members placed at 13 school sites and 12 stand alone clubs. In 2022 we served a total of 13,549 youth.

In 2026, we will be celebrating 100 years of service to this community; first serving only boys as "The Boys Club", then 38 years ago accepting girls and renaming ourselves "The Boys & Girls Club". We are one of the oldest Boys & Girls Clubs in the United States. Our membership is split almost evenly between boys and girls and has been so for over 20 years. We specifically locate clubs in low-income zip codes to help those "who need us the most" with safe and academically enriching programs after school, which help parents maintain employment. In addition, we provide programming within three main pillars - good character and leadership, healthy mind and body, and academics.

The average youth stay with a club for three years, but many start in kindergarten, remain members through high school, and form lasting bonds with their coach who serves as a mentor. We actively recruit staff from the neighborhoods we serve, with a robust youth development professional training as part of our onboarding.

Among program training and continuous quality improvement oversight, we invested heavily in all staff receiving the Youth Mental Health First Aid certification. In 2023 we entered into an MOU with Frameworks of Tampa Bay for Social and Emotional Well Being with a multi-tiered approach including observation, training, re-direction, and ongoing tools to bake in Social and Emotional well-being into programming.

2. Proposed program and need or problem it is addressing

The three primary institutions that establish the direction of a child's future choices and successes are most notably school, community, and family. Unfortunately, in many underserved communities, the dynamics of family life have shifted. The reinforcement needed to address emergent social changes during the transition from elementary school to middle school to high school are often not found in homes and communities where parental involvement is absent. BGCTB serves as the bridge to needed support to do well academically and mature socially.

Town 'n' Country is a fast-growing community with a population of 85,951, with 6% under the age of 5, and 22% under the age of 18. Combines that represents 24,066 youth. 51% of the population identify as Hispanic/Latino (US Census.gov). BGCTB serves the Town 'n' Country community through the Hachem Family Foundation Sheriff Site specifically youth who attend Town 'n' Country Elementary school. We are on campus at Morgan Woods Elementary, and Webb Middle School. These schools are C-rated and although their grades have improved over the last three years and they are not considered failing, their low overall school grade is still troubling for the community. As elementary schools achieve lower standard scores studies show enrolled Kindergarten children are unprepared for school, which has a lasting impact on 3rd grade scores and further preparation for middle school. The solution to increase school-grades and overall academic success is to prepare the youth academically beginning as early as possible.

Collaborating on an initiative with Champions for Children, the Early Learning Coalition, the School District of Hillsborough County, and independent childcare facilities offering Voluntary Pre-Kindergarten, BGCTB proposes to continue its role in the cradle-to-12th grade pipeline in the Town 'n' Country school system. BGCTB intends to maintain its on-campus, during school and after school,

supplemental and enhancement programming that will increase school engagement, daily attendance and promote academic success.

By allowing BGCTB to target youth during school hours, staff will be able to provide timely behavior management, mentoring, support school culture, and enrichment activities that schools have difficulty providing. Integrated Student Support (ISS) during the school day is partnered with out of school activities, such as character development and academic enrichment programs, help assure on-time grade promotion. The staff also work very closely with the school administration, often providing help monitoring school lunch times, overseeing a special club, and finding ways to encourage our kids to give back to the school by taking on beautification projects.

3. Target population/service population

According to the United Way Suncoast ALICE (Asset Limited, Income Constrained, Employed) report, 43% of households in the Suncoast Region struggle financially. This report is dated 2020. It may be higher based on the rapid rise of housing costs, food and other basic needs since then. Both elementary schools are Title I qualified, and both report at least 90% of their students as economically disadvantaged. Both Morgan Woods and Town 'n' Country elementary students are the target population for this grant request. The opportunity to take advantage of a high-quality after-school program with significantly low fees (free for TnC, \$60 per month for Morgan Woods) helps ALICE families re-direct their financial resources as needed. Comparative costs for after-school programs locally are at least \$70 per week. This difference can add up to thousands of dollars each year.

4. Organization's capacity

BGCTB possesses the capacity to implement on-campus during- and after-school hour programming as evident in the successes documented in current school-based programming at Beth Shields, Marshal, Tomlin, Webb, Greco, Pierce, Dowdell, Chasco, and Sligh middle schools and Clair Mel, Foster, Town 'n' Country and Morgan Woods elementary schools. With nearly a century of experience serving at-risk youth in the most underserved communities, and a decade operating in-school programs, the BGCTB has fortified a track record for quality program impact resulting in documented increases in grade promotion, graduation rates, and reduction in school delinquency.

5. Problems you anticipate

Working collaboratively, when successful, leverages talent, dollars, and other resources. It is challenging to continuously make sure the right people are at the table, both in terms of the right non-profit, for profit, and community leaders. Not only WHAT agencies are represented, but WHO represents the agencies. This can be a struggle with over-burdened staff and changes in leadership or staffing within agencies. As similar agencies have experienced, hiring and staffing remain a challenge. We have raised minimum entry-level wages to \$15 which has helped. The TnC club has a strong group but is currently without a leader. We have had very unexpected challenges with the Club Director turnover in 2022 and into 2023. The remaining staff has been consistent, so quality has not been impacted.

6. What is new with your organization or program?

We were awarded a 4-year grant from the Florida Department of Education to augment our programming at the Hachem Foundation club (TnC Club) and at Webb middle school. This grant is specifically focused on improving academic scores at TnC Elementary school, and Webb Middle school. This will allow us to hire Certified Teachers to join the team to provide small-group academic support. The grant was awarded last year but did not get contracted until January 2023. This is very exciting and provides an additional level of assessment, surveying of parents, community members and youth. The grant will cover more robust program supplies, summer field trips, and training for staff at the TnC and Webb locations.

BOARD OF DIRECTORS INFORMATION

Board Chair's name: Matt Dumar

Email: matt@dumaradvisors.com

Phone number: 813-546-4997

Number of Board Meetings: 12

Meeting Schedule: 6 Corporate/6 Executive

Number of Board Members: 34

Number of Board Members who are donors: 31

Annual Donations of the Board: \$238,417 3% of Budget

What training does your board receive and what ongoing training is provided?

The Board Development Team manages recruitment, on-boarding and training of board volunteers. Upon orientation, board members are supported by professional staff and receive frequent updates about requirements and performance. Additionally, through smaller committee work, such as Safety, Finance, Programs and Executive, board volunteers receive ongoing training.

What training does your staff receive?

Professional staff receives high quality training, upon hire and throughout their BGCTB career. Upon hire, and within the first 90 days of employment, all staff complete First Aid/CPR, classroom management training and specific program training provided by Boys & Girls Clubs of America. Once the foundation courses are completed, staff progress through Boys & Girls Clubs of Tampa Bay and Boys & Girls Clubs of America specialty trainings and certifications through Spillett University's free online courses. BGCTB also takes advantage of value-added local training, especially through the Nonprofit Leadership Center, conference training through 21st Century Community Learning Center, Nonprofit Leadership Center annual leadership conference, and Regional and National BGCA conventions. In 2020, a focus on Social and Emotional training for our front-line staff was begun and continued in 2022 with a focus on Youth Mental Health First Aid, Trauma Informed Care and Social and Emotional Learning. We contract through Bay Care Health and Frameworks of Tampa Bay as a partner in most of these trainings, with a robust SEL training plan for all full and part time staff in 2023.

What is your organization's Training budget? What percentage of your operating budget does this represent?

BGCTB's training budget is \$64,487 which represents 17% of the operating and less than 1% of agency full budget. That is possible, because as previously mentioned, the Boys & Girls Clubs of America training is robust, and most is offered free to our staff through Spillett University, in an arrangement with Boys & Girls Clubs of America. This includes leadership training and continuing education on program development, which also lead to valuable certifications in youth education. Management courses are also available for those staff who want to be certified trainers or to develop management skills, all free through Spillett University. As a funded agency of the Children's Board of Hillsborough County, we receive a limited number of free classes through the Nonprofit Leadership Center in Tampa and take advantage of that benefit. We also have Tier 1 and 2 level Training specialists on site who are certified to train our staff on classroom management, program quality and maintaining continuous quality assessments. Our financial investment focuses on Social and Emotional training (Frameworks of Tampa Bay), and State and Regional conferences.

Terry Carter

3/10/2023

Signature of Executive Director/CEO/Principal/Head of School (Please note title)

Date

Electronic signature is acceptable.

PLEASE NOTE: Your annual Community Impact Report will serve as a reflection of the progress that has been made and will be discussed during your site visit.

PROGRAM DEMOGRAPHIC SURVEY

Please answer the following questions and complete the survey for the Conn-funded program only.

1. Organization name: Boys & Girls Clubs of Tampa Bay, Inc.
2. Name of Conn-funded program: Great We Grow in TnC
3. Date this survey was compiled: February 15,2023

AGE	# Served	% of Total
PreK		
Elementary School	204	
Middle School	45	
High School		
College		
Total	249	
ETHNICITY/RACE		%
African American	18	7%
Caucasian	16	6%
Hispanic	212	85%
Asian		
Other	3	2%
Total	249	100%
PRIMARY LANGUAGE		%
English	We do not track this	
Spanish		
Other		
Total		
POVERTY LEVEL		%
Free & Reduced Lunch	232	93%
Not eligible for above	17	7%
Total	249	100%

*All totals should be equal

Boys & Girls Clubs of Tampa Bay

2023 Budget	Total
Public Support and Revenue	
Public Support	
Contributions	\$3,136,806
Great Future's Breakfast	\$965,000
Grants	\$5,105,001
Funds Released From Restriction	\$143,078
Total Public Support	<u>\$9,349,885</u>
Revenue	
Program Service Revenue	\$279,755
Net Special Events	\$1,098,300
Investment Revenue	\$1,500
Other Income	\$72,214
Total Revenue	<u>\$1,451,769</u>
BGCTB Foundation	(\$325,606)
Total Public Support and Revenue	<u>\$10,476,047</u>
Expenses	
Personnel Costs	
Compensation	\$5,632,236
Employee Benefits	\$558,774
Payroll Tax	\$430,866
Other Employee Costs	\$38,003
Total Personnel Costs	<u>\$6,659,878</u>
Operating Costs	
Professional Fees	\$189,423
Contract Services	\$114,426
Supplies	\$395,720
Information Technology	\$331,770
Occupancy	\$1,446,474
Equipment	\$62,468
Printing and Postage	\$40,643
Transportation	\$249,978
Staff Training, Travel, and Meetings	\$64,487
Program Service Expenses	\$225,350
Other Expenses	\$664,728
Total Operating Costs	<u>\$3,785,467</u>
Total Expenses	<u>\$10,445,345</u>
NET SURPLUS/(DEFICIT)	<u>\$30,703</u>

BOYS & GIRLS CLUBS OF TAMPA BAY BOARD OF DIRECTORS

AS OF OCTOBER 2022

NAME	COMPANY	ROLE/TITLE
Adam Diasti	Intellident Solutions	Vice Chairman & President
Albert Lee	Tampa Bay Black Business Investment Corp.	President
Alex Good	United Healthcare	Key Accounts Exec.
Angelie Spurling	Valley National Bank	VP- Commercial Loans Team Leader
Brian Best	GTE Federal Credit Union	President
Brian Breseman	Tampa Bay Lightning/Minik Sports Group	Sr. Director of Broadcasting
Carolynn Smith	Seven Marketing & PR	CEO & Founder
Chris Roederer	Tampa General Hospital Foundation	Sr. VP, Human Resources
Collin Jotham	Mercer Human Resource Consulting	Principal and Business Development Consultant
Ed Narain	External Affaris, AT&T	Regional Directors
Eddie Gomez	Gordon Chevrolet	
Erni Knight	DPR Construction	Project Manager
Ernest Carrera	Carrera Financial	Wealth Advisor
Greg Hearing	GrayRobinson Attorneys at Law	Attorney
Holly Tomlin	Tomlin St Cyr Real Estate Services	Owner
Jeff Callahan	Moss & Assoc	Vice President
John Tomlin	Tomlin St Cyr Real Estate Services	CEO
Karen Mincey	TECO Energy	VP- IT & CIO
Karl Brandes	Phelps Dunbar	Attorney

Keith Lawless	Cox Media Group	VP and Market Manager
Larry Bevis	UBS Financial Services	Sr. VP-Wealth Management
Lori Liburdi	GCP IV Management	VP, Human Resources
Luis Visot	Retired	
Marc Spencer	Bank of America Private Bank	Managing Director
Martin Saavedra, Jr.	MLI Marketing Solutions	EVP
Matt Dumar	Dumar Advisors	Owner
Matt Jacobson	Lighthouse Healthcare Group	Owner
Matt Pierson	BKS	
Michael Dehney	PNC Financial	SVP
Nick Palles	Humana	FL Director
Paul Blaylock	Loan Flight Lending	President, Founder
Phil Malcom	AAA Auto Club South	VP of Marketing
Regina Marrow	ConnectWise	Managing Director, Advisory Services
Reginald Godbolt	USAA	Retired Colonel
Rick Alvarez	Older Lundy Alvarez Koch	Partner
Russ Tiejema	Masonite International	Exec VP & CFO
Scott Jacobsen	Seacoast Bank	Commercial Banking Manager
Shaylia McRae	Transoirtat	
Tiffany Love	Adams & Reese LLP	Special Counsel
Tom Salemy	Marquette Associates	Partner, Managing Dir.
Tomas Birriel	Crowe Horwath	Audit Manager
Sheriff Chad Chronister (Liaison0	HCSO	Sheriff of Hillsborough County

Lyricism 101: Lyricism 101 is a program designed to cultivate and amplify the powerful, formidable voices of Club teens. Recognizing the power of literary arts, Lyricism 101 positions Club members as torchbearers and experts in the ancient oral poetic traditions that continue to thrive around the world. The program gives teens an opportunity to tell their stories, build community and express their artistic visions through the music of hip-hop culture and the culture of the cipher.

Triple Play: Triple Play, BGCA's comprehensive health and wellness initiative, strives to improve the overall health of members, ages 6-18, by increasing their daily physical activity, teaching them good nutrition and helping them develop healthy relationships.

- **Mind/ Healthy Habits** – Healthy Habits provides a wide-ranging approach to addressing nutrition education and healthy living. The approach incorporates healthy living and active learning into every part of the Club experience, from the gym to the learning center to the arts and crafts room. To this end, the Healthy Habits curriculum consists of 10 sessions for each of three age groups: 6-8, 9-12 and teens.
- **Body/Daily Challenges** – Sports, fitness and recreation programs are designed to get members up and active through daily challenges, games and tournaments to strengthen their body. Additionally, sports leadership Clubs allow teens to develop leadership skills and focus on community service and volunteerism.
- **Soul/ Social Recreation** – promotes social and emotional development. Triple Play consciously incorporates elements of belonging, usefulness, influence and competence. For example, sessions have been designed to provide a mechanism for older members to assist younger members, thus providing older youth with a sense of usefulness and influence while helping them reinforce the positive behaviors that are the goal of the program. Social recreation utilizes the Gamesroom and other Club areas to teach and reinforce social and ethical skills young people need to be successful. More than any other area of a Boys & Girls Club, a Gamesroom defines the traditional Club experience. It is a place where kids can play board and table games, compete in a tournament, learn a new activity or just visit with friends. The room is filled with pool tables and ping-pong, but the purpose is much deeper. The Gamesroom staff help members learn skills while teaching them how to work together.

Torch Club: Torch Clubs are chartered small-group leadership and service clubs for boys and girls ages 11-13. A Torch Club is a powerful vehicle through which Club staff can help meet the special character development needs of younger adolescents at a critical stage in their development. Torch Club members learn to elect officers and work together to implement activities in four areas: service to Club and community, education, health and fitness and social recreation. The Torch Club Awards are presented annually to Torch Clubs with outstanding programs and activities in the four areas. Each year, Torch Club members from all over the country take part in a service-learning experience through the National Torch Club Project.

Career Launch: Career Launch is BGCA's job-readiness and career-preparation program designed to offer youth ages 13 to 18 activities that explore a broad range of

career areas, match their interest to career clusters and identify the skills and education needed for a particular career path. CareerLaunch is designed to support youth in preparing for their first job, internships and summer employment. The program offers multiple implementation models for staff, which provides maximum flexibility to successfully implement the program.

Diploma2Degrees: Diplomas to Degrees (d2D) is BGCA's college readiness program. This program provides a range of services to guide Club members as they work toward high school graduation and prepare for post-secondary education and career success. The Facilitator's Guide includes fun high-yield activities. The Teen College Guide offers tips on achieving academic success and planning for post-secondary education.

Money Matters: Money Matters promotes financial responsibility and independence among Club members ages 13-18 by building their basic money management skills. Participants learn how to manage a checking account, budget, save and invest. They also learn about starting small businesses and paying for college.

Power Hour: Power Hour: Making Minutes Count helps Club members ages 6-18 achieve academic success by providing homework help, tutoring and high-yield learning activities and encouraging members to become self-directed learners.

Project Learn: Project Learn reinforces and enhances the skills and knowledge young people learn at school during the hours they spend at the Club. This comprehensive program strategy is based on Dr. Reginald Clark's research showing that students do much better in school when they spend their non-school hours engaged in fun, but academically beneficial, activities. Through Project Learn, Club staff use all the areas and programs in the Club to create opportunities for these high-yield learning activities, which include leisure reading, writing activities, discussions with knowledgeable adults, helping others, homework help and tutoring and games like Scrabble that develop young people's cognitive skills. Project Learn also emphasizes parent involvement and collaboration between Club and school professionals as critical factors in creating the best after-school learning environment for Club members ages 6-18. Extensively field-tested and formally evaluated by Columbia University with funding from Carnegie Corporation of New York, Project Learn has been proven to boost the academic performance of Club members. The JCPenney Afterschool Fund underwrote the initial implementation of this educational enhancement approach in Clubs across the nation.

Passport to Manhood: Passport to Manhood promotes and teaches responsibility in Club boys ages 8-17. Passport to Manhood consists of 14 sessions, each of which concentrates on a specific aspect of manhood through highly interactive activities. Each Club participant receives his own "passport" to underscore the notion that he is on a personal journey of maturation and growth. Passport to Manhood represents a targeted effort to engage young men in discussions activities that reinforce positive behavior.

SMART Girls: SMART Girls is a small-group health, fitness, prevention/education and self-esteem enhancement program designed to meet the developmental needs of girls

in three age groups. Through dynamic sessions, highly participatory activities, field trips and mentoring opportunities with adult women, Club girls explore their own and societal attitudes and values as they build skills for eating right, staying physically fit, getting good health care and developing positive relationships with peers and adults.

SMART Moves: *The SMART (Skills Mastery and Resistance Training) Moves program is a nationally acclaimed prevention program originally developed in the 1980s with help from prevention specialists and Clubs around the country. Newly revised in 2011, the program incorporates the latest information and approaches that BGCA has learned about effective prevention. Participants will be exposed to various activities designed to hone their decision-making and critical-thinking skills, as well as learn how to avoid and/or resist alcohol, tobacco, other drugs and premature sexual activity.*

SMART Kids: *The SMART Kids programs develops healthy living skills in children ages 6-9 with regard to avoiding risky behaviors and situations, including alcohol, tobacco, and drug use. Participants will be exposed to various activities designed to hone their skill-building activities for developing self-awareness, interpersonal skills, decision-making skills, and drug awareness.*

Street SMART: *BGCA's gang and violence prevention curriculum, Street SMART, offers expanded lessons in bullying prevention, as well as an emphasis on resiliency training to give Club members, ages 10-14, the skills they need to grow up confident, caring and responsible. The revised Street SMART guide, which can be downloaded in the Program Documents window to the right, was made possible through the generous support of the Office of Justice Programs.*

AGENCY: Boys & Girls Clubs of Tampa Bay, Inc.
 PERIOD: August 2023-July 2024

	TnC 12/31/2023	MW 12/31/2023	Total
Public Support and Revenue			
Public Support			
Contributions	\$65,100.00	\$11,028.00	\$76,128.00
Grants	\$333,840.00	\$99,054.00	\$432,894.00
Total Public Support	\$398,940.00	\$110,082.00	\$509,022.00
Revenue			
Program Service Revenue	\$0.00	\$46,313.79	\$46,313.79
Total Revenue	\$0.00	\$46,313.79	\$46,313.79
Total Public Support and Revenue	\$398,940.00	\$156,395.79	\$555,335.79
Expenses			
Personnel Costs			
Compensation	\$228,121.00	\$112,290.39	\$340,411.39
Employee Benefits	\$7,840.00	\$3,990.00	\$11,830.00
Payroll Tax	\$16,556.00	\$8,375.13	\$24,931.13
Other Employee Costs	\$478.00	\$464.00	\$942.00
Total Personnel Costs	\$252,995.00	\$125,119.52	\$378,114.52
Operating Costs			
Professional Fees	\$975.00	\$975.00	\$1,950.00
Supplies	\$5,519.00	\$400.00	\$5,919.00
Information Technology	\$10,969.00	\$794.00	\$11,763.00
Occupancy	\$99,099.00	\$810.00	\$99,909.00
Equipment	\$1,303.00	\$13,157.00	\$14,460.00
Printing and Postage	\$0.00	\$0.00	\$0.00
Transportation	\$0.00	\$208.00	\$208.00
Staff Training, Travel, and Meetings	\$0.00	\$0.00	\$0.00
Program Service Expenses	\$3,213.00	\$2,160.00	\$5,373.00
Total Operating Costs	\$121,078.00	\$18,504.00	\$139,582.00
Total Expenses	\$374,073.00	\$143,623.52	\$517,696.52
NET SURPLUS/(DEFICIT)	\$24,867.00	\$12,772.27	\$37,639.27

AGENCY BUDGET 1.0 INCOME:	PRIOR FISCAL YEAR PERIOD: 1/1/2022 TC 12/31/2022			CURRENT YEAR PERIOD: 2023		
	ACTUAL	%	BUDGET	BUDGET	%	BUDGET
1.1 INDIVIDUAL GIFTS	\$3,491,444	36%	\$3,220,960	\$3,369,056	32%	
1.2 SPECIAL EVENTS	\$739,399	8%	\$1,093,684	\$1,098,300	10%	
1.3 FOUNDATIONS	\$815,055	8%	\$472,822	\$538,422	5%	
1.4 CORPORATIONS	\$235,649	2%	\$0	\$11,800	0%	
1.5 UNITED WAY	\$234,518	2%	\$362,500	\$226,903	2%	
1.6 CHILDREN'S BOARD	\$615,693	6%	\$491,567	\$1,099,759	10%	
1.7 OTHER GOVERNMENT	\$3,140,126	33%	\$2,237,838	\$3,778,339	36%	
1.8 EARNED INCOME	\$279,968	3%	\$283,131	\$279,755	3%	
1.9 INVESTMENT INCOME	\$2,258	0%	\$1,488	\$1,500	0%	
1.0 OTHER (Rental Income)	\$68,986	1%	\$106,815	\$72,214	1%	
TOTAL INCOME	\$9,623,096	100%	\$8,270,805	\$10,476,048	100%	
2.0 EXECUTIVE SALARIES:						
NAME:						
2.1 CEO	SALARY \$289,819					
	BENEFITS \$35,924					
2.2 CFO	SALARY \$106,150					
	BENEFITS \$28,139					
2.3 CDO	SALARY \$114,368					
	BENEFITS \$23,362					
3.0 RESERVE ANALYSIS:						
CURRENT ANNUAL EXPENSES				#5		
/ 365 FOR DAILY RATE				#6	\$9,096,714	Minus In-Kind
					\$24,923	
CURRENT RESERVE				#7	\$1,900,000	
/ DAILY RATE					\$24,923	
CARRY DAYS					76	

Boys & Girls Clubs of Tampa Bay, Inc.

Income Statement

	2022 Year-Ending	2023 Full year Budget
Public Support and Revenue		
Public Support		
Contributions	\$3,320,582	\$3,136,806
Great Future's Breakfast	\$1,170,844	\$965,000
Grants	\$3,990,337	\$5,105,001
Funds Released From Restriction	\$321,624	\$143,078
Total Public Support	\$8,803,386	\$9,349,885
Revenue		
Program Service Revenue	\$279,968	\$279,755
Net Special Events	\$739,399	\$1,098,300
Investment Revenue	\$2,258	\$1,500
Other Income	\$68,987	\$72,214
Total Revenue	\$1,090,612	\$1,451,769
BGCTB Foundation	(\$270,901)	(\$325,606)
Total Public Support and Revenue	\$9,623,097	\$10,476,047
Expenses		
Personnel Costs		
Compensation	\$4,498,100	\$5,632,236
Employee Benefits	\$457,006	\$558,774
Payroll Tax	\$343,730	\$430,866
Other Employee Costs	\$35,612	\$38,003
Total Personnel Costs	\$5,334,448	\$6,659,878
Operating Costs		
Professional Fees	\$175,492	\$189,423
Contract Services	\$151,755	\$114,426
Supplies	\$353,990	\$395,720
Information Technology	\$278,378	\$331,770
Occupancy	\$1,492,586	\$1,446,474
Equipment	\$38,484	\$62,468
Printing and Postage	\$46,231	\$40,643
Transportation	\$217,640	\$249,978
Staff Training, Travel, and Meetings	\$57,377	\$64,487
Program Service Expenses	\$207,441	\$225,350
Other Expenses	\$942,527	\$664,728
Total Operating Costs	\$3,961,901	\$3,785,467
Total Expenses	\$9,296,349	\$10,445,345
NET SURPLUS/(DEFICIT)	\$326,748	\$30,703

Boys & Girls Clubs of Tampa Bay, Inc.

Balance Sheet

Year-Ending 2022

	<u>Actual</u>
Assets	
Current Assets	
Cash and Equivalents	\$5,302,821.95
Accounts Receivable	\$871,490.44
Pledge Receivable	\$487,700.00
Pre-paid Expenses	\$97,913.50
Due To/From Other Funds	(\$113,710.30)
Total Current Assets	<u>\$6,646,215.59</u>
Non Current Assets	
Property and Equipment	\$2,357,075.71
Leasehold Improvements	\$8,903,812.30
Accumulated Depreciation	(\$3,941,790.30)
Total Non Current Assets	<u>\$7,319,097.71</u>
Total Assets	<u><u>\$13,965,313.30</u></u>
Liabilities and Net Assets	
Liabilities	
Current Liabilities	
Accounts Payable	\$144,714.56
Payroll Withholdings Payable	\$2,125.20
Accrued Expenses	\$129,860.98
Deferred Revenue	\$165,728.20
Deferred Contributions	\$1,787,083.33
Total Current Liabilities	<u>\$2,229,512.27</u>
Total Liabilities	<u>\$2,229,512.27</u>
Net Assets	
Net Assets Without Donor Restrictions	\$11,735,801.03
Total Net Assets	<u>\$11,735,801.03</u>
Total Liabilities and Net Assets	<u><u>\$13,965,313.30</u></u>