President’s Message:

2020 was a year of many changes and many challenges. January, February and the beginning of March were business as usual for the Boys & Girls Clubs of Greater San Diego. We were serving over 2,200 members daily through afterschool programs, and transporting children to our Clubs with our extensive transportation program.

Midway through March we were forced to close our doors for the first time in nearly 80 years. Our Board of Directors and management team planned how we would adjust our programming to fit the new needs of the community. Our Clubs were rearranged to accommodate smaller ratios, we prepared for all COVID health regulations and prepped our rooms to enforce a six foot social distance. Curriculum was planned to cover an 11 hour day, with an emphasis on assisting members with their distance learning.

Today, we are happy to say that we have been able to open numerous clubhouses and school sites throughout San Diego County. Although we still have work to do in order to reach all of the children who need us most, we’re confident that with the support of our community, we will continue to Change Lives.
2019–2020
FINANCIAL HIGHLIGHTS

REVENUE:

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$1,657,630</td>
</tr>
<tr>
<td>Special Events</td>
<td>$1,186,277</td>
</tr>
<tr>
<td>Government Grants</td>
<td>$2,528,092</td>
</tr>
<tr>
<td>Foundation &amp; Corporate Grants</td>
<td>$1,064,238</td>
</tr>
<tr>
<td>Dues &amp; Program Fees</td>
<td>$2,688,133</td>
</tr>
<tr>
<td>Facility Income &amp; Other</td>
<td>$848,093</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$9,975,463</strong></td>
</tr>
</tbody>
</table>

EXPENSES:

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$7,051,939</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$1,266,627</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$758,614</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$9,077,180</strong></td>
</tr>
</tbody>
</table>

Does not include non-cash revenue and expenses.

WHERE OUR FUNDING COMES FROM

- Dues & Program Fees 27%
- Government Grants 25%
- Contributions 17%
- Special Events 12%
- Foundation & Corp. Grants 11%
- Facility Income & Other 8%

HOW WE USE OUR RESOURCES

- Program Services 78%
- Management & General 14%
- Fundraising 8%

BOYS & GIRLS CLUBS OF GREATER SAN DIEGO

Scholarships

In 2019
- $626,000 in scholarship assistance

In 2020
- $321,000 in scholarship assistance

Programs:
- After School Programs
- Day Camps
- Licensed Child Care
- Sports Leagues
- STEAM
- Anti-Bullying
- Teen Leadership
- Aquatics
- Dance Classes
- Fitness & Nutrition
- Field Trips
- High School & College Prep
  and so much more!