



RANDALL BOYS AND GIRLS CLUB
"GREAT FUTURES START HERE"



it just takes | one.

Annual Report *2010-2011*



MISSION STATEMENT

The Ludlow Community Center//Randall Boys & Girls Club provides year round youth and family services, programs and activities that are convenient, affordable and accessible to all ages and backgrounds through an effective partnership between the public and private sector.

All programs focus on developing strong character and leadership skills and are conducted in a safe, nurturing environment by a well trained and professional staff at a facility built by the community for the community.

VISION STATEMENT

The past two decades have been dedicated to recreating our organization not just as the Community Center or the Boys & Girls Club alone but as a combined entity enhancing the programs and services for our whole community. During this time three prevailing themes have provided a vision to accomplish our goals.

The Next 100 years

An Impact over a lifetime

Securing their Future

THE NEXT 100 YEARS speaks to recreating what our town forefathers with great foresight and wisdom had began first as the "Rec" owned by the Ludlow Mills, then as the Ludlow Community Center and then as the Boys & Girls Club. Thanks to the commitment of our board, corporators and staff and the countless volunteers including parents, donors and community members, we navigated a course that included the completion of two strategic plans, a feasibility study, a capital campaign and a town-wide referendum that resulted in the construction and dedication of a state of the art facility located in the very heart of our community.

AN IMPACT OVER A LIFETIME speaks to our commitment to provide quality programs and services to every segment of our community from our preschoolers to seniors citizens. It speaks about the child who will be impacted through every phase of his life by his experience at the Club. It speaks also to those families where three or possibly four generations are participating in Club programs at the same time. It speaks to our commitment to provide the most qualified, professional staff to accomplish our mission.

SECURING THEIR FUTURE is a recurring theme, a theme that was the focus of our capital campaign. This theme now becomes most important because it speaks to insuring what we have labored so hard to create. It speaks to our commitment to provide the leadership needed to continue to move forward in a strategic direction. It speaks to our commitment to provide financial security for the organization both now and in the future. Our "One Campaign" will evoke the support of our entire community in securing the organization now. Our endowment will create a permanently restricted fund to secure the organization for the future. For all of us, past, present and future who have been so committed to our mission, this security will be our lasting legacy to our children, families and community.



Ludlow Community Center / Randall Boys & Girls Club
2011 Youth of the Year

Sarah Santos

What The Club Means To Me

The Boys and Girls Club of America's slogan, "GREAT FUTURES START HERE" truly fits the meaning of a Boys and Girls Club. The Randall Boys and Girls Club at the Ludlow Community Center was always a positive place for me as a kid. I grew up there and it became my second home. Throughout the 13 years I have been involved with the club, I've been taught responsibility, good character, and citizenship. It also taught me how to be academically successful and how to live a healthy lifestyle. The club has given me friendships that I will always have, and my experiences there have helped to me learn more about myself. I have many great memories from the club, and I continue to create more as a counselor.

My first day at the Ludlow Boys and Girls Club was my first day of kindergarten; of course, I had no idea then that I would be the counselor who looks after kindergartners in the future. The club was always so much fun and that's where all my friends and I would go after school, for vacation, and summer camp. I made friendships at the club that will last forever, of course there were times when my friends and I had our differences, but the staff was always there to help us through it and teach us the meaning of friendship. As a child at the club, I was able to meet people with many different personalities and backgrounds. This experience showed me that everyone is unique in their own way, and it taught me to be accepting of others and to be a good citizen.

The opportunity to be a role model for children is what made me want to work at the club. I love being around kids and being able to teach them the very same things that the club taught me. It is not only a job, but also a privilege, to be able to teach kids important life lessons: to be accepting of others no matter what they look like or how they might be different from you, to avoid being judgmental, to be considerate of others, to be kind, patient, and self confident. When a child is having a problem, I am always a shoulder for them to lean on and to let them know that everything will be okay. Although they may not realize it now, I know that the children I work with will one day appreciate how lucky they were to have a place to go to that provided a fun, safe, learning environment.

With all these disguised lessons, I learned more about myself. Today I am a kind, trustworthy, independent, generous, patient and loving person. The Boys and Girls Club gave me self-confidence and a sense of belonging that a child feels soon after they walk through the doors. Just as my countless hours spent at the club contributed to my individuality, I hope that my work today at the club will help to do the same for present and future members. Without the club, I wouldn't be the person I am today.

On behalf of the Board of Directors, and as outgoing Chair, I would like to take this opportunity to welcome Dan D'Angelo as the new President/CEO of the Ludlow Community Center/Randall Boys & Girls Club. Dan is a Ludlow native who grew up at the Club and has always maintained his roots in the Ludlow community. Dan has served as our Director of Operations for many years with energy, professionalism and integrity. Our previous President, James Moriarty, had initiated a six-year leadership transition plan, which outlined the framework that was enacted this summer. We thank Jim for his many years of service to the Club and we wish him well in his new endeavors.

As we know, transitions sound good on paper, but it takes people to ensure that the change goes smoothly. We would like to thank the dedicated staff members who serve our children and families so well every single day. Your dedication goes far beyond set hours and expected duties. Teaming with Dan, you enabled us to provide a flawless transition in these times of change.

It has been a privilege to serve as Board Chair, and I salute the entire Board for the many volunteer hours you devote to the Club. You bring diverse ideas and years of expertise to this group devoted to ensuring a healthy and vital organization. The Board, along with our many Corporators, keeps the vision alive and thriving. Don't underestimate your efforts – it has been an honor to work with you and to call you my friends.

I would also like to welcome Kevin Crowley as our new Board Chairman. Kevin has volunteered many hours to the Club and to many other organizations in this community. He is a born leader and we wish him well as he begins his term of office.

The Ludlow Community Center/Randall Boys & Girls Club is a “gem” in this community. It is an asset that must be cared for and nurtured. It would be foolish for anyone to neglect an asset in their lives – and our friends in this community have served the Club well. A sincere “thank you” to our generous donors who believe in this mission and support this worthy organization. The Club has been in existence for over 100 years - and with our support and good will - it will thrive for many more years to come.

Sincerely,
Donna Hogan
Board Chair

Annual Message 2011

Dear Donors, Contributors, Volunteers and Friends

“GREAT FUTURES START HERE”is the wonderful new tagline introduced by Boys & Girls Clubs of America in 2011. It is fantastic if used as just a marketing piece but even more powerful when you realize it is our day-to-day goal, and with the help and support of so many, that goal becomes a reality.

As in so many communities and businesses in our area, this was a very trying year for our organization. Take away the unprecedented natural occurrences which affected so many of our friends and neighbors in this and surrounding communities, we also saw a rise in unemployment, a rise in the cost of everyday needs and a rise of uncertainty regarding one’s future. The past few years have not been fun for anyone, uncertainty around every corner, and yet we continue to persevere by staying true to our mission and our commitment to the youth, families and adults who have taken advantage of our quality programs and interact with our professional staff. Our staff comes to work everyday with a smile on their faces and the knowledge and determination that “GREAT FUTURES START HERE”. And even more eye opening is the fact that those futures start with them. And if the fact is that the daily interactions, the words of encouragement, the mentoring and constant guidance from our professional staff, part time employees and volunteers start here, then the reality is it ends with YOU.....our donors, contributors and friends.

Without the support of so many, there is no safe and supportive environment for our children to grow and explore. There is no cultivation of supportive relationships that can provide the stability and foundation so many children may be missing in their daily lives and there are no opportunities and expectations for them To BE Great. Listed in this annual report are all of the donors, contributors, foundations, business and individuals who have and hopefully will continue to allow those futures to look bright when sometimes the sun does not shine for days. Without YOU there is no May Park, pavilion and fields. Without YOU our Annual Auction, Sheriff’s Triathlon and other fundraisers do not allow us to provide access scholarships to deserving families. Without YOU there are no new youth and adult fitness programs to help remind us of the importance of living a healthy and active lifestyle. Without YOU there are no quality childcare programs, endless social and recreational programs, community and family events and activities – the cold harsh reality there is NO Community Center and there is NO Boys and Girls Club without YOU. Your support, your dedication, your passion and your commitment make all of that and so much more possible for literally thousands of youths and their families on an annual basis and we THANK YOU.

This past year the organization also adjusted to a change in leadership, Jim Moriarty, whose leadership and passion guided this organization through 22 years of extraordinary growth has moved on to conquer new challenges and bring his work ethic and knowledge to a new organization. I had the great pleasure of working with and

literally being mentored by Jim for the past 22 years and I pass along my thanks and respect for not only what he has done for me personally but for the foundation he has laid for this organization – Thank You, Jim. A transition plan that was implemented almost 6 years ago has started to take form and I am happy and excited to accept the challenges that await our organization in the coming years and to facilitate new growth. I have the added bonus of being able to say that with the utmost confidence because of the support the organization receives from its Board of Directors and Corporators. I can also say that because of the quality staff that ensures the directions we take and decisions we make are based on our mission and fundamentals. And finally, I can say that because of the incredible support we receive from YOU, our donors, contributors and volunteers.

Great futures do start at the Ludlow Community Center and Randall Boys & Girls Club but I think we can all see that it doesn't just happen. It takes the collective effort and support of our Donors, contributors and friends to make it a reality. I look forward to working in cooperation with our dedicated Board of Directors to ensure that the safe and supportive environment, the cultivation of supportive relationships and the opportunities and expectations of youth To BE Great continue for generations to come.

Sincerely

Daniel D'Angelo
President/CEO





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 Patricia Verteramo, *Preschool Teacher*
 Colleen Tryba, *Preschool Teacher*
 Erin Thibault, *Preschool Teacher*
 David Yelle, *Maintenance*



CONTRIBUTORS 2010-2011

\$10,000 - \$200,000

Stella & Selma May

\$5,000 - \$9,999

Advanced Drainage

FieldEddy Insurance

Brian & Evelyn Randall

Randall's Farm & Greenhouse & Karen Randall

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 Century Limousine Service
 Charles & Kathy Chaconas
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 Chenier's Gravel Bank, Inc.
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 Chicopee Savings Bank Charitable
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 Comfort Inn and Suites
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 CTS Transportation Service
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 David Dziura
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 Laura's Cleaning Service
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 Lia Toyota of Wilbraham
 Lydia Lozyniak



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Ludlow Country Club
 Ludlow Funeral Home
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 Mark Henry Florist
 Joanne Martin
 Mateus Place Restaurant & Lounge
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 Mohawk Mountain Ski Area
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 James & Patricia Nascimento
 NEPM-New England Promotional Marketing
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 New Sandwich Shop Café, Inc. D/B/A
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Ed Mari	Violet Silva	
Tricia Martin	Sixteen Acres Garden Center	
Paul & Janice Mayberry	David P. Smigiel	
Heather McCurry	Springfield Falcons Professional Hockey	
	Springfield Museums Association	



CONTRIBUTORS 2010-2011

Grants Summary

Agnes Lindsay Trust - \$2,000
 Chicopee Savings Charitable
 Foundation - \$15,000
 First Niagara Bank
 Foundation - \$1,000
 Hasbro Matching Gift
 Program - \$1,250
 Massachusetts Alliance of
 Boys & Girls Clubs -
 \$18,500.00
 Mass Municipal Wholesale
 Electric Company - \$1,000
 MassMutual Matching Gift
 Program - \$1,500
 Service League Foundation -
 \$1,000
 TD Bank - \$2,500
 Bernard J. Toale and Joseph R.
 Zina Charitable Fund -
 \$1,500
 United Bank Foundation -
 \$5,000
 United Way of Pioneer Valley -
 \$21,394

Contributions in

Memory of

Carminda Calheno
 Manuel DaSilva
 Barry Dias
 Irene Fidalgo
 Alice Jorge
 John Jorge
 Gus Kalish
 Glenna Mays
 Olivia Ross
 Dorothy Randall Whitehead
 Kathleen Wilcox

Contributions in

Honor of

Dan D'Angelo
 Tony Sanches

Program Equipment & In-Kind Contributions

Dan & Dottie Bamford
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 Robert & Sandy Carnevale
 Terry Chenaille
 Ann Marie Civetti
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 D.J. Donnie C.
 Dunkin' Donuts
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 Hasbro
 International Disc Jockeys -
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 Ludlow Department of Public
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 Ludlow Fire Department
 Ludlow Lions Club
 Ludlow Police & Special Police
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 Staples
 TD Bank
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Every effort has been made to ensure the accuracy of this list. If we have made an error, please let us know so that we may correct our records. For a full version of our annual report visit us on the Web at www.Ludlowbgc.org

We offer a variety of programs that fit the needs of our youth, families, and community.

Childcare. We are committed to providing year-round reliable childcare to children ages 2.9 years to 14. Our Preschool Program is a full day licensed program designed to provide children with a safe, healthy, and educational environment. We have three classrooms that are staffed by nurturing, caring, and supportive educators. We also provide comprehensive licensed childcare for school-age children. Our Before-School, After-School, Vacation Day, and Summer Camp programs provide parents with reliable childcare during out of school time. The program provides children with a variety of educational, recreational, and fun activities in a safe environment.



Community Programs. Throughout the year we provide a variety of community events and programs designed to give families the opportunity to spend meaningful time together. Some examples of this year's programs and events are: Father/Daughter dance, storytelling, craft show, and bus trip to New York City. Still to come this year are two of our biggest community programs: The Halloween Carnival/Rag Shag Parade on October 28th and Breakfast with Santa on December 10th. Join us for some family fun!



Fitness. Our fitness department offers a variety of group exercise classes, dance classes, personal training sessions and nutrition and wellness workshops to meet the needs of our members and the community. Currently we are conducting the following on-going classes: Zumba Fitness, Zumba Toning, Turbo Kick, Yoga, Boot Camp, and Mat Science. Check out our class schedule and join us for a great workout!



Aquatics. Our pool is a very busy place and is utilized by swimmers of all ages! Our aquatics staff offers: swim lessons, swim team, group aquasize classes, aqua zumba, birthday party rentals, lap swim, and open swim. New this year is our splash pad located behind the building. The splash pad is also available for party rentals and open to the public two days per week.



Athletics. Professional staff and volunteers work together to provide quality athletic programs that focus on fundamentals, teamwork, and dedication in a fun and healthy environment. A variety of programs geared towards ages 3 – 18 are provided throughout the year. Examples include: Basketball, Fun Ways to Run, floor hockey, track & field, baseball, lacrosse, flag football, and much more.



Treasurer's Report 2010

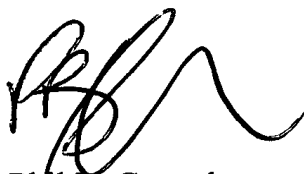
First, I would like to thank Jim Moriarty for all his years of dedication to the organization.

Our independent auditor, Houghton & Socha, P.C., completed our audit for the fiscal year ending 12/31/10 in July of 2011. If anyone would care to review these documents please contact Dan D'Angelo, Terry Pratt, or myself to schedule an appointment.

The year 2010 ended with a positive change in Net Assets of \$24,000. This was attributable to tight management control of expenses. Receipts were lower in 2010 by \$47,000 from 2009 while Expenditures were decreased by \$76,000. The decrease in receipts was mostly in our child care programs which are due to our economic times. This was confirmed via research that our Auditor provided for us. Lastly, the decrease in expenditures came all from the Salary line as our management staff has done a wonderful job in managing their available resources. Our membership program is currently at 300 vs. 322 annual members in 2009. 2011 will be the last year that we will receive United Way and Donor Choice funding. As of 2012 there will be funding only through RFP's.

In 2010 the organization met its goal for the The One Campaign. Mass Alliance of Boys and Girls Clubs of America contributed \$18,500 vs. \$42,308 in 2009 from the State budget.

The following pages are excerpts from our 2010 audit and include the Independent Auditor's Report, Statement of Financial Position and Statement of Activities. A complete report with Notes to Financial Statements is available upon request.



Phil B. Goncalves
Treasurer

Ludlow Community Center/Randall Boys & Girls Club

SOCHA & GRZELAK, P.C.

Certified Public Accountants

924 Main Street
Springfield, Massachusetts 01103
(413) 733-5129 • Fax 733-6320Kenneth P. Socha, CPA
Managing Director

Edward J. Grzelak, CPA

INDEPENDENT AUDITOR'S REPORTTo the Board of Directors
Ludlow Boys and Girls Club, Inc.
Ludlow, Massachusetts

We have audited the accompanying statements of financial position of Ludlow Boys and Girls Club, Inc., (a nonprofit organization) as of December 31, 2010, and the related statements of activities and net assets, cash flows and functional expenses for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from Ludlow Boys and Girls Club, Inc.'s 2009 financial statements and, in our report dated June 30, 2010, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Ludlow Boys and Girls Club, Inc., as of December 31, 2010, and the changes in net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Springfield, Massachusetts
July 19, 2011

LUDLOW BOYS AND GIRLS CLUB, INC.
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2010

With Comparative Totals For The Year Ended December 31, 2009

	<u>2010</u>	<u>2009</u>
Current Assets		
Cash - Operating	\$ 118,260	\$ 147,397
Cash - Capital Campaign	150	80
Cash - Unemployment Fund	16,583	20,452
Accounts Receivable	9,794	9,259
Employee Loan - Personal	-	180
	<hr/>	<hr/>
Total Current Assets	144,787	177,368
Property and Equipment		
Equipment	298,182	288,565
Improvements	214,591	139,469
Software	104,802	104,802
Accumulated Depreciation	(395,377)	(360,264)
	<hr/>	<hr/>
Total Property and Equipment	222,198	172,572
Other Assets		
Investments	13,758	12,206
	<hr/>	<hr/>
Total Other Assets	13,758	12,206
	<hr/>	<hr/>
Total Assets	<u>\$ 380,743</u>	<u>\$ 362,146</u>
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts Payable	\$ 9,995	\$ 1,175
Payroll Taxes Payable	454	736
Accrued Expenses	61,039	59,437
Notes Payable	2,740	18,338
	<hr/>	<hr/>
Total Current Liabilities	74,228	79,686
Net Assets		
Unrestricted	289,932	262,008
Temporarily Restricted	16,583	20,452
	<hr/>	<hr/>
Total Net Assets	306,515	282,460
	<hr/>	<hr/>
Total Liabilities and Net Assets	<u>\$ 380,743</u>	<u>\$ 362,146</u>

The accompanying notes are an integral part
of these Financial Statements

LUDLOW BOYS AND GIRLS CLUB, INC.
STATEMENTS OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2010
With Comparative Totals For The Year Ended December 31, 2009

	2010			Total 2009
	Unrestricted	Temporarily Restricted	Total 2010	
Receipts				
Childcare Programs	\$ 957,992	\$ -	\$ 957,992	\$ 1,006,140
Donated Rent - Ludlow	680,000	-	680,000	680,000
Support	277,978	-	277,978	267,272
Membership Dues	123,915	-	123,915	125,737
Fundraising	108,151	-	108,151	115,283
Program Fees	81,914	-	81,914	82,566
Aquatics	39,624	-	39,624	38,610
Sales and Services	19,287	-	19,287	20,024
Unrealized Gains on Investment	1,552	-	1,552	2,451
Interest and Dividend Income	392	131	523	590
Capital Campaign	70	-	70	(422)
Other Income	3	-	3	-
Amounts Released From or Assigned to Restricted	4,000	(4,000)	-	-
	<u>2,294,878</u>	<u>(3,869)</u>	<u>2,291,009</u>	<u>2,338,251</u>
Expenditures				
Salaries	1,014,558	-	1,014,558	1,109,537
Rent	680,000	-	680,000	680,000
Employee Benefits	163,526	-	163,526	151,022
Payroll Tax Expense	84,834	-	84,834	82,656
Recreational Supplies	77,688	-	77,688	73,301
Insurance	45,472	-	45,472	45,962
Depreciation	35,113	-	35,113	31,997
Outside Services	21,305	-	21,305	27,886
Fundraising Expense	22,902	-	22,902	24,644
Field Trips	25,099	-	25,099	24,368
Maintenance and Repairs	15,870	-	15,870	17,541
Organizational Dues	13,310	-	13,310	14,805
Miscellaneous Expense	12,202	-	12,202	13,221
Printing and Publications	15,490	-	15,490	13,026
Professional Fees	8,515	-	8,515	7,271
Office Supplies	6,874	-	6,874	6,395
Conference and Training	6,445	-	6,445	4,840
Telephone	4,781	-	4,781	4,026
Equipment Leases	3,633	-	3,633	3,309
Postage	3,352	-	3,352	2,847
Meeting Expense	3,371	-	3,371	2,795
Travel	861	-	861	496
Computer Technology	911	-	911	332
Interest Expense	200	-	200	288
Donations	450	-	450	250
Food Service	192	-	192	125
	<u>2,266,954</u>	<u>-</u>	<u>2,266,954</u>	<u>2,342,940</u>
Change in Net Assets	27,924	(3,869)	24,055	(4,689)
Net Assets Beginning	262,008	20,452	282,460	287,149
Net Assets End	<u>\$ 289,932</u>	<u>\$ 16,583</u>	<u>\$ 306,515</u>	<u>\$ 282,460</u>

The accompanying notes are an integral part
of these Financial Statements

Be Involved

**Be the
difference**

Be the One