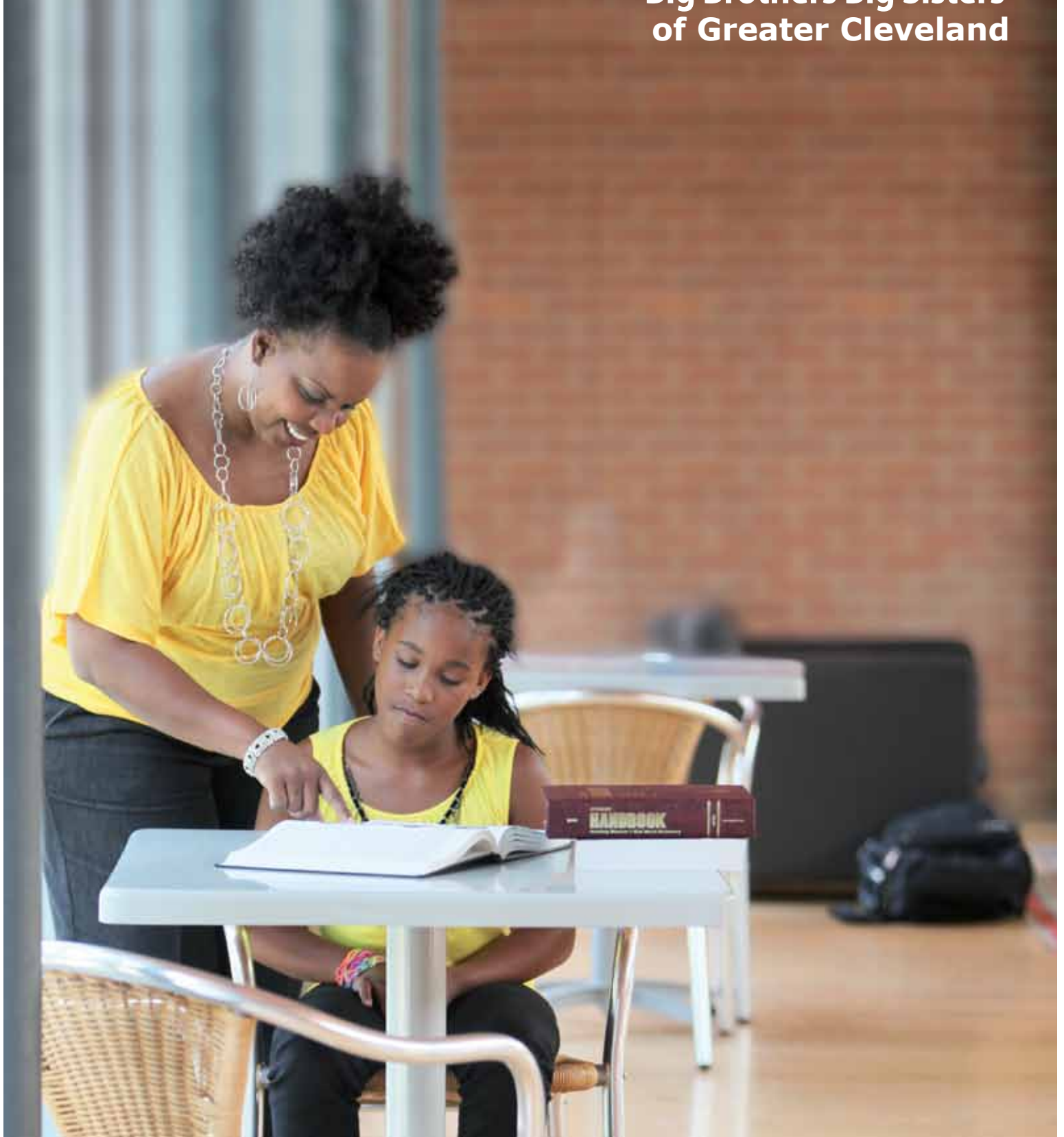


Annual Report

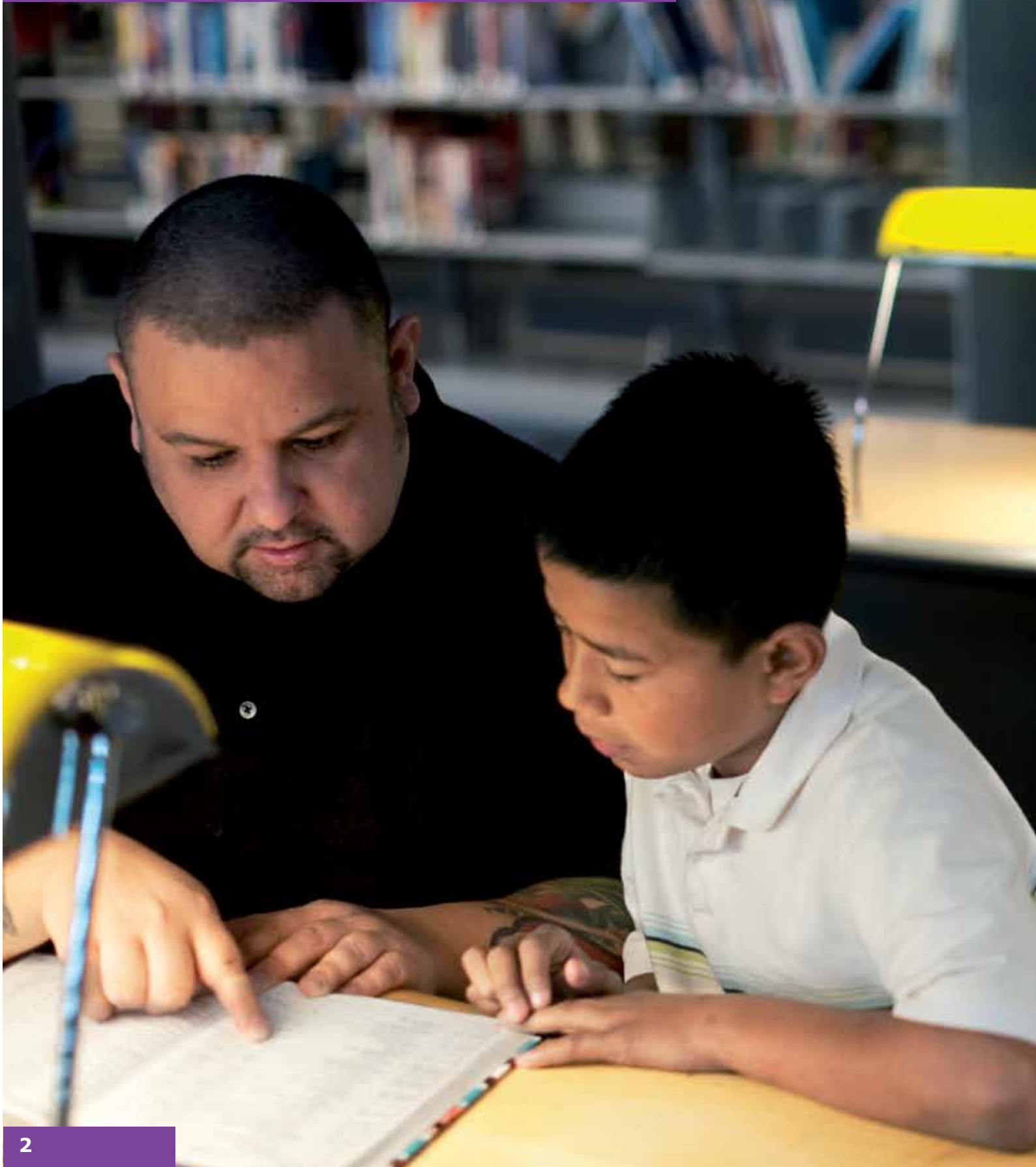
2010 Report to the Community



**Big Brothers Big Sisters
of Greater Cleveland**



What Will You Start?





start something™

What if every child fulfills his or her potential?

What if every child is set on the right path today?

What if every child in America graduates high school and college, and gives back to his or her community?

What will that start?

It will be the start of something **BIG**. Every time you donate money or time to Big Brothers Big Sisters to help a child reach his or her potential, you **Start Something™**.

Letter from the Board Chair

Dear Supporter,

It is an honor to provide you with Big Brothers Big Sisters of Greater Cleveland's 2010 annual report. Thank you to our valued partners, generous donors and dedicated volunteers who support our mission to help children reach their potential.

2010 was a year of change for Big Brothers Big Sisters of Greater Cleveland. In August, the agency moved from downtown Cleveland to Mid Town. Located in the Central neighborhood, the move brought BBBS-GC closer to many we serve.

This year also brought a leadership transition to the agency. With a deliberate commitment to develop a team of professionals around a top senior executive, an exhaustive search was conducted for the President/CEO. Our board is happy to welcome Gretchen Faro to Big Brothers Big Sisters. Ms. Faro brings deep non-profit and for-profit senior leadership experience, as well as a passion for helping youth and improving our communities. The addition of Gretchen to the staff will be an opportunity to bring in new ideas and embrace change, and we are excited for the future.

And our supporters. You stood with us in 2010 to Start Something for children facing adversity. You made it possible to provide children with caring adult role models that broaden their perspectives on what can be achieved by making positive choices. You helped improve local neighborhoods and made Cuyahoga County a stronger community.

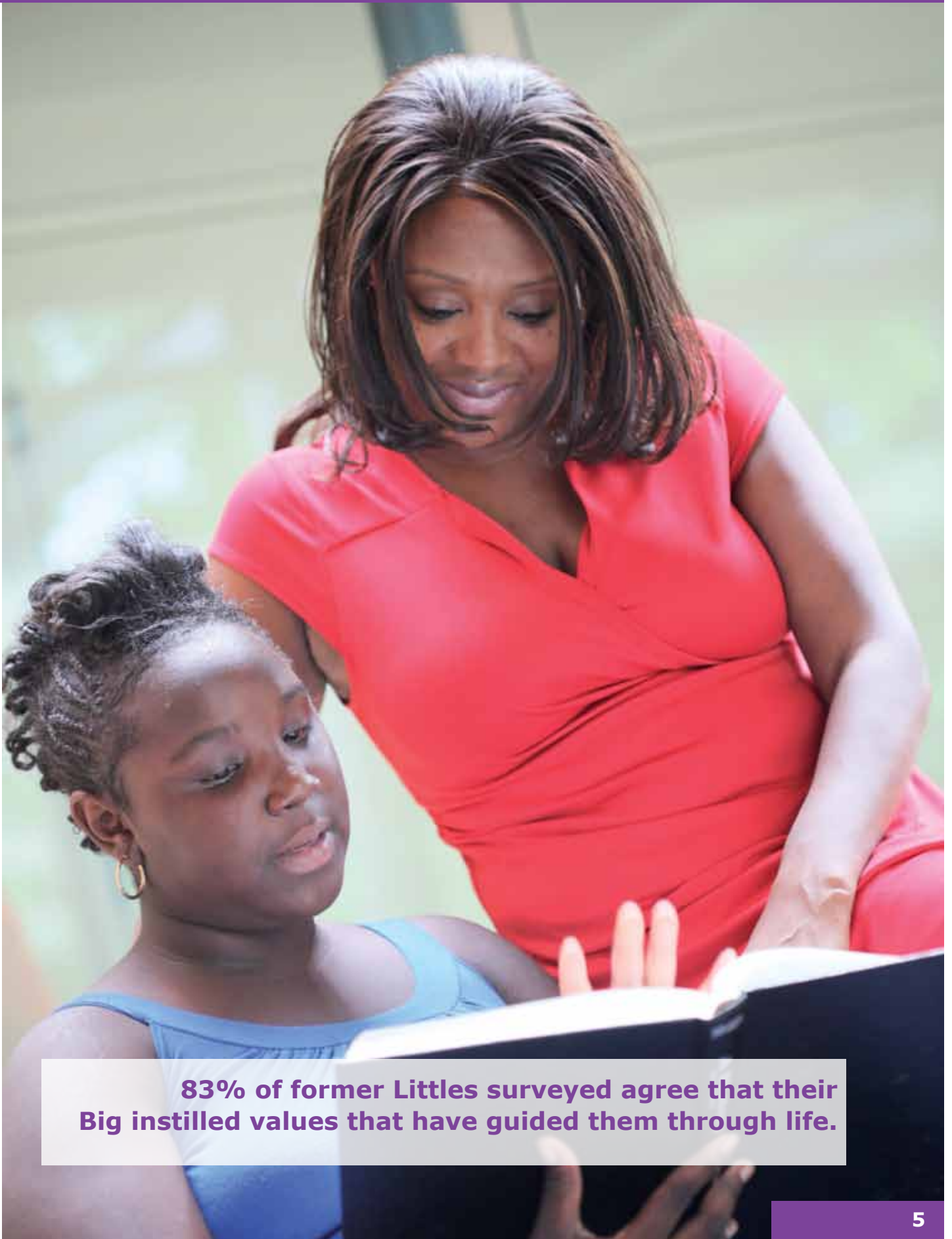
You should be exceptionally proud of everything you do to help Big Brothers Big Sisters accomplish so much for the youth we serve. Please accept sincere and heartfelt thanks on behalf of those children, our mentors, other volunteers, our board and staff.



T. Martin Butler

T. Martin Butler
Board Chair





83% of former Littles surveyed agree that their Big instilled values that have guided them through life.

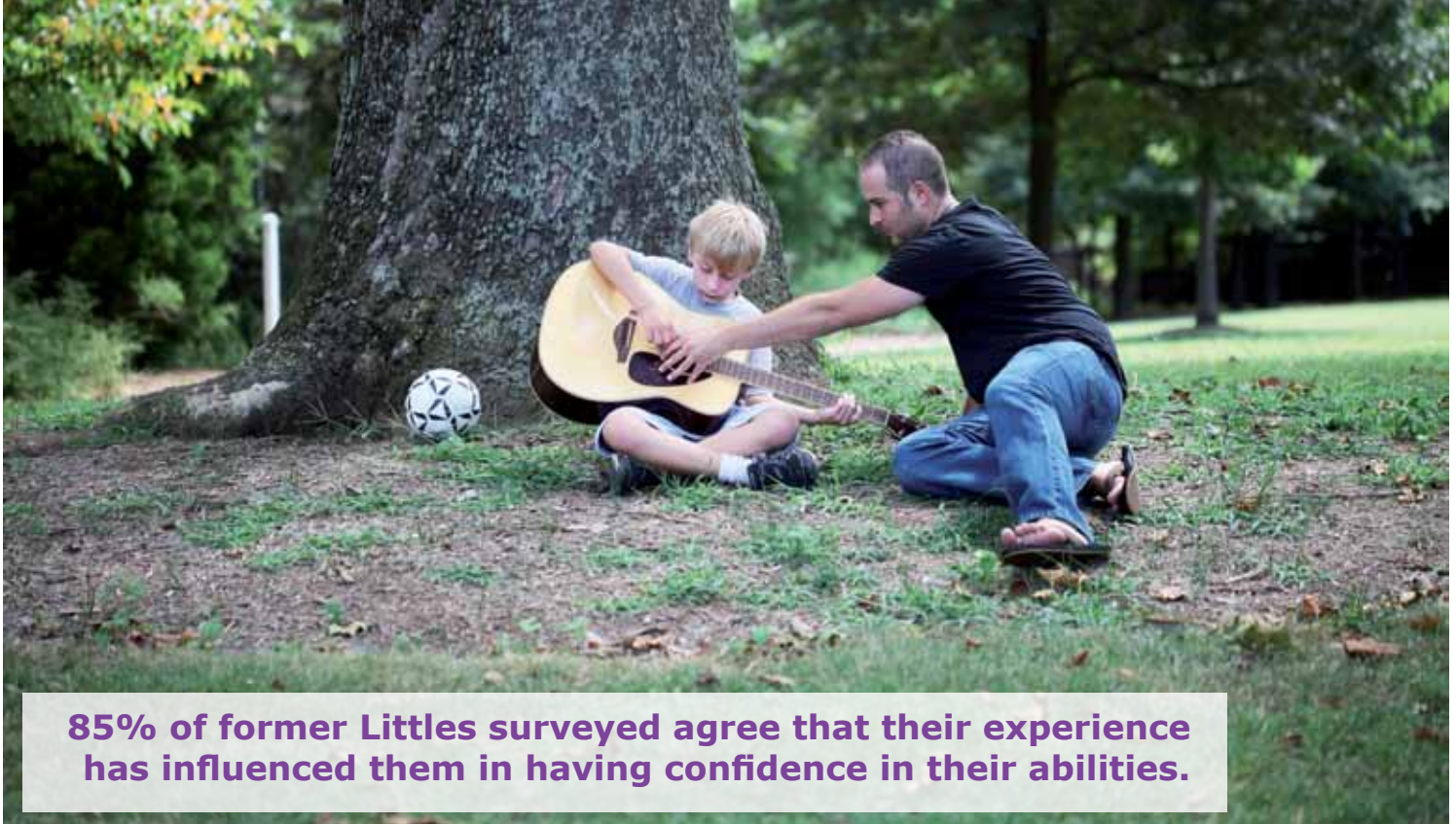
Mission Statement

Our mission is to help children reach their potential through professionally supported one-to-one relationships with measurable impact.

Our vision is to provide a successful mentoring relationship for all children who need and want them, contributing to better schools, stronger communities and brighter futures.

We partner with parents/guardians, volunteers, and others in the community and hold ourselves **accountable** for each child in our program achieving:

- Higher aspirations, greater confidence, and better relationships
- Avoidance of risky behaviors
- Educational success



85% of former Littles surveyed agree that their experience has influenced them in having confidence in their abilities.



Little Brother Elijah and Big Brother Dewey spend time together in the park.

Elijah waited for over a year to be matched with a mentor. Matched in May 2010, Elijah and Dewey were a match that was meant to be.

Dewey presented Elijah with a bracelet he had obtained from his recent travels to Peru and Elijah was excited to hear about his Big's adventures abroad. Elijah and Dewey's initial match activities included going to Dewey's popcorn and ice cream shop, attending a Cleveland Indians game, Dewey teaching Elijah how to ride a bike and spending time at the zoo.

Elijah's mother shared that she and Elijah's teacher have noticed significant improvements in Elijah's grades, academic performance and attention span since being matched. Elijah's mother attributes the positive changes in her son to be due to having Dewey as a Big Brother.

One day, Elijah asked Dewey, "How old will you be in 10 years?" Dewey said 71. He then asked Elijah how old he'd be. He added it up and said he'd be 18. Elijah then asked "Dewey, will you still be my Big Brother?" Dewey said, "Absolutely, we're forever. "



90% of former Littles surveyed agree that their Bigs helped them make better choices throughout their childhood

Staff

Executive Leadership Team

- **Gretchen Faro**
President/CEO
- **Rebecca Kodysh**
Vice President of Programs
- **Paula Beatrez**
Vice President of Operations

Staff

- **Sharyse Jones**
Manager of Enrollment & Match Support
- **Ellen Stracensky**
Senior Site-Based Specialist
- **Emily Allen**
Enrollment & Match Support Specialist
- **Siobhan Dupree**
Enrollment & Match Support Specialist
- **Maggie Harrington**
Enrollment & Match Support Specialist
- **Kourtney McNeil**
Enrollment & Match Support Specialist
- **Jasmine Simmons**
Enrollment & Match Support Specialist
- **Patricia Fauskey**
Customer Relations Specialist
- **Jerrald Goodloe**
Outreach Specialist
- **Margaret LaVigne**
Fund Development Associate
- **Felicia Vetrone**
Special Events & Marketing Coordinator

2010-2011 Board of Directors



Chair

- **T. Martin Butler**
*President and COO
Enforcer eCoaching*

Treasurer

- **Dave Gesmondi**
*Managing Director
BellMark Partners, LLC*

- **Monica Alston**
*Director, Corporate Environment,
Health and Safety, Eaton Corporation*

- **Harry Brownfield, Jr.**
*Executive Vice President, Benefits
Division, The Fedeli Group*

- **Ly'Nette Cordaro**
*IT Program Manager
Cuyahoga Community College*

- **Charles Houk**
*President, Commercial Sealants &
Waterproofing Division, Tremco, Inc.*

- **James Koehler**
Koehler Neal LLC

- **Michael Moran**
Linsalata Capital Partners

- **Steve Reid**
*Senior Director of Operations,
Aerospace Group, Crane Company*

- **Chris Salata**
*Vice President, Redevelopment and
Expansion, Developers Diversified
Realty*

- **Lisa Stumpf**
*Senior Vice President of Post Acute
Care Therapy Partners*

Vice Chair

- **Tony Brown**
*Chief Human Resources Officer
Thompson Hine LLP*

Secretary

- **Dana Wolfe**
*Director of Corporate Sourcing
The Cleveland Cavaliers*

- **R.M. "Mac" Biggar**
President, Chartwell Group

- **Ann Caresani**
*Partner
Porter, Wright, Morris & Arthur LLP*

- **Jason Farro**
Principal, Benefits Resource Group

- **Dave Jenkins**
*Senior Vice President, Finance &
Administration, The Cleveland Browns*

- **Joe Kubic**
CEO, Adcom

- **Craig Nikrant**
*Senior Vice President & President, Global
Speciality Engineered Materials
PolyOne Corporation*

- **Rob Roe**
*Managing Director
Jones Lang LaSalle*

- **Randy Stephan**
*Chief of Protective Services
The Cleveland Clinic*

- **Ken Zirm**
*Director of Associate Development
Ulmer & Berne LLP*

Program Highlights

Big Brothers Big Sisters of Greater Cleveland served 672 children (youth) in one-to-one matches in 2010. A volunteer mentors a child in the community or at a site or school. In 2010, 379 youth were served through a community-based mentoring match type and 293 youth were served through the school-based mentoring match type.

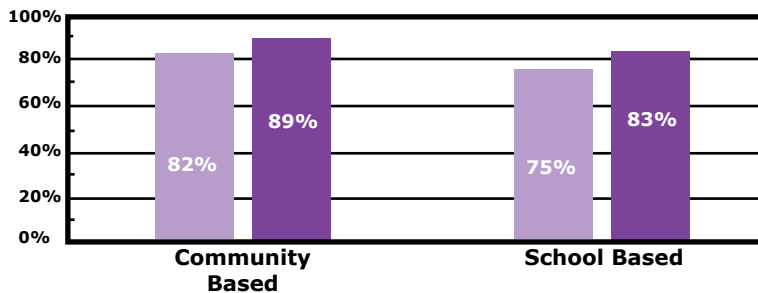
Regardless of the match type, Bigs generally meet with their Littles at least four hours per month to share time, experiences, and activities that enrich the lives of both. Children who participate in a match have been documented to demonstrate numerous benefits: they are 46% less likely to begin using drugs; 27% less likely to begin using alcohol; 52% less likely to skip school; 37% less likely to skip classes; and have more confidence in their schoolwork and a better ability to interact positively with their families.

While the number of children served decreased in 2010, BBBS-GC's intentional focus on quality matches and quality match support resulted in longer, stronger relationships in 2010. Studies have shown that matches that stay together for less than 12 months can be detrimental to the child. The increased focus on quality is an effort to ensure these matches make it to this milestone, and farther. The graphs below demonstrate the results of our agency's intentional efforts to retain matches beyond their 6 and 12 month anniversaries. We have made significant gains in this area, which indicates a much deeper impact on the children served in 2010 versus those in years prior.

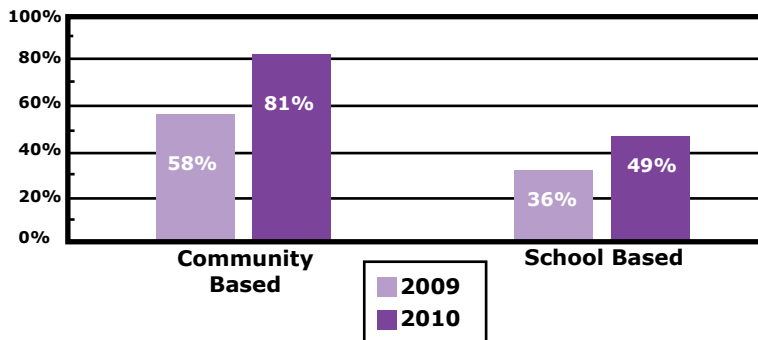
Thank You to our School Based Mentoring Partners

- Apex Academy
- Baldwin Wallace College
- Berea City Schools
- Case Western Reserve University
School of Law
- Case Western Reserve University
- Cleveland-Marshall College of Law
- Cleveland Metropolitan School District
- Entrepreneurship Preparatory Academy
- John Carroll University
- Kaiser Permanente
- Parma City Schools

6 Month Match Retention

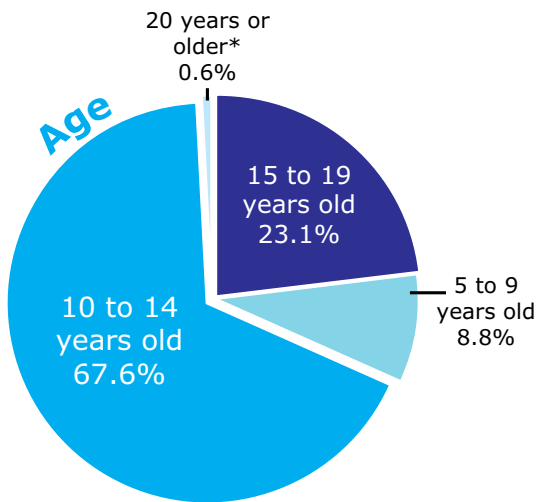
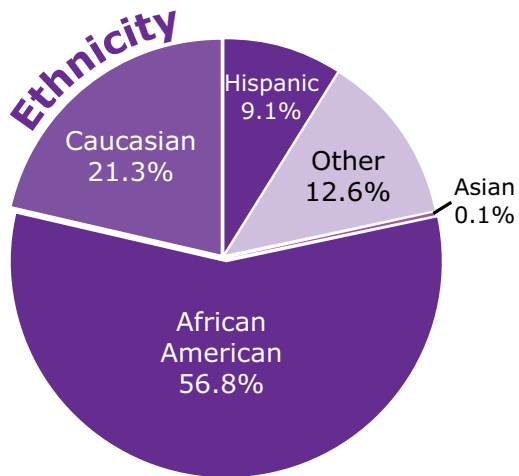


12 Month Match Retention

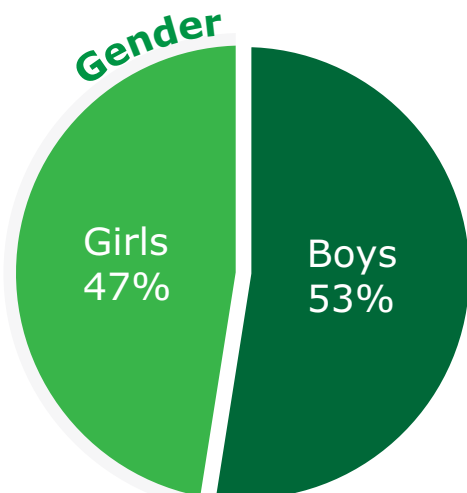


**Please note that 12 month match retention data for matches made from August 1, 2010 through December 31, 2010 was not available at the time of printing the annual report. This data will be available after January 1, 2012. Please inquire with the agency if you would like to see these statistics.*

Who We Serve



**Note: BBBS-GC had a program with the Old Stone Education Center that works with women who had a child before graduating high school and are working towards their GED. The mentees in this program range from age 16-28*



Program Highlights

T. Boone Pickens: Mentoring Military Children

In 2008, T. Boone Pickens pledged \$3 million to Big Brothers Big Sisters of America over five years to support a nationwide “Mentoring Military Children” program through his foundation, the T. Boone Pickens Foundation. The program provides caring adults to children of deployed military, and provides active duty personnel, ROTC cadets, and military academy cadets the opportunity to serve as Bigs. BBBS-GC received \$15,000 in 2010 to participate in this program. Three children of deployed military personnel were matched and seven volunteers, who were active or retired military personnel, were matched. The funding continued in 2011.

The Cleveland Browns Women’s Organization-Match of the Game

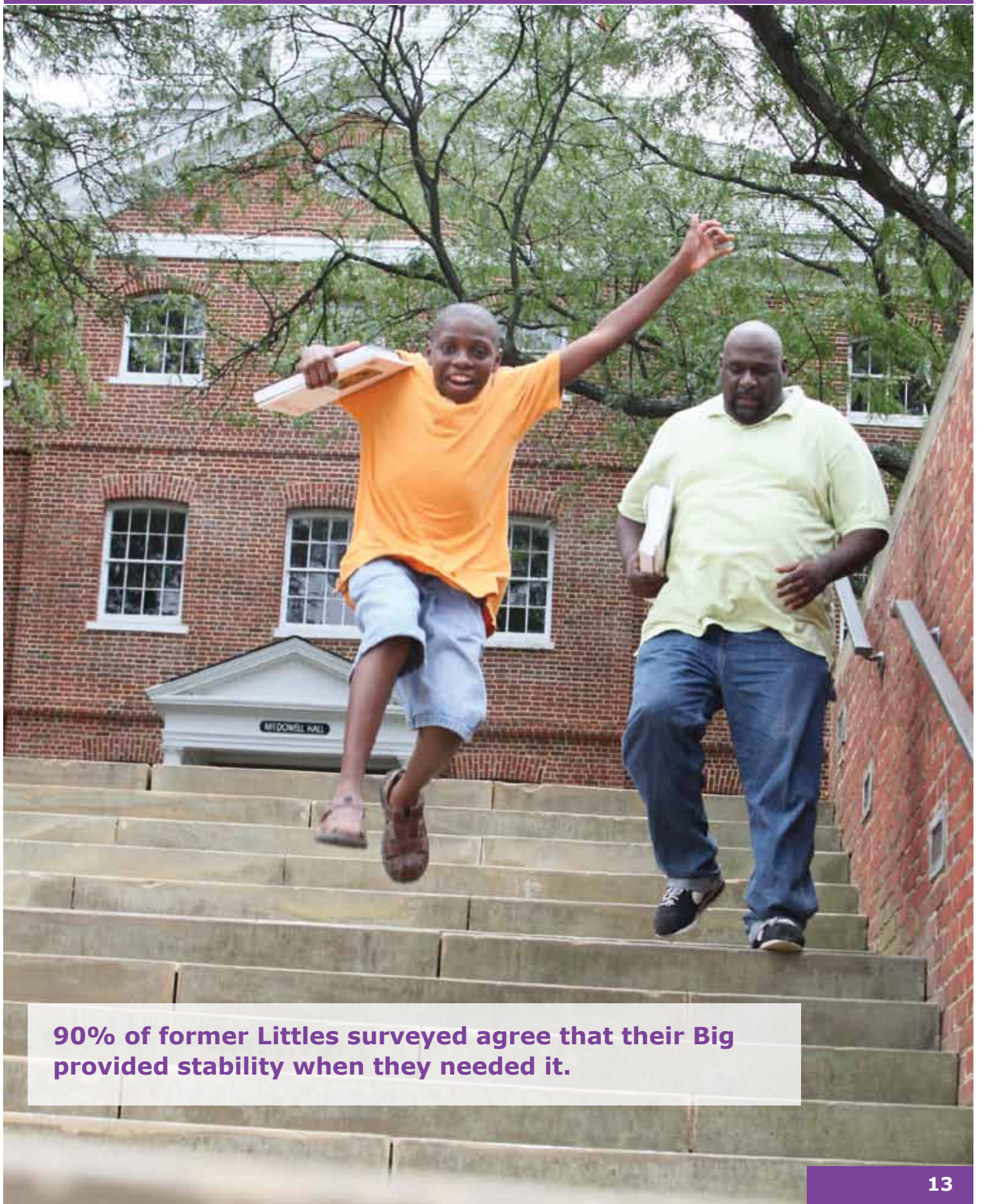
The Browns Women’s Organization (BWO) teamed up with BBBS to offer the experience of a lifetime to Littles (and Bigs) for the second year. To enter for a chance to win this experience, Littles wrote a short essay/letter/story/poem about why their Big is so important to them and the impact the Big has had on them. Each winning Little, along with his or her Big, was hosted by a BWO member at a

2010-2011 Browns home game. The matches received complete VIP treatment, including: a once-in-a-lifetime on-field pre-game experience, parking passes and game tickets, and a post-game experience, where they were able to meet players and get autographs. During the 2010 season, seven matches were given the opportunity to participate.

“All the rest of the wives/girlfriends went out of their way to make sure Anjelo was having a great time and encouraged all their significant others to come talk to him. Being able to come down by the locker room, getting autographs, and having photos taken with the players and coaches really meant a lot to Anjelo,” said Big Brother Mike (pictured above).



Big Brother Mike and Little Brother Anjelo stand on the sideline during the team’s pre-game warmup.



90% of former Littles surveyed agree that their Big provided stability when they needed it.



The Darnell Jackson Mentoring Challenge

The 2010 Darnell Jackson Mentoring Challenge (DJMC), designed to directly impact male volunteer recruitment, was a market-wide, media-rich call to action to recruit 100 Greater Cleveland-area male adults over the course of 100 days (March 8 to June 15) to become Big Brothers, and raise \$100,000 to make these matches a reality. Darnell Jackson is an NBA player who spent the 2008 through 2010 seasons with the Cleveland Cavaliers prior to being traded to the Milwaukee Bucks in 2010. Darnell was raised by a single mother and had an absentee father who was killed when Darnell was just entering his teens. He credits a mentor in his life for keeping him on his path to success.

A total of 42 boys from the waiting list were matched with volunteer mentors during the Mentoring Challenge. 72% of these matches are still together. The matches made during the Darnell Jackson Mentoring Challenge helped BBBS-GC to match a total of 104 African American boys in 2010. Twenty-six of these boys had been in previous matches, while 78 were matched for the first time. Additionally, \$26,000 was raised through the campaign to support these matches.



Members of the Darnell Jackson Mentoring Challenge committee: Rebecca Kodysh (BBBS Vice President of Programs), Ormandouis Totty (Big Brother), Damien Conner (representative-Darnell Jackson), Darnell Jackson, Joe Kubic (board member and CEO-Adcom), Andre Wanzo (SportsTalkCleveland) and Hallie Bram (Studio Manager, Uppercut Motion & Sound).

Mentoring Children of Prisoners

According to the Children's Defense Fund, linking a child to a caring adult mentor will reduce their chances of ending up in prison. In September of 2010, BBBS-GC began the second year of partnership in the statewide Mentoring Children of Prisoners (MCP) Program. BBBS-GC is one of 22 Big Brothers Big Sisters agencies in the state of Ohio that have joined together to serve this special population. In this program, volunteer mentors are matched to children who have at least one incarcerated parent. The matches meet on a consistent basis two to four times per month for a minimum of one year. BBBS-GC matched 50 youth through this program in 2010. Thirteen of the MCP matches made in 2009 are still active. There were 63 children actively in a match as of December 31, 2010. The story on the next page shares just one of the many stories of youth who have been helped through the MCP Program with BBBS.

Dear Friend,

My son has been part of the Big Brothers Big Sisters program for almost a year. My son has never had a real father and there are not many men in our family, so he has always envied the few friends that he does have that have a father/father-figure in their lives. His biological father went to jail before he was born, was released when my son was 8 years old, and was in and out of jail every few months after his release. Even when his father was out, he never bothered to establish a relationship with our son. That had taken a toll on our son, and there seemed to be nothing that I could do about it. **My son was in need of someone that he could trust. Someone he could look up to, and someone that could take the void away that his father left.** I have not been able to effectively do that for my son. He always knew he had a mother, but being a good mother will never take the place of a male role model. I went to the Big Brothers Big Sisters organization as a last option. I already knew that there had to be long waiting lists for Big Brothers because of the need of male role models in our community, and lack of people who would make a commitment to a child that isn't theirs. My son and I went out on a leap of faith, he was excited and hopeful, and I was cautious and protective. I prayed for good things to come.

My son's intake worker was a very friendly young lady. She put my mind at ease almost immediately, my son loved her. She put us in a program for children with incarcerated dads. To our surprise, my son was placed with a Big Brother about a month later. This was one of the biggest moments of his life. The whole day my son worried that things wouldn't be perfect, so he cleaned up, picked out the right outfit— he even asked me to go buy him a new tie! I didn't but he looked very debonair. When we were waiting to meet Tom, my son wasn't sure if he was going to like him. When Tom arrived, it was like a match made in heaven. They spent a few hours just talking and playing catch in the rear of our apartment building. From then on everything has been great between my son and Tom. **I can't say enough great things about this organization; Big Brothers Big Sisters has really changed our lives.** Our case worker has a great attitude, is patient, and helpful, Tom is always there for my son. They spend time with each other almost every week; the weeks that they can't spend time together they speak to each other on the phone. **My son looks up to his Big Brother, he thinks very highly of him. He has become my son's first real friend. Tom is like part of the family now.**

Before we became part of the Big Brother Big Sister family, my son was a troubled young man. He suffered from mild depression, he got into fights at school weekly, and he didn't have any real friends. As a mother, it was very hard to see my son struggle with his identity like that. **Big Brothers Big Sisters came into our life and made a difference!** He has made my son realize that it is important to have goals, and strive to achieve them. My son is happy, assertive, and has plenty of friends now! It really does take a whole village to raise a child. If you would like your child to become part of this village, please contact Big Brothers Big Sisters today!

Sincerely,



Proud MCP Parent

Annual Giving

Foundations, Corporations & Organizations (\$1,000+)

250 Club
Abe Glassman Memorial Fund
Adam Brownfield Memorial Golf Outing
Adcom
Aetna
Anthem Blue Cross and Blue Shield
Arby's Foundation, Inc.
Big Brothers Big Sisters of America
BellMark Partners LLC
Benefits Resource Group
Cargo Jewelers and Gallery
CareWorks of Ohio, Ltd.
Children's Guild
Cleveland Browns
The Cleveland Foundation
Cleveland Indians
Connecticut Life Insurance Company
Consumers Life
Deaconess Community Foundation
Delta Dental
De Silva Collections Inc.
Dr. Martin Luther King Jr. Holiday
Scholarship Committee
Enterprise Rent-a-Car Foundation
The Fedeli Group
Fifth Third Bank, Northeast Ohio
Giant Eagle Foundation
Guardian Life Insurance
Company of America
Humana
Jewish Federation of Omaha
Foundation
John Milton Costello Foundation
Jones Lang LaSalle

Joshen Paper and Packaging Co.
JTM Company
Kaiser Permanente Foundation
Kelvin and Eleanor Smith
Foundation
Kent H. Smith Charitable Trust
Kilgore Trout
Lincoln Electric Foundation
Lubrizol Foundation
Martha Holden Jennings Foundation
Medical Mutual of Ohio
Met Life
M. Lang Executive Attire
Musca Charitable Fund
Ohio Boys Town, Inc.
Old Stone Church
PricewaterhouseCoopers
Primus Capital Funds
Prudential
Saint Luke's Foundation
Sisters of Charity Foundation of
Cleveland
S.K. Wellman Foundation
Sun Life Financial
Swaminathan and Garg Foundation
Thomas H. White Foundation
Thompson Hine LLP
Total Script-Catalyst Rx
Tremco, Inc.
United Healthcare Services
United Way of Greater Cleveland
US Bancorp Foundation
Western Reserve Association
Workers' Compensation
Management Solutions

Individuals (\$1,000+):

Tony Brown
Harry and Mary Brownfield
Ed and Kitty Butler
T. Martin and Alison Butler
Bruce Celek
Rebecca Dooley
Umberto Fedeli
Edward Frindt
Chuck Houk
David Jenkins
James Koehler
Joe Kubic
Colin McIntyre
Margaret Mitchell
Mike Moran
Ray Murphy
Craig Nikrant
T. Boone Pickens
Craig Reed
Rob Roe
Christopher Williams

While we have made every effort to ensure the accuracy of these lists, we apologize for any misspellings or omissions. Please inform us of any error, so that we can correct our records.





Little Sister Kia with Big Sister Bridget at Kia's White Coat ceremony at John Hay High School

Kia and Bridget have been matched since February 2006 and through the years have remained consistent in spending time together and keeping in touch.

Bridget has created match activities that are fun and meaningful by participating in an activity such as going out for sushi to learn more about Japanese culture or learning more about Hanukkah traditions and then making potato latkes to celebrate.

As their match continued to develop, Bridget took an active role in the high school application process with Kia, taking her Little Sister to high school visits and testing appointments as well as writing recommendation letters. With Kia's excellent grades and school performance and Bridget's support, Kia was proudly accepted to John Hay High School.

Due to their strong bond and commitment to each other, Kia and Bridget have been able to rely on and support each other through the tough times as well. Kia and Bridget's match is truly an inspiration to the positive effects of mentoring.

Financial Statements

■ Statements of Financial Position June 30, 2010 and 2009

ASSETS	2010	2009
CURRENT ASSETS		
Cash and cash equivalents	\$ 408,070	\$ 238,250
Support Receivable	225,214	406,274
Prepaid Expenses	13,563	13,457
TOTAL CURRENT ASSETS	\$ 646,847	\$ 657,981
Property, Plant, Equipment (net of depreciation)	30,237	7,492
Investments	145,540	128,471
Assets Held in Trust	543,647	513,115
Other Assets-Deposits	1,000	1,000
TOTAL ASSETS	\$ 1,367,271	\$ 1,308,059
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts Payable	\$ 32,388	\$ 29,636
Accrued Expenses and Other Liabilities	22,757	3,481
Fiscal Agent Liability	24,933	22,081
TOTAL CURRENT LIABILITES	\$ 80,078	\$ 55,198
NET ASSETS		
Unrestricted	196,446	90,034
Temporarily Restricted	574,437	676,490
Permanently Restricted	516,310	486,337
TOTAL NET ASSETS	\$ 1,287,193	\$ 1,252,861
TOTAL LIABILITES AND NET ASSETS	\$ 1,367,271	\$ 1,308,059

■ Summarized Statements of Activities and Changes in Net Assets for the Twelve Months Ended June 30, 2010 and 2009

PUBLIC SUPPORT AND REVENUE	2010	2009
PUBLIC SUPPORT		
United Way	\$ 252,793	\$ 264,819
Contributions and Grants	327,272	553,691
Special Events (net of direct cost)	150,371	153,019
Other Income	7,248	6,781
TOTAL PUBLIC SUPPORT	\$ 737,684	\$ 978,310
REVENUE, GAINS & LOSSES		
Fees and Contracts	41,137	41,770
Realized/Unrealized Gains on Investments	12,163	(54,634)
Change in Value of Assets Held in Trust	30,532	(198,646)
Income from Trusts	30,295	30,808
Income from Investments (net of fees)	6,850	4,353
TOTAL PUBLIC SUPPORT AND REVENUES	\$ 858,661	\$ 801,961
EXPENSES		
Program Services	682,733	755,203
Management & General	58,842	81,411
Fundraising	82,754	126,779
TOTAL EXPENSES	\$ 824,329	\$ 963,393
Overall Changes in Net Assets	\$ 34,332	(\$ 161,432)
Net Assets - Beginning of Year	\$ 1,252,861	\$ 1,414,293
Net Assets - End of Year	\$ 1,287,193	\$ 1,252,861

The preceding are selected financial statements for Big Brothers Big Sisters of Greater Cleveland. The agency's audit was conducted by Dyer, Hughes, Roche & Wilson, Inc. For a complete set of audited financial statements, please call (216)621-8223.



**Big Brothers Big Sisters
of Greater Cleveland**

**4614 Prospect Avenue • Suite 410 • Cleveland, OH 44103
Phone: 216.621.8223 • Fax: 216.621.1322 • Web: www.wementoryouth.org**
