

**BREAKING THE CYCLE OF  
POVERTY BY PREPARING  
UNDERSERVED STUDENTS TO  
BE THE FIRST IN THEIR FAMILY  
TO ATTEND & GRADUATE FROM  
COLLEGE THROUGH NO-COST  
AFTER SCHOOL PROGRAMS  
THAT BEGIN IN THIRD GRADE.**

# **ANNUAL REPORT FY23**



## A MESSAGE FROM THE CEO & BOARD CHAIR

This was one of BLCI's most impactful years to date and we continue to close the inequity gap in education one student at a time. The class of 2023 was represented by 50 seniors – BLCI's biggest cohort to date – and once again 100% of these students enrolled in college in the fall. Our alumni continue to succeed, with 15 students earning their bachelor's degrees and an additional 4 students honored with a masters last spring.

BLCI continues to expand, and we are serving more students than ever before in our nearly 27-year history. The success of our program model is demonstrated through our college completion rates, which are more than triple the national average for 1st generation, low-income students like those we serve at BLCI. Our community invested over X hours of high dosage one to one tutoring, our students participated in X workshops to not just prepare them for college, but to give them the skills to be successful while they are there, and our parents provided over 15,930 volunteer hours in this past year alone. This investment from our community and from supporters like you has been critical to our success.

The demand for our services continues to increase, especially in our El Cajon and Chula Vista locations. It is more critical than ever that our students have access to comprehensive academic support, and we have committed to a growth strategy to meet the needs of our community. This includes plans to add an Elementary School Program cohort in Chula Vista thanks to a new partnership with Rohr Elementary School and increasing the capacity to 100% at our newest program location held at EJE Academy in El Cajon.

This is all possible thanks to the support of our dedicated staff, volunteers and donors who help us build the path to college for students in need. Thank you for joining our efforts and investing in our students and our community.

With Gratitude,

**Sara Boquin**

*Chief Executive Officer*

**Keegan McNamara**

*Board Chair, BLCI*



## BLCI BOARD OF DIRECTORS

**Keegan McNamara, Board Chair**

Real Estate Developer, Investor & Broker Company

**Laura Deitrick, PhD**

Professor of Practice and Interim Co-Executive Director, The Nonprofit Institute University of San Diego

**Alicia Quinn Kitagawa, Vice Chair**

Vice-President of New Business Development United Way

**Miriam Garcia, Parent Rep.**

Promotora SBCS

**John Pacheco**

Assistant General Council San Diego Gas & Electric

**Ingrid de Llamas, Secretary**

Director of Philanthropy & External Relations, Epilepsy Foundation of San Diego County

**Eunice Morris**

Global Trade Director Collins Aerospace

**Jolyn Parker**

Nonprofit Consultant

**Andy Achterkirchen, Treasurer**

Retired Engineering Executive, Philanthropist

**Samuel Nuñez**

Sr. Vice President, OCIO Analyst Meketa Investment Group

**Stephanie Silvar, Alumni Rep.**

Senior Associate PwC

## WHO WE ARE

For over 27 years, BLCI has been breaking the cycle of poverty by preparing underserved students to be the first in their families to enroll and graduate college through no-cost after school programs that begin in the third grade.

Year after year, **100% of students who participate in BLCI's College and Career Readiness program successfully enroll in college.** The program model is based on a ten-year commitment per student to help bridge the learning gap for underrepresented students who have been systematically locked out of higher education.

In addition to academic support, students also have access to career counseling, college tours, financial aid guidance, scholarship support, and college readiness training. To help students gain professional and social skills that can't be learned in the classroom, students participate in a variety of workshops and extracurricular activities led by BLCI and over 65 community partners.

Programs are based on the BLCI ABC's of College Success; **A**cademic Support, **B**uilding skills and **C**ollege & Career Knowledge. While each focus is included in the curriculum, emphasis is tailored to support the developmental needs of each program level. Variations of each of these core components support up to 600 students from over 50 different schools at five program locations including BLCI Barrio Logan, BLCI Chula Vista, BLCI El Cajon, and an Upward Bound Program at King-Chavez Community High School and San Diego Promise Neighborhood at Perkins Elementary and San Diego High.



21% of low income and first-generation students



55% average in California



72% of BLCI alumni

Statistically, low income, first generation to college students like those we work with at BLCI have the lowest expected college completion rate. Yet BLCI students exceed the average for all segments and more than triple the rate of their student counterparts who did not benefit from a program like BLCI.

# OUR PROGRAMS

**Serving up to 600 students from 50 schools each year**

Our locations: BLCI Barrio Logan, BLCI Chula Vista, BLCI El Cajon, and an Upward Bound Program at King-Chavez Community High School and San Diego Promise Neighborhood at Perkins Elementary and San Diego High.

## Elementary School Program

Grades 3-5. Focus on Academics with students meeting reading and math standards by the end of 5th grade. For BLCI English Language Learners a customized academic plan is developed to support the goal of reclassification upon entering middle school.

### *Why third grade?*

*Studies show that students who do not read proficiently by this time are four times more likely to leave school without a diploma than proficient readers.*



## Middle School Program

Grades 6-8. Focus on Behavioral Development to lay the foundation for students to successfully enter high school. Workshops focus on discussions and activities concerning methods of coping, developing responsibility, and learning how to regulate emotions. College and career knowledge is also increased to help ensure students are introduced to the wide array of options for careers and potential colleges and majors to choose from.



## High School Program

Grades 9 through Spring Break of Grade 11. Focus on College Success. This program is considered the audition for college with support focusing on college knowledge and acceptance. Heavy emphasis on A-G requirements, college campus exposure, exploring careers and majors and financial aid. This program culminates mid Junior year with a weeklong trip to Northern California to tour colleges and help students identify the campus and major that is right for them.

## OUR PROGRAMS



### Alumni Program

BLCI continues to support program alumni as they navigate the transition to college student and career seeking grad. BLCI provides first-year college students with regular check-ins and support as well as ongoing opportunities for internships, scholarship funding, and job placement post-graduation.

### College Success Program

Grades 11-12. Focus on college acceptance and includes support and guidance with college admissions and application process. This program kicks off upon return from the Spring Break college tour towards the end of junior year. Staff and volunteers provide College Success Program



### Parent Program

Designed for parents or caregivers of BLCI students, each family joins their student in a parallel process to build a path to college. Creating an environment at home that is conducive to students enrolling in college provides the greatest opportunity for long term success. Each family commits to 30 volunteer hours per year which can be fulfilled by attending workshops and trainings that help prepare the entire family unit for college.

*It is so heartwarming to look around my dorm and be reminded of who I am and where I come from through all the gifts that BLCI and donors granted all high school graduates. While I am underrepresented, I find myself to be rich in knowledge that would nowhere else would have learned but at BLCI.*

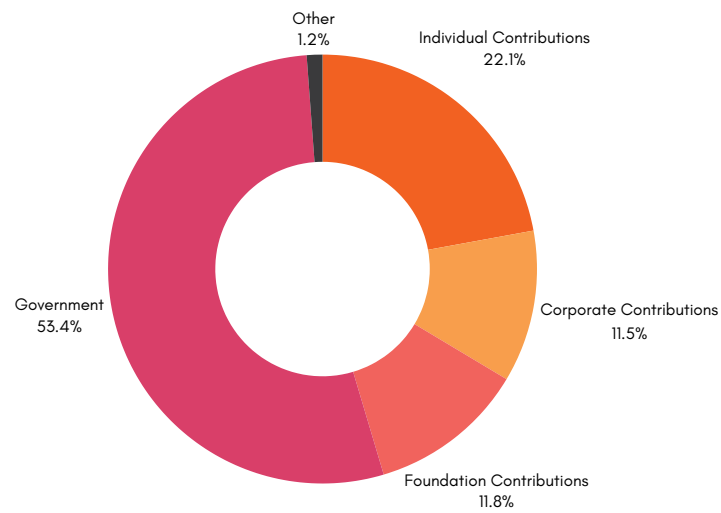
**-Diana, BLCI Alumni**



# FY23 FINANCIALS

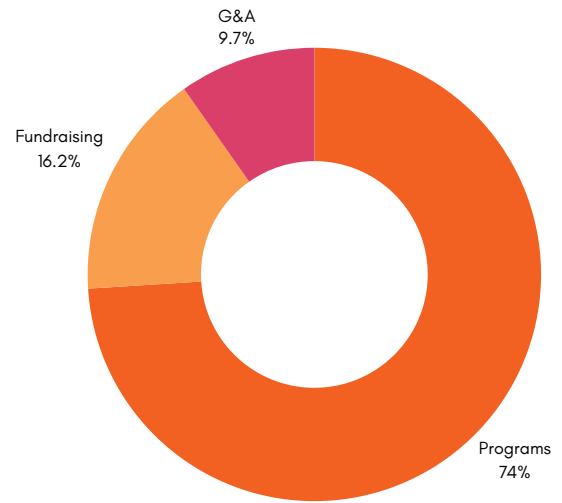
## Revenue

Government Grants & Contracts	\$1,417,441.15 (53.4%)
Individual Contributions	\$587,129.56 (22.1%)
Foundation Grants	\$313,341.08 (11.8%)
Corporate Contributions	\$303,903.40 (11.5%)
Other	\$31,389.62 (1.2%)
<b>TOTAL</b>	<b>\$2,653,204.62</b>



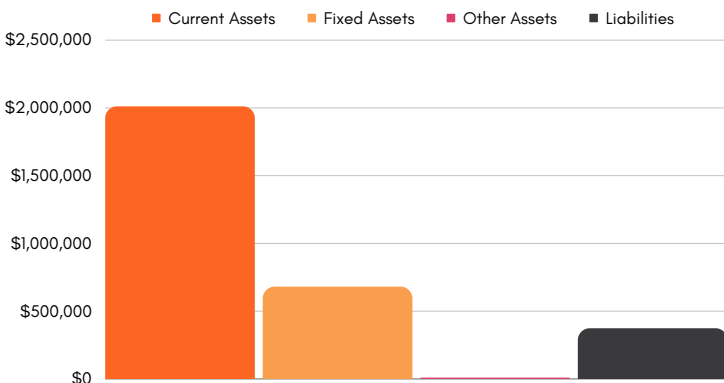
## Expenses

Programs	\$2,523,693.06 (74%)
Fundraising	\$554,018.66 (16.2%)
G&A	\$332,489.86 (9.7%)
<b>TOTAL</b>	<b>\$3,410,201.58</b>



## Net Assets

Current Assets	\$2,011,434.30
Fixed Assets	\$680,989.66
Other Assets	\$9,762.80
Liabilities	\$373,861.77



In 2022, BLCI underwent a comprehensive analysis to ensure that all staff were competitively compensated according to market rates for similarly sized organizations in the San Diego area. BLCI recognizes the importance of investing in personnel in an effort to retain quality staff and reduce turnover. The increase in expense to revenue ratio is due in part to our investment in staff retention and our commitment to our team and the community.

*FY23 Financials Note: The figures and allocations presented, including the incorporation of depreciation, are based on preliminary data and have been adjusted in line with early recommendations from our auditors to ensure transparency and accuracy in our reporting.*

## MAKING AN IMPACT AT BLCI

*From a student facing housing insecurity to earning a bachelor's and masters from UC Berkeley, read Karla's story about how BLCI helped her achieve success*

When I found BLCI in 2007, my family was struggling. My brother and I were growing up in a different culture than the one my parents grew up in. Being first-generation meant navigating foreign systems, deadlines, applications, and fees; all daunting, scary things I had no clue how to do. My family was on the verge of living in Tijuana for the 2nd time when living in our van became harder and harder to do.

My father was recommended to BLCI by a friend from work. We applied and were interviewed right away. This was my first interview for anything, and I soon realized that it would also be the most important interview of my life. When my brother and I were told we were accepted, I looked at my parents and I could see hope in their eyes, hope for my future, and hope for theirs. I know many of you know what it feels like for your parents to look at you and feel the weight of the world, it can feel heavy but really that's how heavy love is.



I learned that your accomplishments are never just your own; your accomplishments are BLCI's accomplishments, they are your parent's accomplishments, they are your ancestor's accomplishments, and they are something your communities will forever be proud of. I also learned that people along the way will invest in you, their time, their support, tutoring, a scholarship, and wisdom; they are planting seeds for the future, not just for us as individuals but for the betterment of our communities and societies.

We must always come back, give back, volunteer, and give our time and energy to the next generation of young people because they are our future. BLCI students go on to give back to the community and go into fields that will improve lives and protect our planet. The students at BLCI know more than most people how important it is to value an opportunity and to strike out on your own path.

# THANK YOU TO OUR SUPPORTERS

## \$100,000+

Mr. K. Andrew Achterkirchen  
 Anonymous  
 Life Science Cares San Diego

## \$25,000-\$99,999

Anonymous  
 Collins Aerospace  
 County of San Diego  
 Hervey Family Non-Endowment Fund  
 Mr. Rupert Keesler and Raymond Chavez  
 Las Patronas  
 Petco  
 Price Philanthropies  
 San Diego Foundation  
 Molly and Bob Schulze  
 SDG&E  
 Catherine Stiefel and Keith Behner  
 USS Midway Museum  
 Ann Hunter and David Welborn

## \$10,000-\$24,999

Victoria and Moises Baron  
 The Bravo Foundation  
 Richard Brusch  
 Capdevilla Gillespie Foundation  
 CSU Office of the Chancellor  
 David C. Copley Foundation  
 Dr. Seuss Foundation  
 Rick Itzkowich  
 Mr. and Mrs. Graham Lidgard  
 Nordson Corporation Foundation  
 The Rice Family Foundation  
 The Thursday Club  
 Fadi Towfic  
 Samuel H. French and Katherine Weaver French Fund  
 Wells Fargo Foundation  
 Zable Foundation

## \$5,000-\$9,999

Altus Biologics  
 Anonymous Vanguard Charitable  
 Boys and Girls Foundation  
 Christa Burke  
 The Cappetta Family Foundation Inc  
 Cox Communications  
 Samuel I and John Henry Fox Foundation  
 Goodwin Family Memorial Trust  
 James Lauer  
 Kenneth Little  
 Janice and David Lowenberg  
 Newfront  
 Pedro Reyes and Vanessa Benitez Reyes  
 Sycuan Band of Kumeyaay Nation

## \$1,000-\$4,999

Penny and David Adler  
 Ms. Tara Agen and Dave Gutierrez  
 BAE Systems, San Diego Ship Repair Inc  
 Bank of America Foundation  
 Mariela Brambilla  
 Kevin Browne  
 Sara Boquin  
 Ricardo Cabra  
 California Coast Credit Union  
 Dan Cameron Family Foundation  
 Jorge Carrillo  
 Conrad Prebys Foundation  
 Dr. Paula Cordeiro and David O'Brien  
 Christopher Crockett  
 Don and Trish Evanson  
 FOLIO Real Estate Group  
 Stephanie and John Garcia  
 Leonardo Gonzalez  
 Grifols  
 Emily and Rodrigo Guevara  
 Julie Hollarn  
 Rob Howard  
 Charles Howe  
 Nora Jaffe  
 Mary and David Johnson  
 Tim Johnston  
 Kaiser Foundation Health Plan, Inc.  
 Deborah Kaller  
 Alicia and Keith Kitagawa  
 Carol and George Lattimer  
 MAAC Project  
 Mr. Andrew Malick  
 Mission Federal Credit Union Corporate  
 Mission Hills United Church of Christ  
 Eunice Morris  
 Amy Myers  
 Samuel Nunez & Gisela Acevedo  
 Cynthia and George Olmstead  
 Marjorie and Charles O'Malley  
 John Pacheco  
 Pacific Association of Collegiate Registrars and Admissions Officers  
 Jolyn and William Parker  
 PayPal Giving Fund  
 Fred and Emily Pfister  
 Joseph Phillips  
 The Arthur and Jeanette Pratt Memorial Fund  
 Qualcomm Matching Grant Program  
 Joyce and Rick Ross  
 Rotary Club of Coronado  
 Gerald Sanders and Rana Sampson  
 Sempra Employee Giving Network  
 Alan Shinsato  
 Signature Analytics  
 SIMNSA Health Plan  
 Barbara Snodgrass

Soroptimist International of Coronado  
 Lynda and Fred Tuomi  
 Union Bank Corporation  
 Jose Miguel Valdes  
 Verizon  
 Betsy and Ronald Vernetti  
 Rachel Wright  
 You Lucky Dog

## \$500-\$999

Edward and Candi Abeyta  
 Cristina Aguirre  
 James Apple  
 Humberto and Angela Arechiga  
 ASML  
 John and Patricia Baker  
 BioAtla Inc.  
 Julie Bronstein  
 Tony Chen  
 Liz Consuegra  
 Teresa Contreras  
 Laura Deitrick  
 Karen DeLaurier  
 Diego & Son Printing  
 Wendy Gillespie  
 Tim Going  
 Rosa Gonzalez  
 Lisa Goodman  
 The Hanson Robbins Family Fund  
 Maria and Carlos Heredia  
 Emeterio Hernandez  
 Dan King  
 Brad Kleban  
 Steven Leonard and Kelly Furuya  
 Arnulfo Manriquez  
 Allen and Emily McCutchan  
 The New Children's Museum  
 Eric Northbrook  
 Javier Olarte  
 Outdoor Outreach  
 Jesus and Eva Pacheco  
 Sallie R. Padilla  
 Barbara & Paul Quinn  
 Raul Reyes  
 Timothy Skorheim  
 South Bay Community Services  
 Kristina Washburn  
 Tom and Trish Watlington  
 Manuel and Francine Welchez  
 Susan Wille  
 Tony and Elizabeth Yaksh

## In-Kind & Up to \$499

Too many to list! Thank you for your support.

*Listing includes donors from September 1, 2022 to August 31, 2023.*

*Missing or incorrect listing? Please reach out to*

*Megan Evanson, Development Manager: [megan@blci.org](mailto:megan@blci.org)*





**EVERY DOLLAR  
SUPPORTS OUR  
EFFORTS TO ENSURE  
EQUAL ACCESS TO  
EDUCATION.  
THANK YOU!**

## **HOW YOU CAN HELP STUDENTS AT BLCI**

- Make a financial or in-kind contribution
- Support BLCI students directly with a scholarship donation
- Increase your impact by becoming a monthly donor
- Volunteer
- Ensure future generations have access to education by including BLCI in your estate plans
- Sponsor or attend our special events
- Recommend BLCI for a grant or corporate donation
- Follow and share BLCI's impact on social media
- Have other ideas or would like to learn more? Join us for a tour!

   @BarrioLoganCollegeInstitute  info@blci.org  (619)232-4686