

**BOYS & GIRLS CLUB**  
OF GREATER LOWELL

2010 Annual Report

# Dear Friends of the Boys + Girls Club:



Positive and meaningful change was the theme of the Boys & Girls Club of Greater Lowell in 2010. I would like to personally thank long-time community leader and board member, Jeff Lambert, for stepping into the role of Interim Executive Director through the summer months and into the fall so that we could conduct a thoughtful search for a new Executive Director. Thanks to Jeff and the hard work and dedication of our program staff and volunteers, our after school and summer programs did not miss a beat, continuing to provide high quality services for the youth who need us most in our community.

I first walked into the Boys & Girls Club of Manchester, New Hampshire as a shy, introverted 14 year old wall flower. The Boys & Girls Club welcomed me with open arms and helped me to develop confidence and leadership skills necessary to “realize my full potential as a productive, responsible and caring citizen.” That shy teenager now routinely speaks in public and trains professionals across the country.

The City of Lowell has been just as welcoming and committed to helping the youth who need us most since I moved here in November. From the generosity I witnessed at Italian Night to the leadership present at our Holiday Auction and everyone I met in between, both personally and professionally, it is obvious that Lowell lives up to its reputation as a proud, vibrant and caring city.

The Boys & Girls Club is committed to continuing to live up to our tag line, Great Futures Start Here. We will keep our fees low so we can serve those who need us most. We will provide our members with professional, well trained staff who will give our members the supportive relationships that they need. They, in turn, will provide our members with great programs with measurable results that the community can continue to embrace and support.

I am very excited to lead the Boys & Girls Club’s mission in Lowell and to help generations of youth experience the same benefits that myself and thousands of other successful adults have received.

Sincerely,  
Joseph C. Hungler  
Executive Director



In November, we were very pleased to introduce Joe Hungler as our new Executive Director. Joe came to us from the Boys & Girls Clubs of Worcester where he served as Director of Operations. Joe has brought to the club his vast experience and passion for youth development. The Club is on very firm footing as we head into 2011 with new leadership at the helm and a board of directors and trustees committed to the young people of Greater Lowell. On behalf of the staff and volunteer leadership, I want to thank you for your continued support and commitment to our organization. Your efforts provide hope and ensure bright futures for the children of Greater Lowell.

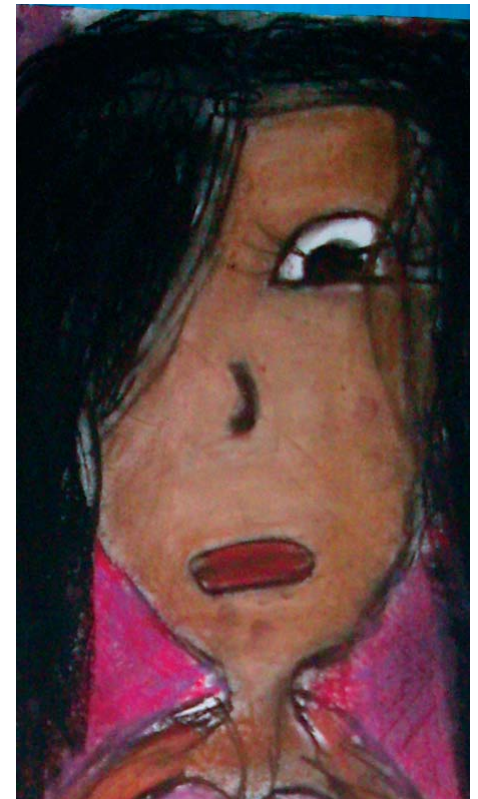
Sincerely,  
Winfield S. Brown  
Chairman, Board of Directors





## Who We Are...

The Boys & Girls Club of Greater Lowell has been at the forefront of youth development in Lowell since it opened in 1900 on Dutton Street in order to “help street boys, many of whom would spend their evening on the streets and in bad company, but for the Club.” In 1973, the George A. Demoulas Clubhouse was opened on Middlesex Street, where the Club continues to provide the youth who need us most with a safe place to learn and grow. Each day, our trained professional staff and volunteers encourage boys and girls ages 7-18 to be great. Our programs provide opportunities for our members to build relationships with caring adults, develop character and gain hope for the future. The Club’s primary focus is to help members achieve success in the following impact areas: *Academic Success, Healthy Lifestyles, and Good Character & Citizenship.*



## Our Mission

*“To inspire and enable young people, especially those who need us most, to realize their full potential as productive, responsible and caring citizens through dedicated staff and innovative programs, provided in a safe environment”.*

# Impact Areas

GREAT FUTURES START **HERE.**



**BOYS & GIRLS CLUB**  
OF GREATER LOWELL



## Academic Success

*Graduate from high school ready for college, trade school, military or employment*

*The Boys & Girls Club is determined to inspire our members to achieve academic success. We support and recognize their current academic achievement and help them progress to the next grade level. We teach them to express themselves through technology and the arts. We prepare them for long term success through career and college exploration, and we provide them with the opportunity to develop a life plan for when they graduate from high school.*



## Healthy Lifestyles

*Adopt a healthy diet, practice healthy lifestyle choices and make a lifelong commitment to fitness*

*The Boys & Girls Club encourages our members to develop decision making skills and healthy habits that will last a lifetime. We provide them with structured athletic leagues, informal sports programs, free play time and fitness training to keep them physically active every day. We motivate them to make smart nutrition choices, and to make smart decisions about alcohol and drug use and personal relationships.*



## Good Character & Citizenship

*Be an engaged citizen involved in the community, register to vote and model strong character*

*The Boys & Girls Club shapes the future leaders of Lowell and beyond. We help our members develop the social skills needed to model positive behavior and resolve conflict among their peers. We encourage them to find their voice, express their beliefs and give back to both the Club and the community by coaching, refereeing, tutoring, mentoring, and volunteering at neighborhood cleanups, educational forums, advocacy programs and cultural events.*

GREAT FUTURES START **HERE.**



# Academic Success



## **Featured Program:** **Money Matters**

The goal of Money Matters is for members of the Club to develop the financial literacy skills necessary to become responsible consumers and young adults. The program is coordinated by the Northern Massachusetts Telephone Workers Community Credit Union (NMTWCCU), and strives to help create healthy money habits early, so teens will have the tools for a more secure financial future. Participants in the Money Matters program, now in its seventh year, have gone on to join the workforce or continue their education in college, while living responsible financial lives. The program covers a broad spectrum of financial topics in hopes of improving the economic well-being of the kids and their families.

Jim Sullivan, Business Analyst & CRA Officer at NMTWCU, has been a great mentor and role model for the kids over the years and says, "It has been so rewarding for me to see some of the past club members that attended the Money Matters Program go to college or buy their first car while using thoughtful budgeting and planning. It really doesn't get much better than that."

Three sessions of Money Matters were held in 2010 providing teens with an opportunity to discuss financial topics that may not typically be discussed at home or school.

Thank you NMTWCCU for your support!

*"We talked about college and loans, too, which is not easy financially. My goal is to get a scholarship when it's time for me to apply to college in a few years...If you want to manage money, you go to Money Matters."*  
– Stephanie, 15



# Healthy Lifestyles

GREAT FUTURES START HERE.



## Featured Program: Total Tennis

Fun, fundamentals, and fitness were all part of Total Tennis. This summer program, a collaborative with the City of Lowell Parks & Recreation Department and volunteer instructors, engaged 50 boys and girls in weekly two-hour clinics at Shedd Park. Total Tennis goals were to introduce kids to a lifelong sport, help them acquire healthy habits of fitness and nutrition, and teach lessons on good sportsmanship and tennis etiquette. Participants learned how to play tennis using the QuickStart format advocated by the United States Tennis Association (USTA), which uses a scaled-down court and enables the kids to have fun and start playing tennis right away.

“Participation in tennis can not only involve kids in healthy exercise but it can also help kids learn important social skills like cooperation, honesty, and persistence,” states Jeff Waters, Executive Director of USTA New England. “Tennis helps kids build character that in turn helps them become better citizens. We are very fortunate to work with the Boys & Girls Club of Lowell to impact children’s lives in a positive environment.”

*“The best part of Total Tennis was the competitive games we played at the end of each class. That, and how we got to go to Shedd Park every Tuesday” – Darryl, 12*

# Good Character & Citizenship



GREAT FUTURES START **HERE.**



## **Featured Program: Torch Club**

In September 2010, Torch Club program members began their journey as emerging leaders at the Boys & Girls Club of Greater Lowell. Chartered by Boys & Girl Club of America, our Torch Club, named “Leaders for Life,” is open to boys and girls ages 11-13. Torch Club members run various community service projects, represent the Club at Lowell community events, and strive to take on leadership roles both at the Club, and in their everyday lives. At weekly meetings, Torch Club program mentor, William Gilmore, works with members to plan community service projects and fundraising events. Discussions and brainstorming sessions on how members can help create a positive atmosphere around the Club are another important part of the program. The Torch Club also acts as a “feeder” program for the Keystone Club, which is open to members aged 14-18 years old, and holds similar goals.

In the fall of 2010, Torch Club partnered with the Lowell Police Department on a community service project at Clemente Park. Torch Club members helped community kids play volleyball, set up teams for games, cooked for attendees and cleaned up after the event. Recognition and compliments from Lowell Police Officers instilled a strong sense of pride in the kids and was a great way to kick off the program.

In December 2010, Torch Club participated in Teddy for Tots, a national service program focused on helping children in need. Through fundraising efforts, they were able to purchase 500 teddy bears to donate to children at Lowell General Hospital and Saints Medical Center.

At the 13th Annual Holiday Auction, Jacinta Utubor spoke as a representative of the Torch Club about her experience at the Boys & Girls Club. She inspired other members of the Torch Club with her public speaking opportunity. Jacinta explained that, “Our Torch Club is a powerful vehicle for developing leadership skills and promoting good character among its members and throughout the club. It is programs like this that help me to be a well-rounded person.”

Thank you Torch Club members for the positive impact you are making at the Club and in the surrounding community!



**Alycia Kloppenburg**

Meet

Alycia

***“Dedication is not what others expect of you, it is what you can give to others.” – Unknown***

This quote exemplifies Alycia Kloppenburg’s influence on the Boys & Girls Club of Greater Lowell. Alycia became a member of the Club when she was seven years old and by 14 she already had become a junior staff member in the after school program. Alycia remained a member until she was 18 and after graduating from high school, decided to continue working at the Club while attending classes full-time at Middlesex Community College.

Alycia participated in many programs during her eleven years as a Club member including Girls Group, Junior NBA (now IHOOPS), Keystone Club, Smart Moves, the Swim Team, and the Step Team. Through these new opportunities, Alycia developed an enthusiasm for meeting new people and interacting with members of the community. She also thrived as a member of the Keystone Club, where she developed organizational skills and took on leadership roles at the Club. Alycia talks about how while playing on the Girls’ Basketball team at Greater Lowell Technical High School, she experienced some of the typical stress that develops leading up to high school graduation. She recounts that during that time, she relied heavily on the support of her friends and staff at the Club, where she always had a quiet place for homework help and encouragement. It was at that time that Alycia realized that the Boys & Girls Club was not just a place to go after school, but a place of unprecedented support.

Alycia attributes much of her success to her relationship with her older sister Malinda, whom she often turned to for guidance and support. Malinda had been named the Boys & Girls Club of Greater Lowell Youth of the Year in 2005. Following in her sister’s footsteps, Alycia was named the Club’s Youth of the Year three years later in 2008. Though a lot of work and time management was required, Alycia appreciates the process of applying for Youth of the Year. Meeting new people, particularly through interviews with the judges, is a memory that puts a smile on her face.

Currently, Alycia works Monday through Friday in the Club’s game room coordinating activities and responding to cries of “Alycia, Alycia” from hundreds of children each day. Her favorite part about working at the Club is the opportunity to serve as a mentor to the children and teens she interacts with daily. “It’s a good feeling to pass on the help that I received as a member,” Alycia says. She hopes that the kids learn from her, recognize her openness to new ideas and people, and take on leadership roles of their own some day. “They all have a special part in the Boys & Girls Club. They are all different in their own way, personality and outlook on life, using the Boys & Girls Club to get where they want to be,” explains Alycia.

Alycia recently was accepted at Salem State University and will be working toward a Bachelor of Science in Education. We are very proud of Alycia and wish her the best of luck in all her future endeavors!

# 2010 Community Partners

Boys & Girls Clubs of America  
 Brush Art Gallery and Studios  
 Cal Ripken Jr. Foundation  
 Career Center of Lowell  
 Comcast  
 Community Teamwork, Inc.  
 Citrix  
 City of Lowell  
 Community Software Lab  
 Dassault Systemes  
 Dunkin Donuts  
 Demoulas Market Basket  
 Enterprise Bank  
 Nonprofit Collaborative  
 Girl Scouts  
 Greater Lowell Workforce  
 Investment Board  
 Lowell Healthy Summer Partnership  
 Kiwanis Club  
 Lowell Bank  
 Lowell Community Health Center  
 Lowell Devils  
 Lowell Five Cent Savings Bank  
 Lowell General Hospital

Lowell Parks & Recreation  
 Department  
 Lowell Police Department  
 Lowell School Department  
 Lowell Spinners  
 Lowell Sun  
 Lowell Youth Coalition  
 Against Violence  
 Lowell Youth Development  
 Collaborative  
 Lower Highlands  
 Neighborhood Group  
 Massachusetts Alliance of  
 Boys & Girls Clubs  
 Middlesex Community College  
 Ninety-Nine Restaurants  
 Non-Profit Alliance  
 of Greater Lowell  
 Northern Massachusetts Telephone  
 Workers Community Credit Union  
 Raytheon  
 Saints Medical Center  
 TD Bank  
 UMass Lowell  
 United Parcel Service  
 United States Tennis Association  
 United Teen Equality Center  
 United Way of Massachusetts Bay  
 and Merrimack Valley  
 Youth Reaching Out



# Staff

**Gail Casey**  
 Program Director

**William Gilmore**  
 Athletic Director

**Joe Hungler**  
 Executive Director

**Bradford Moultrie II**  
 Teen Director

**Frank Ponceano**  
 Education & Arts Director

**Irena Sienko**  
 Finance and Administration  
 Director

## Part-Time Staff

Saun Breen  
 Ronnie Campbell  
 Gil Carrasquillo  
 Dave D'Urbano  
 Bettie Edwards  
 Alex Figueroa  
 Ray Greenhalge  
 Kosta Gregory  
 Alycia Kloppenburg  
 Raelynn Mayberry  
 Steve Ostis  
 Shiv Sharma  
 Elliott Vargas  
 Jessica Torres  
 John McSwiggen

# Special Events

The Club is very fortunate to have tremendous community support for our three annual fundraising events.

In 2010, the 31st Annual Golf Tournament, 17th Annual Italian Night, and 13th Annual Holiday Auction raised over \$240,000 to support the Club's after school and summer programs!



## 2010 Italian Night

Thank you to Vincent Cicerchia, Proprietor, and the staff of Vincenzo's Ristorante in Chelmsford for hosting this annual fundraising event for friends and supporters of the Club.

### 31st Annual Golf Tournament

#### CHAIRS

Jenna Allard  
Christopher Valente

#### GOLF TOURNAMENT COMMITTEE

Timothy Bawmann  
Martin Burke  
Ted Cawley  
Linda Chemaly  
Christopher Ciceri  
Frank DeSanto  
Mark Francoeur  
John Gallant  
Bernie Gilet  
Eric Hanson  
Rick Hanson  
Peter Lally  
Jeff Lambert  
Craig MacKenzie  
Susan Anton Pasanen  
Irena Sienko  
Elaine Zouzas Thibault

#### CHAIRMAN

BOARD OF DIRECTORS  
Winfield S. Brown

# 13th Annual Holiday Auction



## GOLF Tournament

Thank you to everyone who attended and contributed to these events and to our event chairs, committee members, volunteers, and staff who worked so hard to make these events possible.



CHAIRS  
Kathleen & Scott Plath

### HOLIDAY AUCTION COMMITTEE

Timothy Bawmann  
Winfield S. Brown  
Martin Burke  
Emily Byrne  
Linda Chemaly  
J. Matthew Coggins  
Rob Fardin  
John Gallant  
Bernie Gilet  
Eric Hanson  
Rick Hanson  
Peter Lally  
Erin Lynch  
Jeff Lambert  
Craig MacKenzie  
Steve Mallette  
Terry O'Connor  
Susan Anton Pasanen  
Tony Romano  
Irena Sienko

CHAIRMAN  
BOARD OF DIRECTORS  
Winfield S. Brown

# Donors 2010

## The Dutton Street Society



Boys line up outside the original Lowell Boys Club Association on 225 Dutton Street.

Since its founding in 1900, the Boys & Girls Club has relied on the generosity of individuals, corporations, foundations and government agencies to provide the Greater Lowell community with high quality, affordable youth programs in a safe, supportive environment. These donations allow us to keep our fees low so that no child is turned away from our services. Thank you to all of these donors for helping us achieve our mission of serving the youth who need us most. This report acknowledges contributions made from January 1, 2010 to December 31, 2010.

### Southworth Level (\$80,000 +)

Telemachus A. and Irene Demoulas Family Foundation  
Amelia Peabody Foundation

### Spaulding Level (\$25,000 - \$49,999)

Demoulas Foundation  
UMass Lowell Childhood Obesity Study  
United Way of Massachusetts Bay and Merrimack Valley

### Church Level (\$10,000 - \$24,999)

All Sports Promotions  
Behrakis Foundation  
Eric and Jennifer Hanson  
Rick and Martha Hanson  
Lowell General Hospital  
MA Alliance of Boys & Girls Clubs  
Newman's Own Foundation

Theodore Edson Parker Foundation  
Trinity EMS  
United Way Summer Experiences  
UPS/United Way Golf Tournament

### Foster Level (\$5,000 - \$9,999)

Anonymous Trustees of the Ayer Home  
John and Linda Chemaly  
Fred C. Church Insurance  
Enterprise Bank & Trust Company  
Gallant & Ervin, LLP  
Crystal and Arthur J. Gonsalves  
Hamel + McAllister, Inc.  
Mr. and Mrs. Edward J. Hungler  
Lowell Cooperative Bank  
Lowell Five Cent Savings Bank  
Millipore Corporation  
Tides Foundation  
Watermark Environmental, Inc.

### Dunsford Level (\$1,000 - \$4,999)

3M Foundation  
Adie-Conway Inc.  
Advanced Polymer, Inc.  
Anonymous  
Arthur C. Anton  
BAE Systems Employee Community Fund, Inc.  
Tim Bawmann  
C. Alice Rowell Bean Trust  
C.R. Bard Foundation, Inc.  
Beacon Federal  
Blue Cross/Blue Shield of Massachusetts  
Win and Wendy Brown  
Robert Caruso  
Mary and Brian Chapman  
The Charlotte Home Foundation  
Cobblestones of Lowell  
Coca-Cola Bottling Company  
Commonwealth Radiology Associates, Inc.  
Domino Foods, Inc.  
Susan M. Dufresne

Eastern Bank Charitable Foundation  
Eastern Salt Company, Inc.  
Mr. and Mrs. Timothy Ervin  
Faith Home, Inc.  
Farley White Management Company  
Aubert J. Fay Charitable Fund  
George Weston Bakery  
Give with Liberty Employee Donations  
Gregory & Kiraly, LLC  
Chuck and Rita Hungler  
Joe Hungler  
John A. Hunnewell Trust  
Jeanne D'Arc Credit Union  
Jimmy's Pizza Too  
Vaia I. and Arthur G. Koumantzelis  
Peter M. Lally and Colleen Pentland Lally  
The Agnes M. Lindsay Trust  
Lowell Housing Authority  
Lowell Kiwanis Foundation, Inc.  
Lowell Sun Charities, Inc.

Henry and Winifred Lyons Foundation  
M&M Burbank Tree Surgeons  
Kevin Malone  
Pam and Jim Marcotte  
Merrimack Valley Emergency Associates, Inc.  
Mill City Environmental  
Mill City Management  
Hiram F. Mills Trust  
NMTW Community Credit Union  
New England Food Foundation Inc.  
Susan Anton Pasanen and Dr. Wayne Pasanen  
PrideSTAR EMS, Inc.  
Radiation Oncology of Greater Lowell, P.C.  
Red Mill Graphics  
Mark and Elisia Saab Family Fund  
Kimberly and John Schwab  
Eileen L. and D. Harold Sullivan  
TD Bank, N.A.  
The TJX Foundation, Inc.

United Restaurant Equipment Co., Inc.  
UMass Lowell  
UPS/United Way Cafe  
UTZ Quality Foods, Inc.  
A. C. Valentzis

### Carter Level (\$500 - \$999)

Abbott Laboratories Employee Giving Campaign  
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Boys & Girls Club of Boston  
Bristol-Meyers Squibb Foundation  
Votze Butler Charitable Fund  
Chelmsford Holdings, Inc.  
The Children's Home of Lowell, Inc.  
Courier Corporation  
Dassault Systemes Enovia Corp.  
Paul Defronzo  
Shashikala and Gopala Dwarakanath  
Tara Gabriel  
John B. Galvin, Jr.

Every effort has been made to recognize all contributions to the Boys & Girls Club of Greater Lowell in calendar year 2010. Please contact Development Director Scott Kennedy at 978-458-4526, Ext. 19 if you have any questions.

# Special Thanks!

This annual report was made possible through the cooperation of Red Mill Graphics, Inc. Special thanks for producing this annual report.

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 Lura Smith  
 Kathleen T. Sullivan  
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 C. Trafton  
 Vince Tulley  
 United Teen Equality Center  
 Wellpoint Associate Giving Campaign

*Up to \$100*

Action-King Enterprises, Inc.  
 Bastos Carpet Services  
 Michael and Deidre Beaupre  
 Bianco's Catering, Inc.  
 Kathleen P. Bilotta  
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 CT Alliance of Boys and Girls Clubs  
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 Joe Hungler

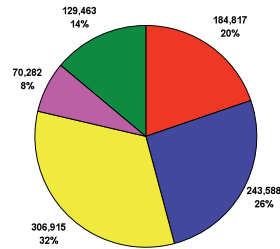
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# SUMMARY OF FINANCIAL STATEMENTS (UNAUDITED) \*\*

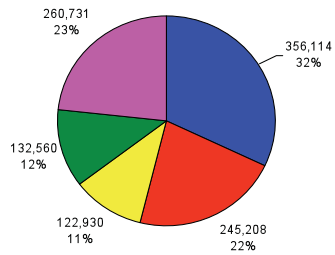
Fiscal Year ending December 31, 2010

## Income 2010



■ Private Support ■ Special Events ■ Grants ■ United Way ■ All Other Income

## Expenses 2010



■ Education, Technology & Arts ■ Health, Fitness & Recreation  
 ■ Character & Leadership Development ■ Fundraising  
 ■ Management & General

## STATEMENT OF ACTIVITIES

(Unaudited) For the year ending December 31, 2010

### Private Support and Revenue

<i>Private Support</i>	
Contributions-General .....	\$ 184,817
Special Events .....	243,588
Grants .....	306,915
Bequests .....	27,304
United Way .....	70,282
<b>Total Private Support .....</b>	<b>\$ 832,906</b>

### Revenue

Membership Dues .....	\$ 34,876
Program Service fees .....	9,082
Rental Income .....	58,200
<b>Total Revenue .....</b>	<b>\$ 102,158</b>
<b>Total Income .....</b>	<b>\$ 935,065</b>

### Expenses

<i>Program Services</i>	
Education, Technology & Arts .....	\$ 356,114
Health, Fitness & Recreation .....	245,208
Character & Leadership Development .....	122,930
<b>Total Program Services .....</b>	<b>\$ 724,252</b>

### Support Services

Management, Events & General .....	\$ 260,731
Fundraising .....	132,560
<b>Total Support Services .....</b>	<b>\$ 393,291</b>
<b>Total Expenses .....</b>	<b>\$ 1,117,543</b>

Change in Net Assets .....	\$ (182,478)
Net Unrealised Gain (Loss) on Investments .....	46,773
Net Assets Beginning of Year .....	1,333,744
<b>Total Change in Assets .....</b>	<b>\$ (135,706)</b>
<b>Net Assets End of Year .....</b>	<b>\$ 1,198,038</b>

## STATEMENT OF FINANCIAL POSITION

(Unaudited) For the year ending December 31, 2010

### Assets

Cash-Unrestricted .....	\$ 120,635
Cash-Restricted .....	69,974
Accounts Receivable .....	273,061
Prepaid Expenses .....	10,921
Investments .....	540,305
Property & Equipment .....	800,778
<b>Total Assets .....</b>	<b>\$ 1,815,675</b>

### Current Liabilities

Accounts Payable .....	\$ 81,287
Accrued Expenses .....	27,945
Unearned Revenue .....	133,800
Demand Notes Payable-Bank .....	202,546
Mortgage Payable .....	172,059
<b>Total Current Liabilities .....</b>	<b>\$ 617,637</b>

### Net Assets

Net Assets Unrestricted .....	\$ 1,028,064
Net Assets Restricted .....	169,974
<b>Total Net Assets .....</b>	<b>\$ 1,198,038</b>
<b>Total Liabilities &amp; Net Assets .....</b>	<b>\$ 1,815,675</b>

\*\* Boys & Girls Club of Greater Lowell, Inc. undergoes an annual audit conducted by Shannon & Associates, CPAs.

# Boys & Girls Club of Greater Lowell

## 2010 GOVERNANCE

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Timothy Golden

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Charles Johnston

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John Leahy

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Curtis Lemay

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Ed Mackness

Linda MacLean

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Meghan Mahoney

Patrick Mahoney

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Connie Martin

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