



# Bottom Line

2011 Annual Report

**First**  
in my family.

Clara Lucien,  
Boston College '11

# get in graduate go far

Bottom Line supports students who come from low-income homes and the first generation of their families to attend college. By providing one-on-one guidance through the entire application process and on college campuses, we help students complete their degrees at rates higher than the national average.

Once a small community organization serving 25 Boston high school seniors, Bottom Line has grown to provide services to more than 1,900 high school and college students in three locations—Boston, Worcester, and New York City. As we grow, we continue to focus on what matters most:

**Relationships. Persistence. Results. Responsibility. Efficiency. Excellence.**



## Letter from the CEO

Dear Friends,

In 2011, Bottom Line became a multi-state organization. We hired our first New York staff, who began building relationships within the city. These relationships will be incredible assets as we expand our College Success Program to New York area colleges in the coming year.

At the same time, nearly 1,600 students from Boston and Worcester, Massachusetts, received college counseling services from Bottom Line. Throughout the 2010-2011 school year, these students overcame incredible hurdles to get into and persist through college.

While Bottom Line's reach expanded, our values have remained the same. We focus on building strong and meaningful relationships within our organization and community. We demonstrate persistence as we work to help students reach their goals. We hold ourselves accountable for producing high-quality and quantifiable results. We demonstrate responsibility in the advice we give to students. We insist on efficiency in our day-to-day operations. We strive for excellence by challenging ourselves to meet the highest standard.

By May of 2011, 137 more students graduated from college and joined the 471 other Bottom Line alumni. Their success is demonstrative of their dedication and your support. Thank you for continuing to believe in Bottom Line and the students we serve.

Greg Johnson  
Chief Executive Officer



# Relationships



“Communicating with Bottom Line’s staff regarding Abby Kelley Foster Charter Public School students has been extremely helpful. Their program is a wonderful resource; our staff appreciates everything they do to assist our seniors.”

**Caroline McHugh - College Counselor,  
Abby Kelley Foster Charter Public School**

“Bottom Line and Tufts have begun to work closely to recruit some of the best students from Boston and Worcester. Tufts sent admissions staff to interview more than 20 applicants at Bottom Line’s office last year.”

**Marian Younge - Student, Tufts University**



## Student Recruitment

Bottom Line relies on relationships with guidance counselors, school administrators, program participants, and staff members at youth-serving organizations to spread the word about our programs. Many of the high school seniors who sought our services during 2010-2011 heard about our College Access Program from their friends, mentors, or school.

Our staff focused on recruiting students who are low-income and in the first generation of their families to attend college. Eligible students were also required to demonstrate preparedness for college-level academics by having at least a 2.5 GPA. High school seniors enrolled in our program on a first-come, first-served basis.

## College Access Services

493 Boston and 145 Worcester high school seniors completed Bottom Line’s College Access Program during 2010-2011. Counselors assisted these students in five areas:

- college lists
- essays
- applications
- financial aid
- choosing a college

Students received services through one-on-one meetings. The relationships built during these meetings allowed Counselors to assist students with unexpected challenges and in making a responsible college choice. On average, each student attended nine meetings. Many continue to receive support through Bottom Line’s College Success Program.

## College Success Services

852 Boston and 91 Worcester college students received assistance from Bottom Line while attending one of 20 local target colleges. The one-on-one services each student received focused on four key areas:

**D**egree - academic performance and progress

**E**mployability - work experience

**A**id - financial aid/scholarships

**L**ife - personal wellbeing

Through our **DEAL** model, students received assistance with registering for classes, finding jobs and internships, renewing financial aid, bereavement, and any other obstacles or unfamiliar tasks they encountered. An external program evaluation indicates that these services increase a student's chances of graduating within 6 years by up to 43%.

### Target Colleges

Bentley University  
Boston College  
Boston University  
Bridgewater State University  
Clark University  
College of the Holy Cross  
Massachusetts College of Liberal Arts  
Massachusetts College of Pharmacy and Health Sciences  
Northeastern University  
UMass Amherst  
UMass Boston  
UMass Dartmouth  
UMass Lowell  
Salem State University  
Suffolk University  
Tufts University  
Wentworth Institute of Technology  
Worcester Polytechnic Institute  
Worcester State University  
Quinsigamond Community College

**943**  
college students

attended

**3,388**  
on-campus meetings

and received

**1,725**  
care packages





# Persistence

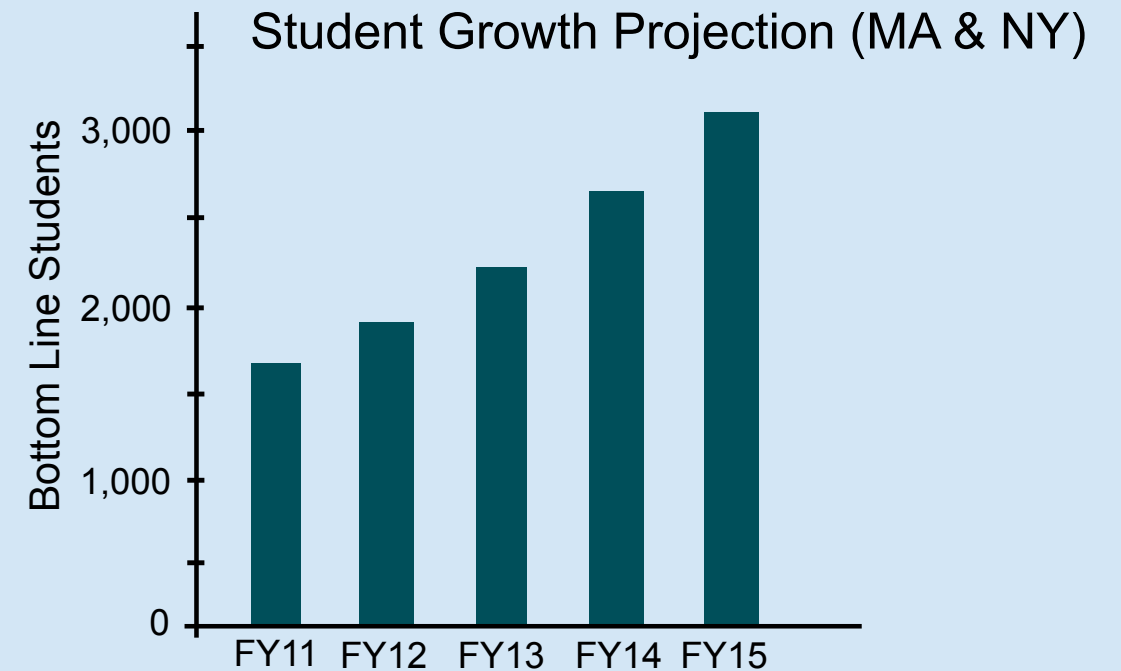


*“My friend, Sarah, was right: Bottom Line does work miracles. They certainly helped turn my life around and showed me that regardless of my circumstances I should always strive to succeed. Their persistence and encouragement allowed me to get through the toughest times of my life.”*

**Angela Pagliuca - Alumna, School of Nursing at UMass Dartmouth**

*“I really appreciate everything that Bottom Line is doing for me. Without their help, I don't think I'd be where I am today. I keep working hard and pushing myself to achieve my goals and dreams. Bottom Line and its staff will always be in my heart no matter where I go in life.”*

**Aloysius Street - Student, Massachusetts College of Liberal Arts**



## New York City Expansion

In January, Ruth Genn joined Bottom Line as Executive Director of our New York site. Previously the Director of College and Career Pathways at New Visions for Public Schools, Ruth began introducing Bottom Line to the local community. She built relationships with schools and organizations such as the CUNY School Support Organization. Many now formally partner with Bottom Line by referring students and tracking students' progress.

By July, Bottom Line located an office space in Brooklyn and hired two College Counselors. Ginette Saimprevil, previously our Worcester Site Director, joined the New York staff as Program Director and began to review student applications to the program. 125 high school seniors now receive college access services.

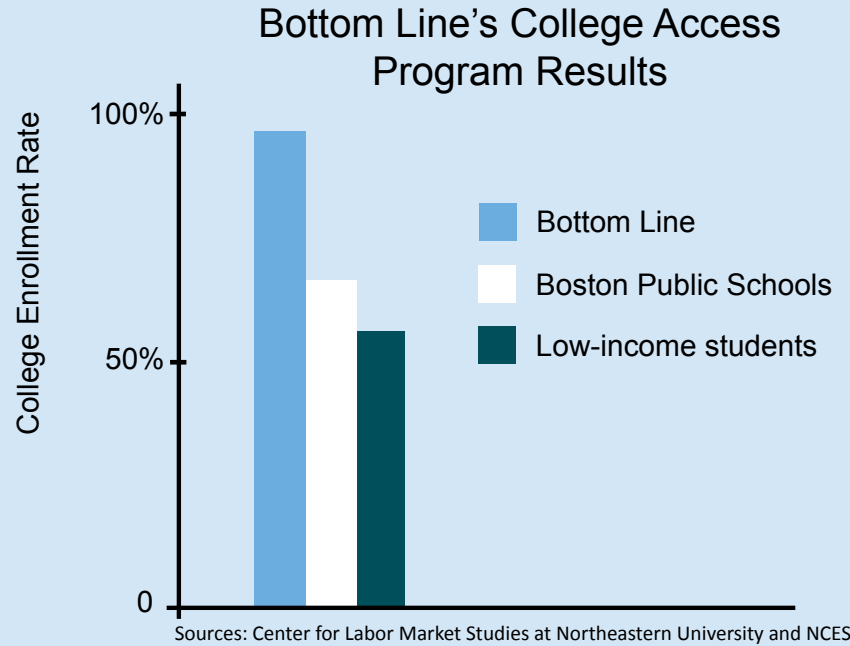
## Growth in Massachusetts

Bottom Line's student population has grown each year since the organization's founding. Last year, the capacity of our College Success Program increased by 26%—from serving 749 college students in 2010 to 943 college students in 2011. This expansion is due to a larger percentage of College Access Program participants joining our College Success Program, as well as the larger capacity of our College Access Program.

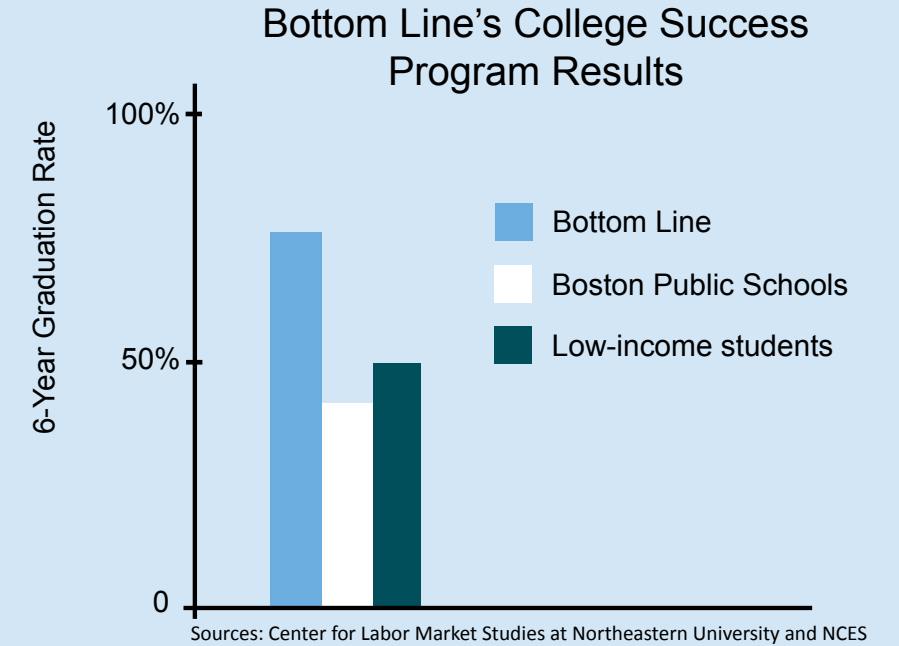
Bottom Line plans to continue increasing the capacity of our College Success Program by providing services at additional colleges and recruiting at least 50% of College Access Program participants to receive ongoing support while they work to earn a degree.

# Results

**97%**  
enrolled  
in college



**74%**  
graduated  
from  
college

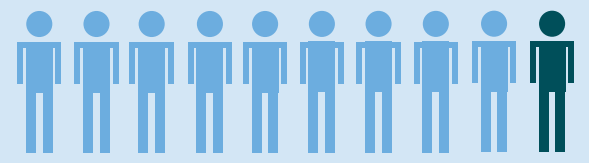


Bottom Line aims to help 100% of the high school seniors who participate in our College Access Program get accepted to at least one college. In addition, our staff focuses on pairing students with colleges that fit their academic, financial, and personal needs.

Out of the 638 high school seniors we served in 2011, 98% were accepted to at least one college.

During the summer, Bottom Line also helps students complete the necessary steps to begin college in the fall. 97% of the Class of 2011 high school seniors we helped get into college successfully enrolled in the Fall 2011 semester.

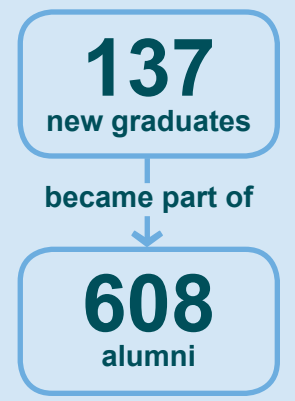
**9 out of 10**  
students were from low-income homes and/or the first generation of their families to attend college



Bottom Line's goal is to help at least 80% of the participants in our College Success Program graduate in 6 years or less. In 2011, the high school Class of 2005 completed this 6-year program. 74 students (76%) completed a degree within that time frame.

The graduation of our ninth class increased our lifetime graduation rate to 74%. This rate outnumbers the typical college graduation rates of Boston Public Schools graduates as well as the national average. We expect that this rate will continue to rise.

Overall, 137 students in Bottom Line's College Success Program completed their degrees during the 2010-2011 school year.



# Responsibility

A postsecondary education has the power to produce citizens who are happy, healthy, and engaged. College graduates obtain higher-paying jobs, provide for their families, and participate in their communities. Thanks to the support of the following individuals, corporations, and foundations, Bottom Line has helped 608 individuals reap these benefits.

## \$100,000 and more

The Boston Foundation  
Charles Hayden Foundation  
Liberty Mutual Foundation  
Richard and Susan Smith Family Foundation  
*Richard and Susan Smith John, Amy, Jennifer, and James Berylson Robert and Dana Smith Brian and Debra Knez*  
TG Public Benefit Program  
USA Funds

## \$50,000 to \$99,999

Cosette Charitable Fund  
Richard and Judy Meelia  
Amelia Peabody Foundation  
Daniel E. Rothenberg  
State Street Foundation  
Summer Search

## \$10,000 to \$49,999

Bank of America Foundation  
The Perpetual Trust for Charitable Giving  
Bank of New York Mellon  
Larry Begley  
Boston Inner-City Education and Housing Initiative  
Boston Scientific  
J.E. and Z.B. Butler Foundation  
Fallon Community Health Plan  
Fidelity Investments  
Grand Circle Foundation  
Greater Worcester Community Foundation  
James C. Melvin Trust  
Josephine and Louise Crane Foundation

Jeff and Janet Larson  
Levangie Family Charitable Foundation  
John and Donna MacPhee  
Phillippe and Peggy Mauldin  
Mifflin Memorial Fund  
Alan K. Halfenger and Judith A. Moroz  
National Grid  
Olivia's Organics  
Harold Whitworth Pierce  
Charitable Trust  
Michele and Peter Scavongelli  
Schrafft Charitable Trust  
Shaw's Supermarkets  
Marjorie Cohen Stanzler and Paul E. Stanzler  
Staples Foundation for Learning  
Anna B. Stearns Charitable Foundation  
Stop and Shop Supermarket Companies  
Sun Life Financial  
Target  
Yawkey Foundation II

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

ACA Compliance Group  
Analog Devices  
Paul and Edith Babson Foundation  
Frederick A. Bailey Trust  
Bain Capital Children's Charity  
John and Mary Ann Begley  
Biogen Idec Foundation  
Peter and Patricia Bishop  
John Buckley  
Coca Cola Refreshments  
Kevin E. Connolly  
Covidien

Deloitte  
Eastern Bank Charitable Foundation  
The Fletcher Foundation  
The George F. and Sybil H. Fuller Foundation  
Hammersley Partners  
Hill Holliday  
Hoche-Scofield Foundation  
Kellogg's  
Moses Kimball Fund  
Hugh Klei  
MA Attorney General's Office  
Dave McGlinchey  
William James Meury  
Abraham Perlman Foundation  
Reebok  
Terri Rosen  
Savings Bank Life Insurance  
Stacey Shurgin  
Marc and Mary Ellen Smith  
Robert L. Stype  
The College Board  
The Stoddard Charitable Trust  
TJX Foundation  
UMass Boston  
Janet and David Whitehouse

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

Ned and Maureen Abelson  
Acosta  
Advantage Sales and Marketing  
Ameriprise Financial  
Karen and Jim Ansara  
Maureen R. Bateman  
The Beacon Hill Circle for Charity  
Ben E. Factors Foundation  
Chuck and Wendy Black  
Benedikt Blomberg

The Bostonian Group  
Dr. Madonna Browne  
Chadick Ellig Inc.  
Scott and Patricia Clark  
Lee Coffin  
Richard and Patricia Couper  
Crossmark  
Randi Cutler  
Dana Farber Cancer Institute  
Davis Family Charitable Foundation  
Eeke de Milliano  
Denise A. DeAmore  
DemandTec  
Dematic  
Steve and Sarah Deschenes  
Diversified Search LLC  
Gerard du Toit  
Nathaniel Duckles  
Edvisors Foundation  
Lori Erickson  
Marla Felcher and Dr. Max Bazerman  
Goldman, Sachs & Co.  
Google  
Health Market Science  
Daniel J. Hirce  
Bob Howitt  
Patrick Hughes  
Ed Hurley-Wales  
Doug Fisher and Laura Iannetta  
IBM/Lotus  
Indyme Solutions, Inc.  
Jane Cayley & Associates Ltd  
Nora Johnsmeyer  
Gregory and Ginger Browne Johnson  
Johnson O'Hare Company  
Jerry Jordan  
Deborah Koste  
Kraft Foods

Gregory Mervyn Levy  
Benjamin Littauer  
Peter Markarian  
Massachusetts College of Pharmacy & Health Sciences  
Eileen Haley Mathieu and Owen Mathieu  
Brian McGinley  
Mark McGowan  
Donna McGrath  
Modiv Media, Inc  
Mollenhauer Family Fund  
Richard and Viola Morse  
Rebekah Strasburger  
North Coast Seafoods  
NStar Electric and Gas Corporation  
Christine Nuccio  
Charlie O'Connor  
OnX Enterprise Solutions USA  
Optical Phusion Inc  
Rick Painter  
Peter Pedro  
Pepsi Bottling Group  
Mark Pins  
Polar Beverages  
Doug Poutasse and Elaine Mittell  
Paula Price  
Professional Staffing Group  
The Red Sox Foundation  
Cheryl Reed  
Douglas B. Reeves  
Michael Refojo  
RelayHealth/McKesson  
The Rogers Foundation  
Ropes & Gray LLP  
Gerald Santos  
Sapient Corporation  
Patti Saris and Arthur Segel  
SC Technical Services

Seyfarth Shaw  
Stephen and Jayne Siegel  
Nancy and Kirk Smith  
Rick A. Smith  
Sovereign Bank  
Mr. and Mrs. Thomas Soviero  
Morgan Stanley  
David and Emily Terry  
The Mentor Network Charitable Foundation  
Wes and Rosemarie Thompson  
Tufts Medical School  
Tufts University  
Dora and Arthur Ullian  
UMass Medical School  
Utz Quality Foods, Inc.  
Vangent, Inc.  
Verizon Wireless  
Mike and Karen Volo  
Rob and Terry Wadsworth  
Frederick E. Weber Charities Corporation  
Peter Weinstock  
Wellesley Congregational Church  
Wipro  
Wise Foods  
Andrew Yang

## \$500 to \$999

Michael Angeley  
Elizabeth Zachos and Alex Anmahian  
Jeb & Sally Bachman  
Lori Baronian  
Bright Horizons Family Solutions  
Richard Broussard  
Carol Christ  
George Chu  
Thom and Tracy Cranley  
Suzanne Cuccurullo  
D.W. Simpson & Co  
Database Designs  
Scott Davis  
Deep River Snacks  
Christine Delia  
Christine Dorman  
Draper Laboratory  
Shelley Esposito  
Lee Feldman  
Douglas Foley  
Jim Fowler  
Frito-Lay  
Lee Glickenhau  
Gordon L. Seaman, Inc  
Goya Foods  
Mauro and Allison Greco  
Mark and Karen Green  
Marija Greenlee  
Whitney and Anne Griffith  
Volkan Gulen  
Larry Hamelsky

Chris J. Hennessey  
David W. Hillis  
Louisa Holland  
Hood  
Barbara Hume  
Mary Ellen Johnson  
Richard Koenitzer  
Steve Krupski  
Liberty Mutual  
Kerri Lynch  
Peter Mahoney  
Richard Malnight  
Nancy Marcucci  
John and Lisa McGinn  
Ann Milner  
Dave Murphy  
Val Murray and Chris Arnold  
The Natansohn Family  
NEHRA  
Daniel & Amy O'Connor  
Opticom, Inc.  
Judi Palmer  
Darrell Paster  
Dawn Perry  
PriceWaterhouse Coopers  
Elinor Quill  
Red Bull  
Anne Romney  
Jerry Rubin  
Ignacio Sanchez  
Matt Santos  
Brandon Shankle  
Josh Solomon  
Justin Strasburger  
Frank and Caroline Strasburger  
Marvin Thomas  
Donna Trimarche  
Mike Wasserman  
Nathan Wei  
Tony Wilkins  
Xerox Corporation

## \$100 to \$499

Jeremy Abramson  
Aleksandra Ikanowicz  
Kathleen Alfano  
AVID Technical Resources  
Michael A. Baenen  
David Barbato  
Mary and Clark Barber  
Mary M. Barber  
John Barrett  
Stephen Barwikowski  
Lawrence P. Bavis  
Jennifer Bees  
Edmund Begley  
Steven and Kristine Bellona  
Barry and Jean Bilzerian  
Bimbo Bakeries, Inc.  
Bloomingdale's, Inc.  
James Blue  
Philip Bonaccorso

James Bonasia  
Kathleen Borgal  
Carrie Burke  
Robert Burmeister  
Catherine Burns  
Walter S. Burrage  
Jennifer Burrus  
Barbara Burt  
Eleanor S. Burt  
Joshua Cantor  
Rosyana Cardoso  
Jeffrey Caron  
Heather Carrillo  
Susan Case  
Desiree Casey  
Lauren Catlett  
Brian Chang  
Jo Chen  
Brian Chu  
Davis Clayson  
Jerry and Susan Cohen  
Christina and Tim Cohen  
Mrs. Henry Coleman  
Henry Coleman  
Collaborative Staffing Solutions  
Commerce Bank  
CompuCom  
Jim and Barbara Conen  
Matthew Conti  
Howard Cooper  
James Copper  
Peter and Maxine Cory  
Wayne and Deborah Craig  
Michele W. Crepeau  
Lorraine and Jack Cross  
Donald Crotty  
Lucas Crowder  
Diane and Timothy Crozier  
Joanne Curtin  
Charlie and Phyllis Cutler  
Paul and Karen Dale  
Linda Dallas Reider  
Helen Dallas Reider  
Pat D'Arrigo Charitable Trust  
Sujit Datta  
Scott and Marguerite Davis  
Nicole DeCesare  
Sarah Delahanty  
Alex Del Viscio  
Susanne DeSanctis  
Mary and Dan Desmarais  
Michael Devejian  
Nicole Devine  
Karen DiGravio  
Beverly Donohue  
Anne Doyle  
John Draghi  
Shaneralic Durden  
Carole Edson  
Christopher Eitzmann  
Scott Emerman  
Arthur and Karen Emery

Trudi Fagerlund  
Matthew and Jacqueline Fearer  
Gina Fegreus  
Shawna Ferguson  
Michael Fertitta  
Alison Fineberg  
Kenneth Fischl  
Edward Fish  
David and Patricia Flanagan  
Lindiana Flores  
Jill Friedlander  
Millisent Fury Hopkins  
Garelick Farms  
Lynn Garvin  
Ann M. Gencarella  
Ruth and Duncan Gillan  
Anne Gilmartin  
G.D. Gilmartin  
Anna Goldenheim  
Jonathan Goodman  
Eric Goorno  
Marsha Gorewitz  
Rebecca Griffith  
Shannon Grounds  
Janeen Smith Hansen  
William Harold III  
Mark Harris  
Steven Harvey  
C. Hazard  
Greg Hegerich  
Howard L. Helfman  
Nancy Helt  
Leo and Beatrice Hermacinski  
Andrew Hickey  
Wendy Hilboldt  
Nicole Hinds  
College of the Holy Cross  
Murray Hood  
Joanne Huang  
Charlie and Phyllis Huang  
Maura Hunter  
Thomas Imondi  
Integrated Technologies, LLC  
Eilyn Ito  
Jackrabbit Design, Inc.  
Jean Barnett  
Mary Jeka  
Eileen Johnsmeyer  
Robert P. Jones  
Jay Judas  
Frank Julian  
Bill Kadish  
Maryann Kahn  
Timur Kalimov  
Kendra L. Kannally  
Sam Kantende  
Kristin Kennedy  
Melissa Kennedy  
Daniel Klein  
Jonathan Kraft  
Robin Kramer  
Christina Krause  
Curt & Anne Large

William Larner  
Andrew Laurence  
Yaakov Levi  
Kobi Levy  
Anne Lewis  
Elaine Lewis  
Lisnet Conferencing Solutions  
William and Susan Littleton  
Jessica Rita Liu  
Norman Livermore  
James Madigan  
Donardo Marcellus  
Marisa Marino  
Arlene Marshall  
Mass Biologics  
Mark V. Mathers  
Dickens Mathieu  
Steve Matthews  
Katelyn Mazuera  
Alyssa Mazzarella  
Kate Mazzola  
Helen McCauley  
Andrew McCarthy  
Kirsten McCarthy  
Daniel McDevitt  
Sean McGrail  
Patty and Bruce McKinnon  
Charles Kabat and Heather McLoughlin  
Ellen Meltzer  
Gerald and Theresa Memmo  
Virgilio (Miguel) Mendoza  
Kathie Metzger  
Alice Michel  
Douglas J. Miller  
George Miller  
Bryant Mitchell  
John Montgomery  
Maryellen Mullaney  
Adam Murphy  
Jacqueline and Richard Murray  
Lindsey Musen  
Mekuria A. Negussie  
Theodore Nelson  
Calvin Newport  
Kevin Nielsen  
Amanda Northrop  
Norwell House of Pizza  
Edward Novak  
Jen Novak  
Victoria Novak  
Robert and Ann Nutt  
Kevin O'Connor  
Casey O'Donnell  
Deborah Odorczyk  
Laura Odorczyk  
Gaye Ohanesian  
Mary O'Sullivan  
Jason Ouellette  
PepsiCo  
Phillip Pererson  
Janis Peretore



Benjamin Peskoe  
 Madeline Peskoe  
 Nancy and Bob Phifer  
 Pitney-Bowes  
 Steven Plosky  
 Dawn D. Potter  
 Julianne Powers  
 George and Joan Preble  
 Joel Rando  
 Loren Reed  
 Kevin Reilly  
 Emily Rivera  
 Susan M. Roberts  
 Denise Rodrigues  
 Armen Mukhaeyan and Dunyelle  
 Rosen  
 Daniel Rowley  
 Tracey-Ann Rulow  
 Donna Russo  
 Christine Savage  
 William Sellari  
 David Sencabaugh  
 June Shankle  
 David Shapiro  
 Allison Sherlock  
 Mari Shor  
 Elizabeth Sidel  
 Randy P. Siller  
 Ian Simmons  
 Jeffery Small  
 Eric Smith  
 Kiran and Matt Smith  
 Paula and Mark Speers  
 Linda St. John  
 Rosa Stamatos  
 Chip and Carmel Sterling  
 Susan Stetson  
 Meghan Stetson  
 Seth Stier  
 Bob and Susi Stone  
 Hilary Strasburger  
 Melissa Sullivan  
 Kelly Sutton  
 Peter Tiberi  
 John Tocci  
 Susan W. Tofias  
 Janet Trask  
 Tremont Solutions  
 Pierre Trepagnier  
 Marianne Tyler  
 Theodore Tyson  
 Unilever  
 Nathan Van Duzer  
 Sharon Vartanian  
 Kevin Waite  
 Deborah Wald  
 Joan and Jerry Wasserman  
 Philip Weiss  
 Wescen, Inc  
 Patricia West  
 Thomas West  
 Mark and Barbara Wetzel

Leslie Whitman  
 Michelle Wilcon  
 Taunya Williams-Garrett  
 Steve Wilner  
 Donna Wilson  
 Jody Wilson  
 Toni and Bernard Wolfman  
 James Worrall Jr.  
 Janet Yoo  
 Jennifer Young-Watts

### In-Kind Donations

.406 Ventures  
 5Wits  
 AAA Southern New England  
 AirTran Airways  
 Alan Halfenger  
 Aquitaine Boston  
 Aquitaine Dedham  
 Art's Dune Tours  
 Bayside Sencabart  
 The Beehive  
 Ben & Jerry's  
 Bertucci's  
 Beth Hedges  
 be™ Design  
 Big City / Sunset Management  
 Blue Ridge Foundation New  
 York  
 BNY Mellon  
 Boston Athenaeum  
 Boston Athletic Association  
 Boston Ballet  
 Boston Beer Company  
 Boston Bruins  
 Boston by Foot  
 Boston Celtics  
 Boston Classical Orchestra  
 Boston Duck Tours  
 Boston Lyric Opera  
 Brookline Booksmith  
 Carabiner's  
 Center for Asian Martial Arts  
 The Charles Hotel  
 Comcast Cable  
 Kevin Connolly  
 Coolidge Corner Theatre  
 Cranmore Mountain Resort  
 Crowne Plaza Boston North  
 Shore  
 Patrick Day  
 DeCordova Sculpture Park and  
 Museum  
 Doug Fisher  
 EcoTarium  
 Edible Arrangements  
 Entertainment Cruises  
 F1 Boston

Fallon Fine Art  
 Felt Club Boston  
 The Fireplace Restaurant  
 GolfTEC Needham  
 Good  
 The Grafton Group  
 Gratz Family  
 Hampshire House Corp  
 Handel and Haydn Society  
 Harpoon Brewery  
 Harvard Extension School  
 Hill Holliday  
 Hilton Boston - Financial District  
 Himmel Hospitality Group  
 Historic New England  
 Holly Cleaners  
 Huntington Theatre Company  
 ImprovAsylum  
 Institute of Contemporary Art  
 Isabella Stewart Gardner  
 Museum  
 Island Queen  
 Jet Blue  
 Jillian's Boston  
 John Hancock  
 JP Licks  
 Chuck Kabat  
 Kelly Greens Golf Course  
 Keurig  
 Kickass Cupcakes  
 Kings Lanes, Lounge & Billiards  
 Kripalu  
 La Morra Ristorante  
 Lake Compounce  
 Larz Anderson Auto Museum  
 Laser Quest - Danvers  
 LaserCraze  
 LaTete Salon  
 Laurinda Phakos O'Connor  
 The Liberty Hotel  
 Limelight Stage + Studios  
 Lobby  
 Lord's & Lady's Hair Salons  
 Lyric Stage Company of Boston  
 M + M Design  
 Manna Massage  
 MASS MoCA  
 McGreevy's  
 Megan Secatore  
 Michele and Peter Scavongelli  
 Michele Topor's Food Tours of  
 Boston  
 Mohegan Sun  
 Mount Sunapee  
 Rick Muhr  
 National Grid  
 New England Patriots  
 New England Cheesemaking

Supply  
 New Repertory Theatre  
 North Shore Music Theatre  
 The Original Tremont Tearoom  
 Panera Bread  
 Pats Peak  
 The Paul Revere House  
 Pepsi Bottling Group  
 Picco  
 Plimoth Plantation  
 PR Restaurants LLC  
 The Preservation Society of  
 Newport County  
 Renaissance Boston Waterfront  
 Hotel  
 Revolution  
 Roger Williams Park Zoo  
 Sakonnet Vineyards  
 Sally A. Blomgren  
 Seekonk Speedway  
 Seyfarth Shaw  
 Shear Madness  
 Simplicity Chef  
 Six Flags New England  
 Softmart  
 SpeakEasy Stage Company  
 The Sports Museum at TD  
 Garden  
 Squam Lakes Natural Science  
 Center  
 Station 8 Salon  
 The Steamship Authority  
 Sterling Golf Management  
 Steve Pagliuca  
 Story Land  
 Sullivan Tire  
 Sun Life Financial  
 Sun Wine Fest  
 The Swan Boats of Boston  
 Tadpole  
 Taza Chocolate  
 Dave Terry  
 Wes and Rosemarie Thompson  
 Tides Restaurant & Pub  
 Todd English Enterprises  
 Tremont 647  
 TVDiner/NECN  
 The Union Oyster House  
 Verizon Wireless  
 Viola Morse  
 Wachusett Mountain Ski Area  
 Wealth Advisory Services, LLC  
 WEEI  
 The Westin Boston Waterfront  
 The Westin Copley Place Hotel  
 Wheelock Family Theatre  
 Whole Foods - Symphony Store  
 Worcester Art Museum

Worcester Tornadoes  
 Zoo New England



## Staff

### Boston Staff

John Babcock, College Counselor  
 Marlyn Batista, Access Counselor  
 Elizabeth Beliard, Access Counselor  
 Dave Borgal, National Program Director  
 Ishara Casellas-Katz, Development Director  
 Christi Conkling, College Counselor  
 Fina Fontes, College Counselor  
 Sheneita Graham, College Counselor  
 Tory Hayes, College Counselor  
 Ann Helfman, Senior Counselor  
 Elizabeth Hood, College Counselor  
 Liane Hypolite, College Counselor  
 Greg Johnson, Chief Executive Officer\*  
 Deirdre Judge, Access Counselor  
 Katrina Magdol, Operations Associate  
 Amy Markarian, Co-Op Manager  
 Alyssa Mazzarella, Development Associate  
 Miguel Mendoza, Team Manager  
 Yorkiana Mercedes, College Counselor  
 Sarah Place, Program Director - MA  
 Miriam Rubin, Team Manager  
 Victoria Sargent, Career Coordinator  
 Rachel Smith, Senior Counselor  
 Allyson Takara, College Counselor  
 Mike Wasserman, Associate Director - MA

### New York Staff

Risa Dubow, College Counselor  
 Ruth Genn, Executive Director  
 Ginette Saimprevil, Program Director - NY  
 Deborah Steinberg, College Counselor

### Worcester Staff

Cinqué Dunham-Carson, College Counselor  
 Michelle Easton, Senior Counselor  
 Ali Lincoln, College Counselor  
 Justin Strasburger, Site Director  
 Kira Terrill, College Counselor

## Leadership

### MA Regional Board

Marc Smith (Chair)\*  
 Peter Bishop, Morgan Stanley  
 George Chu, Citizen Schools\*  
 Kevin Connolly, State Street\*  
 Patrick Day, UMass Boston  
 Emerson Foster, Foster & Francisco  
 Debby Koste, Koste Williams  
 Dave McGlinchey, Shaw's Supermarket  
 Viola Morse, Brandeis University\*  
 Susie Roberts, Anderson & Kreiger LLP  
 The Hon. Patti Saris, US Sentencing Commission\*  
 Michele Scavongelli, Northeastern University\*  
 Linda St. John, Fallon Community Health Plan  
 Dave Terry, The Chartis Group  
 Mike Volo, Cammack LaRhette Consulting

### NY Regional Board

John MacPhee (Chair), The Jed Foundation\*  
 Sheryl Colyer, Pfizer  
 Robert Shepler, Legg Mason\*  
 Hope Woodhouse  
 Jessica Zoob, American Express\*

### Worcester Advisory Board

Linda St. John (Chair), Fallon Community Health Plan  
 John Alexandrov, Legacy Capital Solutions  
 Tamara Bedard, Bay State Savings Bank  
 Barry Bilzerian, Hygrade Business Group  
 Yuisa Pérez Chionchio, Worcester Public Schools  
 Michael Christy, Mirick O'Connell  
 Louis Ciavarra, Bowditch & Dewey LLP  
 James Leary, UMass Medical School  
 John Lian, Baystate Financial  
 Jacquelyn McGravey, UMass Memorial Medical Center  
 Tom McGregor, Bank of America  
 Maryellen O'Brien, Reliant Medical Group  
 Jacqueline Peterson, College of the Holy Cross  
 Lea Ann Scales, Worcester State University

\* Serves on the National Board of Directors

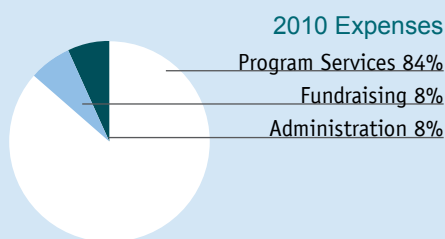
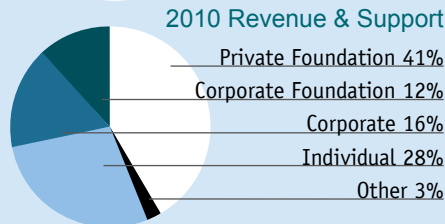
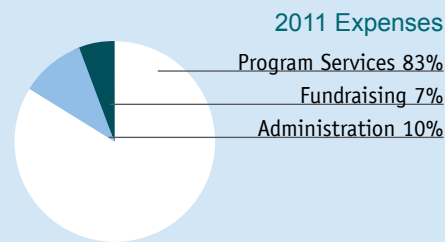
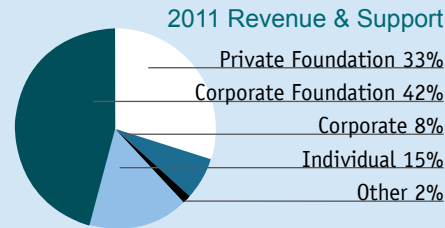


# Efficiency

## Statements of Financial Position | The Bottom Line, Inc. | June 30, 2011 & 2010

ASSETS	2011	2010
Current Assets:		
Cash and cash equivalents	\$2,025,708	\$1,802,428
Restricted cash	\$102,950	\$191,000
Pledges receivable	\$831,617	\$213,795
Prepaid expenses and other assets	\$18,543	\$22,004
	<u>\$2,978,818</u>	<u>\$2,229,227</u>
Property and Equipment:		
Database and website	\$141,562	\$116,563
Furniture and equipment	\$211,793	\$177,371
Leasehold improvements	\$51,552	\$51,552
	<u>\$404,907</u>	<u>\$345,486</u>
Accumulated depreciation	<u>(\$209,216)</u>	<u>(\$136,593)</u>
	\$195,691	\$208,893
Other Asset:		
Deposits	\$35,075	\$13,020
Lease acquisition costs, net	\$30,289	-
Pledges receivable	\$584,000	-
	<u>\$649,364</u>	<u>\$13,020</u>
<b>TOTAL ASSETS</b>	<b><u>\$3,823,873</u></b>	<b><u>\$2,451,140</u></b>
<b>LIABILITIES AND NET ASSETS</b>		
Current Liabilities:		
Accounts payable	\$40,248	\$44,863
Accrued expenses	\$26,598	\$69,061
Scholarships payable	\$114,450	\$191,000
	<u>\$181,296</u>	<u>\$304,924</u>
Deferred Rent	\$43,674	\$31,446
Net Assets:		
Unrestricted	\$1,980,016	\$1,912,689
Temporarily restricted	\$1,618,887	\$202,081
	<u>\$3,598,903</u>	<u>\$2,114,770</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$3,823,873</u></b>	<b><u>\$2,451,140</u></b>

Financial Statements audited by Cohen & Associates, Certified Public Accountants



## Statements of Activities | The Bottom Line, Inc. | Years ended June 30, 2011 & 2010

	2011	2010
Revenue and Support:		
Contributions	\$2,834,766	\$1,258,322
Scholarship contributions	\$280,750	\$199,900
Special events	\$606,263	\$692,428
Cost of special events	(\$117,723)	(\$127,232)
Program revenue	\$63,750	\$63,750
Interest	\$2,579	\$2,752
	<u>\$3,670,385</u>	<u>\$2,089,920</u>
Expenses:		
Program services	\$1,816,804	\$1,637,706
Administration	\$208,897	\$149,557
Fundraising	\$160,551	\$150,124
	<u>\$2,186,252</u>	<u>\$1,937,387</u>
Change in net assets	\$1,484,133	\$152,533
Net assets, beginning of year	\$2,114,770	\$1,962,237
<b>NET ASSETS, END OF YEAR</b>	<b><u>\$3,598,903</u></b>	<b><u>\$2,114,770</u></b>

## Statements of Cash Flows | The Bottom Line, Inc. | Years ended June 30, 2011 & 2010

	2011	2010
Operating Activities:		
Change in net assets:	\$1,484,133	\$152,533
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	\$72,623	\$56,625
Capitalized in kind donations	(\$30,289)	\$0
(Increase) decrease in assets:		
Restricted cash	\$88,050	\$12,487
Pledges receivable	(\$1,201,822)	(\$124,795)
Prepaid expenses and other assets	\$3,461	(\$2,038)
Deposits	(\$22,055)	\$1,000
Increase (decrease) in liabilities:		
Accounts payable	(\$4,615)	(\$16,088)
Accrued expenses	(\$42,463)	\$19,271
Scholarship grants payable	(\$76,550)	(\$12,487)
Deferred Rent	\$12,228	\$20,964
Net cash provided by operating activities	<u>\$282,701</u>	<u>\$107,472</u>
Investing Activity:		
Purchase of property and equipment	(\$59,421)	(\$34,251)
Net cash used in investing activity	<u>(\$59,421)</u>	<u>(\$34,251)</u>
Net increase in cash	\$223,280	\$73,221
Cash and cash equivalents, beginning of year	\$1,802,428	\$1,729,207
<b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>	<b><u>\$2,025,708</u></b>	<b><u>\$1,802,428</u></b>

# Excellence



“The success happening at Bottom Line—with this demographic of students—is unheard-of. Something extraordinary is happening as a result of their work.”

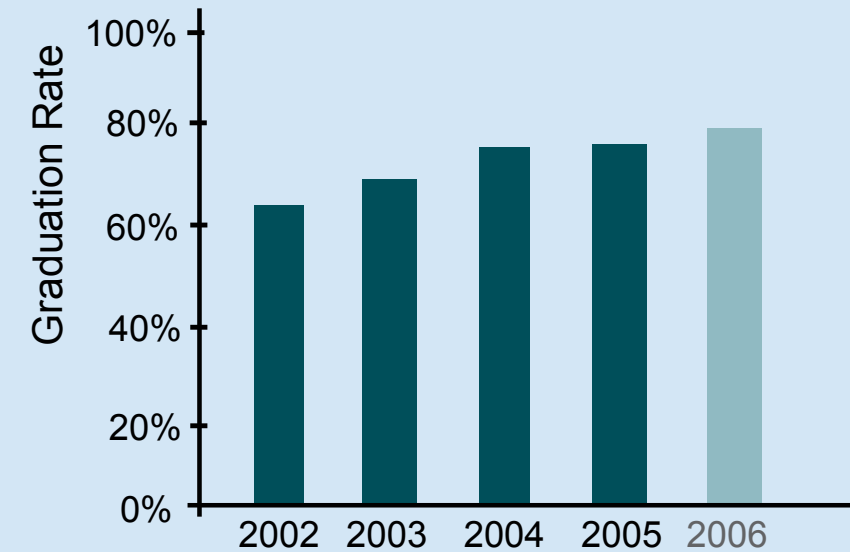
**Patrick Day - Vice Chancellor of Student Affairs, UMass Boston**

“To reap the full benefits of higher education, students must complete their academic programs and receive college diplomas. Bottom Line’s success contributes to the national goal of increasing the educational attainment of our population and ensuring that, regardless of household income and ethnic background, all students can realize their full potential.”

**Ernest J. Newborn II - Chairman, USA Funds Board of Trustees**

Licellys Nunez,  
Bentley University '11

## Bottom Line Graduation Rates By Class Year



### Increasing Results

Bottom Line strives to help 80% of our college students graduate within 6 years. This is the rate at which students with college-educated parents and students from the highest-income households graduate.

We get closer to this 80% goal each year. In fact, we have projected that 79% of our Class of 2006 students will graduate in 2012.

In addition, our first class of Worcester college students will graduate in May of 2012.

### Recognition

In February, Bottom Line received a 2011 Innovation Award through College Board’s College Keys Compact. The award honored our achievements in helping students in the New England Region “get through” college.

In April, Bottom Line was selected from 51 applicants for the USA Funds Trustees’ National Award for College Success. The award, established by the Indianapolis-based nonprofit that helps American families benefit from postsecondary education, encourages nonprofits to expand and replicate programs that have demonstrated success in enhancing college graduation rates, particularly among underrepresented students. This \$1 million award that Bottom Line received will support the expansion of our College Success Program.



**Bottom Line - Boston**

500 Amory St, Suite 3  
Jamaica Plain, MA 02130  
P: 617.524.8833  
F: 617.524.9559

**Bottom Line - New York**

26 Court St, Suite 1303  
Brooklyn, NY 11242  
P: 347.889.7627  
F: 347.889.5897

**Bottom Line - Worcester**

40 Southbridge St, Suite 500  
Worcester, MA 01608  
P: 508.757.3400  
F: 508.757.7400  
[www.bottomline.org](http://www.bottomline.org)