Get in • Graduate • Go far
Success Depends on You
From the Executive Director

For nearly twelve years, Bottom Line has been working to help disadvantaged students get in to and graduate from college. Other members of the community have also been focused on the “getting in” challenge; however, for years we have been trying to move the dialogue from talking exclusively about college access to also discussing why so few students succeed once they arrive on campus.

This conversation has recently shifted into high gear with the release of a new study by the Boston Private Industry Council showing that only 36% of Boston’s high school graduates who begin attending college will earn a college degree within 7 years. These results demonstrate a sobering picture, but a picture that has been clear to Bottom Line since our inception.

Since 1997 we have provided support to 2,800 students. In this past year alone, we supported nearly 900 high school and college students, and that number will grow to 1,100 students across two cities (Boston and Worcester) in 2009. In this report we discuss the important growth that Bottom Line has seen this year, and we have also included the stories of some of our students. These students, like the thousands of others who have received support from Bottom Line, face significant challenges. But, with the proper guidance, they can and will succeed.

Greg Johnson
Executive Director

Our Mission

Our mission is to help disadvantaged students Get in to college, Graduate from college, and Go far in life. We accomplish this by providing one-on-one guidance and support from college applications to college graduation. 98% of our high school students have been accepted to at least one college and 74% of our college students have graduated within six years.

Vineesha Johnson
Boston Latin Academy ’04, Suffolk University ’08

“"There were times people made me feel like my life was a big impossibility, but I never let them totally destroy my aspirations and never voiced my fear of failing to make a quality life for my family. Instead, each trial I faced, I took it on, using all resources available, because my plan was to go to college in order to make a better life for me and my son.

Getting the work done in college was hard, but I never allowed myself to give up because my success and the future success of my son meant too much to me. Many times when I felt tired and burnt out by the demands of college work, just like clockwork, I would get a phone call from a Bottom Line counselor checking in to see how I was handling the pressure.”

Bottom Line Staff

Boston
Greg Johnson
Executive Director
Dave Borgal
Director of Operations
Lauren Davis
Director of Student Services
Mike Wasserman
Director of Development
Sarah Hedges
Access Coordinator
Erica Emery
Career Coordinator
Claudine Johnson
Senior Counselor
Ramon DeJesus
College Counselor
Jesenia Gervacio
College Counselor
Zachariach Hicks
College Counselor
Oneda Horne
College Counselor
Amy Markarian
College Counselor
Ruth Thompson
College Counselor
Kaitlin Meelia
Part-time College Counselor
Worcester
Ginette Saimprevil
Worcester Site Director
Miriam Rubin
College Counselor
Looking Back

Since 1997, 2,800 students have received one-on-one support from a Bottom Line counselor.

Bottom Line was founded in 1997 to combat the low college-going and graduation rates of disadvantaged students in Boston. After working as a guidance counselor in urban schools, Bottom Line’s founder, Dave Borgal, realized that low-income and first-generation students who begin attending college do not graduate… at least not without guidance and support. Bottom Line was designed to provide those students with a knowledgeable guide who could take them from the beginning of the college application process to college graduation. By providing this steady, comprehensive source of one-on-one support, Bottom Line has helped thousands of students along the journey to a college degree.

Looking Forward

Bottom Line will become a regional network of support for students across Massachusetts.

In 2008-2009 we will:
- Provide one-on-one guidance to 400 high school seniors from Boston
- Build a satellite program in Worcester, MA and serve 75 high school seniors from Worcester
- Support more than 600 college students as they persist toward a college degree
- Move to a larger Boston facility to allow for staff expansion and student growth

In the next five years we will:
- Build our capacity to help at least 500 high school seniors from Boston get in to college each year
- Build our capacity to provide ongoing support to 1,000 college students from Boston
- Expand our Worcester office to support several hundred students every year
- Open Bottom Line offices in 2 additional cities by 2012 to become a regional network of support

Bottom Line Timeline: 1997 to 1999

1997
Dave Borgal, a former guidance counselor, decides to start a non-profit organization that helps students get in to college and graduate. Dave secures a small office on the ground floor of New Mission High School and helps his first 25 high school seniors apply to college.

1998
All 25 students in the inaugural class get in to college. Dave continues to support those 25 students as they begin college, as well as 50 new high school seniors.

1999
Dave hires a full-time counselor to help support the growing number of students. There are 75 high school seniors and 75 college students in Bottom Line.
2000
Bottom Line has four full-time employees supporting 250 students. The office moves to Amory Street in Jamaica Plain.

2001
Bottom Line helps 200 high school seniors get into college and continues to support 250 students in college.

2002
Bottom Line’s first 10 students graduate from college! 540 more students continue to receive support.

### Timeline: 2000 to 2002

- **2000:** Bottom Line has four full-time employees supporting 250 students. The office moves to Amory Street in Jamaica Plain.
- **2001:** Bottom Line helps 200 high school seniors get into college and continues to support 250 students in college.
- **2002:** Bottom Line’s first 10 students graduate from college! 540 more students continue to receive support.

Mieauna Douglas
New Mission High School ’08
Suffolk University ’12

Mieauna Douglas was living with her father, aunt and uncle when she came to Bottom Line at the beginning of her senior year. Her mother had been killed in a drive-by shooting the previous November.

Mieauna’s counselor, Erica, helped her write her college essay about the difficult subject of her mother’s death and apply to eight colleges.

During the application process, Mieauna’s father went to jail. This was a challenging time for Mieauna personally, and it threatened to derail her college plans. It was also a challenge to apply for financial aid because her father made a decent salary, but would have no income in prison, which meant she would receive less financial aid than she needed.

Mieauna was accepted to Suffolk University, but she would need to pay $7,000 per year, which she did not have. With Erica’s help, Mieauna applied for and received the Stephen Phillips Memorial Scholarship, which covered her financial gap. Mieauna began attending Suffolk University in the fall of 2008. So far she has absolutely loved the school. She is working part-time, attending classes, and getting involved with campus activities.

98% of Bottom Line students have been accepted to at least one college. In 2008, we helped **360 high school seniors** get into college, nearly **20%** of Boston’s entire college-bound population. By 2010, we expect more than **1 out of every 4** college-bound students from Boston to receive comprehensive **one-on-one** support from Bottom Line.

In 2008, Bottom Line helped students complete more than **3,000 applications.** Since our founding, we have seen extraordinary results from our College Access Program. 98% of our students have been accepted to at least one college, and 2008 continued this impressive trend. However, we are always striving to improve our College Access Program’s effectiveness, efficiency, and the experience of our students, and in all those respects, we believe 2008 was the best year Bottom Line has ever seen.

In 2008, Bottom Line helped students complete more than 3,000 applications.

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Suffolk University ’12

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During the 2007-2008 school year, Bottom Line provided one-on-one guidance to 520 college students through our College Success Program, up from 460 the previous year. Each student in the program received academic, financial, career, and emotional support from a Bottom Line counselor.

We have been supporting college students since our first class of students set foot on a college campus in 1998, but there is always room for improvement, and we made some exciting enhancements in 2008.

Every semester, her financial circumstances have made it difficult to return to school. Licellys’ mother is unable to provide financial assistance, so Licellys works year-round to pay for tuition and books, and Bottom Line has helped her piece together some scholarships and last minute financial assistance.

This summer, Licellys landed a prized Bottom Line internship at Harvard Pilgrim Health Care, where she worked in the IT Department getting valuable experience and earning money for school.

Licellys looks forward to graduation and to one day having a job that lets her support her mom.

Licellys Nunez
English High School ‘07
Bentley University ‘11

Graduate

74% of Bottom Line’s college students have graduated in six years or less, more than twice the average graduation rate for all Boston students.

In 2008, we provided ongoing support to 520 college students.

Even with more students than ever, we worked hard to deepen the personal relationship that each counselor has with their students. We increased the number of visits our counselors made to campus, which allowed each counselor to provide better, more personal service to their students.

We also gave each counselor a budget they can use to buy meaningful items for our students, which ranged from new glasses to books to a simple gift that would help a student get through a difficult time. Along with this, we continued to help students choose classes and majors, stay on track academically, renew financial aid and scholarships, transfer schools if necessary, create a resume, find a job or internship, and much more. Most importantly, we provided much-needed emotional support to our students at all times.

Each student has different needs and faces unique challenges. Our one-on-one program allows our counselors to meet the needs of each student and help them overcome the obstacles in their path. Our goal is for 80% of our college students to graduate in six years or less. Currently we have a 74% graduation rate, which is more than twice the average for all college-bound students from Boston.

32 students graduate from college! There are 560 more in the program. Greg Johnson takes over as Executive Director.

By 2012 we plan to support more than 1,000 college students every year.

Bottom Line supports 765 students. Dave returns as Director of Student Services. 80% of the first class has now graduated in 6 years!

360 high school and 376 college students are in Bottom Line. The first annual Get In, Graduate, and Go Far Dinner raises nearly $350,000!
Go Far

In 2008, Bottom Line placed 75 college students in paid summer internships throughout Greater Boston. In 2009, we hope to place 150 students in internships.

Our mission is to help students get in to college, graduate from college, and go far in life. Over the past few years, we have recognized that there is a great deal we can do to help our students go far. By teaching students how to write resumes, improve interview skills, meet employers, and find internships and jobs, we can prepare our college students for a successful career after graduation.

However, we also understand that many of our students lack professional experience, or are unable to find paid internships that are relevant to their interests. In response, we sought to build corporate relationships with local companies looking to diversify their workforce and we connected our college students and recent graduates with these corporate partners.

During the summer of 2008, we were able to place 75 students in paid summer internships, and we are very proud of these results, yet we understand that there is much more we can do. Our goal is to place 150 college students in paid summer internships during the summer of 2009. We intend to develop our relationships with existing corporate partners and identify new corporate partners in the region.

Our most exciting career initiative is with Sun Life Financial. They hired 26 Bottom Line students to work in internships throughout the company this summer. We believe this program has the potential to become a model we can bring to other companies who are interested in hiring our students.
Worcester

Bottom Line is thrilled to be working with students from the Worcester community. In our first year, we will support 75 high school seniors. However, there are many more students who want and need our support. We look forward to expanding our services in this new community to meet the significant need.

In October 2007 Bottom Line’s Board of Directors and staff decided that it was time to expand our programs to serve students beyond Boston. After an exhaustive search of cities in the Northeast, it was decided that Worcester, Massachusetts was the perfect location for our first satellite office. Worcester was close to Boston, had a large number of colleges in the area, and as New England’s second largest city, there was a significant need among the student population for consistent one-on-one guidance from college applications to college graduation.

After agreeing that Bottom Line should move to Worcester, we put together a wonderful Advisory Board (listed below) consisting of prominent members of the Worcester community.

Bottom Line began building relationships with high schools, colleges, and non-profits in the area. It was clear that students from Worcester needed our support.

On July 1, 2008, we officially opened our office at 600 Main Street in downtown Worcester. We hired two full-time staff to support 75 high school seniors from the class of 2009. Within 60 days, more than 100 students had already applied for the program and more applications continued to come in throughout the fall.

We are very excited that this new office is already supporting Worcester students and creating a buzz in the community. We are committed to growing in Worcester, and we hope to become a strong member of the local community.

Ginette Saimprevil, Worcester Site Director
New Mission High School ’00, Bowdoin College ’04

“I am thrilled that I was chosen to lead Bottom Line’s Worcester office. We must take what we have learned in Boston and bring it to other cities which have similar populations and similar needs. Not only will we help the Worcester students gain access to college, but we will enhance our ability to help students stay in college.”

Bottom Line Students are Already Attending:
Assumption College
Clark University
College of the Holy Cross
Worcester Polytechnic Institute

High Schools Represented in the Worcester Class of 2009
Burncoat High School
Claremont Academy
Doherty High School
North High School
South High School
University Park Campus School
Worcester Technical High School

Bottom Line Students are Already Attending:
Assumption College
Clark University
College of the Holy Cross
Worcester Polytechnic Institute

Botline Advisory Board
Charles J. O’Connor III (Board Chair), Fidelity Investments
John Alexandrov, Legacy Capital Solutions
Mary O’Sullivan, University Park Campus School
Marcy Reed, National Grid
Mario J. Silva-Rosa, Assumption College
Hilda Ramirez, Worcester Youth Center

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Mario J. Silva-Rosa, Assumption College
Hilda Ramirez, Worcester Youth Center

Worcester Technical High School
Worcester Polytechnic Institute
Since 1997, Bottom Line has provided one-on-one guidance and support to 2,800 students. Our goal has been to ensure that each of those students has the tools they need to earn a college degree, and with our support they have succeeded and continue to succeed. In this report, you have a good handful of the people in our program. Every one of the thousands of students who has come to Bottom Line has their own story and faces unique challenges. For 11 years, we have helped students overcome these challenges, but none of that would have been possible without the individuals, corporations, and foundations that have been so generous to Bottom Line. Thank you for helping us to achieve so much.

Success Depends on You

The support of our donors has helped us change the lives of thousands of students.
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Beverly Zimble
David P. Zelin

Johns and Julie Rosselle
Michael Robbins
Robert Rashin
Melissa Saccorito
Helene Saczko
Imantina Sabboco
Jessica Salem
Julie Salon

Cape Cod Brewery
Charles River Canoes and Kayak
City Golf Boston
Comedy Connection
Cranmore Mountain Resort
Concordia Museum and Sculpture Park
David Delano
Tom DeMuro
Different Drummer
Dave Donley
Dwyer Productions
Edible Arrangements - Cambridge
Everyday Puny
Echale Spa
F 1 Boston
Fallon Fine Art
Folk Boston
First Act Guitar Studio
Forswold Resort and Casino
Rebecca Frances
Good
House Green
Jamel Griffin
Alan Hamberger
Rick and Lisa Hart
Holly Cleaners
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Sabin
Meirion New England
My Way Lounge and Lounge
Millennium Partners
Mississippi
Mihahgan Sun
Molasses Boutique Boston
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National Grid
New England Aquarium
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Roth Dance Project
RTH Entertainment
Pati Sains and Arthur Segal
Setipan Gallery
Simply Chef
Nancy and Kirk Smith
SpeedEasy Stage Company
Spirit of the American Chesty
Starchfords Coffee Company
Sterling Golf Management, Inc.
Shop & Shop Supermarket
Sun Life Financial
Sun Wine Fest
Dave and Emily Terry
The Boston Beer Company
The Bostonian Group
The Charles Hotel
The Colonial hotel
The Comedy Connection
The Foundation to be Named Later
The Huntington Theatre Company
The Lyric Stage Company of Boston
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More about Bottom Line
To learn more about Bottom Line and to make a gift to support our important work, visit our website: www.bottomline.org

www.bottomline.org

Bottom Line 2008 Annual Report
Financials

Statements of Financial Position

ASSETS

Current Assets:
- Cash: $1,275,363 / $823,783
- Restricted cash: $2,144 / $100,000
- Pledges receivable: $412,750 / $292,250
- Prepaid expenses and other assets: $11,173 / $7,971
  Total: $1,701,430 / $1,224,004

Property and Equipment:
- Database: $37,103 / $0
- Furniture & equipment: $143,389 / $102,586
- Leasehold improvements: $5,343 / $5,343
  Accumulated depreciation: $(85,701) / $(66,729)
  Total: $185,835 / $107,929

Other Assets:
- Deposits: $15,444 / $2,424

Total Assets: $1,817,008 / $1,267,628

LIABILITIES AND NET ASSETS

Current Liabilities:
- Accounts payable: $30,375 / $11,504
- Accrued expenses: $39,168 / $12,875
- Scholarships payable: $180,144 / $100,000
  Total: $259,687 / $124,379

Net Assets:
- Unrestricted: $1,348,083 / $658,016
- Temporarily restricted: $209,238 / $485,233
  Total: $1,557,321 / $1,143,249

Total Liabilities and Net Assets: $1,817,008 / $1,267,628

Financial Statements audited by Cohen & Associates, Certified Public Accountants

Statements of Activities
The Bottom Line, Inc. | years ended June 30, 2008 and 2007

2008 2007

Revenue and Support:
- Contributions: $1,151,296 / $1,100,827
- Special events: $566,705 / $321,755
- Cost of special events: $(112,355) / $(82,184)
- Program revenue: $17,105 / $19,605
- Interest: $20,766 / $13,317
  Total: $1,643,517 / $1,373,320

Expenses:
- Program services: $1,034,952 / $701,611
- Administration: $102,498 / $61,969
- Fundraising: $91,995 / $114,692
  Total: $1,229,445 / $878,272

Change in net assets: $414,072 / $495,048
Net assets at beginning of year: $1,143,249 / $648,201
Net Assets at End of Year: $1,557,321 / $1,143,249

Statements of Cash Flows
The Bottom Line, Inc. | years ended June 30, 2008 and 2007

2008 2007

Operating Activities:
- Change in net assets: $414,072 / $495,048
  Adjustments to reconcile change in net assets to net cash used in operating activities:
    - Depreciation: $18,972 / $12,905
    - Increase (decrease) in assets:
      - Restricted cash: $97,856 / ($100,000)
      - Pledges receivable: ($120,500) / ($155,250)
      - Prepaid expenses and other assets: $3,202 / $230
    - Increase (decrease) in liabilities:
      - Accounts payable: $18,871 / ($1,604)
      - Scholarship grants payable: $90,144 / $100,000
      - Accrued expenses: $26,293 / $5,355
  Total: $529,486 / $356,767

Investing Activity:
- Purchase of property and equipment: $(77,906) / $(9,917)
  Net cash provided by (used in) operating activities: $529,486 / $356,764

Cash, beginning of year: $823,783 / $477,016
Cash, end of year: $1,275,363 / $823,783

Financial Statements audited by Cohen & Associates, Certified Public Accountants
Board of Directors
Margaret Andrews, Harvard University
Peter Bishop, Goldman Sachs
George Chu, Citizen Schools
Patrick Day, University of Massachusetts at Boston
Emerson Foster, Foster & Francisco
John Lewis, Seyfarth Shaw
Viola Morse, Brandeis University
Charles J. O’Connor III, Fidelity Investments
C. Sura O’Mard, Boston Public Schools
Peter Pavlina, Hamersley Partners
Peter C. Pedro, Jr, The Bostonian Group
Patti Saris, United States District Court
Dave Terry (Board Chair), Salvestus Healthcare
Michael Volo, Fidelity Investments

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