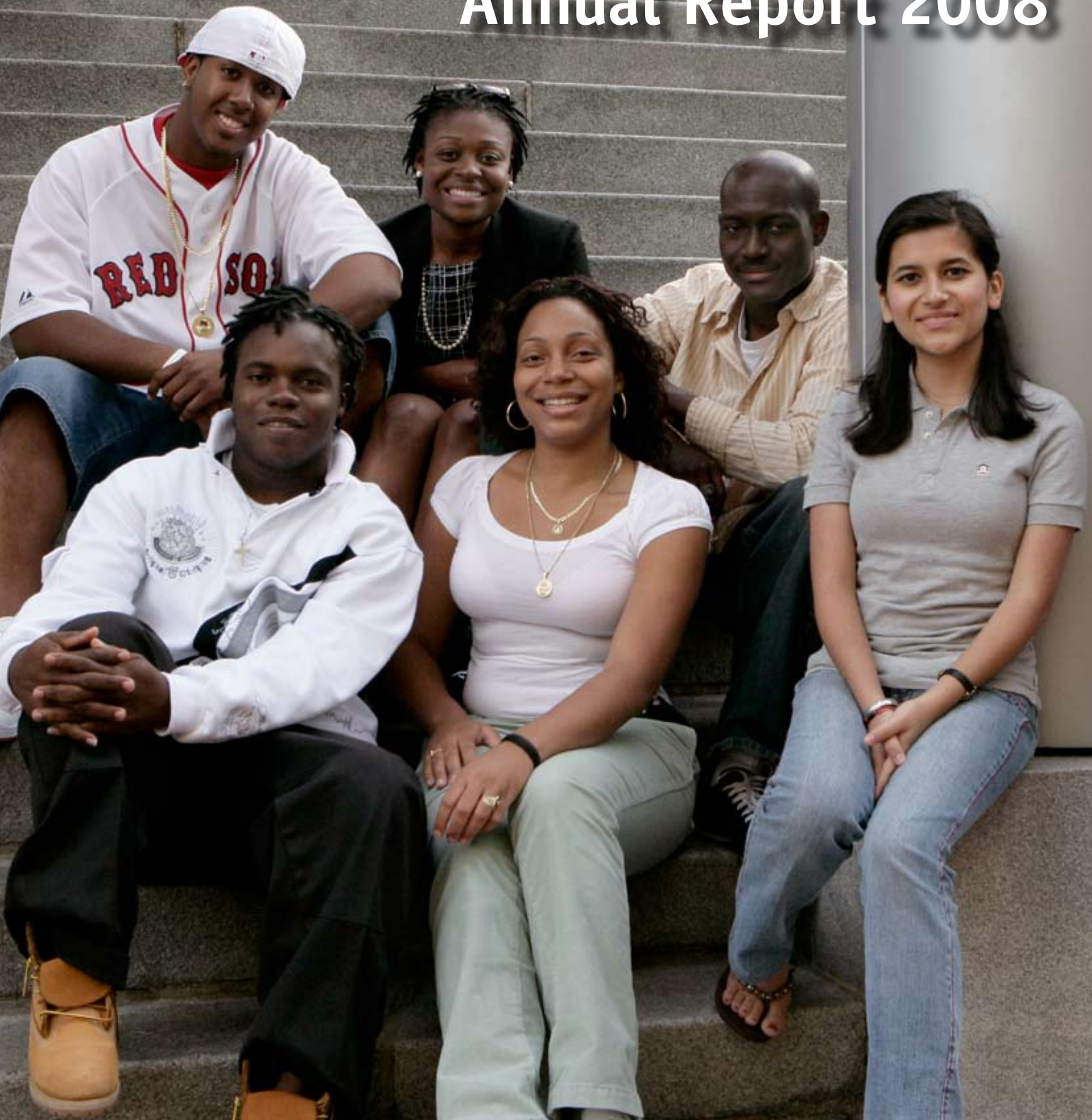


# Annual Report 2008



## Bottom Line

Get in ♦ Graduate ♦ Go far  
Success Depends on You

## From the Executive Director



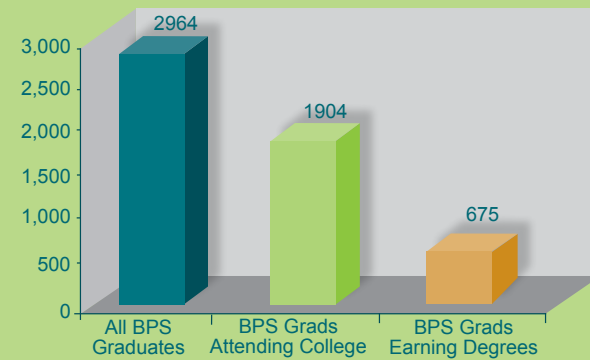
For nearly twelve years, Bottom Line has been working to help disadvantaged students get in to and graduate from college. Other members of the community have also been focused on the “getting in” challenge; however, for years we have been trying to move the dialogue from talking exclusively about college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

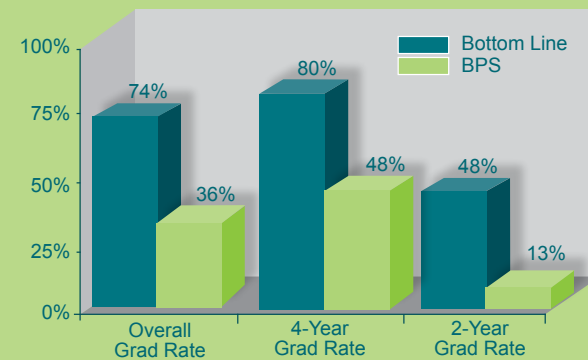
Since 1997 we have provided support to 2,800 students. In this past year alone, we supported nearly 900 high school and college students, and that number will grow to 1,100 students across two cities (Boston and Worcester) in 2009. In this report we discuss the important growth that Bottom Line has seen 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

College-Going and College Graduation Rates for Boston Public Schools (BPS) Graduates



Bottom Line and BPS College Graduation Comparison



Data for BPS Graduates is taken from “Getting to the Finish Line: College Enrollment and Graduation” November 2008, prepared by Andrew Sum etc.

# 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.

## 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

**Zachariah 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



### 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.”



# 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**.

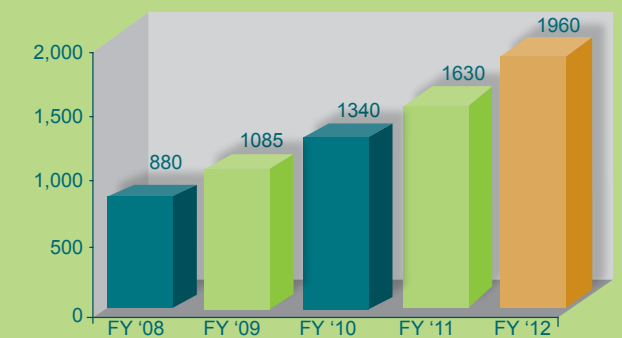
## In 2008-2009 we will:

- ◆ 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

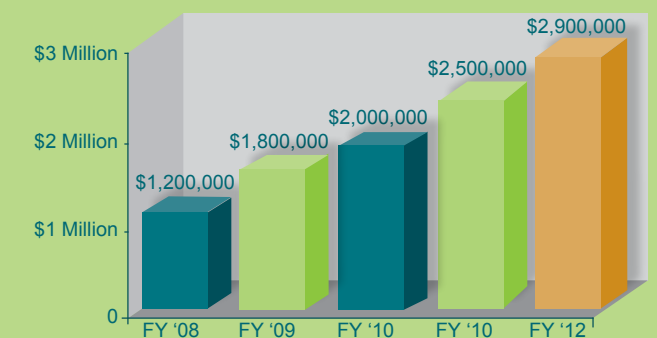
## In the next five years we will:

- ◆ 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

Student Growth Projection



Budget Growth Projection



## Bottom Line Timeline: 1997 to 1999

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.

1997

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.

1998

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.

1999



» Miauna 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.

Miauna'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, Miauna's father went to jail. This was a challenging time for Miauna 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.

Miauna was accepted to Suffolk University, but she would need to pay \$7,000 per year, which she did not have. With Erica's help, Miauna applied for and received the Stephen Phillips Memorial Scholarship, which covered her financial gap. Miauna 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.

Miauna Douglas  
New Mission High School '08  
Suffolk University '12

# Get In

**98%** of Bottom Line students have been accepted to at least one college. In 2008, we helped **360** high school seniors get in to 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.

Bottom Line supported 360 high school seniors in our College Access Program during the 2007-2008 school year. Each student received one-on-one support from a counselor throughout the college application process. From creating a list of schools to writing an essay and completing applications to applying for financial aid and scholarships, Bottom Line was there every step of the way for our students.

**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.



## Bottom Line Timeline: 2000 to 2002

Bottom Line has four full-time employees supporting 250 students. The office moves to Amory Street in Jamaica Plain.

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

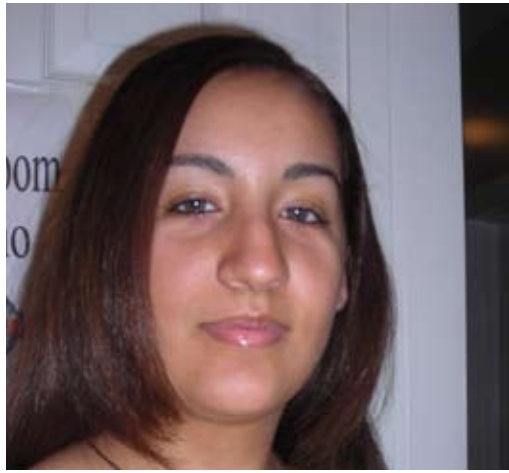
Bottom Line's first 10 students graduate from college! 540 more students continue to receive support.

2000

2001

2002





» Licellys Nunez moved to Boston from the Dominican Republic with her mother when she was 13.

Four years later, she graduated from English High School with a 4.7 GPA. Licellys was always a hard worker, but because her mother had never gone to college, she had no idea how to apply. Once she came to Bottom Line, she knew she had found the support she needed.

Licellys now attends Bentley University and nearly 3 semesters into her college experience, she loves the school, has a 3.5 GPA, and is planning to major in Computer Information Systems.

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.

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.

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.

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



**Bottom Line Timeline: 2003 to 2005**

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

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!

2003

2004

2005





» Luz Mederos first visited Bottom Line during her senior year in high school. She was intent on going to college in Boston to stay close to her mother, who was disabled and unable to work.

Luz was accepted to Northeastern University, where she majored in human services. She spent 5 years at Northeastern, including two co-op assignments in human resource offices at companies in Boston.

In May 2008 she graduated, becoming the first in her family to earn a degree. The moment that stands out the most is when she received a Bottom Line care package in the mail during her senior year. She describes herself as being at a particularly low point. When she read the poem in the care package called "Don't Quit," she knew she would graduate.

Now, 6 months after graduation, Luz finds herself working in Student Support Services at the Steppingstone Foundation in Boston. In her role, she supports a caseload of middle and high school students to make sure they get the academic and emotional support they need to succeed. The work she does is in many ways similar to the support she received from Bottom Line.

Luz Mederos  
Snowden International High School '03  
Northeastern University '08

# 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.

## 2008 Internship Partners

- Benchmark Assisted Living
- Boston Lawyers Group
- Harvard Pilgrim Health Care
- Hill Holliday
- Integrity Interactive
- Liberty Mutual
- Stop & Shop
- Sun Life Financial
- Target
- Veterans Administration
- Vinfen

"When working with students from Bottom Line, you get an unparalleled level of commitment. The interns are focused on making the most of the opportunity. They not only want to accomplish the task you ask of them, they strive to learn the process and understand how the work impacts your business."

**-Matt White, New Business Service Operations Manager at Sun Life Financial**

### Bottom Line Timeline: 2006 to 2008

2006 There are 210 total college graduates now. 360 high school and 460 college students are in Bottom Line.

2007 Bottom Line has 14 employees supporting 880 high school and college students. There are 265 total college graduates.

2008 Bottom Line has 327 alumni and begins the 2008-2009 school year by opening an office in Worcester and supporting 1,100 students in Boston and Worcester.

2006

2007

2008



# 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.

## 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 - Worcester

600 Main Street, Suite 110  
Worcester, MA 01608  
Phone: 508-757-3400  
Fax: 508-757-7400



**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."



## Worcester 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

# Success Depends on You

The support of our donors has helped us change the lives of thousands of students.

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 read about a handful of the young 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.**

## 2008 Donors (July 1, 2007 to June 30, 2008)

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 Candace Kasser  
 Rebecca C Katz  
 Robyn J Kestenbaum  
 Anna King  
 James M Kinsella  
 Stuart M. Klane  
 Michael Koonce  
 Naomi Krasner  
 Dana Krueger  
 Glenn and Janine Kurth  
 Jamie Leblanc  
 Robert Leerink  
 Brian Lenihan  
 Peter Leone  
 Jerry Leshne  
 Craig Lewis  
 Michael J Linskey  
 Michael Liscio  
 Philip A Litos  
 Jodi Long Godes  
 Gary MacWilliams  
 Scott Magnussen  
 Philip Malek  
 Mark Marino  
 Mark V Mathers

Andrew Maydoney  
 Beth A Mayer  
 Mairaed McCarthy  
 Christine McDermott  
 Jodi McDonough  
 Luke B McGee  
 David McGrath  
 Michael S McKeever  
 Michael McKenna  
 Erin K McMurray  
 Greg McSweeney  
 Katherine Kelly Meehan  
 Adam Merrill  
 Celina Miranda  
 Jeffrey and Patricia Miron  
 Bipinchandra and Megan Mistry  
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 Nikkole Moffat  
 Douglas E Montone  
 Katherine Moore  
 Michael P Moore  
 Marylee C Morgan  
 Marge Morian-Boyle  
 Dick W Mortell  
 Betty E Murphy  
 Jay R Murphy  
 Peter Murray  
 Charlayne Murrell  
 TK Narayan  
 Joe and Nancy Nash  
 New World Pasta  
 Mark and Frances Newton  
 Christine Nuccio  
 Steve Nurnberg  
 Edward Oberwager  
 William T O'Brien  
 Willis C O'Brien  
 Larry Johnson  
 One Family Inc  
 O'Toole & Company  
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 Anthony L Palmisano  
 Chris Parios  
 Tim Parks  
 K. Helen Kranbuhl Parsons  
 Peter and Christina Pavlina  
 PDI  
 Ruth Persson  
 Emilie Petrone  
 Jane T Philippi  
 Colette Phillips  
 C.B. and S.J. Pinarchick  
 Peter Polasek  
 Sherrill Potash  
 Dawn D Potter  
 Rick Proulx  
 Daniel F Quarto  
 Courtney A Quick  
 Chris Quinn  
 James Raezer  
 Sarah J Reynolds  
 Gregg Ribatt  
 Polly Ribatt  
 Charles R Richards  
 Robert J Ringuette  
 Samuel C Riter  
 Kimberly Ritrievi  
 Eve Rittenberg and Jeffrey Liebman  
 Denise Rodrigues  
 Timothy Rosa and Judith Hersh  
 Sally Rosenthal  
 Elizabeth D Ross  
 Franklin A Ross



Collaborative Staffing Solutions  
 Collegia  
 Committee to Elect Garrett Bradley  
 Jillian Connell  
 Allison Conrad  
 Gary Corsi  
 Peter and Maxine Cory  
 Wayne and Deborah Craig  
 Paul F Creegan  
 Joseph A Crowley  
 Lisa Crowley  
 Elizabeth A Cuddy-Connolly  
 Debra J Cunningham  
 Sean Curran  
 Jennifer Curry

Daniel and Deborah Foley  
 Sue Ann Fox  
 Vincent Franks  
 Bridget C Franks  
 Stephen Frederick  
 Michael Fruhbeis  
 Algecira Garcia  
 Matt Geary  
 John A Gennusa  
 Dana S Gershon  
 Bob Giannino-Racine  
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 Chris Gilbert  
 Thom and Carol Gilbert  
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## 2008 Donors (July 1, 2007 to June 30, 2008)

John and Julie Rossettie  
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 Julie Sall  
 Jon Salon

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 Theodore Tyson  
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 Sanjay Vatsa  
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 Marjorie Williams  
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 Judy Wurtzel  
 Richard Zalk  
 Priya S Zeikus  
 Barry Zimble  
 David P Zislin

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Advanced Building Analysis  
 American Repertory Theatre  
 Arnold Worldwide  
 Beacon Hill Athletic Club  
 Beacon Photography  
 Larry Begley  
 Bertucci's  
 Best Cellars  
 Black Mountain Resort  
 Body Mind Systems  
 Boston Athletic Club  
 Boston By Foot  
 Boston Symphony Orchestra  
 Bromley: Vermont's Sun Mountain  
 Buyer Advertising  
 Ed Calnan

Cape Cod Brewery  
 Charles River Canoe and Kayak  
 City Golf Boston  
 Comedy Connection  
 Cranmore Mountain Resort  
 DeCordova Museum and Sculpture Park  
 Steve Delano  
 Tom DeLoughrey  
 Different Drummer  
 Dave Donlon  
 Dwyer Photography  
 Edible Arrangements - Cambridge  
 Everything Purdy  
 Exhale Spa  
 F1 Boston  
 Fallon Fine Art  
 Felt Boston  
 First Act Guitar Studio  
 Foxwoods Resort and Casino  
 Rebecca Francis  
 Good  
 Howie Green  
 Jamall Griffin  
 Alan Halfenger  
 Rick and Lisa Hart  
 Holly Cleaners  
 Horizon's Edge Casino Cruises  
 Katherine Huang  
 Improv Asylum  
 Improv Boston  
 Institute of Contemporary Art  
 Isabella Stuart Gardner Museum  
 Jillian's Boston  
 Kayem Foods  
 Kripalu Center for Yoga/Health  
 Laria Foods  
 Legal Sea Foods  
 Lexmark  
 Lyons Group  
 Maggiano's Little Italy  
 Mario Russo Salom  
 Mellon New England  
 Milky Way Lounge and Lanes  
 Millennium Partners  
 Mississippi  
 Mohegan Sun  
 Montblanc Boutique Boston  
 Viola and Richard Morse  
 Museum of Fine Arts Boston  
 National Baseball Hall of Fame  
 National Grid  
 New England Aquarium  
 New Repertory Theatre

Nintendo of America  
 North End Market Tours  
 North Shore Music Theater  
 Peter Pedro  
 Pepsi Bottling Group  
 Princeton Review  
 Rebecca's Café  
 Reebok  
 Rota Portrait Design  
 RTS Enterprises  
 Patti Saris and Arthur Segal  
 Settipani Gallery  
 Simplicity Chef  
 Nancy and Kirk Smith  
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 Spirit of the American Cowboy  
 Starbucks Coffee Company  
 Sterling Golf Management, Inc.  
 Stop & Shop Supermarket Co.  
 Sun Life Financial  
 Sun Wine Fest  
 Dave and Emily Terry  
 The Boston Beer Company  
 The Bostonian Group  
 The Charles Hotel  
 The Colonnade Hotel  
 The Comedy Connection  
 The Foundation to be Named Later  
 The Huntington Theatre Company  
 The Lyric Stage Company of Boston  
 The New Medieval Manor  
 The Preservation Society of Newport  
 County  
 The State Room  
 The Swan Boats of Boston  
 The Westin Copley Place  
 Top of the Hub  
 Trinity Repertory Theatre  
 Turtle  
 Lyons Group  
 Ultimate Bootcamp  
 Union Oyster House  
 University of MA - Boston  
 Vargas and Vargas  
 Verizon Wireless  
 Wachusett Mountain  
 Wal-Mart Stores, Inc.  
 Warner Brothers Studio  
 Mike Wasserman  
 Westin Copley Place  
 WHDH Channel 7 Boston  
 Wheelock Family Theatre  
 Zoo New England

To learn more about Bottom Line and to make a gift to support our important work, visit our website: [www.bottomline.org](http://www.bottomline.org).

# Financials

## Statements of Financial Position The Bottom Line, Inc. | June 30, 2008 and 2007

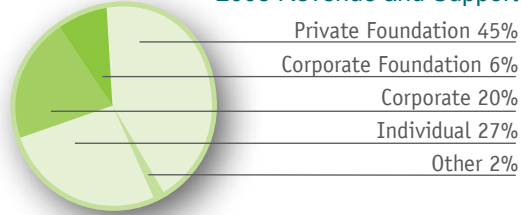
ASSETS	2008	2007
<b>Current Assets:</b>		
Cash	\$1,275,363	\$823,783
Restricted cash	\$2,144	\$100,000
Pledges receivable	\$412,750	\$292,250
Prepaid expenses and other assets	\$11,173	\$7,971
	<u>\$1,701,430</u>	<u>\$1,224,004</u>
<b>Property and Equipment:</b>		
Database	\$37,103	\$0
Furniture & equipment	\$143,389	\$102,586
Leasehold improvements	\$5,343	\$5,343
	<u>\$185,835</u>	<u>\$107,929</u>
Accumulated depreciation	<u>(\$85,701)</u>	<u>(\$66,729)</u>
	<u>\$100,134</u>	<u>\$41,200</u>
<b>Other Asset:</b>		
Deposits	\$15,444	\$2,424
<b>TOTAL ASSETS</b>	<b>\$1,817,008</b>	<b>\$1,267,628</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current Liabilities:</b>		
Accounts payable	\$30,375	\$11,504
Accrued expenses	\$39,168	\$12,875
Scholarships payable	\$190,144	\$100,000
	<u>\$259,687</u>	<u>\$124,379</u>
<b>Net Assets:</b>		
Unrestricted	\$1,348,083	\$658,016
Temporarily restricted	\$209,238	\$485,233
	<u>\$1,557,321</u>	<u>\$1,143,249</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$1,817,008</b>	<b>\$1,267,628</b>

Financial Statements audited by Cohen & Associates, Certified Public Accountants

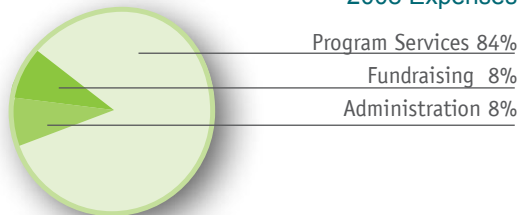
## Statements of Activities The Bottom Line, Inc. | years ended June 30, 2008 and 2007

	2008	2007
<b>Revenue and Support:</b>		
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
	<u>\$1,643,517</u>	<u>\$1,373,320</u>
<b>Expenses:</b>		
Program services	\$1,034,952	\$701,611
Administration	\$102,498	\$61,969
Fundraising	\$91,995	\$114,692
	<u>\$1,229,445</u>	<u>\$878,272</u>
Change in net assets	\$414,072	\$495,048
Net assets at beginning of year	\$1,143,249	\$648,201
<b>NET ASSETS AT END OF YEAR</b>	<b>\$1,557,321</b>	<b>\$1,143,249</b>
<b>Statements of Cash Flows The Bottom Line, Inc.   years ended June 30, 2008 and 2007</b>		
	<b>2008</b>	<b>2007</b>
<b>Operating Activities:</b>		
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
Net cash provided by (used in) operating activities	<u>\$529,486</u>	<u>\$356,684</u>
<b>Investing Activity:</b>		
Purchase of property and equipment	(\$77,906)	(\$9,917)
Net cash used in investing activity	<u>(\$77,906)</u>	<u>(\$9,917)</u>
Net increase (decrease) in cash	\$451,580	\$346,767
Cash, beginning of year	\$823,783	\$477,016
<b>CASH, END OF YEAR</b>	<b>\$1,275,363</b>	<b>\$823,783</b>

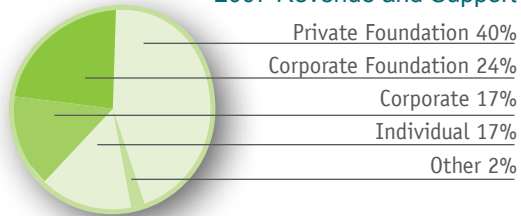
### 2008 Revenue and Support



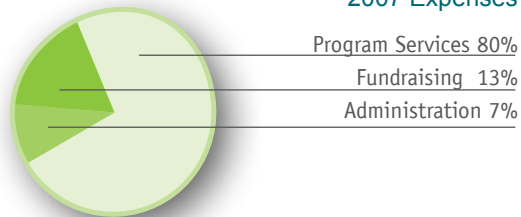
### 2008 Expenses



### 2007 Revenue and Support



### 2007 Expenses







# Bottom Line

## 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)**, Salvectus Healthcare

**Michael Volo**, Fidelity Investments

Contact information:

Bottom Line

555 Amory Street, Suite 2

Jamaica Plain, MA 02130

Phone: 617-524-8833

Fax: 617-524-9559

E-Mail: [info@bottomline.org](mailto:info@bottomline.org)

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