During an economically difficult time, having a college degree is more important than ever. Over the last year, school systems cut back on staff, college tuition increased, and funds to help pay for higher education dwindled.

In this context, I am very pleased to share our 2009 Annual Report, which demonstrates that in light of the difficulties around us, we challenged our staff, Board, students, and supporters to keep working toward a bigger and better Bottom Line. Last year, we supported 15% more students in Boston and successfully launched our Worcester office. Solid planning and relentless effort allowed us to meet our fundraising goals and keep expenses under budget for the fourth consecutive year.

Low-income and first-generation students need to make better decisions about how to get in and where to go to college, and while on campus they need significant support to stick it out until graduation. Bottom Line offers the personalized guidance necessary to solve those problems and we are able to document our results.

The hours we spend working with our students would not be possible without the amazing support of our growing list of contributors. We are extremely thankful to all of you who have been generous to Bottom Line in the last year. I hope you enjoy reading this report and I look forward to sharing our continued efforts with you during the new year.

Greg Johnson
Executive Director
Our Mission

Bottom Line was founded 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 72% of our college students have graduated in six years or less.
Low-income and first-generation students are attending and graduating from college at unacceptably low rates. By providing support based on individual needs, Bottom Line is changing that.
Every year, students from our community reach their senior year and decide they want to go to college. Unfortunately, many of them don't know how to get there or don't have the resources to make it through.

For students from low-income households, crowded urban schools, and families that have little or no experience with higher education, there are few places to turn for help applying to and attending college. Their guidance counselors work with too many students to offer them the step-by-step assistance needed to get in to college. Their financial situation discourages them from believing they can afford a college education. The many semesters of college-level coursework they will have to complete seems daunting. And for students from the first generation of their family to earn a college degree, their parents and family members lack the knowledge to navigate a long and complicated admissions process.

Founded in 1997, Bottom Line was designed to provide the multi-faceted guidance that low-income and first-generation students need to succeed in college. By providing comprehensive, one-on-one support from the beginning of the college application process until college graduation, Bottom Line has helped students from our community graduate at nearly the same rate as the wealthiest, most supported students in the country. Thanks to our programs, our graduates have gone on to build fulfilling careers, make meaningful contributions to their communities, and create a happier and healthier life for themselves and their families.
Ileiska Algarin grew up in a low-income, single-parent home in Boston and earned high marks as a student at Brighton High School. No one in her family held a college degree, so when it came time to apply to college, she turned to Bottom Line for help.

Ileiska provides financial and emotional support to her family, so balancing senior year homework and family commitments with college applications was stressful. With one-on-one guidance from her Bottom Line counselor, she applied to an impressive list of colleges and was accepted to competitive schools like Smith College.

After receiving a generous financial aid package from Smith College, Ileiska felt torn between attending there or Suffolk University. Studying at Suffolk would allow her to continue living with her family as she had hoped, but she did not receive the financial aid necessary to attend there. Bottom Line nominated Ileiska for a Quaker scholarship, which covered the $2,500 balance she owed. She now studies at Suffolk University and is able to live at home and continue caring for her family.
Get In

In 2010, 1 in 4 college-bound students from the Boston Public Schools will receive our personalized guidance.

At Bottom Line, we understand that not all students have the knowledge and resources needed to apply to college. While some students receive the necessary support from their schools and families, students from low-income households or the first generation of their family to attend college have far fewer places to look for help. Bottom Line’s College Access Program provides the knowledge and support to help each student get in to college, finance their education, and make a smart decision about where to attend.

During the 2008-2009 school year, Bottom Line supported 475 Boston and Worcester high school seniors. In our College Access Program, each student was guided step-by-step through the cumbersome college application process. Whether they were researching schools, brainstorming essays, or applying for financial aid and scholarships, our counselors worked one-on-one with these students to help them get in to college.

With Bottom Line’s assistance, 98% of our high school seniors were accepted to college, a continuation of the success our program has achieved since its founding. With added improvements to our program in 2009-2010, we plan to offer even more comprehensive support to 625 seniors from the time they first visit our offices until they submit their deposit to a college.
The number of obstacles that can cause a student to drop out of college is daunting.

A loss of a scholarship or financial aid, the passing of a family member or mentor, an unpreparedness for college-level academics, an absence of support from friends or family, or a lack of confidence in their ability to persist through each semester can sidetrack any student from graduating. To help students DEAL with these difficulties, Bottom Line’s College Success Program helps students earn their Degree, gain Employment, maintain their financial Aid, and lead a happy, healthy Life.

Last year, 610 students attending colleges in Massachusetts and beyond received Bottom Line’s continued one-on-one support. Our counselors took the role of academic advisor, financial aid advocate, career counselor, mentor, and friend as needed. Through campus visits, phone calls, care packages, cards, and emails, Bottom Line counselors provided our college students with the guidance they required to stay on track to graduation. When a student needed to find a job, Bottom Line helped them create a resume and explore employment opportunities both on and off campus. When a student was ill-suited at their school, Bottom Line helped them take the necessary steps to transfer to a different college. But most importantly, when unexpected events occurred, Bottom Line was there to provide the necessary emotional and family-like support to help our students remain on the path to college success.

Each college student faces unique and difficult challenges on their journey to a degree. Through strong relationships with our counselors, Bottom Line has continued to help our students overcome these challenges and succeed. In our thirteen-year history, 72% of our college students have graduated in six years or less, nearly three times the graduation rate of similarly disadvantaged students. By continuing to build and improve our services, we expect our graduation rate to rise each year.
DEGREE
“I was unsure what classes to take in my spring semester. My counselor Ruth helped me understand what I needed to take to graduate on time with my major. Now planning out my classes is easy.”
–Jennifer Rodriguez, sophomore at UMass Boston

EMPLOYMENT
“If it was not for Bottom Line, I would have never had the opportunity to work at Hill Holliday. It was a rewarding experience and I’m thankful for having had the chance to build my resume. Bottom Line has helped me better understand my options and I have a better idea of what I want to pursue as a career after graduation.”
–Daisy Guerrero, junior at Bridgewater State

AID
“Pine Manor College became too expensive for my mom and me to afford. I approached Bottom Line about transferring and they helped me every step of the way. When I look back, I realize that without Bottom Line’s help, this might have been the end of my academic career.”
–Majory Gabriel, 2009 graduate of UMass Boston

LIFE
“After my first year at WPI, my grandmother passed away. I was in pieces. I didn’t know if I wanted to continue school, I didn’t know where I would live, or how my financial situation would work. Once again, Bottom Line was there for me, reminding me that my grandmother would not want me to give up.”
–Millie Fury Hopkins, 2008 graduate of WPI
Draper Laboratory
Last summer, Ina Duka interned at Draper Laboratory, where she worked on two projects for the Navy and was able to gain hands-on experience in the Microelectronics Department.

Ina says walking into the lab each day and knowing how to use different technologies boosted her confidence. Through the internship, she further developed a passion for her major, Electrical & Computer Engineering. Now a sophomore at WPI, she hopes to work at Draper again next summer.

Sun Life Financial
Huy Huyn worked in Sun Life’s New Business Department for the past two summers, learning how insurance claims are coded and processed.

Huy’s favorite part of working at Sun Life was the presentations made by various managers, which taught him about different areas of the insurance business.

Huy says the internship helped him become independent and prepare for his career. “The experience that I gained will absolutely help to bring me success in my future.”

Hill Holliday
At her summer internship in Hill Holliday’s Media Department, Daisy Guerrero explored many facets of the advertising agency, including how to research client competitors and air commercials. As part of a group project, she also created a mock campaign for Chili’s Grill & Bar.

Daisy feels that the internship helped her develop valuable organizational skills. She would like to pursue a career in event planning or public relations, and perhaps attend graduate school in the future.
Go Far

Internship Partners

Benchmark Assisted Living
Boston Laywers Group
Draper Laboratory
The Goodwill Fresh Air Camp
Harvard Pilgrim Health Care

Hill Holliday
Kellogg's
Liberty Mutual
State Street
Stop & Shop Supermarket Company

Sun Life Financial
Target
Veterans Administration
Vinfen

Last year, we connected more than 40 students to internships with our corporate partners.

Making sure our students “go far” means helping them build their career, contribute to their community, and create a healthy, happy life for themselves and their families. During the 2008-2009 school year, we strengthened our relationships with local corporations who not only support our programs, but offer our students and graduates valuable internships and full-time jobs. The students we introduced to our corporate partners were able to expand their resumes and begin their paths to fulfilling careers.

In January, we held our 6th Annual Career Fair. Volunteers from local corporations offered their advice to our students through informational panels and workshops. Mock interviews helped our students develop their professional skills and prepare for a competitive job market. And above all, our students were able to explore the many opportunities that lay ahead for them as college graduates.

Thank you to all of the companies who help Bottom Line's students “go far.”
Nathaniel Amonoo-Afari came to Bottom Line as a North High School senior. He emigrated from Ghana with his father and sisters the year prior, leaving his mother behind. He knew little about the US education system; however, Nathaniel was determined to go to college.

Nathaniel was interested in studying animal science and applied to colleges such as UMass Dartmouth, Westfield State, and Newbury College. Bottom Line helped Nathaniel fill out the paperwork to receive the proper financial aid for a student supported by one parent. He was accepted to several colleges and elected to attend Westfield State through their summer program, which offered the academic support he would need to succeed on campus.

Nathaniel then discovered that his father was unable to pay the $1,000 deposit needed to enroll at Westfield State. Unwilling to give up, Bottom Line helped Nathaniel’s family take out a federal loan to cover the deposit. Nathaniel began school at Westfield State during the summer. He loves his classes and recommends Bottom Line and Westfield State to all his friends.
During our first year, 100% of the high school seniors in our Worcester College Access Program were accepted to college.

Bottom Line officially opened its first satellite office in Worcester on July 1, 2008. Selected for its close proximity to Boston, need for one-on-one college counseling, and surrounding college environment, Worcester has proven a rewarding choice for our first expansion.

During the office’s inaugural year, our two-person staff, led by Bottom Line alum Ginette Saimprevil, spread the word about our programs throughout the city and built relationships with teachers, guidance counselors, and community-based organizations. With additional help from our committed Worcester Advisory Board, Bottom Line quickly became an integral member of the Worcester community.

Most importantly, Bottom Line helped 74 high school seniors from Worcester’s class of 2009 navigate the college application process and get accepted to college.

We are excited to provide more students from Worcester with the guidance they need to get in to college and also continue to support students from our inaugural class as they attend college. With this additional office, not only can we help students from Worcester get in, graduate, and go far, but we can offer a regional support network for our students to rely on as they attend colleges across the state.
Thank you...

With the support of our donors, Bottom Line has grown from a small organization serving 25 Boston high school seniors to a regional support network for thousands of students from Boston and Worcester. Since our founding, we have helped 3,275 students get in to college, graduate from college, and go far in life. We are grateful for the generous and unwavering support of the individuals, corporations, and foundations that believe in our mission.

2009 Donors (July 1, 2008 to June 30, 2009)

$100,000 and more
The Boston Foundation
Charles Hayden Foundation
Liberty Mutual
Daniel E. Rotenberg
Richard & Susan Smith Family Foundation
Richard & Susan Smith
John, Amy, Jennifer, & James
Berylson
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Get in • Graduate • Go far
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Kelli Jannino
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Dan LeBlanc
James LeBlanc
Jane LeBlanc
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Timothy LeBlanc
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Peter Leonie
Kristine Lesso

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Deborah Adams
Elizabeth Allston
Blazej Andziak
Sharyn Anti
Louis Apruzese
AVID Technical Resources
Babson Capital

Nancy Harrington
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Leonie Harris
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BNY Mellon
Body Mind Systems
Boston Beer Company
Boston By Foot
Boston Symphony Orchestra
Bostonian Group
Breezeway Bar & Grill
Ed Calnan
The Charles Hotel
Cohen Design
Cooking with Andree
DeCordova Museum & Sculpture Park
Different Drummer
Jim Dwyer
The Elephant Walk
Elot Hotel
F1 Boston
Fallon Fine Art
Felt Boston
The Fireside
First Act Guitar Studio
Doug Fisher
Foundation to be Named Later
Gratz Family
Stacy Griffin
Alan Halfinger
Harvard Extension School
Elizabeth Hedges
Hilton Financial District
Holly Cleaners
Horseshoe Pub & Restaurant
The Huntington Theater
Hy-Line Cruises
Inn by the Sea
Institute of Contemporary Art
Invision's Hair Salon
Irie Jamaican Style Restaurant
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Jacob Wirth Restaurant
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Jillian's Boston
Emily Keith
Keurig
La Morra Restaurant
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Get in • Graduate • Go far
2009 Donors (July 1, 2008 to June 30, 2009)

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Marcus Financial Advisors
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Kevin & Kate Moylan
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National Grid
New Balance
New England Aquarium
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Rebecca’s Café
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Seaport Hotel
Simplicity Chef
Nancy & Kirk Smith
SpeakEasy Stage Company
Amy Starr
State Street Corporation
Stellina Restaurant
Sterling Golf Management
Sun Wine Fest ’09
Swan Boats of Boston
Sweet Life Café
Gina Tangney
David Terry
The Original Tremont Tearoom
Turtle/Tadpole
Ultimate Bootcamp
Union Oyster House
Vargas & Vargas
Verizon Wireless
Vimali
Mike Volo
Wachusett Mountain
Connie Walkingshaw
Wal-Mart
Joan Wasserman
Westin Copley Place Hotel
Westin Waterfront Hotel
Zoo New England
# Statements of Financial Position

**The Bottom Line, Inc. | June 30, 2009 & 2008**

## ASSETS

<table>
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<tr>
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<th>2009</th>
<th>2008</th>
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<td>Current Assets</td>
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<td>Cash</td>
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<td>Prepaid expenses and other assets</td>
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<td>Property and Equipment:</td>
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<td>Database</td>
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<td>Furniture &amp; equipment</td>
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<td>Accumulated depreciation</td>
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<td>Other Assets:</td>
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<td>Deposits</td>
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<td><strong>TOTAL ASSETS</strong></td>
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## LIABILITIES AND NET ASSETS

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<th>2009</th>
<th>2008</th>
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<td>Current Liabilities</td>
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<td>Accounts payable</td>
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<td>Accrued expenses</td>
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</tr>
<tr>
<td>Scholarships payable</td>
<td>$203,487</td>
<td>$100,000</td>
</tr>
<tr>
<td></td>
<td>$314,228</td>
<td>$124,379</td>
</tr>
<tr>
<td>Deferred Rent</td>
<td>$10,482</td>
<td>$0</td>
</tr>
<tr>
<td>Net Assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$1,829,790</td>
<td>$1,348,083</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>$132,447</td>
<td>$209,238</td>
</tr>
<tr>
<td></td>
<td>$1,962,237</td>
<td>$1,557,321</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$2,286,947</td>
<td>$1,817,008</td>
</tr>
</tbody>
</table>

Financial Statements audited by Cohen & Associates, Certified Public Accountants
Statements of Activities | The Bottom Line, Inc. | years ended June 30, 2009 & 2008

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue and Support:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$1,643,021</td>
<td>$1,151,296</td>
</tr>
<tr>
<td>Special events</td>
<td>$486,628</td>
<td>$556,705</td>
</tr>
<tr>
<td>Cost of special events</td>
<td>($105,772)</td>
<td>($112,355)</td>
</tr>
<tr>
<td>Program revenue</td>
<td>$27,500</td>
<td>$17,105</td>
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<tr>
<td>Interest</td>
<td>$13,907</td>
<td>$20,766</td>
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<tr>
<td></td>
<td><strong>$2,065,284</strong></td>
<td><strong>$1,643,517</strong></td>
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</table>

Expenses:

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>$1,442,509</td>
<td>$1,034,952</td>
</tr>
<tr>
<td>Administration</td>
<td>$133,430</td>
<td>$102,498</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$104,429</td>
<td>$91,995</td>
</tr>
<tr>
<td></td>
<td><strong>$1,660,368</strong></td>
<td><strong>$1,229,445</strong></td>
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</tbody>
</table>

Change in net assets

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$404,916</td>
<td>$414,072</td>
</tr>
</tbody>
</table>

Net assets at beginning of year

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$1,557,321</td>
<td>$1,143,249</td>
</tr>
</tbody>
</table>

NET ASSETS AT END OF YEAR

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$1,962,237</td>
<td>$1,557,321</td>
</tr>
</tbody>
</table>


Operating Activities

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>$404,916</td>
<td>$414,072</td>
</tr>
<tr>
<td>Adjustments to reconcile change in net assets to net cash used in operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>$55,825</td>
<td>$18,972</td>
</tr>
<tr>
<td>(Increase) decrease in assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restricted cash</td>
<td>($201,343)</td>
<td>($97,856)</td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>$323,750</td>
<td>($120,500)</td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>($8,793)</td>
<td>($3,202)</td>
</tr>
<tr>
<td>Deposits</td>
<td>$1,424</td>
<td>($13,020)</td>
</tr>
<tr>
<td>Increase (decrease) in liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$30,576</td>
<td>$18,871</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>$10,622</td>
<td>$26,293</td>
</tr>
<tr>
<td>Scholarship grants payable</td>
<td>$13,343</td>
<td>$90,144</td>
</tr>
<tr>
<td>Deferred Rent</td>
<td>$10,482</td>
<td>$0</td>
</tr>
<tr>
<td>Net cash provided by (used in) operating activities</td>
<td><strong>$640,802</strong></td>
<td><strong>$529,486</strong></td>
</tr>
</tbody>
</table>

Investing Activity:

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase of property and equipment</td>
<td>($186,958)</td>
<td>($77,906)</td>
</tr>
<tr>
<td>Net cash used in investing activity</td>
<td>($186,958)</td>
<td>($77,906)</td>
</tr>
<tr>
<td>Net increase in cash</td>
<td><strong>$453,844</strong></td>
<td><strong>$451,580</strong></td>
</tr>
<tr>
<td>Cash, beginning of year</td>
<td>$1,275,363</td>
<td>$823,783</td>
</tr>
<tr>
<td></td>
<td><strong>$1,729,207</strong></td>
<td><strong>$1,275,363</strong></td>
</tr>
</tbody>
</table>

CASH, END OF YEAR
**Board of Directors**

Dave Terry (Chair)
Salveuctus Healthcare

Peter Bishop
Morgan Stanley

George Chu
Citizen Schools

Patrick Day
University of Massachusetts at Boston

Emerson Foster
The Mentor Network

Alan Halfenger
Bain Capital

John Lewis
Seyfarth Shaw

Viola Morse
Brandeis University

Charles J. O’Connor III
Fidelity Investments

C. Sura O’Mard
Boston Public Schools

Peter C. Pedro, Jr
The Bostonian Group

The Hon. Patti Saris
United States District Court

Marc Smith

Michael Volo
Fidelity Investments

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Phone: 617-524-8833
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E-Mail: info@bottomline.org

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Worcester, MA 01608
Phone: 508-757-3400
Fax: 508-757-7400
Visit us at www.bottomline.org