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**OUR VISION** is to create a far-reaching ripple effect, launched by the transformative power of a college degree and a mobilizing first job, that will uplift individuals, families, and entire communities.
WE COMMIT to serving as an expert ally in relentless support of ambition.
A NOTE FROM STEVE

Growing up, I wanted to be the first Puerto Rican US president, or to play first base for the NY Mets.

Thanks to amazing parents who supported whatever crazy idea I had about my future, I am now the CEO of Bottom Line. While they didn’t have the networks or process knowledge to help me navigate my path, they were amazing cheerleaders who instilled a strong work ethic in me.

Every day the Bottom Line team and our extraordinary supporters and partners work tirelessly to ensure students have the tools they need to make informed college decisions, earn their degree, and successfully launch a career.

I may not be in the White House or be able to hit a curveball, but I am constantly inspired by the students we serve, and that is far more rewarding.

Join me in celebrating all our students have accomplished, and anticipating all that is to come.

Steve Colón, CEO
First Destination Success

New Talent

Total Grads: 615
- Chicago: 13 graduates
- Massachusetts: 378 graduates
- New York: 224 graduates

Ethnicity Breakdown:
- Black/African American: 33%
- Hispanic/Latino: 31%
- Asian: 26%
- Other: 4%
- White: 3%
- Multiracial: 1%

Outcomes

- 75% 6-Year Graduation Rate (Class of 2013)
- 88% Employed or Continuing Education (2018 Graduates)
- 65% Employed in Career Mobilizing Positions (2018 Graduates)

Economic Mobility

On average, Bottom Line grads are earning nearly double their family income in their first job out of college. While proud of this metric, we still have work to do to close the gap between what Bottom Line students earn on average compared to college graduates nationwide.

- Avg. BL Family Household Income: $25,000
- Living Wage for 1 adult: $32,000
- Average BL Grad Income: $44,000
- Avg. Income of Public University Grad: $49,000

Employment Industries

- Education, Nonprofits, Human Services, Government & Law — 36%
- Science, Technology, Engineering, Math, Medicine, Health Care — 34%
- Business, Finance, Accounting, Consulting, Marketing, Entrepreneurship — 28%
- Arts, Media & Entertainment — 3%

Mobilizing Careers
Future Community Change-maker

**ALICIA RAMIREZ**

**EDUCATION**
University of Illinois at Chicago
Bachelor’s degree in criminology, minor in public policy and psychology
Class of 2022

**EXPERIENCE**
Elementary School Mentor
City Clerk’s Office Intern
Cook County Department of Corrections Intern

“The most important thing my Bottom Line advisors have given me is their support. They’ve always been so enthusiastic about exploring opportunities. They’ve been cheerleaders for me.”

Future Politician

**SHAFFIOU ASSOUMANU**

**EDUCATION**
Baruch College
Bachelor’s degree in economics
Class of 2020

**EXPERIENCE**
Forbes Under 30 scholar
Financial Analyst Intern, Prudential Capital Group
Summer Venture in Management Program, Harvard University

“Because of my experience with Bottom Line, I have a strong foundation, and I am ahead of the game.”
Global Markets Explorer

EDUCATION
College of the Holy Cross
Bachelor’s degree in political science and Chinese
Class of 2018

EXPERIENCE
Global Human Resources Intern, State Street
Compliance Intern, State Street
Enterprise Risk Management Intern, State Street
Site Director, Let’s Get Ready
Senior Associate, Global Markets, State Street

“I get to choose what I like and what I don’t like in a job. Without higher education, you usually don’t get to have that kind of flexibility. I have options.”

Product Development Entrepreneur

EDUCATION
Worcester State University
Bachelor’s degree in business administration and economics
Class of 2017

EXPERIENCE
Finance Co-op Intern, BJ’s Wholesale Headquarters
Economic Development Intern, Worcester Regional Chamber of Commerce
Summer Analyst, State Street Global Advisors
Business Operations Analyst, Uber
Business Analyst, State Street Global Advisors
Senior Strategy Consultant, CVS Health

“Pursuing a college education allowed me to decide my career. It’s given me a choice.”
GO FAR theory of change

1. INPUTS
   - 1:1 Employability advising throughout college
   - Workshops and events hosted and attended by partner companies and Go Far Volunteers
   - Engaged alumni network

2. ACTIVITIES
   - Career exploration and planning
   - Professional career experiences
   - Industry-specific expertise
   - Networking Opportunities
   - Job search toolkit

3. GOALS AT GRADUATION
   - Career plan with action items
   - Resume and cover letter
   - 3 career-relevant professional experiences
   - Helpful connections and at least 3 professional references

6-MONTHS POST-GRAD GOAL
Graduates have landed a mobilizing first job
MEET OUR CHAMPIONS

$5,000,000 and Above
State Street Foundation, 6-year Commitment

$2,500,000 - $4,999,999
Lewis Family Foundation, 5-year Commitment

$1,000,000 - $2,499,999
The Boston Foundation, 4-year Commitment
The Heckscher Foundation for Children, 7-year Commitment*
Michael & Susan Dell Foundation, 3-year Commitment

$500,000 - $999,999
State Street Foundation, 6-year Commitment

$250,000 - $499,999
The Carroll and Milton Petrie Foundation, 2-year Commitment
College Completion Innovation Fund, Graduate NYC, 3-year Commitment
The Crown Family, 2-year Commitment*
Michael & Susan Dell Foundation, 3-year Commitment*
The Jeffrey H. and Shari L. Aronson Family Foundation, 2-year Commitment
Massachusetts Charter Public School Association, 5-year Commitment
Dr. Jeff Leiden and Lisa Leiden, 5-year Commitment
Stop & Shop, 5-year Commitment
Wellington Management Foundation, 2-year Commitment

$100,000 - $249,999
Altman Foundation, 2-year Commitment
Jeb and Sally Bachman, 4-year Commitment*
Booth Ferris Foundation, 2-year Commitment*
Caerus Foundation, Inc., 2-year Commitment
The Cosnette Charitable Fund, 3-year Commitment
College Completion Innovation Fund, Graduate NYC, 2-year Commitment*
The Couri Family Foundation, 3-year Commitment
David Freudberg Scholarship, 4-year Commitment

Laura and John Arnold Foundation, 5-year Commitment
Lehman College, 4-year Commitment*
Liberty Mutual Foundation, 2-year Commitment
Lloyd G. Balfour Foundation, 2-year Commitment
Marjorie and Paul Stanzler, 4-year Commitment*

$50,000 - $99,999
ARCO/Murray, 3-year Commitment*
Blue Cross Blue Shield of Massachusetts, 2-year Commitment
Peter and Natasha Bowen, 2-year Commitment*
CME Group Foundation, 2-year Commitment*
Hill Holiday, 4-year Commitment*
Levoyd Robinson, 2-year Commitment
Roxanne and Rocco Martino, 2-year Commitment*
The Mayer & Morris Kaplan Family Foundation, 2-year Commitment*

Up to $50,000
Robert C. Ballard, 5-year Commitment
Kevin and Jane Connolly, 3-year Commitment
Natasha and Peter Granholm, 3-year Commitment
Jim and Kim Jessee, 2-year Commitment*
Leslee and Tom Kiley, 2-year Commitment*
Alejandro and Diane Longoria, 2-year Commitment
Tim and Ann Mahoney, 4-year Commitment*
Margo and Jim Oliff, 2-year Commitment
Rich Pierre and Claudia Thomas, 4-year Commitment*
Siragusa Family Foundation, 3-year Commitment*
Jonathan and Karen Skinner, 2-year Commitment
Jon and Amy Van Gorp, 2-year Commitment

*Committed this Fiscal year
"Access to a high-quality and affordable college education is one of society's great equalizers. Bottom Line's unique advising approach to help students get to and through college has been a game-changer for so many students who will be the first in their families to graduate. William Blair is proud to support Bottom Line's efforts to uplift students, families, and communities."

Jon Skinner,
William Blair Partner & Bottom Line Chicago Advisory Board Member
MEET OUR CHAMPIONS

Costco
Mark and Borbala Cox
Delaware Life
Eastern Bank Charitable Foundation
EGL Charitable Foundation
Patrick and Molly Eskew
Eversource Energy
Paul and Mary Finnegan
Fordham Street Foundation
Frieze Family Foundation
STI Cares
Ryan and Beth Garino
Ruth Genn and Stacey Shurgin
Crisopher Greer
Hayes-Kaufman
Hillcrest High School with support from College Access for All
KIPP NYC Public Schools
David L. Korman Family
KPMG New York Fund
The Richard Li Charitable Fund
The Llewellyn Foundation
Alejandro and Diane Longoria
Mike MacNaught and Pam Miles
Roxanne and Rocco Martino
Mayer Brown
Mary McGrath Donovan and George Donovan
The Chicago Community Foundation - The USA Fund
Nuance Communications
Nypro Foundation Inc.
Office Resources, Inc.
Optical Phusion Inc
Parekh Family Foundation
PhRMA
Robert Pierce
PwC
Kevin and Jane Quinn
RBC Global Asset Management
RD Management LLC
Red Sox Foundation
Mike and Christy Refojo
John W. and Jeanne M. Rowe
Salem State University
Sanofi Genzyme Corporation
Santander Bank Foundation
Seismic
Jonathan and Karen Skinner
David and Kristi Snyderman
Speh Family Foundation
Steans Family Foundation
Student Sponsor Partners
SUNY - Old Westbury
Jim and Lori Sylvia
The Andrew and Alice Fischer Charitable Trust
The John Buck Company Foundation
The Johnson Family Foundation
Barbara Thomas
TIAA
The TJX Foundation
Uncommon Schools
John Vaske
Vixo
Herbert Wagner
Wells Fargo Foundation
Hal and Benna Wilde
Winstanley Enterprises, LLC
Hope Woodhouse and Richard Canty
W.P. & H.B. White Foundation

$5,000-$9,999
244 West 54th Rehearsal Studios LLC
The Academy Group
Affordable Interior Systems, Inc.
Michael Alter
American Airlines
Anonymous (2)
Area9 Lyceum
Baltic Trail Facilities Management
Cindy Barnhart and Mark Baribeau
Gerald and Jennifer Beeson Family Fund
Brad Blake and Allen Gove
Bloom Energy
Bloomberg Philanthropies
Boston Children’s Hospital
The Bozzuto Group
Bullhorn
C&S Wholesale Grocers
C&W Services
Candriam
Jeff and Anne Cimini
Citigroup Global Markets Inc.
College Board
Nick and Ellie Colucci
Con Edison Foundation
Kevin and Jane Connolly
CVS Health
Delta Dental
Digitas
Empower Retirement
ENGI Services U.S.
Federal Realty Investment Trust
Marla Felcher and Max Bazerman
Fidelity Investments
Fidelity Investments - Tax-Exempt Market
John and Agnese Fitzgerald
The Fletcher Foundation
Stephanie Franklin
The Fred Harris Daniels Foundation
Frederick A. Bailey Trust
Frequency Therapeutics, Inc.
G & S Investors
The Andrew and Alice Fischer Charitable Trust
The John Buck Company Foundation
The Johnson Family Foundation
Barbara Thomas
TIAA
The TJX Foundation
Uncommon Schools
John Vaske
Vixo
Herbert Wagner
Wells Fargo Foundation
Hal and Benna Wilde
Winstanley Enterprises, LLC
Hope Woodhouse and Richard Canty
W.P. & H.B. White Foundation

“Maverick Capital Foundation is a proud supporter of Bottom Line and their commitment to increasing the number of first-generation college graduates from low-income backgrounds in New York City. With Bottom Line, we know students from all backgrounds will have the opportunity to attain a college degree.”
# Meet Our Champions

Viola and Richard Morse  
Natixis  
The New York Football Giants, Inc.  
Northern Trust  
Optum  
James Parmentier and Elizabeth Fowler  
Calixto Perez and Rosa Velasquez  
Perrigo Company Charitable Foundation  
Philip M. Friedmann Family Charitable Trust  
Piano Piano  
Rich Pierre and Claudia Thomas  
Dr. Grace Pilcer  
PIMCO  
Amy and Bob Polachek  
The Proto Group  
Andrew Rafal and Dr. Leslie Alkalay  
Scott and Mary Rafferty  
REDCO  
Robert R. McCormick Foundation  
James and Gretchen Rubin  
Michele and Peter Scavongelli  
Howard and Debbie Schiller  
David K. Shapiro  
Robert Shepler and Liz Hepper  
Sherin and Lodgen LLP  
Leslie and Mark Sillcox  
Skanska  
Narasimhan SL (Nars)  
Sodexo  
Spilker Family Charitable Fund  
The Stoddard Charitable Trust  
Mary Strachan  
University of Massachusetts Foundation  
VALIC Financial Advisors, Inc.  
Jon and Amy Van Gorp  
VHB  
Verrill Dana LLP  
Viacom  
Mike and Karen Volo  
Farnaz Vossoughian  
Anne Welch  
William Blair  
Wolf Greenfield  
Yale Electric  
Voya  
The Walker Family  

$1,000-$4,999  
Craig Abruzzo  
Acadia Realty Trust  
Accenture  
David Adams  
Joshua Adler  
The Advocate Group  
American Century Investments  
Michael Amez  
Daniel Anello and Norma Lopez  
Anonymous (2)  
Apple Bank  
Avidia Saving Bank  
MacSword B  
Robert C. Ballard  
Timothy Bancroft  
BankUnited  
Sharon and John Baranowski  
Todd Bari  

Todd Barmash  
Baystate Financial Foundation  
Donna Beath  
John and Mary Ann Begley  
Serge Benchenetrit  
Edwin and Kate Birtwell  
Jay and MJ Blackington  
BlackRock  
Blue Cross Blue Shield of Massachusetts  
BMO Harris Bank  
Chuck Boehner  
Terri Bolzan  
Boston Bruins  
Bowdoind  
Bridgewater State University  
Mark Broach  
Lisa and Mark Bruni  
Julia Burr  
Robert and Cheryl Byron  
Jean Calixte  
Capital One  
VIN and Karen Capozzi  
Carnahan Daniels Foundation  
Marie Carr  
Brian Carter  
Auditi Chakravarty  
Nelson  
Perry and Stephanie Chlan  
Suzanne and Dean Christensen  
CSG  
Beau and Jennifer Coash  
Mark Cognetti  
Evan Cohen  
Steven and Danielle Colón  

Maia Germain  
Hall Capital Partners LLC  
Henry E. Niles Foundation  
Hoche-Scofield Foundation  
Louisa Holland and Stephen Rinehart  
Ted and Laurie Hollander  
The Howell Family Charitable Foundation  
Kay Hsu  
Insurance Industry Charitable Foundation Inc  
JDA Development Co.  
John A. Reisenbach Foundation  
JustWorks  
Kenilworth Union Church  
Jack Kennedy  
Aasem and Marci Khalil  
Leslee and Tom Kiley  
Maxwell Kolin  
Harry Kraemer  
Michael and Tina Kramer  
Judith Krusell and David Landy  
Mark and Emily LaGratta  
Legg Mason  
Jason Lehman  
LMCG  
Larry Lucchino  
Malcolm and Emily MacNaught  
Tim and Ann Mahoney  
Marsh & McLennan Agency LLC  
Mary W. B. Curtis Trust  
Mark McGowan  
Sarah and Punit Mehta  
Quincy and Jenna Miller  
Morningstar, Inc.
“We share with Bottom Line a really strong belief that education is one of the most powerful forces for economic and social change.

Partnership with Bottom Line is a win-win-win. For students, we provide the opportunity they need to reach their potential. For us, we’re tapping into an incredible sea of talent right in our backyard. And for the city of Boston, it expands opportunities to its citizens and strengthens our entire community.”

Stephanie Franklin,  
Senior Vice President and Chief Human Resources Officer

Commonwealth Cares  
Jim and Barbara Conen  
Conn Kavanaugh  
David and Kira Connaughton  
Molly Conway  
Amelia Cottrell  
Peter Couri  
Philip Couri Sr. and Susan Couri  
Erin Cowhig  
Kevin Cox  
CrossCountry Consulting  
Jacques Dahlstedt  
Karen and Paul Dale  
Mitch and Allison Danzig  
Scott and Kim David  
Jim and Patty Decillo  
Kim and Dave Dieffenbacher  
Daniel Domb  
Sheldon and Laurie Dosik  
John Drake  
Jennifer Duest  
Joseph and Brittany Dursi  
The Durst Organization  
DWS Investments  
Ila Eckhoff  
EDENS  
John and Andra Ehrenkranz  
Deborah and Vernon Ellinger  
Timothy and Kera Engle  
Enterprise Rent-A-Car  
Ellen and Rahim Esmailzadeh  
Erik and Julie Falk  
John and Donna Farrelly  
Martin and Estanne Fawer  
Ryan and Jennifer Fay  
Christal Fenton-Fortes and Robert Fortes  
Fidelity Bank  
Linda Figuereido  
Kyle Fitzgerald  
Emerson and Anna Foster  
Frederick E. Weber Charities Corporation  
Carey Lowell  
David Freudberg  
Emily Frieze-Kemeny and Jake Kemeny  
Frontier Communications  
Umesh Gajria  
Paul Garcia  
Manny and Myra Genn  
The Gerald Jordan Foundation  
Getronics  
Gibson, Dunn & Crutcher LLP  
Glastonbury Abbey  
Andrew Glover  
Edgar Gonzalez and Perla Gamez  
Jim Gossett  
Goulston & Storrs  
Natasha and Peter Granholm  
Sue and Matt Greenawalt  
Matt Guercio  
Lisa and Sean Haas  
Aaron Hagler  
Dave Hamilton  
Shauwea Hamilton and Lars Johan Resare  
Rick Hart  
Harvard Pilgrim Health Care  
Shanee Helfer  
Anne Hendricks  
Tom Henry  
Arie and Elaine Hochberg  
Hoguet Newman Regal & Kenney, LLP  
Dr. Claudia Holland and Dr. Richard Crane  
Daniel J. Hopkins  
Kathy Horgan  
Kevin Horgan  
Bob Horne  
Eric and Katherine Huang  
Enrique Huerta  
Margaret Hulit  
Richard Hulit, Jr. and Siobhan Reilly  
Laura Iannetta and Doug Fisher  
Sue Ikai  
Irish Woods Foundation  
Ifraud Islam  
J. Irving England & Jane L. England Charitable Trust  
Donna Jacobo  
Khurram Jamil  
William Jebaily  
Liz Johns  
Johnson & Johnson  
Greg Johnson and Ginger Browne Johnson  
Johnson Scholarship Foundation  
Hannah Kamaie and Michael Murphy  
Greg and Sheila Kaminski  
Anya Kane  
Karl Stewart Taylor Jr. and Sons Charitable Fund  
Monica Keany  
Charles Kekeh  
KBS  
KimCo Realty  
Kimmelman Family Foundation  
Robyn Konlon  
Dr. Judith Kramer and Rev. Shari Brink  
Kristin Kranias  
Liam and Karen Krebiel  
Kathryn Lakin  
Pierry Lamy
MEET OUR CHAMPIONS

“ECMC Foundation appreciates Bottom Line’s evidence-based model for supporting student success and degree completion. We are proud to support their efforts to innovate on their Employability work to more fully partner with students to prepare for fulfilling careers. With Bottom Line, we can help students realize the transformative power of a degree.”

Community Champions

Eva and Arthur Landy
Ted Lapres and Connie Keeran
Latham & Watkins LLP
John Law
Russell Leaf
Michael Lech
William LeCompte
Susan and Arthur Leeds
Nancy Lehrer
David Leinheardt
Andrew Leonard
The Levin Family Charitable Fund
Richard Levitz
Benjamin Lewis
Liberty Mutual
Brian Libman
Judith Linksman
Phil Lorenz
Glenn and Kerrie Macdonald
Scott Madden
Stefania and George Mallett
Lou Maltezos
Daniel Martino

Mass Mutual
Owen and Eileen Mathieu
Walter May III
Lauren Mazzella
Dexter McAuley
Chris McGeown
Caroline McGowan
Jim and Cathie McKeone
Mike McLaughlin
Sally, Michael, and Sarah McNamara
The Mentor Network Charitable Foundation, Inc.
Stephen and Daphne Meredith
Lynn Mestel
Dana Meyer
Jackie and Daniel Prince-Meyers
Drew Millard
Gary and Tracie Miller
Steve Miller
Carl Mills
Robin Monleon
David Moody and Eileen Guilfoyle
Linda and Dave Moore

Nellie Mae Education Foundation
Amanda Neville
New England Development
New England Treatment Access
Nike, Inc.
Nina W. Werblow Charitable Trust
Novartis
NRG
Jim O’Brien
Charles J. O’Connor III and Liz O’Connor
Murphy O’Flaherty
Open Society Foundation
William and Lynn Osborn
Kathy Paradise
Donna Parker
Andrew Pelosi
People’s United Bank
Bill Petty
Pfizer
PIMCO Foundation
Pioneer Investments
John Plante
David Plotkin
Mark Polebaum
William and Lia Poorvu
Prudential Financial, Inc.
Michael Rader
Scott and Patricia Ragusa
Dawn Ray
Sarah Landy and William Reeves
Mimi Refojo
Peter Rice
Rebecca Richards
Rudy Riemer

Matthew Rizzo
Susan M. Roberts
The Rogers Foundation
Anne Romney
John Todd Roof
Dennis and Gail Roth
Rachel Rothman and Ryan O’Connell
Thomas Roupe
Ruthanne Russell
John Salvino
Dave and Christine Sanford
Donald Sanya
Patti Saris and Arthur Segel
Terry and George Saunders
Jeff and Michelle Saye
Mike Scannell
Andrea and Philip Schlakman
Ruth and Joel Schoenmeyer
Gail T. and Christopher E. Scudellari
Sea Machines Robotics, Inc.
Merlii Seale
Paul Shalhoub
Erv Shindell
Shook, Hardy & Bacon L.L.P.
Alissa Silverman
Simon Paston & Sons Agency
Brendan and Leanne Smith
Edward Smith
Andrew and Gerri Sommers
Ann Beth Stebbins
Lee and Jordan Stellakis
Therese Stoch
Frank and Caroline Strasburger
Justin and Rebekah Strasburger
Edward J. Sullivan
MEET OUR CHAMPIONS

Summit Foundation
Susan and Robert Wislow
Charitable Foundation
Cindy Susienka
Akiko Takahashi
Chris Tayback
Kirk and Elmira Taylor
Mike and Leslie Taylor
Dr. Sean Tierney
Neil Torres
Transamerica Retirement Solutions
Transperfect
Colleen Trinh
TripAdvisor
Adam Turteltaub
Dr. Malaika Tyson
UnitedHealth Group
Janice Van Ummersen
Solang Velazquez
Louis Vigden
Vistria Group, LP
VMWare
Milagra Ward
Warm Springs Productions LLC
Andrew Warren
Wegmans
Ron and Patty Weiss
Michele Weldon
Wells Fargo
Joe Wiggins
Erin Wikander
Ellen and Steve Wilner
Jennifer Wilson
Melissa Wisniewski
Cary Wood

Beth Woods
Josh and Hollis Young
Dr. Parvin Zawahir
Nicolas Zerbib and Lynn Rosenstrach
Zerbib
Lisa Zhu
Jessica Zoob and Rob Donahue
2019 FINANCES

Program Services — 81%
Fundraising — 14%
Administration — 5%

Statement of Financial Position

Cash and cash equivalents................................................................. $5,493,718
Contributions receivable ................................................................. $4,048,312
Prepaid expenses & other assets ....................................................... $145,094
Total current assets ........................................................................... $9,687,124
Property & equipment .................................................................... $798,782
Other assets ...................................................................................... $1,483,136
Total Assets ....................................................................................... $11,701,011

Current liabilities ............................................................................ $504,254
Deferred rent .................................................................................... $275,633
Net assets ......................................................................................... $10,921,124
Total Liabilities & Net Assets .......................................................... $11,701,011

Statement of Activities

Total revenue and support ................................................................. $14,054,934
Total expenses ................................................................................ $12,727,571
Change in net assets ....................................................................... $1,327,363
Net assets, beginning of year ......................................................... $4,245,076
Net Assets, End of Year ................................................................. $5,572,439

Statement of Cash Flows

Net cash provided by operating activities ..................................... $1,487,386
Purchase of property and equipment ....................................... ($71,141)
Net increase in cash ............................................................... $1,416,245
Cash & cash equivalents, beginning of year .......................... $4,077,473
Cash End of Year ................................................................. $5,493,718

Bottom Line is proud to have a Platinum rating from Guidestar.

*This report covers the period of July 1, 2018–June 30, 2019.
We partner with students from underserved communities to get into and through the right college and successfully launch a career.