



Encouraging  
**students.**

Building **relationships.**



Strengthening  
**communities.**



**Bottom Line**

2013 ANNUAL REPORT

# Message from the CEO



Dear Friends,

Bottom Line has completed our 16th year and the future has never looked so bright. Thanks to your confidence and support we continue to push ourselves to work with many more students every year. We have built some wonderful new partnerships with long-term investors locally and nationally and we have reinforced our objective to build stronger communities in the areas we serve.

Tremendous energy and thought surrounds the issue of college completion and we find ourselves right in the middle of the activity. Bottom Line's role is the same now as it has always been – ensuring that above all, the students we serve come first. And that a quality RELATIONSHIP with a Bottom Line counselor will make a positive difference leading towards graduation. In the pages of our 2013 Annual Report you will read about many of the exciting things happening at Bottom Line including the development of our Success Direct program model and our upcoming national expansion (Chicago!). But none of these things would be possible without the initial spark of a relationship that is born between student and counselor.

We thank you for your support and continued confidence in our solution to break the cycle of poverty by building thriving communities from within through higher education.

Sincerely,

A handwritten signature in black ink, appearing to read 'G Johnson'.

Greg Johnson

CEO

# Our Mission

Bottom Line helps low-income and first-generation students get in to college, graduate from college, and go far in life.

# Our Vision

We work to ensure that every student can access and attain a bachelor's degree, regardless of their family background or where they live. We believe that helping enough students from each community realize the dream of a college diploma can transform that community with lasting change.

# Our Core Values

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

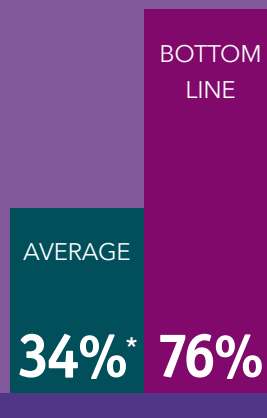
# Our Programs

**College Access** centers around counselors helping high school seniors navigate every step of the college application process, including researching schools, writing essays, applying for financial aid, and selecting a well-matched college to attend.

**College Success** begins the summer after high school with a summer bridge program. Once the semester begins, students will receive up to six years of on-campus / relationship-focused support to help resolve problems that threaten to derail their progress toward graduation. We focus on academic **Degree** progress, **Employability**, financial **Aid** and **Life**. By building strong one-on-one relationships and monitoring progress with our **DEAL** assessment rubric, Bottom Line greatly enhances our students' chances of success in college and beyond.

DEAL

6 YEAR COLLEGE  
GRADUATION RATES



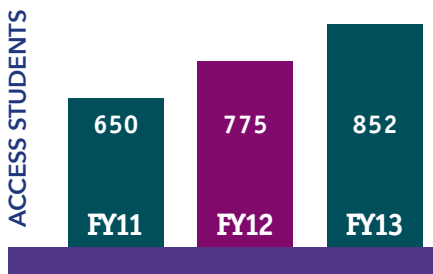
\* Moving beyond access: College success for low-income, first-generation students. The Pell Institute, 2008.

# Growth

This past year has been marked by exciting progress. We continued to increase the overall number of students served across the whole organization by nearly 20%. As we grow, we will add staff to ensure each student relationship continues to be cultivated over many years; and to make certain quality decisions are made that lead to success.

## Bottom Line's National Office

In February 2013, the 4 team members from Bottom Line's national team moved into a separate space in the same building as our Boston office. In July, 2 more team members joined our effort, including Jed Smith, Chief Development Officer and Andrew MacKenzie, Director of Evaluation. We are looking forward to their contributions and experience as we look toward the future.



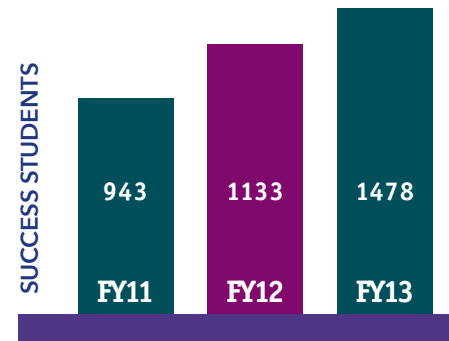
## COMING SOON! Bottom Line Chicago

In the summer of 2014 we will open an office to serve the students of Chicago. This event marks a transitional moment in the organization as we will broaden our impact on a national scale. Chicago is a city that shares many of the same obstacles and advantages as Boston and New York. Chicago Public School graduates face the same challenges as students from other large metropolitan areas. The overall 6-year college graduation rate of CPS graduates is 45%. We've seen that we can dramatically impact that outcome and over the next few years we will be working with thousands of additional students.



## There's no App for that!

Throughout the past year there has been an explosion of online tools and phone-based apps designed to provide support to students making their way to and through the higher education system. We look forward to integrating technology into our program where it will add value to our work, but we believe firmly that these tools cannot replace the critical nature of the one-on-one student counselor relationship.

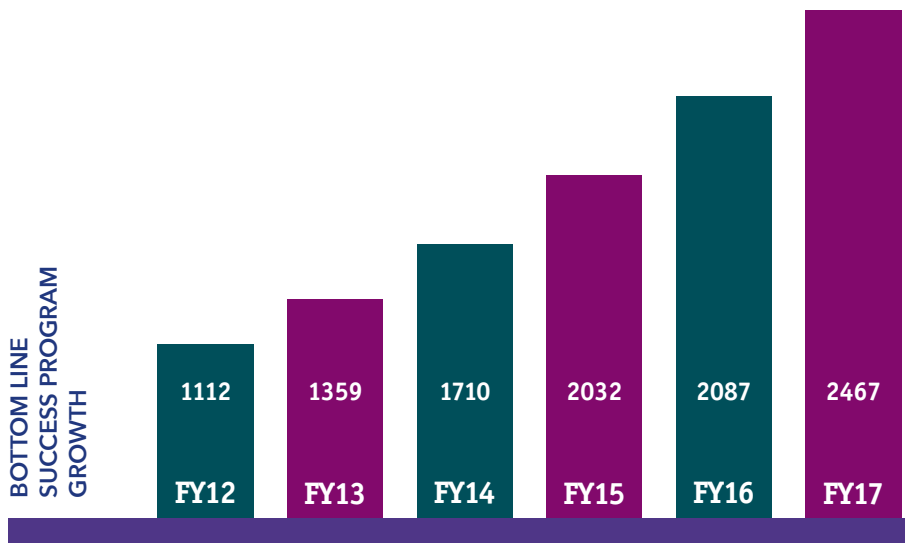


Now in three offices (Dorchester, Jamaica Plain and Worcester), Bottom Line – Massachusetts grew to a staff of 36 employees in the 2012-2013 school year. We supported just over 2,000 students and for the first time 87% of our most recent class of college students have graduated. Thanks to a \$2.5M commitment from the Lewis Family Foundation, we have concentrated our growth in Boston’s highest-need communities: Dorchester, Roxbury and Mattapan. We plan to double the number of students we serve from these neighborhoods, and the number of college students we support overall, by 2017.



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

# Massachusetts



**87%**  
of our most recent class of college students graduated in 6 years



Like many other Bottom Line students, Josie juggles school, a social life, and significant financial responsibility for her family. She is always available to her two younger siblings as a role model and caretaker. She pays all of her own bills and works long hours. With all of these obligations, Josie struggled in her first year of college to determine a major, balance school and family responsibilities, and gain meaningful work experience.

Through monthly on-campus visits, weekly phone conversations and frequent emails, Josie's Bottom Line counselor, Nicolle, was able to be her support system. Nicolle helped her realize her interest in nursing and was ecstatic when Josie was admitted into the university's prestigious nursing program. She connected Josie to Family Van, an organization where she gained real-world nursing experience by performing screenings, delivering health counseling and referring patients to specialists.

"I really appreciate that my counselor checks up on my financial aid and class grades to make sure I'm on track and nothing gets in the way of my education."

Matthew Yu  
UMass Boston '17

"While my academic institution was a suitable place to commence my academic career, the extra one-on-one attention I received and continue receiving from Bottom Line is truly what helped me get to where I am today. Every counselor I've been assigned has provided me with academic encouragement as well as personal and financial advising support. I am absolutely thankful to be a part of a program that is hungry for every individual student to achieve success!"

Josie Miranda  
UMass Boston '16



# Josie's Story

# Snapshot of Success



"Over the past five years, I was fortunate enough to have Bottom Line counselors who supported me to become the person I am today. My most recent Bottom Line counselor, Sheryl, worked tremendously hard to help me apply to graduate school at Assumption College. Sheryl also looked over my resume to make sure it was 'interview ready'. If it wasn't for the support and guidance of Bottom Line, I have no clue where I would be today!"

Tyler Holman  
UMass Dartmouth '13

In May 2013, our first class of Worcester students graduated from college. Tyler Holman (featured above) joined 165 other Bottom Line students from Boston and Worcester to receive a diploma and begin a career.

Through Bottom Line's innovative approach, called Success Direct, low-income and first-generation college students who received guidance from other programs while in high school can now have the support of a Bottom Line counselor while in college and until graduation. With the growth of our Success Program, Bottom Line plans to produce 434 new college graduates annually by 2019.

# 166

Bottom Line - Massachusetts  
students graduated from college  
in the 2012-2013 school year

"My family came from China seven years ago, so we did not have enough knowledge of the U.S. education, finance and employment systems. However, my Bottom Line counselor has assisted me to become successful in college and my career. My counselor even set up two mock-phone interviews to boost my confidence before the real interview."

Jin Feng Chen  
UMass Amherst '14

In 2011, Bottom Line - New York opened its doors to 120 high school students and 20 first-year college students. In just a little over two years, the New York office has grown to serve nearly 700 students all of whom are committed to earning a bachelor's degree. We've seen tremendous growth since Bottom Line - New York's inception, but this is only the beginning - by 2017 we'll be serving over 2,000 students annually.

CUNY Brooklyn College • CUNY City College • CUNY City Tech • CUNY College of Staten Island • CUNY Hunter College • CUNY John Jay College • CUNY Lehman College • CUNY York College • Fordham University • Sage Colleges of Albany • SUNY Albany • SUNY Buffalo State • SUNY New Paltz • SUNY Stony Brook • St. Francis College • St. Joseph's College

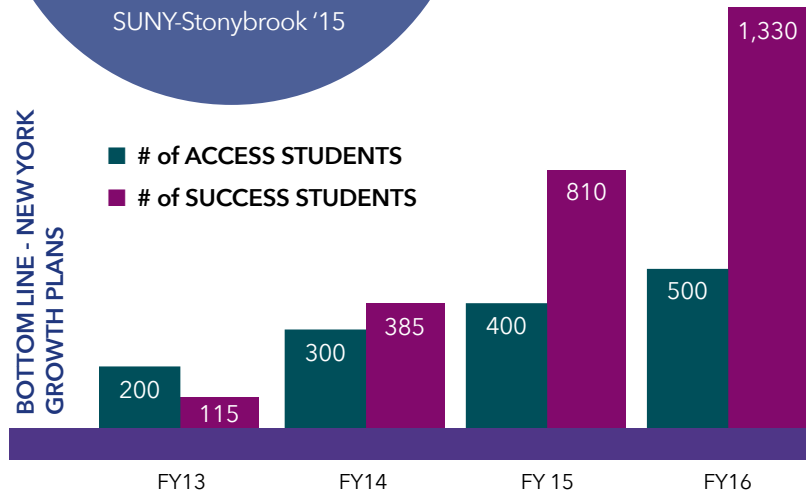
# New York

"My counselor has done a great job taking the time to listen to my concerns. I feel confident in knowing that I have someone to turn to when things get a little too hard for me to manage."

Mona Mokaddam  
SUNY-Stonybrook '15

We have seen an overwhelming demand for our programs in New York, especially for the College Success program. As a result, we now work with students referred from high schools and community-based organizations around the city to provide our long-term college retention support. This past spring, we received nearly double the number of applications for which we had slots. This year we're supporting even greater numbers of New York City students as they work toward earning a college degree.

BOTTOM LINE - NEW YORK  
GROWTH PLANS





Like many New York City high school students, Greg Fletcher attended a large high school with hundreds of seniors and one college counselor. For Greg, the relationship he developed with Victoria, his Bottom Line counselor, was far more personalized than the one he could have developed with his counselor in school.

# Access

## Greg Fletcher

Brooklyn, New York  
George Westinghouse HS '13  
Ithaca College '17

### Year in the Life: Highlights

#### Summer

- 6/25 Meets Victoria for the first time.
- 7/31 Builds an initial college list.
- 8/9 Finalizes CUNY and SUNY list.
- 8/29 Works on brainstorming and outlining essay topics.
- 9/15 Finalizes college list and edits essays with Victoria.

#### Fall/Winter

- 10/10 Plans a timeline for completing college applications.
- 10/18 Works with Victoria on supplemental essays.
- 10/22 Submits CUNY and SUNY applications!
- 11/13 Sees Victoria for help on additional applications.
- 11/30 "Hits submit" on all of his college applications!

#### Spring

- 1/14 Completes financial aid applications.
- 2/25 Hunts down the documents needed to apply for Opportunity Programs.
- 3/30 Received acceptances and financial aid packages from 13 schools.
- 4/8 Relies on Victoria to help analyze financial aid packages to determine the best fit.
- 5/1 Decides to go to Ithaca College.

**"Bottom Line pushed me to have new experiences - without that push I probably wouldn't have made the decision to leave home."**

Greg Fletcher  
Ithaca College '17

Ensuring that all students have a college option that is a good fit financially, academically and socially is central to Bottom Line's College Access work. Throughout the fall, Greg worked with Victoria to research colleges, build a solid college list, edit and revise his essays and complete applications to over 16 colleges.

In January, their focus turned to completing the extensive financial aid forms necessary to ensure that Greg would have a set of affordable choices come spring.

When decision-making time rolled around in the spring, Greg had to make a difficult choice between the local school he'd had his heart set on, Baruch College, or leaving the city to try something completely new - Ithaca College. At first Greg was nervous at the idea of living away from home, but Victoria encouraged him to take the risk. Today Greg is mid-way through his first year at Ithaca College studying business.



# Success

Like many Bottom Line students, Marlin Santana struggled to adjust to the academic expectations of college. Our counselors work with students to improve their study habits, maximize academic support on campus, and manage the competing priorities of school, work, family and friends. In the end, Marlin pulled off a tough first semester with a 3.06 GPA!

**“Bottom Line has helped me grow not only as a student but as a person too. Bottom Line gave me the resources and confidence to tackle a variety of problems from my financial aid to homesickness. There’s no doubt in my mind that they have my back.”**

Marlin Santana  
SUNY - Buffalo '16

We believe that having a dedicated full-time counselor is essential to ensuring that a student achieves success and earns their degree. When Marlin reached out to Risa in the winter, she was stressed and feeling disconnected from family and friends. Risa coached Marlin through the moment by phone, and then sent her a care package with a card signed by the entire Bottom Line staff to help cheer her up.

Financial instability can be a major barrier to completing college for low-income students. Bottom Line provides financial coaching and works with students to help them maintain their financial aid throughout college. With the support of Bottom Line, 94% of our students remain on track financially throughout their time in college.

## Marlin Santana

Bronx, New York  
Peace and Diversity High School '12  
SUNY College at Buffalo State '16

### Year in the Life: Highlights

#### Fall

- 9/27 Marlin's financial aid was reduced. Discusses with Risa how to manage her remaining financial obligations.
- 10/9 Creates a time management calendar with Risa to help keep track of her study time.
- 11/28 Reviews test-taking strategies and prepares for finals.

#### Winter

- 1/8 Reviews her first semester at school and makes a plan for getting more involved on campus.
- 2/5 Reviews academic progress and checks on financial aid and campus life.
- 2/28 Reaches out to Risa because she's feeling overwhelmed.

#### Spring

- 3/8 Is referred by Risa to a colleague in the education field to learn more about career opportunities.
- 4/11 Updates her financial aid forms.
- 5/3 Works with Risa to map out her study schedule for finals.
- 6/12 Becomes a coach for the new class of incoming Bottom Line students at her college.

**6 years**  
# of years that Bottom Line will support a student through college

# Financials

Statements of Financial Position*	2013	2012
Cash and cash equivalents	2,735,779	2,128,881
Pledges receivable	1,911,462	1,218,879
Prepaid expenses & other assets	<u>70,249</u>	<u>44,245</u>
<b>ASSETS</b>	<b>4,717,490</b>	<b>3,392,005</b>
Property & Equipment (less depreciation)	175,613	184,029
Other assets	1,103,769	133,152
<b>TOTAL ASSETS</b>	<b>5,996,872</b>	<b>3,709,186</b>
Current liabilities	305,917	113,466
Deferred rent	47,754	47,166
Net assets	5,643,201	3,548,554
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>5,996,872</b>	<b>3,709,186</b>
Statements of Activities **	2013	2012
<b>REVENUE &amp; SUPPORT</b>	<b>6,096,153</b>	<b>2,825,716</b>
Program Services	3,240,926	2,313,561
Administration	309,642	273,694
Fundraising	<u>450,938</u>	<u>288,810</u>
<b>EXPENSES</b>	<b>4,001,506</b>	<b>2,876,065</b>
Change in net assets	2,094,647	(50,349)
Net assets, beginning of year	3,548,554	3,598,903
<b>NET ASSETS, END OF YEAR</b>	<b>5,643,201</b>	<b>3,548,554</b>
Statements of Cash Flows**	2013	2012
Net cash provided by operating activities	687,141	173,930
Net cash used in investing activity	(80,243)	(70,757)
Net increase in cash	<u>606,898</u>	<u>103,173</u>
<b>Cash &amp; cash equivalents, beginning of year</b>	<b>2,128,881</b>	<b>2,025,708</b>
<b>CASH &amp; CASH EQUIVALENTS, END OF YEAR</b>	<b>2,735,779</b>	<b>2,128,881</b>

\* June 30, 2013 & 2012

\*\* For the period from July 1, 2012 - June 30, 2013 & July 1, 2011 to June 30, 2012.

# Board of Directors

## National Board of Directors

Marc Smith (*Chair*)  
Bob Ballard, *USA Funds*  
George Chu, *Citizen Schools*  
Kevin Connolly, *State Street, (MA Chair)*  
Greg Johnson, *Bottom Line*  
Kay Marquet  
The Hon. Patti Saris,  
*Federal District Court*  
Robert Shepler, *Legg Mason (NY Chair)*  
Dave Terry, *Remedy Partners*  
Wes Thompson, *Sun Life Financial*

## NY Regional Board

Robert Shepler (*Chair*), *Legg Mason*  
Sarah Binder,  
*Hughes Hubbard & Reed LLP*  
Dan Cohen  
Sheryl Colyer, *Pfizer*  
Louisa Holland, *Sudler & Hennessey*  
Derrick Johnson, *BlackRock*  
John MacPhee, *The Jed Foundation*  
Chitra Narasimhan, *Citi Ventures*  
John Vaske, *Goldman, Sachs & Co.*  
Hope Woodhouse  
Jessica Zoob, *American Express*

## MA Regional Board

Kevin Connolly (*Chair*), *State Street*  
Elaine Caprio, *Liberty Mutual*  
Joe Foley  
Emerson Foster, *Sodexo*  
Tim Hunt, *Cubist Pharmaceuticals*  
Owen Mathieu  
Dave McGlinchey, *Sears Holdings Corp.*  
Viola Morse, *Brandeis University*  
Mike Refojo,  
*RBC Global Asset Management*  
Susie Roberts, *Anderson & Kreiger LLP*  
Ruthanne Russell, *Hill Holliday*  
Michele Scavongelli, *The Ed Law Project*  
Linda St. John,  
*Fallon Community Health Plan*  
Kirk Taylor, *Biogen Idec*  
Kenn Turner, *MA Port Authority*  
Mike Volo,  
*Cammack LaRhette Consulting*

"My counselor is wonderful. Not only is she friendly and kind, but she understands the path that I'm going toward and carefully weighs out the pros and cons of each choice. For example, she took the time to help me break down the classes I need to take to get toward my major."

Brian Ng  
UMass Boston '17

My counselor makes the process really easy. She's very kind and supportive. And she has very flexible hours which is great. I feel like she's there because she genuinely wants to help us out.

Kwasi Bandoh  
Worcester South HS '14

# 2200

# of students that Bottom Line worked with this year



# Donors

## \$100,000+

The Boston Foundation  
Charles Hayden Foundation  
Lewis Family Foundation  
Michael and Susan Dell Foundation  
New York Life Foundation  
The Pinkerton Foundation  
Richard and Susan Smith Family Foundation  
Richard and Susan Smith  
John, Amy S., James and Elizabeth Berylson  
Jonathan Block and Jennifer Berylson Block  
Robert and Dana Smith  
Debra S., and Jessica and Andrew Knez

SRAM Antitrust Litigation Settlement  
TG Public Benefit Program  
Tiger Foundation  
Tortora Silcox Family Foundation  
USA Funds

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

J.E. and Z.B. Butler Foundation  
Bain Capital Children's Charity  
Capital One  
Stella and Charles Guttman Foundation  
The Heckscher Foundation for Children  
Liberty Mutual Foundation  
Miffilin Memorial Fund  
National Grid  
Amelia Peabody Foundation  
The Price Family Foundation, Inc.  
Daniel Rothenberg  
Patti Saris and Arthur Segel  
The Bernard and Anne Spitzer Foundation  
State Street Foundation  
TG Public Benefit Program

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

Anonymous (2)  
Lloyd G. Balfour Foundation  
Bank of America Charitable Foundation  
Ed Bedrosian  
Citibank  
The Clowes Fund  
Dan Cohen  
Sheryl Colyer  
Josephine and Louise Crane Foundation  
The Frances L. & Edwin L. Cummings Memorial Fund  
DTZ, A UGL Company  
Ruth H. and Warren A. Ellsworth Foundation  
Fallon Community Health Plan  
Fancy  
FM Facility Maintenance  
Greater Worcester Community Foundation  
The Hanover Insurance Group Foundation

The Hearin-Chandler Foundation  
Hill, Holliday, Connors, Cosmopolus Inc.  
The Llewellyn Foundation  
The MacPhee Family  
Owen and Eileen Mathieu  
Peggy and Philippe Mauldin  
Judy Meelia  
Richard Meelia  
James C. Melvin Trust  
Alan Halfenger and Judy Moroz  
Chitra Narasimhan and Anoop Dhakad  
The New York Community Trust  
Olivia's Organics  
The Red Sox Foundation  
Michele and Peter Scavongelli  
Schrafft Charitable Trust  
Carl and Ruth Shapiro Family Foundation  
The Shawn Carter Foundation  
Shaw's Supermarkets  
Robert Shepler  
Sherin and Lodgen LLP  
Marc and Mary Ellen Smith  
Paul and Marjorie Stanzler  
State Street Corporation  
Stevenson Family Charitable Trust  
Stop & Shop New England  
Stop & Shop NY Metro Division  
Sun Life Financial  
UMass Memorial Health Care Inc  
Giselle Wagner and Paul Myerson  
Hope B. Woodhouse and Richard Canty

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

.406 Ventures  
Agilysys  
Agnoli Sign Company, Inc.  
American Express Employee Matching Gift Program  
Amerlux Lighting Solutions  
Automatic Data Processing Inc.  
Frederick A. Bailey Trust  
Paul and Edith Babson Foundation  
Bob Ballard  
Baltic Trail Engineering  
John and Mary Ann Begley  
James Benson  
Biogen Idec Foundation  
Peter and Patricia Bishop  
Bloomberg L.P.  
Blue Cross Blue Shield of Massachusetts  
BNY Mellon Charitable Giving Program  
Boston Scientific  
Citizens Bank  
The Charles and Margaret Clark Family Charitable Fund  
ClearBridge Advisors  
Kevin and Jane Connolly  
Cubist Pharmaceuticals, Inc.  
Denise DeAmore  
Donovan Carlson Golf Committee/  
The Jimmy Fund

Eastern Bank Charitable Foundation  
EnerNOC  
The Fletcher Foundation  
Fresh Express/Chiquita Brands  
The George F. and Sybil H. Fuller Foundation  
Double S. Management LLC  
Guy Carpenter & Company LLC  
Hammersley Partners LLC  
The Francis A. and Jacquelyn H. Harrington Foundation  
Harvard Pilgrim Health Care  
Hoche-Scofield Foundation  
Louisa Holland and Stephen Rinehart  
Ironshore Inc  
Doug and Lisa Kra  
Legg Mason & Company  
Lesley University  
Jennifer and Scott Madden  
Marsh & McLennan Agency (locally known as The Bostonian Group)  
Millennium: The Takeda Oncology Company  
Viola and Richard Morse  
Motorola Solutions/Optical Phusion Inc.  
People's United Community Foundation  
Abraham Perlman Foundation  
Pfizer Inc. Employee Matching Gift Program  
Vivian Genn and Robert Pittman  
Polar Beverages  
Reebok International Ltd.  
Mike and Christy Refojo  
Rodman Ride for Kids  
Sapient Corporation  
SBLI  
Staples Foundation for Learning  
Brian and Maria Steck  
The Stoddard Charitable Trust  
Stroock & Stroock & Lavan LLP  
Sudler & Hennessey  
Suffolk University  
Swiss Re  
Transamerica Life Insurance Co.  
University of Massachusetts, Boston  
Verizon Wireless  
Viacom Inc.  
Michael and Karen Volo  
Willis Re, Inc.  
Jessica Zoob and Rob Donahue

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

Accenture  
Acosta  
Aerotek  
Barbara Alleyne  
Joshua Alper  
American Express  
Anonymous (2)  
Karen and Jim Ansara  
Matthew and Judi Appelstein

Arch Reinsurance Company  
AT&T  
Richard Baccari  
Backyard Farms, LLC  
Gwendolyn Baker  
Bank of America  
Barclays Employee Matching Gift Program  
Drake and Maria Behrakis  
Bentley University  
Sarah Binder and Punit Mehta  
Jeffrey Blaugrund and Sarah Aroeste Blaugrund  
Boston Properties  
Bowditch & Dewey, LLP  
Bridgewater State University  
Dr. Madonna Browne  
John Buckley, Sr.  
Canon  
Cervello  
Choate Hall & Stewart LLP  
Ginnie Chow  
College of the Holy Cross  
Compucom  
Cooper Lighting and Reflex Lighting  
Crossmark  
Pat Culhane  
Dana Farber Cancer Institute  
Fred Harris Daniels Foundation  
Delta Dental of MA  
Dhakad Associates  
Dietz and Watson  
Judith Anne Donahue  
Vincent Dowling Family Foundation  
Dunkin Donuts  
Edens Limited Partnership  
EMC Corporation  
Eurest Dining Services  
Gayle Falvey  
David and Willa Fawer  
Federal Realty  
Fermat Capital Management LLC  
Sandra Forziati Family Foundation  
Jacquelyn Fouse  
Frito-Lay  
Gail Garinger  
GDF Suez Energy Resources NA  
Manny and Myra Genn  
Goulston & Storrs, PC  
GZA GeoEnvironmental, Inc.  
Chris and Chrissy Harding  
Health Market Science  
Arie Hochberg  
Claudia Holland  
Hood  
The Howell Family Charitable Foundation  
Hughes Hubbard and Reed, LLP  
Richard Hulit  
Richard Hulit, Jr.  
Iron Mountain  
Shelly Jacoby

John Hancock Financial  
Gregory and Ginger Browne Johnson  
Derrick and Tina Johnson  
Johnson O'Hare Company  
Gerald Jordan Foundation  
Lori Katz  
KeHE Distributors, LLC  
Kellogg Company  
KimCo Realty Group  
Brooks and Laura Klimley  
Elizabeth and Allen Kummru  
Mark LaGratta  
Sarah Landy  
Jonathan Lavine  
Susan and David Lazarus  
Hung Le  
Michael Lee  
Susan and Arthur Leeds  
Liberty Mutual  
John and Dudley Macfarlane  
Laura Machado  
Peter and Valorie Markarian  
John and Cindy Marrs  
Massachusetts College of Pharmacy & Health Sciences  
The Mildred H. McEvoy Foundation  
Mike and Gaelynn McGavick  
Dave and Monica McGlinchey  
Joseph and Joan McGlinchey  
Michael and Sally McNamara  
Denise and Mike McNeice  
The Mentor Network Charitable Foundation, Inc.  
MFS Investment Management & Subsidiaries  
Mintz, Levin, Cohn, Ferris, Glovsky, and Popeo, P.C.  
Mondelez International  
Morgan Stanley Foundation  
Christopher Arnold and Val Murray  
Jeff and Andrea Nadoiney  
National Development  
Neuberger Berman  
New Balance  
New York Life Insurance  
Newmark Grubb Knight Frank  
Noble Americas Energy Solutions  
North Coast Seafoods  
Odyssey Reinsurance Company  
Old New England Construction  
Oppenheimer & Co. Inc. Employee Matching Gift Program  
Pepsi Bottling Group  
Dawn Perry  
Pfizer  
Piper Jaffray & Co. Employee Matching Gift Program  
Cheryl Pipia  
William J. Poorvu 2010 Charitable Lead Trust  
RBC Global Asset Management

RelayHealth/McKesson  
Reliant Medical Group  
Barrie Ringelheim  
Rivers Givers  
Susan Roberts  
Carol Rocker  
Charlotte Rocker  
Christopher Rocker  
Deborah Koste and Kurt Rockstroh  
The Rogers Foundation  
John Roof  
Ruthanne Russell  
Salem State University  
Sapient Corporation  
Sargento Foods  
Bernard L. Schwartz  
Melissa Hambly Scollans  
Laura Sen  
Seyfarth Shaw  
Michael Short  
Simon Paston & Sons  
Reid Simpson  
Nancy and Kirk Smith  
Jeffrey Smith  
Sodexo  
Josh and Nancy Solomon  
Linda St. John  
Stalwart Systems  
Staples  
Start Elevator Inc.  
Steward Health Care System  
James and Cathleen Stone  
Jim and Lori Sylvia  
Target  
Kirk Taylor  
Teleflex Foundation  
David and Emily Terry  
Barbara Thomas  
Wes and Rosemarie Thompson  
Yvonne Tran-Nguyen  
Trans Re  
Turbana  
Kenn Turner  
UMass Medical School  
UniBank  
Unilever  
United Bank Foundation  
Vanasse Hangen Brustlin, Inc.  
Louis Vigden  
Kevin Walker  
Weather Wise Conditioning Corporation  
Frederick E. Weber Charities Corporation  
Webster Five Foundation  
Webster Lock  
Anne Welch  
Wellesley Congregational Church  
Chris and Pat Williams  
Henry and Joan Woodhouse  
Henry and Meg Woodhouse  
Caroline Woodward  
Worcester State University  
Michael and Mary Young

Parvin Zawahir  
**\$500 to \$999**  
Ned Abelson  
ACE American Insurance  
Anonymous  
Jane Bainbridge  
David Barbato  
Bay State Savings Bank  
BCD Travel  
Larry Begley  
Berkeley Florist Supply  
Mark Bernfeld  
Nancy and Jeffrey Bilezikian  
Kira and Michael Blaustein  
Boston Children's Hospital  
Boston Medical Center HealthNet Plan  
Shari Brink  
Elaine Caprio  
Gerry Castignetti  
Cavichio Greenhouses, Inc.  
Gerald and Kate Chertavian  
Carol Christ  
Don Clark  
Michael Clark  
Evan and Vita Cohen  
Commerce Bank  
Connell Foliage Service  
Mary Connolly  
Howard Cooper  
Wayne and Debbie Craig  
Suzanne Cuccurullo  
Peg and Mike Culhane  
Database Designs  
Scott and Kim David  
Sally Davidson  
Designer's Choice  
Michael Devejian  
Luke Dillon  
Joshua Dohan  
Draper Laboratory  
Karen Easton  
Michelle Easton  
Eaton Vance  
Michael Ewald  
Chi-Fei Fam  
Florapack  
Jim Fowler  
Stephen Frederick  
Ian Frenette  
David Freudberg  
William Friedman  
Emily Frieze-Kemeny and Jake Kemeny  
Erik Garpestad  
Victoria Gaunt  
Joseph and Georgia Giunta  
Robert and Jeananne Goodhue  
Gourmet Boutique  
John Graham  
William Greco  
Green Mountain Coffee Roasters, Inc  
Whitney and Anne Griffith

George and Margaret Hagopian  
Howard Helfman  
Chris Hennessey  
HilCo Realty  
Glenn Hill  
Daniel Hirce  
John A. Howell  
Robert Howitt  
Eric and Katherine Huang  
W. Patrick Hughes and Carole Hughes  
Charitable Fund  
Russ Hutchinson  
Jacobson Floral Supply  
Georgia Johnson  
Mary Ellen Johnson  
Stephen and Cindy Kane  
Jeffrey and Georgette Katuna  
Kristin Kearns Jordan and Kevin Jordan  
Keepsake Growers  
Howard Kellman  
Jamie and Kate Kellogg  
Elizabeth Kleinerman  
Steve and Susan Krupski  
Lanita Foley and Kaija Langley  
Lynn Lucier  
Brendan Mackoff  
Devin Mackoff  
Thomas Mandia  
Jim Margolis  
Kay Marquet  
Joe Maurer  
McBride & Lucius, Inc.  
Ken McCullum  
John and Lisa McGinn  
Neal Minahan  
Lee Glickenhau and Victoria Moskowitz  
Nature's Flowers  
Nestle Waters  
Christine Nuccio  
Chip O'Hare  
Clive Olson  
Olson's Green Houses  
Richard Osman  
Jeff and Cathy Pallin  
Mike Wasserman and Rachel Paster  
Lauren Peaslee  
Joe Penney  
The Plymouth Rock Foundation  
Harry and Jean Popik  
PriceWaterhouse Coopers  
R.K. Associates North  
Andrew Rafal  
Ranesh Ramanathan  
Anthony Rivers  
Adriana Rojas  
Anne Romney  
John Sablan  
Saks Fifth Avenue  
Henry D. Shaw  
Stacey Shurgin  
Jedediah and Dawn Smith  
Walter Steinkrauss

Caroline and Frank Strasburger  
Ruth Summers  
Sunshine Bouquet Company  
Morton Terry  
Marvin Thomas  
John Tosti  
Andrew Trodella  
John Vaske  
Christine Vaughan  
David Walker  
Towers Watson  
WEEI  
Kenneth Weiner  
Melinda Weir  
Sam Westermann  
Sean Whelan  
Leslie Wims Morris  
XL Reinsurance  
Jeffery York

**\$200 to \$499**

Academy Place Foundation  
Mirjola and Viola Adhami  
Anonymous  
Elizabeth Armstrong  
Jeb and Sally Bachman  
Steven Backman  
Richard Bane  
Richard Barnett  
Lori Baronian  
Ian Barton  
Ernst Berndt  
Michael Bevacqua  
Gerard and Judy Binder  
Wendy and Chuck Black  
Ronald Bocage  
Richard Boutilier  
Donald Briggs  
Jim Brigham  
Lisa and Mark Bruni  
Dwayne Campbell  
Margaret Campbell  
Jeff Caron  
Romina Carrillo  
Anthony Carroll  
Susan Case  
Smajl Cengic  
Jo Chen  
Brian Chu  
Sol and Christie Cohen  
Steve and Dana Cohen  
Jorge Corral  
Sarah Cruz  
Sean and Kelly Curran  
Jean Dalbec  
Michael Daniels  
Lauren Daniluk  
Susan Darmody  
Chris Darmody  
Stuart Davies  
Paul Davis  
John Demler

Rob Dennis  
John Desmond  
Aashish Dhakad  
Direct Energy  
Mark Dobbs and Suzanne Reisel  
John Domesick  
Beverly and Charles Donohue  
Christine Dormon  
Mauro Dudine  
Mary Ann Egan  
James Eng  
Sara Enright  
Susan and Bruce Erickson  
Sally Fassler  
Matthew and Jacqueline Fearer  
Laurel FitzPatrick  
Scott Forbes  
Elizabeth Hood and Dallas Foster  
Charlene Frary  
Barbara Gambino  
Herbert Gardner  
Erik Gitli  
Irvin Goldman  
Judy Gross  
Rene Guilmet II  
Bill Hadge  
Scott Haley  
Jay Halloran  
Nancy Harris  
Mark Harris  
Rosemary Haverland  
Elizabeth Hedges  
Amir Helweh  
Highland Development  
Chris Hill  
Timothee Hinds  
Katy Homans  
George Hoyt  
Robert Hughes  
IBM Employee Services Center  
IPG Photonics  
Franklin Isacson  
Kumiko Ishikura  
Maryellen Donahue  
Robin Johnson  
David Joncas  
Derek Jones  
JP Morgan Chase Foundation  
Kevin Kaeding  
Kendra L. Kannally  
Ed Kelley  
Paula Kennedy  
Richard and Cynthia Kennelly  
Steve Knightly  
Kevin Kuczmariski  
Ronald Kuczmariski  
Roger J. LaGratta  
Anne Lane  
Kim and Steve Lanzoni  
Jerold Larsson  
Christine Swenson Lawrence  
Thomas Lee

Sue Lehmann  
David Leinhardt  
Brett L'Esperance  
James Levine  
Claudia Liberatore  
David Lipshutz  
Benjamin Littauer  
Scott Logan  
Britton Lombardi  
Richard Lord  
Carolyn and Paul Lucchese  
Joe Macias  
Patricia Mackoff  
Mark Macomber  
James and Marybeth Madigan  
Dianne Malloy  
Mark Mancuso  
Donardo Marcellus  
Kim Marrkand  
Stacy Martin  
Ellen Martin  
Suzette Masters  
Dickens Mathieu  
Richard Maurer  
William McCulloch  
Maureen McGurl  
Matthew McKenna  
Laurie McPherson  
Mary Jane McQuillen  
Sue Meehan  
Microsoft  
Carl Mills  
Morgan Stanley  
Isabelle Morin  
Andrew Muldowney  
Michael Mulrain  
Coleman Nee  
Kim Nguyen  
George and Alissa Nonis  
Kenneth Nordstrom  
Diana Cheren Nygren  
Maryellen O'Brien  
Kim Ogden  
William O'Neill  
James and Mary Penrose  
Pedro Perez  
Eve Pierce and Leonard Pierce  
Neil Pirie  
Anthony Polcari  
Jessica Popik  
Maureen Powers  
Arin Prasad  
John Putnam  
James Quade  
Dom Ranieri  
Sanjay and Shireen Reddy  
Chris Regnier  
Rivaya Fund of the Jewish Communal Fund  
Fran Rivkin  
Rivkind Associates  
Kristine Robak  
Jason Roberts

Denise Rodrigues  
Teresa Rodriguez  
Joe Magdol and Alison Roessle  
Steve and Marsha Roth  
Lisa Russo  
Suzanne Rutstein  
John Saidnawey  
Saint-Gobain Abrasives  
Victoria Sargent  
Jennifer Scherck  
Lydia Schulz  
Shari Shapiro  
David Silverman  
Kate and Kabir Singh  
Catherine Smith  
Zachary Snow and Judy Fox  
Thomas and Elizabeth Sorbo  
Rosa Stamatou  
Patricia Stimpson  
Pamela Stockton  
Guy Stutz  
Joy Oales Surprenant  
Paul Plasky and Ilene Sussman  
Kelly Sutton  
Michael Tarantino  
TJX Companies  
Roberta Trachtman  
Stan Trecker  
United Way of New York City  
Barbara Valley  
Francine Veloza  
Voices of Metrowest  
Ed Wallack  
Justin Waterman  
Robert Weiss  
John Wiley & Sons, Inc.  
Taunya Williams-Garrett  
Susan N. Wilson  
Amy Wixon  
Laura Yamner  
Michael Zoob  
Chernack Zovic Family Charitable Fund

#### **In-Kind Donations\***

.406 Ventures  
54 Below  
5Wits  
AAA of Southern New England  
Abas  
Bayside Resort Hotel  
Bergamot Restaurant  
Jeff Berman  
Bertucci's  
BJ's Wholesale Club  
Blackstone Tap  
Boardwalk Empire  
Bobbi Brown  
The Boston Athenaeum  
Boston Ballet  
The Boston Bruins Foundation  
Boston Celtics Shamrock Foundation  
Boston Duck Tours

Bowling Green Golf Club  
Brasserie Cognac  
Brew City  
British Beer Company  
Buca Di Beppo  
Bully Boy Distillers  
Steve Burgay  
Diana Burton  
c/o The Maidstone Hotel  
Cabot Creamery  
Cape Cod Winery  
Carabiner's Indoor Rock Climbing Gym  
The Center for Asian Martial Arts  
The Charles Hotel  
Chelsea Piers Sports and Entertainment  
Complex  
Cleveland Circle Travel  
Clovis Point Wines  
College of the Holy Cross Athletics  
Comcast  
Kevin Connolly  
Coolidge Corner Theater  
CostCo - Dedham  
Craigie On Main  
Cranmore Mountain Resort  
Dawson Forte Cashmere  
Denise DeAmore  
Deutsche Bank  
Diamond Club International  
Rob Donahue  
Douzo Modern Japanese Restaurant  
E & J Gallo Winery  
Eastern Standard Kitchen & Drinks  
Eclectics By Susan  
Ecotarium  
F1 Boston  
Fallon Community Health Plan  
The Fireplace  
Flying Rhino  
Forest City Ratner Companies  
Forklift Catering  
Fox  
Fred's Restaurant  
Georgetown Cupcake  
Grafton Group  
Grand Circle Travel  
Don & Fran Gratz  
Green Mountain Coffee  
Alan Halfenger  
Hammersley Partners  
Hanover Theater  
Chris and Chrissy Harding  
Harpoon Brewery  
Beth Hedges  
The Hershey Company  
Hill Holliday  
Hilton Boston - Financial District  
Katherine Huang  
Hungry Mother  
Huntington Theatre Company  
Hy-Line Cruises  
IFP

ImprovAsylum  
Insignia Athletics  
Institute of Contemporary Art  
Isabella Stewart Gardner Museum  
Island Creek Oyster House  
Island Queen  
Java Joe's  
Jazz at Lincoln Center  
Jeffrey Shaw Photography  
JetBlue  
Jillian's of Boston  
Jillian's of Worcester  
JP Licks  
Jules Ko Photography  
Junior League of Boston  
Just Madras  
Kayem  
Kellari Taverna  
Kelley Greens & Tides Restaurant  
Kidville  
Deborah Koste and Kurt Rocktroh  
Kripalu Center for Yoga & Health  
La Morra Ristorante  
Lake Compounce Family Theme Park  
Larz Anderson Auto Museum  
Lazer Craze  
Legal Sea Foods  
Frances P. LeMieux  
Lewis Family Foundation  
The Liberty Hotel  
Live with Kelly & Michael  
Lyric Stage Company  
Mach 1 Travel, Inc.  
Mandarina Studio  
Manna Massage  
Marathon Sports  
Peter Markarian  
Massachusetts Museum of Contemporary Art  
Metropolis Café  
Michele Topor's Food Tours of Boston  
Doug Miller  
Mistral -Columbus Hospitality Group  
Mohegan Sun  
Monument Lane  
Viola and Richard Morse  
Move Maven  
Nantucket Steamship Authority  
New Repertory Theatre  
Niche Hospitality  
Night Shift Brewing Company  
Not Your Average Joe's  
Old Sturbridge Village  
The Original Tremont Tearoom  
Panera Bread  
Pat's Peak  
The Paul Revere House  
Pawtucket Red Sox  
Picco Restaurant  
The Plimoth Plantation  
Polka Dog Bakery  
Portsmouth Brewery

Four House  
The Preservation Society of Newport County  
Pucci's Jewelers  
David Punch and Sycamore Restaurant  
Rachael Ray Show  
The Red Sox Foundation  
Reebok International  
Mike and Christy Refojo  
Regatta Point Community Sailing  
The Renaissance Boston Waterfront Hotel  
Rent the Runway  
Susan Roberts, Anderson & Kreiger LLP  
Sapient  
Randy Scherck  
Sea Glass Fine Arts  
Seekonk Speedway  
Robert Blair Shepler  
Sheraton Boston Hotel  
Six Flags New England  
Smathers & Branson  
Sole Hospitality  
The SpeakEasy Stage Company  
Spoodles Deli  
The Sports Museum at TD Garden  
Squam Lakes Natural Science Center  
State Street Corporation  
Brian and Maria Steck  
Sterling Golf Management  
Story Land  
Streecar Wine & Beer  
Sudler & Hennessey  
Sun Life Financial  
The Sun Wine Fest  
The Swan Boats of Boston  
Tadpole  
Tavistock Restaurants  
Theatre Café  
Thomas Fallon Photography  
Wes and Rosemarie Thompson  
Toscano's  
Toshiba Business Solutions  
Tower Hill Botanic Garden  
Tremendous Maid  
Tremont 647  
Truro Vineyards  
Union Market  
Wachusett Mountain  
Connie Walkingshaw  
Warby Parker  
Mike Wasserman  
WEEI  
West Bridge Restaurant  
The Westin Boston Waterfront  
Westin Times Square  
The Wheelock Family Theatre  
Whole Foods  
Pawtucket Art Museum  
Worcester Sharks  
Z Café  
Frank Zona  
Zoo New England

### **Bottom Line - Massachusetts**

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

#### **Leadership Team**

Mike Wasserman  
*Executive Director*

Jennifer Scherck  
*Development Director*

Ann Helfman  
*Access Program Director*

Justin Strasburger  
*Success Program Director*

### **Bottom Line - New York**

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

#### **Leadership Team**

Ruth Genn  
*Executive Director*

Shion Ishikura  
*Development Director*

Deborah Steinberg  
*Access Program Director*

Ginette Saimprevil  
*Success Program Director*

### **Bottom Line National**

500 Amory St, Suite 1  
Jamaica Plain, MA 02130  
P: 617.524.8833  
F: 617.524.9559

#### **Leadership Team**

Greg Johnson  
*Chief Executive Officer*

Dave Borgal  
*Founder/National Program Director*

Jed Smith  
*Chief Development Officer*

Andrew MacKenzie  
*Director of Evaluation*

Katrina Magdol  
*Operations and HR Manager*

Sarah Place  
*Curriculum and Training Director*

**Encouraging  
students.**

**Building  
relationships.**

**Strengthening  
communities.**

