WITH YOU IN HER CORNER,
SHE WILL SUCCEED!
Dear Friends,

What a year it has been! Reaching our Capital Campaign goals, completing two-thirds of our capital renovations, and achieving significant program outcomes were the major themes and successes of the past year.

At Girls Inc. of Worcester, we focus on the development of the whole girl. She learns to value herself, take risks, as well as discover and develop her inherent strengths. The combination of long-lasting mentoring relationships, a pro-girl environment, and research-based programming equips girls to navigate gender, economic, and social barriers, and grow up healthy, educated, and independent. Informed by the needs of the community, the girls, and their families, we also advocate for legislation and policies to increase opportunities and rights for all girls.

Some of our key accomplishments include:

• Meeting the Stoddard Capital Campaign Match, which led us to raising $4,600,000!
• Completing the first two phases of the renovation, which included the remodel of the pool and locker rooms; upgrading heating and cooling systems to fulfill the needs for year-round access to the gym and our auditorium, Alden Hall; and replacing old and obsolete systems and materials.
• Working with our community partners to study what girls need in order to succeed, and using that input to design the next phase of renovation and plan growth.
• Throwing a College Shower for our 21 high school graduates who accomplished the extraordinary:
  • 100% enrolled in secondary education;
  • Received over 100 acceptance letters to colleges and universities, including one Ivy League school;
  • Awarded over $1,000,000 in scholarships, including five full-pay awards;
  • More than 50% are the first generation in their family to go to college;
  • 72% selected STEM-related majors.

We are well positioned to continue a positive trajectory of financial sustainability, intentional growth, and — most importantly – achieving high-impact outcomes for our girls and their families.

We are honored to work with a dedicated Board of Directors, staff, volunteers, and community supporters. Thanks to each of you who has played a significant role in making a difference in the lives of girls and the community in which we live.

Alicia M. O’Connell
Board President

Victoria Waterman
Chief Executive Officer
At Girls Inc., girls can learn and grow in a space that is safe, supportive, and pro-girl.

96% of Girls Inc. of Worcester girls say that they feel safe at Girls Inc.

Girls Inc. girls avoid risky behaviors and remain on track to achieve positive outcomes.

98% of Girls Inc. of Worcester teens agree that pregnancy would interfere with their schoolwork.
# Thank You to our Supporters—Program and Operations

## $50,000 +
- Girls Inc.
- United Way of Central Massachusetts

## $20,000 - $49,999
- BNY Mellon
- Consigli Construction
- DCU for Kids
- DELL
- National Grid
- Vanessa T. Marcotte Foundation
- Women’s Initiative of United Way of Central Massachusetts

## $10,000-$19,999
- AbbVie Foundation Employee Engagement Fund
- Albert W. Rice Charitable Foundation
- CO-TE U/A Taft Charitable Trust, Bank of America, N.A., Trustee
- Commonwealth of Massachusetts
- Fallon Health
- Frank W. & Carl Adams Memorial Fund
- Greater Worcester Community Foundation
- Eliza D. and Cora J.D. Dodge Fund
- Massachusetts Service Alliance
- UMass
- Saint-Gobain Ceramics & Plastics
- Saint-Gobain Charitable Foundation

## $5,000-$9,999
- Bank of America Charitable Foundation, Inc.
- Boston Scientific Foundation
- Greater Worcester Community Foundation
- Greater Worcester Community Foundation
- Fallon/OrNda Community Health Fund
- Valerie & Stephen Loring
- NN/LM- Express Outreach Program
- Reliant Foundation, Inc.
- Sunovion Pharmaceuticals, Inc.
- TE Connectivity
- Verizon Foundation

## $2,500-$4,999
- AtlasTravel & Technology Group
- Bay State Savings Bank
- Berkshire Bank Foundation
- Brianne Tangney
- Blue Cross and Blue Shield of Massachusetts
- Boston Bruins Foundation
- Gerald R. Carson
- Sandra Hubbard & Thomas Logan
- LidCo Electrical Contractors, Inc.
- James Madson
- Office of Massachusetts Attorney General Maura Healy
- Summer Youth Jobs
- MassDevelopment
- J.S. Mortimer, Inc.
- People’s United Community Foundation
- The Hart Foundation
- The Richard A. Heald Fund
- The Schwartz Charitable Foundation
- The TJX Companies, Inc.
- The TJX Foundation, Inc.
- UniBank

## $1,000-$2,499
- A. A. Transportation
- A. Duquette & Son, Inc.
- Anna Maria College
- Anonymous Fund of Greater Worcester Community Foundation
- Kenneth & Mary Ellen Atchue
- Billye & Roger Auclair
- Avidia Bank
- Amy Borg & Eric Smith
- Courtney Butcher Memorial Fund
- John & Kathleen Dalve
- Dr. Marcia Butzel
- Steven J. Chambers
- Glenn DeMallie
- Estate Preservation Law Offices;
- Linda Cammuso
- Allen Fletcher
- Warner & Mary Fletcher
- Fletcher Tilton P.C.

## $500-$999
- Diane M. Giampa
- Andrew D. Goodearl
- Greater Worcester Community Foundation
- Donna R.C. and John E. Sansoucy Fund for the After-School program
- Mindy J. Greene
- Hanover Insurance
- Harvard Pilgrim Health Care
- Jabil Circuit, Inc.
- Ann Lisi & Joel Greene
- Johnson Controls Charity Trust
- MathWorks
- Douglas & Diane Meystre
- Eric Meystre
- Millbury Federal Credit Union
- Elaine Osgood
- Robert P. & Mary Anne E. Powers
- PwC
- Rylow Inc.
- Cynthia & Edward Stark
- Stowe & Degen
- John & Lynn Sullivan
- Traina Family Youth Development Fund of Greater Worcester Community Foundation
- Estate of Mary B. Trainor
- UMass Medical School
- UMass Memorial Health Care
- Andrea & Michael Urban
- Victoria & James Waterman
- Webster Five Foundation
- Tracy V. Wells
- Kathryn & Daniel Wiechec
- Wyman-Gordon Foundation

## $50-$999
- Aetna Foundation
- Christy Bell
- Dr. & Mrs. Bruce Bertrand

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Great care has been taken to include all donors as of June 30, 2018. Please call (508) 755-6455 if your name was inadvertently left off the list. Thank you.
Great care has been taken to include all donors as of June 30, 2018. Please call (508) 755-6455 if your name was inadvertently left off the list. Thank you.
Donors up to $100 continued...

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Arlene Melendez
Mexico City Taqueria
Cheryl Miller
Robert & Dianne Millette
Diane Mirick
Stephen & Jean Morelli
Clare Nadolski
Ann Nann
Patricia Naples
Alexis Navarro
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Karysa Norris
North American Martyrs Church
Claire & Brendan O'Connor
Wendy & Dennis O'Leary
Colleen O'Malley
Lynne Ouellette
Victoria Pellegatto
Kristin Pisano
Kris Prosser
Vera Raposo
Brianne Resendes
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Cynthia Roix
Judith Rososky
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Luis Smith
Lynette Snow
Stanley & Jolanta Sobiech
Paula Stinchfield-Davis
John Tangney
Elise Underhill
United Way of Greater Portland
Carol Van Berkel
Lila & Jerome Weihs
Chick & Gayle Weiss
West Boylston Seafood
Kathy Wiberg
Ana Maria Young
Charlene Zimkiewicz

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AbbVie Bioresearch Center Inc.
Aetna Foundation
Bay State Savings Bank
Benevity Community Impact Fund
Blue Cross and Blue Sheild
of Massachusetts
Costco Wholesale Corporation
DELL
Exelon Foundation
FM Global Foundation
Give With Liberty
Hanover Insurance
Johnson Controls Charity Trust
National Grid
Network for Good
Principal Financial Group
PwC
Saint-Gobain Corporation
Stop & Shop Supermarket Co.
Trust
UPS
Wegmans

In Honor & In Memory...
In Honor of Kenneth Atchue
Valerie & Stephen Loring
Victoria & James Waterman
In Honor of Heather Ball
Richard Ball
In Honor of Paris Blue
Crystal Blue
In Honor of Colleen Dowd
Betsy Webb
In Honor of Valerie S. Loring
Todd and Shelley Rodman
In Honor of Diane Meystre
Valerie & Stephen Loring
Victoria & James Waterman
In Honor of Douglas Meystre
George I. Alden Trust
In Honor of Louise E. Michaud
Elizabeth Callahan
In Honor of Alicia O'Connell
Todd and Shelley Rodman
In Memory of Courtney Butcher
John & Kathleen Dalve
In Memory of Edward Callahan
Marjorie Collins
Joseph McManus
John Hayes-Nikas & Brenda Nikas-Hayes
Barbara Pacelli
Anne Powers
Adam Tooter
Bethalee Schoyen
In Memory of Jenna Desrosiers
Ronald Dupont
Patricia Naples
In Memory of Jennie DiCicco
Patricia Naples
In Memory of Gloria Frongillo
Deborah King
In Memory of Jane Bradford Gooch
Sally Paynter
In Memory of Margaret Heald
James Heald
In Memory of Ryan Weekes
Bishop Walter & Janice Weekes
In-Kind Donations
Elena Acosta
Aisling Partners Insurance Brokerage
Kellie Allard
Anonymous
Armsby Abbey
Arts Worcester
Billye & Roger Auclair
Randi Banton
Amy Beck
Big Y Foods, Inc.
Christine Biscotti-Quitadamo
Body Therapeautics
Boston Scientific Foundation
Kristine Bouchard
Katherine Boulanger
Broad Meadow Brook Conservation
Center & Wildlife Sanctuary
Kimberley Bruce
Cynthia Carey

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Christine Cassidy
Rita Castagna
Clean and Green Car Wash
Peggy Cotto-Berrios
Crust Bakery
Cyprian Keyes Golf Club
Danielson Flowers
Department of Children & Families
Caroline Deans
Dell
Ariana Dello Stritto
Amy Doherty
Ed Hyder's Mediterranean Marketplace
Especially for Pets
Exhibit A Brewing Company
Falmouth Chamber of Commerce
Jon Fine
Fulgere Salon & Spa
Patti & David Fullen
Girls Inc. of New Hampshire
Girls Incorporated
Gail Gordon
Great Wolf Lodge
Denise Greenwood
Guertin's Graphics, Inc.
Patricia Guillette
Megan Gurley
Haddad Auto Detail
Elizabeth Helenius
James Hogan
Angela Hrusovsky
Joey's Bar & Grill
Jolin Paving and Excavating Inc.
Noreen Kaczowka
Karl Storz Endovision, Inc.
Michael & Daria Kasparian
Heather Keenan
Kelley Square Pizza
Leela Keshavan
Keurig, Inc.
Kiwanis Foundation of Worcester
La Jolie Fleur
Nicole LaMotte
Bob Leary
Dale LePage
Maggie & Haleigh Madsen
Jenn & Jake Madson
Rossana Marcotte
Marsh & McLennan Insurance Agency
Tara Mason
Mass Media Resources
Anne & William McCarthy
Michelle McDonald
Mechanics Hall
Dawna Mendes
Charlene Mendoza
Diane & Douglas Meystre
Michelle Morneau
Music Worcester, Inc.
Clare Nadolski
Ann Nann
John Hayes-Nikas & Brenda Nikas-Hayes
Theresa & Jim O'Brien
Alicia O’Connell
Jessica O’Connor
O’Connors Restaurant & Bar
Kathleen & Dick Odgren
Old Sturbridge Village
On The Rise Bakery
Elaine Osgood
Heidi & Chris Paluk
Pawtucket Red Sox
PEO - Women's Group
Philocaly Salon
Mary Piorun
Grace Piscitelli
Donna Potenti
Kris Prosser
Publick House Historic Inn
Pucci’s Fine Jewelry
Quinn's Irish Pub
Mary Rae
Realtor Association of Central MA
Rectrix Aviation Inc.
S & S Marketplace
Saint-Gobain Abrasives, Inc.
Saint-Gobain Ceramics & Plastics, Inc.
Saint-Gobain Charitable Foundation
Bethany Salek
Debra Savage
Scholastic Book Fairs
Sea Crest Beach Hotel
Phyllis Shea
Rebecca Siegle
Jane Snell
Kelly Sontag
Southbridge Hotel
Southwick’s Zoo
Specialty Sandwich Company
St. Anne’s Thrift Store
Linda St. John
Carol Stolicny
Stowe & Degon
Lynn & John Sullivan
Brianne Tangney
Tavern in the Square
The Bagel Inn
The Fitness Asylum
The Queens Cups
Top Shop Hair Salon
Tracy Torteson
Tower Hill Botanic Gardens
Trader Joe’s
Tree House Brewing Company
UMass Medical School
UMass Memorial Hospital
United Way of Central Massachusetts
Marc & Shayna Waterman
Victoria & James Waterman
West Boylston Seafood
Stacy Woods
Worcester Art Museum
Worcester Bravehearts
Worcester Business Journal
Worcester Historical Museum
Worcester Railers
Worcester Wares
Wormtown Brewery
YMCA of Central Mass.
Young Rembrandts
YWCA Central Massachusetts

Thank you for your support, generosity and commitment to Girls Inc. of Worcester!

Great care has been taken to include all donors as of June 30, 2018. Please call (508) 755-6455 if your name was inadvertently left off the list. Thank you.
Girls Inc. girls develop trusting, mentoring relationships with a network of caring, supportive adults who help them to succeed.

95%
of Girls Inc. of Worcester girls say that there is an adult who believes they will be a success.
“WITH YOU IN HER CORNER”
Capital Campaign Donations

**$1,000,000+**
George I. Alden Trust*
Stoddard Charitable Trust*

**$100,000-$9,999,999**
Fred Harris Daniels Foundation
Ruth H. & Warren A. Ellsworth Foundation
The Fletcher Foundation
George F. & Sybil H. Fuller Foundation
Valerie & Stephen Loring*
Amelia Peabody Charitable Fund
Richard & Ann J. Prouty Foundation*

**$25,000-$99,999**
City of Worcester Community Development Block Grant*
The Albert J. Gifford Charitable Trust*
Warner & Mary Fletcher*
Hoche-Scofield Foundation
Douglas & Diane Meystre
Wyman-Gordon Foundation*
Saint-Gobain Corporation Charitable Foundation*

**$10,000-$24,999**
Bay State Savings Bank
Boston Scientific Foundation*
DELL
J. Irving England & Jane L. England Charitable Trust*
Fallon Health
Francis A. & Jacquelyn H. Harrington Foundation
Sandra Hubbard & Thomas Logan*
Judith S. King*
Robert & Annette Loring*
Mr. & Mrs. Thomas B. Loring*
Martin Brothers Contracting Co. Inc.

**$5,000-$9,999**
Kenneth & Mary Ellen Atchue*
Billye & Roger Auclair
Glenn C. DeMallie*
Colleen Dowd*
Deb Gavron-Ravenelle
Mindy Greene*
James Heald*
Helen Koskinas*
Kathy & Dick Odgren
Elaine Osgood*
Rylow Inc.
Sadick Public Adjusters/Professional Loss Adjusters
Brianne Tangney & James Short*
Steven Thebode*
Victoria & James Waterman*

**$1,000-$4,999**
Sunovion Pharmaceuticals Inc.
Beth & James Taylor*

John & Katrina Frongillo*
Dawn & Jonathan George
Robert & Maureen Gray*
Greater Worcester Community Foundation—The Herlihy Family Memorial Fund
Gulf Service Center Inc. DBA Rudy’s*
Harvard Pilgrim Foundation
Chris and Heather Hendrick*
Lauren & Jeffrey Howe
Jabil Circuit, Inc.
Frances & Howard Jacobson*
Janet Jones
Esther Jones-Cowan
Judith Kirk
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Pamela Massad
Anne & William McCarthy
Michelle Morneau*
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Wendy & Dennis O’Leary
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Jennifer Paradee*
People’s United Bank
Reliant Foundation, Inc.
Maria Rivera-Cotto
Rebecca & Gregory Scotchie
Cynthia & Edward Stark

*indicates donor was part of $400,000 Stoddard Challenge Match!

Great care has been taken to include all donors as of June 30, 2018. Please call (508) 755-6455 if your name was inadvertently left off the list. Thank you.
Capital Campaign Donations continued...

The Schwartz Charitable Foundation
Linda St. John
Stowe & Degon
Lynn & John Sullivan
Margaret & Gordon Torgersen
Fund of Greater Worcester Community Foundation
United Way of Central Massachusetts
United Way of Massachusetts Bay & Merrimack Valley
Visiant
Webster Five Cents Savings Bank
Ann-Margaret White & Sean Padgett
Meridith Wesby
Kathryn & Daniel Wiechec
Youth Opportunities Upheld, Inc.

$200-$999
Adcare Hospital of Worcester Inc.
Alchemy Foundation
AmeriPride Linen & Apparel Services
Katherine Bartlett
Susan Begley
Dr. & Mrs. Bruce Bertrand
Celia & Joseph Blue
Pamela & Maurice Boisvert
Boulay Donnelly & Supovitz Consulting Group Inc
Heidi Charlebois
Susan Colantuono
Commerce Bank & Trust
Esther Jones-Cowan
DarrowEverett
Betty Jo & Peter Dowd
ERA Key Realty Services
Alice Eriksen
Barbara Fargo
Judith Fleming
Betsy Fuller
Anne Gadbois & Jacob Kojalo
Diane M. Giampa
Rose Gonsalves
Drs. Ivan & Noreen Greene
Barbara & John Guertin
E.L. Harvey & Sons, Inc.
James Hecox & Kathleen Hancock
Elizabeth and Michael Helenius
Robert & Marcela Jennings
Cheryl Greer Jordan
Monica Juitt
Todd Katzman
Gillian Kingsbury
Jean King
Kerri Martinek
Milford Federal Savings & Loan
Mickie & Don Nelson
Nichols College
O'Connor, Malony & Company, P.C.
Sheree Ohen
Sally Paynter
Anne Perschel
Nishita & David Pope
Todd & Shelley Rodman
Stuart Sadick & James Bryant
Seven Hills Foundation
Linda Smith
Robin & Lincoln Spaulding
Mary Jane "Jid" & John Sprague
Struck Catering
Marcy Supovitz
Susan Seibel
UMass Medical School
Worcester Business Journal
Shelly Yarnie
YMCA of Central Massachusetts
Pam & Art Zorge

*indicates donor was part of $400,000 Stoddard Challenge Match!

Thank you to all Capital Campaign donors who helped to raise $4.6 million.
A special thanks goes to our esteemed Campaign Co-Chairs:

Doug and Diane Meystre
Ken and Mary Ellen Atchue

and the Stoddard Charitable Trust for their generous $400,000 match!

Great care has been taken to include all donors as of June 30, 2018. Please call (508) 755-6455 if your name was inadvertently left off the list. Thank you.
Girls Inc. prepares girls with the space and opportunities they need to see themselves as leaders of positive change in their own lives, and in their communities.

89% of Girls Inc. of Worcester girls say that being at Girls Inc. has helped me think about my future.

Girls Inc. expands access to STEM education and prepares girls for college and future careers.

95% of Girls Inc. of Worcester girls plan on going to college.
# Financials

## Statement of Financial Position

### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$1,009,824</td>
<td>$986,546</td>
<td>$23,278</td>
</tr>
<tr>
<td>Capital Campaign Cash Account</td>
<td>$430,200</td>
<td>$75,702</td>
<td>$354,498</td>
</tr>
<tr>
<td>Contributions Receivable</td>
<td>$95,311</td>
<td>$95,645</td>
<td>$(334)</td>
</tr>
<tr>
<td>Prepaid Expenses &amp; Other Assets</td>
<td>$600,032</td>
<td>$1,073,428</td>
<td>$(473,396)</td>
</tr>
<tr>
<td>Land, Bldg &amp; Equipment Net</td>
<td>$3,837,213</td>
<td>$3,456,185</td>
<td>$381,028</td>
</tr>
<tr>
<td>Capital Pledges</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prepaid Expenses &amp; Other Assets</td>
<td>$22,988</td>
<td>$24,163</td>
<td>$(1,175)</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$12,406,263</td>
<td>$11,697,338</td>
<td>$708,925</td>
</tr>
</tbody>
</table>

### LIABILITIES & NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable &amp; Accrued expenses</td>
<td>$146,930</td>
<td>$256,535</td>
<td>$(109,605)</td>
</tr>
<tr>
<td>Restricted Funds</td>
<td>$2,230,128</td>
<td>$2,327,848</td>
<td>$(97,720)</td>
</tr>
<tr>
<td>Other Unrestricted</td>
<td>$10,029,205</td>
<td>$9,112,955</td>
<td>$916,250</td>
</tr>
<tr>
<td>Total Liabilities &amp; Net Assets</td>
<td>$12,406,263</td>
<td>$11,697,338</td>
<td>$708,925</td>
</tr>
</tbody>
</table>

## Statement of Activities

### Support and Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Fees, UW support, other revenue</td>
<td>$784,941</td>
<td>$600,121</td>
<td>$184,820</td>
</tr>
<tr>
<td>Grants and Contributions</td>
<td>$427,030</td>
<td>$429,357</td>
<td>$(2,327)</td>
</tr>
<tr>
<td>Capital Campaign Contributions</td>
<td>$893,628</td>
<td>$607,723</td>
<td>$285,905</td>
</tr>
<tr>
<td>Interest, Dividend, and Investment Gain</td>
<td>$261,992</td>
<td>$192,719</td>
<td>$69,273</td>
</tr>
<tr>
<td>Unrealized loss on Investments</td>
<td>$180,495</td>
<td>$388,549</td>
<td>$(208,054)</td>
</tr>
<tr>
<td>Loss on Disposal of Equipment</td>
<td></td>
<td>(19,018)</td>
<td>$19,018</td>
</tr>
<tr>
<td>Total Support and Revenue</td>
<td>$2,548,086</td>
<td>$2,199,451</td>
<td>$348,635</td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>$1,264,777</td>
<td>$1,165,422</td>
<td>$99,355</td>
</tr>
<tr>
<td>Support services</td>
<td>$452,479</td>
<td>$401,957</td>
<td>$50,522</td>
</tr>
<tr>
<td>Payment to GI national</td>
<td>$12,300</td>
<td>$12,000</td>
<td>$300</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>$1,729,556</td>
<td>$1,579,379</td>
<td>$150,177</td>
</tr>
</tbody>
</table>

### Increase (decrease) in Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase (decrease) in Net Assets</td>
<td>$818,530</td>
<td>$620,072</td>
<td>$198,458</td>
</tr>
</tbody>
</table>
The leadership of the Girls Inc. Board of Directors and staff ensures all girls in central Massachusetts have opportunities to be STRONG, SMART and BOLD.

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- Alicia M. O’Connell  
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- Brianne M. Tangney  
  1st Vice President
- Kenneth F. Atchue  
  Treasurer
- Steven A. Thebodo, CPA  
  Assistant Treasurer
- Amy Borg  
  Secretary
- Diane M. Giampa  
  Human Resource Liaison

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- Ariana Dello Stritto
- Denise Greenwood
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- Anne McCarthy
- Meaghan McCarthy
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- Kathy Odgren
- Heidi Paluk
- Anthony Papagni
- Kenia Sanchez
- Terry Szydlik

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- Helen P. Koskinas
- Valerie S. Loring
- Mary McShea
- Stella Mingolla
- Mary Jane (Jid) Sprague
- Sarah H. Williams
Thank you to all of our friends, corporators, and donors who help us deliver high-quality programming for our 1,100 girls.

Great care has been taken to include all donors as of June 30, 2018. Please call (508) 755-6455 if your name was inadvertently left off the list. Thank you.
Thank you for your support of our mission and our Girls!