

Girls Inc. of Worcester 2018-2019 Annual Report



Inspiring all girls to be
STRONG, SMART and BOLD!



Dear Friends,

Building on the successful culmination of our Capital Campaign and Strategic Direction, the theme for this year aligns with the vision and goal of Girls Inc. National. *How do we reach more girls and serve them with impact?*

Through a thoughtful and collaborative process, focus groups representing a variety of community stakeholders developed the basis for our Board-Approved Key Strategic Priorities through 2021. They are:

GROWTH: Develop a deliberate and sustainable growth plan that increases the number of girls comprehensively served and allows for the expansion of programs to reach new girls.

CAPITAL IMPROVEMENTS: A focal point of the next phase of renovation includes the Saint-Gobain Technology Center, which is being built to close the gap of the digital divide. It will give every girl access to the technology she needs to be successful today for academic support— and tomorrow for higher education and workplace readiness.

INFRASTRUCTURE: Ensure the relevant infrastructure is in place or planned for to enable the organization to be inclusive, data driven, performance-oriented, and financially sustainable as well as a key community influencer.

AWARENESS: Continue to strengthen our brand perception by ensuring we maintain a leadership role in advocating for girls in our local community.

Accomplishments in FY18-19 continue to strengthen and increase the organization; and while high school graduation is just one measure of success, we believe it is a BIG one. We have thrown a College Shower and Eureka! graduation for the past 3 years to celebrate girls who have been longitudinal participants of our signature programs for a minimum of 5 years. Cumulatively, 54 of our high school graduates have accomplished the extraordinary:

- **100% graduated high school and enrolled in secondary education;**
- **Received over 230 acceptance letters to colleges and universities, including 5 IVY League schools;**
- **Awarded over \$3.6 million in scholarships, including 16 full-pay awards;**
- **Nearly 50% are the first generation in their family to go to college;**
- **70% 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 role in making a difference in the lives of girls and the community in which we live and work.



Board President



Chief Executive Officer

A new playground, buddy bench, and outside clean up were part of a massive volunteer project in April 2019. Our girls and staff are so thankful to the more than 100 individuals and dozens of companies who created this amazing play space. This project was made possible through Working 4 Worcester, Consigli Construction, Saint-Gobain, Mass Service Alliance, and Worcester State University Enactus, along with dozens of volunteers.



Thank You to our Supporters—Program and Operations

\$50,000 +

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

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“WITH YOU IN HER CORNER”

Capital Campaign Donations

\$1,000,000+

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Financials

Statement of Financial Position:

ASSETS

	2019	2018	Variance
Cash & Cash Equivalents	\$ 1,687,909	1,440,024	247,885
Pledges receivable, net	\$ 180,711	357,179	(176,468)
Grants and other receivable	\$ 104,734	95,311	9,423
Prepaid Expenses & Other Assets	\$ 31,081	22,988	8,093
Land, Bldg & Equipment Net	\$ 3,772,227	3,837,213	(64,986)
Investments	\$ 5,850,243	5,490,652	359,591
Beneficial Interest in Trust	\$ 923,784	920,043	3,741
Pledges Receivable, non current	\$ 19,292	242,853	223,561
Total Assets	\$ 12,569,981	12,406,263	163,718

LIABILITIES & NET ASSETS

Current Liabilities (accts. payable, accrued expenses, deferred revenue)	\$ 179,935	146,930	33,005
Restricted Funds	\$ 2,138,029	2,155,584	(17,555)
Other Unrestricted	\$ 10,252,017	10,103,749	148,268
Total Liabilities & Net Assets	\$ 12,569,981	12,406,263	163,718

Statement of Activities:

REVENUE & OTHER SUPPORT

United Way of Central MA	\$ 163,796	201,749	(37,953)
Grants and contribution revenue	\$ 882,620	637,811	244,809
Program fees and registration fees	\$ 334,711	345,962	(11,251)
Capital campaign contributions	\$ 115,064	893,628	(778,564)
In-kind contributions	\$ 43,679	17,524	26,155
Rental Income	\$ 7,620	8,925	(1,305)
Dividends and interest income (net of fees)	\$ 211,648	176,493	35,155
Total Support & Revenue	\$ 1,759,138	2,282,092	(522,954)

EXPENSES:

Program services	\$ 1,407,713	1,264,777	142,936
Support services	\$ 399,050	452,479	(53,429)
Payment to GI National	\$ 12,620	12,300	320
Total Expenses	\$ 1,819,383	1,729,556	89,827
Change in net assets from operating activities	\$ (60,245)	552,536	(612,781)

NONOPERATING ACTIVITIES:

Gain on sale of property and equipment	\$ 24,500	-	24,500
Investment return, net	\$ 162,717	221,580	(58,863)
Change in beneficial interest in trust	\$ 3,741	44,414	(40,673)
Total nonoperating activities:	\$ 190,958	265,994	(75,036)
Change in net assets	\$ 130,713	818,530	(687,817)

NET ASSETS-BEGINNING	\$ 12,259,333	11,440,803	818,530
NET ASSETS-ENDING	\$ 12,390,046	12,259,333	130,713

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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.



The EUREKA! program changes lives, and our results prove it! Since 2017, 100% of participants graduated from high school; 100% were accepted to college; 72% planned on declaring STEM related majors; and more than \$3.6 million was awarded in scholarships, including 16 full pay.

Girls Inc.
EUREKA!





New York artist Alice Mizrachi created a mural in the gym this past April. Alice led a workshop with our girls to help envision the mural and for inspiration, she used their thoughts on what it means to be STRONG, SMART, and BOLD.

The mural, gym renovation and new equipment was made possible with support from the Greater Worcester Community Foundation Creative Spark grant, City of Worcester CDBG grant, Dick's Sporting Goods, and Boston Scientific mini-grant.

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Great care has been taken to include all donors as of June 30, 2019. 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!



Girls Inc. of Worcester
125 Providence Street
Worcester, MA 01604
www.girlsincworchester.org
(508) 755-6455

