



# Growth Through Learning

## August 2009 Indicators Report

In August 2009, our summer fundraising campaign entered a very active phase, with a deadline of August 31 for donors to make the match set up by the Board. We therefore see much higher revenue for this August than for last August. We attracted 19 new donors this month, many of them online, and received 16 contributions from existing donors.

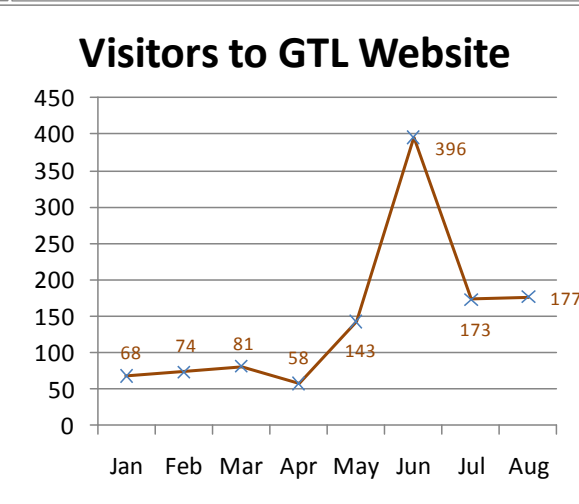
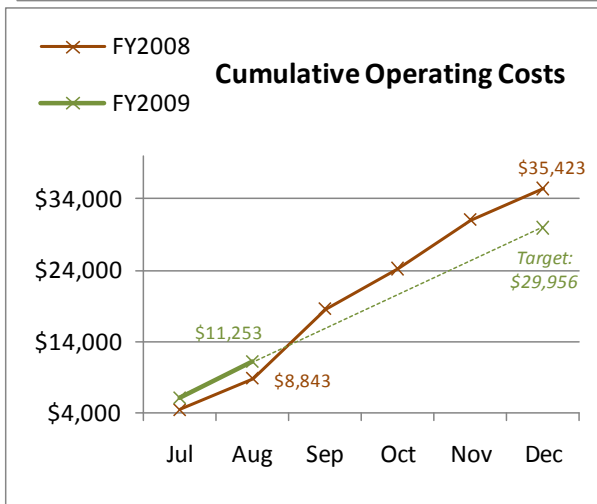
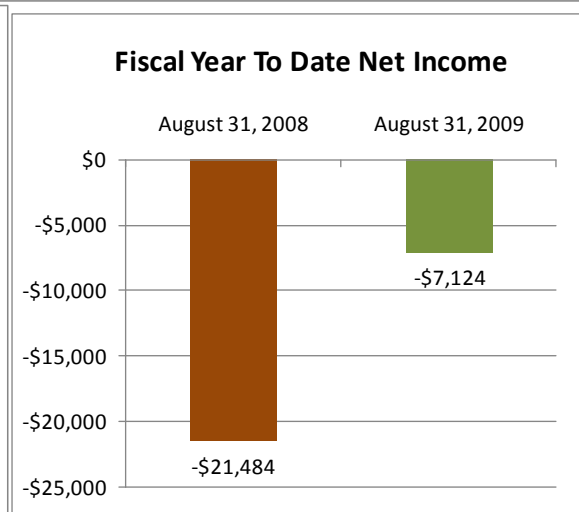
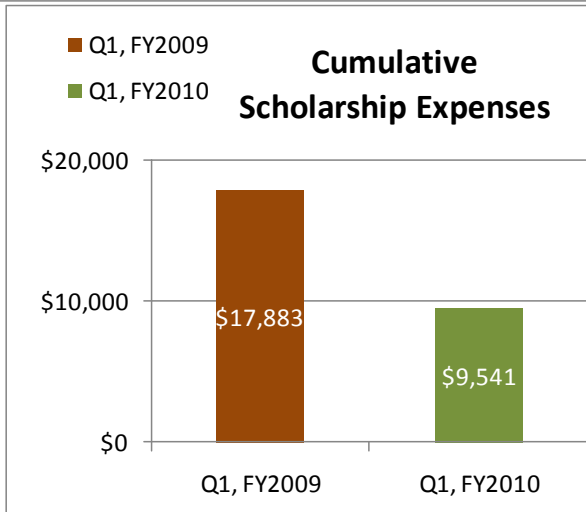
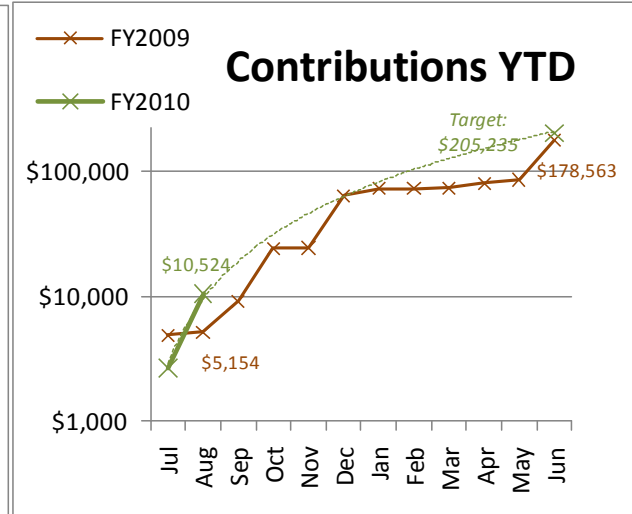
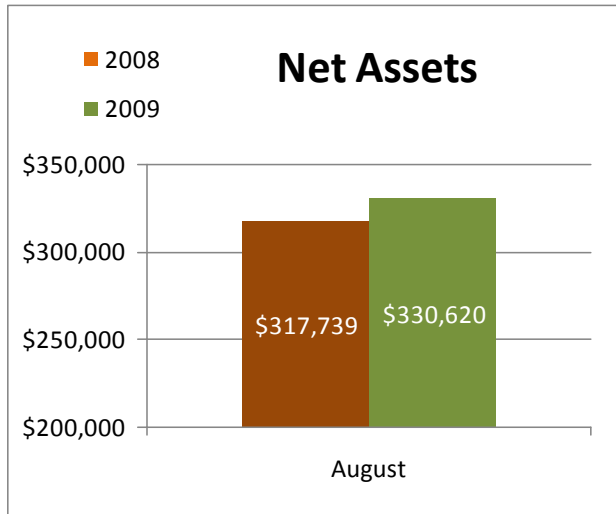
On the expenses side, the only significant items apart from salaries were buying some floor mats for the office, and having to call an electrician out to fix the electrical wiring.

I was away on vacation for the second half of the month, but our new office assistant Cynthia continued to collect and deposit donations and to respond to enquiries from the public.

Please contact me at [execdir@growththroughlearning.org](mailto:execdir@growththroughlearning.org) or 781-258-2936 if you have any questions.

**Alex Marthews, Executive Director, 09/04/2009.**

SUMMARY INDICATORS, AUGUST 2009



## Narrative

*The six charts above contain information as follows.*

*The first chart, "Net Assets", tells you how much money GTL has minus all our debts, including all our investments. The second chart, "Contributions YTD", shows how our contributions so far this year (FY2009) compare to the contributions up to this point in the last financial year (FY2008). It now includes a trendline so that you can monitor progress toward our goal in the budget. This month, in order to make clear our performance in the early part of the year when the sums involved are smaller, I have converted the y-axis from an arithmetic to a logarithmic scale. "Contributions" include all of GTL's income that is not interest and not the proceeds of investments.*

*"Cumulative Operating Expenses" include all other non-scholarship costs, like office expenses, salaries and travel expenses. A trendline is also included here. "Cumulative Scholarship Expenses" shows how much we have been spending on scholarships. "Fiscal Year To Date Net Income" shows our total income (including contributions, interest and proceeds of investments) over the course of the fiscal year so far, minus our total expenses. "Visitors to Website" is information on absolute unique hits to [www.growththroughlearning.org](http://www.growththroughlearning.org), tracked via Google Analytics.*

Most of the trends for the fiscal year so far are looking good. Our net assets are higher than this time last year; our contributions are a little higher than what we need to meet our targets. Scholarship expenses are lower, because fewer girls than expected applied; I am following up with Sister to try to get more qualified applicants. Our operating expenses are higher than they were this time last year, partly because of my working more hours, but also because we front-loaded our office expenses to have enough stationery for the summer campaign. Our year-to-date net income is less negative than at the same time last year, through a mix of better fundraising and lower scholarship expenses. Visits to our website seem to have settled at roughly 250% of where they were before we revamped the website.

## Donor Report for August 2009

There were many new donors (19) this month, putting us well on our way to meeting the Strategic Plan goal of 30 new donors during all of FY2010. This is partly because we explicitly solicited new prospects for the first time in a while, partly because Beverly wrote a successful letter to her vendors asking for donations, and partly because I have begun systematically to exploit my own social network.

\* GTL Board member

† From Alex's social network

### Repeat Donors [16]

Alexandre, Beverly*	Lynch, Jeanne*	Sarantakis, Anthony and Vera
Cronhardt, Bruce	Mathews, Alex† and Tucker, Catherine	Van Liew, Francesca
Gamache, Joyce	McCarthy, Eugene and Barbara	Whiting, Roger*
Hallowell, Roberta and Thor	Nash, Catherine*	Zeman, Louis
Jenson, Richard* and DeLeeuw, Patricia	Nielsen, Judith* and Carl	Zukas, Lynn and Pete
Larsson, Bjorn and Sylvia		

### New Donors [19]

Hackbarth, Allison	Law, David†	Harvey, Jesse
Nistor, Cristina	Oswald, Andrew and Torok, Juli†	Greene, Robert
Peet, Creighton	Hamnett, Lucy†	Callahan, Edward
Szczepanik, Mary†	Levick, Kate†	Uhlir, Ingeborg†
Agard, Matt†	Quah, Lilian†	Nickerson, Catherine
Hessenbruch, Arne	Tucker, Christina†	Walsh, James
Ang, Nicole†		

If you as a board member recognize any names not from my own network, please contact them to thank them. All contact details are available from Alex if you need them.

### Donors in August 2008 who have not donated between then and 10/13/09 ("Dropout Donors") [4]

Bowers, Fred	Moran, Emilie
Duval, Joanne	Schene, Michael

If you as a board member recognize any of these names and are willing to contact them to urge them to recommit to GTL, please let Alex know. I have recently spoken to Fred Bowers on another issue.

## Backup Information

PROFIT & LOSS REPORT, AUGUST 09 vs AUGUST 08		Aug 09	Aug 08
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
	<b>Contributions Income</b>	\$7,849	\$260
	<b>Interest &amp; Other Income</b>	\$149	\$69
	<b>Total Income</b>	\$7,998	\$329
<b>Expense</b>			
<b>Operating Expense</b>			
	<b>Bank Service Charges &amp; Fees</b>	\$156	\$66
	<b>Board &amp; Staff Education</b>	\$55	\$183
	<b>Dues and Subscriptions</b>	\$27	\$0
	<b>Equipment &amp; Equipment Repair</b>	\$185	\$0
	<b>Office Supplies</b>	\$342	\$82
	<b>Newsletter Layout &amp; Web Page</b>	\$0	\$566
	<b>Payroll Services</b>	\$39	\$49
	<b>Postal Service</b>	\$220	\$0
	<b>Rent</b>	\$0	\$400
	<b>Salary &amp; Taxes - U.S. Staff</b>	\$4,148	\$2,895
	<b>Travel</b>	\$0	\$138
	<b>Utilities</b>	\$0	\$25
	<b>Total Operating Expense</b>	\$5,172	\$4,404
	<b>Scholarships</b>	\$0	\$0
	<b>Total Expense</b>	\$5,172	\$4,404
	<b>Net Income</b>	\$2,826	-\$4,075

BALANCE SHEET, AUGUST 2009		Aug 31, 09	Aug 31, 08
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
	Checking Account (...0493)	-\$2,029	\$44,208
	Sovereign Savings (...8224)	\$161,329	\$104,699
	Countrywide Bank CD (0920)	\$0	\$685
	Countrywide Bank CD (0896)	\$0	\$1,233
	Wainwright Bank (1664)	\$96,271	\$0
	Wainwright CD (1062)	\$66,959	\$0
	Tanzania Account (Exim Bank)	\$1,830	\$1,830
	Uganda Account (Centenary Bank)	\$13	\$0
	Petty Cash	\$65	\$100
	<b>Total Checking/Savings</b>	<b>\$324,439</b>	<b>\$152,755</b>
Other Current Assets			
	Morningstar Investment Services	\$33,558	\$165,731
	Valuation allowance	-\$27,378	-\$747
	<b>Total Other Current Assets</b>	<b>\$6,181</b>	<b>\$164,984</b>
	<b>Total Current Assets</b>	<b>\$330,620</b>	<b>\$317,739</b>
<b>TOTAL ASSETS</b>		<b>\$330,620</b>	<b>\$317,739</b>
<b>LIABILITIES &amp; EQUITY</b>			
Equity		\$337,660	\$338,750
	Retained Earnings	-\$7,040	-\$21,011
	Net Income	\$330,620	\$317,739
	<b>Total Equity</b>	<b>\$330,620</b>	<b>\$317,739</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>\$330,620</b>	<b>\$317,739</b>
+Uncorrected additional amount in Tanzania bank account		\$21,979	\$0