

The page features a decorative design with three large, overlapping circles in shades of orange and brown, arranged in a diagonal line from the top right to the bottom right. Two thin orange lines cross the page diagonally, one from the top left to the bottom right, and another from the top right to the bottom left.

Growth Through Learning

November 2009 Indicators Report

November 2009 was occupied largely by planning out the winter fundraising campaign, which swung into action in the third week. By November 24, we were beginning to receive a few donations, but as with last year most came in December.

I'm debuting a new section of the Indicators Report, at President Donna's request, which will report in more detail about my activities over the course of the month. You'll find it on the next page.

Please contact me at execdir@growththroughlearning.org or 781-258-2936 if you have any questions.

Alex Marthews, Executive Director, 01/20/2010.

STAFF REPORT, NOVEMBER 2009**Finance and Administration**

November began with the news that the wife of our auditor, Steven P. Richer, had unexpectedly passed away. This terrible blow delayed the scheduled meeting with him to move forward our audit, through into the middle of December. On November 9, I discovered that our bookkeeper last year, Richer's employee, had been arraigned on charges of embezzlement from the Worcester Boy Scouts, so I took steps to make sure that we had not suffered any losses while our books were in her care. We had not. I prepared the Indicators Report for the first quarter for the Finance Committee, which met on November 17, and sent it out to the full Board on November 18. Following on from Board decisions in October, I designated a "Primary Cash Reserve" and put one year's scholarship budget in it. Setting up the "Secondary Cash Reserve" will have to wait till our Wainwright CD matures in late January.

Development and Publicity

I finalized the GTL newsletter and sent it to the printers. Then, the Development Committee and I met at Ken's Steakhouse in Framingham, to consider further how to run the winter fundraising campaign. I drafted and circulated to the Committee a fundraising letter, which was sent out with the newsletter (print run \$400, \$1 each) or with brochures in mid- to late-November. Beverly's firm generously volunteered to stuff envelopes. Beverly invited me to attend a high-level NPR fundraiser on Beacon Hill, where we spread the word about GTL. Following a suggestion from Jeanne, I researched a few new potential foundation sources, but none bore fruit. Richard planned to send out a fundraising letter to his friends and colleagues; I helped him with the drafting, and it was sent out in mid-November. His letter ultimately resulted in over \$2,000 in donations to GTL. On November 5, I gave a press interview to a local reporter, which resulted in a favorable front-page writeup about GTL in the Medford Transcript, that was also reprinted in other local papers. It's still available at <http://www.wickedlocal.com/medford/news/x1755557210/Growth-Through-Learning-helping-African-girls-receive-education>. For an interested donor, I created a summary analysis of the nursing qualification system in each country. I also called up a couple of donors a week to thank them for having donated.

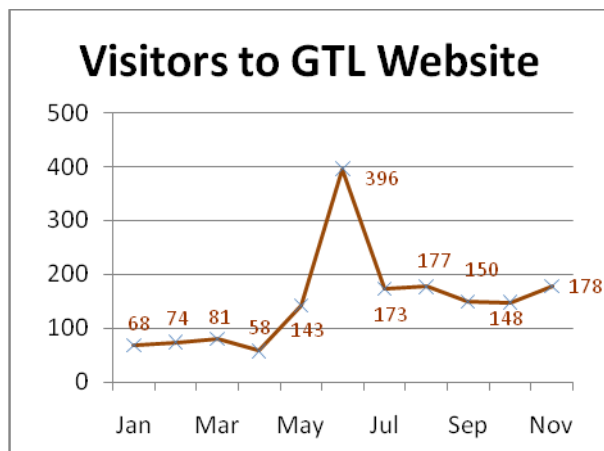
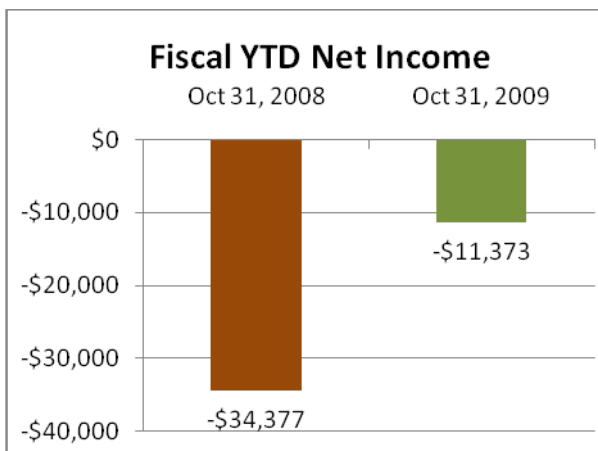
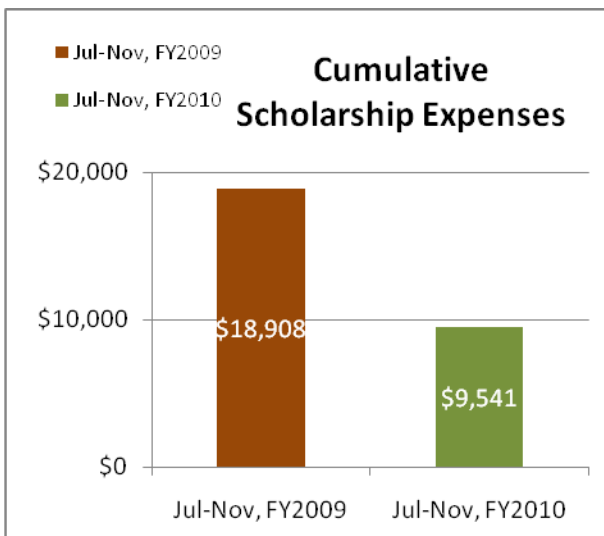
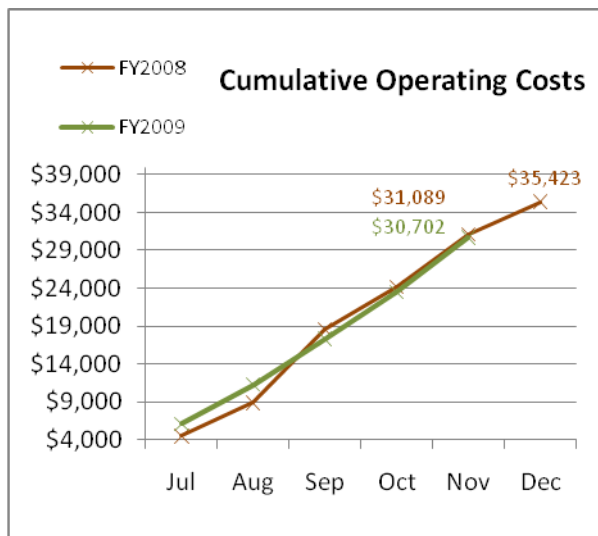
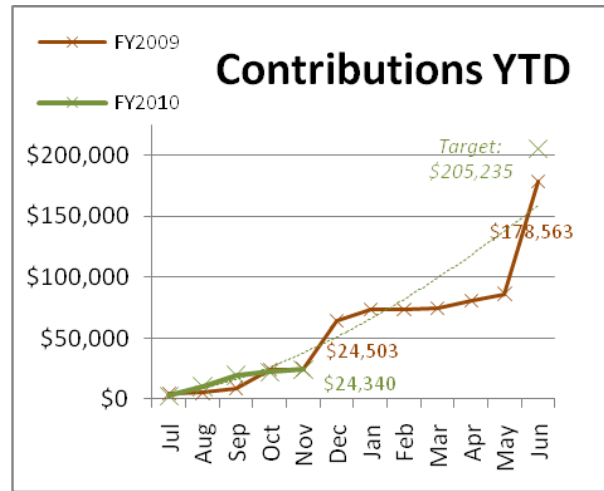
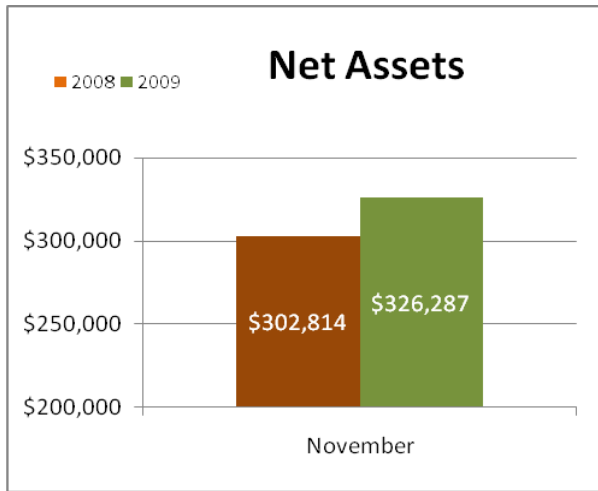
Scholarships and the GTL Graduate Task Force

The Scholarships Committee (Nancy Dougherty, Chair; Jeanne, Judith, Catherine and new member Martin Katamba) and I met at Nancy's house in Newton on the evening of Friday November 6. We welcomed Martin, who was born in Uganda and used to serve on the board of the nonprofit I used to work for. We had a productive discussion, focusing on what policies to follow in the different countries regarding accepting applicants for vocational and university education. I had spent a lot of time that week finishing up the results of a small study into our graduation rates in each country. I also later in the month used my graduation rates survey to follow up with the coordinators about why girls who had dropped out at "unusual" times had done so, and whether anything could be done to get them back into education. We also set the precise budgets for each country for scholarships this year. If you're interested, I can send you the minutes of the meeting – please let me know.

I worked with the Graduate Task Force (Mary Schwartz, Chair; Donna, Creighton, Jeanne, Nancy Wilber and Mary Ann Millsap) to draft survey instruments for the girls to fill out at the November 28 reunion event of all GTL girls in Uganda. That event was a great success: Judith and I called in, and it was attended by 130 current girls and alumnae. I also drafted a letter from GTL USA to be read to the girls at the meeting. I wired Sister Salome \$1,465 to cover the costs.

I spent the week of Thanksgiving on Anna Maria Island in Florida, with my family and my in-laws.

SUMMARY INDICATORS, NOVEMBER 2009



INDICATORS NARRATIVE, NOVEMBER 2009

In November of last year, we received no donations all month. This November was a little better, with us receiving \$2,210 in donations. Our overall position for the fiscal year to date is more or less identical to what it was last year.

Our **net assets** are around \$24,000 higher than one year ago. The board's aim this year, as decided at the October board meeting, is to decrease our net assets somewhat, by funding more scholarships, because we have too much money sitting around not achieving our mission, but there is no scholarships activity in November.

Our **contributions** are fractionally lower than they were at this time last year, by around \$150.

Our **cumulative operating expenses** so far this fiscal year are around \$400 less than they were this time last year. As I noted last month, we won't meet our goal of only spending around \$30,000 in operating expenses in the first six months of the year, and it's likely that by year's end, we will have spent around \$70,000 in operating expenses. The major nonsalary expenses in November were \$1,465 wired to Sister Salome to defray the expenses of the girls' event, and \$816 paid to Troy Thompson's firm for website updates over the course of many months.

Our **cumulative scholarship expenses** so far this fiscal year are still only \$9,541, much lower than last year's; but we are still expecting to spend the full scholarship budget by fiscal year end in June.

Our **net income** so far this fiscal year continues to be much higher than last year, chiefly because last year there was an unusual, \$32,000 loss in the value of our mutual fund investments. There was a net loss in November itself of \$4,548, because our donations were low and our costs were quite high.

Visits to the GTL website during November rose a little, to 178 unique hits versus 148 in October. I expect that this is due to increased interest in websites like ours as the holiday season begins.

DONOR REPORT, NOVEMBER 2009

Though this was a quiet month for donations, there are a couple of things to note. We had two new donors, one through Roger and one through me. A donor who came to us first in the summer gave again in response to our winter campaign, giving \$1,000. The proportion of donors who give electronically continues to rise.

[£] From Alex's social network

Repeat Donors [8]

Beales, Ross
Brock, James
Laprade, John

Mahoney, John and Ann
McCarthy, Eugene and
Barbara

McWilliams, Carol and James
Ryder, Marie and William
Uhlir, Ingeborg

New Donors [2]

Lambrecht, Anja and Jan-
Stefan[£]

Papadopoulos, Pagona

Donors in November 2008 who have not donated between then and 01/20/10 ("Dropout Donors") [2]

Not applicable – no donors in
November 2008.

BACKUP INFORMATION, NOVEMBER 2009

PROFIT & LOSS REPORT, NOVEMBER 2009		Nov 09
Ordinary Income/Expense		
Income		
Contributions Income		2,210.00
Interest Income		59.79
Other Income		356.13
Total Income		2,625.92
Expense		
Operating Expense		
Bank Service Charges & Fees		121.30
Coordinators' Expenses		1,465.00
Internet, Telephone, FAX		61.07
Meetings		14.00
Newsletter Layout & Web Page		816.06
Office Supplies		71.85
Payroll Services		45.90
Postage		21.81
Printing		408.91
Salary & Taxes - U.S. Staff		4,148.42
Total Operating Expense		7,174.32
Total Expense		7,174.32
Net Ordinary Income		-4,548.40
Net Income		-4,548.40

BALANCE SHEET, NOVEMBER 2009	Nov 30, 09	Nov 30, 08
ASSETS		
Current Assets		
Checking/Savings		
Sovereign Checking (...0493)	\$9,646	\$22,567
Sovereign Savings (...8224)	\$195,330	\$122,136
<i>(now designated as Primary Cash Reserve)</i>		
Wainwright Checking (...1664)	\$46,263	\$640
Wainwright CD (...1062)	\$66,959	\$0
Countrywide Bank CD (0920)	\$0	\$685
Countrywide Bank CD (0896)	\$0	\$1,233
Exim Bank - TZ	\$1,830	\$1,830
Centenary Rural Devel Bank Ltd	\$13	\$0
Petty Cash	\$65	\$100
Total Checking/Savings	\$320,106	\$149,191
Other Current Assets		
Morningstar Investment Services	\$33,558	\$166,198
Valuation allowance	-\$27,378	-\$12,575
Total Other Current Assets	\$6,181	\$153,623
Total Current Assets	\$326,287	\$302,814
TOTAL ASSETS	\$326,287	\$302,814
LIABILITIES & EQUITY		
Equity		
Retained Earnings	\$337,660	\$338,750
Net Income	-\$11,373	-\$35,937
Total Equity	\$326,287	\$302,814
TOTAL LIABILITIES & EQUITY	\$326,287	\$302,814