

2014 STAFF

Tracy Aguila, Communications Associate
 Hillel Bromberg, Director of Grants Development & Administration
 Stephanie Chery, Manager, Boston Sites
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 Robert Hildreth, Executive Director
 Michelle Murphy, Senior Manager of Program Facilitation
 Melanie Nuñez, Program Associate
 Lauren Piette, Senior Manager of Communications & Administration
 Elizabeth Drew Scholl, Director of Development
 Yiming Shuang, Senior Manager of Program Operations

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**2014
ANNUAL
REPORT**



Our Formula



SAVE

Recent national research shows the importance of saving toward higher education. Students with just \$500 or less saved for college are three times more likely to enroll and four times more likely to graduate college. These students develop a “college bound identity” that increases their academic achievement, high school graduation rates, and college enrollment rates.



LEARN

But saving is not enough. Savings rates tend to decrease over time unless bolstered by information and enthusiasm. Inversant adds personal connections with facilitators and other parents, and financial and social asset building. Inversant parents understand why they are saving: they are on the road to higher education, the ticket to a better life for their children and themselves.



COLLEGE SUCCESS

Inversant’s model works! There are about 220 Inversant Scholars currently studying in two- and four-year colleges. 89% of them are persisting year to year toward their degrees. The national average is closer to 60%. Our students stay in school because they have their families’ full support and encouragement, which was fostered through Inversant.

Inversant is committed to helping the entire family invest in higher education. Through our effective combination of savings incentives, financial savvy, and ongoing support, families become conversant (knowledgeable) and fully engaged in what it takes to apply to, pay for, and succeed in higher education. Ultimately, this shared investment and expanded understanding moves not just the child, not just the family, but the whole community, forward.

Dear friends,

In January 2015, FUEL Education celebrated its sixth birthday. Over those years, we have built a successful model for achieving higher education through family engagement...and changed thousands of lives in the process. Empowered by the experience and achievements of our first six years, we are now ready to expand our model and increase our impact through new online tools and even more community partnerships.

As we plan for growth and for even more success, we want to make sure we have the most appropriate and unique name possible. We want a powerful, memorable name that will fit us now and years into our future. In September of 2015 we officially launched our new name Inversant.

Inversant spent 2014 expanding. We work with more parents than ever, and they have opened more college savings accounts for more children. We have increased the number of families we reach by offering our program to parents of PreK-12 children. We have enlarged our board of directors so we have additional expertise and guidance, and added a staff member who focuses on online communication with Inversant families.

Other milestones follow thick and fast. We became a partner of the national 1:1 Fund, and with their help, conducted our first—and very successful—Giving Tuesday campaign, resulting in more individual supporters than ever before. Inversant was featured in several public events and news stories, including a major story in the Boston Globe. Perhaps most importantly, I am delighted to report that the first cohort of Inversant student alumni graduated from college and started their careers, which is truly the culmination of all of our and their hard work.

This report will show you the highlights of the year and I hope you take a few minutes to share our pride and enthusiasm. Behind every one of these accomplishments are three key elements: hours of work by our dedicated staff, the deep commitment of program parents who are so eager and motivated to move their children toward higher education, and the energy, enthusiasm, and dedication of all of our supporters.

Thank you so much for making Inversant’s remarkable 2014 expansion possible.

Sincerely,

Robert Hildreth
Founder & Executive Director

Our Numbers



800

FAMILIES



1,000

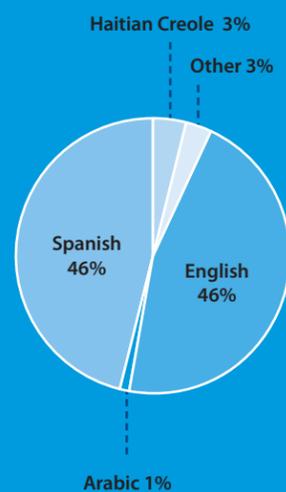
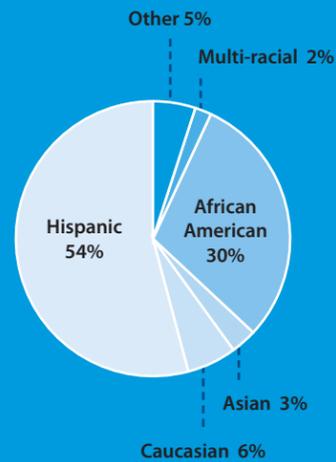
COLLEGE SAVINGS ACCOUNTS



700,000

IN SAVINGS

DEMOGRAPHICS



220+

STUDENT ALUMNI ENROLLED IN HIGHER EDUCATION



89%

OF STUDENT ALUMNI ARE PERSISTING IN HIGHER EDUCATION



15

COLLEGE GRADUATES

Q&A with Angela Mota



Tell us about your family's participation with Inversant.

My sister was part of the program along with her son. I have two sons and one daughter. I did not join Inversant with my two older kids because I didn't know about it yet. If I could go back in time I would definitely join for my sons. My daughter Victoria is a senior at Lynn Classical High School and we joined Inversant because she is in the La Vida Scholars program. Victoria is going to Union College in New York on a Posse Scholarship. She is interested in science and wants to study biology.

Can you tell me about your experience with Inversant?

I'm a single mother so I attend all of the meetings. All of the topics discussed at the workshops are very valuable and equally as important. I learned where to look to find resources I needed to help my daughter, like how to create a relationship with her guidance counselor. I learned about financial aid and what the FAFSA is and how to complete it. I now know about loans. I also learned about how community service is just as important as grades on the college application. When Victoria came home with an award letter, I was already familiar with what the letter looked like.

How much money have you been able to save so far?

I'm very close to my goal of \$1,800 and Victoria won't touch that until she needs it for college expenses like books. The savings piece was very important for me because I'm a single mother with three kids, but the knowledge and support I gained is worth much more than the savings.

Do you have advice you'd like to give to other families?

I run a day care and I tell the parents that they need to think about their kids' education now. They need to be involved with their academics and start saving so one day they will be able to join Inversant and send them off to college.

And what would you say to Victoria?

I'm just really happy for our accomplishments. I emphasize our because Victoria and I both wanted this and both worked to get it. As parents, we make the wings to give to our children so they can fly. Inversant has helped make Victoria's wings.

Our Impact



LA VIDA SCHOLARS

"My education expanded my knowledge, increased my love for learning, and most importantly, it taught me how to think. I've made my mother proud and I've told anyone and everyone that my degree is as much hers as it is mine."

*Meilyn Santamaria
with her mom Berta*

"The whole [college application] process can be overwhelming. Inversant really helped take the edge off. It's important to just take the time and go learn."

*Tinea Rochelle
with her son Malik*



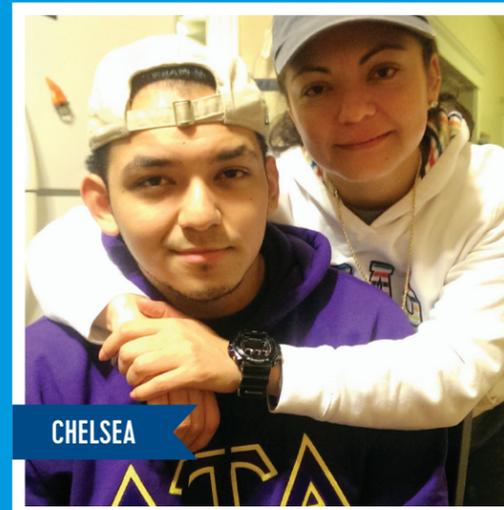
BOYS & GIRLS CLUBS OF BOSTON



KIPP ACADEMY

"Inversant gives us the information we need to make the most informed decisions. I know our daughter will work hard to reach her goals and I am happy that we have found a way to support her in doing that."

*Rosa Navarro
and Manuel Bonilla*



CHELSEA

"The biggest thing Inversant did for me was involve my family in the process. Inversant educated my mom and the fact that it catered to her by being in Spanish was huge."

*Bryan Guzman
with his mom Evelyn*

"I tell my son to look back at our lives and the broken pieces we can't put back together. With a good education and good head on your shoulders, you don't have to worry about that stuff. With Inversant as a family and support, my mind is more relaxed and prepared."

Winsome Francis with her son Rojae



TRINITY EDUCATION FOR EXCELLENCE PROGRAM



BOYS & GIRLS CLUBS OF BOSTON

"I spent many hours sitting at my computer alongside my parents filling out each line, double and triple checking each thing that I typed. By attending the Inversant meetings, my parents learned more about the college process and how it has changed since when they applied for schools. Things are different now."

Julia Santos with her siblings Jeffrey and Jasmine and her parents Jeffrey and Carmen

Our Highlights



FEBRUARY

In February, Inversant's board member and former mayoral candidate John Connolly spoke to parents about the importance of saving for college during our Learning Circle in Chelsea. John formally joined our board in March.

MAY

In May, Inversant Scholar Stephanie Martinez was awarded the Inversant Compact Scholarship to Boston University, amounting to \$40,000 over four years. Stephanie said that when she found out about the award, "my mom was very proud and cried a lot [...] it was a very big moment and a huge achievement for both of us."



MAY

Inversant's first class of student alumni graduated from college in May 2014. Beruk and Filimon Kiros, who graduated from UMass Amherst, were among the group of Inversant grads.

SEPTEMBER

In September, Bob Hildreth appeared on Boston Neighborhood Network News to discuss the roll-out of Inversant's early savers program. The new initiative gave parents of K-8th grade students access to Inversant's traditional college savings account and college access curriculum through monthly newsletters, text messages, emails, and short videos.



OCTOBER

In October, Inversant participated in two presentations at the National Scholarship Providers Association's annual conference. Inversant first presented with our partner site La Vida Scholars about ways of increasing scholarship access among families like the Aguila family, pictured here. Inversant then joined Carl Rist of the 1:1 Fund and Faith Sandler of the Scholarship Foundation of St. Louis to discuss how Children's Savings Accounts can increase college access and attainability among low-income and first generation college families.

OCTOBER

In October, Tracy Aguila and Bob Hildreth appeared on Fox 25 Boston's nightly news to discuss how Inversant helps families save and prepare for college. Tracy's parents are graduates of the Inversant program and Tracy is a '14 alumna of Denison University. Later that month, Bob Hildreth spoke to a packed house at IDEAS UMass Boston 2014 about the need for a national college savings program.



DECEMBER

In December, Inversant launched its first online fundraising campaign with help from the 1:1 Fund. Inversant staff and participants promoted the event through fun photobooth shots like this one, which proved to be a big hit: including match funds from the 1:1 Fund, Inversant raised \$11,436!

Our Financials

STATEMENT OF FINANCIAL POSITION

ASSETS

Current Assets	\$176,075
Net Property & Equipment	\$33,854
Prepaid Expenses	\$4,933
Other Assets	\$339,005
Total Assets	\$548,934

LIABILITIES & NET ASSETS

Current Liabilities	\$305,572
Net Assets	\$243,362
Total Assets & Liabilities	\$548,934

STATEMENT OF ACTIVITIES

REVENUE & SUPPORT

Contributions	\$985,616
Donated Services	\$78,600
Interest Income	\$14
Total Revenue	\$1,109,230

EXPENSES

Program Services	\$654,529
Total Expenses	\$991,160
Change in net assets in 2013	\$118,070

Our Supporters

INDIVIDUALS

Tracy Aguila
 Joseph Alsop
 Chet Atkins
 Jeremy Berk
 Meghan Burke
 Alberto Calvo
 Robert Cashman
 Chih-Wei Chiu
 Sally Currier
 Katie Day
 Michael Douvadjian
 Paul Fonteyn
 Joe & Lynne Goodman
 Denis Hamboyan
 Roy & Sylvia Hammer
 Anne Hildreth
 Ben Hildreth
 Thomas Kingston
 Peggy Koenig
 Amanda Kraguljac
 Lan-Shuan Shuang
 Cristian Lopez
 Gaby Martinez
 Bruce Miller
 Joe & Eileen Mueller
 Louis & Elenne Najarian
 Michelle Piette
 Edward Potters
 Michael Reardon
 Richard Reidy
 Adrian Rodriguez
 Jon Rotenberg
 Michael & Ellen Sandler
 Elizabeth & Michael Scholl
 Mary Sears
 Yiming Shuang
 Patricia Simboli
 Claire Sorrenson
 Ed & Lynne Taff
 Michael Tuteur
 Jeffrey Yerkes
 Dave Zagunis

FOUNDATIONS

1:1 Fund
 Amelia Peabody Foundation
 Bushrod H. Campbell and Adah F. Hall Charity Fund
 Charles Hayden Foundation
 Chelsea Community Fund, Inc.
 Clipper Ship Foundation
 Foley & Lardner, LLP
 Forest Foundation
 Highland Street Foundation
 Hildreth Stewart Charitable Foundation
 Jane's Trust
 Mabel Louise Riley Foundation
 The Moses Kimball Fund
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