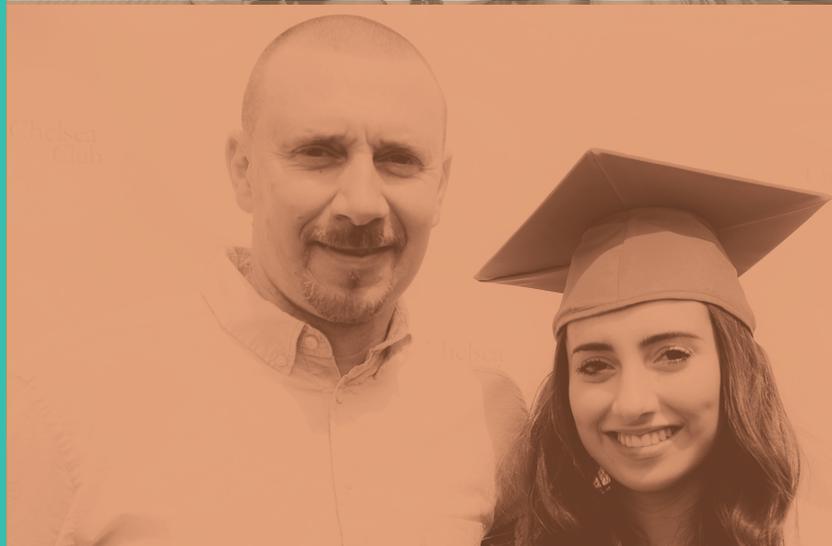




**inversant**

Empowering families to invest  
in higher education



**2015**  
Annual Report

# Letters



Dear Friends,

Were we successful in 2015? Yes, one family at a time. The families that come into our program have the burning desire to make things different for their kids, to build on their achievements in adding to their future. We were also successful in 2015 in cementing our relationship with our partners, the organizations that work with us to make our program possible. It's an expanding group of partners, now including Salem. Not only did we expand this year but we also changed our name. After six years under the name FUEL Education, we are moving into the future under the name Inversant. Our new name is unique, and is a composite of two words: the Spanish word "invertir" – to invest- and the word "conversant", meaning knowledgeable. We feel this name best represents our mission to ensure that every family has the resources and understanding they need to achieve their goal for higher education. In addition to our rebranding efforts, we were successful in 2015 by building a great leadership team headed by my friend Charlie. To all who help and wish us well, I say: Go Team!

Regards,

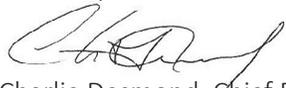


Robert Hildreth, Founder and Chairman of the Board

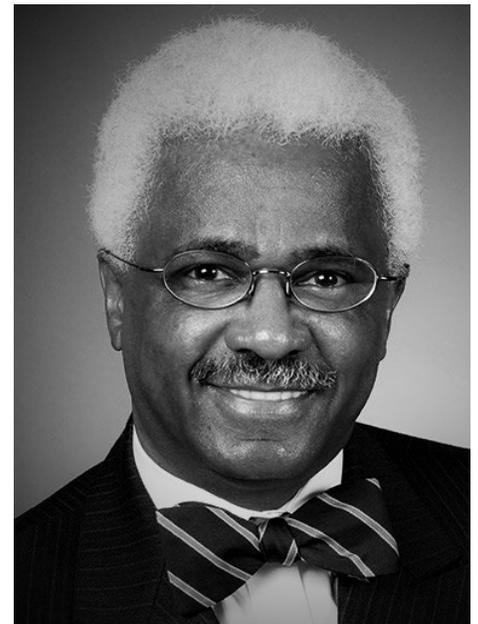
Dear Friends,

I am honored to be writing to you as Chief Executive Officer of Inversant. Having spent time on Inversant's board since 2011, I am excited to continue working with this incredible team to bring more Boston families the resources and knowledge they need to successfully save for college. We are not alone in this mission: the Massachusetts Senate has joined us in pursuing ways to help local families save by proposing a pilot College Savings Account program for low income residences in the FY17 Senate Budget. We applaud the Massachusetts Senate's groundbreaking appropriation, and are eager to see it succeed. Speaking of success, we have seen incredible achievement in our college persistence and graduation rates. Our students saw a 90% year 1 persistence rate, an 85% year 2 persistence rate, and a 71% 4-year college graduation rate. These numbers are far higher than state and national averages – a testament not only to our program's workability, but to the unyielding determination our students bring to their education and lives. We know 2016 will continue to bring exciting things to Inversant and our families.

With respect,



Charlie Desmond, Chief Executive Officer



# Our Mission

*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.*



# What We Do



## Investing in Higher Education

- Saving regularly
- Bonuses and incentives



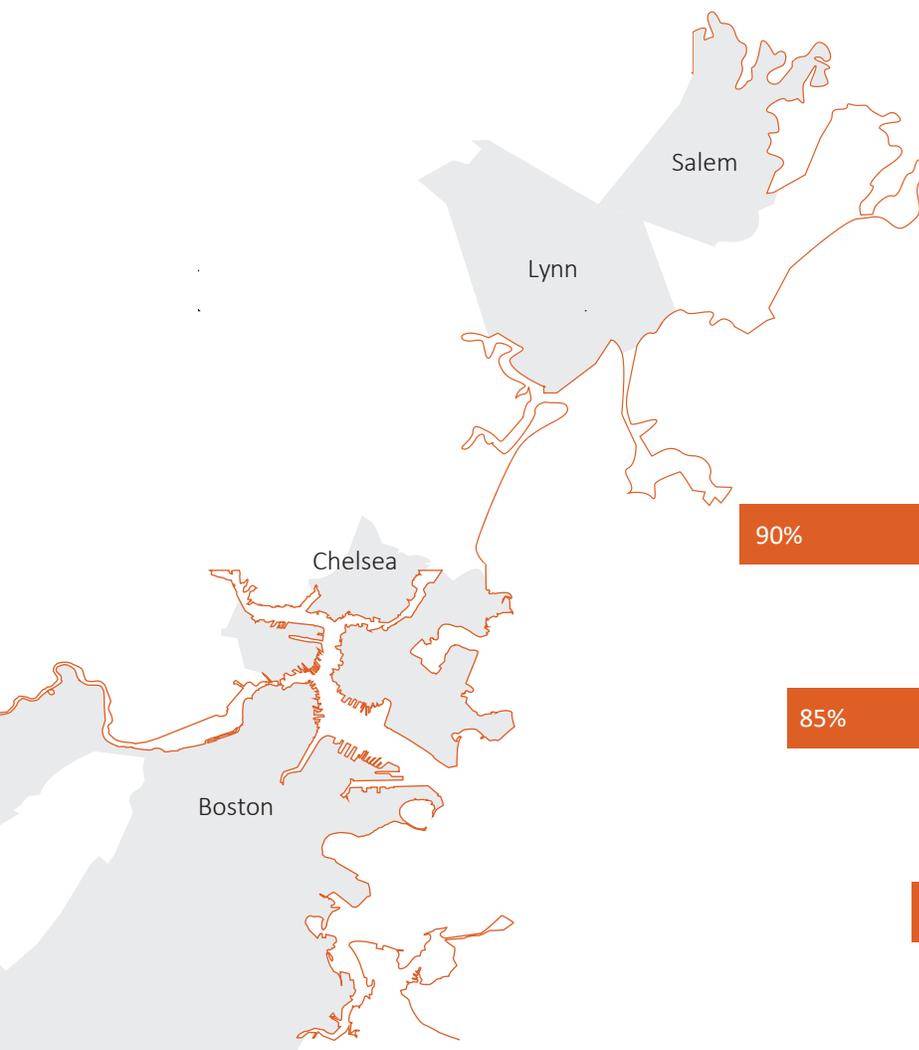
## Learning and Understanding

- Monthly workshops
- Online engagement

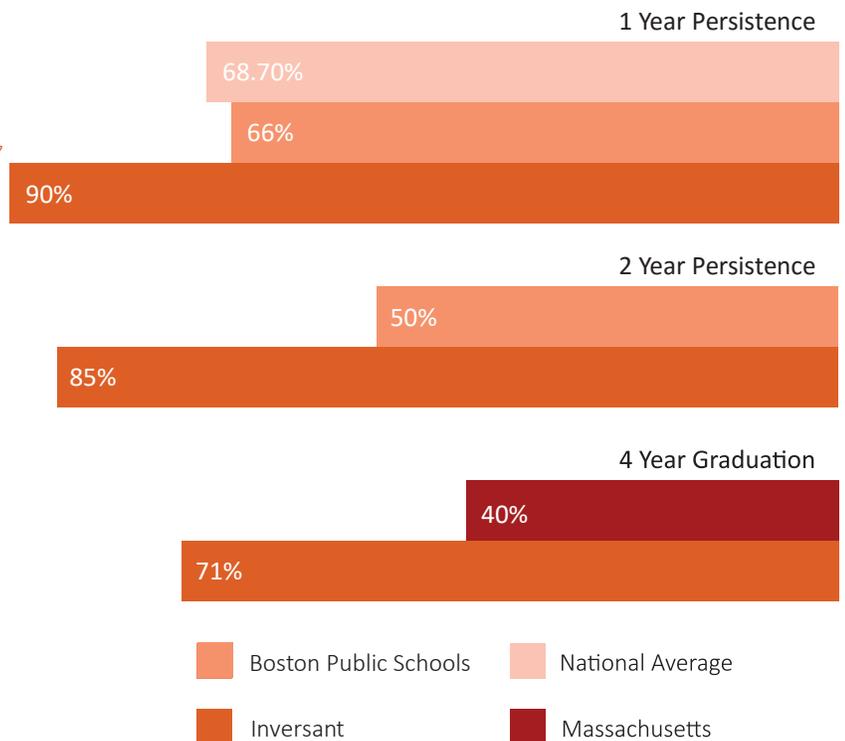


## College Success

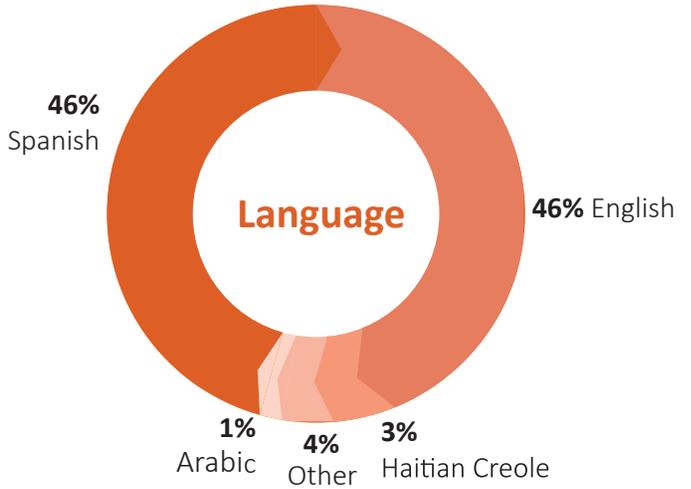
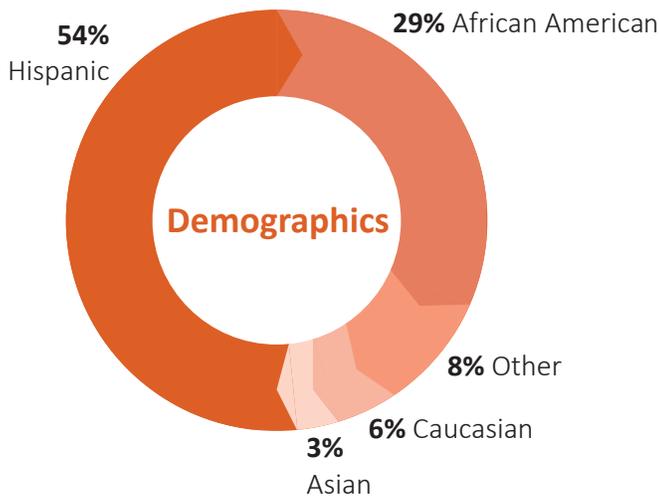
# Our Partners



## College Persistence & Graduation Rates



# Who We Serve



# Our Impact

Since 2009...



**1,000**

families are now part of our family at Inversant



**\$900,000**

saved towards higher education



**1,200**

students and accounts



**350+**

students are enrolled in college



**30+**

have successfully graduated college



**150+**

colleges & universities attended by Inversant scholars

# Our Families



## Parent

Claudia Suarez

## Student

July

## Class of

Lynn English High School, 2011

UMass Boston, 2015

Boston University, 2018

## Program

La Vida Scholars, Lynn

## Why Inversant?

July Suarez immigrated to the United States from Colombia with her family when she was two and a half years old. They settled in Lynn and got straight to work; her father worked two to three jobs at a time while her mother took care of the children. They had no clue what this [college application] process would look like, but they knew the ultimate goal for July was to have a better education. So, July's family joined Inversant when she was a sophomore to help July achieve her college dreams.

## Lessons Learned

July's mother Claudia champions the savings aspect of Inversant: "We saw that [saving for college] was necessary. It was like a little light that would guide us to college one way or another. It was a start and a mentality to have. It was so valuable to know about what resources are out there that we can use. When we came to this country and they spoke about Latinos graduating we were wowed and questioned how they did it since it's so expensive. I learned how to apply to programs that we never knew existed. We have always saved but knew we would never make enough but thank god for Inversant and other resources we learned about to help us get through."

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## Where are they now?

*July went on to not only graduate high school and college, but to speak at her UMass Boston Commencement and receive a full scholarship to Boston University Graduate School of Social Work. July hopes to go on to practice clinical social work in a setting that allows her to give back to her Latino community. "I wanted to make sure that someday I paid my parents back for their sacrifice in the form of a college degree."*

**Parent**

Nestor Falcon

**Student**

Sophia

**Class of**

Chelsea High School, 2015

UMass Boston, 2019

**Program**

Chelsea

## Why Inversant?

Coming from Uruguay with hopes of providing his children with the best education, Nestor tells us that Inversant has been a great guide in achieving that: “coming from a different country, everything is a lot different; there is a different system we needed to learn how to navigate”. Nestor and his family live in the city of Chelsea and have been participating in the program for over 4 years. Nestor shares that college always seemed out of reach for his family, but through Inversant he was able to learn about the different possibilities to make his children’s college dream come true.

## Lessons Learned

Nestor and his wife don’t have a higher education, but say that the best thing they can give their children is an education that will enable them to a better quality of life. Before joining Inversant, Nestor felt very uninformed and confused about the college process. Nestor says, “Inversant gave us a checklist of the things we had to learn about and do every year, it served as a great reminder to do things”. One of the most important things Nestor felt he learned is how to save. He tells us that the program showed him the value of saving and motivated him to actually take those steps in opening an account and save every month.

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### ***Where are they now?***

*Nestor’s older daughter, Sophia, has graduated the program and is currently a freshman at UMass Boston. She is majoring in Education and hopes to become a teacher. Facundo, Nestor’s youngest son, is currently a sophomore in high school and beginning to think about college.*

# Our Highlights

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## Organizational Advancements

### Name Change- new look, new website



### Inversant's First Publication

We published a research brief, *Building a CSA Program that Empowers Families to Invest in Higher Education* to share our best practices and enhance CSA research and policy nationwide.

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### Presented at The National Scholarship Provider Association

We were invited to present at their annual conference in Charleston, South Carolina. One of our most powerful incentives is our College Compact, in which we partner with universities to provide favorable financial aid packages to Inversant families. This presentation outlined the benefits and best practices of building a successful College Compact program.

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### Media Features

1. *"Savings program gives local students a head start on college"*  
-Jennifer Lefferts, Boston Globe
2. *"Seeding savings and hope for a college education"*  
-Yvonne Abraham, Boston Globe
3. Bob Hildreth, Inversant Founder, guest on WBZ's radio show, *Nightside* with Dan Rea

### New leadership

2015 was a critical year for our growth. As we reset the management team, we've brought on capable, invested and compassionate board members. We also have Charlie F. Desmond playing a critical role as the CEO of Inversant while founder, Bob Hildreth becomes the Chair of the Board of Directors. This team, including Yiming Shuang, Director of Operations and Ivy Nagahiro, Director of Development, will continue to grow Inversant and its impact, helping even more families achieve higher education.

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### Jane's Trust \$100,000 Challenge Grant

Thanks to so many supporters we were able to meet the Jane's Trust \$100,000 Challenge.

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### 1:1 Fund Online Campaigns

Our partnership with the 1:1 Fund has helped us increase our number of donors. Thanks to 1:1 Fund's dollar for dollar matches we've raised over \$50,000 in 2015.

# Program Advancements

## Technology Outreach Program

We've launched a technology outreach program to motivate families to save and plan for college via online communications such as e-newsletters, sweepstakes, text message alerts and invitations to different saving challenges. We've also launched an online portal giving families access to complete sweepstakes surveys, saving progress, attendance history, learning circles and curriculum videos.

## Inversant's College Persistence

Based on our latest college enrollment record in Fall 2015, 90% of Inversant's Alumni who enrolled to college returned to any institution after one year. This is much higher than the national average of 68.7% and even higher than the one-year persistence rate of 66% for Boston Public Schools (BPS).

## Expanded to Salem

In fall of 2015, the Salem program was launched serving over 50 K-12 families.

## CFED's Campaign for Every Kid's Future

In June 2015, we joined "the Campaign for Every Kid's Future" to raise the visibility of Children's Savings Accounts and ensure that at least 1.4 million children have a savings account in their name by 2020.



The Campaign for Every Kid's Future is a collaboration between policymakers, practitioners, researchers, funders, financial institutions, child advocates and others dedicated to expanding Children's Savings Accounts (CSAs) so that all children and families, especially the most vulnerable, have the opportunity to build savings for a future that includes postsecondary education. Our goal is to ensure that 1.4 million kids have a CSA by 2020—a key step toward passing national legislation to make an account available to every child in the United States. Visit [savingsforkids.org](http://savingsforkids.org) for more information. Inversant is proud to have joined this campaign in 2014 to help expand higher education opportunities to families in Greater Boston communities.



### OPEN ACCOUNT

Accounts—opened as early as birth or kindergarten—are seeded with initial deposits.



### ATTEND COLLEGE/ TRAINING

Savings help pay for postsecondary education.



### GROW SAVINGS

Accounts grow through family contributions and incentives, such as savings matches.



### GRADUATE

Children with a college account with \$500 or less are 4x more likely to graduate.

# Our Financials

## Statement of Financial Position

### Assets

|                          |           |
|--------------------------|-----------|
| Current Assets           | \$101,052 |
| Net Property & Equipment | \$31,050  |
| Other Assets             | \$319,306 |
| Total Assets             | \$451,408 |

### Liabilities & Net Assets

|                     |           |
|---------------------|-----------|
| Current Liabilities | \$303,010 |
| Net Assets          | \$148,398 |

|                            |           |
|----------------------------|-----------|
| Total Assets & Liabilities | \$451,408 |
|----------------------------|-----------|

## Statement of Activities

### Revenue Support

|                  |             |
|------------------|-------------|
| Contributions    | \$1,014,220 |
| Donated Services | \$81,697    |
| Interest Income  | \$16,388    |
| Total Revenue    | \$1,112,305 |

### Expenses

|                     |             |
|---------------------|-------------|
| Program Services    | \$928,751   |
| Supporting Services | \$278,518   |
| Total Expenses      | \$1,207,269 |

|                      |            |
|----------------------|------------|
| Change in net assets | (\$94,964) |
|----------------------|------------|

# Our Leadership

## 2015 Board of Directors

Bob Hildreth, Chairman  
Meghan Burke, Mintz Levin  
Robert Cashman, Metro Credit Union  
Jaidip Chanda, State Street Global Advisors  
John Connolly, 1647  
Sally Currier, Schools for Children, Inc.  
Michael Douvadjian, UBS  
Ana Julia Jatar- Hausmann, Mas Media  
Edvaldo Morata, Eneas International  
Richard Reidy, Boston University  
Jon Rotenberg, Eastern Yacht Sales  
Patricia Simboli, ACS Development  
Gladys Vega, Chelsea Collaborative  
Michael Tuteur, legal counsel, Foley & Lardner

## 2015 Board of Advisors

G.L. (Peter) Alcock, MA State College Building Authority  
Dean Atkins, NorthBridge CRE Advisors  
Joan Becker, UMass Boston  
Hardin Coleman, Boston University  
Jay Halfond, Boston University  
Anne Hildreth, Bank of America  
Jackie Jenkins-Scott, Wheelock College  
Andrea Levere, CFED  
Bridget Long, Harvard University  
Margaret McKenna, Suffolk University  
J.Kieth Motley, UMass Boston  
Louise Packard, Trinity Boston Foundation  
Michael Reardon, Catholic Schools Foundation  
Margaret Daniels Tyler, The Tyler Group LLC

# Donors

## \$1-\$99

Anonymous  
Anonymous  
Tracy Aguila  
Nahiomy Alvarez  
Daniel Araniz  
Laura Assade  
Ana Baldrige  
Rachel Berger  
Elizabeth Caraballo  
Jose Castillo  
Sharon Caulfield  
Isabel Corngold  
Claire Daley  
Christine DePrizio  
Alison Frometa  
Chani Grant  
Laura Hubert  
Amanda Kraguljac  
Shuang Lan-Shuan  
David Liebowitz  
Cristian Lopez  
Orlando Lopez  
Gaby Martinez  
Bruce Miller  
Lauren Piette  
Adrian Rodriguez  
Alison Rogers  
James Sachetta  
Lisa Santagate  
Stefani Skuro  
Claire Sorrenson  
Myky Tran  
Melissa Walsh  
Julie Yeh  
Allison Zacarias  
Dave Zagunis

## \$100-\$499

Anonymous  
Alla Azrilyan  
Kerri Babish  
Jeremy Berk  
Mary Bourque  
Chih-Wei Chiu  
Hardin Coleman  
Katie Day  
Chris Day  
Donald Feldman  
Paul Fonteyn  
Denis Hamboyan

Roy and Sylvia Hammer  
Nate Hinchey  
William Holt  
Carol Kelley  
Thomas Kingston  
Gerald McCue  
Alexander McFerran  
Patricia Meservey  
Austin Mirasolo  
Scott Nichols  
Louise Packard  
Carmen Perez  
Michelle Piette  
Michael Reardon  
Michael and Ellen Sandler  
Elizabeth and Michael Scholl  
Mary Sears  
Yiming Shuang  
Alan Solomont  
Carol Wallace  
Janet Wu  
Sindy Yeh  
Jeffrey Yerkes

## \$500-\$2,499

Joseph Alsop  
Jay Ash  
Chet Atkins  
Stephen Bruneau  
Meghan Burke  
Alberto Calvo  
John Connolly  
Charles Desmond  
Paul Farsai  
Thomas Feeley  
Richard Hildreth  
Kristen Kelch  
Richard Lang  
Sarah Libbey  
Ronald Molloy  
Ivy Nagahiro  
Louis and Elenne Najarian  
Edward Potters  
Jon Rotenberg  
Jeremy Seeger  
Ed and Lynne Taff  
Michael Tuteur  
Walter Wright  
Robert Zaccardi  
Susan Gallant  
Melanie Hamblen

## \$2,500-\$9,999

Robert Cashman  
Jaidip Chanda  
Michael Douvadjian  
Anne Hildreth  
Ben Hildreth  
Ana Julia Jatar  
Joe and Eileen Mueller  
Patricia Simboli

## \$10,000 +

Sally Currier  
Richard Reidy

## Corporations and Foundations

1:1 Fund  
Amelia Peabody Foundation  
Anonymous  
Bank of America Charitable Foundation  
Bushrod H. Campbell & Adah F. Hall Charity Fund  
Charles Hayden Foundation  
Chelsea Collaborative, Inc.  
Chelsea Education Foundation  
Chelsea High School  
Chelsea Kiwanis Club  
Clipper Ship Foundation  
Cradle to Career Grants Initiative  
East Cambridge Savings Bank  
Eastern Bank  
Eastern Minerals  
Forest Foundation  
Global Oil  
Highland Street Foundation  
Hildreth Stewart Foundation  
Jane's Trust  
K12 Inc.  
Kiwanis  
Linde Family Foundation  
Lloyd G. Balfour Foundation  
Metro Credit Union  
Olivia's Organics  
Paul & Edith Babson Foundation  
Peter Condakes Company  
Rotaries International  
Salem State University  
Simboli Properties  
Talent Search (US DOE Grant)

# 2015 Annual Report



**Noon Family**  
*KIPP Academy*

"I loved the way the facilitators teach. The material is geared towards parents learning, not just the student. It's not all about the money you get it's mostly about really learning to help your child navigate through the college process."

**Dowell Family**  
*TEEP*

"The college savings match made me interested in joining Inversant. Before Inversant, I hadn't taken steps towards saving for college for my child. Saving can be hard, but the matching program definitely made me buckle down and do it."



**Betancourt Family**  
*KIPP Academy*

"I liked the ones about FAFSA and loans. I went through this process with my older kids but it was helpful to have a refresher...It was excellent information and very very helpful because there was a lot going on so they helped me stay on track."

**Ross Family**  
*BGCB*

"I was going to have Tyler take out a loan and I would co-sign...But they were giving me a loan with 9% interest. But after a workshop I called Inversant and asked for help. The information they provided was wonderful and very very helpful. I didn't know where to look or what to do but Inversant helped me."



Inversant



@InversantTweets