

2016 Annual Report



Inversant Alumni: Nahiomy Alvarez - Williams College '16



From Our Founder & CEO

Dear Friends,

We are immensely excited to share our 2016 achievements through our annual report. In this report you'll find heartwarming stories from some of our families, as well as the quantitative results of our hard work within the communities we serve. In 2016, our number of families, savings, partnerships and college successes have all grown immensely and Inversant has reached many milestones, including:

- **Recipient of \$100,000 Cummings Foundation grant.** Inversant was one of 100 local nonprofits to receive grants of \$100,000 through the Cummings Foundation's "\$100K for 100" program.

- **Won state approval of a pilot College Savings Account program for low-income residents in Haverhill, Lowell, Pittsfield, Springfield, and Worcester in the Massachusetts State Budget for 2017.** The initiative, funded through public-private partnerships, will provide a matched savings program and financial education curriculum.

Our impact within our communities proves that Inversant's program model is successful and our continued expansion and growth is evidence that our partners and funders believe in the need for our programs. Inversant is committed to helping parents engage their children to achieve their goals for higher education at a reasonable cost. All of our achievements would be impossible without our many supporters. We'd like to extend our gratitude to our numerous donors, board members, partners, and staff who truly make our work possible. We are tremendously grateful for your commitment to Inversant and our continued growth. We are excited to have you all along on our journey and we cannot wait to see where the next year takes us!

Sincerely,



Robert Hildreth
Chairman of the Board



Charlie Desmond
Chief Executive Officer



Who We Are

Our Mission

Inversant's mission is to ensure that through parental engagement every low-to-moderate income family has the resources and understanding they need to achieve their goals for higher education.



Our Partners

Salem:

Salem Public Schools

Lynn:

Kipp Academy Lynn Collegiate
La Vida Scholars

Revere:

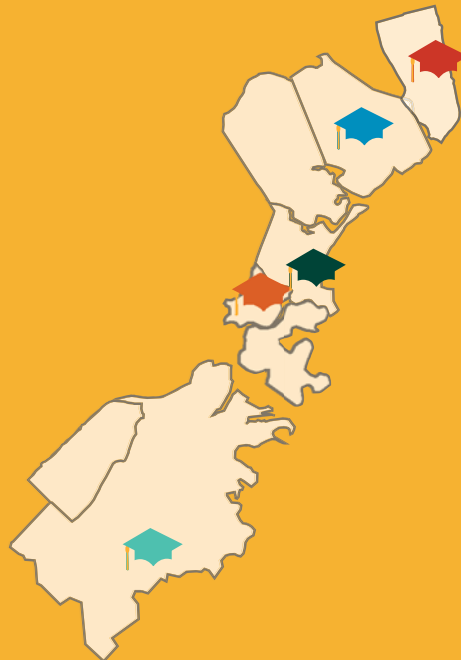
Revere Public Schools

Chelsea:

Chelsea Public Schools

Boston:

Boys & Girls Clubs of Boston
BU Upward Bound
Neighborhood House Charter School
Trinity Education for Excellence Program



Our Formula

Saving

Inversant places a huge importance on opening a Children's Savings Account to save early and often in order to invest in higher education.

+ Support

Inversant meets families where they are with convenient locations, different language options, and an online portal to create a community with higher education aspirations.



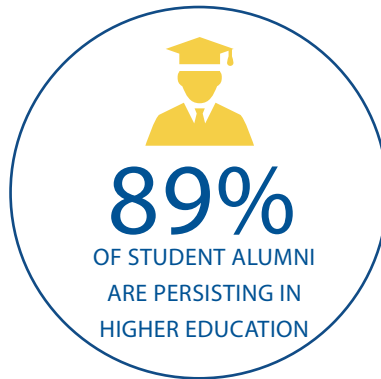
+ Learning

Our Monthly Learning Circle topics include College Options, Costs, Applications, and Types of Financial Aid.

= College Success!

86% of Inversant students enroll in higher education, compared to the 69% nationally and 60% from Boston Public Schools.

Our Impact Since 2009



73%
of Inversant students
graduate
in 4 years at a 4 year college

VS

38%
of students
Nationwide
35%
of students from
Boston Public Schools

Family Spotlight



Natalia Nivar & Krystal Veras - La Vida Scholars

Krystal is a part of our program partner, La Vida Scholars, which helps high-achieving youths in Lynn get into selective colleges affordably. Krystal's mom, Natalia, attended our workshops every month while Krystal worked on college essays and scholarship applications.

"I learned about everything I needed to help prepare Krystal and myself. I even went on college visits with her, something I never imagined I would do. I especially liked the planning piece because we knew what we had to do every year during her high school career. We learned about the entire process together."

When college acceptances began to come one after another, she was excited about being accepted, apprehensive about financial award letters and annoyed about late decision release times, but there was always one that she was holding out for: Princeton, her dream school. When she saw that she had been accepted, she immediately burst into tears and called her mom at work.

"Having programs like Inversant shows that families with my background can make it. My goal wasn't to attend Princeton; it was to attend a school that was greater than what was expected of me."

Family Spotlight



Trawalley Family - KIPP Academy Lynn

“When Mustapha was younger he told me he wanted to be a doctor. I told him that to be a doctor you need to go to college. So that’s when I thought to myself that I had to find a way to help my kids go to college to make their dreams come true.”

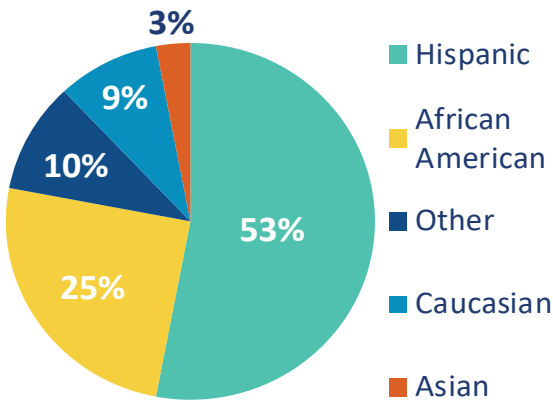
Sarjo, a father of three children joined the Inversant program in 2014 for his children, Mustapha and Bubacarr, after learning about it at KIPP Academy Lynn. His family came from Gambia, West Africa, to provide their children with the best education possible. However, with no knowledge on how to navigate the system, Sarjo looked for opportunities like Inversant.

Sarjo tells us that learning about financial aid such as loans and scholarships has been most helpful to him. “The facilitators teach everything you need to know from the start, it’s like reading a book with topics that are relevant to you that makes you want to keep reading.”

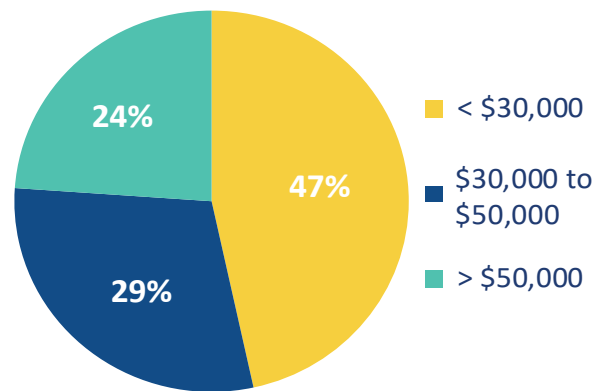
Mustapha is now a freshman at Carleton College in Minnesota where he was awarded a scholarship of \$64,000 per year. He is still interested in becoming a doctor and is majoring in Psychology.

Our Families

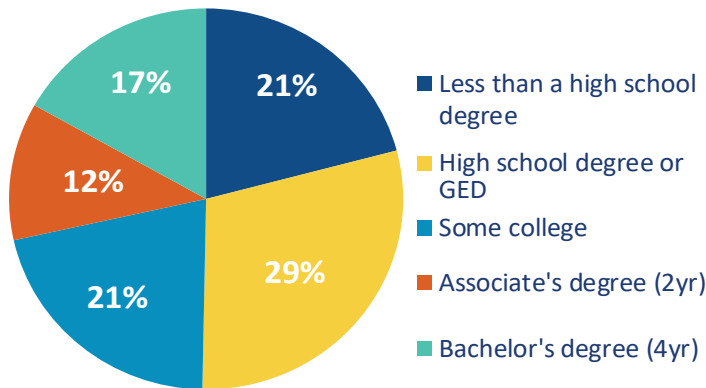
Ethnicity



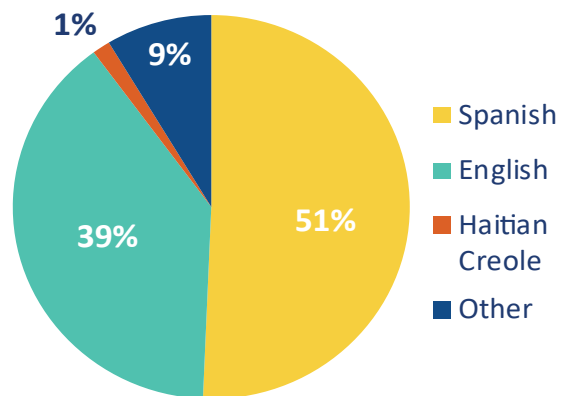
Household Income



Parent Education



Language



Our Board & Financials

2016 Board of Directors

Meghan Burke, Mintz Levin
Robert Cashman, Metro Credit Union
Jaidip Chanda, State Street Global Advisors
John Connolly, 1647
Sally Currier, Schools for Children, Inc
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Larry Fish, Fish Family Foundation
Robert Hildreth, Chair
Ana Julia Jatar-Hausmann, Más Media
Winston Langely, University of Massachusetts Boston
Ruth Moorman, Boston University
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Richard Reidy, Boston University
Fernando Reimers, Harvard Graduate School of Education
Jon Rotenberg, Eastern Yacht Sales
Stacy Scott, Framingham Public School
Michael Taylor, Urban College of Boston
Gladys Vega, Chelsea Collaborative

2016 Board of Advisors

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Hardin Coleman, Boston University School of Education
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Jackie Jenkins-Scott, Wheelock College
Bridget Terry Long, Harvard Graduate School of Education
Margaret McKenna, Suffolk University
J. Keith Motley, University of Massachusetts Boston
Louise Packard, Trinity Boston Foundation
Michael Reardon, Catholic Schools Foundation
Marie St. Fleur, Bessie Tarrt Wilson Initiative for Children
Margaret Daniels Tyler, The Tyler Group LLC

Statement of Activities

Revenue Support

Contributions	\$1,108,303
Donated Services	\$47,519
Interest Income	\$16,379
Total Revenue	\$1,172,201

Expenses

Program Services	\$875,002
Supporting Services	\$237,595
Total Expenses	\$1,112,597
Change in Net Assets	\$59,604

Statement of Financial Position

Assets

Current Assets	\$183,339
Net Property & Equipment	\$28,773
Other Assets	\$319,855
Total Assets	\$531,967

Liability & Net Assets

Current Liabilities	\$323,965
Net Assets	\$208,002
Total Assets & Liabilities	\$531,967

Donors

Corporations & Foundations

1:1 Fund

Amelia Peabody Foundation

The Boston Foundation

Bunker Hill Community College

Bushrod H. Campbell and Adah F. Hall Charity Fund

Capital Partners LLC

Cataldo Ambulance

Charles Hayden Foundation

Chelsea Community Fund

Chelsea North

Community Workshops Inc.

Corporation for Enterprise Development (CFED)

Cummings Foundation

Distrigas

East Cambridge Savings Bank

Eastern Minerals

Foley & Lardner, LLP

Forest Foundation

Global Oil Partners LP

The Gustavo Posse Foundation

Highland Street Foundation

Hildreth Stewart Charitable Foundation

Kayem Foods

Kiwanis Club of Chelsea

Linde Family Foundation

Lloyd G. Balfour Foundation, Bank of America, NA, Trustee

Massachusetts Education Opportunity Association

Metro Credit Union

The Mifflin Memorial Fund

Move the World Foundation

Olivia's Organics

Pannell Family Charitable Fund

Paul & Edith Babson Foundation

Peter Condakes Co. Inc.

The Philanthropic Initiative

Rotary Club of Salem

Santander Consumer USA Inc.

Simboli Properties

Staples Foundation, Inc.

Sykes Moyer Fund

Talent Search (US DOE Grant)

Thibeault Development LLC

UBS

\$10,000 - \$25,000

Anonymous

Sally Currier

Richard Reidy

\$2,500 - \$9,999

Jaidip Chanda

Michael Douvadjian

Larry Fish

Ben Hildreth

Ana Julia Jatar

Winston Langley

Ruth Moorman

Ed Morata

Jon Rotenberg

\$500 - \$2,499

Peter (G.L.) Alcock

Dean Atkins

Janet Bailey

Joan Becker

Meghan Burke

Robert Cashman

Charles Desmond

Paul Farsai

Thomas Feeley

Roy & Sylvia Hammer

Lynn Herivaux

Anne Hildreth

Richard Hildreth

Kristen Kelch

Ronald Molloy

Joe & Eileen Mueller

Ivy Nagahiro

Batya Natan

Stacy Scott

Jeremy Seeger

Michael Taylor

Michael Tuteur

Walter Wright

\$100 - \$499

Tom Ambrosino

Laura Assade

Stephanie Baressi

Charlene Bauer

Stephen Bruneau

Alberto Calvo

Chih-Wei Chiu

Chris Day

Karen Engelbourg

Paul Fonteyn

James & Marla Greenfield

Sue Gallant

Jay Halfond

Steven Hall

Melanie Hamblen

Denis Hamboyan

Clifford Janey

Carol Kelley

Julie Lammers

Sarah & Steven Levy

Elliot & Lenore Lobel

Claudio Martinez

Gerald McCue

Donors & How to Help

Alexander & Frederick McFerran
Patricia Meservey
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Ana Patricia Munoz
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Louis & Elenne Najarian
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Carol Wallace
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Sindy Yeh

Buzz & Susan Dimartino
Norma Dinnall
Rick Fredkin
Jamie Hoy
George & Linda Kingsley
Cristian Lopez
Orlando Lopez
Lauren Piette
Alison Rogerste
Jim Sachetta
Lisa Santagate
Lan-Shuan Shuang
Yiming Shuang
Stefani Skuro
Elizabeth Spain
Myky Tran
Scott Troppy
Julie Yeh
Allison Zacarias
Dave Zagunis

\$1 - \$99

Tracy Aguila
Tina Alu
Nahiomy Alvarez
Timothy Anderson
Daniel Araniz
Ana Baldrige
Rachel Berger
Jeremy Berk
Elizabeth Carballo
Jose Castillo
Sharon Caulfield
Rob Chiacchio
Isabel Corngold
Claire Daley

3 Ways to Support:

1

Share Our Stories:

www.inversant.org



Inversant



@InversantTweets



@Inversant

2

**Make
an
Individual Donation**

3

**Become
a
Corporate Sponsor**



“ I always tried my best to save little by little and it paid off. It’s helped me cover expenses I didn’t see coming. I don’t have any goods for her to inherit from me but I know she’ll have an education that no one can take away from her. ”

- Taveres Family, La Vida Scholars

“ My parents knew that I wanted to go to college but didn’t know what that process looked like. With the program, my dad was always on my back about finishing applications and submitting things in time. It was nice to have their support. ”

- Gross Family, KIPP Academy Lynn



“ It’s so important to start saving early on and the matches were a great incentive. With Inversant I was able to work together with my daughter to save for college as well as learn about the process. ”

-Daniels Family, Boys & Girls Clubs of Boston



“ I wanted my kids to go to college but I didn’t know what steps to take to get them there. I’m thankful for having Inversant as a support system, pushing me to save. ”

- Gutierrez Family, La Vida Scholars

