



GIRA, Inc.

The Georgetown International Relations Association, Inc.
FY 2014 Corporate Report



The Board of Directors, 2014-15

The Board of Directors of the Georgetown International Relations Association, Inc. is composed of dues paying members of the Georgetown International Relations Club (GIRC, or IRC.) In accordance with the bylaws of the corporation, they are nominated by the CEO and confirmed by a simple majority of the sitting Board of Directors, with the exception of emeriti conference executives and individuals serving by title and appointment from the CEO.

Chief Executive Officer and Chair of the Board of Directors

Pavan Rajgopal

Edmund A. Walsh School of Foreign Service, 2015

Chief Financial Officer

Luke Young

McDonough School of Business, 2015

Executive Secretary

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Executive Director, NAIMUN LII

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Executive Director Emeritus, NAIMUN LI

Sarah Pemberton

Edmund A. Walsh School of Foreign Service, 2015

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The Board of Directors, 2015-16

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Chief Executive Officer and Chair of the Board of Directors

Matthew Quallen

Edmund A. Walsh School of Foreign Service, 2016

Chief Financial Officer

Aaron Lewis

McDonough School of Business, 2016

Chief Data Officer

Andrew Lyu

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Executive Director, NAIMUN LIII

Christina Graziano

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Edmund A. Walsh School of Foreign Service, 2016

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A Message from the CEO

Dear Stakeholders,

I had the pleasure of serving as Chief Executive Officer of the Georgetown International Relations Association during a period of great progress for our organization. During the 2014-15 Fiscal Year, we improved our existing operations to make them more effective and financially sustainable, while undertaking ground-breaking initiatives with GIRA's international partners and expanding philanthropic activities.

Under the leadership of Secretary General Preston Marquis and Executive Director Brian Carden, the 42nd National Collegiate Security Conference (NCSC XLII) continued to serve as North America's premier collegiate crisis conference. Substantively, NCSC designed staff training initiatives to improve the large committee experience and implemented a mentorship program to develop ties between experienced and novice Chairs and Crisis Managers. On the Executive Side, NCSC redesigned its website and took advantage of its prime location in the Washington DC area, implementing Embassy tours and bringing David Shedd, Acting Director of the Defense Intelligence Agency, to serve as Keynote Speaker.

The 52nd Annual North American Invitational Model United Nations (NAIMUN LII) was similarly a substantive and logistical success. NAIMUN LII solidified its reputation as the "championship conference" on the high school circuit and included 39 innovative diplomatic simulations. Outside of committee, delegates took advantage of tours to foreign government embassies, Capitol Hill, the Library of Congress, Pentagon, Main State, and the White House. Philanthropy remained a critical part of the NAIMUN experience, with over \$15,000 raised for Doctors without Borders. GIRA also continued the Global Generation Grant, empowering Georgetown community members to create successful projects both locally (a new student publication at Georgetown) and globally (a film exhibition for refugees in Syria). In 2014, international programs remained a promising area for growth, with GIRA organizing teaching fellowships in India and China with local partners for 5 Georgetown students.

In addition to these signature initiatives, GIRA improved and diversified its operations to better benefit a broader audience of stakeholders. In 2014, GIRA underwent an internal Strategic Review designed to provide long-term direction for the organization. GIRA spent this year beginning to implement some of the Strategic Review's recommendations. GIRA revised its mission statement to more accurately reflect our educational objectives. The Board implemented important organizational reforms to slash its operations budget. After two years of financial difficulties, GIRA had a successful fiscal year, which will enable it to fully support GIRC programming and other initiatives for our community of stakeholders and to augment its long-term financial security through a large contribution to the GIRA Endowment. The Board also undertook a number of new projects, particularly in the international arena. In collaboration with Worldview Education Services Pvt. Ltd., GIRA will run a collegiate-level conference in India this May, the first of its kind in the Subcontinent.

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As I move on from GIRA and the Georgetown campus as a whole, I could not be more thrilled about the current trajectory of the organization. I am confident that my successor, Matthew Quallen, and the incoming Board of Directors will take heed of the recommendations from last year's Strategic Review and build on our progress by continuing to inspire, educate, and empower the next generation of leaders in government, business, and international affairs.

Sincerely,

Pavan Rajgopal
Chief Executive Officer and Chair of the Board of Directors, 2014-15
Georgetown International Relations Association, Inc.

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Mission Statement and Programming Overview

The mission of the Georgetown International Relations Association is to design meaningful exchanges that inspire, educate, and empower the next generation of leaders in government, business, and international affairs.

GIRA identifies four key objectives, which correspond to our main programming agendas, in executing that mission:

- ❧ Organizing and executing high-quality, interactive diplomatic simulations for both high-school and college students. (NAIMUN and NCSC.)
- ❧ Offering opportunities for immersion and exchange through cooperation with our international partners. (Partnerships with Alpha Partners Education, CHOSUN Education and Worldview.)
- ❧ Helping to fund and promote Georgetown University's premier club for International Relations. (The IRC.)
- ❧ Funding undergraduate and graduate Georgetown University students who wish to pursue projects in accordance with its mission. (The Global Generations Grant.)

GIRA is constantly seeking ways to grow and improve this programmatic footprint in ways consistent with our mission.

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The GIRC-GIRA Relationship

Overview

The Georgetown International Relations Association, Inc. has a unique partnership with the Georgetown International Relations Club (GIRC). GIRA consists of a Board of Directors composed of students who, according to GIRA by-laws, must be dues paying members of GIRC. The GIRA Board conducts its weekly meetings in close coordination with the GIRC Board of Directors and the two Boards collaborate on many projects.

Founded in 1969, GIRA works to serve the students who attend its conferences and, per its mission of promoting youth education and involvement in international affairs, to provide activities for Georgetown students interested in international relations. GIRA is a 501(c)(3) non-profit organization located in Washington, DC and incorporated in Delaware.

Founded in 1929, GIRC is a student organization affiliated with Georgetown University and serves as a forum for students to participate in a range of activities pertaining to the various aspects of international relations.

GIRA provides the GIRC membership with increased opportunities and means to participate in and promote international relations education, and GIRC members participate extensively in GIRA programs. GIRA coordinates and supervises the operation of two Model United Nations simulation conferences that promote international diplomacy: the National Collegiate Security Conference (NCSC) and the North American Invitational Model United Nations (NAIMUN) conference. Each staff member of both of these conferences must be dues-paying members of GIRC in order to participate. The revenue generated from GIRA's conferences directly contributes to funding of GIRC activities, such as the Conferences Program, the Georgetown Diplomacy and Security Conference (GDISC), and cultural and special events. These contributions allow GIRC members with demonstrated financial need to travel and compete in Model UN conferences at other universities, high school students to attend GDISC, and enable other events that contribute to the GIRC and Georgetown community.

The two organizations maintain a close relationship, and both strive to fulfill the common mission of enhancing international relations education and understanding. At both the leadership and general membership levels, GIRC and GIRA are composed of a common community of Georgetown students dedicated to the promotion of international relations education on campus, in Washington, DC, and throughout the world.

Bulk Allocation System

The Georgetown International Relations Club (GIRC) is the largest single recipient of annual grant funding from the Georgetown International Relations Association (GIRA). Each year, GIRA grants GIRC upwards of 20,000 dollars of funding to support key elements of its programming, including cultural events, GDISC,

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academic events and GIRC's premier model United Nations program. In order to streamline this process, the bulk allocation system was developed in FY 2010.

The bulk allocation, which seeks to prevent GIRA micromanagement and encourage long term planning budgetary discipline within GIRC, requires GIRA to grant the vast majority of its annual funding for GIRC all at once, before the commencement of the fiscal year. Under this system, GIRC must present a line-item to GIRA, which is then subject line-item by line-item to discussion, revision, approval or disapproval. The funds are then allocated to GIRC in bulk; it falls to GIRC to subsequently manage its budget. In general, however, GIRA is permitted to audit GIRC's spending on a quarterly basis.

GIRC may seek additional funding from GIRA or seek to use funding for non-approved line-items within the existing grant amount, but doing so requires a presentation to GIRA and a vote of two thirds of the Board of Directors of GIRA. Such an approach is ordinarily discouraged where possible.

By consolidating discussion of the outlay to GIRC in one bulk grant, the allocation system allows the outlay to be viewed from the broadest possible budgetary perspective. It also frees significant bandwidth on GIRA's Board of Directors to focus on operational and strategic issues other than GIRC funding during the remainder of the year.

In FY 14, the bulk allocation system was utilized with success for the fifth consecutive year.

FY 14 GIRC Programming

With the support of GIRA funding, the Georgetown International Relations Club (GIRC) was able to organize more than 80 events over the course of two academic semesters for members of the Georgetown-area community. These events ranged from an academic speaker series, intercultural immersion events, alumni networking and professional development opportunities for university students, educational programs for underprivileged high school students, and the annual Georgetown Diplomacy and International Security Conference. Speakers at these events have included ambassadors, international relations scholars, and policymakers, including such names as General Wesley Clark and former UK Defense Minister Desmond Brown.

Through its support of GIRC's operations at Georgetown University, GIRA was able to play an essential part in expanding student life for Georgetown students and in increasing opportunities for members of the larger Georgetown community to engage in international relations dialogue. One such example is the 2014 launch of GIRC's partnership with the Institute for College Preparation at Georgetown (ICP). With support from GIRA, GIRC and the ICP were able to begin a new series of weekend international relations lectures for underprivileged high school students, during which Georgetown students volunteered their time to prepare and to teach classes on various current affairs topics. These events provided high school students with an opportunity to learn about international affairs, and Georgetown students with a way to give back to the community. Another example is GIRA's continued support of the Georgetown Diplomacy and International

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Security Conference (GDISC), which is now entering its sixth year. As the largest student-run international security conference in the DC area, GDISC offers both Georgetown students and members of the DC community a chance to hear distinguished speakers debate on some of the most pressing security topics of the day. As it has in years past, GIRA funding in 2014-2015 allowed GIRC to expand international relations education in the Georgetown community.

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GIRA Programming, FY 2014

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NCSC XLII

Secretary-General Preston Marquis and Executive Director Brian Carden led 120 Georgetown staffers and over 550 delegates in the successful execution of the 42nd National Collegiate Security Conference, held October 23-26, 2014 at the Hyatt Regency Bethesda.

The conference featured a number of substantive innovations, including a revamped large committee experience and the inclusion of more multimedia crisis updates in the committee room. The conference also introduced a mentorship component, which paired older, more experienced members of staff with younger, less experienced members of the staff in order to build a more lateral staff community and promote staff training. In lieu of a NCSC charity challenge, NCSC XLII elected to support from the outset a single conference charity, in order to allow the conference an opportunity to build a relationship with the supported organization. At XLII, that charity was Keep a Child Alive, which provides compassionate care to children and families affected by HIV. XLII raised 1721.88 dollars for that organization.

NCSC XLII was also extremely profitable, which was the result of sound financial planning and a sustained marketing campaign. On net, NCSC XLII NCSC XLII has set the stage for a strong NCSC XLIII and will be remembered fondly in the memories of participants and organizers alike.

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NAIMUN LII

The Fifty-Second Annual North American Invitational Model United Nations (NAIMUN LII) was a success on multiple fronts. Led by Secretary General Andrew Lyu and Executive Director Aaron Lewis NAIMUN LII continued to uphold its reputation of being one of the premier MUN conferences in North America. Hosting 39 innovative simulations, ranging from the Corporate Board of Apple, to the Supreme Court of the United States, to the UN Sixth Committee-Legal, NAIMUN maintained a high standard of debate in all committees—small and large. But more than just the committees themselves, NAIMUN LII proved to be such a special conference because of its 3,000 enthusiastic delegates, 200 enthusiastic staffers, and prominent location in the heart of Washington, D.C.

Substantively, NAIMUN LII aimed to further develop its educational mission. In committee design, NAIMUN LII introduced consistent formatting for committee proposals as submitted by general staff members as well as consistent formatting for committee topic abstracts. Additionally, NAIMUN LII configured a 27% increase in delegate spots for small and medium sized committees, expanding total conference capacity to over 3,300. Programmatically, NAIMUN LII saw the successful launch of the MUN in America program, led by DG Matthew Quallen and ECOSOC (d)USGs Aaron Wen and Lizzy Tse. The program provided international students, many of whom spoke English as a second or third language, an opportunity to build confidence in public speaking in English and learn about American MUN norms. Additionally, for crisis committees, the Sunday morning session of NAIMUN LII was redesigned to act as a reflection session in which Chairs and delegates synthesized and crystalized the lessons learned from their diplomacy simulations. Finally, (d)USGs Allison Kim and Bethan Saunders retooled the process by which NAIMUN handled plagiarism cases. Overall, on the educational front, NAIMUN LII set the foundation for further improvements to NAIMUN's educational programming.

Outside of committee, delegates were treated to a bevy of activities including Hilltop Madness, the Delegate Dance, and Friday morning visits to locations in Washington D.C as well as a host of speakers including Assistant Secretary in the Bureau of African Affairs for the U.S. State Department, Ms. Linda Thomas Greenfield, and the Executive Director of Doctors Without Borders, Ms. Sophie Delaunay. Under the direction of Cheryl Lau and Brendan Keenan, the variety of options for Friday morning activities was expanded this year to include the White House, Pentagon, State Department, and Supreme Court, in addition to its previous offerings.

Regarding philanthropy, NAIMUN LII further expanded its NAIMUNaid program for a third consecutive year. Additionally, thanks to its dedicated staff and generous conference attendees, the conference contributed a sizeable donation to Doctors Without Borders, the world's largest medical relief organization, in excess of \$16,000.

On the heels of the 51st year of the conference, which was unfortunately plagued by snow, this year marked a year of significant growth for the conference, with increased participation and expanded programming. The Fifty-Third Annual North American Invitational Model United Nations, set to take place in February of 2016, will continue to build upon this new foundation for the preeminent high school Model United Nations Conference in North America.

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Global Generations Grant

For the fourth year, GIRA, Inc. offered the GIRA Global Generation Grant. The Grant enables GIRA to expand its commitment to youth education and international affairs by funding Georgetown students' projects. Some of these projects fall within GIRA's mission statement, and aim to promote understanding and awareness of international relations while empowering youth. Each project may be granted a maximum possible award of \$2,500 by the GIRA Board.

To be eligible for the grant, applicants must be Georgetown University undergraduate and graduate students during the next academic year. In addition, applicants must submit budgets tailored to their projected programming, taking into account the maximum possible award of \$2,500.

After the GIRA Board awards the annual grant, the COO is responsible for the monitoring and disbursement process of each award. The COO holds regular meetings with the grant recipients to discuss project progress, logistical issues, and financial records. The COO then gives regular presentations to the GIRA Board on the status of each of the Grant projects for the duration of the year. The financial administration of the Grant conforms to the funding guidelines for other GIRA programming. Receipts and invoices are collected and reviewed to ensure the accuracy and propriety of all expenses. In addition, the GIRA Board provides grant recipients with other appropriate assistance and consulting, with the aim of ensuring project success.

GIRA received eleven applications for the 2014 Global Generation Grant, five of which were selected to receive the grant. GIRA agreed to disburse a total of \$5,000 between five projects. GIRA granted Amanda Maisonave \$367, which enabled her to start a Bhangra Dance class—a dance style popular in India—for students at the University of Costa Rica. GIRA grant \$1,258 to Abigail Grace for her project titled Cotton & Culture, for which she traveled around China, gathering the stories of Chinese cotton farmers, to share with Mississippi cotton farmers in order to develop cross-cultural dialogue. GIRA granted \$570 to Handan Uslu, with which she entered Syria, and provided Syrian refugee children the opportunity to view several Disney Films. She recorded her experiences in order to help those outside Syria to better understand what these children live through. GIRA granted \$805 to *The Caravel*, which established itself on Georgetown's campus as a new medium for students to exercise their expression over global affairs. *The Caravel* printed its first issue in the spring semester of 2015. GIRA also granted \$2,000 to Courtlyn Cook, for her project Rainwater Harvesting from Catchments in Nicaragua. Unfortunately, Ms. Cook never initiated her project. At the end of the FY 2014, GIRA disbursed a total of \$1,718.52 to the recipients of the fourth grant. Most recipients used far fewer funds than they initially expected to use, leading to this low value.

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International Programs

In FY14, GIRA continued to develop its international presence, partnering with organizations in China and India to send its stakeholders abroad to teach international relations, academic skills, and Model United Nations to high school students. These opportunities directly correlate with GIRA's mission both by providing opportunities to Georgetown students for professional development, travel, intercultural understanding and experiential learning for its stakeholders in the Georgetown community and by facilitating cross-cultural understanding and education for students abroad.

This year, GIRA developed a co-branded NAIMUN program in collaboration with Alpha Partners Education, sending four fellows to Chengdu and Beijing to teach a variety of academic subjects related to international affairs and academic skills to include creative writing, public speaking and debate, and formal logic. In India, GIRA worked with its partner Worldview Education Services to develop the Millenium Conference Series (MCS), the first collegiate Model UN conference in India staffed by American students. MCS will take place in May 2015 at the Indian School of Business's Hyderabad campus. GIRA also continued its Global Model United Nations Ambassador program with Worldview, sending Yasmin Faruki to India to teach Model UN procedure and promote NAIMUN in the growing Indian market.

GIRA also discussed other avenues for international expansion, including engagement with Latin American high schools and potential new partnerships in untapped Asian markets. These conversations will help to inform GIRA's international activities in FY15.

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GIRA Operations Review

This year, the COO strived to re-organize, re-locate, and rethink GIRA's operation expenses. The GIRAge, GIRA's storage facility in Virginia, cost GIRA around \$5,000 annually in expenses. Over the years, past Execs stored leftover inventory in the space. Although rather large, by 2014, the GIRAge very much ran out of room. The COO examined the Standard Operating Procedures for the GIRAge, carefully considered the clauses, and then drafted and presented to the board amendments to said clauses. After careful discussion, the board passed the newly amended operating procedures. These procedures provide future COOs guidance on how to make sure the GIRAge stays organized. It also requires each COO to triannually report to the board on the status of the GIRAge and, if the situation warrants it, present amendments to the existing policy.

The COO, with instruction by the CFO, proceeded to consider alternative options to the current GIRAge in order to cut costs. After thorough consideration of other storage spaces, accessibility, cost, and size, the COO eventually concluded that the most logistically and financially feasible option was to downgrade the 10 ft x 15 ft space down to a 5 ft x 10 ft space in the same location. This would save GIRA nearly \$4,000 a year. In order to successfully pull off this transition, GIRA board members collectively arrived to the GIRAge, and began to remove, donate, and dispose of all unnecessary items. GIRA donated almost all leftover T-shirts to a nearby Goodwill (a practice that should be continued). Members sorted out through maps, throwing away those without further use while taking a careful inventory of maps that may still provide value. The board recycled the pad holders. A joint GIRC-GIRA initiative developed into an archival project, and so board members returned archival documents to Georgetown. The COO returned GIRC items to GIRC board members and personally transferred remaining shot glasses to his possession. At the end of this process, GIRA successfully moved the remaining items into the new 5x10 space.

Following this, the COO also drafted the first operations budget (tracking expenses per month) since 2011-2012. The budget helped the COO and CFO carefully track the operation expenses throughout the fiscal year. It also brought the second biggest operation line-item to the COO's attention: GIRA's insurance policy. After a board-wide discussion, the board concluded that GIRA only needs to maintain one type of insurance policy, General Liability. The policy, which costs \$2,798 annually, covers the board in case of legal trouble and contractually fulfills the insurance requirement as per the contract with the Washington Hilton. GIRA continued its relationship with the insurance broker Bill Taylor from the Kushner Insurance Group, who helped broker the insurance policy with ANI-RRG, a leading group in the industry that specializes in insurance for non-profits.

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FY 2014 Financial Overview

Dear Stakeholders:

FY2014 saw an increased emphasis on financial performance on behalf of the GIRA Board. Following a full audit of FY2013, the CFO made several necessary improvements to the organization's financial ledger and budgets. Meanwhile, COO Jeff Shay led the effort to cut spending in GIRA's operations budget, while both major conferences undertook renovations to revenue-tracking mechanisms. These efforts had tangible effects on GIRA's FY2014 performance, as well as on the Board's continued ability to gauge the organization's financial health. Improved revenue collection was of particular importance to the success of NAIMUN LII, from which increased inflows account for a significant preponderance of FY2014's success.

All told, GIRA achieved net inflows of \$72,567.79 for the FY2014 year—remarkable by historical trends. The GIRA Board is justly proud of this performance, but wisely recognizes the outsized impact of NAIMUN upon the financial health of the organization. While NAIMUN LII collected 35 percent greater inflows than the year prior, it also saw growth in huge and unavoidable venue expenses. These outflows are expected to grow, while registration trends indicate that patterns from NAIMUN LII should not be hastily extrapolated out to future years. It should also be noted that the imperfect nature of GIRA's financial year results in budgetary overlap from year to year. As a result, several cash flows expected to occur in FY2013 bled over into FY2014. The same will occur for FY2015, which will necessarily inherit some cash outflows not realized in FY2014.

Recognizing rising conference expenses—and consequent fee increases for delegates—the GIRA Board voted in FY2010 to create an endowment for the organization as part of its long-term financial plan. While also prioritizing principled frugality and cost reduction in the coming years, the Board hopes that the endowment will eventually grow to a point that interest and dividends from the fund will be able to provide a substantial quantity of funds for GIRA programming and GIRC funding. In FY2014, the endowment achieved an annual return of 5.64 percent as was valued at \$221,544.40 at year end.

The GIRA Board forwent the previous two planned contributions to the endowment as a result of weak financial performance in FY2012 and FY2013. In light of more favorable cash flows in FY2014, the Board plans to make a significant injection of funds into the endowment early in FY2015. The monetary amount of this injection—a sizable majority of the net inflows from the financial year—will be determined following the recommendation of incoming CFO Aaron Lewis. With wise investment and careful planning, the financial gains from FY2014 will continue to contribute to the organization's longevity, as well as its strengthened ability to further its mission.

Respectfully,

Luke H. Young
Chief Financial Officer, 2014-2015

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FY 2015 Prospectus

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A Message from the Incoming CEO

Dear Stakeholders,

In this coming fiscal year, fiscal year 2015, the Georgetown International Relations Association will face an opportunity unprecedented in recent years. Strong fiscal discipline and operational reform in fiscal year 2014 mean that our Board will be able to focus its efforts on growth and refinement rather than remedy and recovery.

In the year to come, the board will focus on guarding the success achieved by NAIMUN LIII and seeking avenues to grow our international and grant-awarding programs. In particular, we hope to strengthen partnerships with Alpha Partners Education and in underexplored markets with the aid of CHOSUN Education in Korea and Worldview in India. We will have to grapple especially with how to carry forward the success of the inaugural Millennium Conference Series.

In order to assist the board in considering issues of strategy and in focusing and extending our analysis of existing programming, fiscal year 2015 will also witness the introduction of a new board-level position—the Chief Data Officer. Its inaugural holder has summarized the goals of that portfolio in a separate prospectus.

As every year, the board will engage closely with the conference executive and key programmatic partners—GIRC—to ensure that we continue to offer high quality opportunities for students to engage with an education in international affairs.

It will be my task to steer the board as it accomplishes that agenda. To that end, I invite any stakeholders with comments or concerns or who wish to contribute to our efforts to contact me at ceo@modelun.org.

With my very best wishes and highest hopes for a productive year,

Matthew

Matthew Quallen

Chief Executive Officer and Chair of the Board of Directors, 2015-16

Georgetown International Relations Association, Inc.

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IRC Prospectus

The 2014-2015 IRC year was a success in terms of programming as well as membership diversification and expansion. Going forward, the Board must continue this trend by focusing on more effective programming as well as seeking to further on-campus partnerships.

While the organization succeeded in terms of bringing high profile speakers and presenters to campus, there were often lapses in logistics, marketing and overall schedule, leading to poor attendance numbers. Additionally, the events schedule at times was too saturated, with 2 or 3 sub-boards holding events on the same day. The Board must seek to place an emphasis on the quality not the quantity of events, and make sure that resources (financial and human) are properly utilized. A focus on logistical efficiency and better marketing is crucial to furthering the programming success of the IRC.

The IRC made significant strides, across all sub-boards, in partnering with other clubs and groups on campus. These partnerships provided significant financial resources as well as allowed the organization to further its public image as the "home of all things international relations," and served as the basis for many successful events. However, the organization must strengthen these partnerships and work towards finding new partners across campus. As a goal, the organization should and must try to play some sort of role in as many events that relate to the GIRC/GIRA mission.

In looking towards the year ahead, there is considerable work to be done in improving the image of the IRC, and more "effective" programming is the best way to do so. A renewed focus on planning and execution will be extremely important for programming success.

The events run by GIRC, whether they be a panel or an Embassy visit, further the GIRA mission, in an incredible manner. Each year, hundreds of students attend IRC programming, gaining tremendous academic and professional knowledge. It is the responsibility of the Joint Boards to work towards this mission. Together, effective programming as well as furthering the presence of the organization should be the overall goal of the IRC.

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NAIMUN LIII

Even before NAIMUN LII came to a close, preparations for NAIMUN LIII had been steadily underway. Secretary-General, Aaron Wen, and Executive Director, Christina Graziano, wish to build upon the success of previous NAIMUNs, and to push the envelope for innovation, development, and education on the high school Model UN circuit. In doing so, Aaron and Christina hope that this will foster a richer experience for all delegates, making the NAIMUN experience more unique and vibrant than ever by sticking to the core values of Unparalleled Substantive Rigor and Innovation, Student Empowerment, Inclusion for All Delegates, Integrating Technological Changes, and Carpe Diem (Seizing the Day).

Substantively, NAIMUN is committed to upholding its title as the “Championship Conference” of high school Model UN by reinforcing the conference’s educational rigor while providing an ample platform for delegates to compete on. As with NAIMUN LII, NAIMUN LIII will run 39 innovative committees that run the gamut in terms of geographical, historical, and topical breadth. These committees will necessarily be competitive, but NAIMUN will guarantee that the competition is fair, as it will reinforce existing policies on plagiarism and pre-writing. NAIMUN will also ensure that competition does not eclipse the most important part of the weekend—the educational aspect—by pushing its Chairs and staffers to focus more on the substance of committee, and not the politics. Finally, the committees at this year’s conference will not only be substantively enriching, but will also include emphasis on empowering students in the critical 21st century skills of public speaking, writing, and leadership.

In terms of out-of-committee programming, NAIMUN will continue to effectively utilize its DC location. NAIMUN LIII seeks to maintain its expanded Friday morning programming agenda that was introduced during NAIMUN LII, an agenda that includes popular and highly unique places like the White House, the Pentagon, and a plethora of embassies. NAIMUN LIII seeks to improve programming by implementing logistical improvements that will enhance the delegates’ and moderators’ overall programming experience. Special attention will be paid to the logistical execution of NAIMUN’s largest and most popular programming events: Hilltop Madness, the Delegate Dance, and the Social Justice Speaker.

NAIMUN LIII also seeks to improve the pre-conference experience for delegates. Before delegates arrive to DC in February, NAIMUN plans to provide thorough training materials. NAIMUN will continue NAIMUN LII’s addition of committee abstracts so that each delegate has the opportunity to begin research as early as he or she desires. Additionally, NAIMUN LIII plans to introduce a series of training videos to assist delegates in the preparation process. These videos will cover topics such as how to use parliamentary procedure, how to best research topics, and how to write a position paper and a resolution. In addition to substantive improvements, NAIMUN LIII also intends to improve the logistical pre-conference experience, particularly for moderators. A streamlined and more user-friendly registration system has already been introduced for NAIMUN LIII, and improvements to NAIMUN’s website continue to be made so all of NAIMUN’s information is easily accessible.

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Aaron Wen and Christina Graziano seek to maintain NAIMUN's position as a premier conference by making NAIMUN LIII as educational and substantively rewarding as possible for all attendees. Furthermore, through NAIMUN's unique DC location, its committed staff, and its improved logistical operations, NAIMUN LIII will provide a one-of-a-kind experience that educates students and prepares them to be the next generation of leaders in government, business, and international affairs.

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NCSC XLIII

The 43rd National Collegiate Security Conference (NCSC XLIII) will take place at the Hyatt Regency in Bethesda from October 22nd to 25th, 2015. Led by Secretary-General Jack Ludtke and Executive Director Grace Kim, NCSC XLIII is poised to continue the legacy of excellence left by the previous editions of the conference.

NCSC's substantive offerings promise to again provide a peerless crisis experience. This year, the substantive leadership of the conference decided to focus all topics on committees that take place after 1950 in order to stay true to NCSC's vision of simulating modern or near-modern scenarios. NCSC benefits from having a seasoned Chair/CM lineup, featuring predominantly rising seniors and juniors, with a robust class of rising sophomores supplementing this talent in CA and Director roles. Of the committees assembled, it was the goal of the SG, ED, and Chief of Staff Sidharth Sharma to highlight proposed committees; as a result, seventeen of the eighteen committees at NCSC XLIII were proposed and workshopped by individual Chair/CM teams instead of chosen from the application. One trend of note from this year can be seen in the large amount of applicants NCSC received for general staff positions. As of this writing, there is a waitlist of nearly fifteen people without Model UN experience who would wish to staff the conference; we are confident that we will be able to accommodate a majority of these applicants while still having a steady contribution from the incoming class of 2019.

The executive side of NCSC XLIII will focus on delivering a seamless product to be regarded as the pinnacle of efficiency in collegiate Model United Nations. NCSC XLIII will center the delegate experience on a providing opportunities for delegates to be stimulated both in and out of committee while remaining true to NCSC's locational brand in the nation's capital. To begin, this edition of NCSC will focus on expanding towards a more international audience in order to increase registration from foreign delegations. We plan to do this by using World Model United Nations contacts from the Georgetown Model UN conferences program and tailoring invitations to international schools to cater to their more individual needs. This global initiative will ensure that NCSC continues on its ascension as the top crisis conference on the collegiate circuit with the added perk of being in the heart of the nation's capital. The long term goal of registration expansion is to reach capacity for the conference, a feat that has yet to be accomplished by any past conference. Out of committee, NCSC's social experience will boast a revamped Friday night event focused on promoting a true Washington, D.C. experience for delegates while retaining classic hits, such as the Saturday night Barking Dog event. NCSC XLIII will capitalize on its opportune location in at the epicenter of American politics by encouraging a well-rounded delegate experience that does not end with committee but rather sustains momentum throughout the conference weekend.

One major change that was decided on was the rebranding of the Logistical Staffer position into that of the Assistant Chief of Staff. The CoS will have at his disposal four assistants who, during the conference, will have many of the same responsibilities of the Logistical Staffer while having some actionables and responsibilities before the conference, such as the organization of the fall staff barbeque and staff training.

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This program, comprised of two rising sophomores and two first-years, will have the goal of engaging members before the conference.

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Global Generations Grant

GIRA, Inc. is proud to announce that it will once again offer the GIRA Global Generation Grant. Now in its sixth consecutive year, the grant is an effort to expand GIRA's commitment to youth education and international affairs by enabling projects created by members of the Georgetown community. Each year, GIRA commits a maximum of \$5,000 to various projects with a limit of \$2,500 to each individual project. Applicants are asked to critically reflect upon their projects and relate them to GIRA's mission statement of designing meaningful exchanges that inspire, educate, and empower the next generation of leaders in government, business, and international affairs. The broad foundation laid by the mission statement allows for applicants to design a plethora of projects - from endeavors aimed at promoting understanding and awareness of international relations to programs designed to empower disenfranchised peoples. In the past fiscal year, GIRA received eleven applications for the 2015 Global Generation Grant. From this extremely competitive pool, GIRA is proud to have selected the following four recipients and projects: Margot Feroletto (Water Cleanliness in Ecuador), Kathleen Guan (Diversity, Conflict Resolution, and Leadership in China Youth Forum), Duy Mai (Vietnamese Youth Model United Nations Conference), and Claire Charamnac (Women LEAD's School Leadership Program).

The Global Generations Grant has grown rapidly in the past few years and GIRA is excited to continue its development in the new fiscal year. In particular, GIRA hopes to continue expanding the scope of the Grant by encouraging applicants to think about the long-term effects of their project. It is GIRA's hope that the Global Generations Grant be a catalyst for project growth and that projects continue past the year it was granted GIRA funding. Moreover, GIRA hopes to increase marketing efforts for the Grant to continue to attract a diverse pool of applicants. One step GIRA will take in the next fiscal year is spearheading a grant development workshop. This workshop will provide general tips and hints for grant application writing but feature opportunities to work directly with GIRA board members on tailor-fitting their application to the Global Generations Grant. Beginning with the grant recipients of this past fiscal year, GIRA will implement a comprehensive feedback and debrief process for recipients. This process will allow for a candid assessment of the Grant and provide insight into factors for success in different types of project. With this feedback, GIRA hopes to continue to improve upon the grant and ultimately grow its applicant pool year over year.

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International Programming

During the summer of 2015, thirteen students will travel abroad to participate in international programming with GIRA's partners. Six will travel to China, where three will teach students in Chengdu and Beijing and three more will teach students only in Beijing. One will travel to Korea to take part in MUNOS – the Model United Nations of Seoul – with CHOSUN education. Five will travel as part of a team staffing the inaugural Millenium Conference Series in India with Worldview. And one more will travel as GMAP ambassador to Worldview, also in India.

In the coming year, GIRA will seek to grow its international presence. In particular, we will collaborate with our existing partners to identify opportunities to grow our relationships with them and we will evaluate potential new partners and markets.

In addition, GIRA will attempt to move forward the schedule on which we negotiate and confirm our programming with international partners, so that we can more adequately prepare our staffers to deliver high quality programming on our behalf.

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Chief Data Officer

In 2015, the Georgetown International Relations Association agreed to test run a new c-suite position titled Chief Data Officer through the mechanism enumerated to the CEO under the GIRA bylaws section 2, clause 1, subclause xiii. For this iteration, the position of Chief Data Officer will be filled by NAIMUN Secretary General Emeritus, Andrew Lyu. The portfolio of this position is expected to be experimental and is subject to change as necessary. Following the trial period, the GIRA board will revisit the question of whether the portfolio should be instated as an annual application-based position in early 2016.

Under its prospective portfolio, the CDO is tasked with organizing GIRA's quantitative data and qualitative archives in order to: develop tools to strengthen GIRA's institutional memory, utilize GIRA's historical information to better inform future expansion, and develop objective methods to evaluate performance and monitor health of GIRA's main revenue streams.

In the coming year, this portfolio will focus its efforts on four goals:

- ☞ To create succinct but comprehensive reference briefs on topics critical to GIRA's strategic growth (China strategy, hotel search, endowment policy, grant evolution, etc.). These briefs should bridge institutional memory between incoming and outgoing generations of the organization—allowing for transition of information regarding GIRA's larger long-term goals not tied to specific portfolios or individuals.
- ☞ To work in conjunction with the CFO to outline new long-term endowment targets. Mandated in 2011, the GIRA endowment was calibrated to hit certain growth targets so that GIRA could eventually expand its philanthropic outlays such as the Global Generations Grant and NAIMUNaid. In 2015, these growth targets must be reevaluated and realigned to GIRA's current financial circumstances.
- ☞ To work in conjunction with the COO and NAIMUN executives to refocus the mandates of the Global Generations Grant and NAIMUNaid, streamlining GIRA's philanthropic programs.
- ☞ To establish data sets that benchmark GIRA's two main revenue streams, NCSC and NAIMUN registration. These data sets should additionally establish the foundation for customer segmentation and trend analysis for both conferences.

Though the Chief Data Officer's direct portfolio is extremely detail oriented, if successful, the Chief Data Officer should catalyze more high-level strategic discussions in GIRA. By providing GIRA, an organization with annual turnover, the tools for temporal contextualization, the CDO will hopefully enable GIRA to proactively tackle the challenges it faces in the near to long term future.

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Operations

Since its founding in 1969, the Georgetown International Relations Association (GIRA) has undergone many operational changes. Yet at the core of GIRA's operations remain two key factors that are instrumental to success: organization and institutionalization. In the next fiscal year, the operations of GIRA will continued to be streamlined and its budget carefully scrutinized; but there will be a larger focus on the two aforementioned goals.

To improve organization, GIRA will more strictly enforce guidelines regarding items in its storage unit. Materials that are dated but usable, such as old t-shirts, will be donated to appropriate charities. This enables GIRA to keep better inventory of materials so that existing items are not wasted or overlooked. Additionally, GIRA plans to implement a color coding system for its conference materials, namely maps and props. Instrumental to the delegate experience, props and maps have been and will continue to be integrated into NCSC and NAIMUN; thus, it is crucial that GIRA maintains updated inventory to ensure that there are no repeat orders or that broken items are replaced accordingly.

With a leadership turnover of about a year, it is crucial that incoming members of the GIRA Board of Directors continue to further the operations and projects of GIRA rather than simply repeating what has been done in years past. While GIRA has maintained extremely comprehensive records, there is a problem of ease of access. In the coming year, GIRA will work to develop new ways to intuitively store, present and access institutional knowledge, such as an internal wiki site.

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Financial

After not making a capital injection into the GIRA endowment in fiscal years 2012 and 2013, a large injection in excess of \$70,000 was just made for FY2014. This capital injection was made possible by two very successful conferences, NCSC XLII and NAIMUN LII, in collaboration with more conservative spending by the Georgetown International Relations Association and by GIRA on operational expenditures. In light of this successful year, the primary goal for FY2015 is to follow in these footsteps, continuing to carefully evaluate budgets so that savings can be realized when possible, in addition to maximizing revenue opportunities involving both NCSC and NAIMUN, but also potentially involving other expansion efforts.

Despite not making capital injections for fiscal years 2012 and 2013, due to the aforementioned large influx this past fiscal year, our endowment will soon eclipse \$300,000, putting GIRA on track to reach its initially stated goal (in 2011) of reaching \$600,000 in the endowment, reached through capital injections and capital gains, by 2021. If we can again set aside \$70,000+ for the upcoming year, we will actually exceed the initially stated goals. This knowledge will guide us for the year ahead.

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Appendix: FY 2014 Financials

This appendix contains charts and figures summarizing the fiscal year 2014 performance of the Georgetown International Relations Association (GIRA), Inc.

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GEORGETOWN INTERNATIONAL RELATIONS ASSOCIATION, INC.

Operating Cash Flows (in Dollars)
For the Year Ending April 30, 2015

Functional Inflows

NCSC XLII	\$	17,572.44	
Other NCSCs		2,531.02	
NAIMUN LII		84,285.75	
Other NAIMUNs		(6,389.88)	
Other Inflows (International Programs, etc.)		<u>2,974.08</u>	
			\$ 100,973.41

Functional Outflows

GIRC Grants 2014-2015	(13,680.14)	
GIRC Grants 2013-2014	(955.89)	
GIRA Operations	(9,275.57)	
GIRA Grant	<u>(4,494.02)</u>	
		<u>(28,405.62)</u>

Net Operating Cash Flows from GIRA FY2014: \$ 72,567.79

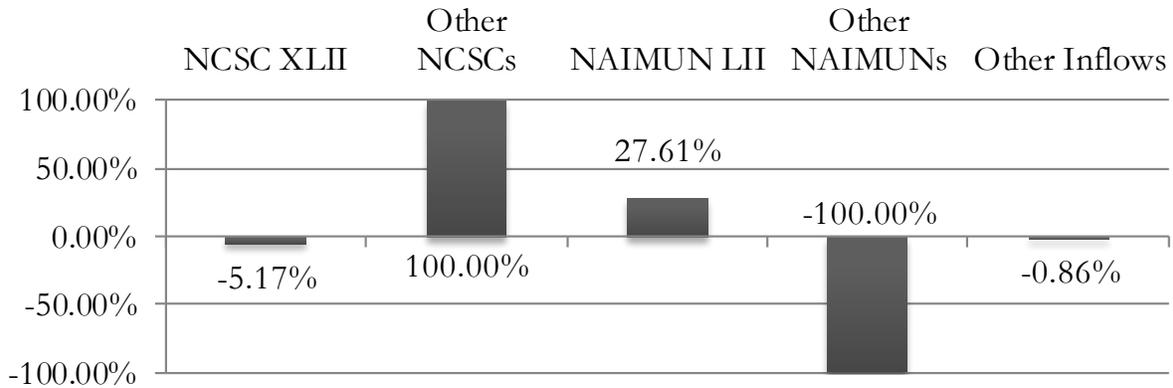
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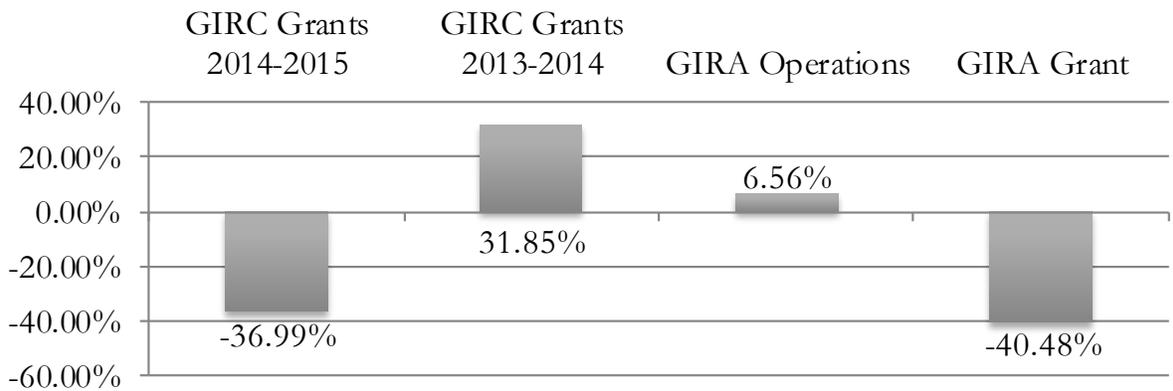
GEORGETOWN INTERNATIONAL RELATIONS ASSOCIATION, INC.

Budgetary Comparison & Evaluation
 For the Year Ending April 30, 2015

Inflows as Percentage of Budgeted



Outflows as Percentage of Budgeted



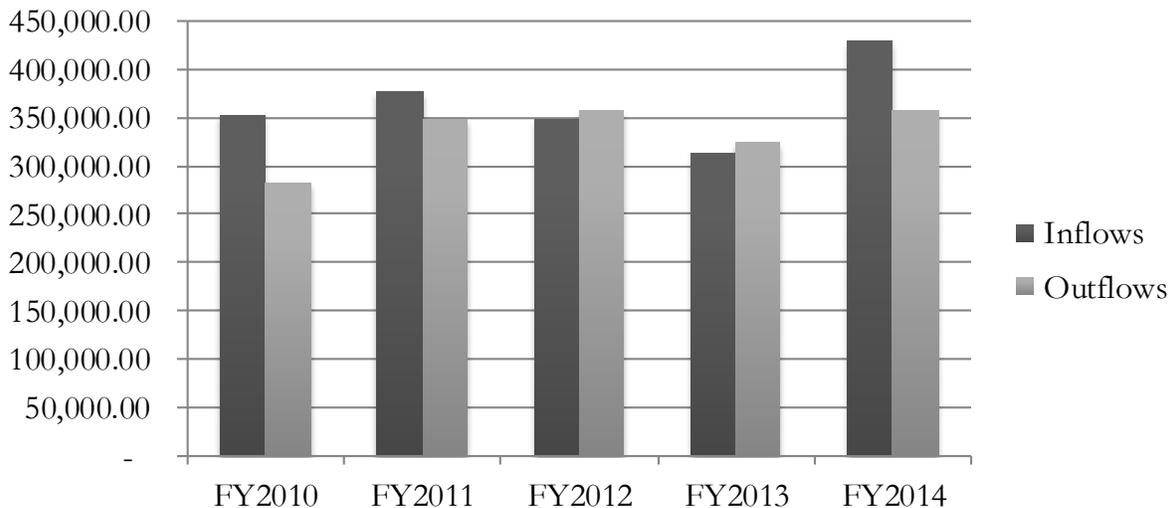
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GEORGETOWN INTERNATIONAL RELATIONS ASSOCIATION, INC.

*Five-Year Overview**

	FY2010	FY2011	FY2012	FY2013	FY2014
Inflows	352,690.21	378,017.16	348,643.17	313,287.04	429,144.51
Outflows	283,524.26	348,511.77	357,889.06	325,326.81	356,576.72
Net Income	\$ 69,165.95	\$ 29,505.39	\$ (9,245.89)	\$ (12,039.77)	\$ 72,567.79



*Figures for FY2014 are provided from the CFO's ledger, while figures for fYs 2010-2013 are derived from financial statements provided in past Corporate Reports.

PHILANTHROPY FUNDS RAISED

For the Year Ending April 30, 2015

Philanthropy Raised at GIRA Conferences:

NCSC XLII (Keep a Child Alive)	\$ 1,721.88
NAIMUN LII (Doctors without Borders)	16,006.98
Total Raised:	<u>\$ 17,728.86</u>

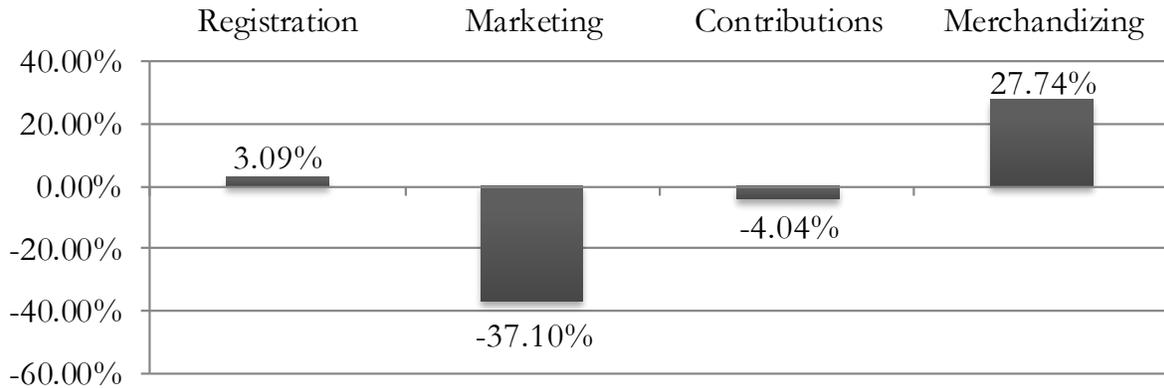
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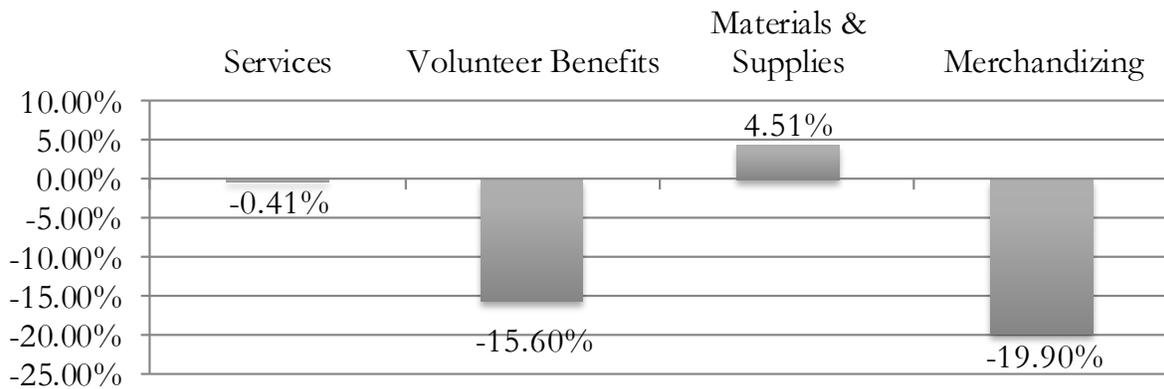
THE 42nd NATIONAL COLLEGIATE SECURITY CONFERENCE

Budgetary Comparison & Evaluation

Inflows as Percentage of Budgeted



Outflows as Percentage of Budgeted



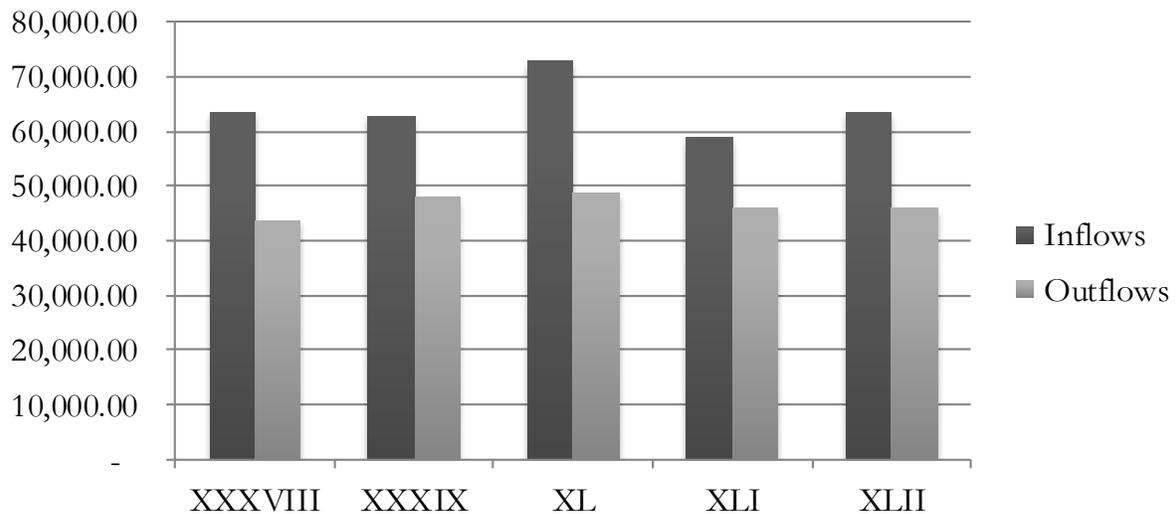
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NATIONAL COLLEGIATE SECURITY CONFERENCE

Five-Year Overview

	XXXVIII	XXXIX	XL	XLI	XLII
Inflows	63,416.62	62,647.23	72,779.24	58,708.65	63,334.31
Outflows	43,610.70	47,863.61	48,687.94	45,986.30	46,153.38
Net Income	\$ 19,805.92	\$ 14,783.62	\$ 24,091.30	\$ 12,722.35	\$ 17,180.93



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THE 52nd NORTH AMERICAN INVITATIONAL MODEL UNITED NATIONS

Operating Cash Flows (in Dollars)

For the Conference Held February 2015

Inflows

Registration (net of refunds)	\$	302,183.21	
Marketing		7,122.22	
Contributions		2,462.47	
Merchandizing		15,190.91	
Other Inflows		1,180.00	
			\$ 328,138.81

Outflows

Services	(188,422.41)		
Volunteer Benefits	(4,810.96)		
Materials & Supplies	(34,257.27)		
Merchandizing	(8,180.05)		
Scholarships & Aid	(8,235.00)		
Other Outflows	(33.21)		
			(243,938.90)

Net Operating Cash Flows from NAIMUN LII: \$ 84,199.91

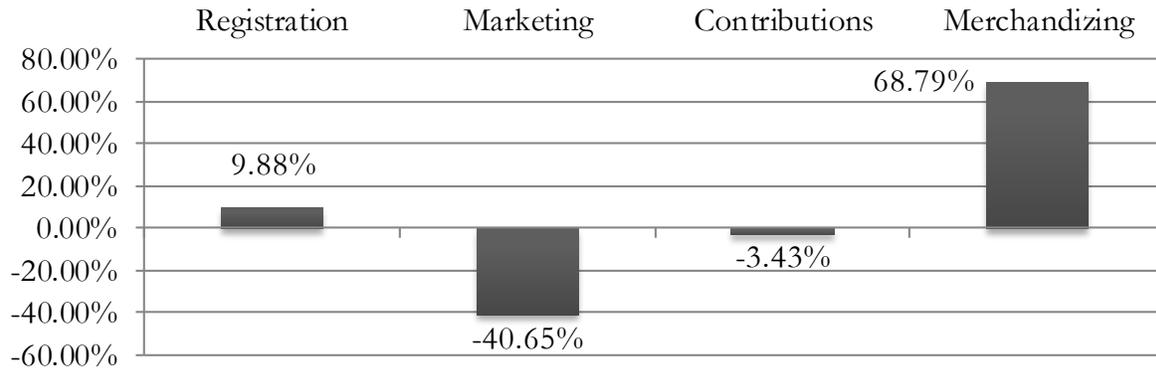
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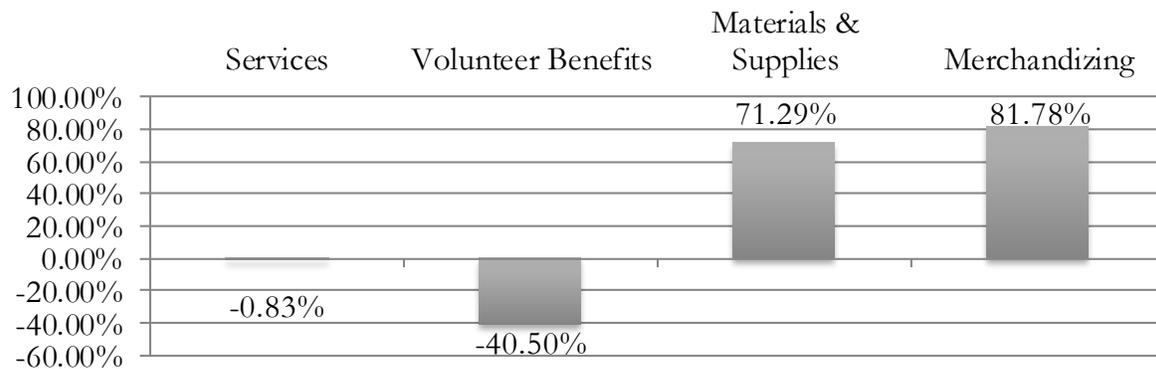
THE 52nd NORTH AMERICAN INVITATIONAL MODEL UNITED NATIONS

Budgetary Comparison & Evaluation

Inflows as Percentage of Budgeted



Outflows as Percentage of Budgeted



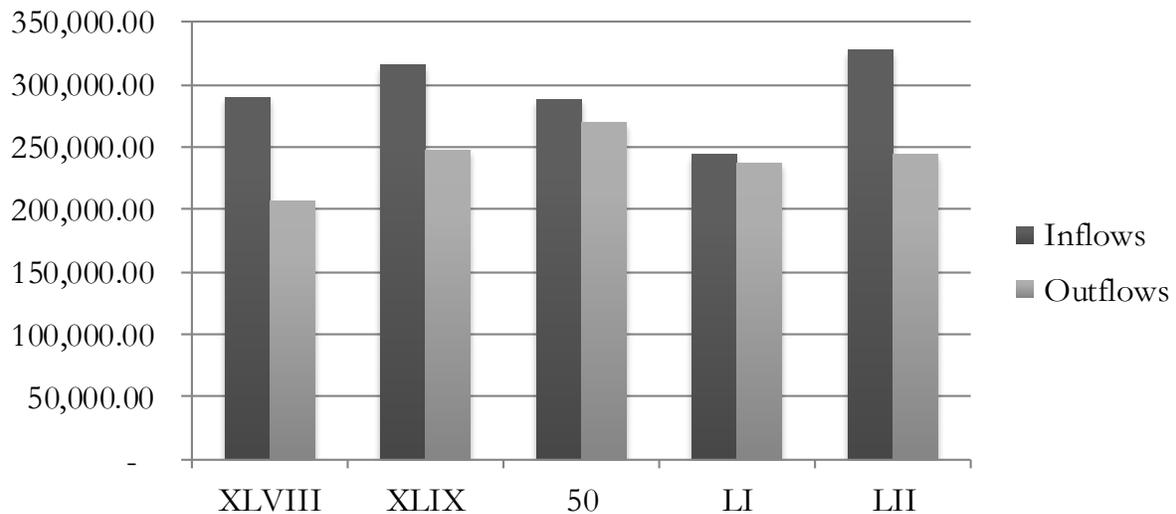
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NORTH AMERICAN INVITATIONAL MODEL UNITED NATIONS

Five-Year Overview

	XLVIII	XLIX	50	LI	LII
Inflows	289,273.59	315,612.63	288,444.36	243,169.59	328,138.81
Outflows	206,529.89	247,714.43	268,887.65	236,648.29	243,938.90
Net Income	\$ 82,743.70	\$ 67,898.20	\$ 19,556.71	\$ 6,521.30	\$ 84,199.91



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