

GEORGETOWN INTERNATIONAL RELATIONS ASSOCIATION



CORPORATE REPORT



Published June 2017

Questions or concerns regarding the contents of this report should be addressed via e-mail to ceo@modelun.org



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The Board of Directors, 2016-17

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

Matthew Robinson

Edmund A. Walsh School of Foreign Service, 2018

Chief Financial Officer

Aaron Wen

Edmund A. Walsh School of Foreign Service, 2017

Chief Product Officer

Jonas DeMuri-Siliunas

Edmund A. Walsh School of Foreign Service, 2018

Executive Director, NCSC XLIV

Vacated

Executive Director, NAIMUN LIV

Halle Hagan

Edmund A. Walsh School of Foreign Service, 2018

Executive Director Emeritus, NCSC XLIII

Grace Kim

Edmund A. Walsh School of Foreign Service, 2017

Executive Director Emeritus, NAIMUN LIII

Christina Graziano

McDonough School of Business, 2017

Chief Operations Officer

Matthew Ellison

Edmund A. Walsh School of Foreign Service, 2018

Executive Secretary

Erin Luck

Edmund A. Walsh School of Foreign Service, 2019

Secretary-General Emeritus, NCSC XLIV

Lyric Gupta

Edmund A. Walsh School of Foreign Service, 2018

Secretary-General, NAIMUN LIV

Garrett Williams

McDonough School of Business, 2018

Secretary-General Emeritus, NCSC XLIII

Jack Ludtke

McDonough School of Business, 2017

Secretary-General Emeritus, NAIMUN LIII

Vacated



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Chief Executive Officer and Chair of the Board of Directors

Brendan Keenan

Edmund A. Walsh School of Foreign Service, 2018

Chief Financial Officer

Zachary Schroepfer

McDonough School of Business, 2019

Chief Information Officer

Patricia Lin

Edmund A. Walsh School of Foreign Service, 2018

Executive Secretary

Bianca Lambert

Edmund A. Walsh School of Foreign Service, 2020

Executive Director, NCSC XLV

Aaron Bennett

Georgetown College, 2019

Executive Director, NAIMUN LV

Carley Mambuca

Edmund A. Walsh School of Foreign Service, 2019

Executive Director Emeritus, NCSC XLIV

Vacated

Executive Director Emeritus, NAIMUN LIV

Halle Hagan

Edmund A. Walsh School of Foreign Service, 2018

Chief Operations Officer

Justin McCartney

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Chief Global Strategist

Elodie Currier

Edmund A. Walsh School of Foreign Service, 2019

Secretary-General, NCSC XLV

Naba Rahman

Edmund A. Walsh School of Foreign Service, 2019

Secretary-General, NAIMUN LV

Christian Mesa

Georgetown College, 2019

Secretary-General Emeritus, NCSC XLIV

Lyric Gupta

Edmund A. Walsh School of Foreign Service, 2018

Secretary-General Emeritus, NAIMUN LIV

Garrett Williams

McDonough School of Business, 2018



A Message from the CEO

Dear Stakeholders,

In fiscal year 2016, the Georgetown International Relations Association delivered programming of tremendous strength—both financially and substantively.

NAIMUN LIV and NCSC XLIV generated near-record levels of combined attendance and revenue, ensuring that GIRA remains in a strong financial position and its marquee programs retain their excellent reputation. Nearly 4,000 students attended GIRA's conferences during fiscal year 2016. And the management of these conferences will also provide a blueprint for success for the Secretary- General and Executive Director both of NAIMUN LV and NCSC XLV.

Among the students and faculty who attended NAIMUN LIV and NCSC XLIV were several of GIRA's international partners. After a slate of summer programming in which GIRA's international partners hosted Georgetown students in India, China and Bahrain, the strength of GIRA's own conferences and staff allowed the organization to extend our partnerships in those regions and open a new partnership in the Middle East.

GIRA also maintained a series of significant grant outlays supporting the international efforts of graduate and undergraduate students at Georgetown University. In addition to making a sizable grant to GIRA's sister organization—the Georgetown International Relations Club—the organization expanded the scope of the Global Generation grant program to allow larger projects to apply for greater amounts of grant funding than previously permitted.

As a whole, Model United Nations conferences, international programming and grant outlays represent the manifestation of GIRA's mission, and the three core elements of its programmatic agenda. In fiscal year 2016, the organization continued a growth posture with respect to this traditional agenda, strengthening NAIMUN and NCSC, introducing new international partners and a solid grant program. In fiscal year 2017, GIRA will be well positioned by NAIMUN and NCSC's continued success to continue to grow and reimagine its programming. You have my thanks for the opportunity to serve this organization and for your continued support.

Sincerely,

Matthew Robinson

Chief Executive Officer and Chair of the Board of Directors, 2016-2017



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.



The GIRC-GIRA Relationship

Overview

The Georgetown International Relations Association, Inc. has a unique partnership with the Georgetown International Relations Club (GIRC). The Georgetown International Relations Association (GIRA) consists of a Board of Directors comprised 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 conferences that promote international diplomacy: the National Collegiate Security Conference (NCSC) and the North American Invitational Model United Nations (NAIMUN) conference. Staff members 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 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, 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 16, the bulk allocation system was utilized for the seventh consecutive year.

FY 2016 GIRC Programming

With the support of GIRA funding, the Georgetown International Relations Club (GIRC) was able to schedule, host and co-sponsor numerous events for members of the Georgetown community. These events ranged from academic speaker series and intercultural immersion events to alumni networking and professional development opportunities for university students and educational programs for underprivileged high school students. Each of these events sought to highlight GIRC and GIRA's commitment to youth education in international relations.

NAIMUN and NCSC, GIRA's flagship conferences once again served as excellent recruitment tools for the IRC, with scores of new IRC members making their start at one or both of the conferences. Through an emphasis on substantive and logistical excellence, both Secretariats were able to ensure incredible experiences for the general staff. Consequently, many of these staff members have continued to play a part in IRC leadership and will be vital to the future of the success of the club.



Through its support of GIRC's operations at Georgetown University, GIRA was also 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. GIRA support also made possible the highlight event of the spring for GIRC, the 7th annual Georgetown Diplomacy and International Security Conference (GDISC).

Additionally, GIRA's continued support of the Georgetown's Model United Nations Travel Team continued to serve as the backbone of the team's success. While Georgetown University itself remained quite generous in its funding stream to the International Relations Club, GIRA support was key in ensuring that Georgetown students were able to compete at a high level, providing financial support towards hotels, flights, and other necessary costs. Traveling to locations such as New York City, Philadelphia, Montreal, and California, Georgetown's team maintained its position as one of the premier teams in the country. At the end of the year, the team achieved a ranking in the Best Delegate Annual Ranking, due to the hard work of the Conferences Staff, bolstered by GIRA's support.



GIRA Programming, FY 2016

NCSC XLIV

The forty-fourth National Collegiate Security Conference took place during October 2016 in the Bethesda Hyatt and was yet another successful edition of North America's premier crisis conference. Georgetown staffed eighteen highly competitive committees with topics ranging from the Inter-Services Intelligence of Pakistan to the cabinet of Chiang Kai-shek and hosted over 550 students from North America and Europe. Led by a stellar team of Undersecretaries-General, NCSC was universally lauded for its engaging, well-structured committees and overall quality of debate.

NCSC continued to take part in the many traditions that make the conference special. The conference continued to host excellent social events such as inviting Head Delegates to a social hour in the executive suite, as well as continuing the delegate-favorite Bar Night event at Barking Dog on the Saturday Night of the conference.

The conference came to a successful close, with West Point and New York University winning Best and Outstanding Small Delegations, respectively, and the University of Pennsylvania and Florida International University taking home Best and Outstanding Large Delegations.

We are very much looking forward to what the next chapter of NCSC has in store. Under the guidance of Secretary-General Naba Rahman and Executive Director Aaron Bennett, we are sure that the next generation of NCSC will continue to add to its legacy as one of the finest Model United Nations conferences in the world.

NAIMUN LIV

The fifty-fourth annual North American Invitational Model United Nations, held in February 2017, was a substantive, financial, and logistical success that further solidified the conference's reputation for excellence. Led by Secretary-General Garrett Williams and Executive Director Halle Hagan, NAIMUN LIV welcomed delegations from all across the country and world for a long weekend of substantive rigor, high-quality debate, premier programming, and esteemed speakers. Over two hundred and fifty Georgetown students came together to provide over 3,000 delegates with 39 stimulating and innovative committees, ranging from the Parliament of Catalonia to the Board of Uber to a four-way coordinated crisis in the United States National Security Apparatus.

Substantively, NAIMUN LIV was able to strike the balance between the growing competitiveness of the high school Model UN circuit and the conference's core educational focus. NAIMUN continued its strong crackdown on accusations of delegates cheating, and developed a methodology for informing moderators and, if necessary, disqualifying that delegate for awards. NAIMUN LIV also



took a special focus to invest in its staff, expanding significantly in number, and hosting a number of staff bonding dinners leading up to the conference.

Outside of committee, delegates enjoyed a variety of premier programming. Not only did the delegates attend NAIMUN's signature Hilltop Madness – an event that showcased many Georgetown University performing arts groups – and the Delegate Dance, but they also had the opportunity to explore DC's finest monuments, museums, and embassies. During NAIMUN LIV's Friday morning programming, over a thousand delegates were sent on NAIMUN-organized tours to the White House, the Pentagon, Embassy Row, and the Capitol Building. Furthermore, delegates had the opportunity to hear an insightful speech from former United States Assistant Secretary of State for International Security and Nonproliferation Tom Countryman.

NAIMUN LIV saw a record-breaking year for philanthropy. Through its NAIMUNAid program, NAIMUN LIV offered over \$13,500 in financial aid to students and delegations in need of assistance to travel to NAIMUN, a record for the conference. NAIMUN also continued its tradition of raising significant funds for charity. At NAIMUN LIV, dedicated delegates and staff raised \$16,317 for the Malala Fund, our charity partner for the conference.

Financially, NAIMUN LIV built upon NAIMUN LIII success, becoming one of GIRA's most profitable conference to date. Such profitability resulted in a sizable contribution to GIRA's endowment; this growth in the endowment will allow GIRA to continue to work towards its long-term financial and organizational goals.

Secretary-General Christian Mesa and Executive Director Carley Mambuca look forward to taking the reins for NAIMUN LV and building on the past few years of historic success.

International Programs

International programming in fiscal year 2016 strengthened GIRA's relationships with three existing partners: Alpha Partners Education, CHOSUN Education and Worldview Education. GIRA hopes to send even more students abroad in fiscal year 2017 and to introduce new opportunities for Georgetown students to travel around the world through GIRA's international partnerships. In addition, GIRA hopes to continue to leverage international partners—as it did in fiscal year 2016—to help bring international students to NAIMUN.

Alpha Partners Education

Alpha Partners Education (APE) is an education company based in China. GIRA maintains a growing partnership with APE by way of a co-branded Model UN camp and conference in Beijing, Pegasus NAIMUN; the participation of Georgetown students in APE camps in Chengdu and Shanghai; and the participation of large numbers of APE students in NAIMUN.



During the summer of 2016, GIRA sent students to participate in APE-led programs in Chengdu and Beijing. APE then sent a large delegation to NAIMUN LIII this past February. We look forward to continuing and potentially expanding on this partnership in the future.

CHOSUN Education

CHOSUN Education, a subsidiary of CHOSUN Media, is a major education company in South Korea. CHOSUN Education hosts the Model United Nations of Seoul (MUNOS), one of South Korea's premier Model United Nations conferences.

In fiscal year 2016, GIRA for the third time sent representatives to MUNOS in order to help run the conference, allowing MUNOS to leverage GIRA's first-rate human resources. In exchange, MUNOS provided an experience in cultural immersion to two Georgetown students – an expansion of the program from the single participant in FY 2015. Unfortunately, our contact at MUNOS has left the program, so it appears that GIRA will not continue this partnership in FY 2017.

Worldview Education

Worldview Education is an education company based in India, and one of that country's most significant organizers of international Model United Nations conferences (HMUN India, for example.) In the past, GIRA has sent representatives to India to teach Model United Nations via Worldview—the GMAP ambassador.

In fiscal year 2016, GIRA and Worldview executed the Global Leaders Summit, which centered on a conference organized by Worldview and staffed by Georgetown students. GIRA sent four student representatives to India in late February, where they travelled for several days and led a conference in Pune.



FY 2016 Financial Review

Dear Stakeholders,

FY2016 followed closely in the footsteps of FY2015, with continued financial improvements by the entirety of the GIRA Board. Institutionally, GIRA has been significantly more judicious in its financial decisions, particularly with GIRC, and has invested only in programs across our slate which are in accordance with the mission and scope of the institution. This year's CFO continued to use the model of last year's Chief Financial Officer, employing similar record keeping and budgeting techniques. Using a shared DropBox folder, institutional memory of financial transactions will be much improved moving forward. While NCSC witnessed another year of moderate financial success, NAIMUN performed strongly as expected, taking in admirable profit considering the new investments made in the conference and leading to FY2016 being another year which has surpassed financial expectations.

In sum, GIRA's net income this fiscal year was roughly \$33,000 – falling short of the unprecedented \$100,000 earned last fiscal year. As expected, our inflows fell this year, suffering from an unprofitable NCSC and a weaker NAIMUN. However, much of this decrease was the result of strategic decisions by the GIRA board to invest more heavily in our volunteers as well as our products. Across the board, staff benefits increased, and we greatly expanded financial aid for NAIMUN to open our doors to more students. We expect to return to normal next fiscal year but continue to spend more on investment opportunities we deem beneficial to our organization and aligned with our mission.

Not to be overlooked, GIRA's endowment is a core facet of the financial standing of this organization. Created in FY2010, the endowment is fundamental to the long-term financial health of GIRA. We expect to inject most of our income this fiscal year into the endowment and continue to build on the new ETF strategy established last fiscal year. The endowment currently stands at \$442,604.08 and will increase in the months ahead as our next capital injection is made.

As was done in the last fiscal year, the CFO will determine the precise amount to be contributed to the endowment in consultation with the rest of the Board.

Yours in service,

Aaron Wen

Chief Financial Officer, 2016-2017



FY 2017 Prospectus

A Message from the Incoming CEO

We're looking forward to another stellar year aligned with our financial and educational goals. Below is an outline of the ways in which we are aiming to enhance our programming, regain our financial footing, and chart a course toward a stronger and brighter future for GIRA.

Brendan Keenan, *Chief Executive Officer, 2017-2018*

GIRC Prospectus

Over the past year, the IRC succeeded in building out its programming slate and fostering a high level of engagement among its members, both of which will continue to be priorities in the upcoming academic year. Engagement and communication continue to be areas of priority for improvement. Additionally, the GIRA and GIRC Boards continue to work together to improve financial transparency and accuracy in budgeting.

In order for the Board to be more cohesive, which in turn informs the broader IRC culture, communication of all substantive and procedural decisions must be both clear and timely. The Board relies heavily on the participation, and therefore input and leadership, of its members. Over the next year this Board will work harder and smarter to bring new voices into the important discussions which direct our program forward.

To date, each sub-board of the IRC has operated effectively such that IRC is able to host a high degree of high caliber events that draw hundreds of students to attend the wide variety of programming that the IRC hosts. These events range from educational events such as embassy visits and guest lectures to professional opportunities such as career panels and networking events. However, new partnerships, innovative communications and a more attractive programming slate can further attract interest to GIRC events.

Doing so requires not only improved Board collaboration, but also a focus on broader, long-term issues. For example, the image of the IRC on the Georgetown campus must continue to be improved, particularly with regard to our inclusivity. By continuing to enrich the mentorship program, hosting more wide-appeal events such as the study break series, and including general membership in the decision making and planning of the club, the IRC can increasingly engage its general membership in ways that strengthen all aspects of programming by growing the membership base into the planning and execution of events.



These events inextricably further GIRA's mission, and the health of the joint boards will continue to be a priority in the upcoming year. Similar standards of communication and engagement present an opportunity to strengthen the joint boards and make it more cohesive. As such, moving forward, a broader, cross-organizational understanding of the impact of decisions will be essential to improving the image of GIRC-GIRA and ensuring its continued productivity.

NCSC XLV

The 45th National Collegiate Security Conference (NCSC XLV) will take place at the Hyatt Regency in Bethesda from October 26th to 29th, 2017. Secretary-General Naba Rahman and Executive Director Aaron Bennett will lead NCSC XLV. Together they hope that they can continue NCSC's tradition of excellence and efficiency.

As always, NCSC is focused on providing an unparalleled crisis experience for its delegates through a diverse and competitive committee slate and a special focus on the uniqueness of our host city here in Washington. The success of NCSC is inextricably linked to its top-quality staff. This year, NCSC is focusing on investing in the staff experience more than ever and has already seen success. Chair proposed committees and topics drove the substantive richness of this year's slate. The NCSC Secretariat is excited at his opportunity to maximize the individual strengths and expertise of NCSC's accomplished general staff.

The executive side of NCSC XLV will focus on delivering a product that will maximize delegate experience. NCSC XLV will focus on providing opportunities that will stimulate delegates 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 perform aggressive outreach in order to build upon the prior year's successes in registration numbers and quality. This initiative will ensure that NCSC continues on its ascension as the top crisis conference on the collegiate circuit. The long-term goal of registration expansion is to reach capacity for the conference; the NCSC XLV Executives are proud of their success in this endeavor thus far.

Out of committee, NCSC's social experience will boast a similar Friday night event focused on promoting a true Washington, D.C. experience for delegates while retaining classic hits. This iteration of NCSC will look for ways to enhance the Bar Night experience, as well as evaluate how best to make use of the Friday night options as well. Most excitingly, NCSC XLV will be partnering with NAIMUN LV in the charity partnership this year, collectively raising money for World Bicycle Relief and organizing co-branded events for staff throughout the lead up to the conferences.

NAIMUN LV

NAIMUN LV is set to take place from February 15th-18th, 2018 in the Washington Hilton hotel. Preparations for NAIMUN LV swung quickly into effect after the conclusion of NAIMUN LIV, and by the beginning of the summer of 2017 the conference is already beginning to take shape. Secretary-General Christian Mesa and Executive Director Carley Mambuca are excited to uphold the tradition of excellence NAIMUN is known for by providing delegates with forums for substantively



challenging debate, chances to explore the greater Washington, D.C. area, and opportunities to grow into global thinkers.

Substantively speaking, Christian and Carley see two primary goals for NAIMUN LV. The first is to maintain NAIMUN's position on the high school circuit as the "championship conference." NAIMUN LV will offer 39 committees separated into six different organs, ranging from the larger, more standard General Assembly style committees all the way to smaller, interlinked crisis-based committees. New offerings at NAIMUN LV will include the conference's first ever bilingual committee, The Coalition of Parties for NO, as well as a reimagined coordinated crisis organ, the United Kingdom National Security Apparatus. Delegates will therefore have a multitude of options when deciding where they see themselves participating at NAIMUN.

The second substantive goal of NAIMUN LV is to provide students from all around the world with an unparalleled educational experience. While providing a competitive environment is important to the overall success of NAIMUN LV, it is the hope of the Executives and the entire staff that each and every delegate will walk away learning something new from their experience at NAIMUN. While it is easy for delegates or staffers to get caught up in the "politics" and competitiveness of a Model UN conference, it is crucial to keep in mind that the mission of NAIMUN LV is in fact to promote youth education in international affairs and enhance students' skills in debate, public speaking, negotiation, and leadership. In order to do this, Chairs and Crisis Managers will focus more on the debate itself and the substance of each committee, rather than the competition aspect of the conference. Additionally, the NAIMUN staff will enforce strictly the policies and rules set out to ensure a fair and equal opportunity for all delegations and individual delegates. Issues such as prewriting, plagiarism, and other forms of cheating will be taken incredibly serious in order to maintain NAIMUN's educational integrity. This includes most especially complaints of harassment via note passing; NAIMUN staff will serve as primary pages in committee for the duration of the conference, and new policies have been communicated to all staff regarding procedures to handle such complaints.

In order to build on the success of the staff increases of NAIMUN LIV, NAIMUN LV will hire a similar number of general staffers. This is primarily based upon the philosophy that a strong and efficient dais has a direct correlation to each delegate's' experience in the conference. Additionally, NAIMUN LV will see the inclusion of a devoted Logistics and Security staff, which will be tasked with ensuring the non-substantive areas of the conference, such as philanthropy and merchandise, are operating at their optimal level for our students and moderators.

Programming at NAIMUN LV will see a significant substantive and logistical overhaul as well. Through a combined effort of the entire NAIMUN Secretariat, NAIMUN LV Friday morning programming will include opportunities for select committees to tour a thematically related location in the city, as well as traditional embassy tours and an offering of circulating bus routes to Washington, DC's most visited attractions. It is the belief of NAIMUN's Executives and Secretariat



that this substantive redirection of one of the conference's proudest traditions will further enhance the educational experience for delegates and help them engage more deeply with some of the most critical issues facing our globe today.

Christian and Carley look forward to welcoming students to DC next February and are hopeful that their emphases this year will not only maintain NAIMUN's historic standard of excellence but develop traditions which strengthen NAIMUN's global presence in the years to come.

Global Generations Grant

In the coming year, GIRA will once again seek grant proposals for the GIRA Global Generations Grant, now in its eighth year. Through the grant, GIRA contributes directly to its mission of furthering youth education in international affairs by funding proposals submitted by members of the Georgetown community. These proposals often entail projects that give students hands-on work experience abroad. Grant applicants are asked to reflect critically upon their proposed project and to relate it 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.

In 2017, GIRA is proud to be funding a total of \$5800 in grants to three participants. Jeremy Cohen is organizing an environmental themed Model UN conference in Kryzgistan, partnering with a local organization on the ground. Aly Panjwani and his theatre group traveled to Spain to perform their piece about American identity as part of the World Theatre Congress. Finally, Katie Sheline and the Georgetown Global Microfinance Initiative were awarded a Grant for an on-the-ground consulting effort to expand access to credit and local entrepreneurship in Colombia.

Leading up to the 2018 cycle, GIRA will look to make key improvements in marketing the Grant outside of its established audience while bolstering funding for deserving proposals. Increasing awareness of the GIRA grant will help to ensure continued funding for high quality projects that can best deliver on the GIRA mission. Additionally, the Board will discuss options to expand the Grant into the research arena as well. Through prospective partnerships with University research and fellowship institutes, GIRA hopes to be able to grow the Grant program and engage a new community of Georgetown students in our mission.

International Programming

GIRA's International Programming is slated to have an historic year in 2017, as the Board welcomes Elodie Currier to the new position of Chief Global Strategist. Elodie's position will take over jurisdiction of the organization's partnerships and programs abroad, including the inaugural NAIMUN China in the summer of 2018. NAIMUN China is the next phase in GIRA's partnership with Alpha Partners Education, where GIRA appointed staffers will oversee the substantive creation and execution of the committees through a traditional substantive side conference structure. GIRA



is looking forward to its partnership with Alpha Partners and a successful first expansion of the NAIMUN brand abroad.

Through the new CGS position, the Board is hopeful that many new opportunities arise for students to travel abroad and promote the organization's mission. A core component of the new portfolio will be to research and identify competitive and diverse regions of the world where GIRA's international programming can thrive.

As the International Programming portfolio continues to grow, it will be important for the operation of GIRA to delineate responsibilities between the Board and the CGS individually. The Board has a number of conversations on this topic upcoming for the year, which we are confident will allow for an efficient week-to-week operation of the Board and an effective new portfolio for GIRA.

Furthermore, the board will seek to expand the number of international partners currently associated with GIRA and to extend GIRA's reach to partners in areas previously unaffected by GIRA programming.

Chief Information Officer

In 2017, the Georgetown International Relations Association will pilot a new c-suite position titled Chief Information Officer (CIO). This position was established through the mechanism described under the GIRA bylaws section 2, clause 1, subclause xiii, the same mechanism which has been used to establish additional c-suite positions in past years. The inaugural holder of this position will be Patricia Lin. The portfolio of this position is expected to be experimental and is subject to change as necessary throughout the course of the coming year. The GIRA board will analyze the efficacy and sustainability of this position at the end of the term.

Under the inaugural portfolio, the CIO is tasked with addressing issues and initiating projects which deal with Board relations and division of portfolios. Expected upcoming projects for the CIO will include conducting personnel reviews of each Board member, reviewing the GIRA digital archive process and managing and upkeeping the organization's bylaws and SOPs.

The portfolio of the CPO is intended to include a degree of elasticity so that the CPO may address and respond to pressing issues the organization is facing at any given moment. In doing so, the CPO will work in conjunction with conference executives and fellow c-suite members to ensure that GIRA continues to offer exceptional experiences and products. The CIO is also expected to be a full and active member of the Board, participating in conversations and offering inputs on a variety of GIRA operations and projects.



Operations

GIRA operations in the coming year will focus on improving division and cooperation among Board portfolios and improving GIRA's documentation of information for future Boards.

Regarding Board portfolios, GIRA can improve from identifying areas where members can work together to improve efficiency and prevent mishandling of items. Throughout the year, with the assistance of the Chief Information Officer, the Board will begin this process, and document these identified areas in GIRA SOPs.

Transfer of information from Board to Board has been identified as an area of improvement for GIRA. This year, GIRA will build upon advances made in years prior, especially those under the CPO, in order to continue to improve the effectiveness of Board operations from year to year. Furthermore, the comprehensive documentation of GIRA programming information is critical for future conferences and international programming projects, as those resources serve as models for how to conduct operations as well as testaments to how those projects have changed throughout GIRA's history. This priority is a work in progress, with the hope of a series of benchmarks being reached by the end of this year.

Financials

Following the minor loss from NCSC XLIV and the modest profit from NAIMUN LIV, GIRA is looking to recalibrate its financial engines in the next fiscal year. This organization and its Board of Directors will return to the intense budget scrutiny to maximize savings where necessary, run efficient and successful conferences for larger revenue streams, and promote fiscal responsibility throughout all of its programs. As a result, we confidently predict higher net income in FY2017.

We expect spending to remain more or less constant for FY2017, save for any slight price increases due to inflation or contractual obligations with hotels and vendors. Additionally, GIRA hopes to begin to see impacts in the costs and revenues area from the new NAIMUN-Hilton contract which begins to go into effect for NAIMUN LV.

The Board hopes to have a long-term re-evaluation of the endowment and GIRA's financial health this year. Each fiscal year provides GIRA with new challenges and opportunities, but we are confident as a Board that the financial health of this organization is in very good hands.



Appendix: FY 2016 Financials

The attached appendix contains charts and figures summarizing the fiscal year 2016 performance of the Georgetown International Relations Association (GIRA), Inc.

INCOME STATEMENT

Georgetown International Relations Association

For the Year Ending April 30, 2017

| Revenue | FY 2016 |
|---------------------------------|-------------------|
| NCSC XLIV | |
| Charity | 1,236.10 |
| Contributions | 1,443.16 |
| Hotel | 0.00 |
| Marketing | 8,080.82 |
| Materials & Supplies | 0.00 |
| Merchandizing | 483.18 |
| Other | 0.00 |
| Registration | 41,010.65 |
| Scholarships & Aid | 0.00 |
| Services | 0.00 |
| Technology | 0.00 |
| Volunteer Benefits | 0.00 |
| <i>Total NCSC XLIV Revenue</i> | <i>52,253.91</i> |
| NAIMUN LIV | |
| Charity | 15,604.94 |
| Contributions | 6,372.98 |
| Hotel | 0.00 |
| Marketing | 13,556.49 |
| Materials & Supplies | 93.45 |
| Merchandizing | 18,869.89 |
| Other | 665.00 |
| Registration | 303,424.80 |
| Scholarships & Aid | 1,788.18 |
| Services | 0.00 |
| Technology | 0.00 |
| Volunteer Benefits | 80.00 |
| <i>Total NAIMUN LIV Revenue</i> | <i>360,455.73</i> |

| GIRC | |
|----------------------------------|--------------------|
| Communications | 0.00 |
| GDISC | 0.00 |
| Other | 213.84 |
| Outreach | 0.00 |
| Special Events | 0.00 |
| Traveling Conferences | 0.00 |
| <i>Total GIRC Revenue</i> | <i>213.84</i> |
| <i>Other NCSC/NAIMUN Revenue</i> | <i>3,864.05</i> |
| Total Revenue | 416,787.53 |
| Expenses | FY 2016 |
| NCSC XLIV | |
| Charity | (1,278.22) |
| Contributions | 0.00 |
| Hotel | (32,785.84) |
| Marketing | 0.00 |
| Materials & Supplies | (7,488.35) |
| Merchandizing | (1,468.81) |
| Other | 0.00 |
| Registration | (290.00) |
| Scholarships & Aid | 0.00 |
| Services | (9,087.57) |
| Technology | (1,684.39) |
| Volunteer Benefits | (3,778.76) |
| <i>Total NCSC XLIV Expenses</i> | <i>(57,861.94)</i> |
| NAIMUN LIV | |
| Charity | (15,744.94) |
| Contributions | (120.00) |
| Hotel | (204,369.21) |
| Marketing | 0.00 |
| Materials & Supplies | (26,127.73) |
| Merchandizing | (9,270.00) |

| | |
|-----------------------------------|---------------------|
| Other | (551.00) |
| Registration | (11,836.78) |
| Scholarships & Aid | (21,314.40) |
| Services | (1,842.10) |
| Technology | (10,690.95) |
| Volunteer Benefits | (13,308.72) |
| <i>Total NAIMUN LIV Expenses</i> | <i>(315,175.83)</i> |
| GIRC | |
| Communications | 0.00 |
| GDISC | (415.56) |
| Other | (8,988.15) |
| Outreach | (34.37) |
| Special Events | (4,455.09) |
| Traveling Conferences | (4,970.20) |
| <i>Total GIRC Expenses</i> | <i>(18,863.37)</i> |
| Operations | |
| Insurance | (2,798.00) |
| Other | (2,811.01) |
| Board Benefits | (1,642.18) |
| Storage | (1,560.00) |
| Technology & Communications | (1,183.20) |
| <i>Total Operations Expenses</i> | <i>(9,994.39)</i> |
| Grant | |
| <i>Total Grant Expenses</i> | <i>(2,936.38)</i> |
| <i>Other NCSC/NAIMUN Expenses</i> | <i>(17,407.10)</i> |
| Total Expenses | (422,239.01) |
| Other Income (Expenses) | 38,705.63 |
| Net Income | 33,254.15 |

BALANCE SHEET

Georgetown International Relations Association

For the Year Ending April 30, 2017

| | 4/30/2016 | 4/30/2017 |
|---------------------------------------|---------------------|---------------------|
| Assets | | |
| Cash and Cash Equivalents | \$113,157.78 | \$27,787.10 |
| Endowment | \$323,979.25 | \$442,604.08 |
| Total Assets | <u>\$437,137.03</u> | <u>\$470,391.18</u> |
| Liabilities | | |
| Total Liabilities | \$0.00 | \$0.00 |
| Equity | | |
| Retained Earnings | \$437,137.03 | \$470,391.18 |
| Total Liabilities & Equity | \$437,137.03 | \$470,391.18 |

GEORGETOWN INTERNATIONAL RELATIONS ASSOCIATION

Five-Year Overview

| | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016 |
|-------------------|---------------|----------------|--------------|--------------|--------------|
| Inflows | 348,643.17 | 313,287.04 | 429,144.51 | 452,174.11 | 455,493.16 |
| Outflows | 357,889.06 | 325,326.81 | 356,533.68 | 375,489.00 | 422,239.01 |
| Net Income | \$ (9,245.89) | \$ (12,039.77) | \$ 72,610.83 | \$ 76,685.11 | \$ 33,254.15 |

