

GEORGETOWN INTERNATIONAL RELATIONS ASSOCIATION



CORPORATE REPORT



Published June 2018

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, 2017-18

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

Brendan Keenan

Edmund A. Walsh School of Foreign Service, 2018

Chief Financial Officer

Zachary Schroepfer

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Executive Director, NCSC XLV

Aaron Bennett

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Executive Director, NAIMUN LV

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Executive Director Emeritus, NCSC XLIV

Vacated

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Justin McCartney

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Chief Global Strategist

Elodie Currier

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Secretary-General, NCSC XLV

Naba Rahman

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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



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Aaron Bennett

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Suraag Srinivas

Edmund A. Walsh School of Foreign Service, 2020

Secretary-General, NAIMUN LVI

Chase Wagers

Georgetown College, 2020

Secretary-General Emeritus, NCSC XLV

Naba Rahman

Edmund A. Walsh School of Foreign Service, 2019

Secretary-General Emeritus, NAIMUN LV

Christian Mesa

Georgetown College, 2019



A Message from the CEO

Dear Stakeholders,

In fiscal year 2017, the Georgetown International Relations Association again delivered programming of tremendous strength – both financially and substantively.

NCSC XLV bounced back after a challenging year prior, generating a sizable profit and providing a high-quality experience for attendees from across the country. NAIMUN LV also delivered profit and attendance numbers stronger than last year's, building on NAIMUN LIV's successes. The management of these conferences will also provide a blueprint for success for the Secretaries-General and Executive Directors in years to come. As a result, GIRA remains in a strong financial position and its marquee programs retain their excellent reputation.

This year, we also took the remarkable step of expanding our footprint abroad – cementing GIRA Global as a key programming pillar of our organization. GIRA also maintained its founding philanthropic focus providing 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, the three core elements of GIRA's programmatic agenda – two Model United Nations conferences, international programming, and grant outlays – represent the actualization of GIRA's mission. After another strong year of growth and innovation in our portfolio, we are well positioned for more success in fiscal year 2018. You have my thanks for the opportunity to serve this organization and for your continued support.

Sincerely,

Brendan Keenan

Chief Executive Officer and Chair of the Board of Directors, 2017-2018



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.



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 17, the bulk allocation system was utilized for the eighth consecutive year.

FY 2017 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 top ranking in the Best Delegate Annual Ranking, due to the hard work of the Conferences Staff, bolstered by GIRA's support.



GIRA Programming, FY 2017

NCSC XLV

The forty-fifth National Collegiate Security Conference, held at the Bethesda Hyatt in October of 2017, proved to be a resounding substantive and logistical success. Under the leadership of Secretary-General Naba Rahman and Executive Director Aaron Bennett, NCSC promised delegates a weekend of the highest caliber staffing, total logistical ease, and an unforgettable committee experience – and the conference did not fall short.

The conference was true to its title as the premier crisis conference of the fall with delegates showcasing their talent in full, in everything from our illustrious crisis committees, such as Section VII and Years of Lead, to our large committees, such as the Senate of the Republic and 1540 Committee. As the circuit adjusts to a more realistic form of simulation not dominated by parliamentary procedure, NCSC this year was on the forefront of a new trend – challenging delegates with committee structure, not just topic area.

The substantive remodel of NCSC extended far beyond just the committee room. With a more streamlined and expedited background guide and material development process, the conference was able to continue providing the highest quality product to its clients. In addition, NCSC this year featured a complete overhaul of its awards formula and process – aiming to make NCSC not only competitive but fair. To date, this new system will be the most equitable implementation of awards.

A major focus of this year's conference was creating a united group of 150 Georgetown students that was both familial and stellar in staffing capabilities. First, NCSC worked with the Georgetown Model United Nations travel team to run regular simulations. This served the dual purpose of offering NCSC staffers real-world staffing experience before they entered the conference, as well as better preparing the delegates. Second, for the first time, NCSC offered staff meals and free merchandise to all staffers in order to, respectively, make the cost of NCSC more accessible to the Georgetown community and develop more of a community around the conference. Third, all staffers underwent conduct training and the secretariat underwent Sexual Assault Peer Educators (SAPE) training to provide a staffing experience that was both enjoyable and safe.

The executive side of this conference was marked by many major milestones as well. Primarily, NCSC saw a monumental 33% increase in delegate registration from the year prior. This made NCSC XLV the largest to date – solidifying the conference's status in the upper echelons of the college circuit. A boost in registration allowed the conference staff to provide more services and products to delegates than before. Each delegate was given a personal souvenir to take home from committee, Friday night featured unique deals with local bars and club venues, and delegates were welcomed by a completely redesigned NCSC website.



Not only did NCSC increase revenue this year, but the executives also relentlessly cut costs. By leveraging NAIMUN's purchasing power with bulk orders, NCSC was also able to trim down per-unit costs on padfolios, delegate guides, and conference materials. Aggressive pursuit of meal sponsorships also limited expenditures in this category. Finally, with an overhaul of the planning process – made concrete in handbooks for staff, delegates, and secretariat members – and a more clearly defined chain-of-command, NCSC was not only able to ensure a smooth conference, but also a premier experience for its delegates.

In addition, with the help of the entire staff and delegate bodies, NCSC was also able to partner with World Bicycle Relief to raise \$2000 for the charity – a record for our college conference.

A major congratulations is due to University of Chicago for winning Best Large Delegation, Harvard University for winning Outstanding Large Delegation, Claremont McKenna for winning Best Small Delegation, and Boston University for winning Outstanding Small Delegation. With the close of NCSC XLV, Rahman and Bennett are confident that the groundwork has been laid for many successful NCSC's in the years to come.

NAIMUN LV

The fifty-fifth annual North American Invitational Model United Nations, held in February 2018, was another substantive, financial, and logistical success that further solidified the conference's reputation for excellence. Led by Secretary-General Christian Mesa and Executive Director Carley Mambuca, NAIMUN LV 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 2,700 delegates with nearly 40 stimulating and innovative committees, ranging from the Khrushchev's Cabinet to a four-way coordinated crisis in the United Kingdom National Security Apparatus.

Substantively, NAIMUN was once again 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 LV also doubled down on the Board-wide priority of investing in volunteer experience – expanding the number of volunteer bonding dinners leading up to the conference and kicking off the tradition of a NAIMUN cruise on the Potomac in September.

Outside of committee, delegates continued to enjoy the variety of programming provided by NAIMUN. Delegates attend the signature Hilltop Madness – an event that showcased many Georgetown University performing arts groups – and the Delegate Dance. During NAIMUN LV's Friday morning programming, over a thousand delegates were, for the first time, sent on NAIMUN-organized tours of DC's finest monuments, museums, and embassies via NAIMUN-provided



busing. And, per usual, NAIMUN continued its record of philanthropic success – offering schools in need tens of thousands of dollars in NAIMUNAid and raising nearly \$16,000 for World Bicycle Relief.

The result was a conference that generated roughly \$80,000 in net profit (after we reconcile the Hilton bill in the next fiscal year) – a strong profit in NAIMUN’s history. Because of this, GIRA will continue to invest in its programs and endowment as we long-term financial and organizational goals.

International Programs

International programming in fiscal year 2017 took a significant leap forward with the introduction of GIRA’s Chief Global Strategist – a position that will own all work managing and expanding international partnerships. Below are descriptions and evaluations of the programs we worked on this fiscal year:

China

While GIRA has run the Pegasus Program for the past seven years in China through our partner, Alpha Partner's Educations, we expanded our footprint in China by committing to run the first-ever NAIMUN China this upcoming summer. NAIMUN China, the first expansion of the NAIMUN brand abroad, 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. We have seen significant success in this experiment during this fiscal year, and the Board is confident that the conference this summer will be a resounding accomplishment for our organization. GIRA is looking forward to continuing its partnership with Alpha Partners in the future and hopefully running more NAIMUN China’s.

Kyrgyzstan

Following its start as a GIRA Global Grant project awarded in FY2016, GIRA decided to expand on the project in FY2017 will return to Kyrgyzstan this summer to host an expanded series of workshops and a one-day conference. Working with 150 students across 7 schools, GIRA volunteers will work in the capital, Bishkek, as well as outside in the towns of Talas, Kant, and Shabdan. The final conference, hosted by GIRA partner the Bilimkana Foundation in Bishkek, is expected to be a resounding success. GIRA Global hopes to build on this relationship and continue to run programs in Kyrgyzstan in future years.

Poland

In 2018, GIRA partnered for the first time with All-American Model UN in hosting the NATO Security Simulation in Warsaw, Poland. The program, staffed by three Georgetown students, allowed students to navigate the dangerous diplomatic waters of the world’s most extensive collective security organization. Students attended from across the continent for a successful inaugural year in the dynamic setting of the Polish capital. Although the program will technically



occur in FY2018, we established and worked hard on the program in this year and count it as a big win for our organization in FY2017.

India

In the fall of 2017, we partnered again with Worldview for two programs – sending one individual to each.



FY 2017 Financial Review

Dear Stakeholders,

GIRA rebounded this past fiscal year, posting a stronger profit after two extraordinarily successful conferences. On an institutional level, GIRA continued to make strides in reigning in its spending – holding GIRC more accountable to its budget through new operating procedures and increasing oversight over conferences’ budgets. We also implemented stricter accounting measures under the CFO portfolio to ensure that every dollar was tracked in real time.

In sum, GIRA’s net inflows were in excess of \$228,000. NCSC returned to profitability after a disappointing 2016. NCSC XLV generated nearly \$8000 in net income – even after a conscious decision by the executives to invest more heavily in improving the delegate and volunteer experience. NAIMUN generated an increased net profit over last fiscal year as well, posting a net income at the end of the fiscal year of just under \$250,000. However, NAIMUN’s bill from the Washington Hilton went unpaid as of the end of FY2017 – so that bill of roughly \$170,000 will hit in FY2018. With that in mind, NAIMUN LV’s actual profit figure looks to be closer to \$80,000 – still an increase over NAIMUN LIV and a strong total in its own right. Our investments in GIRC exceeded years’ past – totaling nearly \$45,000. While we are confident that sum went to good use and provided measurable benefit to the Georgetown community, we are looking to strengthen financial oversight and accountability of our sister organization. Finally, operational expenses, grant outlays, and investments in our international partnerships resulted in over \$28,000 of outflows.

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. After making a \$75,000 capital injection to the endowment at the beginning of FY2015, it is expected that a similar injection will be made early in the next fiscal year. The endowment strategy changed over the past year from one based on mutual fund performance to one of exchange traded funds. It is hoped that this ETF strategy will contribute to long-term outsize returns due to the lower fees associated with ETFs. In FY2017, the GIRA endowment experienced significant growth – increasing roughly \$47,000 to a current standing of \$487,673.13. This is the result of a capital injection and significant capital appreciation. We expect more growth 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.

Zachary Schroepfer
Chief Financial Officer, 2017-2018



FY 2017 Operations Review

Dear Stakeholders,

GIRA once again operated effectively as an organization – executing all programs without any serious logistical or operational problems. Below are a few of the key operational changes made in this past year as well as a number of recommendations moving forward.

This summer, the conference executives and I visited the GIRAge and completed the first comprehensive inventory and reorganization effort in institutional memory. This involved repackaging materials in labeled plastic bins instead of cardboard boxes, creating a full inventory Google Spreadsheet, removing all outdated/duplicated/unnecessary materials, and developing a map of the unit to demonstrate the location of materials. This took over seven hours to finish, but we are confident that a more organized GIRAge will greatly benefit the organization in the long-run.

Aaron Bennett, Executive Director Emeritus of NCSC XLV, built a GIRA Google Drive as his post-conference project. Until this year, operational and archived files were hosted on DropBox – an unorganized, inaccessible, and impractical platform for our organization. As a result of Bennett's work, all GIRA members can access both an Operational and an Archives Google Folder with key documents relevant to the present fiscal year and previous fiscal years – an immensely impactful boost to our organization's ability to retain institutional memory. The hope is that future Board members will be able to leverage the power of this knowledge base to improve the performance of our conferences and avoid historical pitfalls.

Recommendations for future COOs include:

- Complete a thorough GIRAge inventory/reorganization effort every fiscal year, most likely in the summer. Executives are notoriously careless when packing up and moving materials back into the GIRAge after their conference – so it's the responsibility of the COO to ensure the best inventory and organization for the Board.
- Maintain the organization of the Google Drive folders – retaining information from decision-making processes in Board meetings as well as the work of conference executives.
- Keep an eye on business licenses and tax exemption certificates, as both types of documents require regular renewal.

With that, I wish the incoming Board – and future Boards – the best of luck in pursuing GIRA's important and noble mission of youth education and empowerment.

Justin McCartney
Chief Operating Officer, 2017-2018



FY 2018 Prospectus

A Message from the Incoming CEO

After a year of unprecedented strength and growth, I am confident that we will continue to build and expand our programming in alignment with our financial and educational goals. Below is an outline of the ways in which we are aiming to enhance our programming, bolster our financial margins, and continue to provide our stakeholders the best GIRA has to offer.

Elodie Currier, *Chief Executive Officer, 2018-2019*

GIRC Prospectus

Each year, the Georgetown International Relations Club continues to improve on and expand its slate of programming as well as engaging more members of the Georgetown University community.

To further its mission, the IRC will make engagement and communication top priorities for improvement in the next academic year. The IRC consistently hosts a high degree of high caliber events that draw hundreds of students – ranging 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. 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. The Board also 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. And in order for the Board to be more effective and cohesive, which in turn informs the broader IRC culture, communication of all substantive and procedural decisions must be both timely as well as communicated clearly.

Another primary area of focus will be cooperation among the GIRA and GIRC Boards for improving financial transparency and accuracy in budgeting. As previously noted, we have experienced missteps in budgeting for and allocating money to GIRC programs – primarily the Model UN travel team. Due to budgeting errors, GIRA ended up having to approve last-minute emergency funding that significantly exceeded what it originally allocated for the team – a decision that, while aligned with our mission and interests, cannot be replicated year after year. Moving forward, a broader, cross-organizational understanding of the impact of decisions will be essential to a more productive relationship between the GIRC-GIRA leadership.



NCSC XLVI

The 46th National Collegiate Security Conference (NCSC XLVI) will take place at the DoubleTree in Crystal City, Virginia from October 18th through the 21st under the direction of Secretary-General Suraag Srinivas and Executive Director Avery League. Together they hope to build on the strong foundation laid this year – continuing the period of conference growth and investment in experience that NCSC XLV inaugurated.

Despite the added challenge of a significant spike in hotel costs associated with moving into a new venue, Avery aims to run a financially prudent conference and limit the expected financial losses. By refocusing areas of investment on line items with the greatest return, NCSC will continue its legacy of strict budgetary scrutiny and making ends meet with extremely constrained resources. Another looming challenge – designing a conference schedule and map in a new location – will be a priority for the executives over the summer. An overhaul of logistical planning in light of this new location will be an added triumph of this fiscal year.

While grappling with the uncharted waters of a new conference location, NCSC will also take on the additional challenge of scaling up its substance. Adding a new organ and a handful of new committees, Suraag plans to deliver delegates more of what they want – high-powered, fast-paced, security-focused crisis simulations. By leaning into NCSC’s niche on the circuit, the executives are confident that this year’s conference will attract even more delegates and delegations.

After a groundbreaking NCSC XLV and a bold decision to move the conference closer to DC, Avery and Suraag are confident that NCSC XLVI will continue this new tradition of exponential growth and resounding success.

NAIMUN LVI

NAIMUN LVI is set to take place from February 14th-17th, 2019 in the Washington Hilton hotel. Preparations for NAIMUN LVI started intensely in the spring after the conclusion of NAIMUN LV, and the conference structure was formalized by the beginning of the summer of 2018. Secretary-General Chase Wagers and Executive Director Abbey Nichols are excited to uphold the tradition of excellence NAIMUN is known for by providing delegates with forums for substantively challenging debate, accessibly exploring the greater Washington, D.C. area, and exciting opportunities to grow into global thinkers who give back to their communities.

Substantively speaking, Chase and Abbey see three primary goals for NAIMUN LVI. The first is to maintain NAIMUN’s position on the high school circuit as the “championship conference.” NAIMUN LVI 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 LVI will include the Ad-hoc Committee of the Secretary



General, Joint Crisis, as well as a reimagined coordinated crisis organ set during the height of the Cold War. Delegates will therefore have a multitude of options when deciding where they see themselves participating at NAIMUN.

The second substantive goal of NAIMUN LVI 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 LVI, 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” of a Model UN conference, it is crucial to keep in mind that the mission of NAIMUN LVI 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. To further emphasize the conference’s commitment to education, Book Awards will be introduced for the first time in NAIMUN’s history. These awards aim to expand the way in which NAIMUN recognizes and rewards delegates, particularly those who prove they understand both the meaning and real-world implications behind the topics of their committees.

In order to increase the efficiency of the overall conference experience, the third goal of NAIMUN LVI is to recruit more Georgetown University staffers than NAIMUN LV and other past NAIMUNs. 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. Thus, in order to increase delegate satisfaction and level of competitiveness at NAIMUN, additional staffers will be seen as very beneficial. NAIMUN LVI is also proud to introduce a moderator-specific Conference Guide. This guidebook will be crucial in aiding moderators while they attend NAIMUN, as it will include incredibly detailed information about every aspect of the conference and will more easily help them guide their delegation through the conference’s logistics.

Programmatically, Chase and Abbey aspire to solidify the overall educational experience for delegates through the careful integration of three key pillars of the conference: committee substance, programming and philanthropy. This year, out-of-committee programming offerings are being expanded to include locations directly related to committee topics and the philanthropic focus of the conference. The Executives also plan to utilize technology to enhance delegate engagement in philanthropy and committees, specifically with a mobile phone application that contains all pertinent conference information and increased usage of videos on mobile platforms. NAIMUN LVI is also enhancing the social justice event, Future International Pathways Speakers Series, to include speakers with a wider variety of experiences to share their stories with delegates and moderators. It is their hope that this careful attention to detail will create a more cohesive educational experience for delegates.



This year, Chase and Abbey are also placing an emphasis on improving the experience for conference sponsors and engaging a variety of firms throughout DC with NAIMUN. This focus has three primary goals: the first is to expand the signature NAIMUNAid program to meet 100% of demonstrated need by delegates, solely through the contributions of sponsors. Second, the Executives hope to improve NAIMUN's reputation at both Georgetown and in the DC community at-large. They believe that this engagement with the business community is a major step forward in doing so. Lastly, sponsors have the opportunity to participate in a College 101 marketing fair, in which they will have the ability to educate delegates on the variety of higher-level education options and give advice to guide high school students through the process. It is the hope of the Executives that this additional programming offering will strengthen the out-of-committee experience for delegates, moderators and staffers alike.

Chase and Abbey 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

GIRA's annual Global Generation Grant is an opportunity for student leaders at Georgetown University to pursue their passions, engage others, and impact communities through self-designed projects in global affairs. This year, for the first time, we offered two different grants: project grants and research grants. We continued to market the grant at www.modelun.org/grant and also held an in-person information session to generate interest. Other marketing efforts included use of specific Georgetown SFS and MSB list-servs – allowing us to reach a broad audience.

This past cycle, we were excited to work with five passionate, talented individuals under two grant programs. Our Project grants – which fund service-based work on an international issue – were awarded to Anya Bharadwaj and Yasmeen El-Hasan. Anya worked at Gaza Camp, Jordan to Palestinian refugees with skill-development, while Yasmeen worked with Palestinian youth in Ya'bad on creativity, writing, and public speaking skills. Our Research grants – which fund research proposals in a global field – were awarded to Caroline Schauder, Ojuolape Junaid, and Jinia Sarkar. Caroline aimed to better understand the influence and impact of Aadhaar, a biometric digital identification system, to improve service delivery, accountability, and transparency in welfare programs. Ojuolape aimed to uncover the impact of a friendly business environment on the development of sharing-economy business model in Africa. Jinia aimed to create and teach a population specific health literacy curriculum framework in Anchorage through the Alaska Literacy Program.

Leading up to the 2019 cycle, GIRA will once again aim 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.



International Programming

GIRA's International Programming is ready to build on the strong foundations laid by GIRA's first ever Chief Global Strategist, Elodie Currier. Forging a path forward for the portfolio and setting important precedents for the position, Elodie finalized a number of international partnerships with rich programming opportunities for Georgetown students. Although it will technically occur in the next fiscal year, building the inaugural NAIMUN China is a landmark achievement of FY2017 and will continue to be at the heart of our international programming for years to come.

The Board is optimistic that this newly-created C-Suite role for international programming will continue to be a groundbreaking way for GIRA to expand its menu of opportunities for students to travel abroad and promote the organization's mission. With this in mind, a primary goal for international programming in the upcoming fiscal year is expand the number of international partners currently associated with GIRA and to extend GIRA's reach to partners in regions previously unaffected by GIRA programming. With this in mind, as the portfolio continues to grow, it will be important for the organizational infrastructure under the CGS to be fully fleshed out to accommodate the volume of work. After experimenting with a sub-board concept this year, the Board will continue to discuss the best ways to manage the workflow.

Chief Competition Officer

In 2018, the Georgetown International Relations Association will pilot a new c-suite position titled Chief Competition Officer (CCO). 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 John Erath. 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 CCO is tasked with a simple question: how do our conferences stack up against our competition in the market? While our executives each year look to improve upon and innovate within an established framework, their performance could be enhanced by auditing our competitors to find new opportunities. This will be the task before the CCO this year – intended to include a degree of flexibility that allows him to accomplish the portfolio's mission however he sees fit. The CCO 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

As always, the primary goal of the operations portfolio is to increase the efficiency and effectiveness of the Board. In the upcoming year, the Board expects the COO to focus specifically on information management: documenting decision-making in real-time while also building out our newly-created archives on Google Drive. The comprehensive documentation of GIRA



programming information continues to be critical for running NCSC and NAIMUN – but with a growing slate of international partnerships and programs, preserving standard operating procedures, vendor contracts, and records of important decisions is a must for the sustainability of our mission. This priority has always been and will continue to be a work in progress, with the hope of this year reaching a series of benchmarks to be determined by the Board.

Financials

After a strong financial year, GIRA is uniquely positioned in the next five to ten years to solidify a vision for its financial future. This is precisely what the Board did during its annual retreat in January 2018 – meeting at the DoubleTree in Crystal City to brainstorm a list of financial priorities and the path forward to make them a reality. Priorities included expanding the NAIMUNAid program, moving NCSC into Washington, DC, and increasing financial support for our competitive Model UN program to lessen the cost burden of traveling on individual students. The Board concluded that, given the rate of return on our endowment and expected profit margins of our programming, this vision is achievable in the long-run and we can continue to make small steps in that ultimate direction each fiscal year.

We expect some changes to GIRA's typical financial for FY2018. First and foremost, the new NCSC contract with the DoubleTree will increase hotel spending by around \$40,000 – an anticipated increase that the Board agreed was necessary to align NCSC's branding as a DC conference with the reality of moving closer to the city proper. With this decision, the Board also acknowledged that it is infeasible for NCSC to turn a profit or break even in the short- to medium-term future. To accommodate for this, the Board is aiming to strengthen budgetary oversight over NCSC, NAIMUN and GIRC to ensure that our end-of-year profit remains strong and aligned with our long-term financial plan. A second year of a favorable NAIMUN contract with the Washington Hilton and a strong financial market will also help offset this significant investment in NCSC's future.

The Board hopes to continue evaluating and revising our long-term financial planning each year to ensure GIRA's financial health and plan for new challenges and opportunities that may arise. We are, however, as confident ever that the organization is in very good hands.



Appendix: FY 2017 Financials

This appendix contains charts and figures summarizing the fiscal year 2017 performance of the Georgetown International Relations Association (GIRA), Inc.

Dear Current, Past, and Future members of the Georgetown International Relations Association's
Board of Directors,

This document contains the financial audit of the 2017 Fiscal Year for GIRA, which lasted from May 1st, 2017 – April 30th, 2018.

Description of Attachment:

The tables in the first pages of the document serve as a transaction by transaction journal for all transactions made through GIRA accounts throughout the year. Following that, you can find the Income Statement for GIRA. This shows you the income, expenses, and net incomes for all portfolios of GIRA. The next piece is the balance statement that shows you the amount of assets that belong to GIRA, inc.. Finally, there is a new audit page that shows that the balance statement is fully balanced, and all transactions have been recorded.

CFO Notes:

Below are some highlights from the financial documents:

Important Net Incomes for Fiscal Year 2017:

- NCSC: \$7930.41
- NAIMUN: \$249,261.13
- GIRC Net Spending: \$45,581.50
 - Travel Team Net Expenditures: \$32,101.41
 - Special Events: \$7094.10
 - Allocated \$6400 (with 10% rule, \$7,040)
 - Outreach: \$263.15
 - Allocated: \$325
- International Programming Net Expenditures: \$17,122.61
- Total Net Income for FY 2017: \$228,617.74

Important things to note:

- The NAIMUN Net Income is not a final net income for NAIMUN LV, simply a net income for the time period of May 1st, until now. We are still missing a few expenditures and revenues such as
 - Hotel Payment
 - Hotel Rebate
 - Cash deposits of Charity and Charity Donation
- As you can probably see, some GIRC spending was over how much was allocated. I have begun conversations with Meggie about how to fix this in the future, and Elodie and Meggie can take an active role in ensuring that the amounts that are spent by GIRC in the future are legitimately approved.

With that, this is my final deliverable as CFO as GIRA. From now on, the fearless Meggie Underwood will be running the finances, and I wish her the best. Thank you to everyone for the memories, lessons, long nights, and fun debates. See you around!

Zac Schroepfer

17-18 Chief Financial Officer, Georgetown International Relations Association

INCOME STATEMENT

Georgetown International Relations Association

For the Year Ending April 30, 2018

Revenue	FY 2017
NCSC XLV	
Charity	0.00
Contributions	0.00
Hotel	0.00
Marketing	4,177.41
Materials & Supplies	0.00
Merchandizing	0.00
Other	6,273.31
Registration	60,897.55
Scholarships & Aid	0.00
Services	0.00
Technology	0.00
Volunteer Benefits	345.39
<i>Total NCSC XLV Revenue</i>	<i>71,693.66</i>
NAIMUN LV	
Charity	2,405.23
Contributions	4,305.00
Hotel	0.00
Marketing	9,352.20
Materials & Supplies	0.00
Merchandizing	10,005.14
Other	24,222.25
Registration	327,554.24
Scholarships & Aid	0.00
Services	0.00
Technology	0.00
Volunteer Benefits	1,200.00
<i>Total NAIMUN LV Revenue</i>	<i>379,044.06</i>
GIRC	
Communications	0.00
GDISC	0.00
Other	0.00
Outreach	0.00
Special Events	270.00
Traveling Conferences	206.02
<i>Total GIRC Revenue</i>	<i>476.02</i>
Operations	
<i>Total Operational Income</i>	<i>801.27</i>
International Programming	

International Programming	1,500.00
<i>Total IP Income</i>	<i>1,500.00</i>
<i>Other NCSC/NAIMUN Revenue</i>	<i>1,068.05</i>
Total Revenue	454,583.06
Expenses	FY 2017
NCSC XLV	
Charity	(1,805.85)
Contributions	0.00
Hotel	(28,894.08)
Marketing	(1,840.92)
Materials & Supplies	(6,134.00)
Merchandizing	(10.00)
Other	(47.13)
Registration	(4,986.00)
Scholarships & Aid	0.00
Services	(8,685.36)
Technology	(4,237.10)
Volunteer Benefits	(7,122.81)
<i>Total NCSC XLV Expenses</i>	<i>(63,763.25)</i>
NAIMUN LV	
Charity	0.00
Contributions	(50.00)
Hotel	0.00
Marketing	(285.90)
Materials & Supplies	(21,997.60)
Merchandizing	(11,318.29)
Other	(380.00)
Registration	(13,323.42)
Scholarships & Aid	(33,421.00)
Services	(12,607.44)
Technology	(12,522.19)
Volunteer Benefits	(23,869.09)
<i>Total NAIMUN LV Expenses</i>	<i>(129,774.93)</i>
GIRC	
Communications	0.00
GDISC	0.00
Other	(6,122.84)
Outreach	(263.15)
Special Events	(7,364.10)
Traveling Conferences	(32,307.43)
<i>Total GIRC Expenses</i>	<i>(46,057.52)</i>
Operations	
Insurance	0.00

Other	(1,227.56)
Board Benefits	(2,355.59)
Storage	(1,965.94)
Technology & Communications	(3,070.47)
<i>Total Operations Expenses</i>	<i>(8,619.56)</i>
Grant	
<i>Total Grant Expenses</i>	<i>(2,759.68)</i>
International Programming	
International Programming	(18,622.61)
<i>Total IP Expenses</i>	<i>(18,622.61)</i>
<i>Other NCSC/NAIMUN Expenses</i>	<i>(958.33)</i>
Total Expenses	(270,555.88)
Net Incomes	FY 2017
NCSC XLV	
Charity	(1,805.85)
Contributions	0.00
Hotel	(28,894.08)
Marketing	2,336.49
Materials & Supplies	(6,134.00)
Merchandizing	(10.00)
Other	6,226.18
Registration	55,911.55
Scholarships & Aid	0.00
Services	(8,685.36)
Technology	(4,237.10)
Volunteer Benefits	(6,777.42)
<i>Total NCSC XLV Expenses</i>	<i>7,930.41</i>
NAIMUN LV	
Charity	2,405.23
Contributions	4,255.00
Hotel	0.00
Marketing	9,066.30
Materials & Supplies	(21,997.60)
Merchandizing	(1,313.15)
Other	23,842.25
Registration	314,230.82
Scholarships & Aid	(33,421.00)
Services	(12,607.44)
Technology	(12,522.19)
Volunteer Benefits	(22,669.09)
<i>Total NAIMUN LV Expenses</i>	<i>249,269.13</i>
GIRC	
Communications	0.00

GDISC	0.00
Other	(6,122.84)
Outreach	(263.15)
Special Events	(7,094.10)
Traveling Conferences	(32,101.41)
<i>Total GIRC Expenses</i>	<i>(45,581.50)</i>
Operations	
<i>Total Operations Net Income</i>	<i>(7,818.29)</i>
Grant	
<i>Total Grant Net Income</i>	<i>(2,759.68)</i>
International Programming	
<i>International Programming</i>	<i>(17,122.61)</i>
<i>Total IP Expenses</i>	<i>(17,122.61)</i>
<i>Other NCSC/NAIMUN Net Income</i>	<i>109.72</i>
Other Net Income (Expenses)	44,590.56
Net Income	228,617.74

BALANCE SHEET*Georgetown International Relations Association*

For the Year Ending April 30, 2018

	4/30/17	4/30/18
Assets		
Cash and Cash Equivalents	\$27,787.10	\$211,335.79
Endowment	\$442,604.08	\$487,673.13
Total Assets	\$470,391.18	\$699,008.92
Liabilities		
Total Liabilities	\$0.00	\$0.00
Equity		
Retained Earnings	\$470,391.18	\$699,008.92
Total Liabilities & Equity	\$470,391.18	\$699,008.92

Beg. Balance (05/01/2016):	
Bank of America	\$26,994.05
Merrill Lynch Endowment	\$442,604.08
PayPal	\$793.05
Total:	\$470,391.18

Updated Info (10/14/2017):	
Bank of America	\$208,506.61
Merrill Lynch Endowment	\$487,673.13
PayPal	\$2,829.18
Total:	\$699,008.92
NCSC Total Registration	\$55,911.55
NAIMUN Total Registration	\$314,230.82
Total:	\$370,142.37

Quick Audit:

Bank Account	Change in Balance	Change in Journal	Discrepancy
Bank of America	\$181,512.56	\$181,512.56	\$0.00
Merrill Lynch Endowment	\$45,069.05	\$45,069.05	\$0.00
PayPal	\$2,036.13	\$2,036.13	(\$0.00)

