

GEORGETOWN INTERNATIONAL RELATIONS ASSOCIATION, INC.

[GIRA INC]

Spring 2008 Corporate Report

>>>>>> Simulating the World





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The Georgetown International Relations Association, Inc. is an entirely student-run organization, operating under a Board of Directors drawn from the student body at Georgetown University. GIRA mobilizes an additional two hundred dedicated and talented students from Georgetown University to assist in executing its operations.

CHAIRMAN'S LETTER

Dear GIRA Stakeholders,

At the end of my tenure as Chief Executive Officer, I am immensely proud of the progress we have made in the last year, and of the organization that I am leaving behind. GIRA, under Ms. Munn and the new Board of Directors, has in front of it a broad and inviting expanse of possibilities.

Some of the planning for these new opportunities has already begun in earnest. NCSC XXXVI will be hosted on the campus of Georgetown University for the first time in recent memory. Partnerships with various on-campus entities are being launched. Ms. Munn has begun soliciting applications for a new GIRA Director of Philanthropy to head up projects to increase community engagement and advocate for social responsibility in existing GIRA programs. Active consideration for a long-term investment and endowment management strategy has begun.



We have successfully inaugurated new expectations for financial profitability and professionalism throughout GIRA's activities in the 2007-2008 term. Formalized policies for corporate expenditures and regular financial statements were introduced to increase accountability of GIRA Directors. According to our latest statements, GIRA increased its net holdings this year by over \$75,000.00, a significant reversal from previous years in which GIRA operated at a net loss.

Critical for the coming years is institutionalization of the expectations and professionalism generated in 2007-2008. Despite our improved financial picture, another significant fiscal loss such as that experienced at NCSC XXXIV would wipe out GIRA's financial reserves and once more put GIRA at the brink of bankruptcy. It is left to the new GIRA Board to decide how much to expand, and how much to save for the "rainy day fund," but I step down confident in their abilities and foresight for GIRA's future.

A handwritten signature in blue ink, appearing to read "J. Hwang".

Jason Hwang
Chairman & CEO
GIRA, Inc.

MISSION

“To foster among students a high conception of international relations through interactive diplomacy simulations that enhance leadership, communication, and problem solving skills”

CORE COMMITMENTS

International Relations Education

Giving high school and university students from diverse backgrounds the opportunity to discuss and debate pertinent international relations issues through interactive education

Leadership Development

Offering students a challenging and competitive environment to practice and improve debate, public speaking, and negotiation

Communication and Teamwork

Demonstrating to students the power of collaboration among individuals with competing goals and views

Integrity, Quality, and Realism

Designing simulations of international phenomena through meticulous and objective analysis of past and current events, inspiring students to design and adopt creative and innovative approaches to understanding major international crises

OVERVIEW

The Georgetown International Relations Association, Inc. (GIRA) is a 501(c)(3) non-profit organization and located in Washington, D.C. Founded in 1969, GIRA's mission is to educate global leaders in international affairs through interactive learning. GIRA engages in three primary activities – hosting a collegiate level Model United Nations simulation, organizing North America's largest high school Model United Nations conference, and funding the Georgetown University International Relations Club.

GIRA promotes youth education in global affairs through the Model United Nations (Model UN) format where students, as delegates, represent people, groups, political parties, countries, and regions in simulations of international political forums. Delegates participate in weekend long Model UN conferences where they act as their assigned persona, defending their positions against their peers from other educational institutions.

GIRA believes Model UN serves as a dynamic and innovative platform for helping secondary school and university students develop the analytic and leadership skills necessary for success in their future endeavors. Model UN is designed to allow students the opportunity to apply knowledge they have acquired in the classroom and in their personal studies to a realistic debate of key international issues.

GIRA executes its commitment to developing youth leadership through international relations education through financing, hosting, and organizing Model UN programs. Every February, GIRA organizes the North American Invitational Model United Nations (NAIMUN) conference drawing 2500-3000 high school students from the Americas. To cater to college students, GIRA hosts the National Collegiate Security Conference (NCSC) in October, specializing in simulations of international crises. GIRA's principle source of revenue is registration fees for conference participation. GIRA additionally provides funding to the Georgetown International Relations Club's Conferences Program, sending dozens of students to compete in conferences hosted by other universities.

NAIMUN



Since 1963, NAIMUN has been a forum in which students come from around the world to seek, through discussion, negotiation and debate, solutions to the various problems of the world. Convening for four days at the Hilton Washington, over 2,500 participants adopt roles as representatives to the United Nations and serve as advocates of a particular nation's policies. NAIMUN runs over 30 mini-simulations, including subcommittees of the UN General Assembly, the Economic and Social Council, and the Security Council, as well as crisis simulations of various regional organizations, national cabinets and other political organizations. Special guests have previously included high-ranking diplomats and notable academics from Georgetown University.

NAIMUN XLV

The 45th North American Invitational Model United Nations Conference (NAIMUN) was a landmark conference hosted by the Georgetown International Relations Association. This year, we expanded the conference's size and also increased the events and activities available to delegates outside of committee sessions. In February 2008, NAIMUN was attended by 2900 high school students from across the United States, Latin America, and Europe, making it the second largest high school MUN conference in the world. Students participated in thirty-six committees, ranging from traditional bodies such as DISEC and SOCHUM to creative crisis simulations including US v. China: 2015 and the Shanghai Cooperation Organization. Additional educational experiences offered to delegates included embassy tours, a head delegate reception, and tours of Georgetown University.

NAIMUN XLV's lecture series was incredibly strong. We were honored to host United Nations Secretary-General Ban Ki-moon for a quick presentation to delegates and staff at the start of the conference. Secretary-General Ban made a short stop at the Hilton Washington on Thursday, February 14 in order to tour the conference on his way to meetings with U.S. policymakers. Additionally, NAIMUN XLV's keynote speaker, Assistant Secretary of State Randall Fort provided conference participants a unique perspective into the U.S. intelligence community.

NAIMUN XLV was one of our most financially successful conferences yet, netting over 100,000 in profit while expanding our conference offerings and maintaining high substantive quality. For the first time, we were able to have LCD projectors in many of our simulations, an advancement that allowed chairs to share maps, resolutions, and crisis updates with their committees. We also were able to offer conference scholarships to several deserving delegate participants. This is a program that we hope can increase in size and scope in upcoming years to continue to make NAIMUN more accessible. On the whole, we were able to increase both conference attendance and programs while working hard to supplement the strong delegate experience at this year's NAIMUN.

NAIMUN XLVI

GIRA has just embarked on the exciting journey of crafting the 46th Annual North American Invitational Model United Nations Conference. Even in its early stages of planning, NAIMUN XLVI is already showing immense promise and potential towards its most memorable year yet. While constantly looking to innovate and expand our capabilities, a major priority this year is to strengthen our basic framework and consolidate the gains of the past, with staff development and preparation as a key vehicle in carrying out this vision.

As the largest high school simulation in the Western Hemisphere, NAIMUN seeks to expand its global presence through increased participation by international schools to complement its strong American delegate base. But size does not sacrifice quality, as the conference will feature thirty-five of the most innovative committees and opportunities for delegates, from larger committees, like DISEC, the International Olympic Committee Session and the European Union, to smaller committees engaged in joint crisis simulations, with the Armenian and Azeri Cabinets locked in a future struggle over contested territory. NAIMUN will also offer a centrally coordinated Press Corps, where students interested in journalism can report on developments among the committees, making our large conference a cohesive one.

Additionally, NAIMUN XLVI will balance the exciting in-committee experience with the opportunities of Washington, DC. From embassy briefings in our nation's capital to tours of Georgetown University, our delegates will learn the value of their involvement in Model UN and the real context behind their simulations. We further view NAIMUN XLVI as an interdisciplinary project, in which all of our conference operations are truly a reflection of the diversity of our staff and participants. Such a vision has brought more technology into our committees and a varied social program outside of them, including a Friday night event featuring Georgetown's performance groups. As a part of GIRA's commitment to philanthropy, NAIMUN XLVI will strengthen its charity-based initiatives and provide social justice opportunities for delegates.

By reevaluating the roles and responsibilities of the NAIMUN XLVI Secretariat, we have placed a renewed emphasis on marketing and corporate sponsorships. NAIMUN's new website not only increases its visibility and projects a professional image, but also serves as a more user-friendly resource for students and moderators as they register.

NAIMUN XLVI will take place from Thursday, February 12th to Sunday, February 15th, 2009, as part of President's Day weekend, at the Hilton of Dupont Circle in Washington, DC.

NCSC



National Collegiate Security Conference

Convened annually since 1972, NCSC is attended by undergraduates from dozens of North American colleges and universities. Attendees participate in simulations of the United Nations, national cabinets, war games, and historical events that address pressing international issues. Drawing roughly 400-500 participants, NCSC provides college students an unprecedented opportunity to generate insight into the views of the foreign nations, peoples, and leaders that participants are asked to represent. Students learn to appreciate the inherent difficulties and intricacies of crafting viable solutions to international security issues. NCSC supplements the delegate experience with briefings by U.S. Government officials, foreign diplomats, politicians and scholars. Participants gain a firm grasp of international political challenges and become better, more responsible global citizens.

NCSC XXXV

NCSC XXXV was a tremendous success. We developed our historic strengths while cutting costs and raising revenue.

We sought to improve the NCSC brand by focusing on our reputation for excellent simulations and access to the unique resources of Washington, DC. Staff was selected for creative thinking and substantive expertise. Senior staff was expanded to increase oversight and coordination. A Special Events coordinator managed out-of-hotel activities, including tours of foreign embassies and the Pentagon.

We launched a strategic marketing campaign targeting other colleges and universities. NCSC promoters emphasized the innovative and realistic nature of our crisis simulations. We achieved a 50% increase from 2006 with 360 attendees.

The financial framework was substantially revised to make NCSC sustainable and profitable. Exercising considerable spending discipline and working with senior staff to generate cost savings, NCSC XXXV turned a profit of \$4,000, the highest profit of any NCSC ever.

NCSC XXXVI

GIRA concluded negotiations with the Georgetown University Conference Center to host NCSC XXXVI on campus in November 2007. Net revenue is anticipated to increase by 150% and we forecast a 12% increase in attendance due to the strong performance of NCSC XXXV.

Hosting the conference at Georgetown University presents an exciting opportunity to chart a new course for NCSC. A venue closer to the heart of Washington, DC, and our friends and faculty on campus provides better access to the educational, political, and cultural resources of our nation's capital. The need to house staff will be eliminated, dramatically reducing overall conference costs and removing a logistical barrier to increasing the participant-staff ratio.

To further reduce costs, GIRA retained Georgetown University's student-run consultancy, Hilltop Consultants to perform a cost analysis. Hilltop Consultants presented constructive recommendations for lowering outlays on equipment rental and reducing annual overhead costs, as well as performing valuable data collection of customer feedback and on peer competitors.

BUILDING BONDS

Forming Partnerships



PARTNERSHIP

Through November 2007, GIRA executives met with members of the Georgetown University community to build strategic partnerships with key faculty. GIRA intends to leverage these relationships to reach out to internationally-renowned policymakers to speak at NAIMUN or NCSC. Extending GIRA's network will also present prospects for financial and general support for upcoming activities.

Meetings with key members of the Georgetown University faculty reflect a willingness to provide substantive support to GIRA's programs. In meetings with Dr. Robert Galucci, the Dean of the School of Foreign Service, the use of classroom space to host NCSC XXXVI committees was discussed. Dean Galucci was receptive to the proposal, expressing surprise that NCSC was not already hosted on campus. Strengthening GIRA's relationship with Georgetown University promises to bolster the appeal and size of upcoming activities.

GIRA also met with the Director of the Mortara Center for International Studies, Dr. Carol Lancaster to explore options for forming a long-term relationship between NCSC and the Mortara Center, a University department focusing on practitioners of diplomacy. Dr. Lancaster was supportive of GIRA's mission, activities, and future plans, and GIRA and the Mortara Center will be discussing the specifics of a GIRA-Mortara Center partnership in the coming months.

GIVING BACK

Recognizing Social
Responsibility

PHILANTHROPY

For nearly a decade, GIRA has reinvested revenue generated by hosting NAIMUN and NCSC in financial support for the Georgetown International Relations Club. GIRA strongly believes in offering Georgetown University students a venue to strengthen their knowledge of international relations while developing skills of compromise, debate, and negotiation. The Georgetown International Relations Club assists GIRA by encouraging Georgetown University students to volunteer as staff for NAIMUN and NCSC.

GIRA has allocated \$10,000 for the 2007-2008 academic year to support six trips to conferences held at Columbia University, Yale University, University of Pennsylvania, McGill University, Princeton University, and University of Virginia. GIRA contributions will support over one hundred Georgetown University students on the Georgetown International Relations Club Conferences Program. Absent the financial support from GIRA, the individual cost of attendance for each student would significantly increase and need-based scholarships would not be available. Many dedicated GIRA staff and executives have benefited from the experience of attending collegiate Model UN conferences made possible through this support.

GIRA's commitment to this program not only complements the international relations education students receive at Georgetown University, but also broadens the appeal and scope of GIRA activities on campus. GIRA provides \$3,000 annual funding for the Georgetown International Relations Club to host various academic and social events to expand international relations education on campus.



KIVA

One of the major new initiatives we added to NAIMUN XLV was a philanthropic partnership, which we undertook with Kiva. Kiva is an organization that allows individuals to lend funds directly to developing-world entrepreneurs to support their ventures, a uniquely personal charitable experience. Our goal with this partnership was to leverage the attendance of our globally engaged conference participants to support Kiva, while also educating our delegates and moderators about the micro-lending work done by Kiva and other similar nonprofits. At the conference, we raised money for this cause directly in our committees, encouraging each group to top the others by contributing what they could. We also raised money during NAIMUN with a Valentines Day carnation sale where profits went directly to Kiva, a seasonal fundraiser that proved to be both fun and successful. In total, the conference was able to make a donation of over \$5000 to Kiva, which will support the organization as it grows and extends its reach. More information about Kiva can be found on the organization's website, www.kiva.org.



**loans that
change lives**

BUDGET

Georgetown International Relations Association, Inc.

Budget for Fiscal Year 2007-08 (May 1, 2007 – April 30, 2008)

GIRA Model UN Conferences

NCSC XXXV

<i>Revenue</i>	\$	39,990	
<i>Expenses</i>			\$ (35,692)

NAIMUN XLV

<i>Revenue</i>	\$	253,225	
<i>Expenses</i>			\$ (156,287)

Contributions to the Georgetown International Relations Club

GIRC Social Fund			\$ (3,000)
GIRC Conferences Program			\$ (8,000)

GIRA Operational Expenses

Rent			\$ (7,800)
GIRA Website			\$ (1,840)
Communications			\$ (626)
Corporate Fees and Consulting			\$ (1,777)

Summary

TOTAL REVENUES	\$	293,215	
Conference Expenses			\$ (191,980)
GIRC Expenses			\$ (11,000)
Operational Expenses			\$ (12,045)
TOTAL EXPENSES			\$ (215,025)
NET INCOME	\$	78,189	

FINACIAL REVIEW

North American Invitational Model United Nations

	2003 - 2007	2007	2008
Participants	2,225	2,300	2,900
Revenue	\$166,132	\$206,892	\$250,450
Costs	\$124,411	\$147,073	\$156,287
Profits	\$37,700	\$59,819	\$94,163

National Collegiate Security Conference

	2003 - 2007	2007	2008
Participants	480	360	400
Revenue	\$36,780	\$39,990	\$44,985
Costs	\$41,124	\$35,693	\$34,512
Profits	\$4,344	\$4,297	\$10,473

Georgetown International Relations Club Conferences Program

	2003 – 2007	2006 – 2007	2007 – 2008
Participants	107	114	136
Contribution	\$5,000	\$8,000	\$10,000
Conferences	4	5	6
Awards	18	23	52 +