

GIRA, INC.



The Georgetown International Relations Association Fiscal Year 2015 Corporate Report

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



The Board of Directors, 2015-16

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.

Acting Chief Executive Officer and Chair of the Board of Directors

Preston Marquis

Edmund A. Walsh School of Foreign Service, 2016

Chief Executive Officer and Chair of the Board of Directors (Apr. 2015-Feb. 2016)

Matthew Quallen

Edmund A. Walsh School of Foreign Service, 2016

Chief Financial Officer

Aaron Lewis

McDonough School of Business, 2016

Chief Data Officer

Andrew Lyu

Edmund A. Walsh School of Foreign Service, 2016

Executive Director, NAIMUN LIII

Christina Graziano

McDonough School of Business, 2017

Executive Director, NCSC XLIII

Grace Kim

Edmund A. Walsh School of Foreign Service, 2017

Executive Director Emeritus, NCSC XLII

Brian Carden

McDonough School of Business, 2016

Chief Operations Officer

Erica Tsai

McDonough School of Business, 2017

Executive Secretary

Brendan Keenan

Edmund A. Walsh School of Foreign Service, 2018

Secretary General, NAIMUN LIII

Aaron Wen

Edmund A. Walsh School of Foreign Service, 2017

Secretary General, NCSC XLIII

Jack Lutdke

McDonough School of Business, 2017

Executive Secretary (Apr. 2015-Jan. 2016)

Zoe Sun

Edmund A. Walsh School of Foreign Service, 2018



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 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, NAIMUN LIV

Halle Hagan
Edmund A. Walsh School of Foreign Service, 2018

Executive Director, NCSC XLIV

Natasha Garamani
Georgetown College 2018

Executive Director Emeritus, NAIMUN LIII

Christina Graziano
McDonough School of Business, 2017

Executive Director Emeritus, NCSC XLIII

Grace Kim
Edmund A. Walsh School of Foreign Service, 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, NAIMUN LIV

Garret Williams
Edmund A. Walsh School of Foreign Service, 2018

Secretary General, NCSC XLIV

Lyric Gupta
Edmund A. Walsh School of Foreign Service, 2018

Secretary General Emeritus, NCSC XLIII

Jack Ludtke
McDonough School of Business, 2017

Secretary General, NCSC XLIV (Nov. 2015 – Feb. 2016)

Harry Halem
Edmund A. Walsh School of Foreign Service, 2018



Table of Contents

The Board of Directors, 2015-16.....	2
The Board of Directors, 2016-17.....	3
Table of Contents.....	4
A Message from the CEO	5
Mission Statement and Programming Overview.....	6
The GIRC-GIRA Relationship	7
Overview	7
Bulk Allocation System	7
FY 15 GIRC Programming.....	8
GIRA Programming, FY 2015.....	10
NCSC XLIII.....	11
NAIMUN LIII.....	12
Global Generations Grant.....	13
International Programs	14
GIRA Operations Review.....	16
FY 2015 Financial Overview	17
FY 2016 Prospectus.....	18
A Message from the Incoming CEO.....	19
GIRC Prospectus.....	20
NCSC XLIV	21
NAIMUN LIV	22
Global Generations Grant.....	24
International Programming.....	25
Chief Product Officer	26
Operations	27
Financials.....	28
Appendix: FY 2015 Financials	29



A Message from the CEO

Dear Stakeholders,

In fiscal year 2015, the Georgetown International Relations Association delivered programming of tremendous strength—both financially and substantively.

NAIMUN LIII and NCSC XLIII 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 2015. And the management of these conferences will also provide a blueprint for success for the Secretary-General and Executive Director both of NAIMUN LIV and NCSC XLIV.

Among the students and faculty who attended NAIMUN LIII and NCSC XLIII 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 South Korea, 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.

Operationally, GIRA benefitted from a streamlining of overhead costs that took place in fiscal year 2014. That streamlining weeded out unnecessary costs and eliminated several wasteful practices, such as the maintenance of an unnecessarily large storage facility. The organization also experienced an unusual proportion of high-level leadership turnover—specifically the departure in January of the Executive Secretary, and the departures in February of the Secretary-General of NCSC XLIV and the Chief Executive Officer. But in each case the depth of talent available to the organization allowed the board to find an enthusiastic and qualified replacement.

As a whole, Model United Nations conferences, international programming and grant outlays represent the meat and potatoes of GIRA's mission, and the three core elements of its programmatic agenda. In fiscal year 2015, the organization assumed a growth posture with respect to this traditional agenda, strengthening NAIMUN and NCSC, introducing new international partners and a larger grant. In fiscal year 2016, 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,

Preston Marquis

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



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



Georgetown International Relations Association, Inc. FY 2015 Corporate Report

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 15, the bulk allocation system was utilized for the sixth consecutive year.

FY 15 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. The annual Georgetown Diplomacy and International Security Conference proved to be a noteworthy highlight as DEA Administrator Chuck Rosenberg gave an excellent talk on U.S drug policy and his work as a noted public servant. Additionally, the panel on the Migration Crisis in the Middle East and Europe proved to be extremely popular as well, with students remarking about the excellent substantive nature of the discussion. Now onto its 7th edition, without the tremendous support of



Georgetown International Relations Association, Inc. FY 2015 Corporate Report

GIRA, GDISC VI would not have been able to attain the success that it did, and establish a precedent for years to come in terms of logistics and planning.

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 Rome, 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 number two ranking in the Best Delegate Annual Ranking, due to the hard work of the Conferences Staff, bolstered by GIRA's support.



GIRA Programming, FY 2015



NCSC XLIII

NCSC XLIII took place during October 2015 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 cyber-security in modern Germany to the 1976 Republican Convention 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.

This year, there were several new additions to NCSC operations. Chief of Staff Sidharth Sharma was aided by a team of Assistant Chiefs of Staff, a team that enabled greater levels of flexibility in both substantive and executive tasks. 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.

The conference came to a successful close, with Clark University and New York University winning Best and Outstanding Small Delegations, respectively, and Harvard University and the University of Chicago taking home Best and Outstanding Large Delegations. The competition came down to the wire in the race for Best Large, as Harvard barely edged University of Chicago by a few awards.

We are very much looking forward to what the next chapter of NCSC has in store - though the Bethesda Hyatt is coming under new management, we are excited to continue our partnership into a new year. Under the guidance of Secretary-General Lyric Gupta and Natasha Garamani, 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 LIII

The fifty-third annual North American Invitational Model United Nations (NAIMUN LIII) was a substantive, financial, and logistical success that further solidified the conference's reputation for excellence. Led by Secretary-General Aaron Wen and Executive Director Christina Graziano, NAIMUN LIII welcomed delegations from 12 countries and 29 states for a long weekend of substantive rigor, high-quality debate, premier programming, and esteemed speakers. Over two hundred Georgetown students came together to provide over 3,000 delegates with 39 stimulating and innovative committees, ranging from Coca-Cola Board of Directors to Xi-Li's 2012 Cabinet to a four-way coordinated crisis in the United States National Security Apparatus.

Substantively, NAIMUN LIII was better able to strike the balance between the growing competitiveness of the high school Model UN circuit and the conference's core educational focus. This was achieved primarily through stricter policing of cheating and unsportsmanlike conduct, and through a heavier emphasis on substantive solutions in evaluating delegates for awards. The Secretariat investigated no fewer than 10 accusations brought forth by various schools and delegates throughout the weekend; two schools were unfortunately disqualified from delegation awards as a result of pre-writing allegations that were later found to be true. To reward the substantive knowledge of delegates, general staff members were instructed to pay closer attention to the written and verbal content in committee, in addition to the usual metrics used for assessing public speaking, leadership skills, and quality of writing.

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 ten 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 LIII'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 speeches from current President of the American Foreign Service Association, Ambassador Barbara Stephenson, and Rotary International Director, Julia D. Phelps.

NAIMUN LIII saw a record-breaking year for philanthropy. Through its NAIMUNAid program, NAIMUN LIII offered over \$13,000 in financial aid to low-income students and delegations. NAIMUN also continued its tradition of raising significant funds for charity. At NAIMUN LIII, dedicated delegates and staff raised \$13,673 for Rotary International, and for the first time ever, delegate donations were matched 2-1 by The Gates Foundation. With this match, NAIMUN yielded a total contribution of \$41,019 to go towards Rotary International's efforts to eradicate polio.

Financially, NAIMUN LIII built upon NAIMUN LII's success. Through improved registration payment policies, strict budgeting, and increased delegate attendance, NAIMUN LIII became the most profitable GIRA 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.



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, a new page was created for the grant and can be accessed at www.modelun.org/grant. Marketing efforts remained largely electronic and through the use of specific Georgetown SFS and MSB list-servs, we were able to reach a broad audience. However, marketing through physical forms, such as flyering or holding an interest meeting, as well as leveraging the College and NHS networks should be considered for the next fiscal year.

This past cycle, we were humbled to have the opportunity to work with four talented individuals: **Margot Feroleto, Kathleen Guan, Duy Mai, and Claire Charnnac**. Ultimately, these individuals all fulfilled the longevity and continuity aspect that we looked for in projects while continuing to further GIRA's mission. Margot's efforts in Ecuador were fundamental to the continued success of Water Ecuador, a new student established non-profit. Kathleen was able to use the grant funds to hold a second leadership forum and we are confident that the skills she has taught these youth will enable them to pursue their own endeavors. Duy's project helped to expand and develop the second Vietnamese Youth Model United Nations. A meeting was also set up shortly after Duy came back to discuss a more long-term partnership with VYCO, the parent organization of VYMUN.

We are excited to see what the recipients of the 2016 Grant will create. GIRA was fortunate to be able to expand the Grant budget for the next year and we are hoping that this will enable our recipients to think bigger and enact more change.



International Programs

International programming in fiscal year 2015 strengthened GIRA's relationships with three existing partners—Alpha Partners Education, CHOSUN Education and Worldview Education—and witnessed the introduction of a new partner, the British School of Bahrain. In total, GIRA sent twelve students abroad through international partnerships during fiscal year 2015: Six students travelled to India, five to China and one to South Korea. GIRA hopes to send an even larger number of students abroad in fiscal year 2016 and to introduce opportunities for Georgetown students to travel to the Middle East through GIRA's international partnerships. In addition, GIRA hopes to continue to leverage international partners—as it did in fiscal year 2015—to help bring international students to its Model United Nations Conferences.

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.

In fiscal year 2015, APE sent a large delegation to NAIMUN LIII. During the summer of 2015, GIRA sent five students to participate in APE-led programs in China. Two travelled to Chengdu and Beijing and an additional three travelled only to Beijing.

The British School of Bahrain

An emerging partnership with the British School of Bahrain—an English-speaking secondary school in the gulf state of Bahrain—will allow GIRA to explore opportunities for international travel to the Middle East beginning fiscal year 2016. The school, which has participated in NAIMUN for two successive years, hosts a Model United Nations conference each year, providing an excellent basis for ongoing collaboration.

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 2015, GIRA for the second time sent a representative to MUNOS in order to help run the conference, allowing MUNOS to leverage GIRA's first-rate human resources. In exchange, MUNOS provides an experience in cultural immersion to a Georgetown student. For the first time, CHOSUN sent a delegation of students to NAIMUN LIII, elevating the partnership between the two organizations. MUNOS will continue to host a Georgetown student as GIRA's representative.

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 a single representative to India to teach Model United Nations via Worldview—the GMAP ambassador.



Georgetown International Relations Association, Inc. FY 2015 Corporate Report

In fiscal year 2015, GIRA and Worldview executed the Millennium Conference Series, which centered on a conference organized by Worldview and staffed by Georgetown students. The summer conference brought five Georgetown students to India as GIRA's representatives, where they travelled for several days and led a conference in Hyderabad. During fiscal year 2015, GIRA and Worldview initiated talks for similar conferences as soon as winter of 2017.

Conflicts with the American academic year prevented GIRA from providing staff for several smaller conferences hosted by Worldview. Similarly, conflict between NAIMUN LIII and India's secondary exams prevented Worldview from fielding a delegation at NAIMUN LIII. Although Worldview's range of conferences create valuable opportunities for international collaboration, strengthening GIRA's thus far highly successful and positive partnership with Worldview will require greater coordination in planning and more flexible approaches to providing staff from GIRA.



GIRA Operations Review

This year, the COO set two broad goals for the fiscal year: organization and institutionalization.

Organization:

Following the new updated standard operating procedure for the GIRAge that was passed in 2014, there was still room for further organization. At the beginning of the year, a visit to the GIRAge allowed us to continue to donate surplus shirts and conference materials to Goodwill. We also undertook the project of organizing our map collection into East and West - allowing for better ease of access. Moreover, GIRA was able to establish a working relationship with Georgetown University's Gelardin New Media Center who was able to print unique maps and other committee needs at a subsidized low cost. This helped to save money in the two conference budgets. Moving forward, the GIRAge has accumulated a large inventory of paper notepads. The hope is to use these at both NCSC and NAIMUN or to contribute them to the conferences program. Furthermore, website reorganization and the creation of a separate "Global Generations Grant" helped improve visibility of such an opportunity and attracted a better than ever applicant pool for the grant.

Institutionalization:

At the beginning of the fiscal year, GIRA undertook a project to create an internal wiki. After a beta version of this wiki was tested, it seemed redundant and unfeasible to use. One project that remains ongoing is the organization and cleanup of the DropBox. There is a large amount of institutional knowledge that is simply unused because it is not logically organized. Additionally, with the constant leadership turnover, the clear communication of such institutional knowledge to future successors continues to be a primary concern. To mitigate such concerns, there were lengthy transition meetings with the outgoing COO and incoming COO and CEO. This culminated in a picnic with the grant recipients in which the recipients were able to discuss and set strategic goals for their projects over the summer. These efforts were made to smooth out the leadership transitions and ensure that a good relationship is established with our new grant recipients.



FY 2015 Financial Overview

Dear Stakeholders,

FY2015 followed closely in the footsteps of FY2014, with continued financial improvements by the entirety of the GIRA Board. Institutionally, GIRA has been significantly more scrutinizing of its financial performance over the past two fiscal years and this scrutiny is clearly evident in this organization's improved financial stature. 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 vastly exceeded expectations, taking in record profit and leading to FY2015 being our financially best year on record.

In sum, GIRA's net inflows were in excess of \$100,000 for FY2015, breaking last year's benchmark of approximately \$72,000. The organization worked incredibly hard this year to account for all receivables as they relate to conferences registration and this increased effort is clearly evident in this strong financial performance. Although the venue expense for NAIMUN associated with the Washington Hilton continues to grow at a steady rate each year, this year's registration increase vastly outpaced the hotel's increased cost. It is impossible to expect this same registration impact to our bottom line moving forward, but small increases in registration revenue are certainly possible, especially in light of further international appeal. As occurred in FY2014, some cash flow from the previous year's conferences bled over into this fiscal year. This was to be expected, simply based on varying payment structures, and will continue moving forward.

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 FY2015, the GIRA endowment experienced a significant capital appreciation of 12.42%, net of the \$75,000 capital injection. The endowment currently stands at \$324,053.39 and will increase in the months ahead as our next capital injection is made.

As was done in the last fiscal year, the incoming CFO, Aaron Wen, will determine the precise amount to be contributed to the endowment. I am fully confident in the incoming Board's ability to continue the strong financial performance that we have seen over the past two years. With continued financial scrutiny and careful endowment management, GIRA will be able to reach its originally stated endowment goals within the next 3-4 years.

Respectfully,
Aaron Lewis
Chief Financial Officer, 2015-2016



FY 2016 Prospectus



A Message from the Incoming CEO

Dear Stakeholders,

As the Georgetown International Relations Association transitions into the 2016 Fiscal year, the board strives to build upon the successes of the past year while continuing to enhance our programming and develop our organizational processes. After another unprecedented year of fiscal growth, the board will endeavor to maintain the financial practices and responsibility that have allowed the favorable fiscal outcomes of the last year.

We aim to preserve the practices that have allowed the success of our conferences, NAIMUN And NCSC respectively while also bolstering the support given to our conference executives and staff. In an effort to strengthen our operational practices and programs, we have appointed a Chief Products Officer who will help to improve upon and establish new guidelines, systems, and best practices. A synopsis of the role of Chief Product Officer is included within this Corporate report for all stakeholders to review.

During the next fiscal year, the board expects to expand and refine our International Programming. The board will work to sustain fruitful relationships with existing partners such as Alpha Partners Education, Worldview, Chosun Education, and the British School of Bahrain. In the coming year, however, we will also venture to discover new partners in regions that have traditionally gone untapped by GIRA. In order to achieve this, the board will need to create and establish a long-term vision for International Programming.

Lastly, the board will seek to support, promote, and engage with our key partner, the Georgetown International Relations Club (GIRC). Through continued collaboration and the preservation of the strong relationship between both organizations, the board anticipates the creation of more high caliber opportunities that attempt to inform and educate students in the field of international affairs.

As Chief Executive Officer and Chair of the Board of Directors it will be my duty to effectively lead the organization through this period of growth and refinement. As a result, I urge all stakeholders who may have questions or concerns to please contact me at ceo@modelun.org.

Sincerely,

Matthew Robinson
Chief Executive Officer and Chair of the Board of Directors, 2016-17



GIRC Prospectus

Over the past year, the IRC succeeded in diversifying its programming and fostering a high level of engagement among its members, both of which will continue to be priorities in the upcoming academic year. However, the Board faced issues of accountability, communication, and engagement, which must be dealt with in the coming year through the fostering of a more collaborative Board atmosphere, complete with high expectations and open review mechanisms.

In order for the Board to be more cohesive, which in turn informs the broader IRC culture, communication of all substantive decisions must be both clear and timely. There must be a balance between Director autonomy and communication to the Board. Similarly, the Board must continue to foster engagement from its members as well as from the general membership, continuously seeking feedback so that the leaders of the IRC have a clear understanding of their impact on others and are held accountable to both their respective portfolios and their broader responsibility as role models.

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, programming can be improved across the board with a broader, organizational perspective, with strategic planning, new partnerships, and more effective communication.

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 expanding the mentorship program, hosting more wide-appeal events such as the study break series, and actively seeking feedback through town halls and feedback forms, the IRC can increasingly engage its general membership in ways that strengthen all aspects of programming by growing the membership base and incorporating feedback 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 XLIV

The 44th National Collegiate Security Conference (NCSC XLIV) will take place at the Hyatt Regency in Bethesda from October 27th to 30th, 2016. Secretary-General Lyric Gupta and Executive Director Natasha Garamani will lead NCSC XLIV. 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. This year, NCSC's timeline was changed to include topics and committees from anytime in the 20th century; this is a change from last year, where every committee selected took place after 1950. Through this change, NCSC's leadership hopes to expand upon the conference's already impressive academic, historical and regional diversity, while exploring themes that remain relevant in the present day. Of the final 18 committees selected, three of which took advantage of NCSC's new substantive timeline, 15 were proposed by individual Chair/Crisis Manager pairs, rather than selected from the released application.

The advantage of having so many proposed committees is that they are poised to maximize the individual strengths and expertise of NCSC's accomplished general staff. Finally, on the substantive side, NCSC hopes to add the use of technology to streamline the crisis experience by including an online submission form for individual crisis notes by which delegates can communicate directly with their crisis analysts. This change would be tentatively implemented in three to four committees as an experiment that can be improved upon in future years.

The executive side of NCSC XLIV will focus on delivering a product that will maximize delegate experience. NCSC XLIV 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 target local schools in order to increase registration from delegations in the area and boost registration numbers. The NCSC XLIV staff aims to do this by analyzing the needs of each school in the local area and tailoring their approach to them. 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.

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. In addition, NCSC XLIV will encourage a more active social media presence to boost the amount of individuals who participate in the activities outside of the conference. NCSC marketing this year will be partnering with NCSC philanthropy to promote a program where companies can make a portion of their purchase donatable to this year's charity foundation, Charity Water. By doing this, NCSC hopes to increase the participation of the corporate sector in sponsorships.

Another change in the coming year will include the rebranding of the Assistant Chief of Staff position. Instead of concentrating the duties of this position into a single area, NCSC XLIV will disperse the responsibilities into the hands of organ crisis analysts and administrative assistants. Each USG will be assigned an organ crisis analyst while the Executive Director will have at her behest three administrative assistants who will serve in different capacities throughout the conference such as aiding in tech efforts.



NAIMUN LIV

NAIMUN LIV is set to take place from February 16th-19th, 2017 in the Washington Hilton hotel. Preparations for NAIMUN LIV swung quickly into effect after the conclusion of NAIMUN LIII, and by the beginning of the summer of 2016, the conference is already beginning to take shape. Secretary-General Garrett Williams and Executive Director Halle Hagan 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, Garrett and Halle see two primary goals for NAIMUN LIV. The first is to maintain NAIMUN's position on the high school circuit as the "championship conference." NAIMUN LIV 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. Delegates will therefore have a multitude of options when deciding where they see themselves participating at NAIMUN.

The second substantive goal of NAIMUN LIV 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 LIV, 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 LIV 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.

In order to increase the efficiency of the overall conference experience, NAIMUN LIV will see more Georgetown University staffers than NAIMUN LIII 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.

Programmatically, Garrett and Halle 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 with philanthropy both prior to and during the conference through the posting of articles, videos and other materials. It is their hope that this careful attention to detail will create a more cohesive educational experience for delegates.



Georgetown International Relations Association, Inc. FY 2015 Corporate Report

This year, Garrett and Halle are also placing a careful 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 solidify 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 community is a major step forward in doing so. Lastly, sponsors have the opportunity to participate in a revamped "LIV and Learn" marketing fair, in which they will have the ability to engage with conference participants with a variety of needs - from high school students, to moderators, as well as the Georgetown University staffers. 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.

Garrett and Halle 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 seventh 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 2016, GIRA is proud to be funding a total of \$5,800 in grants to three grant recipients. Rachel Azafrani is working in Liberia to launch an app that will allow youth and youth organizations to map projects and volunteer opportunities, track progress relevant to UN Sustainable Development Goals (SDGs), and connect projects to funding sources. Michael Bakan is working in South Africa to empower youth and promote cross-cultural learning through art and storytelling. Lauren Gros is working in Paraguay to install environmentally friendly biodigester technology for cooking purposes in rural villages. The installation of this technology replaces environmentally hazardous wood-burning practices and Lauren will educate villagers on the benefits of this alternative technology.

Looking ahead to the 2017 grant 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. Bolstering proposal funding limits, as GIRA has done in the 2016 cycle, will allow the grant to continue to attract bold proposals from the Georgetown community. Moreover, these initiatives will serve to further institutionalize the grant as a primary source of funding for projects at the intersection of youth and international affairs.



International Programming

Throughout the summer of 2016, a total of eight students will travel to different countries in order to partake in international programming with GIRA's international partners. Six will travel to China as part of GIRA's programming with Alpha Partners Education. Three will teach students in Chengdu and three will teach students in Shanghai, while all six will also teach in the city of Beijing. One will travel to Seoul, South Korea to MUNOS, the Model United Nations of Seoul, with Chosun education to assist in the day-to-day operations of their conference. Finally, one more representative will travel as a GMAP ambassador with Worldview to the United Arab Emirates and Oman.

As GIRA transitions into the 2016 fiscal year, the board will work to establish a long-term vision for GIRA's international partner programming in order to develop clear direction and to begin to properly prepare to meet future expectations for this area of GIRA programming. In the coming year, the board will work to create and institutionalize standards and training mechanisms that will allow GIRA to ensure that the students sent abroad will uphold GIRA standards of conduct and work quality.

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 Product Officer

In 2016, the Georgetown International Relations Association will pilot a new c-suite position titled Chief Product Officer (CPO). 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 Jonas DeMuri-Siliunas who has substantial experience working with both NCSC and NAIMUN as well as working with GIRA's international partners. 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 CPO is tasked with addressing and executing internal projects that are crucial to the vitality of the organization, but have not fallen previously under the purview of any other portfolio. As such, the CPO will work to ensure that GIRA has the operational capacity to offer quality, sustainable and impact-making products, apparent in the NCSC and NAIMUN conferences, the Global Generation Grant and a variety of international programming.

In the coming year, the portfolio will focus on three primary goals:

- To develop best practices and mechanisms for the retention of institutional memory. Through working with past and present conference executives, the CPO will promote the aggregation of practices, policies and data that have previously led to success. The CPO will then ensure that this information is accessible to the present and future Boards.
- To bolster GIRA's international programming and our relationships with international partners. This process involves working with current international partners to increase the quantity and quality of international opportunities offered to Georgetown students, but also in establishing additional international partnerships, especially those in previously unreached regions and markets. The CPO will seek to develop a coherent and sustainable strategy for GIRA's international programming to be discussed and adopted by the Board.
- To review and revise the existing GIRA bylaws and guidelines, focusing on areas that have previously posed challenges to the organization. The CPO will identify areas of ambiguity or issue within the organization's bylaws and bring proposed changes to the Board for further discussion.

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.



Operations

GIRA operations in the coming year will focus on streamlining existing record-keeping systems and reviewing procedures to ensure compliance and standardization of process.

With respect to record-keeping, GIRA is looking to ensure that a compiled archive exists of all corporate documents and that such records are clearly organized and easily accessible to directors and officers. This system of record-keeping will necessitate a process of sorting and reorganizing many existing records for the sake of consistency and access. In addition to this process GIRA will begin an effort to document aspects of GIRA's operations and institutional knowledge that are often left undocumented. This will primarily take the form of ensuring transition documents are compiled and centrally stored so as to be of use beyond the working memory of an immediate successor for any given position.

GIRA—by nature of its conferences, programs, and contracts—must enforce strict guidelines and procedures in order to sustain high organizational standards. Moving into the next year, the board will undertake a review of GIRA's current operational practices. The board will review and develop new policies to ensure standardization of procedures and compliance with corporate policies and guidelines. The goal here is to ensure that GIRA maintains high quality guidelines, procedures, and best practices while also ensuring that members strictly follow organizational procedures. Developing more robust policies and better compliance practices has the added benefit of contributing to greater professionalism with respect to internal culture and external relations.



Financials

Following the extremely successful 43rd National College Security Conference (NCSC) and 53rd North American Invitational Model United Nations (NAIMUN), GIRA was able to invest over \$70,000 in its endowment for the second year in a row. This has grown the endowment to over \$400,000, and now puts GIRA ahead of track in its original goal of reaching \$600,000 by the year 2021. In light of the two very successful fiscal years, GIRA will focus primarily on replicating this success for FY2016. This organization and its Board of Directors will scrutinize budgets carefully to maximize savings where necessary, run efficient and successful conferences for larger revenue streams, and promote fiscal responsibility throughout all of its programs. Additionally, with the larger inflows from NAIMUN and NCSC, GIRA will be able to spend more to find the best human capital and retain it through volunteer benefits and other scholarships.

We expect spending to remain more or less constant for FY2016, save for any slight price increases due to inflation or contractual obligations with hotels and vendors. Revenues, should all go well with each conference such that they both experience the same levels of success from FY2015, will grant GIRA another opportunity to deposit a sizable amount into the endowment and grow as an organization. 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 good hands.



Appendix: FY 2015 Financials

This appendix contains charts and figures summarizing the fiscal year 2015 performance of the Georgetown International Relations Association (GIRA), Inc.



Georgetown International Relations Association, Inc.
FY 2015 Corporate Report

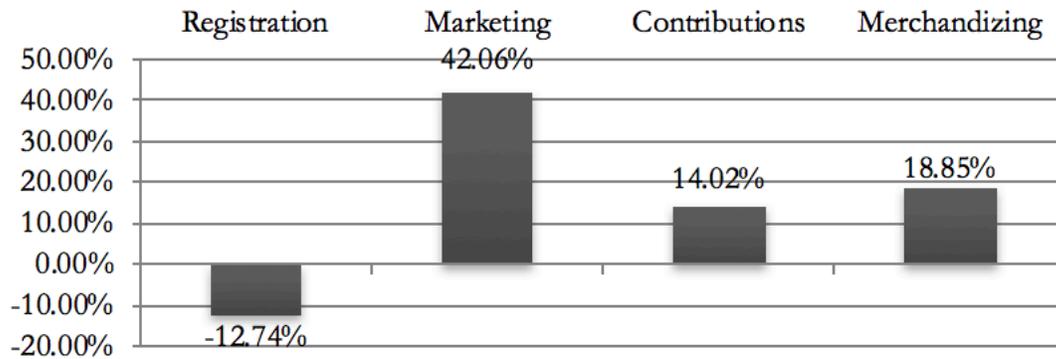
Account Balance (excluding Endowment)	
Bank of America	\$ 121,217.58
Merrill Lynch Credit	\$ (23,187.79)
Merrill Lynch Checking	\$ 9,832.62
PayPal	\$ 6,365.46
Total:	\$ 114,227.87
Registration Receivables	
NCSC Reg. Receivables	\$ 52,780.75
NAIMUN Reg. Receivables	\$ 324,955.23
Total:	\$ 377,735.98
Cash Flows (Since April 30)	
NCSC XLIII	\$ 13,831.83
NAIMUN LIII	\$ 162,395.80
GIRC 2015-2016	\$ (22,086.69)
Operations	\$ (3,255.79)
GIRA Grant	\$ (7,158.14)
Other (Card Payments, etc.)	\$ -
Less: Pmt. Pending	
Net:	\$ 143,727.01



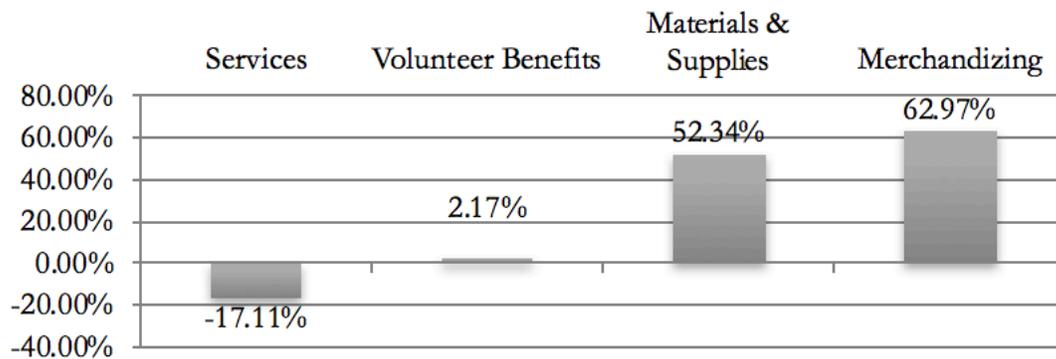
THE 43rd NATIONAL COLLEGIATE SECURITY CONFERENCE

Budgetary Comparison & Evaluation

Inflows as Percentage of Budgeted



Outflows as Percentage of Budgeted



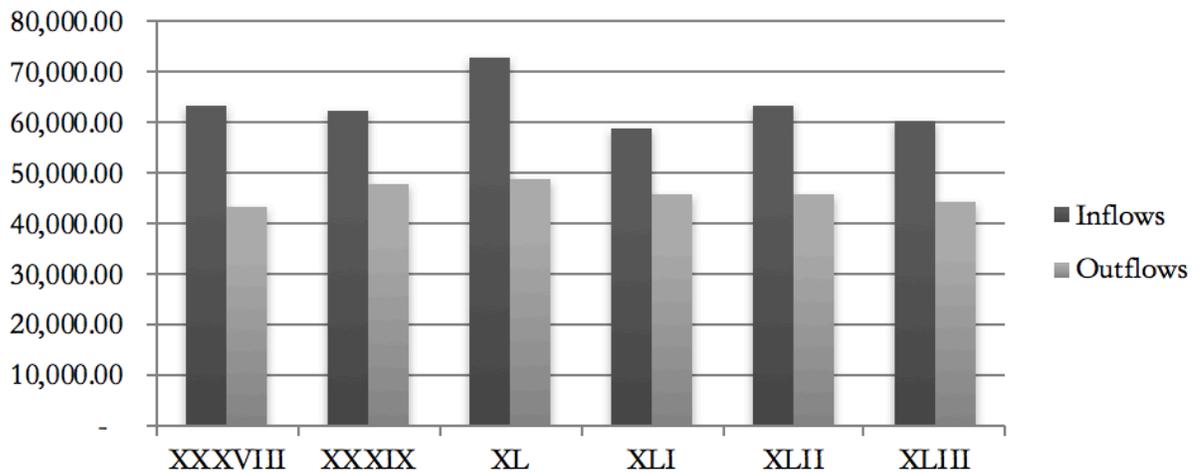


Georgetown International Relations Association, Inc.
FY 2015 Corporate Report

NATIONAL COLLEGIATE SECURITY CONFERENCE

Six-Year Overview

	XXXVIII	XXXIX	XL	XLI	XLII	XLIII
Inflows	63,416.62	62,647.23	72,779.24	58,708.65	63,334.31	60,241.07
Outflows	43,610.70	47,863.61	48,687.94	45,986.30	46,153.38	44,180.51
Net Income	\$ 19,805.92	\$ 14,783.62	\$ 24,091.30	\$ 12,722.35	\$ 17,180.93	\$ 16,060.56





Georgetown International Relations Association, Inc.
FY 2015 Corporate Report

THE 52nd NORTH AMERICAN INVITATIONAL MODEL UNITED NATIONS

Operating Cash Flows (in Dollars)

For the Conference Held February 2015

Inflows

Registration (net of refunds)	\$	328,368.69	
Marketing		8,180.70	
Contributions		1,603.55	
Merchandizing		16,933.07	
Philanthropy		13,673.29	
			\$ 368,759.30

Outflows

Services	(189,848.48)	
Volunteer Benefits	(10,965.56)	
Materials & Supplies	(23,373.84)	
Merchandizing	(8,289.91)	
Scholarships & Aid	(4,990.00)	
Technology	(13,287.80)	
Other Outflows	(3,558.57)	
		(254,314.16)

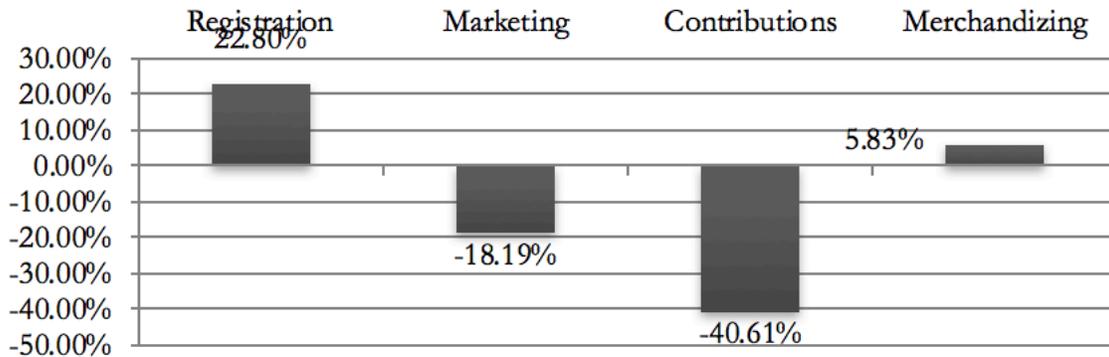
Net Operating Cash Flows from NAIMUN LII: \$ 114,445.14



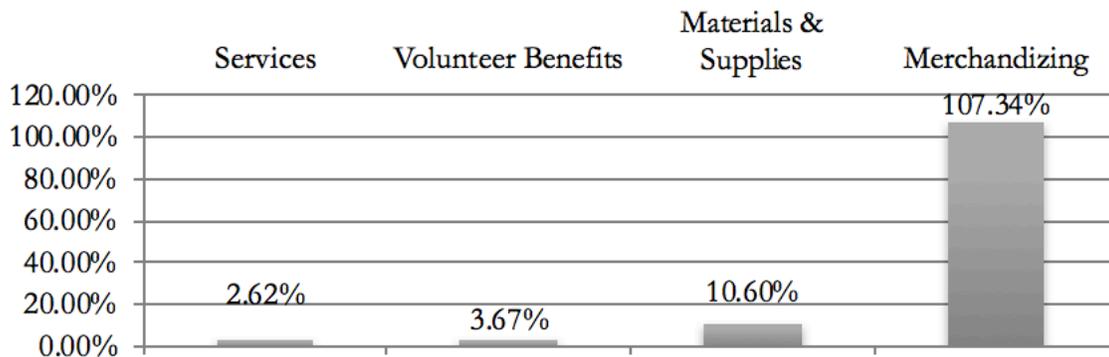
THE 52nd NORTH AMERICAN INVITATIONAL MODEL UNITED NATIONS

Budgetary Comparison & Evaluation

Inflows as Percentage of Budgeted



Outflows as Percentage of Budgeted





Georgetown International Relations Association, Inc.
FY 2015 Corporate Report

NORTH AMERICAN INVITATIONAL MODEL UNITED NATIONS

Five-Year Overview

	XLVIII	XLIX	50	LI	LII	LII
Inflows	289,273.59	315,612.63	288,444.36	243,169.59	328,138.81	368,759.30
Outflows	206,529.89	247,714.43	268,887.65	236,648.29	243,938.90	254,314.16
Net Income	\$ 82,743.70	\$ 67,898.20	\$ 19,556.71	\$ 6,521.30	\$ 84,199.91	\$ 100,771.85

