



Annual report 2017

Since our launch in 2007, Mundito has followed a simple model: Identify nonprofit partners who propose specific projects where we can improve lives. Pass the hat among our generous donors to cover half of our target grant. Together we accomplish amazing and wondrous things.

- Since our launch, you've helped us provide grants of almost \$617k to worthy nonprofits. Of this amount, \$334k came from the generous donors who are Team Mundito.
- We have completed 22 campaigns, ten supporting work around Atlanta, one national, and eleven international (three in Guatemala, two each in Nepal and India; Burkina Faso, Nicaragua, Ghana, and South Sudan).
- We estimate that approximately 13,300 people have benefitted from our work. We have provided family-planning services in Guatemala, saved lives in South Sudan, freed slaves in Nepal and Ghana, given an education boost to underserved populations in the US, Nicaragua, and Burkina Faso, and impacted thousands in many other ways.



The secret sauce that makes this work is the dedicated group of donors that is Team Mundito.

Our Mission: Mundito Foundation seeks to change lives of individuals who live with inadequate resources, public health care, or education. Mundito serves as a “giving group”, undertaking projects with partner nonprofit organizations that meet our objectives: **Specific. Efficient. Changing lives.**

Our donors love Mundito because...

Mundito is the fun side of your charitable giving. Because we band together into a giving group and write big checks, our nonprofit partners can carve out a project that belongs to us. We, with our Team Mundito donors, can directly change lives of people who need a boost *right now*.

What Mundito Foundation does...

We and our donors team up with nonprofits that have demonstrated remarkable efficiency in their finances and effectiveness in their missions. And because Mundito operations are handled entirely by volunteers, we're pretty dazzling in our efficiency too. Our annual spring campaign attacks a problem in the USA; the annual fall campaign attacks a problem the developing world.

Mundito is...

- **Two Founding Directors**, Richard Higgins and Margaret Graff, who search out worthy projects, cover all operating expenses, handle all Mundito operations, and cover half of the target grant amount for each campaign;
- **Three active board members and many board members emeriti** who help find and design projects, provide due diligence, and help spread the good word about how you can change lives,
- **A small army of extraordinary donors (Team Mundito)** who dig deep to help us solve some of the world's problems.
- **A 501(c)(3) private foundation.** All donations are tax-deductible.

That's it. No employees. Minimal expenses (mostly tax filing and audit) are covered by the founders. We strive for staggering efficiency and we hope you agree that we achieved this again in 2017.

Projects funded in 2017:



Hunger Crisis, South Sudan, Fall 2016: Saving lives. In 2016 we worked with the global hunger experts at Action Against Hunger to cover an acute need in South Sudan. We finished off our campaign with an extra grant of \$3k in 2017, bringing the total to \$53k.

Airlift, Atlanta, Spring 2017: A year of intensive training to build a new life. Mundito partnered with Year Up Greater Atlanta to provide an intensive training program (six months of coursework, six months of corporate internships) to two ambitious Mundito Scholars, Chicobi Frazier and Courtney Tyree, who graduated in January. Mundito provided \$42,000 to Year Up Greater Atlanta to cover the expenses of the Mundito Scholars in their professional transition.

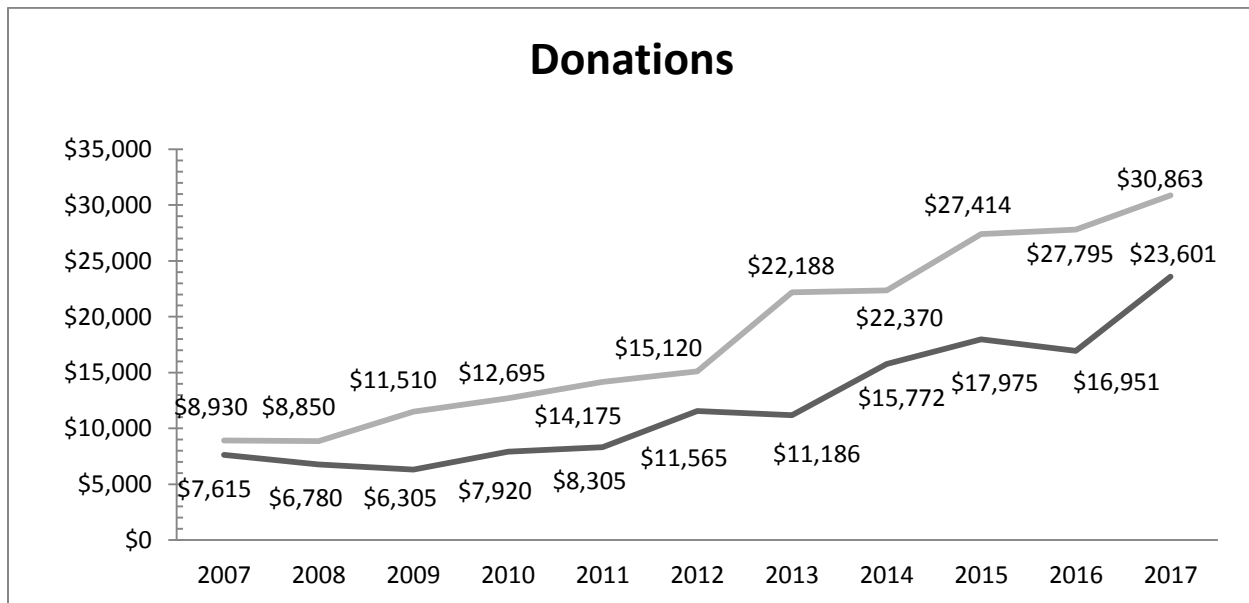
WINGS, Guatemala, Fall 2017: Providing choices to families in remote villages. Our partner organization WINGS provides family-planning services and cervical-cancer screening to low-income women in Guatemala. Mundito provided \$56k to help WINGS expand their mobile clinical services (now two vehicles, soon three) to reach rural areas of Guatemala where family-planning services are hard to come by. (A supplemental grant of \$3k was provided in early 2018, thanks to our generous donors.)

See Table 2 at the end of this report for the results of all campaigns since Mundito was founded in 2007.

Growth:

Mundito continues to grow as (1) existing donors dig deeper and (2) donors and board members help us spread the word. Our donors' enthusiasm derives from their trust that a Mundito project will put their money to work efficiently and effectively. Average donations, \$384 per donor per campaign in 2017, continue to rise.

The chart below shows the yearly growth of donations to Mundito by campaign. The international campaign attracts somewhat larger amounts (upper curve), as many donors feel a US dollar goes further in a developing country. Domestic campaigns (lower curve) are important to many donors who prefer to give locally. (The chart below includes donations received in early 2018 for the fall 2017 campaign, so these are the final campaign results.)



Over the period 2007-2017, Mundito has provided almost \$617k to our nonprofit partners. See Table 1 for details.

Expenses:

All agency donations (i.e. donations from everyone but the Founding Directors) flow directly to our nonprofit partners. Half of the target grants and all administrative and fundraising expenses are covered by the Founding Directors. Expenses for Mündito Foundation continue to be very low. Here is a breakdown of our cash expenses for 2017:

94.2% Program expenses (grants to partner nonprofits from agency donations and Mündito general fund)

4.3% Administrative expenses (primarily audited financial statement and tax filing)

1.5% Fundraising (refreshments for Meet Mündito parties, stamps, office supplies)

Mündito has no salary expenses, makes no payments to board members, and makes no payments for the use of office space and equipment. Total cash administrative and fundraising expenses for 2017 were \$6,176, entirely covered by the Founding Directors.

Governance:

- Founding Directors: Richard Higgins and Margaret Graff, permanent members of the board.
- Anne Emanuel (GSU Professor of Law Emerita) joined the board 3/1/15.
- Brent Huff (Invest Financial, retired) joined the board 10/1/16.
- Lynn Watson-Powers (self-employed historian) joined the board 10/1/17.
- Steve Landuyt, Tom Murphy, Amalia Stevens, and David Gittelman continue advising Mündito as Board Members Emeriti.

Table 1. Financial position as of December 31	2017	2016	2015
ASSETS			
Checking account (Note 1)	\$9,957	\$13,623	\$34,496
PayPal online donations	\$2,589	\$1,123	\$0
Brokerage account (Note 2)	\$185,459	\$166,227	\$152,690
LIABILITIES			
None	\$0	\$0	\$0
NET ASSETS	\$198,005	\$180,973	\$187,185

Notes for Table 1:

- (1) Checking account was high on 12/31/15 pending payment of a supplementary grant of \$6k to Plan International and to prepare for the launch of the spring 2016 campaign.
- (2) The brokerage account primarily contains donations by Mundito's Founding Directors for long-term stability of the organization. The brokerage account can also be used for in-kind donations of appreciated securities. Please contact us for details.

An audited financial statement is performed annually. A copy is available on GuideStar or upon request.

Further information is available at www.mundito.org.

Table 2. Summary of campaign results through 12/31/17 (Note 1)

Grants							
Fall 2017: WINGS (WINGS)	\$56,000						\$56,000
Agency donations	\$29,663						\$29,663
Donations direct to charity	\$1,000						\$1,000
Mundito general fund	\$25,337						\$25,337
Spring 2017: Airlift (YearUp)	\$42,000						\$42,000
Agency donations	\$23,601						\$23,601
Donations direct to charity	\$0						\$0
Mundito general fund	\$18,399						\$18,399
Fall 2016: Hunger crisis (ACF)	\$3,000	\$50,000					\$53,000
Agency donations	\$1,435	\$26,360					\$27,795
Donations direct to charity	\$0	\$0					\$0
Mundito general fund	\$1,565	\$23,640					\$25,205
Spring 2016: Resiliency (CAPN)		\$33,000					\$33,000
Agency donations		\$16,951					\$16,951
Donations direct to charity		\$0					\$0
Mundito general fund		\$16,049					\$16,049
Fall 2015: Rebuilding in Nepal (Plan Int'l)		\$6,000	\$44,000				\$50,000
Agency donations		\$700	\$26,714				\$27,414
Donations direct to charity		\$0	\$0				\$0
Mundito general fund		\$5,300	\$17,286				\$22,586
Spring 2015: Reset button (Jeannette Rankin Fdn)			\$34,000				\$34,000
Agency donations			\$17,975				\$17,975
Donations direct to charity			\$0				\$0
Mundito general fund			\$16,025				\$16,025
Fall 2014: Rewards (Ashoka)			\$23,000	\$19,000			\$42,000
Agency donations			\$1,475	\$20,895			\$22,370
Donations direct to charity			\$0	\$0			\$0
Mundito general fund			\$21,525	-\$1,895			\$19,630
Spring 2014: College Bound (IRC)				\$25,800			\$25,800
Agency donations				\$15,772			\$15,772
Donations direct to charity				\$0			\$0
Mundito general fund				\$10,028			\$10,028
Fall 2013: Burkina Faso (Plan International)				\$6,400	\$32,000		\$38,400
Agency donations				\$3,303	\$18,885		\$22,188
Donations direct to charity				\$0	\$0		\$0
Mundito general fund				\$3,097	\$13,115		\$16,212
Spring 2013: Enrichment (Atlanta Children's Shelter)					\$20,200		\$20,200
Agency donations					\$11,186		\$11,186
Donations direct to charity					\$0		\$0
Mundito general fund					\$9,014		\$9,014
Fall 2012: Freedom Nepal (Free the Slaves)					\$15,500	\$15,000	\$30,500
Agency donations					\$950	\$14,170	\$15,120
Donations direct to charity					\$0	\$0	\$0
Mundito general fund					\$14,550	\$830	\$15,380
Spring 2012: Home again (Odyssey)						\$0	\$20,600
Agency donations						\$11,565	\$11,565
Donations direct to charity						\$0	\$0
Mundito general fund						\$9,035	\$9,035
...							
Total grants	\$101,000	\$89,000	\$101,000	\$51,200	\$67,700	\$29,500	\$616,965
Agency donations	\$54,699	\$44,011	\$46,164	\$39,970	\$31,021	\$27,585	\$326,224
Donations direct to charities	\$1,000	\$0	\$0	\$0	\$0	\$0	\$7,810
Graff/Higgins donation (pre-Mundito)	n/a	n/a	n/a	n/a	n/a	n/a	\$7,000
Mundito general fund	\$45,301	\$44,989	\$54,836	\$11,230	\$36,679	\$22,515	\$275,931

Notes for Table 2:

- (1) Descriptions of each campaign are at www.mundito.org.
- (2) Agency donations refer to donations to Mundito in response to a fundraising campaign.
- (3) The Mundito general fund is funded by donations from the Founding Directors.