



MUNDITO FOUNDATION

Annual report 2018

Since our launch in 2007, Mundito has followed a **simple model**: Identify nonprofit partners who propose specific projects where we can improve lives, and 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 over \$725k to worthy nonprofits. Of this amount, almost \$377k came from the generous donors who are Team Mundito.
- We have completed 24 campaigns, eleven supporting work around Atlanta, one national, and twelve international (three in Guatemala, two each in Nepal and India; Ecuador, South Sudan, Burkina Faso, Nicaragua, and Ghana).
- We estimate that our work has improved the lives of approximately 11,000 people. 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, Ecuador, 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. Our annual spring campaign attacks a problem in the USA; the annual fall campaign attacks a problem in 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 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 2018.



Projects funded in 2018:

Brighter Futures, Ecuador, fall 2018: Keeping teen mothers in school. We worked with long-time Mundito partner Plan International to keep teen mothers in school. We covered ancillary expenses of education and supported social programs to alter historic societal patterns. Mundito provided \$60k for this project in 2018. (We finished off our campaign with an extra grant of \$1k in 2019, for a total of \$61k.)

Connected, Atlanta, spring 2018: Internet access to low-income families. Mundito partnered with Midtown Assistance Center to launch a technology assistance program to furnish devices and internet access to low-income families in the Atlanta metro area. Mundito provided \$45,500 for this project.

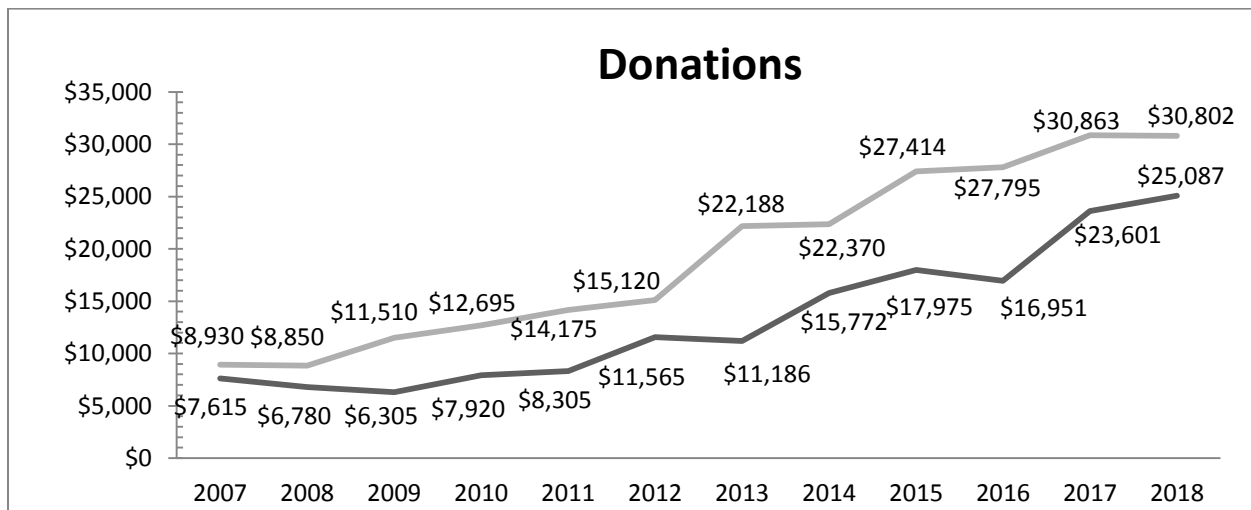
WINGS, Guatemala, fall 2017: Providing choices to families in remote villages. Our partner organization WINGS provides family-planning services and cervical-cancer screening to low-income women in Guatemala. We helped them expand their mobile services to rural villages. We finished off our campaign with an extra grant of \$3k in 2018, bringing the total to \$59k.

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, \$434 per donor per campaign in 2018, continue to rise. We definitely seem to be striking a chord that inspires people to give.

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 2019 for the fall 2018 campaign, so these are the final campaign results.)



Over the period 2007-2018, Mundito has provided \$725k 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 Mundito Foundation continue to be very low. For 2018, the breakdown is as follows:

- 95.0% Program expenses (grants to partner nonprofits from agency donations and Mundito general fund)
- 3.8% Administrative expenses (primarily audited financial statement and tax filing)
- 1.2% Fundraising (refreshments for Meet Mundito parties, stamps, office supplies)

Mundito 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 2018 were \$5,690, entirely covered by the Founding Directors.

The astute reader will note that the format of Annual Report 2018 bears a striking resemblance to Annual Report 2017. If you will recall that Mundito has zero employees, perhaps you will forgive us. (Has anyone read this paragraph?)

Governance:

- Founding Directors: Richard Higgins and Margaret Graff, permanent members of the board.
- Brent Huff (Invest Financial, retired) joined the board 10/1/16.
- Lynn Watson-Powers (self-employed historian) joined the board 10/1/17.
- Amalia Stephens (Georgia Tech Language Institute, Returned Peace Corps Volunteer) joined the board 10/1/18.
- Many former board members join us at meetings and continue to provide guidance.

Table 1. Financial position as of December 31	2018	2017	2016
ASSETS			
Checking account	\$8,194	\$9,957	\$13,623
PayPal online donations	\$0	\$2,589	\$1,123
Brokerage account (See note)	\$153,773	\$185,459	\$166,227
LIABILITIES			
None	\$0	\$0	\$0
NET ASSETS	\$161,967	\$198,005	\$180,973

Note for Table 1:

The brokerage account contains donations by Mundito's Founding Directors. Those assets are currently being used to cover the founders' share of Mundito expenses. 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 12/31/18 (Note 1)

Grants	2018	2017	2016	2015	...	Totals
Spring 2019: TBD	\$0					\$0
Agency donations	\$500					\$500
Donations direct to charity	\$0					\$0
Mundito general fund	-\$500					-\$500
Fall 2018: Plan Ecuador (ECU)	\$60,000	\$0				\$60,000
Agency donations	\$25,252	\$350				\$25,602
Donations direct to charity	\$500	\$0				\$500
Mundito general fund	\$34,248	-\$350				\$33,898
Spring 2018: Connected (MAC)	\$45,500	\$0				\$45,500
Agency donations	\$23,237	\$850				\$24,087
Donations direct to charity	\$1,000	\$0				\$1,000
Mundito general fund	\$21,263	-\$850				\$20,413
Fall 2017: WINGS (WINGS)	\$3,000	\$56,000				\$59,000
Agency donations	\$200	\$29,663				\$29,863
Donations direct to charity	\$0	\$1,000				\$1,000
Mundito general fund	\$2,800	\$25,337				\$28,137
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
...						
Total grants (Note 4)	\$108,500	\$101,000	\$89,000	\$101,000	...	\$725,465
Agency donations	\$49,189	\$55,899	\$44,011	\$46,164	...	\$376,613
Donations direct to charities	\$1,500	\$1,000	\$0	\$0	...	\$9,310
Graff/Higgins donation (pre-Mundito)	n/a	n/a	n/a	n/a	...	\$7,000
Mundito general fund	\$57,811	\$44,101	\$44,989	\$54,836	...	\$332,542

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.
- (4) The figures at bottom right refer to total results since our launch.