



MUNDITO FOUNDATION

335 W Ponce de Leon Ave #606
Decatur GA 30030
www.mundito.org

Annual report 2020

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.

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

- Since our launch, you’ve helped us provide grants of over \$1M to worthy nonprofits. Of this amount, over \$533k came from the generous donors who are Team Mundito.
- We have completed 28 campaigns. Most of our domestic (spring) campaigns are in Atlanta. In our international campaigns, we’ve worked in Guatemala, Nepal, India, Central African Republic, Kenya, Ecuador, South Sudan, Burkina Faso, Nicaragua, and Ghana.
- We estimate that our work has improved the lives of over 14,000. We have built help communities in Africa adapt to climate change, helped Atlanta agencies reduce homelessness, provided family-planning services in Guatemala, saved lives in South Sudan, freed slaves in Nepal and Ghana, and impacted thousands in many other ways.

Today we are preparing for our final campaign. *Mundito Foundation* will cease operations after our spring 2021 (domestic) campaign. We (Richard and Margaret and individuals who have served on Mundito’s board) will continue identifying worthy causes, and Margaret and Richard plan to continue providing half of our target fundraising goal, but we will no longer be a tax-exempt corporate. Our donors’ support will go directly to our nonprofit partners.



The secret sauce that has made our model a success is the dedicated group of donors that is Team Munito. We hope that Team Munito will understand and stay with us through our transition.

Our donors love Munito because...

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

What Munito Foundation has done...

We have teamed up with nonprofits that have demonstrated remarkable efficiency in their finances and effectiveness in their missions. Our annual spring campaign has attacked a problem in the USA; the annual fall campaign has attacked a problem in the developing world.

Munito Foundation is...

- **Two Founding Directors**, Richard Higgins and Margaret Graff, who search out worthy projects, cover all operating expenses, handle all Munito 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 Munito)** 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.

We funded the following projects in 2020:

Food insecurity in Kenya, fall 2020: Moving toward sustainable agriculture.

We worked with Action Against Hunger to help five communities in Kenya adapt their agricultural methods to achieve greater resilience in the face of climate change. Munito provided \$84k to Action Against Hunger (\$80k in 2020 and \$4k in 2021).

Stabilization, spring 2020: Providing the boost that stabilizes lives.

We worked with Intown Collaborative Ministries to move chronically homeless individuals from the streets into permanent housing, and we worked with Action Ministries to move families from motels into stable housing and self-sufficiency. Munito provided \$34k to each organization.

Water and Sanitation in Africa, fall 2019: Safe water and clean latrines.

We worked with Water For Good in Central African Republic to build wells and with Lwala Community Alliance to install latrines. (We finished off our campaign with an extra grants of \$6k in 2020, for a total of \$36k to each organization.)

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



It's amazing what a small group of dedicated supporters can achieve.

Mundito's capacity continues to grow with the generosity of our donors. We're a very small group: 51 donors for our spring 2020 campaign and 66 donors for our international 2020 campaign. Our donors' enthusiasm derives from their trust that a Mundito project will put their money to work efficiently and effectively.

Governance:

- Founding Directors: Richard Higgins and Margaret Graff, permanent members of the board.
- 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.
- Mike Gardner (Equifax, retired) joined the board 10/1/19.

These board members have agreed to remain through the termination of Mundito operations and plan to remain through the launch of our next phase.

You've got to love our efficiency.

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 2019, the breakdown is as follows:

95%	\$158,000	Program expenses (grants to partner nonprofits)
3%	\$5,092	Administrative expenses (primarily audited financial statement and tax filing)
1%	\$2,623	Fundraising (stamps, office supplies, refreshments for Meet Mundito parties)

Mundito has no salary expenses, makes no payments to board members, and makes no payments for the use of office space and equipment. The administrative and fundraising expenses are covered by the Founding Directors. 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 1. Financial position as of December 31	2020	2019	2018
ASSETS			
Checking account and checks in hand	\$3,509	\$1,626	\$8,194
PayPal online donations	\$1,808	\$1,368	\$0
Brokerage account (See notes)	\$52,457	\$125,926	\$153,773
LIABILITIES			
None	\$0	\$0	\$0
NET ASSETS	\$57,774	\$134,820	\$161,967

Notes for Table 1:

The brokerage account contains donations by Mundito's Founding Directors. Those assets are being used to cover the Founders' share of Mundito expenses. The Founders' plan is to draw down the brokerage account and return to cash donations when it is depleted.

The brokerage account can also be used for in-kind donations of appreciated securities. Please contact us for details.

Table 2. Summary of campaign results through 2020.12.31¹

Year	2020	2019	2018	2017	...	Totals	#*	Impact ⁵
Grants								
Fall 2020: Food security in Africa (ACF)	\$80,000					\$80,000	28	750
Agency donations ²	\$43,245					\$43,245		
Donations direct to charity	\$0					\$0		
Mundito general fund ³	\$36,755					\$36,755		
Spring 2020: Stabilization (ICM & ActionM)	\$68,000					\$68,000	27	1,228
Agency donations	\$35,068					\$35,068		
Donations direct to charity	\$2,000					\$2,000		
Mundito general fund	\$30,932					\$30,932		
Fall 2019: Water (Lwala + Water for Good)	\$12,000	\$60,000				\$72,000	26	1,228
Agency donations	\$450	\$40,608				\$41,058		
Donations direct to charity	\$0	\$0				\$0		
Mundito general fund	\$11,550	\$19,392				\$30,942		
Spring 2019: Homeless (C180 + NIC)		\$59,000	\$0			\$59,000	25	45
Agency donations		\$32,735	\$500			\$33,235		
Donations direct to charity		\$0	\$0			\$0		
Mundito general fund		\$26,265	-\$500			\$25,765		
Fall 2018: Plan Ecuador (ECU)		\$1,102	\$60,000	\$0		\$61,102	24	125
Agency donations		\$4,700	\$25,252	\$350		\$30,302		
Donations direct to charity		\$500	\$500	\$0		\$1,000		
Mundito general fund		-\$4,098	\$34,248	-\$350		\$29,800		
Spring 2018: Connected (MAC)			\$45,500	\$0		\$45,500	23	300
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	22	2,000
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	21	3
Agency donations				\$23,601		\$23,601		
Donations direct to charity				\$0		\$0		
Mundito general fund				\$18,399		\$18,399		
Total grants⁴	\$160,000	\$120,102	\$108,500	\$101,000		\$1,005,567		...
Agency donations	\$78,763	\$78,043	\$49,189	\$55,899		\$533,419		
Donations direct to charities	\$2,000	\$500	\$1,500	\$1,000		\$11,810		
Graff/Higgins donation (pre-Mundito)	n/a	n/a	n/a	n/a		\$7,000		
Mundito general fund	\$79,237	\$41,559	\$57,811	\$44,101		\$453,338		14,492

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.
- (5) Impact is our estimate of the number of people whose lives were impacted by a Mundito campaign.