



MUNDITO FOUNDATION

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www.mundito.org

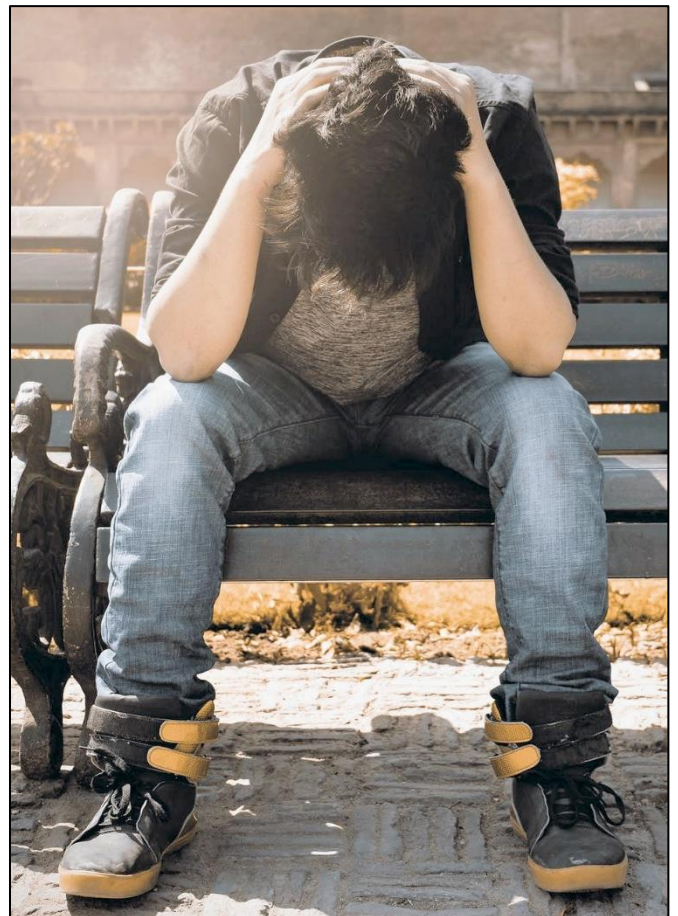
Annual report 2019

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 accomplish amazing and wondrous things.

- Since our launch, you’ve helped us provide grants of over \$845k to worthy nonprofits. Of this amount, almost \$455k came from the generous donors who are Team Mundito.
- We have completed 26 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 around 12,500 people. We have built wells and latrines in Africa, provided family-planning services in Guatemala, saved lives in South Sudan, freed slaves in Nepal and Ghana, helped Atlanta agencies make reduce homelessness, 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 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 team up with nonprofits that have demonstrated remarkable efficiency in their finances and effectiveness in their missions. 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.

We funded the following projects in 2019:

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 in each of two villages, and we worked with Lwala Community Alliance to install latrines in three villages. Mundito provided \$36k to each organization (\$30k in 2019 and \$6k in 2020).

Homeless in Atlanta, spring 2019: Helping to rebuild lives. We worked with Nicholas House to transition five homeless families into stable housing and with Chris 180 to fund a youth drop-in center that provided social services to stabilize 25 homeless youths. Mundito provided \$29.5k to each organization.

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. (We finished off our campaign with an extra grant of \$1k in 2019, for a total of \$61k.)



See Table 2 at the end of this report for the results of all campaigns since Mundito 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 really a very small group: usually 55-60 donors for our domestic campaigns and ~70 donors for our international campaigns. Our donors' enthusiasm derives from their trust that a Mundito project will put their money to work efficiently and effectively.

Our international campaigns tend to attract higher donations, as many donors feel a US dollar goes further in a developing country. Domestic campaigns are important to many donors who prefer to give locally.

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.
- Many former board members join us at meetings and continue to provide guidance.

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:

| | | |
|-----|-----------|--|
| 96% | \$132,102 | Program expenses (grants to partner nonprofits) |
| 3% | \$4,243 | Administrative expenses (primarily audited financial statement and tax filing) |
| 1% | \$1,427 | 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 | 2019 | 2018 | 2017 |
|--|------------------|------------------|------------------|
| ASSETS | | | |
| Checking account and checks in hand | \$1,626 | \$8,194 | \$9,957 |
| PayPal online donations | \$1,368 | \$0 | \$2,589 |
| Brokerage account (See note) | \$125,926 | \$153,773 | \$185,459 |
| LIABILITIES | | | |
| None | \$0 | \$0 | \$0 |
| NET ASSETS | \$128,920 | \$161,967 | \$198,005 |

Note 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 2019.12.31¹

| | 2019 | 2018 | 2017 | 2016 | ... | Totals | # | Impact ⁵ |
|--|------------------|------------------|------------------|-----------------|-----|------------------|-----------|---------------------|
| Grants | | | | | | | | |
| Fall 2019: Water (Lwala + Water for Good) | \$60,000 | | | | | \$60,000 | 26 | 1,228 |
| Agency donations ² | \$40,608 | | | | | \$40,608 | | |
| Donations direct to charity | \$0 | | | | | \$0 | | |
| Mundito general fund ³ | \$19,392 | | | | | \$19,392 | | |
| 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 | | |
| Fall 2016: Hunger crisis (ACF) | | | \$3,000 | \$50,000 | | \$53,000 | 20 | 2,500 |
| 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 | 19 | 400 |
| Agency donations | | | | \$16,951 | | \$16,951 | | |
| Donations direct to charity | | | | \$0 | | \$0 | | |
| Mundito general fund | | | | \$16,049 | | \$16,049 | | |
| ... | | | | | | | | |
| Total grants⁴ | \$120,102 | \$108,500 | \$101,000 | \$89,000 | | \$845,567 | | |
| Agency donations | \$78,043 | \$49,189 | \$55,899 | \$44,011 | | \$454,656 | | |
| Donations direct to charities | \$500 | \$1,500 | \$1,000 | \$0 | | \$9,810 | | |
| Graff/Higgins donation (pre-Mundito) | n/a | n/a | n/a | n/a | | \$7,000 | | |
| Mundito general fund | \$41,559 | \$57,811 | \$44,101 | \$44,989 | | \$374,101 | | 12,514 |

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.