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Sandeep Nema
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@MITRATANEPAL



WELCOME, NEW BOARD MEMBERS

Jacquelynn Richmond serves as Vice President–Deputy General Counsel for Mercy Health, one of the largest Catholic non-profit health systems in the U.S. Jacque serves on the Board Development Committee and sponsors three children.

Tracy Laramie is the Senior Interactive Developer and Photographer at the Loft, a design firm that specializes in the marketing/branding of small to medium sized businesses. Tracy serves on the Digital Media Subcommittee of the Fundraising Committee and designs all Mitrata promotional materials.

GOALS FOR 2019

- Hire part-time nurse and after school program teacher in Nepal
- Hire part-time administrative assistant in U.S.
- Secure two additional classrooms for Contact Center
- Raise matching funds for Contact Center Expansion
- Launch Planned Giving
- Welcome new board members with expertise in medicine, digital media, and accountancy
- Welcome new sponsors for Contact Center graduates
- Create videos about the sponsorship process, sponsorship program, and our need for future sustainability
- Introduce child sponsors and donors to Nepal twice this year
- Transition to a new database that integrates with the website
- Visit sponsors outside of St. Louis

MITRATA-NEPAL FOUNDATION FOR CHILDREN

7253 Watson Rd, #127, St. Louis, MO 63119

www.mitrata.org | info@mitrata.org



MITRATA-NEPAL
FOUNDATION FOR CHILDREN

ANNUAL
REPORT
2018

WWW.MITRATA.ORG



Dear Sponsors and Donors,

Last year was a great year of wonderful new “firsts”. In March, Board members Rick Hendin and Pam Hughes travelled to Nepal for a successful working trip delivering important drug/alcohol and career training to staff and children. In November, our largest ever group of 20 sponsors joined Alexis Mead and me on our sponsor group trip to Nepal. We made a side trip to Chitwan National Park, visiting our two medical students, Sudan and Susmita, and attended a special graduation program for our 4 new graduates, which included numerous amazing performances by the children in Nepal.

Our Trivia Night and Holiday Bazaar fundraisers in St. Louis grossed the most donations to date, and our Climb for Himalaya Children was full and all climbers successfully summited Mt Rainier. In September, Leena and Yogesh Satyal joined our Board of Directors for a pivotal 5-year strategic planning meeting, which resulted in a clear plan of action and direction for our organization.

We have much gratitude to all of you for making our successes in the past and in this year possible, and we hope that you will continue to share in our vision for the future outlined in this Annual Report. Our mission continues to be to educate underprivileged children by offering educational programs and the support services needed for academic success, launching families out of the cycle of poverty all too common in Nepal. Our amazing Board of Directors, sponsors, and donors serve passionately with dedication and compassion, paving the way into the future and directly improving the lives of our beautiful children in Nepal.

Dr. Christine Schutz

Dr. Christine Schutz
Executive Director and Founder

GOALS MET IN 2018

- Welcomed sponsors for 14 new children
- Provided university and trade school scholarships for 14 children
- Developed and funded an afterschool program at the Contact Center to include tutoring and protein-rich snacks
- Developed both graduate and student mentor programs
- Developed new Introduction to Mitrata video
- Developed new child sponsorship and Contact Center brochures
- Increased presence on Facebook
- Obtained second highest charity rating from GuideStar and BBB
- Welcomed 20 child sponsors visiting Nepal
- Filmed interviews for two Mitrata videos on sponsorship program and our future sustainability

- BSF’s Leena and Yogesh Satyal participated in Strategic Planning process in St. Louis
- Hosted several sponsor coffees with Leena and Yogesh

CHALLENGES IN 2018

- Need for two additional classrooms to maintain current enrollment in Contact Center
- Need for chair for board fundraising committee
- Need for outcome data for the Contact Center program
- Need for accounting system in Nepal that communicates electronically with Mitrata
- Insufficient sponsors for our children
- Need for part-time nurse in Nepal
- Need for part-time administrative assistant in US

Roberta L. Kilstrom*
Donna and Tom Kniest*
Dixie and Wes Knutson
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Grace and Josh Linn
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Alessandro Livi
Jeff and Amy Lloyd
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Sylvia and Stuart Manewith
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Urmila and Balram Panthi
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Jason Petersen
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Michael W. Pickett
Patt Pickett
Dianna Pierson
Matt and Jenna Plank
Amy Polvani
Joan and David Poos
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James Raymond
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Stephanie Recht*
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Juanita Remien and Michael Prager*
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Laura Richardson
Nathan Richardson
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Susanne Wild and William Gardner*
Marcia Wildermann
Eric Friedman and Miriam Wilhelm
Daniel Williger and Janet Durham*
Nancy Williger*
Matt Wilson
Skye and Jeff Winberry
Dan Winkelmann
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Kristine Wiseman Patzke
Brett Wolff and Family
Katelyn Wolfgang
Irene Wong
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Christy and David Wren
Rich and Dwight Wright
Katie Yankula
Benjamin Yarges
Robert B. Yates!
Justin Yun!
Pamela J. Zell*



2018 DONORS

With your gifts, we provided shelter, nutrition, medical care and private educational opportunities, assisting our children in becoming healthy, educated, economically-independent Nepali citizens. Every US dollar you gave made an impact in the life of a child. Many of the people on this list not only gave monetary gifts, but donated time, expertise and energy to meet our operational needs.

* denotes our Child Sponsors ! denotes a Climber or Sherpa in our 2018 Climb for Himalaya Children

MAJOR GIFTS
(OVER \$5,000)

Amanda Camp*
Dan Driscoll
Dr. Sandra Hoffmann*
Jean and Rick Mofsen*
Jacquelynn Richmond*
Anne and Tad Skelton*

DONORS AND
CHILD SPONSORS

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Terrence D. Alan
Per Alexander!
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Meredith Anderson!
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Rathnam Aravamudhan
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Raj and Neelu Jain
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Jeremy D. Jensen
Joan and Jeffrey Burton
Joseph and Brenda Pereles
William Justice
Long Ting Kan
Henry N. Kannapell
Joseph Kannapell
Len Kannapell!
Tuney Kannapell
Shea Karhoff
Karma Thalo Foundation*
Martha and James Keegan
Stephen Keller
Emily E. Kelly Peterson
Susan and Chandler Kennedy*
Elaine Lapofsky Kesten
Lorraine Kiesel and Larry Gooden



4 KIDS GRADUATED

Anishya
Pradip
Sangeeta
Krishna



WHAT OUR KIDS STUDIED IN 2018

BACHELOR'S

5 Business
4 Other
4 Social Work
3 Tourism
2 Medical School
2 Nursing
1 Education



VOCATIONAL

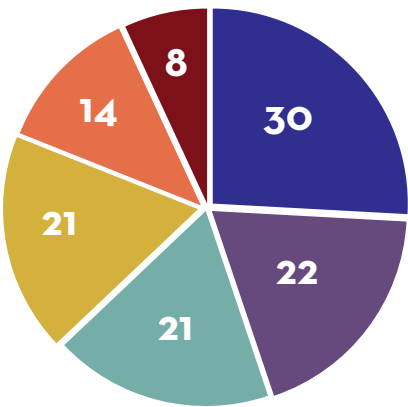
4 Social Work
3 Culinary
1 Tourism



DEMOGRAPHICS

Total 116 Kids
of Children in Each Program

- 30 Contact Center
- 22 Living at home in grades 10 and below
- 21 Boarding schools grades 10 and below
- 21 University
- 14 11th & 12th grades
- 8 Vocational programs



NEW SPONSORSHIP

- 14 Kids Were Added
 - 5 - Contact Center program
 - 7 - Elementary school (older sibilings of Contact Center kids)
 - 2 - Vocation programs

33% Undersponsored by > \$300
48% Fully Sponsored
0% Without a Sponsor

OUR FINANCIAL SITUATION IN A NUTSHELL

To summarize, we have accomplished an outstanding 40% growth of revenue in the last 8 years and have come a long way from when we had \$47,589 in the bank and wondered if we would have enough to pay our Nepal yearly expenses, much less hire any part-time help in the USA. We have grown a lot! In 2018, our annual operating budget, which included both USA and Nepal expenses was \$299,505. Our overhead expenses have remained low, just 15% of total yearly expenses.

In recent years, our commitments have greatly increased. Therefore, we have taken some important initial steps to plan for our future by establishing an active team of financial professionals on our Board Finance Committee, developing a clear investment policy, and making long-term investments. This has resulted in total assets at the end of the year of \$559,099.

Most of these assets cannot be used for USA operations, administration, management, or expansion because they are board-designated or donor-restricted. This includes board-designated money of \$151,626 for child sponsorship programs, \$14,826 for medical scholarships, \$51,041 for higher education scholarships, \$25,671 for the Contact Center Addition/Expansion, and \$167,370 for permanently-restricted endowment funds for a total of \$410,534. The board-designated monies were set aside to make sure we can meet our obligations to children we support now. The endowment money serves as a permanent foundation from which only the annual interest earned less expenses can be used now and into the future, leaving the principal untouched. This gift builds future sustainability as we obtain more contributions in upcoming years.

Because we have invested wisely, our current assets provide us with a reserve fund of \$148,565 (\$559,099 - \$410,534). We consider this to be the bare minimum needed considering the ongoing level of responsibility we have to our children and partner NGO in Nepal.

Our current assets are much improved from our early days of operation; however, our needs and expenses have grown considerably through years as we have expanded our programs. As we look to the future, we are embarking on a five year strategic plan which will continue to expand our programs and enable us to help more children in Nepal. Our five year plan also includes building out the infrastructure in the USA necessary to support our increased responsibilities to the children we support now and in the years to come.

Independent Accountant's Compilation Report STATEMENT OF ACTIVITES	
FOR THE YEAR ENDED DECEMBER 31, 2018	
SUPPORT AND REVENUE	TOTALS
Child sponsorships & general contributions	200,855
Sponsor/volunteer trip revenue	39,610
Special events	85,569
Investment revenue	28,263
TOTAL SUPPORT & REVENUE	354,297
EXPENSES AND LOSSES	
Program	253,635
Management & General	5,455
Fundraising	40,415
TOTAL EXPENSES	299,505
Unrealized losses on investments	46,076
TOTAL EXPENSES AND LOSSES	345,581
CHANGE IN NET ASSETS	\$8,716
NET ASSETS - BEGINNING OF THE YEAR	\$550,383
NET ASSETS - END OF YEAR	\$550,099
PREPARED BY CINDY FULTON, CERTIFIED PUBLIC ACCOUNTANT	



STRATEGIC PLANNING FOR 2024

VISION

In the last 15 years, Nepal has had some improvements in child welfare and education, yet still ranks very poorly, 33 of 174, on a list of international fragile states. Poor children are left behind and struggle to get into a school system, stay in school and finish their education. Population literary rates remain low. Our MNFC educational programs are in need of expansion in order to continue to address these needs.

MNFC envisions a Nepal where all children have the opportunity to be educated and reach their unique and full potential regardless of economic situation. Educating a child empowers the family, lifts them from poverty and develops a community, and a country.

MNFC Core Values established & affirmed by the Board as critical to our direction for the future are commitments to:

- Caring for children and making a difference in their lives in a tangible way
- Education as a foundation for a successful life
- Transparency in all our interactions
- Championing & empowering children to give back to their communities
- Respecting Nepali culture and traditions



OVERALL PLAN

In 2018, the MNFC board of directors, with BSF, developed a clear path to accomplish this vision within 5 - 6 years. MNFC made the commitment to secure funding with projected revenue needs by 2024 of a total of \$511,000 (\$111,000 = USA Expenses, \$320,000 = Nepal Child Sponsorship Program Expenses, \$80,000 = Contact Center Program in 2 Locations Expenses). BSF made the commitment to developing their organization to successfully carry out our shared mission.

Together MNFC & BSF will accomplish the following:

- Add to US-based staff to support operational needs
- Increase data measuring Contact Center children's progress
- Expand our alumni involvement through volunteering & employment
- Increase the number of our children completing vocational training or university level to become independent and self-supporting
- Expand support services to the families of our children, including helping to provide health care and programs for parents
- Add enough children each year to bring our total number to 150
- Add the necessary infrastructure to staff our facilities and enable the opening of a second Contact Center program in the Kathmandu Valley





CONTACT CENTER PLAN

Our Contact Center has great potential to increase its impact on underprivileged children in Nepal with expansion, improvements, and adding another Center in a location in the Kathmandu Valley where large numbers of poor children reside. The first step in our plan is to find additional temporary space to expand the current program now located in Balaju Kathmandu, requiring an investment of approximately \$6,000; the second step is to relocate the entire program to a larger space, requiring an investment of approximately \$32,000; the last step to be accomplished by 2024 is to establish another Contact Center requiring an investment of \$125,000 for setup and three years of operations. Long-time sponsors Rick and Reva Meadows of Redmond, Washington, recently shared their love of the Contact Center and pledged a restricted challenge gift. They will match every dollar raised in 2019 for its expansion up to \$18,000. We are so excited to meet this challenge and ensure that we will have enough to secure a new, larger space for our Contact Center kids and program.



DARNAL FAMILY PROJECT

Amy Benson and Scott Squire created “Drawing the Tiger” and “The Eldest Son,” a documentary film series which poignantly tells the story of one poor family in rural Nepal and their struggles to obtain education for their children and emerge from the cycle of poverty. Amy and Scott support our mission and had been looking for a respected organization to help the family. We are now supporting five of the children, three in vocational training programs and two younger children attending a private school. Amy traveled to Nepal with the Fall group and filmed interviews with sponsors and long-term children in preparation for our next two Mitrata videos. Scott participated in our annual Climb for Himalaya Children.

INTERNS IN 2018

Sara Derosier

an American nurse living in Seattle, first learned about Mitrata when she helped with the Climb for Himalaya Children nearly five years ago on Mt. Rainier. Since then, Sara has either carried gear to camp to lighten the load for the climbers, or she’s led a rope team of climbers all the way to the summit. While in Nepal, Sara taught at the Contact Center and visited with our medical students in Kathmandu and Chitwan. Nepal was one stop on her one-year journey around the world to study different healthcare systems.

Larissa Hoffmann

finished her senior year in high school in Kirkwood, MO and plans to study Psychology and Education at Canisius College this year. She volunteered for us for many years and had her first opportunity to travel to Nepal in 2015 on the sponsor trip. After returning home, she knew she wanted to go back, so in the summer of 2016 and 2018, she returned to Nepal to volunteer in the Contact Center. Larissa taught in the Contact Center and began work in compiling outcome data for our program.





2-Day Healthcare Clinic

Our partnership with Karma Thalo has grown through the years! The Karma Thalo Foundation is a medical team of professionals who travel to Nepal annually to deliver healthcare services to the poor in Nepal. They have operated a clinic in Lisankhu, Nepal for many years. They organize and operate multi-day clinics providing immediate medical, dental and vision care. Three of our older children, Rabina, Ishwori and Sangeeta, traveled with them to Lisankhu and acted as interpreters for the group.

This year, they provided a medical clinic for 85 of our children in Kathmandu. The children come from our poorest families, have low BMIs that put them at risk for disease and do not have access to regular healthcare. More recently, Karma Thalo began funding extra nutrition and support for the Contact Center children, too. They are served daily an extra meal at breakfast with snacks and protein. Proper nutrition helps our children learn and grow and we have seen improvements in their health and educational performance.

We are so grateful to this dedicated group of doctors, nurses, dentists, and volunteers!



Older Children Volunteer at Contact Center After School Program

Many of our former Contact Center graduates have gone on to attend private elementary school while living with their families in our child sponsorship program. Their home life is challenging with limited food or space to study after school. Their parent or guardian is often undereducated or unable to help with homework as they may be working long days outside of the home. Seeing a need to assist these children, we implemented an After School program to provide tutoring, activities and protein-rich snacks in a safe place to gather until the evening. 30 children were enrolled in 2018 and routinely coming every day. Their overall grades in school have markedly improved. Sangeeta, Raj Kumar, Isha and Roshan, older children in our program, tutored the children under the guidance of our staff. Our first graduate Anita (nursing), and fellow nurse in training Arjoo routinely volunteered at the center checking BMIs and overseeing the children's daily hygiene and wellness.



BMI Update

Median BMI after 1 year
14.8

Highest Individual Child BMI Increase
23.9%

Highest Individual Child BMI Decrease
11%

of Children BMI Increased (Jan - Dec)
22

of Children Consistently Tracked
25



SOCIAL WELFARE COUNCIL (SWC) IN NEPAL AUDIT

The SWC is the governing body of nongovernmental organizations (NGO's) and since the earthquake of 2015 has begun systematic evaluations of NGO's in Nepal. In early 2018, SWC conducted an extensive and thorough evaluation of the impact, systems, and compliance with regulations of our partner organization BSF. This was a positive and informative experience for BSF staff and board of directors. The project evaluation report of 31 pages states in summary: "The evaluation confirmed the positive contribution of the program on children's education, food and nutrition, enrolment of children in school, career counseling, and successful graduates. BSF has achieved [...] obvious and noticeable successes, [...] and] numbers of indirect but profoundly positive outcomes in the lives of the children and families. For example: number of graduates, and number of children in different level of programs are the visible success. And invisible successes are improved socio-economic conditions of the children's family as a result of BSF supporting their children's education, psychological wellbeing and positive behavior modification of the child."

With this very positive evaluation, SWC made several recommendations which concur with our recommendations to BSF in recent years, including; (1) improved documentation of the organizations programs, such as,

personnel files, student records, policies and procedures and written agreements with the schools/colleges and training programs; (2) program development for the alumni such as, surveying feedback and instituting continued involvement after the children leave the program; and (3) increasing BSF board membership and involvement (currently they have 7 members). All of these issues are currently being addressed by BSF with our assistance and oversight.

Finally, SWC made important recommendations concerning the Contact Center program including the utilization of the Nepal government curriculum as a base, and facility improvements and expansion. With more children, we need an improved, larger Contact Center with outside space for playing. SWC recommended that we expand our Contact Center program to new locations. These recommendations have informed our strategic planning process in USA and focused our plans for growth on expanding the Contact Center as well as adding more children to our successful educational child sponsorship programs. Our mission to increase underprivileged child enrollment in Nepal and assist these children successfully through the educational system was recognized by the SWC as important but, clearly, our work is not yet done!