

## FINANCIAL SUMMARY

In 2020, our income moderately exceeded our projections thanks to a generous gift of \$35,000 made in support of our plans to open a second Contact Center when Nepal recovers from the pandemic. Our expenses were well below our projections as we had to set aside educational payments totaling \$64,838 while schools were closed. We anticipate these funds will be released in 2021 once schools reopen. We had several unplanned expenses, including emergency kits, Contact Center supplies, and educational supplies, which we were able to fund through our virtual events.

53% of our net assets are board-designated specific to long-term plans such as our scholarship fund for university or trade school children who are under-sponsored and ongoing Contact Center expansion. Due to the volatile nature of current economic, political, and environmental conditions in Nepal, the Board also designated a one-year Nepal operations emergency fund reserve to ensure the continuation of our operations in Nepal and our overall mission. 26% of our net assets are from our permanently restricted endowment fund and returns on investments. Of the remaining net assets, 27%, are completely unrestricted and can be used for operations, in line with our accountant's recommendations of maintaining one-third of net assets to meet our operational needs.



**MITRATA-NEPAL FOUNDATION FOR CHILDREN**

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

[www.mitrata.org](http://www.mitrata.org) | [info@mitrata.org](mailto:info@mitrata.org)

Independent Accountant's  
Compilation Report  
**STATEMENT OF ACTIVITIES**  
FOR THE YEAR ENDED DECEMBER 31, 2020

SUPPORT AND REVENUE	TOTALS
Child sponsorships & general contributions	341,638
Special event revenue	62,161
Gains (losses) on sales of investments	392
Investment revenue	13,354
Net unrealized gains on investments	87,148
Miscellaneous	214
<b>TOTAL SUPPORT &amp; REVENUE</b>	<b>\$504,907</b>
<b>EXPENSES</b>	
Program	221,860
Management & General	11,531
Fundraising	35,023
<b>TOTAL EXPENSES</b>	<b>\$268,414</b>
<b>CHANGE IN NET ASSETS</b>	<b>\$236,493</b>
<b>NET ASSETS - BEGINNING OF THE YEAR</b>	<b>\$715,117</b>
<b>NET ASSETS - END OF YEAR</b>	<b>\$951,610</b>
<b>NET ASSET BREAKDOWN</b>	
<b>Unrestricted Net Assets</b>	<b>255,298</b>
<b>Donor Restricted</b>	
Endowment, permanently restricted	148,000
Endowment scholarship funds - Restricted from 2017, 2019 and 2020	101,512
<b>TOTAL DONOR RESTRICTED</b>	<b>\$249,212</b>
<b>Board Designated Funds</b>	
Contact Center Expansion	130,583
Scholarship Fund	66,517
General Nepal Operations (1 Yr Program Emergency Fund)	250,000
<b>TOTAL BOARD DESIGNATED</b>	<b>\$447,100</b>
<b>TOTAL NET ASSETS</b>	<b>\$951,610</b>



**MITRATA-NEPAL**  
FOUNDATION FOR CHILDREN

Dear Sponsors and Donors,

This past year has been one of the most stressful we have faced as an organization. In Nepal, the global pandemic interrupted the education and lives of our children and required creative emergency responses by our partner NGO BSF to protect and ensure the safety and well-being of our children. BSF staff were our frontline workers and we are deeply grateful to them for their caring, ingenuity and fortitude in meeting this crisis. Because of them, our children have remained healthy, continued with their education and are returning in 2021 to in person school. BSF staff provided the counseling, educational support, emergency actions and supplies our children needed to endure the 2020 pandemic.

In the USA, we cancelled in-person fundraising events and re-invented them virtually, resulting in lowered cashflow most of the year. However, both our virtual fundraisers were a big success thanks to your enthusiastic participation. Even with operational plans upended by the pandemic, we successfully completed a much needed and complex migration of our donor database, which is the foundation of our work in the USA.

In 2020, both Mitrata and BSF have gained strength, resolve and further dedication to our mission while we worked together to remain resilient and adaptable. It is extraordinary that we emerge financially strong and organizational sound from such a global crisis. Even though many of you suffered with your own personal stresses due to the pandemic, you were steadfast in your support for Mitrata through your gifts, efforts and participation in our events. There were many times this past year, your generous donations brought tears to my eyes.

As we leap into 2021, Mitrata's mission to educate and empower underprivileged children to reach their full potential as citizens of Nepal is even more needed now than ever. The economic setbacks that Nepal suffered will negatively impact the lives of the poor Nepalese families that we serve for many years. There are more children who need our help and we are going to get back on track of our five year strategic plan to expand our programs as soon as we are able. We are deeply grateful for your continued confidence and dedication to Mitrata. We could not do any of this without you.

Please join me in November 2021 on our sponsor/donor trip to Nepal. I am so excited to be going again and would love to share the amazing experience meeting our children and exploring Nepalese culture with you. Stay safe and well and may you have peace, joy and happiness in 2021.

Warmly,

Dr. Christine Schutz  
Executive Director and Founder



@MITRATANEPAL  
WWW.MITRATA.ORG

ANNUAL REPORT 2020





# IN 2020

Due to Covid-19, some of our children who graduated in 2019 remained under our care for most of the year and we did not officially graduate anyone from the program.



## DEMOGRAPHICS

- 22 Contact Center
- 22 After School Program
- 27 Living at Home (Grade 10 and below)
- 26 Boarding School (Grade 10 and below)
- 8 11<sup>th</sup> & 12<sup>th</sup> Grades Boarding
- 13 11<sup>th</sup> & 12<sup>th</sup> Grades Living at Home
- 20 University/Vocational
- 116 Total Children

## SPONSORSHIP

- 99% Sponsored
- 1% Undersponsored (\$3,000/\$210,000)
- 0% Without any Sponsor

## OUR UNIVERSITY KIDS STUDIED

- 5 Social Work
- 4 Business
- 3 Travel and Tourism
- 2 Medical Doctor
- 2 Nursing
- 2 Education/Humanities
- 1 Computer Science
- 1 Accountancy

## GOALS MET IN 2020

- Built and distributed emergency supply kits for families for 10 months
- Covid tested all children
- Retrofitted Contact Center to provide in-person socially-distanced targeted educational instruction
- Expanded emergency housing to accommodate children without housing once schools closed
- Linked as many children as possible to a form of virtual learning, supplying cell phones and laptops
- Prioritized counseling and in-person check-ins with families at great personal risk to BSF staff
- Welcomed 3 new sponsors
- All children have at least one sponsor
- Formed Young Professionals Board, welcomed two co-chairs
- Welcomed board and advisory board members with expertise in finance and osteopathic medicine
- Migrated to new database including integration with online accounting system
- Completed 4 Sponsor Story videos
- Reenvisioned 2 fundraising events to virtual format: Trivia Night, Miles for Mitrata Kits
- Developed e-commerce platform for the Holiday Bazaar
- Board president Jim Craig and Board member Rick Hendin traveled to Nepal in March before the lockdown

## GOALS FOR 2021

- Continue to build emergency supply kits & secure emergency bedding for children's transitional housing
- Transition children to in-person school start
- Complete children's comprehensive health checkups
- Reopen Contact Center and supplemental programs
- Secure sponsors for 6 Contact Center graduates
- Recruit YPB members
- Travel to Nepal in the Fall to visit our staff, children and families
- Host Virtual Sponsor Ice Cream Social
- Host e-commerce Holiday Bazaar sales
- Host virtual Trivia Night and Miles 4 Mitrata Kids
- Refresh Mitrata website
- Build Instagram presence

## NEW BOARD MEMBERS

**Dr. Pratistha Strong** joined as a member of our Advisory Board. Pratistha was born in Kathmandu, Nepal. Today, she is a physician with a concierge medical practice in St. Louis, Missouri. Her medical education has allowed her to uphold her heritage and values as a dedicated osteopathic physician. Her worldview and medical philosophy encompasses Eastern and Western principles. She incorporates the philosophy that one's mind, body, and *ātman* (Sanskrit: inner self or soul) need investigation when approaching one's health.



## BOARD OF DIRECTORS

### STAFF

**Dr. Christine Schutz**  
*Founder and Executive Director*

**Alexis Mead**  
*Director of Development/Operations*

**Morgan LeBaige**  
*Administrative Assistant*

**Connie Colvis**  
*Database Manager*

### BOARD OFFICERS

**Jim Craig**  
*President*

**Rick Hendin**  
*Vice President*

**Juliette Schmidt**  
*Secretary*

**Mike Reed**  
*Treasurer*

### BOARD MEMBERS

Ambrose Bittner  
 Dr. Pam Caraffa  
 Dr. Sandra Hoffmann  
 Pam Hughes  
 Len Kannapell  
 Tracy Laramie  
 Urmila Panthi

Matt Plank  
 Jennifer Rashed  
 Jacquelynn Richmond  
 Cindy Whitney  
 Dr. Daniel Williger  
 Dr. Nancy Williger

### ADVISORY MEMBERS

Dr. Terra Barnes  
 Amy Benson  
 Beth Boyd  
 Jim Brasunas

Stephanie Recht  
 Toni Schmidt  
 Dr. Pratistha Strong  
 Gil Williams

### YOUNG PROFESSIONALS BOARD

**Audrey Ball**  
*Co-Chair*

**Arianna Demos**  
*Co-Chair*

### NON-BOARD COMMITTEE MEMBERS

Cheryl Apperson  
 Don Apperson  
 Dr. Terra Barnes  
 Carolyn Crowe  
 Punum Gurung

Arlene Miller  
 Sandeep Nema  
 Angela Schutz  
 Pam Zell

## WELCOME YOUNG PROFESSIONALS BOARD

The Young Professionals Board (YPB) was formed to build awareness of MNFC and Nepal, engage the St. Louis community through MNFC events and activities, and fundraise to enable growth and strategic objectives of the MNFC board. We welcomed co-founders and co-chairs Audrey Ball and Arianna Demos, two young professionals working in Supply Chain Analysis at Bayer Crop Science. Audrey and Arianna immediately brought their strategic and organizational skills as well as their energy and creative thinking. Their 2020 goals included recruitment of YPB members, establishment of an Instagram presence, and increased Trivia Night revenue.

## CHALLENGES IN 2020

- Rising Covid cases
- Limited Covid testing and healthcare for Covid positive Nepalis
- Months-long armed lockdowns and stay-at-home orders
- Political bandhas (strikes)
- Limited food staples and essential supplies forcing staff to search wide
- All schools closed for six months, including boarding
- Children returned to difficult home lives
- Many families and the country as a whole faced starvation
- Shortage of communications devices (cell phones, laptops)



## VIRTUAL LEARNING

In these difficult and uncertain times, BSF staff in Nepal are committed to preventing learning loss for our children. Most school-age children are now equipped with smart phones and laptops for remote learning, and some share an internet connection with their neighbors. BSF coordinators are diligently reaching out to children who aren't attending classes or turning in homework and to those who have attempted to take on small jobs to help their families. BSF staff have also arranged online career counseling to recommend programs for students who graduated 12th grade and are looking to attend college based on their personal interests and aptitude. Meanwhile, Contact Center teachers are primarily using cellphones to connect with our youngest children. Staff act as 'homework postmen' who visit our children's homes to collect homework and give them new assignments and supplies. In-person Contact Center classes have resumed in designated shifts to maintain social distancing and sanitation measures.

## POSTPONING 5-YEAR STRATEGIC PLAN

In 2019, the MNFC board of directors, in consultation with BSF, developed a clear path to accomplish a strategic vision within a 5-year time frame. MNFC made the commitment to secure funding to increase US and Nepal-based staff to support growing operational needs and the number of children we serve; expand our support services to the families of our children and our Contact Center program. BSF made the commitment to developing their organization to successfully carry out our shared mission. As a result of the pandemic, the MNFC board voted to postpone the 5-year strategic plan launch until 2022.



*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 participant in the 2020 Miles for Mitrata Kids event

## MAJOR GIFTS (OVER \$5,000)

**Robert and Pat Davis\***  
**Rick and Sheryl Hendin\*!**  
**Dr. Sandra Hoffmann\*!**

Dan Driscoll

**Jacquelynn Richmond\***  
**Pamela and Ralph Caraffa\*!**  
Woodruff and Barbara Sullivan  
**Jim and Lynn Craig\*!**

## DONORS AND CHILD SPONSORS

Terrence D. Alan  
Mandi Alexander  
**Melissa Alipalo\*!**  
Nanci Allen  
Millan Alonso  
Elden Altizer  
**William Amos!**  
**Don & Cheryl Apperson\***  
Alex Arnold  
Patrick Aydt  
Allen Baal  
**Doris Baker\***  
**Audrey Ball!**  
Mary & Jim Balmer  
**Andy & Terra Barnes-Young\***  
Jennifer Barnhouse  
Pradeep Basnet  
David R. Bates  
**Rob and Annie Bathgate!**  
Ann Bauer  
**Paul Beal\***  
Mary Bednarski  
**Susan & George Beekman\***  
Allegra Belknap  
Rebekah Berkowitz  
Amy Bernhard  
Evelyn and Karen Bernstein  
**Inta Berzins\***  
Joelle & Mark Biernacki  
**Jon Scott Biesinger\***  
Dwight Bitikofer  
**Ambrose Bittner!**  
Maureen F. Bittner  
**Deb Bixler & John Hagan\***  
**Marie & Larry Bledsoe\***  
**Thomas Blew\***  
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Megan E. Bond  
Kelly Borman  
**Beth Boyd\***  
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Colleen Bryant  
**Joan Bugnitz\***  
Bike Stop Cafe  
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Michael & Beverly Caraffa  
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**Adele Carey\***  
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**David Carpenter!**  
Holly Carson  
Joan Casey  
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Andrew Chen  
Elizabeth Chirco  
Derek J Churchill  
Tara Clark  
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Catherine Cogorno  
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Steve & Connie Colvis  
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Megan Cott  
Samantha Craig  
Renee Crinnion  
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Jeffrey Davis  
John Davis  
Alice and Nikki Debbaudt  
Arianna Demos  
**Sara Derosier!**  
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