

MISSION SANTA MARIA

2020 ANNUAL REPORT



FROM THE PRESIDENT

I am happy to share Mission Santa Maria's first Annual Report with those of you who make our work possible. Mission Santa Maria began in 2007 after a few-month volunteer trip I took to Ecuador. It began as an idea to help the children's home and school which had been in operation for over 20 years to continue their good work. The priest who started all this work in Ecuador, a kind man from Switzerland, passed away last July at the age of 84 (not Covid-related). We were able to say goodbye to him one final time in June before we returned to the U.S. for our daughter's birth.

Mission Santa Maria has changed quite a bit since our first days in 2007. I am so grateful to all our donors who have joined with us in helping these children and families in Ecuador. What started out as buying uniforms for the children at the home has now expanded to a scholarship program for over 200 children at the school, a school supply program and hired tutors for the children who arrive at the home who are behind their grade level.

I am particularly proud of our University Scholarship program which has 3 graduates and 9 students currently. A university education in Ecuador will help these students earn a dignified wage and lift them and their families out of the generational poverty that is widespread in Ecuador.

Lastly, 2020 was an exceptional year. The suffering in Ecuador and the world was quite unlike anything many of us have ever seen in our lifetime. The response of our donors, including many new donors, helped save the lives of people in our area. We estimate that we fed up to 15,000 people through the 14-week lockdown in Ecuador. The simple act of making sure families were fed will never be forgotten by the families who received your generosity during that time.

The following pages are our accomplishments of last year. You have made them possible.

Gratefully,

JIM CAMPBELL
President

YOU MADE THIS POSSIBLE IN 2020



Funded 250 scholarships for children to attend the mission school.



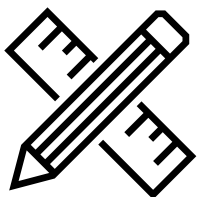
Mission Home: Installed ventilation system and ovens in the kitchen and constructed new bathroom.



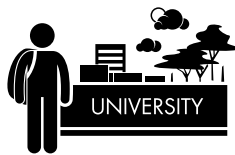
Provided additional support to the mission school to add 369 emergency scholarships in response to the coronavirus pandemic.



Increased the emergency food fund at the mission home. The mission home used the emergency fund several times throughout the year.



Provided 120 students with all their school supplies, uniforms, and transportation expenses.



Sent 11 students to university, 2 students graduated.



Employed 4 local staff members at the mission home to support distance learning and help with the physiological needs of the kids.



Distributed over 1,000,000 meals over 14 week emergency food drive to 28 communities in response to food insecurity caused by the coronavirus pandemic.

MISSION HOW WE WORK

Mission Santa Maria is a 501(c)(3) nonprofit organization that is dedicated to helping impoverished, abused, and neglected Ecuadorian children receive high quality education with the goal of lifting them out of poverty through dignified, sustainable incomes.

Our vision is to help impoverished, abused and neglected Ecuadorian children reach their potential by...

...supporting receipt of education through provision of school fees, school uniforms, school materials, and supplemental education related needs.

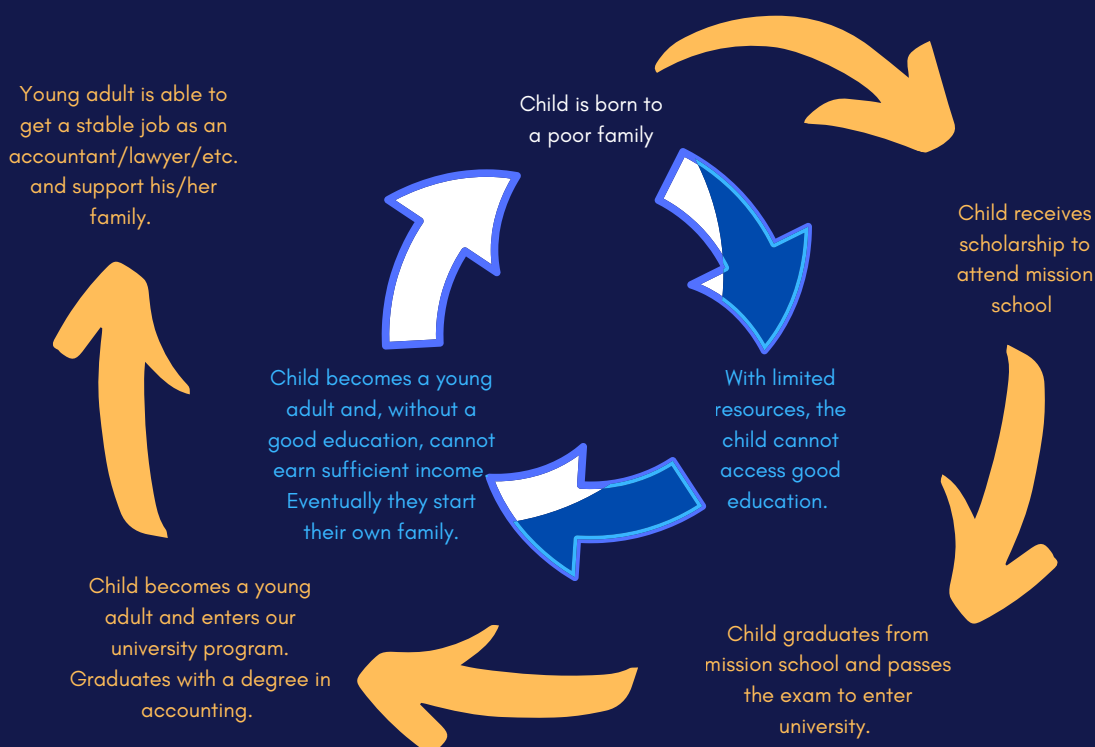
...providing for basic needs such as food, shelter, and clothing in order to ensure overall wellbeing as well as optimal learning capacity.

...fostering post high school learning opportunities.

...exploring and building opportunities for stable income generation in adulthood.



We want to break the cycle....



ENSURING THAT THE MOST VULNERABLE CHILDREN RECEIVE HIGH QUALITY EDUCATION

Last year we kept Santa Maria Del Fiat, or 'the mission school', open and gave 250 students scholarships to attend. The mission school is one of the best in Santa Elena province with 1,200 students preschool through high school. In response to the coronavirus pandemic the government mandated virtual schooling beginning in April and the school adapted as best as they could. Teachers received training in how to provide virtual lessons and students that had access to the internet connected for video learning. Students without access to the internet received weekly packets of guided learning material. On top of our 250 scholarship recipients, we committed an additional \$40,000 to the school to provide partial and full scholarships to families unable to keep up with tuition payments as a result of the coronavirus pandemic.

Where we work
in Ecuador the
average adult
has completed

only **9** years of
school*



Ambar and her two sons, Mateo and Harry receive scholarships to attend the mission school.

YOUR CONTRIBUTION IN ACTION....

Ambar is a single mother of 2 boys, ages 14 and 7. Both of her boys receive scholarships to attend the mission school. Though Ambar works full-time and often picks up odd jobs to supplement her income, she is unable to afford living costs and the cost of tuition at the mission school. She shared that in 2020 she would have pulled both her children out of school had it not been for the scholarships they receive. She says that it would be very hard for her 14 year old to return to school if he were to be taken out.

BRIDGING GAPS IN EDUCATION

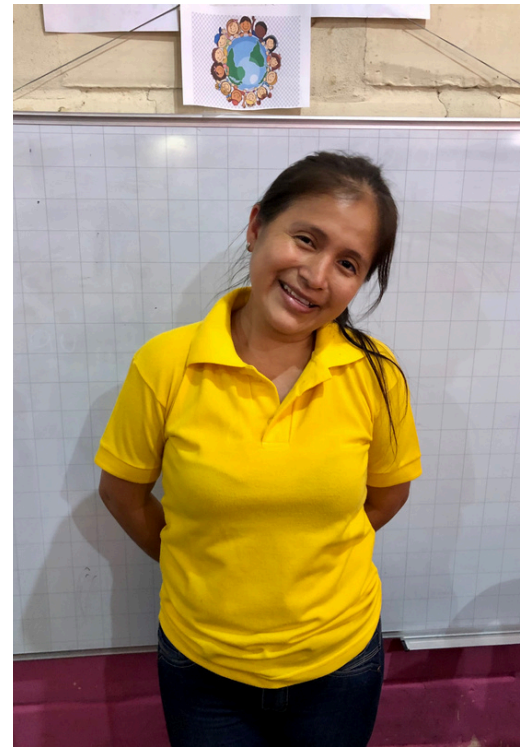


Children at the mission home attending class with their tutor.

The mission home provided sanctuary to 97 children in 2020. Of that group, 17 children arrived at the home so far behind in school that they were unable to enter their appropriate grade at the mission school. We provided tutors for these children to learn in a safe, personalized environment, free of judgment, to bridge these educational gaps.

YOUR CONTRIBUTION IN ACTION....

Sofia arrived at the mission home with her 3 sisters in 2019 at the age of 11, unable to read or write. She spent every weekday morning of 2020 with 8 other students of similar educational backgrounds with her tutor, Evelyn. Evelyn created an individual lesson plan for every student and through routine assessments saw incredible advances in Sofia's work. Specifically, Sofia is able to read short story books, complete simple math problems, and describe important parts of Ecuador's history. Sofia is a role model in her small classroom and Evelyn is sure that she will pass the exam required to enter the traditional school setting for the 2021 school year.



Tutor Evelyn

OPENING DOORS TO HIGHER EDUCATION

We provided 11 university scholarships to students in 2020. All of these students would have no way to attend university without our support. These students are the future of Ecuador, and we believe they will find jobs with incomes to pull them and their families out of the cycle of poverty .



YOUR CONTRIBUTION IN ACTION...

Paul arrived at the mission home when he was seven years old. The trauma of his youth and separation from his mother led him to constantly misbehave. As a teenager he was a part of the adolescent boys program and excelled under the loving yet demanding guidance of his care providers. After high school he developed an interest in healthcare and was accepted to study nursing in a state university. Since his family was unable to help him financially, he thought he would have to decline his acceptance and work in a restaurant in the local beach town. Instead, he entered our university program and is now in his third year of university. He says there is no way to express the gratitude he feels, but he tries to demonstrate it by studying very hard and not taking his opportunity to become a nurse for granted.

Paul is in his third year of university, studying to become a nurse.

MEETING BASIC NEEDS LIKE SHELTER, FOOD, AND HEALTH TO ENSURE SUCCESS IN SCHOOL

While our primary focus is education, we understand that children can only succeed in school when their basic needs are satisfied. We supported several projects at the mission home to help meet the physiological needs of the children in 2020. We updated the kitchen, purchasing new ovens and providing a much needed ventilation system to ensure safety while cooking for 100+ people. We reconstructed a bathroom in the little boy's house. We hired 1 woman to help clean and complete laundry. Finally, we provided an additional \$8,000 for the emergency food fund.



Part of the new ventilation system in the kitchen.



A reconstructed bathroom in the boy's house!
Renovations included new floors, an appropriately sized toilet, and a new sink and shower.

YOUR CONTRIBUTION IN ACTION...

The government provides monthly funds to the mission home for food. Twice during the year the government fell behind on these payments because of the economic impact of the coronavirus pandemic. The mission home drew on the emergency food fund to maintain the supply of food for the children.

2020....A UNIQUE YEAR

2020 required us to adapt just like the rest of the world. When the coronavirus pandemic arrived in Ecuador in March, the country quickly implemented quarantine measures to try to contain the virus. These measures included a military-enforced 2pm curfew, complete shutdown of businesses and schools, and once weekly transportation allowance based on license plate number, among others. Almost all of the people in our area were without work and income in a matter of days, and food security became a dire issue by the end of March.

Though not our usual area of focus, we knew that we had to respond to the crisis in front of us. Thus the food drive was born. Between March and June we gave out over one million meals to 15,000 people in 28 towns surrounding the mission. This effort was only made possible by the incredible generosity and effort of our donors, as well as a group of local volunteers that spent 60+ hours/week working to ensure their communities received food. In June, the Ecuadorian economy began to reopen and slowly people could return to work. We wrapped up the food drive, but the families that benefited will never forget this effort.



FINANCIAL HIGHLIGHTS

Fiscal year January 1, 2020, through December 31, 2020

Revenue

Monthly Donations	\$83,292
Grants	\$75,000
Matching / Corporate	\$11,499
One-Time Gifts	\$505,435

Total Revenue	\$675,226
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Expenses

Programs	\$470,870
Fundraising	\$28,634
Administrative	\$4,026

Total Expenses	\$503,530
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Net Income	\$171,696
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2021 Program Commitments	\$81,000
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Reserve Fund	\$75,000
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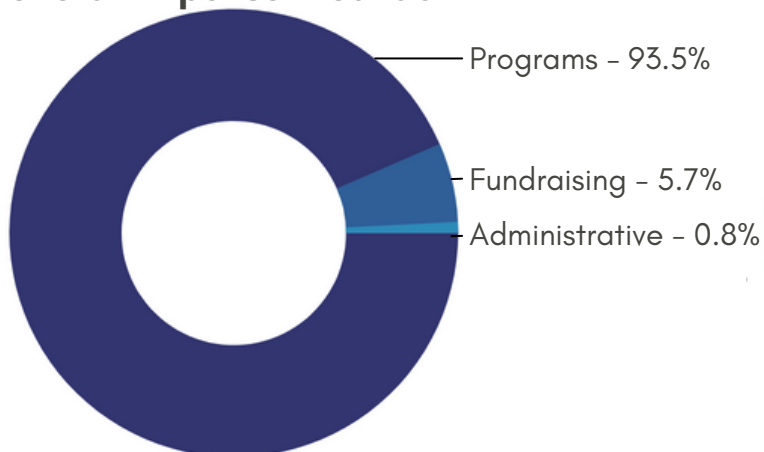
Funds Available for 2021 Programs	\$15,696
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In 2020 you can see the outpouring of generosity of donors. Thank you!

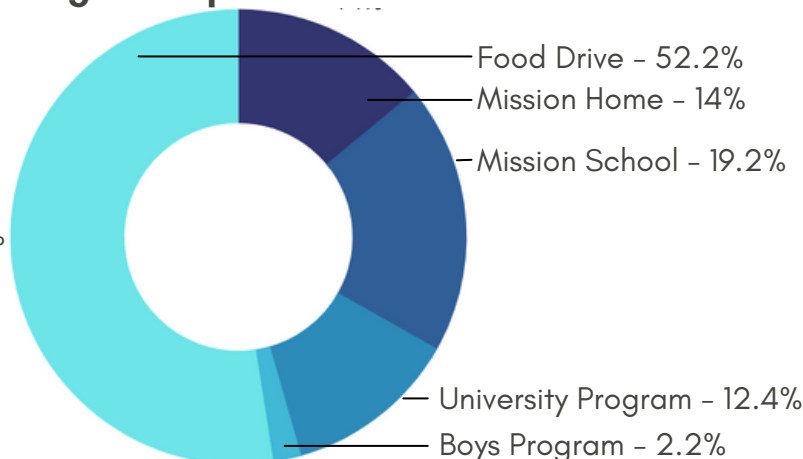
All of our expense ratios are lower than normal because of the outpouring of generosity we had last year, particularly for those who responded to the food drive. Our goal is to be good stewards of your donations, which is clearly shown here. Our goal is to enhance our programs for these children, so the next several years we hope will be years of growth.

We included a line for 2021 program commitments. The \$81,000 of commitments are for a portion of school scholarships (which occurs at the end of the Ecuador school year in February) and the purchase of a vehicle.

Overall Expense Breakdown



Program Expense Breakdown



HOW CAN YOU HELP?

Become a MSM Ambassador

We started the Ambassador program during our food drive in order to spread the message of the crisis in Ecuador. People from all over the world joined and helped us fundraise through emails, events, concerts, and more. Our Ambassadors are spokespeople for Mission Santa Maria and help share the work we are doing in Ecuador. If you are interested in becoming an Ambassador, contact us!

Email: jim@missionsantamaria.com / grace@missionsantamaria.com

Become a Monthly Donor

Our monthly donors help us commit to our projects since monthly donations help us project our budget for the year. Whether you can donate \$25 a month or \$500 a month, every bit helps! Become a monthly donor through our website at www.missionsantamaria.com or make checks payable to Mission Santa Maria, 10 Spring Ln, Warren NJ, 07059

Donate Stock to Mission Santa Maria

Donating stock can save you more in taxes than cash donations. It is also very easy to do. Please email us if you plan to donate stock at jim@missionsantamaria.com.

You can make a charitable donation with stock by providing the following information:

MSM brokerage account: Charles Schwab

Name on account: Mission Santa Maria

Account Number: 3401-0046

DTC number (if needed): 0164