



# Esperanza De Guatemala

*Building Hope and Relationships*

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*Esperanza de Guatemala is a 501(c)(3) non-profit organization.*

## **MISSION STATEMENT**

*Esperanza de Guatemala works to create life-changing opportunities in rural Guatemalan communities.*

## **2022 Annual Report January 25, 2023**

### **PRESIDENT'S REPORT** *(submitted by Medora Hix)*

2022 was a year of strengthening our organization while expanding our support of life-changing opportunities in Nimasac, Guatemala.

After a three year pandemic-induced delay, we were finally able to go to Nimasac in October. We renewed relationships, conducted business, attended to projects, and ascertained possible ways to be of service in the future.

#### ***Relationships and Partnerships***

We continue to partner with Cary Presbyterian Church, particularly with the scholarship program. In 2022, thirty-one students were enabled to continue their education. In 2023, together, from Esperanza's Giving Tuesday successful campaign and Cary Presbyterian's scholarship receipts, thirty-eight students will receive scholarships for the 2023 school year. Sixteen are Level I students (local schools, largely middle school) while four are Level II students (vocational programs) and another eighteen are Level III students (private high schools). These include students continuing to go to school and students new to the program.

This year we also engaged in conversation with the Consul and staff of the Guatemalan Consulate located in Raleigh, North Carolina. This served to educate us about Guatemalan culture. Additionally, we received advice about the Community Liaison position.

### **FINANCIAL REPORT** *(submitted by Barbara Carew)*

Esperanza finished the year with total gifts of \$23,224. We had minimal operating expenses (6.9%), and project/program expenses of \$27,998, resulting in a net loss of \$6,445. At the end of 2022, the balance sheet reflected total designated and undesignated reserves of \$51,696.

See Addendums #1 and #2 for year-end financial statements.

## **PROJECT UPDATES**

### ***Emergency Relief***

As the year began, the pandemic had lessened and residents of Nimasac were able to continue schooling, online or in person. Markets were open, and businesses were operating. However, effects of the pandemic have lingered there as in the rest of the world. Worldwide inflation had a large, negative effect. Esperanza

responded to requests for assistance to help pay for needed fertilizer, which had doubled in price, and one food relief effort.

### ***Technology for Education***

Results from a survey of scholarship students' use of the computer lab, which has been directly sponsored by Cary Presbyterian Church (our partner) and located at Iglesia Monte Sinai, indicated it was being underutilized, and that costs warranted a change. After meeting separately with both the church and the primary school principals in Nimasac, it was decided to move several of the computers, workstations, and printers to the school, which gladly received them.

### ***Community Needs Survey***

Esperanza developed a survey to ascertain community needs in Nimasac. Two men and two women in Nimasac were trained to conduct the survey, and they interviewed fifty individuals. Results indicated that for families, education was the number one priority, and for the community, healthcare was number one. A more detailed analysis is underway.

### ***Water Access/Purification (submitted by Duane Hix)***

A small amount of research was conducted earlier in 2022, primarily to determine if an at-source filtration system for the two wells in Nimasac would be financially reasonable. It was ruled out as an unaffordable option. Next, we ascertained the price of individual filters, since the home bucket system appears far more attainable. Filters from Sawyer, which can be purchased within Guatemala, will cost @\$25 US, with the pigot. A further cost will be local purchase of buckets.

We were able finally to find a contact in Guatemala through Living Waters for the World who would show our representatives there how to take samples of the well water to see if we did indeed need to further filter the water. Martin Maldonado conducted the tests which were then examined by the government lab in Xela. Scott Guthrie, a local experienced hydrologist, reviewed the tests for us and concluded that the water, which is quite good by global standards, might still need some further filtration for drinking, since animal waste and farm fertilizer runoff is not separated adequately from the streams surrounding the wells and there may be eventual, long-term seepage.

When we traveled to Nimasac in October we met with members of one of the two water committees, Agua Vida, which has always the most cooperative of the two. We sought their permission to begin a series of educational sessions, to be led by Mario Mejia and Anna Seureman, two of our translators, who have led similar sessions for another nonprofit organization. The Agua Vida members expressed interest in the project, but had not consulted the whole committee for a decision as of early January, so we have instructed our community liaison Francisco to contact them and see their level of support for our project. We expect to go ahead with the project in 2023.

On our final day in Guatemala, we made the happy discovery of the Coffee Shack, a coffee roaster and restaurant in Antigua that uses profits to support Serve Hope International, which could assist us financially in purchasing the filtration systems needed for Nimasac in the future.

## **STRATEGY**

### ***2022 Goals***

Using a template for stating and explaining 2022 goals, we began discussions for developing a "North Star," as well as considering a Strategic Plan. This was tweaked, and ultimately, we agreed that "Strengthen the Community through Education" would be our North Star.

### ***Community Liaison***

Early in the year, the Board began to discuss the need for a local representative to expedite our work in Nimasac. Discussions continued throughout the next months concerning expectations for this position,

candidate requirements, and process for recruiting and hiring. In August, the Board approved a job description and recruitment procedures, and subsequently, a contract was developed.

The Board decided that Francisco Cux Tuy, the person with whom we have worked the most and who is a leader in the community, would be a good candidate. Directors Medora Hix and Jim Tompkins interviewed him, and the Board offered him a six-month contract, which he accepted. The contract began December 1, 2022.

### ***Incorporation***

In previous years, we had considered incorporating as a nonprofit in Guatemala. During 2022, a decision was made to not pursue incorporation, as research indicated it was not necessary or beneficial to Esperanza's mission.

### **FUND RAISING/DEVELOPMENT**

Esperanza initiated a sustainable giving fundraising campaign called PARTners of Esperanza. At the end of the year, we had tripled the amount of recurring donors from four to twelve. We will continue to solicit sustainable givers.

### **COMPLIANCE**

In June, the Board approved the policy "Board of Directors Expectations."

Benevity, Candid Gold Seal of Transparency, and PCI Compliance accounts were all updated.

### **2022 Board of Directors**

Medora Hix, President  
Sherry Bradsher, Vice-President  
Rhonda Carlile, Secretary  
Barbara Carew, Treasurer  
Dr. Jim Tompkins, Director  
John Hansen, Director  
Josetta McLaughlin, Director

**ADDENDUM #1 – FINANCIAL STATEMENTS – Balance Sheet as of 12/31/2022****ASSETS**Current Assets

Checking-Wells Fargo	63,392.41		
Accounts Receivable-Other	(11,696.65)		
<b>Total Current Assets</b>		<b>51,695.76</b>	

Other Assets

Prepaid Expenses	0.00		
<b>Total Other Assets</b>		<b>0.00</b>	
<b>TOTAL ASSETS</b>			<b>51,695.76</b>

**LIABILITIES & EQUITY****Liabilities**

Current Liabilities			
Other Current Liabilities			
Accounts Payable - Other (Note 1)	0.00		
Total Other Current Liabilities		0.00	
<b>Total Current Liabilities</b>			<b>0.00</b>
<b>Total Liabilities</b>			<b>0.00</b>

**Equity**

Reserve for Incorporation		0.00	
Designated - Grants			
Water Project (Note 2)	2,975.31		
Computer Lab Feasibility Analysis (Note 3)	39.85		
<b>Total Designated Grants</b>		<b>3,015.16</b>	
Retained Earnings		55,125.57	
Net Income		(6,444.97)	
<b>Total Equity</b>			<b>51,695.76</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>			<b>51,695.76</b>

**Note 1:** Accounts payable represents Giving Tuesday scholarship receipts to be transferred to Cary Presbyterian Church and other accrued expenses at 12/31/22

**Note 2:** The Designated Grant for the Water Project includes funds reallocated from the Women's Economic Development Project and the Library/Literacy Project

**Note 3:** The Designated Grant for the Computer Lab Feasibility Study represents the remaining funds for the study and implementation of the transfer of computers to the Nimasac Elementary School.

**ADDENDUM #2 --- FINANCIAL STATEMENTS—Income Statement January 1 – December 31, 2022**  
**Income**

Gifts

General (Note 4)	15,500.00	
Scholarships (Note 5)	7,813.40	
Less: Credit Card Fees (Note 6)	(89.62)	
<b>Total Gifts</b>		<b>23,223.78</b>

Fundraising

City BBQ	246.96	
<b>Total Fundraising</b>		<b>246.96</b>

**Total Income** **23,470.74**

**Expenses**

Projects

Elementary School (Note 7)	746.04	
COVID-19 Relief (Note 8)	4,787.32	
Fertilizer Relief (Note 9)	5,170.75	
Scholarships (Note 10)	14,013.40	
Community Survey	155.84	
Mission Trip	3,124.54	
<b>Total Projects</b>		<b>27,997.89</b>

Operations

Postage	34.00	
Supplies	125.00	
IT	743.88	
Insurance	450.00	
Community Worker	264.94	
Fundraising	300.00	
<b>Total Operations</b>		<b>1,917.82</b>

**Total Expenses** **29,915.71**

**Net Income** **(6,444.97)**

**Note 4:** General Gifts includes gifts from Esperanza Partners.

**Note 5:** Scholarships represents Giving Tuesday gifts.

**Note 6:** Credit card fees are those fees associated with on line gifts.

**Note 7:** Elementary School expenses are the cost of school supplies donated to the Nimasac Elementary School during the October mission trip,

**Note 8:** COVID-19 Relief represents the 5th emergency supplies donated to the Nimasac community.

**Note 9:** Fertilizer Relief represents 10,000 lbs. of fertilizer donated to Nimasac farmers.

**Note 10:** Scholarships are the 2021 and 2022 Giving Tuesday scholarship gifts transferred to Cary Presbyterian Church.

