



WORLD
NEIGHBORS

Inspiring People • Strengthening Communities

ANNUAL REPORT 2018



World Neighbors' (WN) philosophy and methodology began with Dr. John L. Peters, who was so profoundly moved by the suffering caused by poverty he witnessed during World War II that he founded WN in 1951. Dr. Peters, who died in 1992, is pictured here on a 1968 trip to India, where the first WN's programs began.

“

***People have a lot of capacity,
and they will help themselves
if they are given the chance
and treated with dignity.”***

-- Philosophy of Dr. John L. Peters

”



LETTER FROM KATE

The year 2018 was a year of prosperity and growth for WN. Despite several earthquakes, two tsunamis in Indonesia, drought in several parts of the world and growing terrorism in Burkina Faso and Mali, our communities were able to thrive. We added 159 new communities and graduated 32 as we continued to deepen our impact throughout the world. I had the privilege of traveling to Nepal, Indonesia, Timor-Leste, Bolivia,

Uganda, Tanzania and Kenya — more than half of our 13 countries. In each community that I visited, I continued to be inspired, awed and deeply impressed by the changes, innovation and growth I witnessed. These are the poorest places on earth and yet, every village is trying hard to improve their lives and they deeply appreciate our assistance. In a village in Timor-Leste a community leader told me, “We think about the WN motto all the time — inspiring people; strengthening communities — it is truly motivating.”

As I travel to these places at the farthest end of the road, I am often reminded of our founder Dr. John L. Peters’ belief in the inherent capacity of every person to improve his or her lot in life, given a chance. Through this year of challenges and triumphs, I have been humbled over and over again by your devotion in supporting our efforts, regardless of the circumstances. Your commitment to our mission recalls this quote from Dr. Peters, “‘Thou shalt love thy neighbor as thyself’ is not a casual option, it is a crucial imperative. What is required of us is a willingness to be used and a readiness to get involved.” Thank you all for your generosity and for staying involved.

With deep gratitude,

A handwritten signature in blue ink that reads "Kate Schecter". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Kate Schecter, Ph.D.
President and Chief Executive Officer
The May Ayers Milburn Chair

5 KEYS TO WN'S SUCCESS

Our mission is to inspire people and strengthen communities to find lasting solutions to hunger, poverty, and disease, and to promote a healthy environment. We do this by building capacity within communities, and, once they become self-sufficient, stepping out of the way. Five keys to WN's success are:

1. INDIGENOUS LEADERSHIP:

While we are headquartered in Oklahoma City, only **five** of our **42**-person staff is based there. Our **four** regions are headed by men and women with a deep understanding and commitment to their region's future. **Chris Macoloo, Ph.D.**, Regional Director for Africa, is a native of Kenya who has been with WN since 2003. **Srijana Karki**, a native of Nepal who heads the South Asia region, and **Lionel Vigil**, a native of Peru who heads the Latin America and Caribbean region, have both been with WN since 2012. **Edd Wright**, Regional Director for Southeast Asia, who also started in 2012, was born in Wales but has spent most of his adult life working in Indonesia and east-central Africa. All four came to WN with impressive experience working with non-governmental organizations (NGOs) and managing international projects. They are supported by committed staff members who are also indigenous to the countries in which they work.

2. TRAINING AND TECHNICAL ASSISTANCE:

Our philosophy is not to provide poor communities with resources that engender dependence. Instead, we provide training and technical assistance to help communities manage savings and credit operations, more efficiently produce their own food, generate new revenue sources, negotiate government and legal agreements, and employ low-cost methods for improving health, nutrition, sanitation and safety.



A savings and credit lockbox and booklets in Tanzania

3. CUSTOMIZED PROGRAMS:

While communities within the same country or region have social, economic, political and cultural similarities, each also has its own distinct characteristics and priorities based on geographical terrain, local opportunities and the knowledge, skills, interests and priorities of the local people. We work with each community to determine their individual needs and priorities.

4. COMMUNITY PARTNER ORGANIZATIONS AND MOBILIZERS:

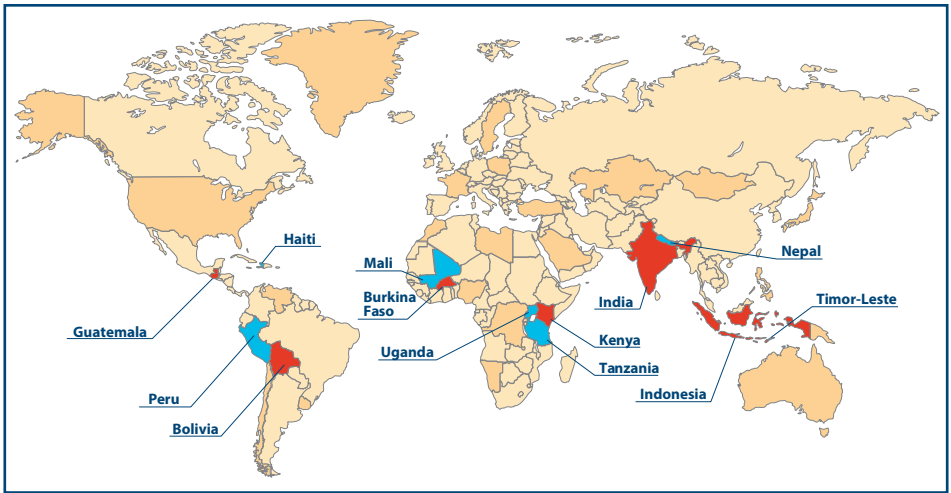
For WN's programs to succeed, they must be championed and led by community members. The formation of partner organizations - community-based organizations - is the first important step to implementing WN's programs and a vital element in attaining independence. Everywhere we work, trusted community members drive programs as volunteer leaders, community mobilizers, change models and innovation leaders.

5. WORLDWIDE PARTNERSHIPS:

Wherever possible, we forge partnerships with national, state and local governments; with other NGOs; and with charitable corporations and foundations. Through these partnerships, WN builds programs and supports important research about the status of the people we serve. Currently, WN is working with **40** different partners in **13** countries.



A savings and credit meeting in Tanzania



FISCAL YEAR (FY) 2018 NUMBERS

This map shows the **13** countries where WN worked in FY2018. Within those countries, our programs were in **631** communities and benefited **527,449** men, women and children.

WN PROGRAM STAGES

- 1) *Initiation*
- 2) *Growth*
- 3) *Expansion*
- 4) *Consolidation*
- 5) *Maturity*

This was possible because a total of **96,663** individuals participated in WN's training, technical assistance, or programs carried out largely by **6,587** dedicated WN's volunteers.

While WN is proud of the numbers of villages and communities served, our ultimate goal is to turn mature programs over to local partner organizations and community leaders, then move on to establish programs in new communities.

Thus, we also measure our success by the fact that we graduated **32** communities in FY2018 and added **159** new communities.

NUMBERS BY REGION

Latin America and the Caribbean



Bolivia
Guatemala
Haiti
Peru

- **15** partner organizations
 - **127** communities served
 - **5,852** program participants
 - **367** volunteers
 - **14,977** beneficiaries
 - **20** graduated communities
 - **30** new communities
-

South Asia



India
Nepal

- **5** partner organizations
 - **126** communities served
 - **19,884** program participants
 - **1,657** volunteers
 - **39,524** beneficiaries
 - **9** graduated communities
 - **8** new communities
-

Africa



Burkina Faso
Kenya
Mali
Uganda
Tanzania

- **12** partner organizations
 - **173** communities served
 - **62,453** program participants
 - **3,961** volunteers
 - **289,909** beneficiaries
 - **3** graduated communities
 - **2** new communities
-

Southeast Asia



Indonesia
Timor-Leste

- **8** partner organizations
 - **205** communities served
 - **8,474** program participants
 - **602** volunteers
 - **183,039** beneficiaries
 - **119** new communities
-

THEMATIC AREAS

It is vital that our programs continually adapt to evolving needs and conditions of vulnerable communities. For example: there is now a major focus on helping communities overcome the impact of global warming on agricultural conditions and natural disasters. Our current programs fall under four major headings:

Sustainable Agriculture and Rural Livelihoods, which encompasses:

- Savings and credit groups
- Farmers' groups
- Women's groups
- Sustainable and improved agricultural practices
- Livelihood development and sustainability

Community-Based Natural Resources Management, which includes:

- Disaster-risk reduction
- Climate-change adaptation
- Climate-change mitigation
- Soil, water and vegetation conservation

Community and Reproductive Health, which also encompasses:

- Nutrition
- Water, sanitation and hygiene (WASH)

Gender Equity cross cuts all the areas above.

On the following pages, we seek to illustrate the difference these programs are making in the lives of children, women and men across the globe.



From the heart: *One thing is universal with every WN's program in every part of the world: Everyone wants to improve the lives of their children and lift themselves out of poverty.*

SUSTAINABLE AGRICULTURE

New techniques, seeds and breeds can vastly increase farming success and food security. FY2018 highlights:

In **eastern Indonesia**, corn harvests cultivated using conservation farming methodology – compared to traditional slash and burn/ shifting cultivation – increased production by an average of **74%**. This expanded food security by more than two months, ensuring that families had sufficient food for the entire year.

In **Mali**, the training of the fisherfolk in better methods of artisanal fish farming is improving household income and nutritional status.

In **Peru**, implementation of water sowing and harvesting practices allowed farmers to continue farming during the dry seasons.

In **Nepal's Kavre district**, farmers using the System of Rice Intensification enjoyed **30-50%** more yield from their rice crops.



PASSING ON THE GIFT

A longstanding WN's model, "Passing on the Gift" builds community and self-sufficiency. It works like this: the first farmer to take out a loan to procure seeds or livestock "passes on the gift" by donating harvested seeds or animal offspring to another household in need. Along with the gift, community members pass along knowledge, resources and skills to ensure successful plant and animal growth, which allows the passing of the gift tradition to continue.

In **Kenya**, bulking sites were established to support the increased cultivation of cassava and orange-fleshed sweet potatoes by making adequate seeds available to farmers.

In **Bolivia**, construction of **19** circular wells has provided farmers with important stored water resources.

In **Nepal**, farmers are using drip irrigation techniques to cultivate vegetables in dry seasons and learning about crops and rice-planting techniques that require less water.

In **Tanzania**, portable water pumps were installed to provide irrigation that allowed farmers to cultivate crops including millet, maize, cassava, sweet potatoes, okra, kale, watermelon and onions.

In **East Africa**, WN's programs have introduced improved breeds of small-stock (pigs, dairy goats and poultry). Farmers are crossbreeding the improved breeds with local animals to produce higher-yielding animals that can thrive in the region's heat and drought conditions, utilize poor forage and survive local diseases.



From Nepal: *Pooja is a model farmer and community mobilizer. Not only does she use her vermi compost for farming, she also sells it for income. Throughout all regions, WN is encouraging farmers to make their own fertilizer, an organic product available to them at no cost.*

In **Nepal**, crops often destroyed by wild monkeys and boar are being replaced with less-appetizing crops like Akabare chilis and lemons (which sell for higher prices in the markets).



From Bolivia: Strength in Numbers:

*Bidal Grageda lives with his wife, Margarita, and four children in Sotasi, a small town in subcentral Sikimira. He is president of the Producers' Association of Caine-Sikimira (APROCAISI), an organization of **30** producer groups. He is proud that, with advice from WN, his association gained legal status in Bolivia last year. The next step is obtaining financial support from the municipality to fund new enterprises.*

RURAL LIVELIHOODS

Savings and credit groups, farmers groups and women's groups lead to new income-producing endeavors that promote economic stability. Small investments, nurtured and repaid, lead to big changes. FY2018 highlights:

In all WN's programs, savings and credit initiatives are focused on creating and expanding income-generating activities. In **Africa**, some of the enterprises include boda boda (motorbike public transport), establishing grocery shops that sell basic household items, livestock fattening and processing harvested forest products such as baobab leaves and shea nuts. For example, women in Burkina Faso produced and sold soap balls and oil. Using the profits, they then invested in poultry farming and sheep fattening. Throughout WN's regions, families also invest in their children, using earnings for school fees.

In **Nepal**, of the **808** farmers WN has trained in vegetable cultivation, **101** are now growing vegetables on a commercial scale, while the remainder supplement family income by selling surplus garden vegetables at their local market.

In **Timor-Leste**, WN and its Abani Village farmer's group were featured presenters at the Agro-Expo sponsored by the Secretary of Regional Agriculture and Rural Development. The Abani Village group was selected to show and sell their agricultural products and locally-made snacks.

In **Haiti**, training in the basic principles of micro-enterprise is improving farmers' capacities to generate income.

In **Indonesia**, **nine** mechanized boreholes and **one** natural spring equipped with a water pump were built, with **ten** savings and credit groups comprising

more than **1,000** members formed and trained to manage them. All beneficiaries pay the primary savings once, obligatory savings each month, voluntary savings any time and a monthly operational fee. This resulted in **tens of thousands of dollars** in savings for loans; as well as, capital to operate and maintain the water system.

In surveys conducted in WN's **Latin American countries and in Haiti**, families are reporting that use of WN's techniques has at least **doubled family income**, freeing funds for investment in agriculture, education, solving health issues and livestock improvement.

FROM NEPAL: THE POWER OF VEGETABLES

*When WN started working with the women's savings and credit group in Khanbu, Udaypur, all but one of the **34** women saw no reason to grow vegetables. Most families lived mainly on rice with salt and chili, reserving vegetables – bought at considerable expense from the local market – for special occasions. WN's training on vegetable cultivation and the nutritional value of daily vegetable consumption changed attitudes, and now all **34** households have thriving home gardens and vegetable-rich diets.*

*Not only did this improve the health of all **34** families, it brought notable economic benefits. By using WN's techniques (increased vegetable production and varieties, drip irrigation to expand growing time, less water and homemade organic fertilizer and pesticides), the women are generating a sizeable annual profit selling vegetables at the local market.*

These proceeds are being reinvested in the community through robust savings and credit activities, including building a new community hall.

COMMUNITY-BASED NATURAL RESOURCES MANAGEMENT

With changing rainfall patterns and the increased threat of landslides, earthquakes and floods, WN is helping communities become more resilient to conditions that threaten lives and livelihoods. FY2018 highlights:

WN has made a significant contribution to disaster risk reduction/recovery programs in **Indonesia**, thanks to a four-year grant from the U.S. Agency for International Development's Office of U.S. Foreign Disaster Assistance (USAID/OFDA). In the final year of the grant, WN established **100** new village-level disaster management groups tasked with coordinating and implementing disaster risk reduction action plans for each village. This increased disaster preparedness helped mitigate damage caused by the series of deadly earthquakes that struck Lombok, an island east of Bali, in July and August 2018.

In **Timor-Leste**, WN's activities continued to focus on improving community water sources, including the fencing-off of one to one and a half hectares of protected land around each water source, construction of terraces to conserve water and reduce runoff and the risk of landslides, the planting and nurturing of trees to increase water absorption and the digging of infiltration wells and water traps.



From Timor-Leste: *Residents in the town of Nunseno, Oecusse build terraces that will conserve water for crops and mitigate flooding.*

In **Mali**, **120** people from **three** villages attended seminars on the dangers of excessive cutting of trees and the value of preserving protected areas.

In **Tanzania**, **45** farmers (**25** men and **20** women) were trained in soil erosion prevention techniques, including construction of terraces and ridges and fodder planting.

In **Indonesia**, WN updated the rainfall projection, cropping pattern guidelines and disaster forecasting studies (conducted with Indonesia's leading university in meteorology) and provided this information in trainings to almost **4,000** farmers. To date, **2,085** have changed their farming patterns, conforming to the best planting times and crop choices for projected conditions.



In **Nepal**, WN worked with the National Gene Bank to develop trainings for farmers on preserving local seeds in the gene bank

for future reference or use in case of disaster.

FROM INDONESIA: TRAINING (AND PATRIS MANA) SAVES THE DAY

In August 2017, WN and the local partner NGO, YMTM-Flores began working with Wajomara Village, a lowlands village traversed by the Aesesa River and accessible only by a steep mountain road. Recognizing the village's high potential risk from natural disasters, WN helped villagers develop a disaster risk reduction action plan that included disaster simulations and response training, overseen by a community disaster management group led by 26-year-old Patris Mana. Less than five months later, on January 5, 2018, heavy rains caused a landslide that destroyed 125 meters of the road into Wajomara Village, cutting it off from the outside world.

Patris immediately put his training into action, mobilizing the village to identify the impact of the disaster and evacuate affected households. He took photos of affected areas, recorded losses and sent urgent and detailed reports to the government agencies.

As a result, the government moved quickly to repair the road, restoring access to markets, health services and education. Patris also secured government funds to build a 150-meter retaining wall and concrete drainage channel. Patris notes these happy results were only possible because of WN's disaster risk reduction program.

COMMUNITY AND REPRODUCTIVE HEALTH

Simple changes in sanitation, hygiene and nutrition habits – and better access to health facilities – are making a lifesaving difference in WN’s communities. FY2018 highlights:

In our **Latin America and Caribbean** region, WN’s programs have contributed to significant drops in infant/child mortality rates. Since 2012, deaths of infants and children were reduced by **66%** in Haiti, **52%** in Bolivia, **42%** in Peru and **15%** in Guatemala.

In **Guatemala**, the first year of a Starbucks Foundation-funded project to improve food, health, water, sanitation and financial security for coffee growers is underway in key communities in Huehuetenango. The project’s goal is to serve **3,000** families/**18,000** individuals.

In **India**: A remarkable **55** volunteer WASH committees are changing behaviors about toilets, personal hygiene, potable water and water-borne diseases. With the installation of low-cost, environmentally-friendly ecosan toilets, households using toilets have grown from **8%** to **50%**. Households using safe drinking water have risen from **8%** to **63%**, with **1,208** families using the Matka filter to purify water. More than **78%** of households now have personal drinking water and **60%** of them have raised platforms for hand pumps.

In **Timor-Leste**, **two** villages were declared open-defecation free. Across the villages, **92** households, with a combined population of **396**, now have access to basic sanitation, compared to **10%** before the project.

In **Haiti**, water management program participants have learned how to treat and preserve drinking water, reducing cases of diarrhea, cholera, malaria and other water-borne diseases.

In both **West and East Africa**, mobile health clinics are bringing voluntary HIV counselling and testing, family planning, ante- and post-natal clinics, immunization, de-worming, health information and general health care to remote villages. In **Kenya**, WN

partnered with Family Health Options of Kenya to test for cervical, breast and prostate cancer during the mobile health clinic sessions.

In **Bolivia**, WN implemented the final year of the McKnight Foundation-funded project to improve family nutrition with an emphasis on children under age five. This project, including a major research collaboration with the Bolivian Ministry of Health on nutrition in childcare centers, benefited **1,500** individuals in **130** families.

In **Mali**, screenings were conducted to identify malnourished children and refer them to health facilities. Mothers were trained on preparing enriched porridge to help children regain strength.



A sleeping baby being carried by her mother in Timor-Leste

GENDER EQUITY

WN's programs promoting economic independence, reproductive choices and educational opportunities have increased gender equity across our regions and reduced gender-based violence and child marriage. FY2018 highlights:



From Peru: Knowledge is Power

Renee Peralta, 28, from Urubamba in the Peruvian Andes is a single mother who, with WN's training, has become a successful farmer, leader of her local farming group and respected advisor on topics like irrigation and crop rotation. Her crops, beehives and cattle allow her to provide for her daughter and parents. "It is better to learn ourselves rather than just expecting fertilizers, seeds or food," says Renee. "Knowledge and practice is more valuable than gifts."

In **Nepal**, it wasn't the number of women who attended a gender equity training that impressed WN's leaders, it was the number of men. Of the **583** attendees, almost **30%** were men. For WN's staff this level of participation from men was unprecedented and indicative of a growing understanding of the value of including women in family and community decision making.

In **Peru**, women like Renee Peralta (pictured) are increasingly participating in training provided to help local farmers improve productivity and family income.

In **Kenya**, school health clubs are providing information on sexually transmitted infections, unwanted pregnancies, gender and sexuality, early detection of cervical cancer and HIV/AIDS.

Women's safety has increased in all WN communities that have ended open defecation practices and begun to locate trees and woodlots close to home so girls and women will not have to go into jungles and forests for fodder.



Expanding educational opportunities for young women, like these schoolgirls in Nepal, is one of the most powerful ways to ensure gender equity.

In Hasanpur Village, a Muslim community in **Bihar, India**, where educational opportunities were once limited to boys-only Islamic schools, WN's partner organization organized a non-formal education center open to girls. Community facilitators, Salaha Khatoon and Sama Pravin, succeeded in convincing village families to give their daughters this opportunity.

In **Tanzania**, WN is working with the Mara Alliance and the Tanzanian government to eliminate barriers preventing girls from attending school.

Respected mother/grandmother figures are proving a formidable force in changing attitudes about reproductive health, gender-based violence and family planning. Throughout WN's communities in **Africa**, trained Community Health Volunteers visit homes to discuss family planning and dispel myths and misconceptions. In **Bihar, India**, the Saheli Network of women serves in a similar role, reaching **1,847** women over the last year.

AND THE CHILDREN WILL LEAD US...

Among the most consistent – and encouraging – themes in WN’s communities around the world is the successes achieved by engaging enthusiastic schoolchildren as leaders.

School health clubs throughout WN’s regions are creating awareness and knowledge in hygiene, sanitation and nutrition, and health issues such as malaria, HIV/AIDS and water-borne diseases. For example, members of one club in **Kenya** installed **52** leaky tins for handwashing at village homes. **School environmental clubs** promote management and conservation of natural resources through the establishment of school tree nurseries and woodlots. In **Uganda**, **11** school environmental clubs have involved **1,001** students in tree management activities. Students also tend **school nutrition gardens**, which provide healthy additions to school meals.



Kate Schecter and Shelly Crynes with Nepali women farmers

WORLD NEIGHBORS BOARD OF TRUSTEES

Our trustees reflect the nationwide network of supporters Dr. John L. Peters built as he travelled the country talking about WN and the deep commitment to our mission often passed down through family generations.

Chair: Tommy Barrow
President (Retired)
Tom Barrow Company
Decatur, Georgia

Vice-Chair: Susan Chambers, M.D.
Lakeside Women's Hospital
Oklahoma City, Oklahoma

Treasurer: Becky Collins
President and CEO (Retired)
Tulsa Global Alliance
Tulsa, Oklahoma

Secretary: Emily Estes
Community Volunteer
Hartford, Connecticut

Carol Blackwood
Community Volunteer
Oklahoma City, Oklahoma

Martha Burger
President
Oklahoma City University
Oklahoma City, Oklahoma

Mara Tshibaka Cichocki
Executive Producer
FeFiFo Films
Tulsa, Oklahoma



From Georgia, U.S.A.: Board Chair Tommy Barrow travelled from his home in Georgia to visit WN's South Asia Region and meet with Regional Director Srijana Karki.

Stephanie Conduff, J.D.
Founder, Leche Lounge, LLC
Chief Executive Officer
Sovereign Concepts, LLC
Broken Arrow, Oklahoma

Nicholas Duncan
Duncan Real Estate
Oklahoma City, Oklahoma

Anthea George
Owner/Publisher
Star Ridge New Media, LLC
Bozeman, Montana

Claudia Holliman
Senior Portfolio Manager
Senior Vice President
Morgan Stanley
Oklahoma City, Oklahoma

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Rosenfield Professor of
Political Science
Grinnell College
Grinnell, Iowa

Marla Persky
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WOMN LLC
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Epicurean Travel LLC
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Nani Pybus, Ph.D., CRA
Manager, University Center for
Proposal Development, Division
of the Vice President for Research
Oklahoma State University
Stillwater, Oklahoma

Paul Robertson
Canadian Diplomat (Retired)
Ottawa, Canada

Vlad Sambaiew
U.S. Diplomat and Foundation
President (Retired)
Phoenix, Arizona

Kate Schecter, Ph.D. *
President and CEO
World Neighbors
Oklahoma City, Oklahoma

Jay Shanker, J.D.
Attorney
Crowe & Dunlevy
Oklahoma City, Oklahoma

Tiffany Stevens, J.D.
President and CEO
Jewelers Vigilance Committee
New York, New York

* *ex officio*



A Nepali farmer in her garden



Weaving in Guatemala where women-owned small businesses are flourishing

WORLD NEIGHBORS LEADERSHIP TEAM

Kate Schecter, Ph.D.
President and CEO

Shelly Crynes
Major Gifts Officer

Jenifer Davis
Accounting and
Office Manager

Srijana Karki
Regional Director for
South Asia

Robert Lachance, CPA
Chief Financial Officer

Chris Macoloo, Ph.D.
Regional Director for Africa

Lionel Vigil
Regional Director for Latin
America and the Caribbean

Edd Wright
Regional Director for
Southeast Asia



WN's new Major Gifts Officer, Shelly Crynes, got a first-hand look at WN's work (and made some new friends) on a trip that included this village in Timor-Leste.



Two sisters on their family farm in Tanzania



Throughout the world, WN is helping girls and boys to go to school. This is a classroom in Tanzania where our communities send their children to learn.

FINANCIAL HIGHLIGHTS

FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

REVENUES, GAINS AND OTHER SUPPORT

	2018	2017
Contributions	\$ 1,366,040	\$ 1,818,035
Grants	2,132,496	2,602,250
Other revenue, net	<u>356,358</u>	<u>971,160</u>

TOTAL REVENUES, GAINS AND OTHER SUPPORT	\$ <u>3,854,894</u>	\$ <u>5,391,445</u>
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EXPENSES

Program services:

Field program	\$ 2,793,155	\$ 3,127,451
Public education	237,180	270,600

Supporting activities:

Management and general	185,248	198,502
Fundraising	<u>403,310</u>	<u>543,436</u>

TOTAL EXPENSES	\$ <u>3,618,893</u>	\$ <u>4,139,989</u>
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NET ASSETS

Unrestricted	\$ 1,229,230	\$ 877,478
Temporarily restricted	4,099,229	4,276,280
Permanently restricted	<u>2,858,814</u>	<u>2,797,514</u>

TOTAL NET ASSETS	\$ <u>8,187,273</u>	\$ <u>7,951,272</u>
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WN's audited financial statements for the years ended June 30, 2018 and 2017 are available at wn.org or upon request.

STATEMENT OF FINANCIAL POSITION

JUNE 30, 2018 (WITH COMPARATIVE TOTALS FOR JUNE 30, 2017)

ASSETS

	2018	2017
Unrestricted cash and cash equivalents	\$ 360,300	\$ 65,822
Restricted cash and cash equivalents	286,171	127,365
Accounts receivable:		
Grants, net	378,945	243,637
Federal funds	13,919	9,436
Bequests	20,000	660,000
Investments, at fair value	4,822,913	4,184,744
Prepaid expenses and other assets	59,286	66,027
Assets held in trusts	809,840	807,894
Beneficial interests in remainder trusts	1,713,015	1,751,806
Beneficial interest in assets held by others	95,143	34,779
Property and equipment, net	118,941	529,263
	<u> </u>	<u> </u>
TOTAL ASSETS	\$ 8,678,473	\$ 8,480,773

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable	\$ 23,855	\$ 20,576
Accrued liabilities	49,787	75,849
Actuarial liability for gift annuities	244,715	259,321
Obligations under split-interest agreements	172,843	173,755
	<u> </u>	<u> </u>
TOTAL LIABILITIES	491,200	529,501

NET ASSETS

Unrestricted	1,229,230	877,478
Temporarily restricted	4,099,229	4,276,280
Permanently restricted	2,858,814	2,797,514
	<u> </u>	<u> </u>
TOTAL NET ASSETS	8,187,273	7,951,272

TOTAL LIABILITIES AND NET ASSETS	\$ 8,678,473	\$ 8,480,773
	<u> </u>	<u> </u>

STATEMENT OF ACTIVITIES

YEAR ENDED JUNE 30, 2018 (WITH COMPARATIVE TOTALS FOR 2017)

REVENUES, GAINS AND OTHER SUPPORT

Unrestricted

Contributions	\$ 1,341,466
Federal funds	1,346,888
Grants	—
Investment income gains (losses)	248,104
Net investment gains	5,829
Change in value of split-interest agreements	—
Other sources	63,725
Net assets released from restrictions and transfers	<u>964,633</u>

TOTAL REVENUES, GAINS AND OTHER SUPPORT

3,970,645

EXPENSES

Program services:

Field program	2,793,155
Public education	237,180

Supporting activities:

Management and general	185,248
Fundraising	<u>403,310</u>

TOTAL EXPENSES

3,618,893

CHANGE IN NET ASSETS

351,752

NET ASSETS, BEGINNING OF YEAR

877,478

NET ASSETS, END OF YEAR

\$ 1,229,230

Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
\$ 23,274	\$ 1,300	\$ 1,366,040	\$ 1,818,035
—	—	1,346,888	1,403,368
785,608	—	785,608	1,198,882
(44,939)	—	203,165	148,838
121,154	—	126,983	662,379
(37,515)	—	(37,515)	79,037
—	—	63,725	80,906
(1,024,633)	60,000	—	—
(177,051)	61,300	3,854,894	5,391,445
—	—	2,793,155	3,127,451
—	—	237,180	270,600
—	—	185,248	198,502
—	—	403,310	543,436
—	—	3,618,893	4,139,989
(177,051)	61,300	236,001	1,251,456
4,276,280	2,797,514	7,951,272	6,699,816
\$ 4,099,229	\$ 2,858,814	\$ 8,187,273	\$ 7,951,272

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED JUNE 30, 2018 (WITH COMPARATIVE TOTALS FOR 2017)

	Program Services		
	Field Program	Public Education	Total Program Services
Salaries and related expenses:			
Salaries	\$ 932,026	\$ 103,649	\$ 1,035,675
Payroll taxes	56,246	6,037	62,283
Benefits	<u>187,850</u>	<u>21,823</u>	<u>209,673</u>
	1,176,122	131,509	1,307,631
Field program	1,063,318	—	1,063,318
Contract services	50,476	11,216	61,692
In-kind contract services	—	—	—
Legal and accounting services	48,932	6,514	55,446
Travel	152,688	38,110	190,798
Office supplies	20,942	4,437	25,379
Telephone	23,711	4,626	28,337
Postage	3,398	343	3,741
Rent and occupancy	123,367	30,415	153,782
Office equipment and software	14,734	1,405	16,139
In-kind advertising	—	—	—
Printing and publications	5,088	975	6,063
Depreciation	47,492	—	47,492
Dues	4,475	1,177	5,652
Training and meetings	8,368	2,092	10,460
Financial expenses	<u>50,044</u>	<u>4,361</u>	<u>54,405</u>
TOTAL EXPENSES	<u>\$ 2,793,155</u>	<u>\$ 237,180</u>	<u>\$ 3,030,335</u>

Supporting Activities

Management and General	Fundraising	Total Supporting Activities	Total 2018	Total 2017
\$ 96,553	\$ 161,886	\$ 258,439	\$ 1,294,114	\$ 1,300,756
6,264	11,067	17,331	79,614	47,687
14,390	27,521	41,911	251,584	211,192
<u>117,207</u>	<u>200,474</u>	<u>317,681</u>	<u>1,625,312</u>	<u>1,559,635</u>
—	—	—	1,063,318	1,274,505
3,335	45,164	48,499	110,191	146,939
—	932	932	932	42,500
12,947	7,994	20,941	76,387	107,834
9,230	13,154	22,384	213,182	255,865
1,405	1,425	2,830	28,209	43,589
2,625	1,386	4,011	32,348	32,616
918	3,585	4,503	8,244	11,478
1,324	3,370	4,694	158,476	217,971
3,835	7,835	11,670	27,809	40,552
—	87,474	87,474	87,474	118,043
1,493	18,124	19,617	25,680	44,355
17,456	4,364	21,820	69,312	92,011
802	3,866	4,668	10,320	10,937
20	284	304	10,764	59,217
<u>12,651</u>	<u>3,879</u>	<u>16,530</u>	<u>70,935</u>	<u>81,942</u>
<u>\$ 185,248</u>	<u>\$ 403,310</u>	<u>\$ 588,558</u>	<u>\$ 3,618,893</u>	<u>\$ 4,139,989</u>



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