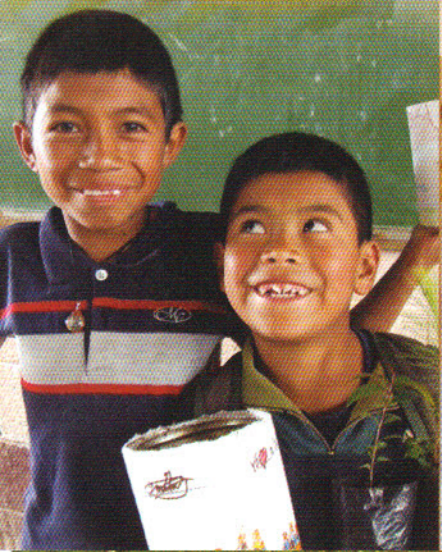


Manna Project International

2011-2012



Annual Report





**2011-2012
Board of Directors**

Zak Schwarzman
Simon Bowers
Marcela Camargo
Chris Taylor
Lori Scharffenberg
Mark Hand
Lauren Burgweger

Mission

Manna Project International connects college students, recent graduates and young professionals with international service opportunities to apply their passions and education collectively through service to communities in need.

Vision

Our vision is communities serving communities. MPI's model is a collaborative community-based approach to development stressing three organizational pillars: Holistic Approach, Community Focus and Leadership Development.

Board Chair & ED Letter

Dear Manna Project International Community,

At MPI, we measure success by our ability to connect with and transform lives. It is a challenging yet worthwhile goal, and one that requires us to periodically step back and take stock of our progress. As we look back at the 2011-2012 program year, we can confidently report that MPI has had its most successful year to date.

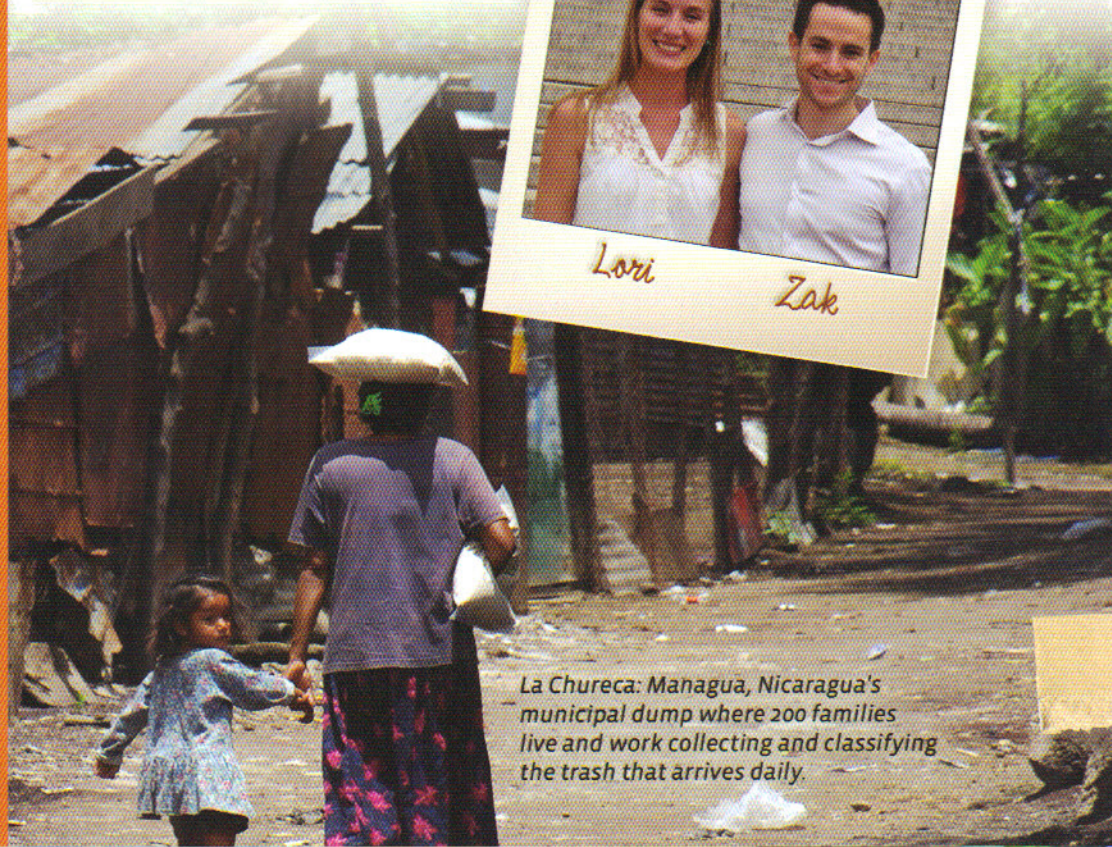
This year, MPI hosted more short- and long-term volunteers and contributed more hours of community programming than any previous year - allowing us to expand programs at every international site. Examples of this work are highlighted throughout this report and can be attributed to our exceptional volunteers, staff and extended support network.

As MPI approaches its 10-year anniversary, 2012 has also been a year to plan the next decade of growth. MPI leadership has been hard at work analyzing our strengths, weaknesses and opportunities via a strategic planning process. We're busy finalizing these results and are excited to share more in the near future.

Lastly, MPI's growth and success would simply not be possible without your continued support. Thank you for being a part of the MPI community and enabling our dedicated volunteers and staff to impact lives, transform communities and continue to build a world-class organization.

With sincere appreciation,

Lori Scharffenberg & Zak Schwarzman
Executive Director & Board Chair



La Chureca: Managua, Nicaragua's municipal dump where 200 families live and work collecting and classifying the trash that arrives daily.



Intl Program Overview

COMMUNITY IMPACT at a GLANCE

Location **Chaquijyá, Guatemala** **Quito, Ecuador** **Managua, Nicaragua**

| Year Founded | 2010 | 2007 | 2004 | Total |
|-----------------------|------|------|------|-------|
| Community Programs | 8 | 13 | 15 | 36 |
| Direct Beneficiaries | 465 | 690 | 500 | 1655 |
| Program Directors | 4 | 7 | 10 | 21 |
| Short-term Volunteers | 51 | 34 | 60 | 145 |

Holistic Approach

MPI takes a holistic approach to development, recognizing that the challenges facing the communities we serve are multifaceted and must be addressed through a variety of disciplines.

Community Programs

Each site implements programs in the following categories:

Education

- Community lending libraries
- Children's art
- Literacy
- Math
- Adult English
- Children's English
- English teacher training
- Children's summer camp
- Educational scholarships
- Environmental education
- Recycling

Health

- Preventative health education
- Women's health & exercise
- Adult nutrition & cooking classes
- Feeding program
- Children's nutrition & child sponsorship
- Sexual & reproductive health education
- Sports & recreation

Economic Empowerment & Livelihoods

- Small business development
- Micro-finance
- Women's empowerment cooperatives
- Financial management
- Computer literacy
- Agriculture development

Community Focus

By focusing on a specific community, MPI is able to effectively pursue holistic development with the foundation of building relationships and trust with community members.

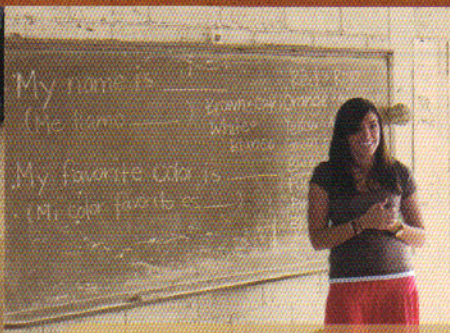
CENTRAL AMERICA

Guatemala

Nicaragua

SOUTH AMERICA

Ecuador



Program Milestones

94% of community program participants would recommend MPI programs to friends & family*

MPI-Guatemala

- ◆ Began construction on a Bottle School - a four-classroom, second-story addition to the community school made with 16,000 plastic bottles stuffed with inorganic trash.
- ◆ Launched a "teaching the teachers" model for English instruction at the local elementary school impacting over 120 students.
- ◆ Provided workshops to more than 550 children on dental health, nutrition and wellness.

MPI-Nicaragua

- ◆ Expanded our work in La Chureca, Managua's municipal trash dump, to include a Women's Livelihoods program for 25 women.
- ◆ Received over \$37,000 in grants to launch a jewelry cooperative and provide a new nutritionist and psychologist - further expanding the child sponsorship and clinic services for the 200 families living and working in La Chureca.
- ◆ Launched a new Women's Sexual and Reproductive Health class at the local public school impacting 40 preteen girls.

MPI-Ecuador

- ◆ Hosted our first annual Manna 5K race with 73 runners participating.
- ◆ Initiated a new basic-level computer literacy class for adults
- ◆ Tripled the number of participants in our Women's Exercise class and improved our facility.

16,384 hours spent directing programs by all 2011-2012 MPI Program Directors.

MPI's Program Directors are passionate and committed young adults that volunteer for 13 months at our international sites. Supporting MPI's staff of six, our Program Directors allow us to conduct community programs in a high-quality, personalized and cost-efficient manner.

Direct Impact of ONE MPI Program Director**

Spends **896 hours**

in the communities served per year

Serves **125 hours** in programs per month

Teaches **71** community members

Leads **26** short-term volunteers

Collaborates with **16** locals
and fellow volunteers

Directs **4** programs

Building Community

MPI's volunteers work alongside local leaders and other international organizations to design grassroots programs responding to the interconnected and unique community needs. In essence, MPI builds a community to serve communities.

Leadership Development

Investing in MPI's volunteers and their personal and professional development is an intentional part of our organizational structure, allowing MPI to make an impact in communities now while preparing our volunteers for further impact in the future.

*2011/12 MPI Community Participant Survey consisting of 185 total responses from the three MPI locations
**Averages of all Program Directors across all MPI sites.

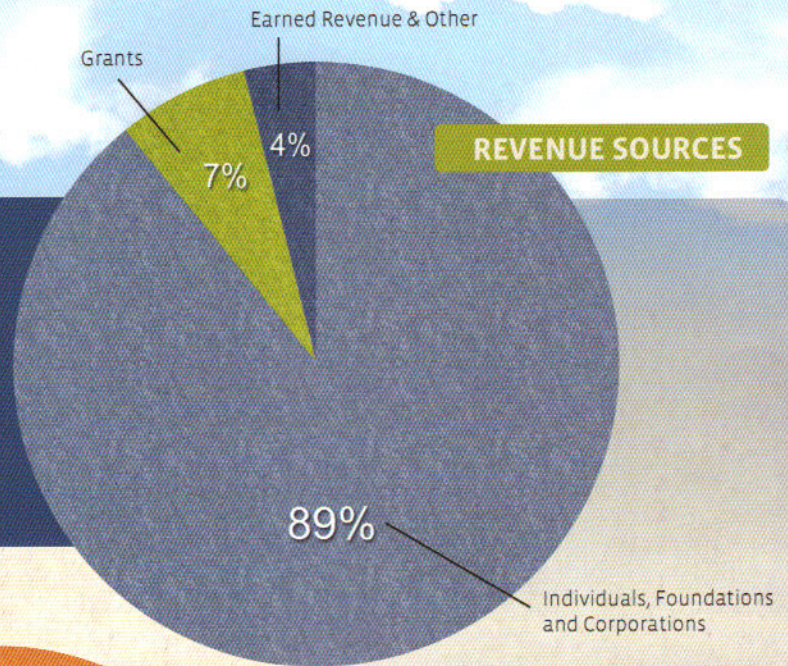


2011 Financials

Revenue Breakdown

Individual donor contributions remain our primary source of revenue.

| | |
|----------------------------------|------------------|
| Individuals, Foundations & Corp. | \$371,477 |
| Grants | \$28,300 |
| Earned revenue | \$7,894 |
| Other | \$7,619 |
| Total Revenue | \$415,290 |



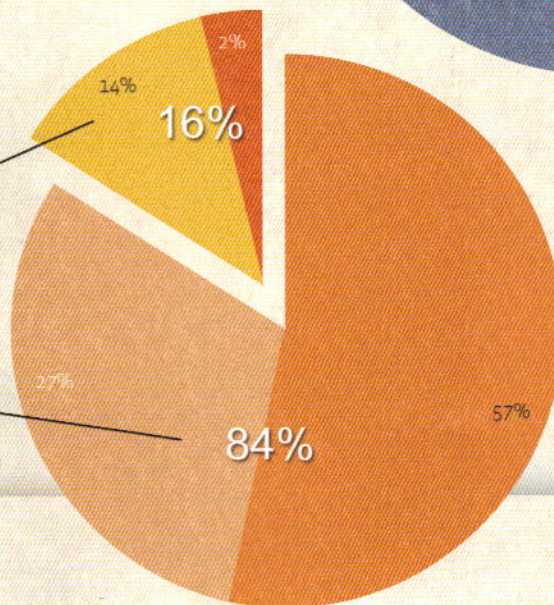
Expenses

GENERAL OPERATIONS

14% Administration
2% Fundraising

PROGRAMS

27% Community Programs
57% Volunteer Programs



806 total donors and more than 50 partnerships, including grants and financial contributions from:

- Walmart Mexico & Central America
- Austin Community Foundation
- Northeastern University's Social Enterprise Institute / Barker Family Foundation
- Dennis Shaugnessy Family
- Dorotheau Haus Ross Foundation
- Saint Frances De Sales Church
- James C. Allen Charitable Foundation
- The Lin Fearington Thomas Private Foundation
- St John's Episcopal Church



EXPENSES

| | Ecuador | Guatemala | Nicaragua | USA | Total |
|-------------------------------|---------------|---------------|----------------|----------------|----------------|
| Salaries & related expenses | 18,084 | 0 | 22,420 | 73,511 | 114,015 |
| Direct program expenses | 9,564 | 2,972 | 75,109 | 0 | 87,645 |
| Volunteer expenses* | 62,409 | 35,836 | 72,463 | 18,326 | 189,034 |
| US office Expenses** | 0 | 0 | 0 | 14,504 | 14,504 |
| Travel and meals | 0 | 0 | 0 | 4,328 | 4,328 |
| Professional Fees | 0 | 0 | 300 | 786 | 1,086 |
| Fundraising & donor relations | 733 | 247 | 214 | 1,875 | 3,069 |
| Depreciation | 0 | 0 | 0 | 4,773 | 4,773 |
| TOTAL EXPENSES | 90,790 | 39,055 | 170,506 | 118,103 | 418,454 |

*Includes occupancy expenses, meals, travel, communications, stipend, volunteer development & awareness, supplies & insurance.

** Includes rent, printing, supplies & miscellaneous.



2012-2013 Organizational Priorities

Learn more & get involved at: www.mannaproject.org

Nicaragua

- ◆ **Launch construction** of a new clinic in La Chureca - to provide health, nutrition and livelihood programs for 200 families being relocated from the municipal dump to government housing.
- ◆ **Purchase a new vehicle** to replace our unreliable microbus.

Guatemala

- ◆ **Complete construction** on the Bottle School Project to provide space for 200 elementary and high school students.
- ◆ **Expand health programs** by offering reproductive health classes to 80 students and 20 young adults.

Ecuador

- ◆ **Secure diversified funding** to support our Community Center & Library serving 690 individuals and providing 12 programs annually.
- ◆ **Pilot a microfinance project** serving 15 female farmers and their families, providing increased economic independence.

USA / Organization-wide

- ◆ **Expand our leadership development curriculum** and resources for volunteers.
- ◆ **Pilot a career mentorship program** for our Program Directors.
- ◆ **Prepare to celebrate MPI's 10-year Anniversary in 2014.**

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