



# Avivara 2011 Annual Report

*Giving Hope to the Future through  
the Power and Dignity  
of Education*

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## Program Achievements

Avivara carries out its primary mission of “...Improving education in Guatemala” through four major educational programs.

### School Improvement Grants



Guatemalan schools continue to be significantly underfunded by the Guatemalan government. As a response to this situation, in 2011, Avivara funded the purchase of instructional supplies, teaching materials,

teacher workshops, computers, new classrooms, breakfast programs and classroom furniture & equipment for schools in rural, poverty-impacted villages.

Total number of schools served: **12**

Total number of teachers receiving assistance: **48**

Total number of students receiving supplies: **1,450+**

**Total amount of grants provided: \$31,397**

*“Avivara delivering materials and supplies so that we can begin teaching on the first day of school gives us (teachers) hope and communicates to the children that there are people who really do care about their learning.”*

Seno Ana Tomas, Teacher, San Jose Pacul School



**“The larger the island of knowledge, the longer the shoreline of wonder.”**

**R.M. Stockman**

### Scholarships

This year nine of our scholarship students graduated from high school. Our support and their hard work helped them realize a dream achieved by less than 1% of the young people living in rural Guatemala.



In addition to our high school graduates, Avivara provided financial assistance to students attending primary school, junior high school, high school and university. Here is breakdown of how we distributed **\$17,226** in direct scholarship assistance in 2011.

<b>Program/Level</b>	<b>Number of Recipients</b>	<b>Total Amount Distributed</b>
Avivara K-6	5	\$ 402
Avivara 7-12	26	\$ 7836
Avivara University	3	\$ 2623
Becas Uspantan 7-12*	78	\$ 6365

\*Becas Uspantan is an affiliate program of Avivara providing junior high and high school scholarships in the Uspantan Quiche region of Guatemala.

### After-School Learning Centers



The two after-school learning centers that Avivara funds, one in San Pedro Las Huertas and the second in Zacatecas, are filled in the afternoons with students seeking help with their homework and being engaged in creative and critical thinking math and reading activities. These centers, which are staffed primarily by volunteers, served between 40-70 students each day.

## Program Achievements (Cont.)

### SAGE (Service & Study Abroad in Guatemala)

Our SAGE Program hosted a small, but passionate group of volunteers this year. They are listed below with their affiliations and the projects where they focused their energies:

**Jared Nelson:** Engineers without Borders, University of Alaska, evaluated possible engineering projects in several rural villages.

**Kris Homerding:** Engineers without Borders, University of Alaska, evaluated possible engineering projects in several rural villages.

**Marie Burns:** Science teacher, Patton Middle School, McMinnville, OR, conducted teacher workshops and prepared interactive science materials.

**Matthew Valerius:** Doctoral student in Education, University of Minnesota, worked as an intern with USAID and the Ministry of Education on teacher training and development.

**Tanja Schuon:** Licensed Physical Therapist, worked with patients at the Obras Sociales Herman Pedro Hospital and in the San Pedro Las Huertas After School Learning Center.



Also, in November, we welcomed members of the Miller Family from Anchorage, Alaska, who are shown here working with the students in our San Pedro Las Huertas After-School Program making Christmas wreaths.



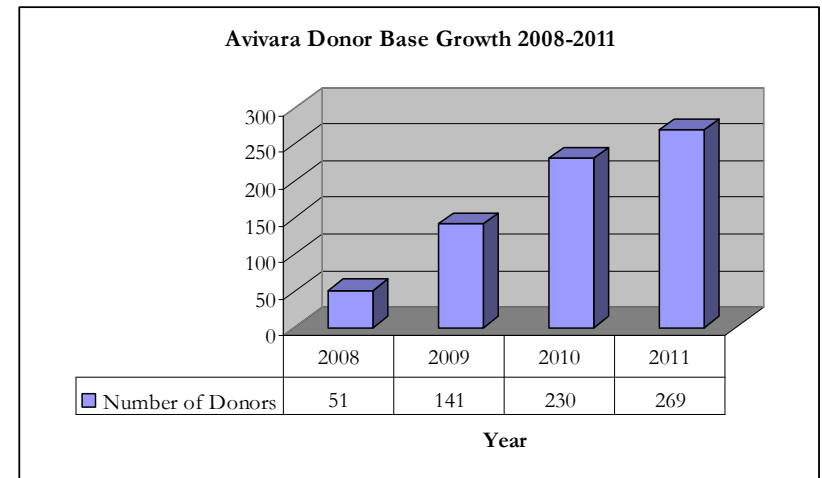
**“The doors we open and close each day determine the lives we lead.”**

**Flora Whittemore**

## Organizational Accomplishments

This being our fourth year in operation and having most of our major systems (accounting, charitable organization status, communications, etc.) well established, 2011 was a year when we focused mostly on building upon our past successes.

The first item of note was the continued growth of our donor base. This chart shows the increasing number of contributors who have supported our programs since our inception in 2008.



Not surprisingly, this increase in donors matches a similar growth pattern in visits to our website. The graph below shows a comparison of visits to our site made in 2010 (the orange line-5,262 visits) and the total number of visits in 2011 (the blue line-8,440 visits), an overall increase of 60.4%.



## ***Financial Reports***

For the fourth year in a row, Avivara did well financially. Highlights of 2011 included:

- ◆ Surpassing the milestone of **one-quarter of a million dollars** in total contributions since our incorporation in 2008.
- ◆ Surpassing more than **\$100,000** in total revenues in 2011.
- ◆ Surpassing the milestone of more than **1,000 contributions** since our inception in 2008, and
- ◆ Both Avivara (U.S.) and Asociación Avivará (Guatemala) finishing the year with appropriately modest surpluses.

While Avivara (US) and Asociación Avivará (Guatemala) are linked by a common philosophy and staff, they are actually two separate legal entities with two separate accounting systems. Thus, we are showing their Summary Profit & Loss Statements separately.

### **Avivara (U.S.) Summary Profit & Loss Statement**

	<u>Total</u>	<u>%</u>
<b>INCOME</b>		
Contributions	\$99,108	98.0%
Program Fees	\$550	0.5%
Other Revenues	\$1,434	1.4%
<b>Total Income</b>	<b>\$101,092</b>	<b>100.0%</b>
<b>EXPENSES</b>		
Distributions to Asoc. Avivara	<b>\$73,586</b>	80.0%
Distributions in Transit to Guatemala	\$8,135	8.8%
U.S. Purchases for Asoc. Avivara	\$1,572	1.7%
<b>Total Grants to Foreign Orgs.</b>	<b>\$83,293</b>	<b>90.6%</b>
Professional Services	\$198	0.2%
Business Operations	\$7,272	7.9%
Other Expenses	\$1,206	1.3%
<b>Total Expenses</b>	<b>\$91,969</b>	<b>100.0%</b>
<b>Net Surplus/Loss (U.S.)</b>	<b><u>\$9,123</u></b>	

To see more detailed financial information, including balance sheets, a detailed explanation of our financial reports, and our annual 990 report to the IRS, please visit our website at: <http://www.avivara.org/aboutus/financialreports.html>

When analyzed in greater detail by functional expense, our U.S. expenditures were distributed as follows:

- ◆ **Administration:** \$ 497, or **0.5%** of total expenditures.
- ◆ **Fundraising:** \$7,418, or **8.1%** of total expenditures.
- ◆ **Educational Programs:** \$84,055, or **91.4%** of total expenditures.



In Guatemala, Asociación Avivará utilized its revenues prudently and also operated at a modest surplus.

### **Asociacion Avivara (Guatemala) Summary Profit & Loss Statement**

	<u>Total</u>	<u>%</u>
<b>INCOME</b>		
U.S. Contributions	<b>\$73,586</b>	97.9%
Guatemala Revenues	\$1,573	2.1%
<b>Total Income</b>	<b>\$75,159</b>	<b>100.0%</b>
<b>EXPENSES</b>		
Salaries & Benefits	\$12,285	18.3%
Professional Services	\$1,028	1.5%
Facilities	\$6,482	9.6%
Business Operations	\$732	1.1%
Instructional Materials	\$26,076	38.8%
Scholarships	\$17,226	25.6%
Transportation & Delivery	\$3,456	5.1%
<b>Total Expenses</b>	<b>\$67,285</b>	<b>100.0%</b>
<b>Net Surplus/Loss (Guatemala)</b>	<b><u>\$7,874</u></b>	

When analyzed in greater detail and with expenses allocated by program area, our Guatemalan expenses were distributed as follows:

- ◆ **Administration:** \$2,444, or **3.6%** of total expenditures.
- ◆ **School Improvement Grants:** \$31,397, or **46.7%** of total expenditures.
- ◆ **Scholarships:** \$22,765, or **33.8%** of total expenditures.
- ◆ **After-School Learning Centers:** \$8,127, or **12.1%** of total expenditures.
- ◆ **SAGE Program:** \$2,556, or **3.8%** of total expenditures

## **Acknowledgments & Appreciation**

**“Teamwork is what allows common people to attain uncommon goals.”**

**Author Unknown**

In 2011, Avivara supported more schools, awarded more scholarships, and saw increased numbers of Guatemalan teachers and students achieve greater success in teaching and learning. That would have not happened without the collaborative efforts of a great number of people. Therefore, we want to extend our heartfelt appreciation to the following groups, businesses and individuals.

### **Our Individual Donors:**

To all our individual donors, large and small, thanks for opening your hearts (and your wallets) to give others a chance at a better education and life.

### **Our U.S. Board of Directors:**

Thank you for giving of your time and talents to oversee and guide our programs for another year.

G. David Austin, M.D., Outgoing Board President  
David Craig, Incoming Board President  
Mary Seymour-Austin, M.D. Board Vice-President  
Susan Clauson, Secretary  
Thomas W. Friedman, Treasurer & Legal Representative (U.S.)

### **Our Guatemala Board of Directors:**

Gustavo Valle, President & Legal Representative (Guatemala)  
E. Ann Austin, Vice-President  
Elsa Valle, Secretary  
Gary Teale, Treasurer  
Dr. Jose Golcher, M.D.  
Dra. Dalia Gonzalez, M.D.  
Sergio Rosales Pocon  
Francisco Yuc Chiquito  
Luis Yuc Chiquito

### **Community Groups, Foundations & Businesses:**

Ballard First Lutheran Church  
Brown Family Foundation  
D’Addario Co. Inc.  
Kemly Electric  
Microsoft  
Rotary Club of SW Pacific County  
Topanien Global Gifts  
Women’s Guild-United Methodist Church of Ocean Park

### **U.S. Schools:**

Bowman Elementary School, Anchorage, AK  
Archbishop Murphy High School, Everett, WA  
Jesuit High School, Beaverton, OR  
St. Anthony School, Renton, WA  
St. Bernadette School, Burien, WA  
St. Monica School, Mercer Island, WA  
Villa Academy, Seattle, WA

### **Volunteers of Note:**

Thank you to those volunteers who were energetic ambassadors for Avivara and hosted staff presentations or conducted LIFE events.

Catherine Austin  
David & Laurie Austin  
Marie Burns  
Ruth Carpenter  
Rosario Circosta  
Caroline Eddens & Patricia Kennish  
Faith Fogarty  
Tom & Cathy Miller  
Yudi Moir  
Delores Nims  
Peggy Prinz & David Lotz  
Penny Salus & Jared Rubin

### **Our Staff:**

Ann Austin, Associate Director  
Gary Teale, Executive Director  
Gustavo Valle, Director of Guatemala Programs

Finally, we offer special thanks and appreciation to those teachers of Guatemala who give their best to their students in spite of government indifference, substandard facilities, insufficient teaching materials and inadequate salaries.