Dear Friends and Supporters of Esperança,

This past March, I completed my first year as Esperança’s fifth CEO in our 45-year-old history. The one thing that has remained consistent through the years is our commitment to improving health and providing hope for families in the poorest communities of the world. With your help we were able to serve thousands of people with our clean water, food security and nutrition, housing, surgical and health projects.

A few of this past year’s highlights include:

- Finalizing our plans to begin sending surgical teams to Abancay, located in the Andes Mountains of Peru.
- Strengthening our Board of Directors with 26 members representing the medical, dental, public health, nutrition, pharmaceutical, legal, finance, marketing, engineering, technology and human resource professions. Their experience and commitment to the Board’s governance and fundraising will truly enable us to fulfill our mission and increase our ability to reach across the globe.
- Shipping two 40-foot containers loaded with much-needed medical supplies and equipment to Nicaragua due to the generous support of donors, physicians, clinics, hospitals and medical suppliers.

This Annual Report is the story of your donations at work around the world. Some examples include:

- Our volunteer surgical teams performed 444 life-saving surgeries and 906 consultations for rural villagers; the value of these donated medical services totaled $2,018,749.
- We shipped $2,680,693 worth of needed medical goods to local clinics and hospitals in Nicaragua.
- Preventive health education reached 157,322 men, women and children who attended workshops on important health issues such as malaria, HIV/AIDS, Chagas Disease, respiratory infections, diarrheal diseases and maternal and infant health.
- Nutrition and income generation were improved for 3,447 farmers by providing them with training and supplies to plant high value crops like quinoa, or start chicken or pig microbusinesses. In addition, we provided emergency food to 8,019 people who lost their crops and livestock in the drought.

In the United States, we provided health education and prevention services to 3,183 individuals.

Gratefully,

James Hoyt, President & CEO
To us a financial commitment to Esperança is more than dollars and cents, it’s about transforming lives. We believe Esperança is the embodiment of the ideal that true greatness is determined by one’s willingness to serve. By that measurement Esperança is truly great.
– Frank & Margie Camacho

Esperança’s evidence-based and culturally appropriate preventative health education aligns perfectly with our Foundation’s funding strategy to improve community health and quality of life through prevention, education, and awareness.
– Mary Thomson, Vice President
BHHS Legacy Foundation

The Relationship of Saint Thomas the Apostle Parish with Esperança extends back to 1980. The compelling reason we value this relationship lies in the fact that the mission and projects of Esperança align fully within the Church’s mission and teachings about the sanctity of life. We warmly encourage other Catholic communities to consider a partnership with Esperança.
– Father James Chelich
St. Thomas the Apostle Parish
Grand Rapids, Michigan

Esperança does significant work to benefit patients around the globe, especially in underserved communities where support is needed most. Stryker shares Esperança’s mission to increase access to healthcare, and we’re honored to help advance their effort. Together, we can make a difference.
– Brian White, President
Stryker Sustainability Solutions

These testomaries come from our four main funding sources – individuals, churches, foundations and corporations. No matter which category your support comes from, together, WE will work to bring hope to as many families as possible. We can only do this with the blessings and continued support of YOU, our donors, who have embraced the mission of Esperança. We thank you on behalf of the families we serve!
– James Hoyt, President & CEO
**2015 Financials**

### Sources of Revenue

- **Donated Services** - 36%
  - $2,018,749
- **Contributions** - 15%
  - $866,931
- **Interest and Dividends** - 1%
  - $85,796
- **Donated Materials** - 47%
  - $2,680,693

- **Grants**
  - $52,250
- **Wills & Bequests**
  - $12,478
- **Special Events**
  - $9,021
- **Miscellaneous**
  - $1,201

**Total Percentage** - 1%

### Use of Funds

- **92%** Programs
- **8%** Fundraising Administrative Costs

Esperança operated with just 8% program, fundraising, administrative costs, so that 92% of revenue is invested directly into our programs.

### Financial Summary

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Income</td>
<td>$5,636,648</td>
</tr>
<tr>
<td>Total Program Expenses</td>
<td>$5,434,205</td>
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<tr>
<td>Total Fundraising Expenses</td>
<td>$238,198</td>
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<tr>
<td>Total Administrative Expenses</td>
<td>$228,722</td>
</tr>
<tr>
<td>Total Beginning of Year Net Assets</td>
<td>$4,042,080</td>
</tr>
<tr>
<td>Total End of Year Net Assets</td>
<td>$3,777,603</td>
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</tbody>
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Chairman
Mark Williams, J.D.

Vice Chair And Secretary
Rosary Hernandez, J.D.

Treasurer
Jeremy Smith C.P.A.

Members-at-Large
Monica Coury
Robert Craig, Pharm.D.
Kayte del Real
Ora D. Fant, Ph.D.
James Foltz, M.D.
Max Fose
Chelsea Gaberdiel, J.D.
Dale Gray
Mistie Hague Weishaar
Jennifer Holsman Tetreault, J.D.
Mary Jacobs
Martin Johnson, M.D., M.P.H.
Mark Jones
William Kohl
Julie Kurtz, M.S., R.D., C.D.E.
Veronica Perez, M.P.H.
Rex Ragsdale, M.D.
Gregory Simpson
Anthony Smith, M.D.
Kenady Sorenson
Jorge Alberto Suarez
Francisco Tort
David Upjohn
Stephanie Viviano

Mission
Improving health and providing hope for families in the poorest communities of the world through sustainable disease prevention, education and treatment.

Vision
A world where communities across the globe, have the tools, training and support to achieve optimal health through access to: clean water, safe housing, nutritious food and disease prevention, education and treatment.

Values
Concern for the poor and vulnerable
Sound stewardship-fiscal responsibility
Dignity of the human person

Compassion
Transparency
Efficiency
Effectiveness
Synergy with partners
Authentic communication
Dedication
For forty-six years, Esperança has been providing health and hope.

*Current program locations

- *Phoenix, AZ
- *Mexico
- Guatemala, Belize, El Salvador, Honduras, *Nicaragua
- *Peru
- *Bolivia
- Brazil
- *Mozambique
- St. Lucia
- China
- Brazil
- Guinea Bissau
- *Mexico
- *Phoenix, AZ
- *Bolivia
- *Nicaragua
- *Peru
- *Mozambique