

MATTER®

A Look Back

2018 ANNUAL REPORT



A LOOK BACK

MATTER exists for one simple reason: people matter. And because people matter, they should be given every chance to live a full and healthy life. That's why our mission is to move people forward by eliminating barriers to a healthier life, whether they live in Minnesota, throughout the United States, or in one of the 30+ countries MATTER is privileged to work in.

In 2018, over 3.5 million people worldwide were impacted with better health through MATTER's hospital & clinic, agriculture, healthy food, and educational programs. Of course, we didn't make that kind of impact on our own. It was the result of collaborating with dozens of the most philanthropic companies in the Twin Cities who supported our programs; partnering with generous hospitals and organizations that donated medical equipment and supplies; coming alongside numerous community partners who work tirelessly on the front lines to help children and families; and recruiting more than 7,000 volunteers to participate in various MATTER events and activities.

Let me share a few highlights from 2018:

THREE-YEAR STRATEGIC PLAN

At the end of 2018, we saw the successful culmination of our three-year strategic plan, that began in 2016, to increase access to health for 10 million people worldwide. As a team of problem solvers, innovators, dreamers and doers, we not only met our goal, but exceeded it! By working together with our donors, partners, and volunteers, more than 11 million people were impacted with health and hope during the three-year period.

MATTERbox

More than 200,000 children and families were impacted in 2018 with healthy food and nutrition education through our MATTERbox program, helping them take steps toward a healthier life.

In addition, we expanded our impact by introducing the MATTERbox DIY Kit, making it possible for organizations throughout the country to hold a MATTERbox packing event at a time and place convenient for them. Utilizing this new MATTERbox DIY approach, we partnered with General Mills, holding events on 50 college campuses nationwide. As a result, approximately 30,000 healthy MATTERbox snack packs were packed and distributed in local communities across the U.S.!

HOSPITAL & CLINIC

In 2018, 37 containers of medical equipment and supplies were shipped overseas, providing hospitals and clinics on the front lines of scarcity and who lack quality healthcare, with the tools they need to care for the sick and injured with the dignity they deserve. Nearly 1.7 million people were impacted through this program worldwide, including in some of the hardest to reach parts of the world.

In Zimbabwe, we renovated a rural maternity clinic in Lukosi and a hospital in Victoria Falls. At both locations, we also established nutrition gardens to supply maternity patients with nutritionally dense food, and also to serve as demonstration gardens for the surrounding communities. A ceremony to celebrate the Victoria Falls Hospital renovation in July was attended by several dignitaries, including the Minister of Health and the First Lady of Zimbabwe.

AGRICULTURE

MATTER organized the first international farming conference at the Gorgui Dieng Center for Agricultural Excellence in Kebemer, Senegal, in the summer of 2018. A huge success, it brought together speakers and farmers from six countries to strategize on best practices for farming in desert climates.

EDUCATION

We introduced the MATTER Innovation Hub (MIH), a 21st century classroom designed within a shipping container, retrofitted with solar power and able to be deployed anywhere in the world. Using Apple technology, the MIH offers some of the world's most disadvantaged youth a chance to compete in tomorrow's world, opening doors of opportunity that will allow them to make healthier and more fulfilling choices in their lives.

As we reflect on our accomplishments, I remain thankful for the MATTER team and its dedication to ensuring that so many people have a chance at a healthier life. I also want to thank our donors, corporate and program partners, volunteers and our board of directors, for making this rewarding work possible.

With gratitude,



Quenton Marty
President

you matter.TM



OUR MISSION

Moving people forward by eliminating barriers to a healthier life.
We provide the start, inspiration, and passion that create momentum.

FINANCIAL RESPONSIBILITY

MATTER is committed to modeling and maintaining the highest standards in our work, including our commitment to financial responsibility, transparency and accountability. You may view our full audited financial statements at www.matter.ngo. MATTER complies fully with federal and state charitable solicitation requirements, is a recognized four-star charity from Charity Navigator.

STATEMENT OF FINANCIAL POSITION

Current Assets	\$566,891
Accounts Receivable	452,881
Other Current Assets	116,015
Total Current Assets	1,135,787
Total Fixed Assets	103,943
Donated Inventory	3,716,239
Trademark - Branding	59,707
Accumulated Depreciation	(173,039)
Leasehold Improvements	82,790
Total Assets	4,925,426
Current Liabilities	\$18,864
Accounts Payable	75,462
Other Current Liabilities	141,986
Total Liabilities	236,311
Temporary Restricted Net Assets	242,296
Unrestricted Net Assets	4,362,646
Net Income	84,172
Total Equity	4,689,114
Total Equity & Liabilities	4,925,426

PROGRAM SUSTAINABILITY

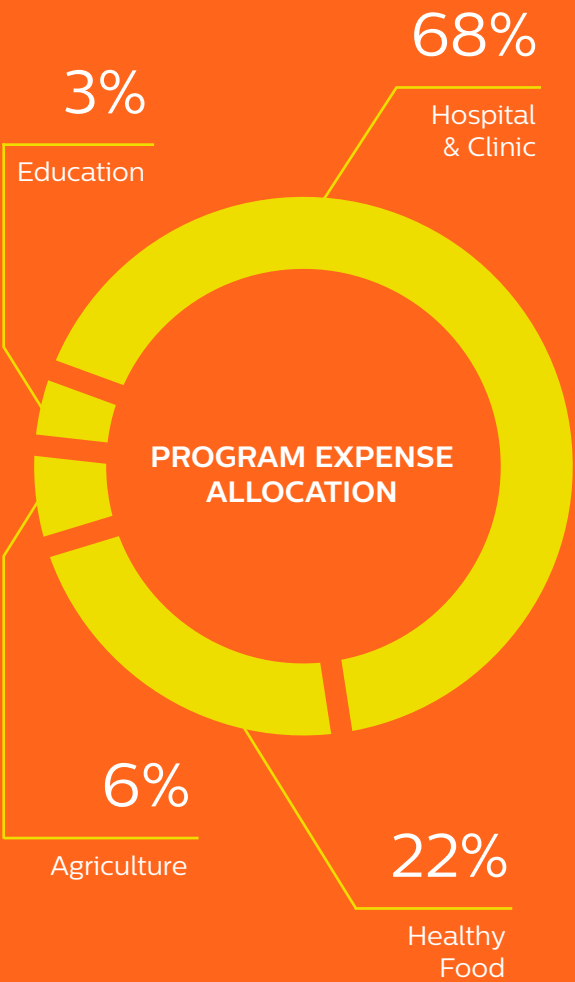
\$4.1M

Total Donor & Partner Cash Revenue

RESOURCE DISTRIBUTION

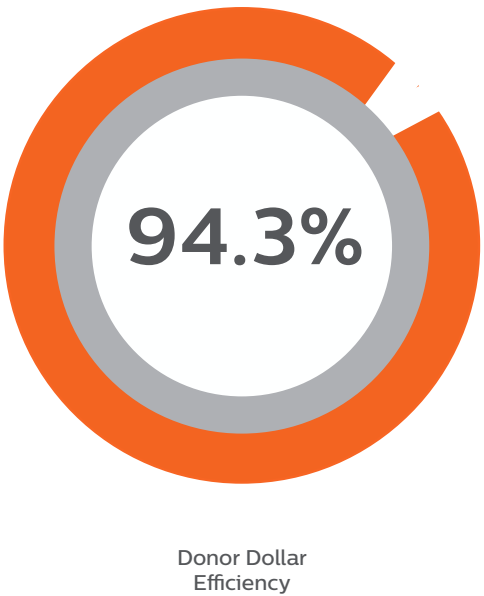
\$20M

Total Restorative Aid Distributed



STATEMENT OF ACTIVITIES

REVENUE AND SUPPORT	2018	2017	% CHANGE
Corporation	\$925,273	\$818,696	13%
Churches & Organizations	300,183	145,338	107%
Individuals	1,362,986	1,365,708	0%
Foundations & Grants	1,135,393	825,199	38%
Total Contributions	3,723,836	3,154,941	18%
Partner Agency Fees	\$3,500	7,510	-53%
Shipping & Handling	105,608	218,859	-52%
Earned - Acquisitions	250,735	193,300	30%
Federated Campaigns	15,015	30,078	-50%
Investment and Other Income	2,345	11,218	-79%
Total Donor & Partner Cash Revenue	4,101,038	3,615,905	13%
Non-Cash Donations, Gift-In-Kind (GIK)	20,151,990	18,883,738	7%
Total Support & Revenue	24,253,028	22,499,643	8%
EXPENSES	2018	2017	% CHANGE
Program Services	\$2,638,192	\$2,072,124	27%
Resource Distribution	20,151,990	20,424,351	-1%
Management & General	549,618	603,879	-9%
Fundraising	828,706	779,437	6%
Total Expenses	24,168,506	23,879,791	1%



13%

Total Donor & Partner Cash Revenue growth over prior year

5.7%

Administration & Fundraising percentage of expenses

*Unaudited Financials. Full audited financials will be available on the MATTER website when available.



WE ARE MATTER.

Our team is made up of bold, imaginative, and charismatic individuals who believe that no challenge is too big. We may be small in number, but we’re trying to do mighty things in the world.

OUR BOARD

- Michael Ackmann**
Former Managing Partner
Ackmann & Dickenson

Casey Carl
MATTER Board Chair
Former Chief Innovation & Strategy Officer
Target Corp.

Jay Deverell
Chief Operating Officer
Wholesale Banking
TCF Bank

Devin Doyle
Vice President of Construction
Wildamere Capital Management, LLC
- Amanda Escen**
MATTER Board Secretary
Accounting and Reporting Manager
Educational Credit Management Corporation

Pete Goddard
CEO
Deephaven Data Labs

Tami Hedrick
Director of Women's Initiatives,
Strategic Development & Cheerleading
Minnesota Vikings

Derrick Johnson
Director, Commercial Banking Team Leader
BMO Harris Bank

- Chipo Mtasa**
Managing Director
Tel One Pvt. (Zimbabwe)

Shelly Nelson
Vice President of Marketing
Cambria

Mike Olson
MATTER Board Treasurer
Former Executive Vice President
& Chief Financial Officer of Retail Banking,
TCF Bank

Mark Pletts
Managing Member/Principal
Waypoint Capital Advisors, LLC
- Steve Ryan**
Partner
Briggs & Morgan, P.A.

Mike Tamte
Executive Chairman
EVEREVE

Dr. Christopher Tashjian
Partner
Vibrant Health Family Clinics

Ellie Zuehlke
Community Benefit & Engagement Director,
Allina Health

Former Board Members Who Served In 2018

- Karen Brown**
President, Edge Brown Consulting

Megan Doyle
Co-Founder, MATTER

Julie Flaherty
Attorney at Law

Brian Numainville
Principal, Retail Feedback Group
- Quenton Marty**
President

Jeremy Newhouse
Senior Vice President of Operations

Victor Salamone
Vice President of Business Operations
- Auditor
Thomas Johnson
Partner, Boulay P.L.L.P.

LEADERSHIP

**you
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