

a look back



A LOOK BACK

YOU MATTER. Two simple words with the power to change the world. At MATTER, we see this power come alive when people believe they matter and realize they have a unique, vital role in finding solutions to some of the biggest problems today. These dreamers and doers have big ideas for how they want to impact their communities. MATTER is privileged to come alongside these world-changers to kick-start their big ideas, helping them turn their dreams into reality.

In 2019, throughout twenty-one countries, the message of “you matter” rang out loud and clear. Our amazing donors, partners, supporters, and suppliers here in the U.S. and around the globe, believing the message for themselves, took it to heart, delivering health and hope to over two million people worldwide through healthy food, innovative education, refurbished hospitals, and life-giving nutrition gardens.

Let me share a few highlights from 2019:

MATTERbox

Our remarkable volunteers, over six thousand strong, packed and distributed more than 177,000 meals, using MATTERbox meal kits and snack packs, to children and families throughout the country experiencing food insecurity.

Additionally, we launched You MATTER Cooking, an online cooking resource featuring healthy recipes used in conjunction with our MATTERbox meal kits. Created primarily for youth, You MATTER Cooking was successfully implemented in classrooms, offering students a fun way to learn basic cooking skills while mastering healthy and delicious tasting recipes.

HOSPITAL & CLINIC

In 2019, working with our partners, we shipped 49 containers of medical equipment and supplies to hospitals and clinics on the front lines of scarcity and lacking quality healthcare in 21 countries, providing them the tools they need to care for the sick and injured with the dignity they deserve. Over two million people were impacted through this program worldwide.

In Arusha, Tanzania, we celebrated the opening of its first maternity and pediatric hospital. The state of the art, three-story, 60-bed hospital was made possible by MATTER donors and supporters.

AGRICULTURE

MATTER facilitated the second Regenerate Senegal agricultural conference at the Gorgui Dieng Center for Agricultural Excellence in Kebemer, Senegal. Several international experts in a variety of agricultural fields traveled to Senegal to spend the week with 50 farmers from Senegal, Liberia, and Zimbabwe to strategize on best practices for farming in desert climates.

The nutrition garden on the grounds of the Victoria Falls Hospital, Zimbabwe, continued to flourish. Established in 2018, it was originally slated to feed expectant and new mothers. But the garden has been so productive that it's now able to feed all hospital patients. In 2019, under the attentive care of the garden's manager, the garden yielded enough vegetables for over 4,300 meals for the hospital!

EDUCATION

The first MATTER Innovation Hub (MIH) became a reality in Victoria Falls, in 2019. Using Apple products and curriculum to teach coding skills combined with a student-centered, forward-thinking approach to education, the MIH offers some of the world's most disadvantaged youth a chance to compete in the high-tech world of tomorrow. The lead facilitator, Aubrey Chiwundura, was the first person in Zimbabwe (and possibly in all of Africa) certified by Apple to teach their exclusive curriculum of coding using robotic balls, drones, and physical and virtual coding blocks.

All this happened because people believed they mattered, believed their actions mattered, and believed others mattered.

It takes a lot of dedication, collaboration and hard work to create impact on this scale. I am extremely thankful to MATTER's donors, corporate and community partners, volunteers, and Board of Directors for bringing these big ideas to life so people here and around the world can live the full and healthy lives they deserve.

With gratitude,



Quenton Marty
President

you matter.[®]



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, and is a recognized four-star charity from Charity Navigator.

STATEMENT OF FINANCIAL POSITION

Current Assets	\$ 641,611
Accounts Receivable	374,996
Other Current Assets	-
Total Current Assets	1,016,607
Total Fixed Assets	95,563
Depreciation Expense	(21,743)
Donated Inventory	6,415,086
Total Assets	7,505,513
Accounts Payable	\$ 105,247
Other Current Liabilities	13,971
Total Current Liabilities	119,218
Deferred Rent	36,097
Total Long Term Liabilities	36,097
Temporary Restricted Net Assets	917,257
Unrestricted Net Assets	6,432,941
Total Equity	7,350,198
Total Liabilities & Equity	7,505,513

PROGRAM SUSTAINABILITY

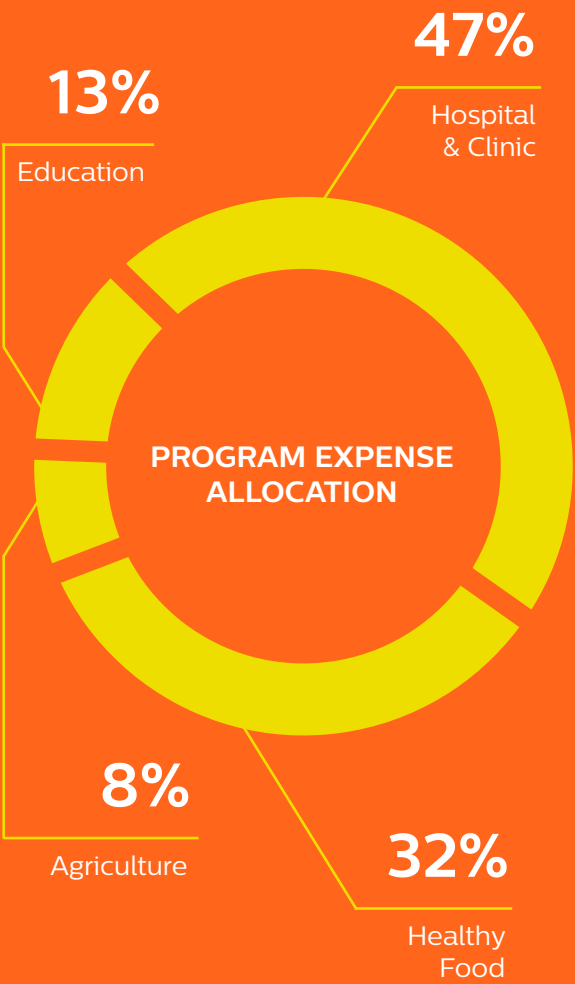
\$3.4M

Total Donor & Partner Cash Revenue

RESOURCE DISTRIBUTION

\$22.7M

Total Restorative Aid Distributed



STATEMENT OF ACTIVITIES

REVENUE AND SUPPORT	2019	2018	% CHANGE
Corporation	\$ 481,039	\$ 925,273	-43%
Churches & Organizations	352,690	300,183	17%
Individuals	1,249,148	1,362,986	-8%
Foundations & Grants	1,026,676	1,135,393	-10%
Total Contributions	3,109,553	4,723,836	-16%
Partner Agency Fees	-	3,500	-100%
Shipping & Handling	-	105,608	-100%
Earned - Acquisitions	306,996	250,735	22%
Federated Campaigns	12,078	15,015	-20%
Interest from Savings Account	1,417	2,345	-40%
Total Donor & Partner Cash Revenue	3,430,044	4,101,038	-16%
Non-Cash Donations, Gift-In-Kind (GIK)	25,354,591	20,151,990	26%
Total Support & Revenue	28,784,635	24,253,028	19%
EXPENSES	2019	2018	% CHANGE
Program Services	\$ 2,532,988	\$ 2,638,192	-4%
Resource Distribution	22,765,965	20,151,990	13%
Management & General	607,091	549,618	10%
Fundraising	518,100	828,706	-37%
Total Expenses	26,424,144	24,168,506	9%



19%

Total Support & Revenue growth over prior year

4%

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
Founder & Managing Partner
A&D Holdings LLC

Casey Carl
MATTER Board Chair
CEO & Founder
North Coast Ventures

Jay Deverell
MATTER Board Treasurer
COO - Wholesale Banking
TCF Bank

Devin Doyle
VP of Construction & Development
Wildamere Capital Management, LLC

Amanda Escen
MATTER Board Secretary
CFO - COO
Castalian Partners

Pete Goddard
CEO
Deephaven Data Labs

Tami Hedrick
Director, Women's Initiatives
MVC Head Coach
Minnesota Vikings

Derrick Johnson
Director, Commercial Banking
BMO Harris Bank

Chipo Mtasa
Managing Director
Tel One Pvt. (Zimbabwe)

Shelly Nelson
VP of Marketing
Cambria

Mark Pletts
Managing Member/Principal
Waypoint Capital Advisors, LLC

Jessica Roe
Attorney
Roe Law Group

Steve Ryan
Partner-in-Charge
Taft Stettinius & Hollister LLP

Mike Tamte
Executive Chairman
EVEREVE

Dr. Christopher Tashjian
Partner
Vibrant Health Family Clinics

Ellie Zuehlke
Director, Community Benefit & Engagement
Allina Health

Former Board Members
Who Served In 2019

Mike Olson
Former Executive VP & CFO of Retail Banking
TCF

LEADERSHIP

Quenton Marty
President

Jeremy Newhouse
Senior Vice President of Operations

Victor Salamone
Vice President of Business Operations

you matter.
you matter.
you matter.
you matter.
you matter.



MATTER®