

A look back



A LOOK BACK

2020 was a challenging year for all of us. At MATTER, we learned that challenges make us more imaginative and resilient. Our mission is to help people launch projects that improve communities. When we realized the global pandemic could threaten that mission, we found innovative ways to continue to move it forward, bringing hope to people next door and around the world.

Most importantly, the team recognized that MATTER's sustainability as an organization was paramount to improving communities for years to come. So, we formed a social enterprise team that went to work finding ways to generate revenue to cover MATTER's operating expenses. Previously, we were dependent on annual fundraising events to cover those expenses. Donor dollars already go far at MATTER with 98% of every dollar going to our projects. However, our team is making a way that 100% of donor dollars will go toward projects and the people we serve around the world. I'm happy to report that we're on pace to accomplish this goal in 2021!

Let me share a few highlights from 2020:

MATTERbox

When the pandemic hit, families that were already suffering from food insecurity found themselves in even greater crisis. Our community partners and those on the front lines of the COVID crisis were in dire need of our support. In response, we created the MATTERbox Volunteer Kit as a way to continue to supply our partners with the healthy food they so desperately needed. With quarantine restrictions in place, the Volunteer Kit allowed our corporate volunteers to pack healthy snack packs in the safety of their homes. But it wasn't just corporate volunteers who responded. Hundreds of individuals, families and small groups bought their own MATTERbox Volunteer Kits to pack and distribute healthy food into their communities. In all, MATTER was able to provide over 212,885 healthy meals to community organizations across the nation.

HOSPITAL & CLINIC

2020 provided an unusual opportunity for MATTER to serve our local hospital partners. Typically, they donate their medical excess to MATTER, which we then ship to hospitals and clinics overseas. When COVID hit, we were able to return the favor by supplying our local hospital partners with PPE, hospital beds and other essential medical supplies they needed for treating COVID patients.

MATTER was also able to assist our hospital and clinic partners overseas by sending more than 80 shipments of medical equipment and supplies, including essential PPE, to 21 countries.

Repurposing medical waste in this manner not only helped hospitals worldwide deal with the COVID crisis, but it also helped our environment. In 2020, MATTER was able to save 1.5 million pounds of medical waste from going into landfills. That's a win-win for everyone!

AGRICULTURE

In 2020, we partnered with our friend and donor Sandi Young to begin the Chaya Tree Project in Zimbabwe. Chaya is one of nature's most nutritious plants. It's also one of the hardiest, capable of surviving in the harshest of conditions, including drought. Chaya produces high yields and is easily propagated. In short, the Chaya tree offers the food and nutrition that communities in Zimbabwe desperately need. Our Chaya Tree Project kicked off at the end of 2020 with the goal of planting 15,000 trees in the country. Our supporters stepped up, as they always do, and I'm happy to say we far surpassed that goal. In 2021, our goal is to plant 100,000 trees to help combat malnutrition in Zimbabwe.

EDUCATION

In 2020, COVID significantly delayed the participation and expansion of the MATTER Innovation Hub as each school district and country implemented lockdowns, curfews, and school closures to limit the effect of the pandemic. As students return to classrooms in 2021, the need is more pressing than ever to accelerate student-centric learning opportunities that can utilize technology in the classroom.

We don't want to forget the important lessons we learned throughout the challenging year of 2020. As a team, we're stronger, more resilient, and more determined than ever to help people launch projects that improve communities. I am extremely thankful to MATTER's donors, corporate and community partners, volunteers and Board of Directors for their continued support of MATTER. I am convinced the best is yet to come!

With gratitude,



Quenton Marty
President

you matter.[®]



OUR MISSION

**We help people launch projects
that improve communities.**

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 recognized as a four-star charity by Charity Navigator.

STATEMENT OF FINANCIAL POSITION

Current Assets	\$ 1,157,203
Accounts Receivable	180,769
Inventory	4,593,787
Other Current Assets	-
Total Current Assets	5,931,759
Fixed Assets	243,556
Depreciation Expense	(196,894)
Total Fixed Assets	46,661
Total Assets	5,978,420
Accounts Payable	\$ 90,573
Other Current Liabilities	35,613
Total Current Liabilities	126,186
Deferred Rent	30,300
Long Term Debt	147,614
Total Long Term Liabilities	177,914
Total Liabilities	304,100
Temporary Restricted Net Assets	554,472
Unrestricted Net Assets	5,119,848
Total Equity	5,674,320
Total Liabilities & Equity	5,978,420

ORGANIZATION SUSTAINABILITY

\$4.3M

Total Donor & Partner Cash Revenue

RESOURCE DISTRIBUTION

\$33.4M

Total Restorative Aid Distributed



STATEMENT OF ACTIVITIES

REVENUE AND SUPPORT	2020	2019	% CHANGE
Corporation	\$ 602,355	\$ 481,039	25%
Churches & Organizations	90,291	352,690	-74%
Individuals	1,070,819	1,249,148	-14%
Foundations & Grants	447,300	1,026,676	-56%
Total Contributions	2,210,765	3,109,553	-29%
Partner Contribution	1,116,700	-	N/A
Earned - Acquisitions	748,955	306,996	144%
Federated Campaigns	9,947	12,078	-18%
Interest from Savings Account	5,726	1,417	304%
Other Income	238,923	-	N/A
Total Donor & Partner Cash Revenue	4,331,016	3,430,044	26%
Non-Cash Donations, Gift-In-Kind (GIK)	31,232,450	25,354,591	23%
Total Support & Revenue	35,563,466	28,784,635	24%

EXPENSES	2020	2019	% CHANGE
Project Services	\$ 2,717,952	\$ 2,532,988	7%
Resource Distribution	33,353,870	22,765,965	47%
Management & General	578,298	607,091	-5%
Fundraising	277,810	518,100	-46%
Total Expenses	36,927,930	26,424,144	40%



24%

Total Support & Revenue growth over prior year

2%

Administration & Fundraising percentage of expenses



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**
Co-Founder & CEO
Artisan Venture Lab
- Casey Carl**
Chief Omni Strategy and Operations Officer
Walmart
- Jay Deverell**
COO – Wholesale Banking
TCF Bank
- Devin Doyle**
MATTER Board Treasurer
VP of Construction & Development
Wildamere Capital Management, LLC

- Amanda Escen**
MATTER Board Chair
Investment Operations Manager
ECMC Group, Inc.
- Pete Goddard**
CEO
Deephaven Data Labs
- Brad Hibbs**
VP, Agricultural Supply Chain North America
Cargill
- Derrick Johnson**
Group Manager
Huntington Bank

- Roger McCabe**
Co-Founder
Roger & Nancy McCabe Foundation
- 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**
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Taft, Stettinius & Hollister LLP
- Mike Tamte**
Executive Chairman
EVEREVE
- Dr. Christopher Tashjian, MD, FAAFP**
Partner
Vibrant Health Family Clinics

- Ellie Zuehlke**
Director, Community Benefit & Engagement
Allina Health
- Former Board Members
Who Served In 2020**
- Tami Hedrick**
Former Director, Women's Initiatives/MVC Head Coach
Minnesota Vikings

LEADERSHIP

- Quenton Marty**
President
- Jeremy Newhouse**
Senior Vice President of Operations
- Victor Salamone**
Vice President of Revenue Operations

you matter.
you matter.
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