

# *A look back*



# you matter.

## A LOOK BACK

2022 was an exciting year for MATTER. We began a three-year strategic plan centered around our new vision of reinventing a self-sustaining model of charity that inspires people to action for good. Primary to this vision is MATTER 360. In 2022, we repurposed more than 3.4 million pounds of medical equipment and supplies, 94% of which was distributed to our hospital and clinic partners worldwide and 5% of which was remarketed via sales channels to support MATTER's projects and operations. This first full year of implementing our new vision has positioned us well to achieve our goal of being 100% self-sustaining by the end of 2024.

2022 also saw an expansion of our work in Zimbabwe. My colleague Jeremy Newhouse and I spent most of the year there, along with our families, so we could work closely with our trusted partners on the ground to ensure our strategic goals are being met. Zimbabwe has become an incubator of sorts for innovative ideas and initiatives that we believe can be replicated to improve communities throughout Africa. These initiatives include improving rural healthcare, establishing Chaya cooperatives for women, developing career readiness and job opportunities for students, and launching microbusinesses that help families and communities gain economic sustainability.

Crucial to the success of the microbusiness initiatives is the Shamwari Center in Victoria Falls. Built in 2021 to honor Dennis Doyle, one of MATTER's founders, the Shamwari Center serves as a place where collaboration and commerce come together for the good of the community. In November, the Shamwari Center welcomed MATTER partner, Tradition Capital Bank, as it held its first annual Business as Mission conference there. The results from the conference have set the stage for exciting expansion of microbusiness development in 2023.

Domestically, we partnered with 75 companies nationwide to help them provide over 300,000 beneficial meals to communities in 49 states through MATTERbox packing events.

Here are a few other project highlights from this remarkable year:



## MATTERbox

MATTERbox Volunteer Kits have become a successful vehicle for companies seeking to engage their employees in meaningful, fun, team building and community outreach events. In 2022, 75 corporate partners held 83 employee packing events, providing 307,738 beneficial meals to communities in 49 states.

## HOSPITAL & CLINIC

89 shipments of medical equipment and supplies, farm equipment and food were sent to 16 countries. These efforts resulted in saving more than 3.4 million pounds of medical equipment and supplies from landfills.

## AGRICULTURE

In 2022, we launched Phase 2 of the Chaya Tree Project by establishing several women's farming cooperatives as pilots for a larger initiative that will begin in 2023. 345 women were trained on how to grow, propagate, and cook Chaya, as well as how to use Chaya as a source of income for their families.

## EDUCATION

2022 saw the MATTER Innovation Hub (MIH) program expand into job creation with the launch of a year-long professional development course for MIH graduates in Zimbabwe. Designed in partnership with Jamf, the career readiness course will equip these students for possible internships with Jamf and other U.S. companies, with the goal of obtaining full-time remote work.

We are incredibly proud of these achievements and grateful to the more than 10,000 volunteers who helped make it possible. A huge thank you also to our incredibly generous and faithful donors and supporters who entrusted us to help them launch these life changing initiatives that are improving communities here and around the world.

With gratitude,

Quenton Marty  
President, MATTER

**2022** BY THE NUMBERS

**3.4M**

LBS OF MEDICAL RESOURCES  
SAVED FROM THE LANDFILL

**89**

PROJECT  
SHIPMENTS

**4,913**

VOLUNTEER  
KITS

**75**

CORPORATE  
PARTNERS

**278**

SUITCASE  
MISSIONS

**3.9 MILLION**

PEOPLE IMPACTED

**10,530**

VOLUNTEERS

**13**

INNOVATION  
HUB SITES

**7,680**

CHAYA TREES PLANTED

**18**

COUNTRIES

- AFGHANISTAN
- BOLIVIA
- CUBA
- DOMINICAN REPUBLIC
- ETHIOPIA
- GUATEMALA
- HAITI
- KENYA
- LIBERIA
- MAURITANIA
- MOZAMBIQUE
- SENEGAL
- SRI LANKA
- TANZANIA
- UGANDA
- UKRAINE
- USA
- ZIMBABWE

**307,738**

HEALTHY MEALS

**3,973**

MIH STUDENTS



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](http://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	\$ 1,846,474
Accounts Receivable	248,937
Inventory	10,746,717
Other Current Assets	-
Total Current Assets	12,842,128
Fixed Assets	956,152
Depreciation Expense	(209,478)
Total Fixed Assets	\$746,674
Total Assets	\$ 13,588,802

Accounts Payable	\$ 87,492
Current Portion of Operating Lease Liability	12,200
Current Portion of Finance Lease Liability	87,492
Other Current Liabilities	230,131
Total Current Liabilities	417,315
Long Term Debt	150,000
Operating Lease Liability	561,570
Finance Lease Liability	45,176
Total Long Term Liabilities	756,746
Total Liabilities	1,174,061
Restricted Net Assets	1,208,683
Unrestricted Net Assets	11,206,058
Total Equity	12,414,741
Total Liabilities & Equity	\$ 13,588,802

### ORGANIZATION SUSTAINABILITY

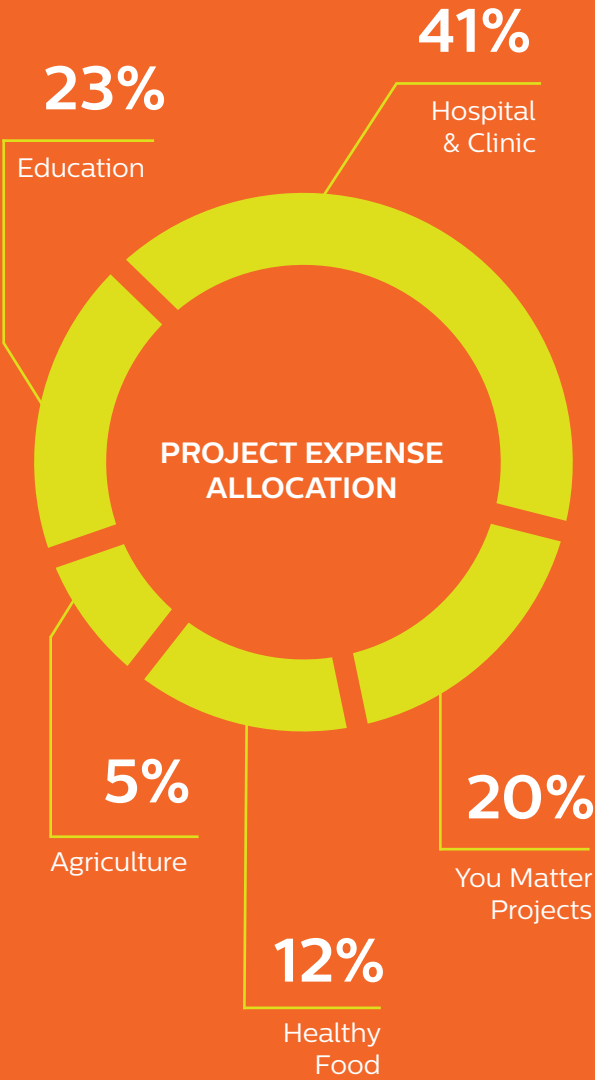
\$8.4M

Total Donor & Partner Cash Revenue

### RESOURCE DISTRIBUTION

\$32.6M

Total Restorative Aid Distributed



## STATEMENT OF ACTIVITIES

REVENUE AND SUPPORT	2022	2021	% CHANGE
Gift-In-Kind Donations	\$ 35,801,774	\$ 41,013,527	-13%
Cash Contributions	6,112,924	3,559,681	72%
MATTER 360 Revenue	2,318,640	1,590,084	46%
Total Contributions	44,233,338	46,163,292	-4%

EXPENSES	2022	2021	% CHANGE
Project Expenses	\$ 8,015,201	\$ 3,325,385	141%
Resource Distribution	32,640,414	38,414,277	-15%
Management & General	834,376	613,632	36%
Fundraising	950,176	612,735	55%
Total Expenses	42,440,167	42,966,029	-1%



72%

Cash Contributions Growth over Prior Year

4%

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**  
Former EVP Omni Strategy & Operations Officer  
Walmart
- Sara Charai**  
Executive Director, Supply Chain Operations  
Cleveland Clinic
- Jay Deverell**  
President  
TCF Inventory Finance

- Devin Doyle**  
**MATTER Board Treasurer**  
President  
Wildamere Capital Management, LLC
- Amanda Escen**  
**MATTER Board Chair**  
Chief Operating Officer  
University of Minnesota Foundation  
Investment Advisors
- Pete Goddard**  
CEO  
Deephaven Data Labs

- Aaron Johnson**  
Chief Executive Officer  
Twin Cities Orthopedics
- Derrick Johnson**  
Group Manager  
TCF/Huntington
- Meg Martin**  
VP, Senior Wealth & Fiduciary Advisor  
Bell 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
- Steve Ryan**  
Partner-in-Charge  
Taft, Stettinius & Hollister LLP

- Mike Tamte**  
Executive Chairman  
EVEREVE
- Dr. Christopher Tashjian, MD, FAAFP**  
**MATTER Board Secretary**  
Partner  
Vibrant Health Family Clinics

## LEADERSHIP

- Quenton Marty**  
President
- Tami Hedrick**  
Executive VP, External Engagement
- Jeremy Newhouse**  
Chief of Financial Strategy & Africa Projects
- Joe Newhouse**  
Chief of Brand & Strategy

**Your ideas and actions can  
change the world.**

**Believe it.**

**We do.**

