EXTRAORDINARY
ANNUAL REPORT 2020
LETTER FROM OUR EXECUTIVE DIRECTOR

Dear friends,

The year 2020 was extraordinarily challenging. In Nicaragua, we not only had to deal with the pandemic and the accompanying economic downturn, but we also faced two back-to-back hurricanes that plummeted entire communities in the Caribbean region. It was hard to remain hopeful.

Yet, despite the loss and hardship, I also witnessed extraordinary generosity and commitment. We created emergency relief funds, raised over $2.5 million in a matter of months, and delivered much-needed humanitarian aid to thousands of families living in poverty and highly vulnerable conditions. Hundreds of goodhearted people contributed to ANF without even being asked. The outpouring of support gave us renewed hope.

Frightened by covid but ultimately undeterred, our staff took to the field to help impoverished and disaster-stricken communities. Times of crisis reveal a person’s true character. From the warehouse crew who worked overtime handling thousands of boxes of aid to the project staff who rebuilt schools and homes, what I saw was a team full of resolve, embodied by a heightened sense of purpose, working more passionately than I had ever seen in many years at ANF.

I was further humbled by our field partners. Priests ran toward danger to help families evacuate. Nuns cared for and sheltered families in their convent. Missionaries, neck-deep in water, transported food and water filters to families on roofs. Impacted by their stories, our donors gave open-handedly and helped in unprecedented ways.

I want to express my deepest gratitude to ANF’s team, our partners, and especially our donors. You made the extraordinary happen, turning despair into hope.

May God bless your generous heart.

Nicolás Argüello
Executive Director

A MESSAGE FROM OUR FOUNDERS

2020 left us with great lessons—we learned that adversity provides an opportunity for rediscovery. Amid extraordinary difficulties, the enormous leadership of those who make up the ANF family reemerged: without a doubt, that is the great treasure of our organization, the people behind it.

Thank you for joining us in an extraordinary year. Together, we reached unprecedented achievements, ratifying our commitment to the most vulnerable in Nicaragua.

Alfredo Pellas
President & Founder

Theresita Pellas
Vice-President & Founder

2020 ANNUAL REPORT

2020 ANNUAL REPORT
ALLEVIATING POVERTY IN NICARAGUA

Our mission is to provide opportunities and tools to those affected by poverty in Nicaragua. Since 1992, we have partnered with organizations, government, community leaders, and generous friends to develop integrated solutions to poverty. Although together we have been able to bring hope and alleviate hardship for thousands, today, Nicaragua’s rural communities are still facing many challenges.

THE CHALLENGES WE TACKLE

Limited Access to Education Food Insecurity Lack of Health Care
Unsafe Drinking Water Inadequate Housing Vulnerability & Disaster Risk

ANF’s work focuses on six program areas to alleviate poverty-related challenges in Nicaragua.

EDUCATION AGRICULTURE
WATER & SANITATION HOUSING
HEALTH & NUTRITION HUMANITARIAN AID
OUR INTEGRATED SOLUTIONS

For the past 28 years, we have been delivering interventions that address local problems while empowering people to reach their potential for becoming self-sufficient. Nicaragua needs an integrated model for poverty reduction to tackle the most pressing local challenges. Through education, health & nutrition, housing, water & sanitation, agriculture, and humanitarian aid, we can create a model that alleviates poverty, one community at a time.

Since 2019, in alliance with the local government, ANF began a comprehensive project to address poverty-related challenges in the community of Julio Velásquez, Somoto.

To date, we have provided access to safe drinking water and nutritious school meals to tackle food insecurity in the Julio Velásquez community. Additionally, we have supported infrastructure by constructing 102 homes, a new community center, and a new health center. The project’s next phase will include an agriculture component to develop bio-intensive food gardens in each home. The housing component will finalize in 2022 with the construction of 50 additional homes.

Among the 50 remaining homes is Lilliam Díaz’s. Lilliam currently lives in an improvised wooden shelter, where she waits patiently for her new dignified home. “I can already imagine the color of my new house... it will be light-blue like the sky!” shares Lilliam.
2020 RESULTS

23,975 students received daily meals
321 daily meals served at schools and educational centers
1,600 students received school supplies
2 classrooms built benefiting 596 students
10 teachers trained in new teaching methodologies
1 sports facility built benefiting 107 students

4,824 people benefited*
360 sanitary solutions established
302 water tap stands installed
486 water filters distributed
6 water wells built
2 water supply systems built
2,205 people trained in WASH practices (water, hygiene & sanitation)

* Numbers include Housing & Humanitarian Aid projects

1,790 people benefited
358 houses built
91 eco-stoves installed
50 families benefited with reforestation initiatives
69 families supported with animal husbandry initiatives

In 2020, ANF served over 170,000 people, including at-risk families, children, adults, and communities across Nicaragua’s 15 departments and 2 autonomous regions. We worked hand in hand with 164 local partner organizations—schools, religious organizations, municipal governments, governmental entities, hospitals, clinics, orphanages, feeding centers, and elderly homes. Together, we were able to implement over 202 projects in education, health and nutrition, agriculture, water and sanitation, housing, and humanitarian aid.
13 health centers supported with nutritional programs
73 children recovered from severe malnutrition
341 workshops on COVID-19 preventive measures implemented
56 health centers supported with medical donations
183 diabetic patients received specialized care
5,480 children trained in health-related topics

1,900 bean farmers supported with training and inputs
459 farmers trained at ANF’s Agricultural Training Center
100 families benefited with biodigesters
15 families benefited with bio-intensive gardens
95 farmers participated in high-yield fruit initiatives
155 coffee and cacao farmers benefited with inputs and training
30 beekeepers supported with technical assistance and equipment

254 people with disabilities received wheelchairs
199 feeding centers received food aid
16,014 people received a daily nutritious meal
DESPERATE TIMES, EXTRAORDINARY MEASURES

Without a doubt, 2020 was a year of immeasurable adversity. The COVID-19 pandemic and two consecutive category-4 hurricanes, Eta and Iota, shook a country already suffering the challenges of poverty. The pain and despair of Nicaraguans led us to take extraordinary measures and respond immediately to pressing needs.

Amid extreme difficulties, a wave of extraordinary leaders emerged, confirming the immense capacity of the human being to serve and adapt. We witnessed the heroism of our collaborators and allies to deliver humanitarian aid, bringing relief to the most vulnerable. We came across affected communities that extended a helping hand to support one another despite facing difficulties of their own. Our team demonstrated extraordinary leadership and creativity to redesign our programs, allowing ANF to continue operating without significant interruption despite the challenges faced.
As people were being let go, businesses were shutting down, and hospitals were reaching full capacity due to the pandemic, ANF immediately responded to protect vulnerable groups across Nicaragua, including those who were suffering of job and income loss. By working together with partners, donors, and friends like you, we were able to equip clinics and dispensaries with medical and preventive supplies, provide food and hygiene supplies to at-risk families, and carry out health education campaigns.

Our priority has always been the wellbeing of those we serve. From implementing health trainings online to increasing the usage of WhatsApp to communicate with small farmers and share information on crop management, our team changed the way most programs were delivered.

$1.2M RAISED
98,500 PEOPLE SERVED

48,520 emergency aid packages delivered
606 tons of food distributed
464 distribution points across Nicaragua
1,156 liters of 70% alcohol distributed
131 local distribution partners
341 community-level workshops on preventive measures implemented

After Nicaragua was struck by two consecutive category-4 hurricanes, Eta and Iota, thousands of people were left with almost nothing. The double tragedy left thousands of impoverished families without access to shelter, food, safe drinking water, and other basic needs, as well as numerous infrastructural damages, overflowing rivers, and flooded communities.

With your help, we were able to respond to the humanitarian crisis, providing immediate vital emergency aid to disaster-stricken families and communities.

$1.5M RAISED
200 COMMUNITIES BENEFITED

22,310 emergency aid packages delivered
562 tons of food distributed
42 local distribution partners
46 water wells rehabilitated
328 families supported with vegetable planting
3 water systems rehabilitated
211 families supported with bean seeds and inputs
TWO EXTRAORDINARY PARENTS: Sandy & Corina

As Sandy Granados and Corina Lander roll tobacco leaves in one of the largest cigar factories in Esteli, one could find it hard to notice that they are both visually impaired. Their extraordinary dedication is an example of overcoming adversity in a country where one in three people lives in poverty.

For the young couple, being blind is not an impediment; rather, for them, it represents an opportunity to set an example of strength for their 7-year-old son, Leyner. Despite not having had the chance to finish elementary school, both parents recognize the value of education, making extraordinary sacrifices to take their child to class every day. “We want our child to have opportunities we did not have; our son’s education is our priority,” says Corina.

Sandy and Corina searched for a place to live with their son; at times, they would spend nights in a makeshift shelter near the municipal waste landfill. Due to their inadequate living conditions, the family’s safety was constantly at risk. “People would regularly break in and steal the little money we had saved,” Sandy recalls with sadness.

In 2020, thanks to the support of a generous donor, ANF built a dignified home for Sandy, Corina, and their son. The construction was completed just weeks before Hurricanes Eta and Iota, which caused significant destruction affecting thousands of vulnerable families in Nicaragua.

“We are thankful to God and to all those who made our dream of owning a house a reality. Today, we can sleep soundly at night, knowing that our son is safe.”
AN EXTRAORDINARY FARMER: Maria Estebana Calderón

Maria Estebana Calderón dropped out of school without having learned to spell her name correctly. After her mother’s sudden death, she had no choice but to grow up fast and help raise her four younger siblings. Along with her father, she worked long hours in her family’s corn plantation in San José del Tigre, Condega, one of the most isolated communities of Nicaragua.

Despite the difficulties, Maria Estebana never lost her faith, nor her smile. With extraordinary determination, she learned to read by herself, flipping through the pages of her family Bible. Years later, she strove to bring food to the table and raise her children, selling tortillas in the community with incredible drive. At 56, she still lives in San José del Tigre with her husband, daughter-in-law, and granddaughter. "Life here is not easy; my son had to migrate to seek employment opportunities... we pray to be reunited soon," she says.

In 2020, Maria Estebana joined ANF’s Growing Hope, a bio-intensive agriculture project aiming to provide vulnerable families with technical assistance to improve food security. Since joining the project, Maria Estebana has harvested a range of vegetables and fruits for consumption and sale, including carrots, tomatoes, cantaloupes, dragon fruits, onions, and lettuce. Today, she has a wide variety of nutrients available that she otherwise could not access. "Many times, money was not enough to buy the things that I now have in my garden," she explains proudly.

Through the project, Maria Estebana has also received a pump and water tank to facilitate the irrigation of her garden. Before, she and her daughter-in-law would go down a steep slope to collect water from the river and climb 400 meters back carrying heavy buckets.

"My life has changed in many ways, and for that, I thank God and everyone who has supported us. My dream is to continue growing and moving forward in life."
AN EXTRAORDINARY TEACHER:

Jaime Ojeda

41-year-old Jaime Ojeda remembers his difficult childhood as he watches his primary students joyfully arrive at class every day. “I did not have the opportunity to enroll in first grade until the war was over at 13 years of age,” he recalls.

Jaime has lived in the indigenous municipality of Sluna all his life, located in the North Caribbean Coast Autonomous Region of Nicaragua. He comes from a family with economic limitations, although his life hasn’t been easy, he was able to finish school and become a dedicated teacher through perseverance.

“I remember when I was offered a position as a teacher at the San Juan Bautista de La Salle school... I was very thankful for the opportunity and promised myself to work hard to help other children in my community thrive.”

In 2020, Jaime decided to find a solution to ensure his students would not fall behind on their education amid the pandemic. With fear and uncertainty taking over, Jaime developed learning guides for his students to take home. He went the extra mile, creating awareness about COVID-19 prevention measures to ensure a safe return to the classroom. However, nothing could have prevented the devastation his students and the rest of the community were about to face.

In November, when Jaime’s students were back to the classroom, two consecutive category-4 hurricanes — Eta and Iota — hit Nicaragua’s Caribbean Coast, leaving significant destruction behind. Jaime’s school was no exception as the roof was destroyed. Once again, amid adversity, Jaime showed extraordinary leadership, organizing parents and teachers in the community to improvise a temporary classroom for his students.

Through ANF’s Hurricane Relief Fund and thanks to the support of donors and friends like you, Jaime’s school was completely rehabilitated. The immediate help and reconstruction allowed Jaime’s students to finish the school year in an adequate space for their learning and development.
AN EXTRAORDINARY PARTNER

Food For The Poor has been ANF’s mission-critical partner since 1997, supporting our programs and standing by our side during the most challenging moments.

In 2020, our lifetime partner, Food for the Poor, showed once again extraordinary solidarity and commitment towards vulnerable Nicaraguan families. Through an outstanding donation, over 660 tons of food aid were bought and distributed across the country to support communities affected by hurricanes Eta and Iota, and the pandemic.

We value the many years of friendship with an organization that follows the principles of life that Jesus taught.

Thank you for your trust and for sharing God’s love in everything you do.

A GREAT PLACE TO WORK

In 2020, ANF was recognized as one of the 100 best places to work in Central America, ranking #6 in Nicaragua and #28 in the “20-100 employee” category for Central America.

We take this recognition as a reminder of the strength built when working together to overcome adversity. In 2020, our team remained united, upholding ANF’s purpose of serving the vulnerable, no matter the circumstances.
OUR TEAM

Our work is possible thanks to the dedication of over 100 talented staff members in Nicaragua and the United States. Our programs division is comprised of nutritionists, agronomists, water & sanitation specialists, architects, civil engineers, public health specialists, monitoring and evaluation supervisors, and development practitioners.

Damasí Oporta
Finance Manager

Rafael Sánchez
Vice President

Nicolás Argüello
Executive Director

Keith Poe
Agriculture Program Manager

Marisol Almendarez
Development Officer, USA

Roberto Jeréz
Logistics and Special Programs Manager

Neida Pereira
Community Development Program Manager

Olga Sánchez
Health & Nutrition Program Manager

Diana Corrales
Director of Development

INVESTING IN LIFE-CHANGING PROGRAMS

$4.9M
TOTAL CASH EXPENSES IN PROGRAMS IN 2020

6%
EDUCATION

28%
HOUSING

24%
AGRICULTURE

16%
HEALTH

4%
WATER & SANITATION

2%
LOGISTICS

3%
M&E

17%
PROJECTS & MISCELLANEOUS

PER PROGRAM CATEGORY
# STATEMENTS OF FINANCIAL POSITION

December 31, 2020 and 2019 (in USD)

## ASSETS

### CURRENT ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>3,629,293</td>
<td>1,584,277</td>
</tr>
<tr>
<td>Interest bearing deposits in financial institution</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Investments</td>
<td>2,284,994</td>
<td>2,648,188</td>
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<tr>
<td>Contributions receivable</td>
<td>75,338</td>
<td>789,263</td>
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<tr>
<td>Inventories</td>
<td>641,750</td>
<td>6,260,314</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td><strong>6,631,375</strong></td>
<td><strong>11,282,042</strong></td>
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<tr>
<td>Other receivables</td>
<td>425,798</td>
<td>558,205</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>1,254,680</td>
<td>1,361,029</td>
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<tr>
<td>Other assets</td>
<td>56,778</td>
<td>88,352</td>
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<tr>
<td><strong>Total assets</strong></td>
<td><strong>8,368,631</strong></td>
<td><strong>13,289,628</strong></td>
</tr>
</tbody>
</table>

## LIABILITIES AND NET ASSETS

### LIABILITIES

Accounts payable and accrued expenses | 3,001,684 | 1,746,775 |

## NET ASSETS:

Without donor restrictions:
- Quasi-endowment fund | 1,000,000 | 1,000,000 |
  - Undesignated (581,201) | 5,890,812 |
  - With donor restrictions 4,948,148 | 4,652,041 |
  **Total net assets** | 5,366,947 | 11,542,853 |

**Total liabilities and net assets** | 8,368,631 | 13,289,628 |

# STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

December 31, 2020 and 2019 (in USD)

## REVENUE

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-Kind contributions</td>
<td>2,462,677</td>
<td>7,796,984</td>
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<tr>
<td>Cash contributions and other</td>
<td>6,162,656</td>
<td>7,589,888</td>
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<tr>
<td>Donated shipping and handling</td>
<td>-</td>
<td>73,227</td>
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<tr>
<td>Net assets released from restrictions</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total revenues</strong></td>
<td><strong>8,625,333</strong></td>
<td><strong>15,460,099</strong></td>
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</table>

## EXPENSES

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program expenses</td>
<td>12,781,912</td>
<td>11,881,741</td>
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<tr>
<td>Administrative expenses</td>
<td>1,728,467</td>
<td>1,181,159</td>
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<tr>
<td>Fundraising</td>
<td>290,860</td>
<td>270,209</td>
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<tr>
<td><strong>Total expenses</strong></td>
<td><strong>14,801,239</strong></td>
<td><strong>13,333,109</strong></td>
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## CHANGE IN NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets at beginning of the year</td>
<td>11,542,853</td>
<td>9,415,863</td>
</tr>
<tr>
<td><strong>Net assets at end of the year</strong></td>
<td><strong>5,366,947</strong></td>
<td><strong>11,542,853</strong></td>
</tr>
</tbody>
</table>

ANF's financial statements were audited during 2020 by Florida-based R Figueroa, P.A. Accountants & Advisors, a correspondent firm of PKF International Limited. To see the accompanying notes, visit anfnicaragua.org/financials.
Thank you for your extraordinary support. Without you, we could not have served thousands of vulnerable families. Your generosity brought hope amid a challenging year in Nicaragua. The accomplishments shared in this report were only possible because of you.

We hope you can continue to stand with us to change lives in Nicaragua.

Find ways to support our work at: WWW.ANFNICARAGUA.ORG/DONATE.
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