



# ANNUAL REPORT 2017

  
FUNDACIÓN  
PUNTA DE MITA

*One small change  
can generate great results.*



*“I’m encouraging young people to become social business entrepreneurs and contribute to the world, rather than just making money. Making money is no fun. Contributing to and changing the world is a lot more fun.”*

Muhammad Yunus,  
Nobel Peace Prize recipient 2006.

**03.** President’s Letter

**04.** How we Work

## **05. LOCAL GOALS**

*To help local residents in the Punta de Mita area achieve their own community goals.*

**06.** Local Programs

**08.** Support for Community-Led Projects

**10.** Skill-Building

**12.** Strengthening Networks

# CONTENTS

## **14. REGIONAL GOALS**

*To help other organizations across the Banderas Bay strengthen their impact.*

**15.** Mobilizing Resources / Grants

**17.** Capacity-building

**19.** Strengthening of Allies and Networks

**21.** Providing Services

**22.** Community Development Funds

**23.** Professional Development

**24.** Allies & Sponsors

**25.** Financial Reports

**26.** Independent Auditors’s Report

# PRESIDENT'S LETTER

*... In Dec. of 2017,  
Fundación Punta de Mita  
celebrated its tenth  
anniversary....*

*... Together we will learn  
music, art, cooking,  
leadership and much more  
together as a community.*

## DEAR FPM DONORS AND FRIENDS,

In Dec. of 2017, Fundación Punta de Mita (FPM) celebrated its tenth anniversary. This journey has been an exciting and challenging learning experience for many of us. Through it all, our board members and staff stayed committed to our mission and core pillars which are to be an independent organization that is dedicated to Education, Health, Environment and Community Development. That commitment is now paying dividends for the communities, organizations and people we serve as well as for all those of you who have donated your time, treasure and talent to FPM.

This past year, we added additional new board members who will help provide FPM with needed diversity of opinions and skill sets. We also moved our staff offices to the Del Mar Community Center. This project initiated, thanks to a one-million-peso grant FPM received from Fundación SORIANA, a Mexican supermarket chain. Additional donations came in from the Bronfman Family Fund and others that enabled FPM to build a dynamic facility, for young and old, that will be serving the interests of the Punta De Mita community and beyond for many years to come.

One point that stands out from this past year and I feel really reflects what a community foundation can do is the fact that in 2017, nearly 38% of the funds that flowed through FPM were destined for other local "grassroots" projects and established organizations in the Banderas Bay region. No other

statistic says more about FPM than that. That is also just one reason why we insist that Together, we can accomplish much more.

Together we have helped build classrooms and a community center, maintained an active Sports Center and most of all, engaged local families and groups in ways that will help build bridges to many new relationships. Together we will learn music, art, cooking, leadership and much more together as a community. Together we are learning about our role in our own health through a two-year program like "Salud en Tus Manos" (Your health in your hands). Much more has to be done but with pride we can say that, together we are on our way to building a healthy and sustainable community.

We invite everyone to stop by, say hello and learn about the many programs and projects that are positively impacting many people's lives. Thanks to you, together we are accomplishing more!

Muchas gracias &  
Saludos cordiales,

*Greg Stanton*

Gregory Stanton  
President and Chairman  
Fundación Punta de Mita A.C.

# HOW WE WORK

## MISSION:

As a community foundation, we at FPM promote sustainable community development in Punta de Mita and around the Bay of Banderas in areas of community development, education, environment and health.

## VISION:

Safe, sustainable communities in Punta de Mita and the Bay of Banderas that are multiculturally integrated and that engage in harmonious participation of the public, private and philanthropic sectors.

## BOARD OF DIRECTORS 2016:

Gregory Stanton | PRESIDENT  
Ricardo Trueba | TREASURER  
David Connell | SECRETARY  
Phillip Ferrari

David Woodcock  
Johann Ackermann  
Mauro Montes

## LOCAL STRATEGIES

To help local residents in the Punta de Mita area achieve **their own community goals**.

## REGIONAL STRATEGIES

To help other organizations across the Banderas Bay **strengthen their impact**.

### STRATEGIES



Operate Locally



Support Community Projects



Strengthen Networks



Offer Capacity Development



Mobilize Resources



Offer Services



Education



Health



Environment

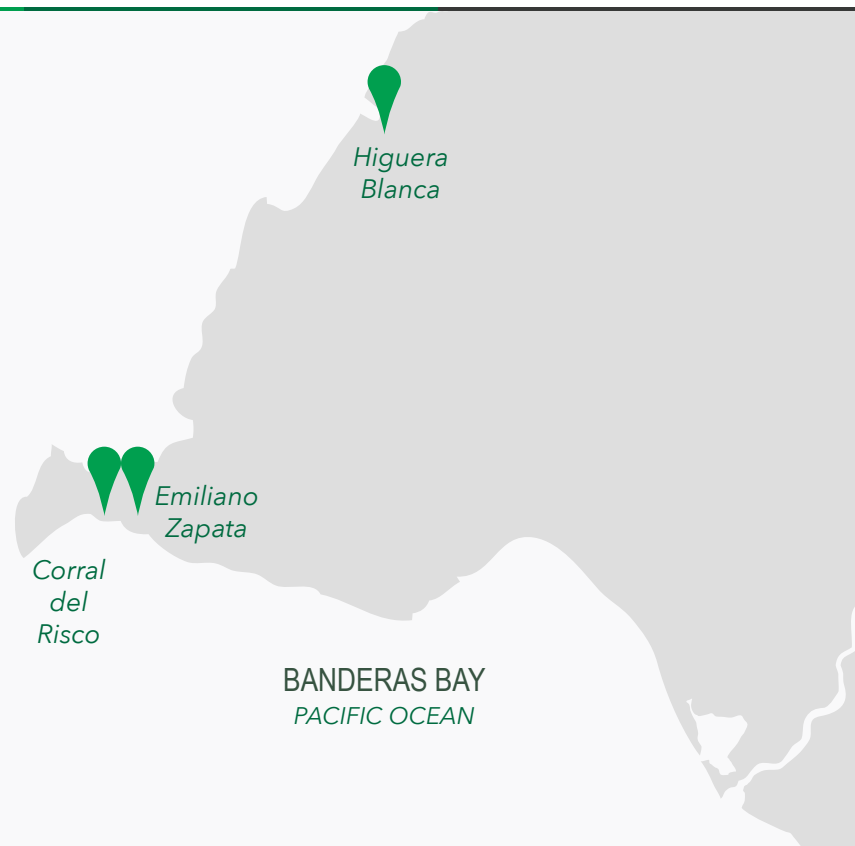


Community Development

# LOCAL STRATEGIES

At Fundación Punta de Mita we are very devoted to strengthening the families and communities in Nuevo Corral del Risco, Emiliano Zapata and Higuera Blanca. Working in local community development is a grassroots effort and takes time to build relationships and trust with those around us, but the results are worth it! We have seen the municipal Sports Center flourish, volunteers committed to imparting new workshops, and are excited to have moved our office into the Del Mar Community Center, where there are activities for community members of all ages. In the following pages you will find examples of the strategies that FPM uses to promote sustainable development, including:

- **Local Programs**
- **Support for Community Led Projects**
- **Skill Building Workshops**
- **Strengthening Networks**



# LOCAL STRATEGY | OPERATING LOCALLY



Education



Health



Environment



Community Development

## ALLIES

MINI SUPER  
EL CUATEMINI SUPER  
PACHECODIAMONDS<sup>®</sup>  
INTERNATIONAL

94 families surveyed and 8 doctors interviewed at public health centers for our “The Context of Family Health in Mexico” report

40m of fencing around the soccer field, 4 toilet stalls (and bathroom facilities, and 6 goal structures repaired

511 m<sup>2</sup> of space in the finished Del Mar Community Center

435 bags of trash collected by 60 members of the community between La Cruz and Punta de Mita

400 adults and children using the Sports Center per week, including 9 soccer teams, tae kwon do and zumba classes

305 families surveyed and all 11 public school principals interviewed in order to **collect data on the Context of Education in our communities**

50+ children and 20+ adults attending Del Mar Community Center activities

5 women worked with Valeria to **practice yoga** during Spring Break

152 people participated in the community-building **5k race** from the Sports Center to Higuera Blanca

24 students and 4 high school teachers benefitted from **new ceiling fans and weatherproofing** for their roof



# LOCAL STRATEGY | OPERATING LOCALLY

One of the things that makes Fundacion Punta de Mita unique among Community Foundations is that we continue to directly operate programs in our local communities. This is essential in our community building work because it is a conduit through which get to know and **build trust** with community members, and because allows us to have a greater **direct effect on issues** they identify as a priority.

We took 2017 as a year to step back a little, evaluate our current programs, run some in depth diagnostics on specific community needs, and begin to work on new programs for 2018. Two of our biggest local programs this year were community diagnostics. The first one was on the **context of education** in our communities, which will be issued in 2018. We wanted to have a clear picture of the educational resources available (formal and informal), teacher-family relationships, and root causes of student dropout rates. The second diagnostic was on the **Context of Family Health** in our region; How do basic local health statistics compare with state and federal levels? where does the community go to meet their healthcare needs? How do families engage in preventive health care for their children? What are the barriers for an effective partnership between doctors and parents for the care of their children? This report was then used to inform the **design of the program La Salud en Tus Manos** (Health in Your Hands) which will continue on to 2018 (see “Strengthening Networks” section of this annual report).

One of the biggest needs identified since 2016 was the necessity of a space to **foster community relationships** and to run programs and trainings in an **accessible and comfortable place**. We are very proud to announce that the Del Mar Community Center finally opened its doors in November of this year! Funding for the construction came from a grant from the corporate foundation Soriana, the Bronfman Family Fund and the FPM General Fund. Right away, it was taken up by the community, and by the end of the year we had **3 weekly workshops** in place: Classical guitar (by Jacob Ordonez of Anacrusa), Art classes for children (by our wonderful volunteer, Ms. Lisa), and Environmental Education (by another non-profit, Bahía Unida). We are sure the bustle and activities at the center will continue to grow!



# LOCAL STRATEGY | SUPPORTING COMMUNITY PROJECTS

## ALLIES



Local  
Middle  
Schools



Local  
Elementary  
Schools










Local  
Kinder  
Schools



Bienestares|



-  **11 public schools** received appliances or furniture from the Corcoran family to use to raise funds for school improvements
-  **\$207,000 pesos** were donated through FPM for the construction of a new **high school** for the students in **Higuera Blanca**
-  **\$55,000 pesos, consulting and mentoring** given in support of the community project Mita Recicla for **12 recycling collection stations** and a community recycling program in Emiliano Zapata
-  **20 community members** learned about recycling at Del Mar through the Mita Recicla program
-  **20 local vendors** of the Mercado Comunitario received training and support from FPM
-  **23 elementary school students and 10 parents** received classes through Bienestares from an FPM grant in alliance with Comunalía and Fundación Banamex
-  **\$44,415 pesos were raised at Sra. Isabel's local bazaar** from in-kind donations through Fundación Punta de Mita (FPM) half to local projects and half sports center



Education



Health



Environment



Community Development



# LOCAL STRATEGY | SUPPORTING COMMUNITY PROJECTS

One of the ways in which we gauge the success of our vision to promote community development, skill building, and strengthening of the social fabric is through the projects that groups within the community propose and carry out. **Our work is to empower and provide guidance to community leaders** so that they can complete these projects and have a direct impact on their immediate and long term needs, as well as foster the networks and relationships that facilitate the mobilization of resources.

For example, this year we launched our first Community Project Grant with funds raised at Flavors of Mita and the FPM Charity Golf Classic. We received 3 fantastic projects, and ultimately decided to fund a grassroots recycling group in Emiliano Zapata. “Mita Recicla” used these funds to build **12 recycling stations**, set up a pick-up service, and hold 13 community workshops on the importance of recycling. FPM has mentored them throughout their project, providing feedback, ideas, connections, and even space to give the workshops.

A second project mentored was the Saturday Community Market in a joint alliance with the Punta Mita development, and Peace Punta de Mita to provide 20 local vendors with training, support, and visibility to kick start their project. We continue to work with them to strengthen the services they offer; the market will begin again in the fall.

Fundación Punta de Mita plays an important role in learning about **public school infrastructure projects and mobilizing resources** in their direction. In 2016, the Corcoran family made the generous gesture of donating large pieces of furniture from their house sale to each of the 11 public schools in our 3 communities so that they could raffle them off and raise money for their projects. More and more residents in Punta de Mita are joining the effort to pass along used items in good condition to Isabel’s Bazaar and FPM, where the money raised goes toward community projects. This year Isabel donated half the money raised to the maintenance of the sports center.




*Our work is to empower and provide guidance to community leaders*



# LOCAL STRATEGY | SKILL-BUILDING

## ALLIES



-  **17 local community members learned how to manage their family businesses** through Fundación Ahora es Tiempo de Dar from a grant provided in alliance with Comunalía and Fundación Banamex
-  **18 children and their parents learned about managing their money** and the importance of savings at a workshop by InterCam Bank
-  **38 Nutrition students** from the CUC University of Guadalajara did fieldwork training at our local primary schools, **taking measurements and teaching students about the dangers of excess salt and sugar in their diets**



# LOCAL STRATEGY | SKILL-BUILDING

We believe that skill building is the foundation of a sustainable community. This can take many forms, from skills which we can apply in our homes to make our life easier or more pleasurable, **to skills we can use to generate new income**, or skills we can teach our children to live healthier, easier, more fulfilling lives.

One of the workshops which has had an amazing ripple effect in our communities is the **Family Business Skills Workshop** given by Fundación Ahora es Tiempo de Dar at the beginning of the year. The group of 17 small business owners learned how to keep an income and expenses ledger, establish prices and profit margins, build a brand identity, balance a family business with other family activities, face fears and obstacles, and exercise effective communication. Since then, graduates from the program have been invited to participate as vendors in events within the Punta Mita development, and were some of the main drivers in the opening of the Community Market.

*We believe that skill building  
is the foundation of a  
sustainable community.*



**IMPULSO  
A NEGOCIOS**

CORRAL • MITA • HIGUERA  
TALLER 2017

# LOCAL STRATEGY | STRENGTHENING NETWORKS

## ALLIES



♥ **45 students, professors, and city officials learned about the partnership** in La Salud en Tus Manos between FPM, Johns Hopkins researcher Christina Bethell, Minnesota public health consultant Katy Lesiak and CUC University of Guadalajara professors Cecilia Shibya and Elihud Salazar

👁️ **25 expats in Punta de Mita met with FPM** staff to hear about our work

🌿 **16 children** enjoyed summer classes in **environmental education** through an FPM alliance with the National Commission of Protected Areas (CONANP)

👁️ **110 community members**, children and FPM allies from all over the Banderas Bay enjoyed the **Christmas posada** at the Del Mar Community Center

👁️ **37 children and their parents** enjoyed an evening of making handicrafts through an alliance with Vallarta Rentals

🏠 **60 employees, clients and their families** from Monex joined FPM and local mothers to **paint the Kinder in Corral del Risco**



# LOCAL STRATEGY | STRENGTHENING NETWORKS

Fundacion Punta de Mita's moto, which you can find in every email, letterhead, and report, is *Together, we achieve so much more!* and we truly believe it. Our successes and growth are based on creating effective alliances and reaching out in order to multiply everyone's impact.

Some networking can be quite formal, for example, in our alliance with **Johns Hopkins School of Public Health** professor Christina Bethell, **Minnesota public health** consultant Katy Lesiak and **CUC University of Guadalajara** professors Cecilia Shibya and Elihud Salazar to develop the *Salud en Tus Manos* health research and pilot study project, or with **CONANP** to impart environmental education summer activities at the Sports Center.

However, we also help to build relationships by creating the spaces and moments where different groups of people can interact, get to know each other and see how they can work together. This includes sharing information on local projects with businesses and helping to connect them in ways that are meaningful, such as with **Monex** staff and the preschool in Corral del Risco or **Vallarta Rentals** and their evening with kids at Del Mar. We also reach out to local residents and invite them to participate in FPM activities, such as at the Del Mar Community Center and the December Posada.

*Our successes and growth are based on creating effective alliances and reaching out in order to multiply everyone's impact.*

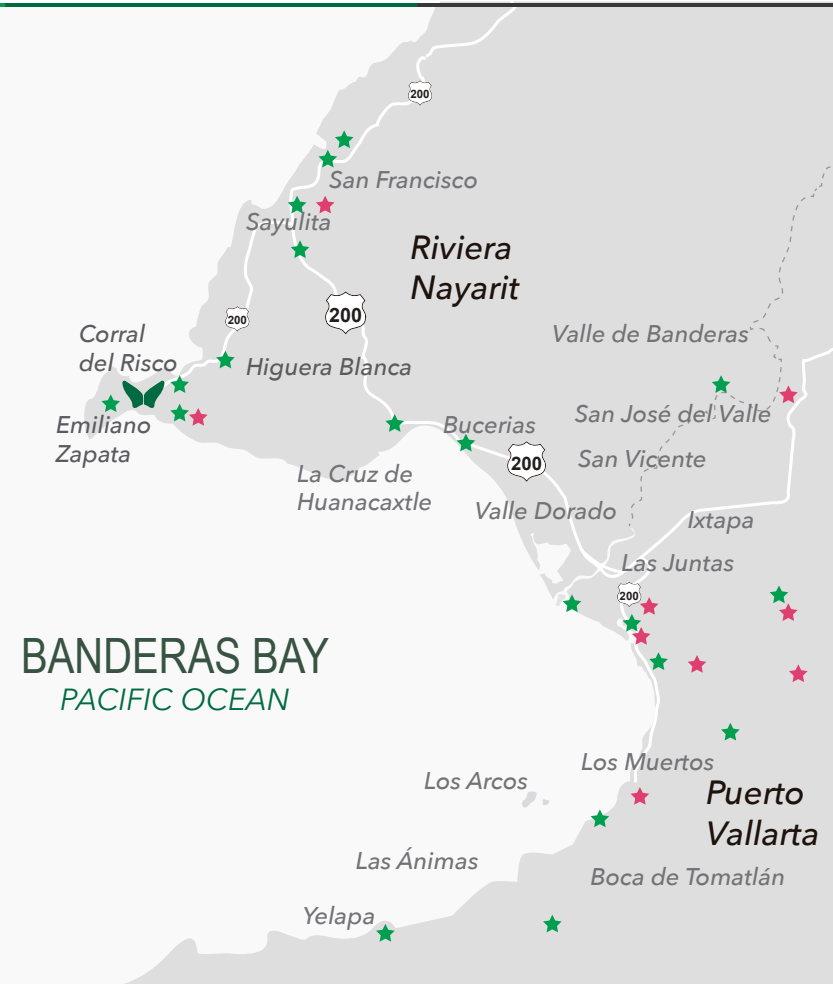


# REGIONAL STRATEGIES

In addition to our local work, Fundación Punta de Mita's role as a community foundation is key to the sustainable development of our region along the Banderas Bay. The primary ways in which this happens are by:

- Mobilizing Resources
- Capacity Building
- Strengthening Alliances and Networks
- Providing Services

Read on to see how other nonprofits and community groups have been strengthened.



- ★ Community Development Funds
- ★ Grant Projects

# REGIONAL STRATEGY | MOBILIZATION OF RESOURCES

## ALLIES

FUNDACIÓN  
*Carlos Slim*



Fomento Social  
**Banamex**  
Fomento Social Banamex, A.C.



FLAVORS  
OF PUNTA MITA



*Punta Mita*  
Club de Golf



## AMOUNT RAISED, FROM

## PROJECT SUPPORTED

\$655,000 pesos Bronfman Family Fund and various individual donors

Carlos Slim Foundation and two partner community foundations in Morelos and Puebla to support reconstruction projects after the 2017 earthquakes

\$38,300 USD  
Anonymous

For the two-year La Salud en Tus Manos health grant operated by FPM. See more details of the first year of operation in “Operate Locally” and “Strengthening Networks” sections of this report

\$160,000 pesos  
Fundación Banamex/ Comunalía and FPM matching grant

FOROB continuity grant awarded to two organizations:

- Fundación Ahora es Tiempo de Dar A.C  
Training for local business owners.
- Bienestares A.C  
Personal development workshops for elementary school children

\$60,000 pesos  
Flavors of Punta Mita and FPM Charity Golf Classic

Funds the Community Project Grant, award went to:  
• Mita Recicla : Community group working on awareness and availability of recycling programs in Emiliano Zapata

\$180,681.78 pesos  
Oxxo Rounding campaign

Will be used for the Del Mar Community Center in 2018

\$72,000 pesos  
Art Auction ASPV

Used to support Del Mar Community Center activities and expenses

\$3,299,139 pesos  
Community Development Fund Donors

Donations coming in through FPM for 22 Community Development Funds (other nonprofits and community groups) for their programs. (See “Regional Strategies: Community Development Funds”)

\$5,848,608 pesos  
Donors

Donated by individuals, family foundations and businesses for FPM programs

# REGIONAL STRATEGY | MOBILIZING RESOURCES

An important way in which the Foundation supports our region is by mobilizing resources. Our fiscal status as donataria autorizada (**authorized donor**) is essential to this process, because it allows Fundación Punta de Mita FPM to receive donations from larger corporate foundations and use them for regional grantmaking and support of specific projects.

In 2017, FPM offered a \$160,000 peso continuity grant of the FOROB program (**Strengthening Grassroots Organizations**). This grant was divided between two organizations, Fundación Ahora es Tiempo de Dar AC (see “Local Strategies: Skill Building”) and Bienestares AC (see “Local Strategies: Supporting Community Projects”). In addition, a Community Grant from the funds raised at Flavors of Mita and the FPM Charity Golf Classic went to the community group Mita Recicla (see “Local Strategies: Supporting Community Projects”). Key to offering grants to other nonprofits is the **mentoring** that the Foundation offers to applicants and recipients. The objective is to help other entities have the knowledge and skills to more effectively develop projects, mobilize resources, and include their beneficiaries in the process. In 2018, the FPM grantmaking will be expanded.

*Key to offering grants to other nonprofits is the mentoring that the Foundation offers to applicants and recipients.*



# REGIONAL STRATEGY | CAPACITY-BUILDING

## ALLIES



50 companies received training in **Corporate Social Responsibility** through an alliance with the Mexican Center for Philanthropy (CEMEFI)

20 nonprofits organized and trained on massive event planning by Kelly Trainor, Marriott and Fundación Punta de Mita (FPM) to put on the **13th International Altruism Festival**

46 members of **32 regional nonprofits** attended the **First Regional Encounter for Nonprofits**, organized by the Red de Asociaciones Altruistas (Network of Altruistic Organizations) and FPM

1 FPM staff member and 1 Bienestares director joined 15 other community foundations in sharing lessons **learned from the Comunalia grant process**



Education



Health



Environment



Community Development

# REGIONAL STRATEGY | CAPACITY-BUILDING

Fundación Punta de Mita is very dedicated to the professionalization of other nonprofits and grassroots groups. By strengthening these groups we can help them increase the effectiveness of their work and, in turn, the benefit to the communities of the entire bay.

We had many “firsts” for this strategy this year:

**The First Regional Encounter for Nonprofits**, organized in alliance with the Red de Asociaciones Altruistas (Network of Altruistic Organizations). Two full days of workshops and conferences tailored to the most pressing needs of nonprofits in the Banderas Bay.

Our first time organizing the 20 charities participating in the **Annual International Altruism Festival**. This massive event not only raised a total of \$868,852 pesos to be split between the 20 organizations, but it allowed us to take the organizations through the planning and fundraising process so that they can use the skills learned within their own organization. This event is organized in alliance with Marriott Puerto Vallarta Resort & Spa and Kelly Trainor, U.S. Consular agent in Puerto Vallarta.

The first time CEMEFI (Mexican Center for Philanthropy) has sent representatives to the Banderas Bay Region to have two workshops on **corporate social responsibility** and how to join their certification process.

The first time that Fundación Punta de Mita has served on the organizing committee for an international conference, the 2018 **North American Community Foundation (NACF) Summit**.



# REGIONAL STRATEGY | STRENGTHENING OF ALLIES AND NETWORKS

## ALLIES



- 86 children and adults engaged in activities at the **Environment Fair** and Environment open house at Iberostar
- 70 students planted 20 trees at the **Secundaria school in Emiliano Zapata**, coordinated by OCV Riviera Nayarit
- 60+ children engaged in activities at the **Environment Fair** in La Cruz de Huanacastle, by Bahía Unida A.C.
- 12 environmental organizations and FPM participated at the **Conservation Fair** at Galerías shopping mall in Puerto Vallarta
- La Salud en Tus Manos in alliance with the **Child and Adolescent Health Measurement Initiative (CAHMI)** and professors from the University of Guadalajara (CUC)
- 17 business associations, 9 professional associations and 3 universities, and FPM as the sole non-profit representative, came together to form the **Coordinating Council of Puerto Vallarta and Bahía de Banderas (CCPVBB)**
- 24 nonprofits received consulting by FPM at the **Council of Social Organizations of Bahía de Banderas**
- 15 Mexican community foundations met with the **Inter-American Foundation**
- Our executive director was asked to serve as a **Board Member** for oversight of the 15 member foundations in the Alliance of Community Foundations of Mexico **Comunalía**



# REGIONAL STRATEGY | STRENGTHENING OF ALLIES AND NETWORKS

As a Community Foundation, building alliances with and strengthening networks between the nonprofit, public and private sectors is essential. One way that FPM does this is through membership in formal networks, such as the Alliance of Community Foundations in Mexico - or Comunalia. Meeting several times a year with the directors of 15 other foundations and under the mentorship of the Inter-American Foundation in Washington D.C., Comunalia has been an important source of professional development and networking for the Foundation, particularly this year, in which our Director Lisa Schalla was asked to join the **Comunalia** board.

We continue to be a part of the **Consejo Coordinador de Puerto Vallarta and Bay of Banderas (CCPVBB)**, as the representative for social organizations within a group of businesses and professional organizations. We also continue to partner with two nonprofit networks, the **Red de Asociaciones Altruistas de Puerto Vallarta y Bahía de Banderas** and the **Consejo de Organizaciones Sociales de Bahía de Banderas** to provide advice and networking opportunities.


Finally, we continue to have a strong alliance with a **network of environmental organizations** including Bahía Unida, CONANP Islas Marietas, OCV Riviera Nayarit, and Earth Check. This has allowed us to participate in environmental education throughout the bay without planning all the events ourselves, and to receive support from these same organizations when we have environmental events in the Punta de Mita communities.



# REGIONAL STRATEGY | PROVIDING SERVICES

## ALLIES



-  For the past 6 years, FPM has offered **administrative services** to the municipality for the Sport Center activities, including sports, education and environmental events
-  15 University of Oregon students and 4 professors were able to coordinate visits and **training to local public schools** through FPM
-  **22 Nonprofits and grassroots groups received consulting for their projects and administrative services** through the FPM Community Development Fund program
-  **4 new Community Development Fund** accounts were established for local organizations and community groups
-  **26 organizations / community groups received personalized mentoring**

As a community foundation, Fundación Punta de Mita offers other nonprofits and community groups the opportunity to establish Community Development Fund (CDF) accounts. Through a written contract, the Foundation supports each CDF by offering tax-deductible receipts for donations and managing the finances of projects. This gives us the opportunity for mentorship of smaller organizations and ensures the strengthening of the nonprofit sector in our region. This year we established 4 new CDF accounts and provided support and mentoring time to 4 nonprofits in addition to those who hold funds with us.



Education



Health



Environment



Community Development



# COMMUNITY DEVELOPMENT FUNDS



|   |   |
|---|---|
| Conservación de Bahía de Banderas           | Support organizations and projects focused on regional conservation through a grant process |
| Bahia-Vallarta Fire EMS                     | Training and equipment for firefighters along the Banderas Bay                              |
| Bienestares A.C.                            | Personal growth workshops with students and parents in Punta de Mita, led by Maru Huesca    |
| Celebrate the Beat!                         | Empowerment through dance   |
| ★ <b>Bahia Unida</b>                        | Sustainable management of Natural Resources in Banderas Bay                                 |
| Circo de los Niños de San Pancho            | Circus arts for local San Pancho children, led by Gilles Ste. Croix                         |
| ECOBAC                                      | Research and protection of whales in the Banderas Bay                                       |
| EntreAmigos de San Pancho                   | Community Center in San Pancho  |
| La Casa Clü                                 | Community Center in San Ignacio   |
| Proyecto Manta                              | Research on giant manta rays in Yelapa, together with the Scripps Institute of Oceanography |
| ★ <b>Luz del Futuro</b>                     | Dance and gymnastics for children of San Pancho   |
| Red Tortuguera                              | Network of turtle incubation camps around the Banderas Bay                                  |
| Vallarta Bird Conservancy                   | Promotion of bird conservation  |
| Vallarta Botanical Gardens                  | Botanical gardens and orchid conservatory south of Puerto Vallarta                          |
| ★ <b>The Jay Sadler Project</b>             | Rehabilitation of city parks and improvement of school infrastructure                       |
| American Legion                             | Community service outreach led by US veterans   |
| Badeba Soccer School                        | Soccer school in Bahía de Banderas, led by Luis Avila                                       |
| Bronfman Family Fund                        | Family fund supporting various FPM and regional projects.                                   |
| Desayunos de Vallarta                       | Child development and nutrition: School of champions, 3 Preschools and Summer School in PV  |
| Higuera Blanca Telebachillerato Project     | Construction of a public high school in Higuera Blanca, led by Marc Lindskog                |
| Iyari                                       | Education projects in La Cruz de Huanacaxtle  |
| ★ <b>Observatorio de Aves de San Pancho</b> | Bird Conservation, and community empowerment through environmental education                |

## ★ New Community Development Funds

# PROFESSIONAL DEVELOPMENT

All members of the staff have the opportunity for in-house and external professional development as part of their work at the Fundación Punta de Mita. Here are the workshops that were attended in 2017:

| PROFESSIONAL DEVELOPMENT TOPIC   | LOCATION       | TAUGHT BY                          |
|--|----------------|------------------------------------|
| Fiscal Reforms in Mexico 2017  | PVR            | Colegio de Contadores Costa Sur PV |
| Update course on 2017 Fiscal Reforms   | PVR            | HEZA                               |
| Fiscal Workshop  | PVR            | HEZA                               |
| Masters in Finance- Universidad UNIVA  | PVR            | UNIVA                              |
| Marketing, Professional Certification at UNIVA   | PVR            | UNIVA                              |
| Investing in Community Foundations and Grantmaking for Grassroots Development, feedback session.<br>FPM Staff and representative of Bienestares as our guest | Mexico City    | Fundación Merced / Comunalia       |
| Community foundation roles in influencing public policy  | Mexico City    | Instituto Mora / Comunalia         |
| Indicators and evaluation  | Mexico City    | INSAD / Comunalia                  |
| Community Foundations of Canada Annual Conference  | Ottawa, Canada | Community Foundations of Canada    |
| How to build your Brand  | PVR            | Mavy y OVC Riviera Nayarit         |
| Transmitting your message, the Pechakucha method   | PVR            | Paco Ojeda / Red de Asociaciones   |

*A very special* **THANK YOU**

to our donors, who share our vision for

Punta de Mita and the Banderas Bay.

This work is possible due to YOUR commitment!!



# ALLIES & SPONSORS

## INTERNATIONAL

Canadian Children's Shelter  
of Hope Foundation  
InterAmerican Foundation  
International Community  
Foundation (ICF)  
Google

## NATIONAL

Anchor & Wood  
Vision México  
CEMEFI  
Comunalia  
Fundación Banamex  
Monex Grupo Financiero  
Tequila Patron  
Fundación Carlos Slim  
Fundación Comunitaria Puebla  
Fundación Comunidad

## BANDERAS BAY REGION

Amadeo's Bistro  
American Legion  
Aurora Yacht Charters  
Bahía Unida  
Bebidas Vallarta  
Colegio Americano PV  
Connell & Associates  
COPARMEX PV y BadeBa  
Diamonds International  
ECOBAC  
Embotelladora El Nayar  
Fundación ATD  
Grupo Chalita  
HEZA  
Intercam  
InterAvia  
Marriott Puerto Vallarta  
Resort & Spa  
OVC Riviera Nayarit

OXXO  
Print PV  
Radio UDG  
Red de Asociaciones Altruistas  
UTBB Universidad Tecnológica  
de Bahía de Banderas  
University of Guadalajara - CUC

## LOCAL (PUNTA DE MITA)

Cantiles de Mita (DINE)  
Casa de Mita Hotel  
Casa Residential Management  
Casa Teresa  
COMEX  
Corazón Sagrado Boutique  
El Coral Restaurante  
El Dorado Restaurante  
Four Seasons  
Iberostar Playa Mita  
Km. 5 Surf Bar\*

La Misión de Mita  
Litibú Grill  
Live Punta Mita  
Mexican Malibu  
MiniSuper Pacheco  
MiniSuper El Cuate  
Mita Residential  
Naef Café  
Print PV  
Punta Mita Expeditions  
Punta Mita Golf Club  
Punta Mita Rentals  
Punta Mita  
Riviera Partners  
Rosa Mexicano  
Sí Señor  
Spearmex  
St. Regis  
Sufi  
Surfmex

Tacos & Papas  
Tuna Blanca  
Vallarta Rentals  
Valgiani  
Vista Paraíso  
W Punta de Mita

## VOLUNTEERS:

Ana Gabriela Cruz Rodríguez  
Anyá Sz wajkun  
Axel Manzano  
Elia Mendoza  
Eva Galeana  
Eylen Guerrero Morales  
Fabiola Pelayo Yañez  
Greg Stanton  
Isabel González Cázares

Jaime Sebastian Camarena Ochoa  
Jennifer London  
Joary Rodríguez Razo  
José Omar Benitez Sánchez  
Kate Baker  
Lisa Ambler  
Lyndie Lavender  
María Ofelia Loza †  
Marilyn Gough

Mia and Maggie Royer  
Mónica Plascencia  
Natividad Ríos  
Omar Benitez  
Paloma Loza  
Susy Yerena  
Valeria Aluni  
Verónica Plasencia

*María Ofelia Loza*

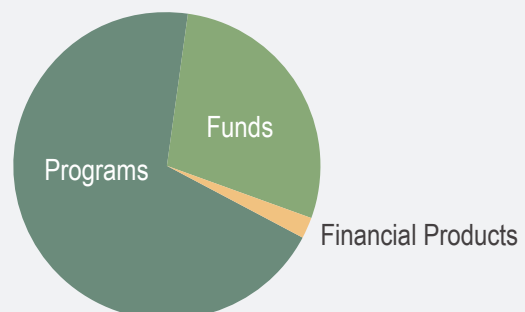


*You are in our hearts!*

# FINANCIAL REPORT 2017

All amounts are in pesos

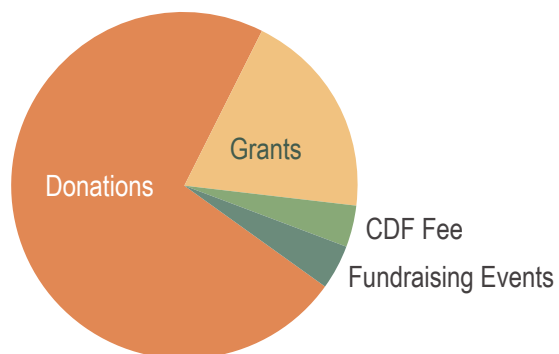
## INCOME



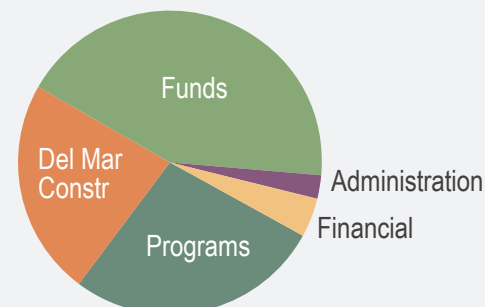
|                    |                 |         |
|--------------------|-----------------|---------|
| Programs           | \$8,051,009.00  | 69.53%  |
| CD Funds           | \$3,299,139.00  | 28.49%  |
| Financial Products | \$229,061.00    | 1.98%   |
| Endowment fund     | \$73,425.01     |         |
| Annual Total       | \$11,579,209.00 | 100.00% |

## FPM PROGRAM INCOME 2017

|                    |                |        |
|--------------------|----------------|--------|
| Donations          | \$5,848,608.71 | 72.64% |
| Grants             | \$1,575,785.06 | 19.57% |
| CDF Fee            | \$299,970.82   | 3.73%  |
| Fundraising Events | \$326,644.41   | 4.06%  |
| Annual Total       | \$8,051,009.00 | 100%   |



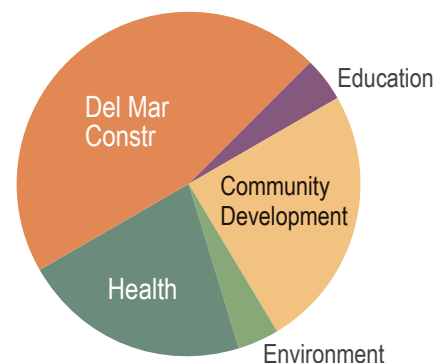
## EXPENSES



|                |                 |         |
|----------------|-----------------|---------|
| Programs       | \$2,913,778.00  | 27.33%  |
| Del Mar Constr | \$2,446,425.00  | 22.95%  |
| CD Funds       | \$4,603,338.00  | 43.18%  |
| Administration | \$256,669.00    | 2.41%   |
| Financial      | \$440,372.00    | 4.13%   |
| Annual Total   | \$10,660,582.00 | 100.00% |

## FPM PROGRAM EXPENSES 2017

|                       |                |         |
|-----------------------|----------------|---------|
| Education             | \$237,834.00   | 4.44%   |
| Health                | \$1,322,027.00 | 24.66%  |
| Environment           | \$198,890.00   | 3.71%   |
| Community Development | \$1,155,027.00 | 21.55%  |
| Del Mar Constr        | \$2,446,425.00 | 45.64%  |
| Annual Total          | \$5,360,203.00 | 100.00% |



# INDEPENDENT AUDITOR'S REPORT



# **FUNDACIÓN PUNTA DE MITA, A.C.**

## **Financial Statements 2017**

- I. Independent Auditors` s Report
- II. Financial Statements
- III. Income Statements
- IV. Cash flow
- V. Comments to the Financial Statements





HERNANDEZ ALVAREZ S.C.

## INDEPENDENT AUDITORS'S REPORT

**TO THE BOARD OF ADMINISTRATION.  
FUNDACION PUNTA DE MITA, A.C.**

### **Point of view**

The audit for **Fundación Punta de Mita, A.C.**, has been completed. They involve the financial statements, cash flow, with the explanatory notes. As well as the summary of significant accounting policies within the fiscal year that ended on December 31<sup>st</sup>, 2017 and 2016.

**Fundación Punta de Mita, A.C.**, financial statements present its financial status and cash flow according with the NIF (Normas de Información Financieras Mexicanas) (Mexican Financial Information Standards) within the fiscal year that ended on December 31<sup>st</sup>, 2017 and 2016.

### **Basis of Opinion**

The audit has been completed according with the NIA (Normas Internacionales de Auditoría) (International Standards on Auditing) and our responsibilities pursuant to the NIA will be explained later on in the "Auditor responsibilities in relation to the audit of the financial statements" section of our report. Even though we don't belong to the Association pursuant to the Ethics Professional Code of the Mexican Institute of Public Accountants C. A., and we have complied with the other ethical responsibilities pursuant to that code. We believe that the audit evidence we have obtained gives us a sufficient and adequate basis for that opinion.

## **The Administration of the Association, and the entity Heads of Government responsibilities to the financial statements.**

The Administration of the Association is responsible of the preparation and presentation of the presented financial statements based on the NIF. And it is considered for the review of those financial statements for them to be free of fraud or error.

Within that preparation of the financial statements, the Administration is also responsible of the evaluation of the Association to continue to work as an independent business using the very own business Countable principals by reviewing they match with the actual business. Finding a better use for the Association or closing it for good.

The Entity Heads of Government are responsible of the supervision of the financial information procedures of the Association.

## **Auditor responsibilities in relation to the audit of the financial statements**

Our goal is to get a financial statement “Reasonable Safety” which proves that those financial statements are free of physical misstatements because of fraud or error. We also provide an audit report with our point of view. “Reasonable Safety” closes a high level of security but it won’t always warrantee a free physical misstatements audit based on NIA regulations when exists.

These misstatements could be for fraud or error, and they become physical if they are seen individually or by addition in the economic decisions of the users within their financial statements.

Our professional judgment remains objective through our NIA’s audit. We also study and identify material deviations in the financial statements because of fraud or error. Provide enough and accurate evidence of our point of view by designing and applying new audit procedures.

The risk of not finding a physical misstatement because of fraud is higher than not finding one because of error, for the one for fraud could be for different reasons such as collusion, counterfeit, deliberate omissions, wrong data intentionally given or intern control elusion.

That is why we collect as much information as we can get of the Association in order to design and create audit accurate procedures to evaluate their circumstances not the efficiency of it. And our conclusion is based on if the Administration finances are proper used according to the business. We also point out if there is the existence of a physical misstatement related with facts of conditions of it to be able to continue working or definitely close. If we ever report a physical misstatement, we have to point it out in the audit according to the financial statements within the dates given.

In conclusion we evaluate the financial statements presentation, structure and content, if the information given is accurate with the transactions and underlying facts to accomplish a reasonable presentation. And, at the end we provide the results to the Entity heads of Government including the date of the audit, significant audit findings and report if there is any deficiency within the internal monitoring within the time of the audit.

**Hernández Álvarez, S. C.**

**C. P.A Carlos G. Hernández Hernández**

**Registration in the General direction of professions 1957855**

**Puerto Vallarta Jalisco on April 16 2018**

**PUNTA DE MITA A.C. FOUNDATION**  
**Statement of Financial Position**  
For the completed years of December 31, 2017 and 2016  
(Figures in Pesos)

|  |           |                  |  |                        |                  | 2017                   |           |          |           | 2016      |                  |           |           |                  |  |
|--|-----------|------------------|--|------------------------|------------------|------------------------|-----------|----------|-----------|-----------|------------------|-----------|-----------|------------------|--|
|  |           | Not restricted   |  | Temporarily Restricted |                  | Permanently Restricted |           | Total    |           |           |                  |           |           |                  |  |
| <b>ASSET</b>   |           |                  |  |                        |                  |                        |           |          |           |           |                  |           |           |                  |  |
| <b>Floating</b>  |           |                  |  |                        |                  |                        |           |          |           |           |                  |           |           |                  |  |
| Cash (note 2-b)  | \$        | 1,963,120        |  |                        |                  |                        |           | \$       | 1,963,120 |           | \$               | 1,780,638 |           |                  |  |
| investments in financial instruments                     |           | 81,829           |  |                        |                  |                        |           |          | 81,829    |           |                  | 5,240     |           |                  |  |
| Donors   |           | 219,880          |  |                        |                  |                        |           |          | 219,880   |           |                  | 1,170     |           |                  |  |
| Various Debtors  |           | 16,757           |  |                        |                  |                        |           |          | 16,757    |           |                  | 4,047     |           |                  |  |
| Taxes to recover   |           | 3,794            |  |                        |                  |                        |           |          | 3,794     |           |                  | 3,626     |           |                  |  |
| Advances to suppliers                                    |           | 50,000           |  |                        |                  |                        |           |          | 50,000    |           |                  | -         |           |                  |  |
| Other assets   |           | 18,256           |  |                        |                  |                        |           |          | 18,256    |           |                  | 2,017     |           |                  |  |
| <b>Total Floating Asset</b>                              | <b>\$</b> | <b>2,353,636</b> |  | <b>\$</b>              | <b>-</b>         |                        | <b>\$</b> | <b>-</b> |           | <b>\$</b> | <b>2,353,636</b> |           | <b>\$</b> | <b>1,796,738</b> |  |
| <b>Not floating</b>                                      |           |                  |  |                        |                  |                        |           |          |           |           |                  |           |           |                  |  |
| Real Estate, industrial plant and equipment (note 2-d,3) |           | 12,642           |  |                        |                  | -                      |           |          | -         | 12,642    |                  |           | 21,044    |                  |  |
| Construction in progress                                 |           | 2,446,425        |  |                        |                  |                        |           |          |           | 2,446,425 |                  |           | -         |                  |  |
| <b>Total not floating assets</b>                         |           | 2,459,067        |  |                        |                  | -                      |           | -        |           | 2,459,067 |                  |           | 21,044    |                  |  |
| <b>TOTAL ASSETS</b>                                      | <b>\$</b> | <b>4,812,703</b> |  | <b>\$</b>              | <b>-</b>         |                        | <b>\$</b> | <b>-</b> |           | <b>\$</b> | <b>4,812,703</b> |           | <b>\$</b> | <b>1,817,782</b> |  |
| <b>LIABILITY</b>   |           |                  |  |                        |                  |                        |           |          |           |           |                  |           |           |                  |  |
| Bills to pay   | \$        | 6,150            |  | \$                     | -                |                        | \$        | -        |           | \$        | 6,150            |           | \$        | 97,087           |  |
| Anticipated donations                                    |           | 5                |  |                        |                  |                        |           |          |           | 5         |                  |           | 302,764   |                  |  |
| Fiscal Obligation (Nota 5)                               |           | 76,121           |  |                        |                  | -                      |           |          | -         | 76,121    |                  |           | 80,911    |                  |  |
| Other liabilities  |           | 261              |  |                        |                  | -                      |           |          | -         | 261       |                  |           | 3,252     |                  |  |
| <b>Total liabilities</b>                                 | <b>\$</b> | <b>82,537</b>    |  | <b>\$</b>              | <b>-</b>         |                        | <b>\$</b> | <b>-</b> |           | <b>\$</b> | <b>82,537</b>    |           | <b>\$</b> | <b>484,014</b>   |  |
| <b>ACCOUNTING EQUITY</b>                                 |           |                  |  |                        |                  |                        |           |          |           |           |                  |           |           |                  |  |
| <b>Not restricted</b>                                    | \$        | 3,355,798        |  |                        |                  | -                      | \$        | -        |           | \$        | 3,355,798        |           | \$        | 125,606          |  |
| <b>Temporarily restricted</b>                            |           | -                |  | 1,374,368              |                  |                        |           | -        |           | 1,374,368 |                  |           | 1,208,162 |                  |  |
| <b>Permanently restricted</b>                            |           | -                |  | -                      |                  |                        |           |          |           | -         |                  |           | -         |                  |  |
| <b>Total Accounting Equity (Note 6)</b>                  | <b>\$</b> | <b>3,355,798</b> |  | <b>\$</b>              | <b>1,374,368</b> |                        | <b>\$</b> | <b>-</b> |           | <b>\$</b> | <b>4,730,166</b> |           | <b>\$</b> | <b>1,333,768</b> |  |
| <b>TOTAL LIABILITIES AND EQUITIES</b>                    | <b>\$</b> | <b>3,438,335</b> |  | <b>\$</b>              | <b>1,374,368</b> |                        | <b>\$</b> | <b>-</b> |           | <b>\$</b> | <b>4,812,703</b> |           | <b>\$</b> | <b>1,817,782</b> |  |

The accompanying notes are an integral part of those financial statements

# PUNTA DE MITA A.C. FOUNDATION

## Activities Statements

For the completed years of December 31, 2016 and 2017

(Figures in Pesos)

|   | 2017                 |                        |                        |                      | 2016                |
|---|----------------------|------------------------|------------------------|----------------------|---------------------|
|   | Not restricted       | Temporarily Restricted | Permanently Restricted | Total                |                     |
| <b>Income</b>                                   |                      |                        |                        |                      |                     |
| Cash Donations                                  | 11,402,988           |                        |                        | \$ 11,402,988        | \$ 5,357,654        |
| Financial products                              | 229,061              |                        |                        | 229,061              | 278,975             |
| <b>Income before release</b>                    | <b>\$ 11,632,049</b> | <b>\$ -</b>            | <b>\$ -</b>            | <b>\$ 11,632,049</b> | <b>\$ 5,636,629</b> |
| <b>Expenses</b>                                 |                      |                        |                        |                      |                     |
| <b>Programs</b>                                 |                      |                        |                        |                      |                     |
| Education                                       | \$ 237,834           |                        |                        | \$ 237,834           | \$ 95,168           |
| Ecology and Enviroment                          | 198,890              |                        |                        | 198,890              | 155,350             |
| Health  | 1,322,027            |                        |                        | 1,322,027            | 462,361             |
| Comunity Development                            | 698,371              |                        |                        | 698,371              | 1,706,175           |
| General Programs                                | 509,496              |                        |                        | 509,496              | 454,361             |
| <b>Money</b>                                    |                      |                        |                        |                      |                     |
| Among Friends                                   | 261,518              |                        |                        | 261,518              | 75,371              |
| Angels  | 214,978              |                        |                        | 214,978              | 552,683             |
| Highschool on line                              | 242,881              |                        |                        | 242,881              | -                   |
| Carlos Slim Foundation/Mexican Earthquake       | 799,232              |                        |                        | 799,232              | -                   |
| American Legion                                 | 161,534              |                        |                        | 161,534              | 7,468               |
| Cooking for kids                                | 330,183              |                        |                        | 330,183              | 75,371              |
| Manta Proyect                                   | -                    |                        |                        | -                    | 78,478              |
| Tourtlet Net                                    | 880,738              |                        |                        | 880,738              | 424,421             |
| Preservation of Birds, Vallarta                 | -                    |                        |                        | -                    | 55,984              |
| Celebrating Rythm                               | 125,581              |                        |                        | 125,581              | 207,911             |
| Kids Circus                                     | 55,646               |                        |                        | 55,646               | 169,630             |
| Club House                                      | 378,145              |                        |                        | 378,145              | -                   |
| United Bay                                      | 786,939              |                        |                        | 786,939              | -                   |
| Bay Preservation                                | 34,795               |                        |                        | 34,795               | 102,174             |
| Vallarta-Bay Fire                               | 16,089               |                        |                        | 16,089               | 108,144             |
| General Money                                   | 315,079              |                        |                        | 315,079              | 472,506             |
| <b>Support:</b>                                 |                      |                        |                        |                      |                     |
| Administration Expenses                         | 286,020              |                        |                        | 286,020              | 167,570             |
| Financial Expenses                              | 420,275              |                        |                        | 420,275              | 139,897             |
|   |                      |                        |                        | 0                    |                     |
| <b>Total Expenses</b>                           | <b>\$ 8,276,251</b>  | <b>\$ -</b>            | <b>\$ -</b>            | <b>\$ 8,276,251</b>  | <b>\$ 5,511,023</b> |
| <b>Net change in equity</b>                     |                      |                        |                        |                      |                     |
| <b>accountant</b>                               | <b>3,355,798</b>     | <b>-</b>               | <b>-</b>               | <b>3,355,798</b>     | <b>125,606</b>      |
| Accounting equity at the beginning of the year  |                      | 1,374,368              | -                      | 1,374,368            | 1,208,162           |
| <b>Accounting equity at the end of the year</b> | <b>\$ 3,355,798</b>  | <b>\$ 1,374,368</b>    | <b>\$ -</b>            | <b>\$ 4,730,166</b>  | <b>\$ 1,333,768</b> |

The accompanying notes are an integral part of those financial statements

# PUNTA DE MITA A.C. FOUNDATION

## Statement of Cash Flow

For the completed years of December 31, 2017 and 2016

(Figures in Pesos)

|   | 2017                 | 2016                |
|---|----------------------|---------------------|
| Accounting equity at the end of the year                            | \$ 3,355,798         | \$ 125,606          |
| Items related to investments activities                             |                      |                     |
| Depreciation, accrued insurance                                     | \$ 10,420            | \$ 9,357            |
| bank interests  | - 22,206 -           | 6,582               |
| Items related to investments activities                             |                      |                     |
| Addition  | <u>-\$ 11,786</u>    | <u>\$ 2,775</u>     |
| MORE (LESS)   |                      |                     |
| Accounts receivable   | -\$ 218,709          | \$ 44,707           |
| Decrease in suppliers   | (99,651)             | 84,268              |
| Other assets and flow liabilities                                   | (16,555)             | 7,651               |
| Fiscal obligations  | - 4,791              | 43,090              |
| Anticipated donations   | - 302,759            | 302,764             |
| Net flows of operation activities cash                              | <u>\$ 2,701,547</u>  | <u>\$ 610,861</u>   |
| Investment activities   |                      |                     |
| interested charged  | \$ 22,206            | \$ 6,582            |
| Acquisition of fixed assets, insurance                              | - 18,257 -           | 15,901              |
| Work in process   | - 2,446,425          | -                   |
| Net flows of investment activities cash                             | <u>-\$ 2,442,476</u> | <u>-\$ 9,319</u>    |
| Cash to be obtained form financial activities<br>(Positive Results) | \$ 259,071           | \$ 601,542          |
| Financial Activities  |                      |                     |
| Payment of loans  | \$ -                 | \$ -                |
| Paid interests  | -                    | -                   |
| Net Flows of financial activities cash                              | <u>\$ -</u>          | <u>\$ -</u>         |
| Net increase in cash and other cash equivalents                     | 259,071              | 601,542             |
| Cash at the beginning of the year                                   | 1,785,878            | 1,184,336           |
| Cash at the end of the year   | <u>\$ 2,044,949</u>  | <u>\$ 1,785,878</u> |

The accompanying notes are an integral part of those financial statements