



FUNDACIÓN  
PUNTA DE MITA

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**ANNUAL REPORT 2012**

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# DEAR FRIENDS OF THE FUNDACIÓN PUNTA DE MITA,



In 2012, the Fundación Punta de Mita faced one of the most active and challenging years since its inception, six years earlier. 2012 was eventful in that the Foundations programs in Community Development, Education, Health and Environment continued to move forward. The Foundation is in stable financial condition and is committed more than ever in continuing its work with the surrounding communities and other NPO's to better the quality of life for all the inhabitants of our area.

In keeping to our ongoing our commitment to transparency, attached you will find the fully audited Financial Statement for the year 2012. All donations made in 2012 have either gone to a project the donor may have specified or to the General Fund. The General Fund is in need of additional funding being that the majority of donations made in 2011 and 2012 went to specific projects. We'd also like to ask any of you that may have any doubts or questions about any aspect of the foundations finances or projects to contact us directly.

It was through our early work in 2006 with the San Diego based International Community Foundation (ICF) that the decision was taken to become a "Community Foundation". In June 2012 we invited Richard Kiy, the president of ICF to meet with us. It was in these meetings that we realized that we needed to refocus on just what it meant to be a community foundation and the path that we would need to take to truly demonstrate why a Community Foundation was needed in our region.

It is important for all our friends and donors to fully know and understand what this means. Attached you will find the file "What is a Community Foundation". We invite you to take a moment and read this file as well as "What is the Fundación Punta de Mita" and "2012 Operations Review" as it is important for everyone to understand our reason for being a Community Foundation, the projects we are working on and the role we aspire to play in the region we serve.

In closing, we'd like to thank all of you who have donated your time, treasure and talent to the Foundation in the past. We look forward to continuing our work in a proactive manner with all donors, volunteers and the other NPO's in the region. We extend the hand of cooperation with all who have served on past committees or board members being that by working together, we can achieve our individual and common goals in a shorter period of time. We'd also like to reach out to community members that would like to work with us in reestablishing a new board that is representative of the region we serve; one whose only agenda is to help us fulfill our Mission and Vision for the region.

Thank you all for what you have enabled us to accomplish in years since we started our work. We have learned a lot from our past experiences; both positive and negative. We look forward to a brighter future were our communities can work together in harmony for the betterment of the regions inhabitants.

Sincerely,  
Fundacion Punta Mita

# WHAT IS A COMMUNITY FOUNDATION ?



Community Foundations (CFs) are instruments of civil society designed to pool donations into a coordinated investment and grant making facility dedicated primarily to the social improvement of a given place. Community foundations are a global phenomenon with 1400 existing around the world of which over 700 are in the United States. In Mexico there are only about 24 Community Foundations. Fundación Punta de Mita is the only CF in the state of Nayarit.

Community foundations are independent registered philanthropic institutions serving geographically defined territory, typically a city or administrative area (county, region and the like). Some of the main characteristics of the CFs are:

- Act as grant-making foundations – e.g. give grants to support development projects and other groups whose project meet the strict grant application standards
- Their mission broadly defined (e.g. to improve quality of life in a community)
- Serve geographically defined communities – a city, state, region, district or province
- Are supported by a broad range of private as well as public donors and seek philanthropic contributions primarily from inside the community
- Are governed by multi-sectoral local boards reflecting the community
- Are not subservient, unduly influenced or controlled by any company, other organizations, governments or donors.
- Assist donors in obtaining their philanthropic desires

- Have open and transparent policies and practices in relationship to all of its activities.


- Build capital endowment, which is an important element of sustainability

It is a combination of all these basic characteristics what makes true CF, although there are many other types of community organizations that have some of these characteristics.

Families, individuals, businesses, and nonprofit groups establish funds within community foundations into which they can contribute a variety of assets to be used for charitable purposes. The people or organizations that establish the funds can then recommend that grants be distributed, in the name of the fund or anonymously, to qualified nonprofit groups and schools. In the USA, Mexico and Canada the donor receives a charitable deduction in the year that gifts are made into their funds, but not all countries where community foundations currently operate provide such incentives for donors. Increasingly, community foundations are hosting giving circles as a way to further support giving in their communities.

The assets of community foundations are pooled and invested, with donors typically having a choice of investment products.

The funds established at community foundations can be non-endowed or expendable funds (i.e., the corpus of the fund can be spent in its entirety) or they can be endowed, which limit distributions to the interest earned on the assets and/or the amount granted by the foundation as long as the corpus is not spent. Endowments last in perpetuity due to the corpus never being able to be spent.



# WHAT IS THE FUNDACIÓN PUNTA DE MITA ?

The Fundación Punta de Mita is a Community Foundation that started its formal operations in December 2007. We are committed to serving our communities by supporting entities whose projects improve the general quality of life of the inhabitants of the region. We do so by providing other nonprofit organizations in the area with educational programs and materials that help them run their organizations better as well as providing them and individual groups with financial grants that meet our strict operational grant making requirements.

## Mission

Improve the quality of life of the communities in the region of Punta de Mita / Riviera Nayarit / Bay of Banderas, in a sustainable way by strengthening the civic sector in areas of community development, education, environment and health.

## Vision

Strengthen the social fabric in the region of Punta de Mita / Riviera Nayarit / Bay of Banderas, in order to unify the multicultural communities, through the harmonious participation of the public, private and philanthropic sectors, which will lead to making the local villages and communities better educated, cleaner, safer and sustainable.

## The Current Board:

**Greg Stanton:** Founding Board Member and has served as co-chair and board member. Since the spring of 2012, he has been acting as interim Chair and President until new board members and chair are named.

**Ricardo Trueba:** Founding Board Member and Treasurer since the foundations inception.

**Paloma Auerbach:** Former Director and current board member/secretary of the foundation and currently works with World Vision Mexico as the regional director of Marketing and Fundraising.

## Advisory Board:

**Richard Kiy:** President International community foundation

**Andres Rossetto:** Director of Resort Developments DINE

**David Pérez Rulfo:** Director of Corporativo de Fundaciones, Guadalajara Mexico President of Comunalia National network of Community Foundations



## THE FUTURE BOARD

Since its inception, the board of directors of the Foundation had consisted mainly of Punta Mita residents, a representative of the Punta Mita HOA and a representative of the Punta Mita Master Developer DINE; with DINE and the Punta Mita HOA holding permanent seats on the board. We are proud to announce that the St Regis and Four Seasons Resorts will also be joining our team as permanent Board Members. It is the intention to “rebuild” a new board to include residents of not only Punta Mita but representatives from the surrounding communities in the Riviera Nayarit and the Bay of Banderas. One thing that the foundation has learned is that many of the problems we face in our surrounding towns such as education, trash, recycling and others are best addressed when these communities unite and work together in finding common solutions to our common problems. This also includes working with the municipal, state and federal authorities when applicable.

## Paid Employees:

Currently the Foundation has only two paid employees.

**Director:** Sergio G Haro

**Assistant:** Alicia Aldrete

The Foundation plans to add staff members in 2013 to provide much needed assistance with internal and external communications, marketing and administration.



## 2012 OPERATIONS

In returning to its core values as a Community Foundation, we reached out and met with other Non Profit Organizations from San Pancho to Vallarta in order to assess mutual issues facing the region such as organization, recycling, environment and education. These meetings led to a variety of steps that benefitted all who participated. Some of these steps included:

Our Director Sergio Haro participated in the second annual National Conference of Community Foundations in Guanajuato, Mexico. Fundación Punta de Mita joined 13 other Community Foundations in creating "Comunalia" which is a national network for Community Foundations.

We established "Friend of Funds" within the Fundación Punta de Mita whereby we provide fiscal and technical support to other non profits or non established groups, who are managing specific projects that benefit the community as a whole. This has enabled these organizations to expand their horizons by providing a vehicle to receive donations for their projects through the foundation's structure and count with our administration support.

In 2012 the Foundation was granted "Cluni" status from the Mexican Federal government. This status is granted to nonprofit organizations who have demonstrated legal and financial responsibility in fulfilling their obligations to the community and the government. While it provides a variety of benefits, the most important is that it grants the foundation the ability to solicit federal funds for projects. A big accomplishment for any organization and one that every donor and past participants on the foundation's board should take pride in.

## EDUCATION

**Corral del Risco Kindergarden:** In this important

project the foundation, from its general fund, has provided the salary of the teacher's assistant for the past year in addition to supporting the schools updating of its electrical installation and other necessities with total direct expenses in 2012 exceeding \$7,000.00 USD.

**Scholarship Program:** Initiated by a group of donors who earmarked their donations for scholarships, this program is also now being fully paid for from the foundations general fund, with an annual cost of \$11,000.00 USD. Even though our original donors may have lost interest in this program, the foundation's board felt it important to at least complete the program through elementary school. We currently have three children participating; one in second grade, one in third and one in forth and all at the Costa Verde International School.

*Alex Giobanni Guzmán Cano has successfully completed the 4th grade, he continues to be an outstanding student who completes all his work and does his best. His teachers describe him as a creative young man who is attentive in class, respectful and a good role model for others.*

*Luis Obeth Molina Muñiz has successfully completed the 5th grade; he is an extremely bright student who is making remarkable advances in his studies and in English. In the past, Luis had some challenges establishing relationships with other students, but he has worked on this with his teacher and classmates and is now quite at home in CVIS.*

*Juan Manuel Valencia Galeana has successfully completed the 3rd grade. He finished the year with good grades and a higher level of English fluency. A quiet and thoughtful boy, when asked about his year, Juan expressed gratitude to his teachers for helping him become "better in math and writing in English and Spanish." Juan's teachers report that Juan works hard and is a great help to his classmates. He always completes all his homework and has missed only one day of school.*

# GALLERY

EDUCATION | ENVIRONMENT



EDUCATION



ENVIRONMENT



ENVIRONMENT



ENVIRONMENT



HEALTH

# ACTIVITY REPORT

EDUCATION | HEALTH | ENVIRONMENT | COMMUNITY DEVELOPMENT



**Environmental and Recycling Educational Courses at Entre Amigos Community Center in San Pancho:** 650 students from the Punta de Mita region participated in a series of educational workshops pertaining to the protection of the environment and learned how to make arts & crafts made from recycled materials. The program was paid for from the Foundations general fund for a cost of \$47,395.00 pesos. Money well invested in the future caretakers of our environment.

**Alternative School:** Through a private donation of \$50,647.20 pesos, approximately two months of the Alternative School program run by PEACE was donated so that 20 children who for a variety of reason do not participate in the normal schools could receive education that will hopefully be able to prepare them to reenter the school system.

## HEALTH

**Nutrition:** The Angels Group decided to go further with an updated version of the Nutrition Program that was successfully developed in 2011, so that the benefits were for moms and teachers from Corral del Risco, Emiliano Zapata, and include mothers from Higuera Blanca. 16 workshops were held, three dietitians performed glucose tests for possible problems of diabetes in the community, and 30 students from the Centro Universitario de la Costa, CUC, led by nutritionist Elihud Salazar, examined about 350 students in our communities.

**Body for Life:** Thanks to the Punta de Mita Sports Center facilities, on February 2012 began an exercise program aimed for women aged 19 to 49 years, in which they were given tips on motivation and personal development, proper nutrition and exercise routines. Every week we reviewed the progress of the 16 participants.

## ENVIRONMENT

**Highway and Beach cleanup Punta Mita-La Cruz:**

This project was originally initiated by the Guys lunch group. It is now fully funded from the Foundations General Fund and in addition to the Highway, volunteers are also working on keeping the Beach areas of Punta Mita free of trash. Expense for each Clean up is about \$8,000.00 pesos and are done on a monthly or as needed basis.

**Work for food:** About 100 people from Corral del Risco, Emiliano Zapata and Higuera Blanca participated on cleaning the streets of their towns in exchange for groceries. This program coordinated by PEACE, was funded for six months by the Fundación Punta de Mita (\$ 111,000.00 pesos). For two hours of community service each participant received a basket of food.

**My Footprint:** This program provided weekly health and environmental classes for students and teachers from Emiliano Zapata, Higuera Blanca and Corral del Risco in order for participants to understand the connection between a clean environment and health. The program was developed and coordinated by PEACE and funded by the Fundación Punta de Mita (\$ 78,000.00 pesos).

## COMMUNITY DEVELOPMENT

**Sport Center:** Thanks to the work of the original Sports Committee, the significant donations made by Residents of Punta Mita and others in the region exclusively to this project, to the Sports Center in Nuevo Corral del Risco now provides hundreds of resident's of all ages access to a variety of activities. The primary focus is on Soccer however, due to requests from area residents for additional activities, the Sports Center also now offers Aerobics, Zumba and Track & Field. Soon it is hoped to add Archery, basketball, baseball and possibly sailing so that the families of the region can learn and practice a variety of sports. Improvements on the infrastructure carry on, as we look for better ways to offer more and better activities. The Foundation has and continues to support the project by absorbing all administrative fees from its General Fund.

# GALLERY

## COMMUNITY DEVELOPMENT



COMMUNITY DEVELOPMENT



# ACTIVITY REPORT

## COMMUNITY DEVELOPMENT



The board and the director continually hold meetings with the municipal representatives, the towns sport committee members and other interested parties to assure that the activities are being properly executed and that the funds that were donated to this project in 2011 are being properly applied. It is important for all who donated to this project to know that 100% of what you donated has and continues to go exclusively to this project and that the Foundation has spent its own "general fund" monies to cover any and all administration costs related to this project. Through 2012 these direct expenses to the foundations general fund have exceeded \$15,000.00 USD and we continue to absorb ongoing expenses.

In order to optimize the maintenance of the soccer field, as well as to save water, an irrigation system was installed at the Sports Center. We also purchased two water tanks, 10,000 liters each, which were added to the existing cistern. The total investment was \$83,309.20 pesos, which endow better tools for the Sports Centre to accommodate a wider range of activities for the benefit of our community.

**Volunteers:** The example impacts more than any speech. Such is the case of Jim and Susan Chomeau, who invited nine teenagers from Santa Ines, California, to form the best volunteer team in the area of Punta de Mita on summer 2012. Thanks to these young volunteers, the Punta de Mita Sports Center and the Corral del Risco Kindergarten received some maintenance, as well as San Pancho's Community Center. They also read stories and participated in a play with Bienestares, another NPO, and helped on organizing the library and computers at Costa Verde International School.

**Summer Camp:** With an investment of \$ 83,448.00 pesos and working hand by hand with PEACE, the Summer Camp was organized, attended by over 160 children. The venues of the camp were four, according to the children's age and the type of activity. For the younglings, the Punta de Mita Kindergarten; ten-years-old-kids where at Casa

Campesina; teens at Higuera Blanca Junior High School, and all of them played at the Punta de Mita Sports Center. The aim of the Summer Camp was to provide educational activities while the school was closed for holidays, providing interactive learning for children in a healthy and productive way. The themes were related to environmental care, sports and knowledge. The journey, which covered all morning, was filled with tasks on recycling, caring for nature, learning English and computers and play football, baseball and basketball.

**Diploma course for non profits organizations in the region:** Together with "Corporativa de Fundaciones" from Guadalajara we co hosted an 80 hour seminar at the University de la Costa in Puerto Vallarta (the local campus of the University of Guadalajara) where eight regional nonprofit organizations, including our foundation, participated in learning methods to improve the operations and administration of their respective organizations. All those who participated in this course learned new skills, developed improved working methods, established new relationships, alliances and friendships. Some of the topics were: problem solving, teamwork, communication, leadership, negotiation and time management.

**Nursery in Entre Amigos:** With the Fundación Punta de Mita support (\$86,400.00 pesos) Entreamigos Community Center in San Pancho opened a nursery on October. It is a place where babies from 0 to 6 years can play at the Community Center while their older siblings perform another activity. In order to build it, first the Library crew made a list of the expectations and needs of space; then local teachers, along with parents, sat down to talk about the best way to build a useful and safe place to function as a nursery. Then the architects intervened, who made a design that could satisfied all aspects, with special emphasis on safety. Finally, artists gave the area an image and a sense that integrated with the rest of the Community Center. Like the rest Entreamigos Community Center, the nursery was thought from the start with recycled

# ACTIVITY REPORT

## COMMUNITY DEVELOPMENT | EVENTS



materials, so it was made with about 80 percent of reused items.

### **Senior Citizens Home in Nuevo Coral del Risco:**

On September a food preparation bar, on the terrace of the Senior Citizens Home in Corral del Risco, was built as a request of that group. The work consisted of a square-shaped bar, polished concrete cover (for easy cleaning), and a shelf on the inside (to store kitchen appliances) that expand the options of activities to the terrace. They were also endowed with a gas cylinder, stove and refrigerator. The total investment was \$20,686.00 pesos.

## EVENTS

**Fifth Annual Golf Tournament:** On February 18th, the Fifth Annual Fundación Punta de Mita Golf Tournament was held. The scramble format attracted enthusiastic participants. With the support of sponsors such as DINE, St. Regis, Four Seasons, Coca-Cola and Corona, attendees enjoyed a continental breakfast and lunch. The winners received prizes and other gifts that were drawn, like free hotel stays, dinners, golf clubs and more. The competition was so close that the third place had a sudden death tiebreaker.

**Spring Event at Misión de Mita:** On March 24th the traditional annual spring event of the Fundación Punta de Mita was held in Misión de Mita, in Emiliano Zapata. The sponsors were Carlos Ocegüera, Jeff and Wes Sperry, who received the sincere thanks of the Foundation. It was a typical Mexican fiesta with mariachi, tamales, mole, tacos al pastor, among other delicacies. After the cocktail reception, attendees moved to the top floor terrace, where, besides admiring the spectacular view of the beaches of Mita, heard the words of the president of the Foundation, Lisa Bruno, who outlined some of the achievements and projects. Then Greg Stanton spoke about our work with other nonprofit organizations in the area and the importance to

support them, as well as to the Foundation's general fund. As a fundraising event, special mention to Bill and Sharon Siebens, Dallas and Sandy Howe, Stan and Janey Grad, Gary and Grace Budacz, and John and Nina Gladish, who signed pledges for donations to specific programs or the Foundation's general fund.

**November Welcome Home Party:** On a warm night on the 24th of November the Foundation's welcome party was held at the Punta Mita Golf Club. Accommodated in lounges, some tables and chairs, and a dance floor, surrounded by stalls wide circle of the main restaurants in the area, our donors and guests had diverse dishes to taste, such as the risotto served by the St Regis, the splendid mahi-mahi by Cafe des Artistes Del Mar, Mexican food by Sí Señor and Blue Shrimp, sushi by Nicksan and delicious assortment of desserts by the Four Seasons. Also, Tequila Herradura contributed to enliven the atmosphere. A video about the activities of the Fundación Punta de Mita was featured, as well as some dances by children from Corral del Risco kindergarten and a speech from Greg Stanton who informed about the progress and challenges the Foundation has ahead.

# EVENTS





## **FINANCIAL STATEMENTS**



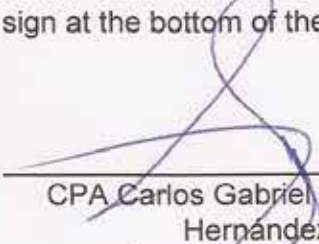
FUNDACION PUNTA DE MITA, A.C.

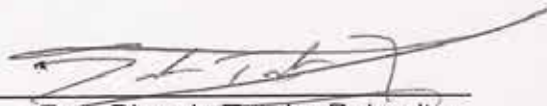
BALANCE SHEET

(Amounts expressed in Mexican Pesos, as explained in Note2)

	<u>December 31,</u>	
	<u>2012</u>	<u>2011</u>
<u>Assets</u>		
Cash	\$ 2'031,540	\$ 2'763,452
Accounts receivable	1,232	3,639
	<u>2'032,772</u>	<u>2'767,091</u>
 COMPUTER EQUIPMENT – Net	 \$ 2,803	 \$ 4,904
Total assets	\$ <u>2'035,575</u>	\$ <u>2'771,995</u>
 <u>Liabilities</u>		
Accounts payable	\$ 84,045	\$ 22,558
Income Tax	414	1,254
Total liabilities	\$ <u>84,459</u>	\$ <u>23,812</u>
 <u>Funds Balances (Note 2):</u>		
Unrestricted funds	\$ 1'951,116	\$ 2'748,183
Total funds balances	\$ <u>1'951,116</u>	\$ <u>2'748,183</u>
Total Liabilities and funds balances	\$ <u>2'035,575</u>	\$ <u>2'771,995</u>

The herein enclosed notes are an integral part of these financial statements, which were authorized for issuance on March 25 of 2013 by the officers who sign at the bottom of these financial statements and its notes.

  
\_\_\_\_\_  
CPA Carlos Gabriel Hernández  
Hernández  
General Accountant

  
\_\_\_\_\_  
Eng. Ricardo Trueba Rebuella  
Legal Representative

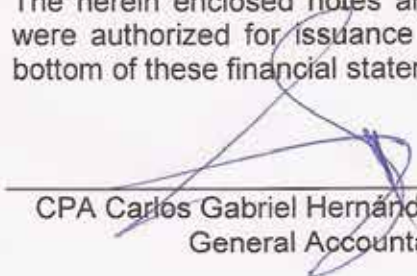
FUNDACION PUNTA DE MITA, A.C.


STATEMENT OF ACTIVITIES

(Amounts expressed in Mexican pesos, as explained in Note 2)

	Year that ended on <u>December, 31</u>	
	<u>2012</u>	<u>2011</u>
Income:		
Donations Received	\$ 2'085,114	\$ 6'766,522
Total Income	<u>2'085,114</u>	<u>6'766,522</u>
Expenses:		
Program Services:		
Sports Center	786,147	2'839,218
Ecology and Environment	305,580	923,276
Education	805,004	501,081
Senior's Home	25,602	380,435
Nutrition	126,045	178,062
Emergency prevention	0	124,704
Miscellaneous	<u>588,163</u>	<u>95,652</u>
Total program services	<u>2'639,541</u>	<u>5'042,428</u>
Support Services:		
Expenses for collection of funds	696	10,292
Administrative and general expenses	<u>59,578</u>	<u>92,788</u>
Total support services	<u>60,274</u>	<u>103,080</u>
Total Expenditures	2'699,815	5'145,508
Integral result of financing	182,365	(347,373)
Net change of fund balances	\$ (797,067)	\$ 1'968,388
Funds balances at beginning of the year	2'748,183	779,795
Funds balances at the end of the year	<u>\$ 1'951,116</u>	<u>\$ 2'748,183</u>

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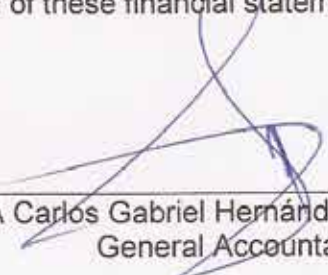
FUNDACION PUNTA DE MITA, A.C.

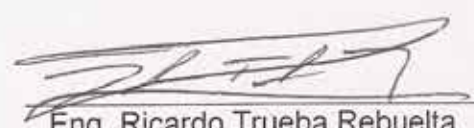
STATEMENT OF CASH FLOW

(Amounts expressed in Mexican pesos, as explained in Note 2)

	Year that ended on <u>December 31,</u>	
	<u>2012</u>	<u>2011</u>
<u>Cash flow of operation activities:</u>		
Change in funds balances	\$ (797,067)	\$ 1'968,388
Conciliation with the cash flow:		
Depreciation	2,102	2,102
Change at:		
Accounts receivable	2,407	80,926
Accounts payable	<u>60,646</u>	<u>15,223</u>
Cash provided (used) at operation activities	65,155	98,251
Increase (reduction) net cash	(731,912)	2'066,639
Cash at the beginning of year	<u>2'763,452</u>	<u>696,813</u>
Cash at end of the year	\$ <u>2'031,540</u>	\$ <u>2'763,452</u>

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Legal Representative



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**ONE SMALL CHANGE  
CAN GENERATE  
GREAT RESULTS.**

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*United for the Community.*

