



# MISSION

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

# VISION

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

03. President's Letter

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## LOCAL GOALS 05.

*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

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

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# PRESIDENT'S LETTER

*... received a grant from the Mexican supermarket chain Soriana for one million pesos...*

*Thank You! our donors, partners and friends. You make everything we do possible.*

## DEAR FPM DONORS AND FRIENDS,

First and foremost we would like to thank all of you who continue to support our work as the only Community Foundation in this region of México. Your ongoing support, as well as that of our primary corporate donors, DINE and Tequila Patron, have allowed FPM to meet our budget requirements and continue to grow.

It seems that with each passing year Fundación Punta de Mita reaches another milestone or sets a new standard for future years. 2016 was no exception. The work accomplished this year continues to demonstrate FPM's commitment to providing local and regional support in the four key areas of Education, Community Development, Health and Environment.

Fundación Punta de Mita, through its membership in COMUNALIA (Alliance of Community Foundations in Mexico), received a grant from the Mexican supermarket chain SORIANA for one million pesos that was used to build a new community center right across the street from the Sports Center in Nuevo Corral del Risco. These two facilities and skill building workshops are the core Foundation programs for the local villages. In addition, FPM issued \$14,717 USD in grants and established 7 new Community Development Fund accounts with organizations that provide much needed work in local communities. We celebrated the opening of the

Bronfman Family Fund as well, which represents a new way for donors to show their support.

Our motto - *Together we achieve more* - and asking for 3-Ts (talent, time and treasure) resonate with many residents and businesses in the region, giving us reason to expect a very bright future.

We again invite you to get to know your community better and participate with us at Fundación Punta de Mita!



Very Best regards  
Greg Stanton

# HOW WE WORK

Fundación Punta de Mita works under the **Community Foundation model**. Community Foundations are instruments of civil society designed to involve all participants of positive change in the development of the community. **We focus on grassroots development by empowering what already exists**, building capacities, creating networks, fostering sustainability, generating social capital, and promoting citizenship.

As a Community Foundation, FPM operates its own programs, provides services to other organizations, and functions as a grant-making entity. We believe in an integral approach through four essential Pillars: **Education, Environment, Health, and Community Development** – all of which need to grow together in order to provide a strong foundation for our region.

## BOARD OF DIRECTORS 2016:

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

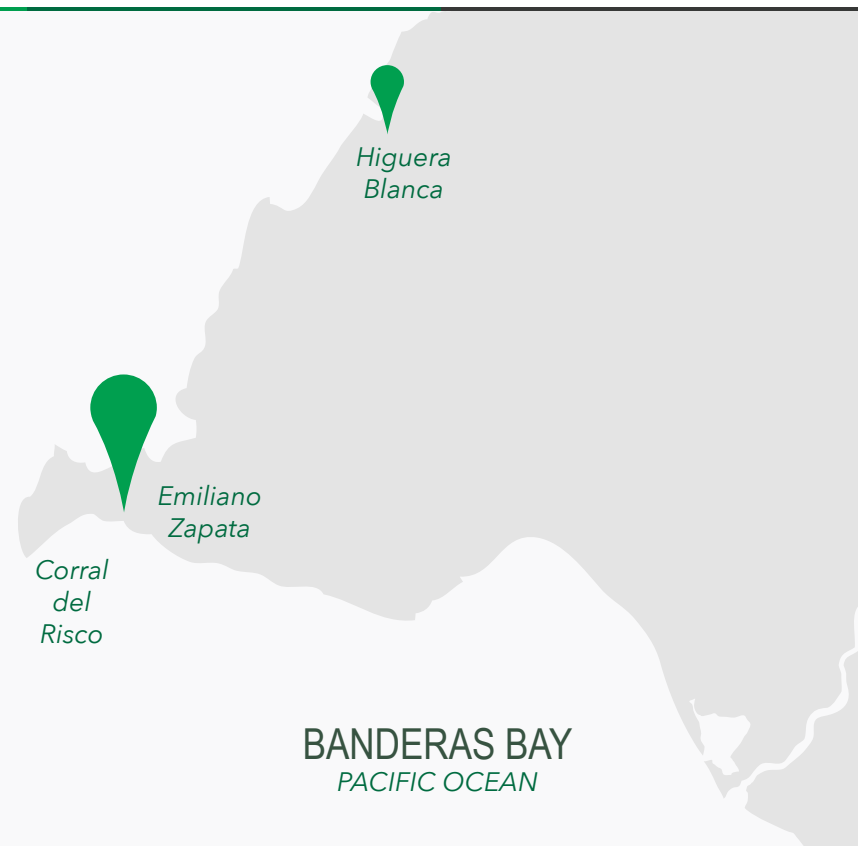




# LOCAL GOAL

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 the highway cleanup, and are excited to share in planning for the Del Mar Community Center.

In the next pages you will find numerous examples of the strategies that FPM uses to promote growth, including Local Programs, Support for Community-Led Projects, Skill-Building and Strengthening Networks.



# LOCAL STRATEGY | LOCAL PROGRAMS



Education



Health



Environment



Community Development

## BENEFICIARIES

860

DIRECT



2,400

INDIRECT

## ALLIES



400+ **children and adults** enjoyed the Sports Center per week



14+ **sports teams**, including soccer, zumba, aerobics, volleyball, basketball, physical training



8 **company teams** participated in the 1st Regional Punta de Mita **Soccer Cup**



720 **bags of garbage** collected along the old La Cruz-Punta de Mita highway, with 30 community members who received food packages each month



120 **middle school students** collected 81 bags of garbage in Punta de Mita and learned about its effect on marine animals with ECOBAC, Turtle Network, Manta Project



CurioCity - 2 weeks of summer classes for **20 children**, included science, storytelling and environment with Peace Corps volunteers



Cinema ParaRisco - **family movie nights** at the sports center



56 **volunteers** in various community events



Initiated construction of the "Del Mar" **Community Center**



# LOCAL STRATEGY | LOCAL PROGRAMS

Although Fundación Punta de Mita has evolved and grown as a community foundation with regional influence over the years, we believe in the advantages of running our own local programs and focusing on areas of special interest or need. Our long-running programs, the Ocelopilli highway clean-up and the administration and maintenance of the Sports Center, continue successfully. In 2016, volunteers picked up 720 large bags of trash between La Cruz and Punta de Mita (the old highway). They received food staples in recognition for their work and to support their families' economic needs. The community is as active as ever at the Sports Center, with more than 400 people engaged in training each week: 9 soccer teams, zumba, aerobics, volleyball, basketball and physical training classes were the main sports last year.

We've also started new programs, ones that we hope will continue and grow. At the Earth Day Celebration we invited the 120 middle school children from Emiliano Zapata to gather at the Sports Center and sort through the types of garbage they collected from the beaches. They then learned from the experts about how whales, giant manta rays and sea turtles are endangered by inappropriate waste disposal.

The largest Foundation project in 2016 was the construction of Stage I of the "Del Mar" Community Center in Punta de Mita! Through a seed grant of 1 million pesos from Fundación Soriana, we began with a multipurpose room, a kitchen and restrooms underneath a high steel-framed covering for shade. This, combined with a 10-week summer course on community identity and leadership, began to prepare townspeople for their roles in community development at "Del Mar" in the coming years.

*"Congratulations, Fundación Mita for this great achievement and the giant steps forward with the community!"*

Lolys Curiel (educator)



# LOCAL STRATEGY | SUPPORT FOR COMMUNITY-LED PROJECTS

## BENEFICIARIES

980

DIRECT



2,805

INDIRECT

## ALLIES



Regional  
Middle  
Schools



Regional  
Elementary  
Schools

**BAZAR DE  
CHABELA**



Bienestares



**400 middle school students** played in a regional tournament at the Sports Center



Served as judges at the **Science Fair** for **60 students** from 4 public elementary schools



**\$2,170 US** fundraised in partnership with **Bazar de Chabela** to support community projects. 135 people purchased quality goods at affordable prices



Opened fund accounts to support **2 local school building projects**



**20 elementary school students** received transport for a regional choral competition and **won 1st place!**



**12 coaches** met with FPM to form a **Sports committee**



**14 teenagers** received soccer uniforms for a local tournament



**Renovated 6 lunch tables** at the Nuevo Corral del Risco elementary school



Donated **30 yoga mats** to Bienestares AC



Donated water for the women's local torch run



Education



Health



Environment



Community Development





# LOCAL STRATEGY | SUPPORT FOR COMMUNITY-LED PROJECTS

In addition to the local programs that the Foundation initiates, we always search for ways to support those projects that are being led by members of our community. These are sometimes small gestures of support, yet are vital in fostering a sense of community adhesiveness and motivation to reach common goals.

One of the most successful partnerships has been the support of a local bazaar for used items with donations from the surrounding hotels, businesses and residents. Anything that is donated through Fundación Punta de Mita is given to *Bazar de Chabela* and sold at very affordable prices in town. 50% of the income is put toward the maintenance of the Sports Center and 50% deposited into a fund account for community projects. With donations including televisions, sheets and towels, beds and mattresses, and bags and bags of clothing, this partnership resulted in being able to install a new cistern at the Sports Center!

*“Thank you to the hotels and villas of the region for their donations of used items through Fundación Punta de Mita. The funds are for the benefit of the Corral del Risco Sports Center (Punta de Mita), where a new water storage tank is being built”*

Sra. Isabel González Cázares (Facebook)



# LOCAL STRATEGY | SKILL-BUILDING

## BENEFICIARIES

761

DIRECT



2,280

INDIRECT

## ALLIES



**32 participants in a 10 week** Community Identity and Leadership workshop using the methodology from Fundación Comunitaria del Bajío



**10 University of Oregon students and 4 professors** visited the Nuevo Corral del Risco preschool and 2 Centers for Special Education (CAM) to give professional development for teachers and parent workshops. FPM organized and hosted their stay.



**6 teachers and 18 parents** attended the workshop by Dr. Lillian Durán of University of Oregon, specialist in Language Development and Special Education, at the Nuevo Corral del Risco preschool



**1,300 new english storybooks** were donated by the Jeff and Carla Cole Foundation through FPM to 625 children in 4 elementary schools



**6 English teachers** from the Peace English program received teacher training and resource guides for using the English storybooks mentioned above



Education



Health



Environment



Community Development

# LOCAL STRATEGY | SKILL-BUILDING

Fundación Punta de Mita is dedicated to promoting continual personal and professional development through our workshops, both locally and regionally. FPM invited Dr. Lillian Duran and her colleagues, specialists in Language Development and Special Education at the University of Oregon, to give workshops to teachers and parents at the Corral del Risco Preschool and the Higuera Blanca Elementary School in May and again in September. Here, teachers learned how to enhance storybooks in order to promote vocabulary development and parents were given tips on how to engage their children in reading together at home. The University of Oregon group makes yearly trips to Mexico and works with the Foundation on promoting education, in particular for children with special needs.

Donations made through the Foundation also give us opportunities to offer skill-building workshops. Through the donation of 1,300 storybooks in English, we worked with the Peace Punta de Mita teachers on how to use texts interactively with their students in public schools, even when the reading level might not match that of their students.

One of the most rewarding experiences this year was a 10-week course on Community Identity and Leadership, based on a methodology that we learned from the *Fundación Comunitaria del Bajío*, Guanajuato. This course led participants from Nuevo Corral del Risco through their history, helped them to identify key issues in the present, and guided them in forming a vision for their community as they wish to see it in the future.

*“We really valued the chats about the benefits that are coming to the town”* Sra. Alejandra (Facebook)

*“The meeting was great... but I think more of us should participate since the coming projects will benefit all of us... Join us or at least attend a meeting to know about the benefits we will get for our town... Thank you for inviting me”*

Sra. Daniela (Facebook)





# LOCAL STRATEGY | STRENGTHENING NETWORKS

## ALLIES



**11 donors** connected to local **public schools** through FPM donor services and funds



**6 donors** connected to the community through FPM and **Bazar de Chabela**



**135 members** in FPM community **WhatsApp groups** for more inclusive communication



50 volunteers **planted 210 trees in Punta de Mita**, 35 children played eco-games on Tree Day



**20 community members** formed the **"Recolectivo Vivo"** with FPM to talk about environmental concerns in Punta de Mita and Higuera Blanca



**5 regional nonprofits** collaborated in local events



**Improved relationship and communication** with the Municipality

## BENEFICIARIES

**774**

DIRECT

**2,300**

INDIRECT





# LOCAL STRATEGY | STRENGTHENING NETWORKS

At Fundación Punta de Mita, we believe that sustainable development comes through strengthening networks and alliances. One way is to connect donors to the people that they would like to support, such as children in public schools. In 2016 several donors were able to support building a new classroom at the preschool in Emiliano Zapata and start the construction of the new high school in Higuera Blanca through FPM fund accounts that were established by the leaders of those projects.

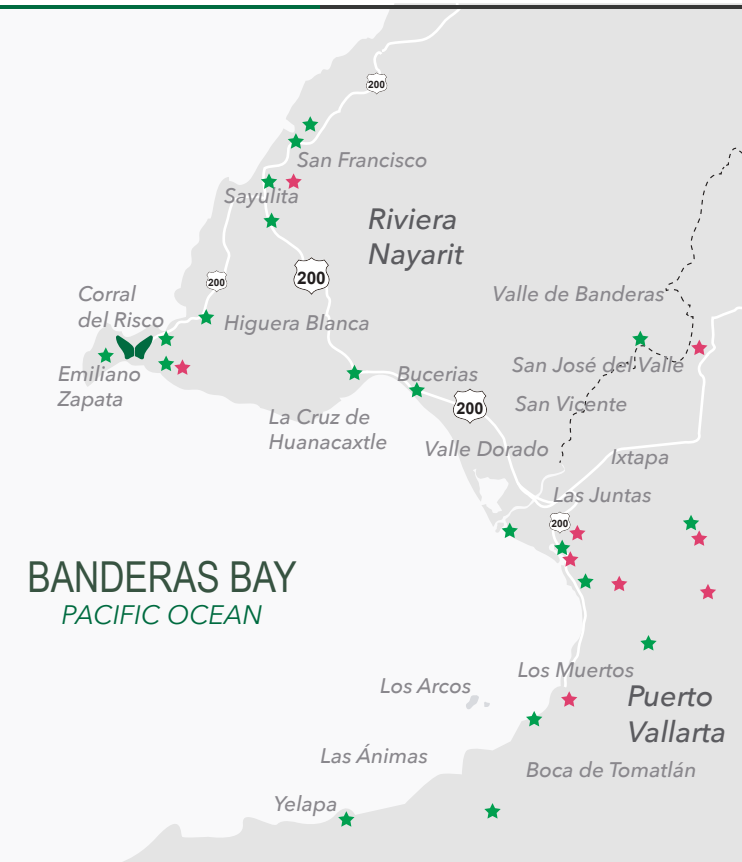
At a local level we have had great success at bringing people together through WhatsApp groups. For example, our group “Comunidad Fundación” is for general announcements of events or workshops. We also have a group for the coaches at the Sports Center and one called “Recolectivo Vivo” for those interested in environmental concerns. Sales through Bazar de Chabela are made by FPM connecting donor individuals and companies with the owner and then she advertises to the community on her Facebook page.

We also plan events through networks. A great example was the Tree Day celebration with Riviera Nayarit, the Bahía de Banderas municipality and Earth Check, where 50 local volunteers planted 210 trees in Punta de Mita and 35 children had the chance to play new eco-games.



# REGIONAL GOAL

In addition to our local work, Fundación Punta de Mita as a community foundation fosters sustainable development across the municipalities of Bahía de Banderas in Nayarit and Puerto Vallarta in Jalisco. The primary ways in which this happens are by mobilizing resources, offering capacity development, creating alliances and strengthening networks, and providing services to donors and other nonprofits.



## LOCAL GOAL

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

### STRATEGIES



Operate Locally



Support Community Projects



Strengthen Networks



Offer Capacity Development



Mobilize Resources



Offer Services



## REGIONAL GOAL

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

### STRATEGIES

- ★ Community Development Funds
- ★ Grant Projects

# REGIONAL STRATEGY | MOBILIZING RESOURCES

## BENEFICIARIES

**930** DIRECT

**31,000** INDIRECT



## GRANT

STRENGTHENING  
OF GRASSROOTS  
GROUPS  
(FOROB-II)

## ALLIES



BAY OF BANDERAS  
CONSERVATION  
GRANT 2016

## TOTAL

## PROJECT

### Bienestares, Punta de Mita

Emotional health workshops for Emiliano Zapata children

### Costa Verde International School, Sayulita

Construction of new turtle rescue facilities in Boca de Tomate, Jalisco

### Santa Barbara Rehabilitation Center, Puerto Vallarta

Community workshops in reading and mathematics literacy, emotion liberation through games and therapy

### Ahora es Tiempo de Dar, Lomas del Valle

Community workshops in Lomas del Valle

### Desayunos de Vallarta, Puerto Vallarta

Facilities renovation project

### American Legion, Lomas de Coapinole

Installation and Rehabilitation of two community parks

### Estero El Salado, Puerto Vallarta

Construction of ecological restrooms

### Ecology and Conservation of Whales (ECOBAC)

### Centro de Rescate de Fauna Silvestre CALEV AC

## AWARDED in pesos

\$60,000

\$40,000

\$40,000

\$100,000

\$60,000

\$40,500

\$100,000

\$50,000

\$10,000

\$500,500  
(US\$ 29,441)

## Nonprofit contribution

\$64,850

69,824

\$32,252

\$64,920

\$24,004

\$49,500

\$65,924

\$128,000

\$5,000

\$504,274

# REGIONAL STRATEGY | MOBILIZING RESOURCES

An important way in which the Foundation supports other nonprofits and grassroots groups in the region is through grantmaking from a number of sources. In 2016, we finished our second FOROB (Strengthening of Grassroots Groups) grant program. These funds were channeled through our membership with Comunalia (Alliance of Community Foundations in Mexico) and matching funds from larger entities such as the InterAmerican Foundation, Fundación Soriana, Grupo Financiero Monex, and Fundación Merced. This program offered \$440,500.00 MXN in grants to 7 nonprofits.

During the summer, FPM also offered its first Banderas Bay Conservation Fund grant, raised through the sale of the Viva Natura Field Guide. The 2 projects that were chosen were for whale protection and animal rescue.

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.





# REGIONAL STRATEGY | CAPACITY-BUILDING

## BENEFICIARIES

**78** DIRECT

**5,500** INDIRECT



**67 hours of workshops** to regional for non-profits



78 participants from **35 nonprofits** participated in professional development



**83% of the organizations implemented strategies** learned from the workshops

Fundación Punta de Mita (FPM) is very dedicated to the professionalization of other nonprofits and grassroots groups through capacity-building workshops. In January, FPM offered a 3-hour introduction to project development for groups interested in applying for the FOROB grants. Then during the summer of 2016 we partnered with the Network of Altruistic Organizations of Puerto Vallarta and Bahía de Banderas (La Red) to organize 67 hours of workshops, with topics ranging from effective volunteer programs to public relations to nonprofit finances. During this time, Lisa extended the Project Development theme to an intensive 32-hour course over four weeks.

*“These are such important skills! Hopefully the classes will be repeated so that we can learn more deeply from them.”*

*“Everything seemed super important to me, like key pieces for nonprofits to learn.”*

*“The three (workshops) that we attended really fill some of the gaps in what is needed in nonprofits.”*



## ALLIES



Education



Health



Environment



Community Development

# REGIONAL STRATEGY | STRENGTHENING OF ALLIES AND NETWORKS

## BENEFICIARIES

**330** DIRECT  
**25,000** INDIRECT



## ALLIES



**Membership with 15** other community foundations in the Alliance for **Community Foundations of Mexico** (Comunalia)



**Membership with 17 business associations**, 8 professional associations and 3 Universities in the Coordinating Council of Puerto Vallarta and Bahía de Banderas (CCPVBB)



Partnership with the 26 members of the Network of Altruistic Organizations (La Red)



**15 state and local organizations in Nayarit** that met to begin creating region-wide environmental education curriculum for children and adults (CONANP, CUC, Riviera Nayarit, Secretary of Tourism, PROFEPA, Pro-Natura, Bahía Unida)



**220 volunteers cleaned up 2.2 km of beach** in Puerto Vallarta, collecting 22 bags of trash, including 7,960 cigarette buds!! (Monex, University of Guadalajara CUC)



**24 New business allies**



Education



Health



Environment



Community Development

# REGIONAL STRATEGY | STRENGTHENING OF ALLIES AND NETWORKS

As a community foundation, building alliances with and strengthening networks among nonprofit, public and private sectors is essential. One way 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 the primary source of grant funding and professional development for the Foundation.

Within the Banderas Bay, Fundación Punta de Mita was invited last year to join the Coordinating Council of Puerto Vallarta and Bay of Banderas (CCPVBB), which is a network of business and professional associations and universities. Here, the Foundation serves as the representative for social organizations. The objective of the Council is to work closely with the two municipal governments in order to secure responsible growth in tourism.

In addition to our partnership with the Network of Altruistic Associations (La Red), the Foundation allies with businesses, government and educational institutions in order to plan events and activities. In 2016 we were invited to contribute toward both the design of a regional curriculum for environmental education and planning for the protection of the Marieta Islands.

Creating alliances with companies both locally and regionally is always a focus, helping them to achieve their social goals as responsible enterprises. The Foundation is proud to report about the 24 new alliances this year, in particular that with Intercam as a corporate donor and partner in community activities.





# REGIONAL STRATEGY | PROVIDING SERVICES

## BENEFICIARIES

**140** DIRECT  
**21,000** INDIRECT



Continued work with **15** organizations that have **community development fund** (CDF) accounts



**7 new fund** accounts for local organizations and community groups



**18 organizations** / community groups received one-on-one **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. Just this year, 7 new CDF accounts have been established, solidifying the social fabric of our region.

## ALLIES



Education



Health



Environment




















Community Development





# COMMUNITY DEVELOPMENT FUNDS

FPM continues to operate as a key regional entity in its support for and collaboration with other nonprofit entities in the region of the Bay of Banderas, both in Nayarit and Jalisco. In 2016, 21 organizations had active Community Development Funds (CDFs) and were able to receive a total of \$58,962.60 US in donations from Mexico, the U.S. and Canada through the Foundation. In addition to providing tax-deductible receipts, the Foundation provides CDF holders a number of services, including the payment of invoices, administration of finances, monthly reports and capacity training.

ANGELS			Angels	Local projects in PM (2016 - Bienestares, EZ Centro de Salud and EZ Kinder)
			Bahía-Vallarta Fire EMS	Support for emergency services in our region
			Bienestares A.C.	Personal growth workshops with students and parents in PM, led by Maru Huesca
			Celebrate the Beat!	Empowerment through dance
			Centro Comunitario La Cruz	Now called Huanacaxtle AC, operate the La Cruz market and other community projects
			Circo de los Niños de SP.	Circus arts for local San Pancho children, led by Gilles Ste. Croix
CONSERVATION FUND		EZ Kinder Project	ECOBAC	Research and protection of whales in the Banderas Bay
			Entre Amigos de SP.	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 Scripts Institute
			Ruta 383	Promotion of the arts
			Turtle Network	Building 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>NEW in 2016!</b>	
			American Legion	Renovating city parks
			Badeba Soccer School	Soccer school in Bahía de Banderas, Luis Avila
			Bronfman Family Fund	Our first family fund!! Thanks to the Bronfman's donations of a total of \$100,000 US this year towards the Foundation programs and 2 benefitting fund accounts
			Desayunos de Vallarta	School of champions, 3 Preschools and Summer School in Puerto Vallarta
			EZ Kinder Project	Successfully raised \$25,000 for a new classroom in Emiliano Zapata
			Telebachillerato HB Project	Construction of a public high school in Higuera Blanca, led by Marc Lindskog
			Iyari	Education projects in La Cruz de Huanacaxtle

# 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 2016:

PROFESSIONAL DEVELOPMENT TOPIC	LOCATION	SPONSOR
• Building Broader Communities partnerships between community foundations across borders	Washington D.C. El Paso, Texas	InterAmerican Foundation CF Leads, Comunalia
• Council on Foundations annual conference	Washington D.C.	Council on Foundations,
• Visit to Fundación Comunitaria Bajío training in Community Leadership workshops	Irapuato, Guanajuato	Comunalia InterAmerican Foundation
• Defining Community Foundations in Mexico	Mérida, Yucatan	Comunalia
• Project Development for Nonprofits (32 hrs)	Nuevo Vallarta	Dr. Lisa Schalla
• Comunalia Annual Meeting	Mexico City	Comunalia
• Introduction to Government funding	Puerto Vallarta	INDESOL
• Fiscal Changes for Authorized Donors, Fiscal Aspects of Contracts,	Puerto Vallarta	Colegio de Contadores de Puerto Vallarta
• Mobilizing Resources in Community Foundations of Mexico	Monterrey, Nuevo Laredo	Comunalia
• Excel Macros for Administration, 2017 Fiscal Changes	Puerto Vallarta	Heza Consulting, Puerto Vallarta
• Financial Workshop for Nonprofits	Puerto Vallarta	Banamex Foundation
• Ending the 2016 Fiscal Year	Puerto Vallarta	Estrategías y Soluciones Corporativas, S.C.

# ALLIES & SPONSORS



***Thank You to all of the individual and family donors!!!***  
*We are grateful for your TIME, TALENT and TREASURE that you are so willing to share, in order to strengthen the families and communities in Punta de Mita and the rest of this beautiful region.*

## CORPORATE SPONSORS

Cantiles de Mita (DINE)  
 Google  
 Tequila Patron

## MAJOR DONORS

Four Seasons Resort Punta Mita  
 St. Regis Punta Mita Resort

## INTERNATIONAL

CF Leads  
 Charles Stewart Mott Foundation  
 Children's Shelter of Hope Foundation  
 InterAmerican Foundation  
 International Community Foundation

## BANDERAS BAY REGION

Aceros Murillo\*  
 Ahora es Tiempo de Dar AC  
 American Legion  
 Aurora Yacht Charters\*  
 Bebidas Vallarta  
 Connell & Associates  
 Consejo Coordinador PV y BaDeBa  
 Diamonds International  
 ECOBAC  
 Entre Amigos de San Pancho  
 Grupo Chalita  
 OVC Riviera Nayarit  
 Paradise Plaza\*  
 Puerto de Luna Hotel  
 University of Guadalajara - CUC  
 Vallarta Adventures  
 Velobike\*  
 Vidanta\*  
 Vista Vallarta\*

## LOCAL (PUNTA DE MITA)

Big Tuna Sport Fishing\*  
 Casa de Mita  
 Casa Teresa  
 Club de Golf Punta Mita  
 COMEX  
 Constructores Bahía Litibú\*  
 El Original El Anclote  
 El Cuate MiniSuper  
 Four Seasons Boutique  
 Iberostar Playa Mita\*  
 Imanta Resorts Punta de Mita  
 Litibú Grill\*  
 Mar de Sueños\*  
 Mexican Malibu  
 Mita Residences  
 Oscar's Fish Tacos  
 Pacheco MiniSuper  
 Punta Mita Expeditions  
 Punta Mita Rentals

Restaurante El Dorado  
 Restaurante La Cabaña  
 Spearmex  
 Sufi  
 SurfMex  
 Tripwix\*  
 Valgiani  
 Vista Paraíso\*

## NATIONAL

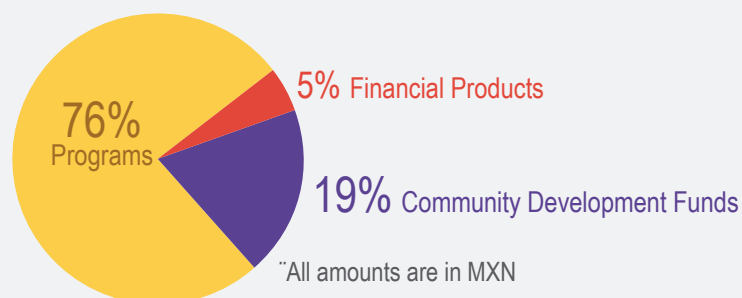
Centro Fox\*  
 Comunalia  
 Fundación ADO  
 Fundación Merced  
 Fundación Soriana\*  
 Intercam Grupo Financiero  
 Monex Grupo Financiero

\* Were first-time allies in 2016.

# FINANCIAL REPORT 2016

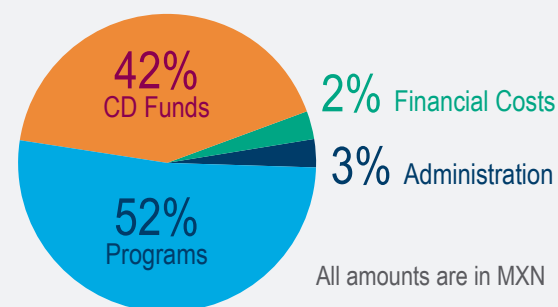
## INCOME

● Programs	\$4,316,927.00	76.31%	Not restricted
● Funds	\$1,061,327.00	18.76%	Temporally restricted
● Financial Products	\$278,975.00	4.93%	Not restricted
Endowment Fund	\$73,425.01		Restricted
<b>Annual Total</b>	<b>\$5,657,229.00</b>	<b>100.00%</b>	



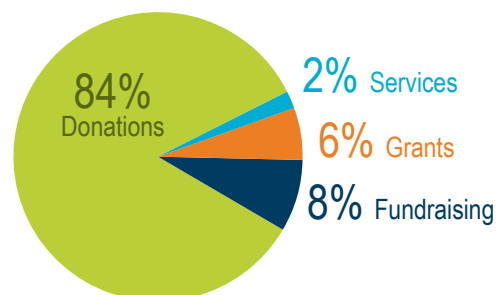
## EXPENSES

● Programs	\$2,877,155.00	52.05%	Not Restricted
● Funds	\$2,336,459.00	42.27%	Temporally Restricted
● Administration	\$166,745.00	3.02%	Not Restricted
● Financial Costs	\$146,836.00	2.66%	Not Restricted
<b>Annual Total</b>	<b>\$5,527,195.00</b>	<b>100.00%</b>	



## INCOME FOR FPM PROGRAMS

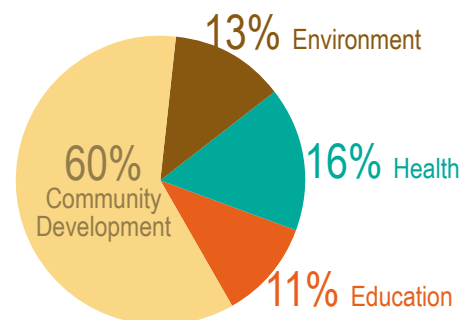
● Donations	\$3,630,217.19	84.09%
● Grants	\$234,349.50	5.43%
● Services	\$100,485.31	2.33%
● Fundraising	\$351,875.00	8.15%
<b>Annual Total</b>	<b>\$4,316,927.00</b>	



All amounts are in MXN

## EXPENSES FOR FPM PROGRAMS

● Education	\$322,347.50	11.20%
● Health	\$466,102.00	16.20%
● Environment	\$382,529.50	13.30%
● Community Development	\$1,706,174.00	59.30%
<b>Annual Total</b>	<b>\$2,877,153.00</b>	<b>100.00%</b>



All amounts are in MXN



# INDEPENDENT AUDITORS'S REPORT



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>, 2016 and 2015.

**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>, 2016 and 2015.

### **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 Alvarez, S. C.**

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

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

**Puerto Vallarta Jalisco on March 29, 2017**



**FUNDACIÓN PUNTA DE MITA A.C.**  
**Statement on the Financial Situation**  
for the years ended on December 31, 2016 and 2015  
(Amounts in Pesos)

		2016				
		Non Restricted	Temporally Restricted	Permanently Restricted	Total	2015
<b><u>ASSETS</u></b>						
<b>Circulating</b>						
Cash (Remark 2-b)	\$	1,780,638			\$ 1,780,638	\$ 1,106,913
Investments in financial instruments		5,240			5,240	77,423
Donors		1,170			1,170	45,878
Diverse Debtors		4,047			4,047	5,943
Taxes to recover		3,626			3,626	3,626
Another Assets		2,017			2,017	2,522
<b>Total circulating assets</b>	<b>\$</b>	<b>1,796,738</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,796,738</b>	<b>\$ 1,242,305</b>
<b>Non circulating</b>						
Properties, plant, net equipment (Remark 2-d,3)		21,044	-	-	21,044	13,995
<b>Total non-circulating assets</b>		21,044			21,044	13,995
<b>TOTAL ASSETS</b>						
	<b>\$</b>	<b>1,817,782</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,817,782</b>	<b>\$ 1,256,300</b>
<b><u>LIABILITIES</u></b>						
Accounts for paying	\$	97,087	\$ -	\$ -	\$ 97,087	\$ 10,317
Early donations		302,764			302,764	-
Fiscal liabilities (Remark 5)		80,911	-	-	80,911	37,821
Other liabilities		3,252	-	-	3,252	-
<b>TOTAL LIABILITIES</b>						
	<b>\$</b>	<b>484,014</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 484,014</b>	<b>\$ 48,138</b>
<b><u>ACCOUNTING ESTATE</u></b>						
Non restricted	\$	125,606	-	\$ -	\$ 125,606	\$ 354,684
Temporally restricted		-	1,208,162	-	1,208,162	853,478
Permanently restricted		-	-		-	-
<b>Total of accounting estate (Remark 6)</b>						
	<b>\$</b>	<b>125,606</b>	<b>\$ 1,208,162</b>	<b>\$ -</b>	<b>\$ 1,333,768</b>	<b>\$ 1,208,162</b>
<b>TOTAL OF LIABILITIES AND ESTATE</b>						
	<b>\$</b>	<b>609,620</b>	<b>\$ 1,208,162</b>	<b>\$ -</b>	<b>\$ 1,817,782</b>	<b>\$ 1,256,300</b>

The attached remarks constitute a part of these financial statements

**FUNDACIÓN PUNTA DE MITA A.C.**  
**Statement on the Activities**  
for the years ended on December 31, 2016 and 2015  
(Amounts in Pesos)

	2016				2015
	Non Restricted	Temporally Restricted	Permanently Restricted	Total	
<b>Income</b>					
Gifts in cash	\$ 5,357,654			\$ 5,357,654	\$ 4,090,517
Investment achievement	6,582			6,582	4,811
Financial products	272,393			272,393	87,320
<b>Income before releasing</b>	<b>\$ 5,636,629</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 5,636,629</b>	<b>\$ 4,182,648</b>
<b>Expenses</b>					
<b>By program:</b>					
Education	\$ 95,168			\$ 95,168	\$ 443,356
Ecology and environment	155,350			155,350	171,418
Health	462,361			462,361	312,211
Development of the community	1,706,175			1,706,175	386,144
General programs	454,361			454,361	400,775
<b>Funds</b>					
Among Friends	75,371			75,371	113,053
AngelS	552,683			552,683	432,679
Manta Project	78,478			78,478	142,275
Turtle Network	424,421			424,421	191,537
Vallarta Bird Conservation	55,984			55,984	145,769
Celebrating the Rhythm	207,911			207,911	137,971
Circus for the children	169,630			169,630	232,012
Action in La Cruz	102,174			102,174	55,635
General Programs	108,144			108,144	81,826
General Funds	555,345			555,345	302,153
<b>By support:</b>					
Administration expenses	167,570			167,570	164,657
Financial expenses	139,897			139,897	114,493
<b>TOTAL OF EXPENSES</b>	<b>\$ 5,511,023</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 5,511,023</b>	<b>\$ 3,827,964</b>
<b>Net change in the accounting estate</b>	<b>125,606</b>	<b>-</b>	<b>-</b>	<b>125,606</b>	<b>354,684</b>
Accounting estate at the beginning of the year	1,208,162	-	-	1,208,162	853,478
<b>Accounting estate at the end of the year</b>	<b>\$ 1,333,768</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,333,768</b>	<b>\$ 1,208,162</b>

The attached remarks constitute a part of these financial statements

# FUNDACIÓN PUNTA DE MITA A.C.

## Statement on the Flow

for the years ended on December 31, 2016 and 2015

(Amounts in Pesos)

	<u>2016</u>	<u>2015</u>
Accounting Estate at the end of the exercise	\$ 125,606	\$ 354,684
Entries related to the investment activities		
Depreciation and redemption	\$ 9,357	\$ 1,135
Interest gain	- 6,582	-
Entries related to investment activities		
Addition	<u>\$ 2,775</u>	<u>\$ 1,135</u>
MORE (LESS) :		
Accounts to be collected	\$ 44,707	-\$ 45,878
Suppliers reduction	84,268	8,438
Another circulating assets and liabilities	7,651	9,252
Fiscal Obligations	43,090	- 26,533
Early donations	302,764	-
Net flows in cash from operation activities	<u>\$ 610,861</u>	<u>\$ 301,098</u>
Investment Activities		
Interests collected	\$ 6,582	\$ -
Acquisition of fixed assets	- 15,901	- 15,129
Net flows in cash from investment activities	<u>-\$ 9,319</u>	<u>-\$ 15,129</u>
Cash surplus to apply in funding activities (Positive results)		
	\$ 601,542	\$ 285,969
Financing Activities		
Payment of loans	\$ -	\$ -
Interest Paid	-	-
Net flows in cash from Financing Activities	<u>\$ -</u>	<u>\$ -</u>
Net increase in cash and another cash equivalents	601,542	285,969
Cash at the beginning of the year	1,184,336	898,367
Cash at the end of the year	<u><u>\$ 1,785,878</u></u>	<u><u>\$ 1,184,336</u></u>