

FOREFRONT CHARITY

ANNUAL REPORT

2020



FOREWARD

Dear Supporters,

On my first trip to rural India in 2012, I learned about the “water” locals spent 10 hours a day retrieving. This water was exposed to the open environment. People went into deep holes to retrieve it and then carry it on a long pole on their shoulders. Determined, we built a water well to provide safe drinking water. Our team then asked children about their favorite subject in school, thinking children had time to attend school. However, they replied, “We don’t have a school to go to.” That’s when everything changed. We were determined to provide basic life necessities. All people should access these in order to realize their potential and create sustainable, local change.

Five years later, in the midst of a pandemic and crisis, we share their determination to actualize this mission. Every person has the potential to provide for themselves, their family, and their community. During this challenging time, your support is more critical than ever and empowers families in our partner communities.

With months of strict lockdowns, villagers could not travel. For many, this meant no access to water and education. Thankfully, for the 87,000+ villagers we’ve served, this was not their story. They had access to clean drinking water, quality education, basic medical care, empowerment opportunities, and provided for their families.

Despite the lockdowns and travel bans, we met all our 2020 program goals. We’re excited to have launched our FOREFRONT School in 2020 during the pandemic. We were told opening a school during a pandemic is unimaginable. However, FOREFRONT School started during lockdowns and great uncertainty. Despite restrictions, with proper safety protocols, our on-site team exceeded

expectations for our partner communities.

FOREFRONT Charity champions innovative solutions, models, and programs that put people first by enabling every person, equipping leaders, and establishing self-sustaining communities through local-to-local change.

We celebrate our accomplishments with an ever-increasing demand for our programs, dedicated team at home and abroad, passion and experience, an ambitious growth plan, and a community of generous donors. With that, we’re excited to make an even greater impact in 2021.

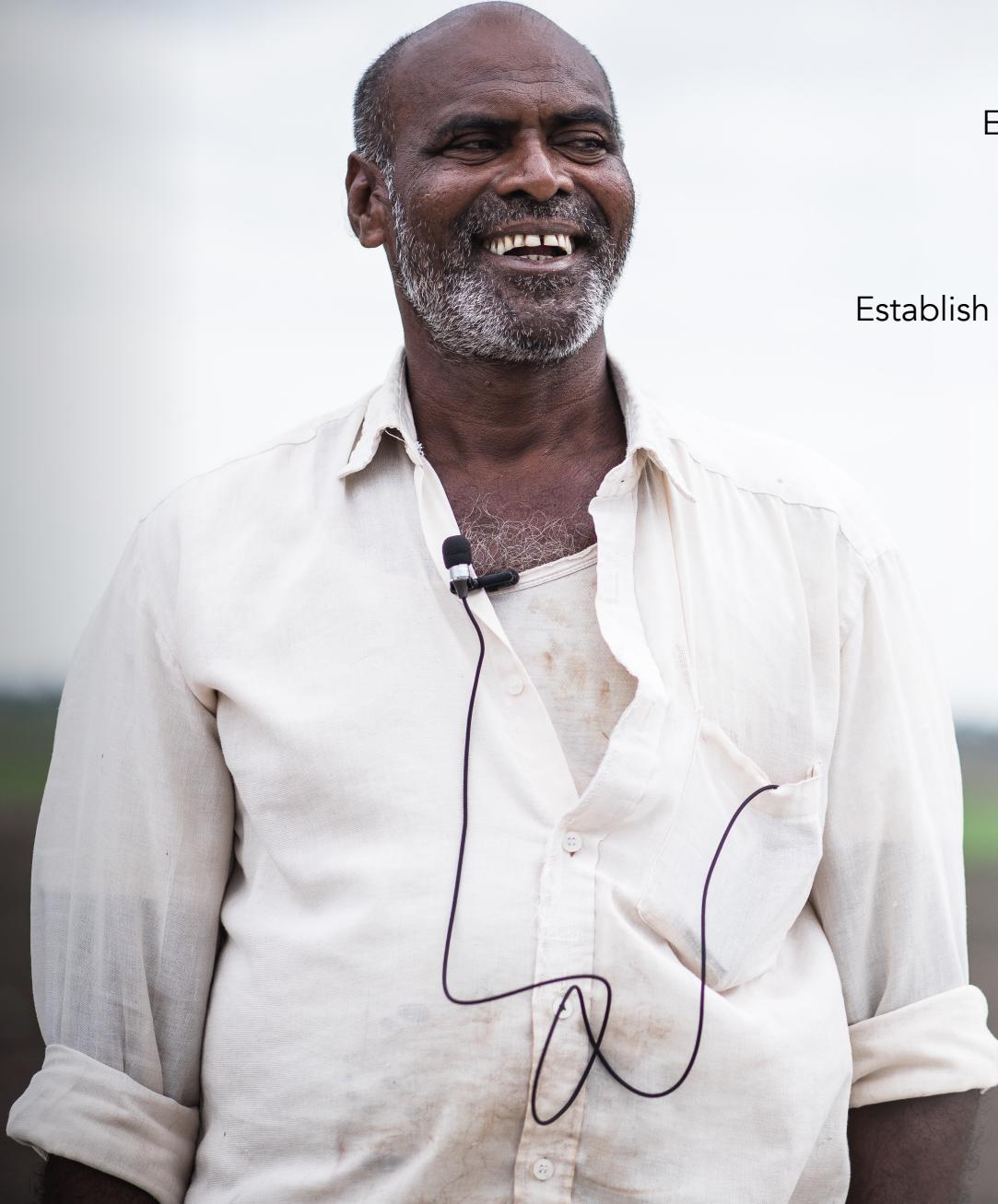
Thank you for your radical generosity. Here’s to all who stepped up to the forefront in this time of need.



Matthew Oh,
FOREFRONT Charity CEO



OUR MISSION



Enable every person.

Equip leaders.

Establish self-sustaining communities.

OUR APPROACH



We equip locals with access to basic life necessities, such as clean water, quality education, medical care, and leadership training to build future changemakers.

We empower these changemakers to establish sustainable communities, because they know their communities best.

With improved financial and human resources, changemakers invest in their communities, creating local-to-local, long-term change.

OUR COMMUNITY



COMMUNITY PARTNERSHIPS

Our partners are essential to our efforts, and we are so grateful. In 2020, we collaborated with our community partners on more events than ever:

Q1

We started off the year with a delicious fundraiser at Choolaah Indian BBQ in Northern Virginia.

Q2

We held a virtual Indian cooking event with Chef Rupen Rao where 35 supporters made delicious spicy chicken curry, fragrant cumin, cilantro basmati rice, and sautéed okra with onions and coconut.

Q3

We held a virtual soap making class with Steel Works Apartments, and fundraisers with Wild Rose Soap and Blossom Box Jewelry.

Q4

We held a free tutoring session to help children both in the United States and in rural India. With Mills Virtual Tutoring, we offered math, reading, and writing classes via Zoom.

A big thank you to our partners for your generosity!



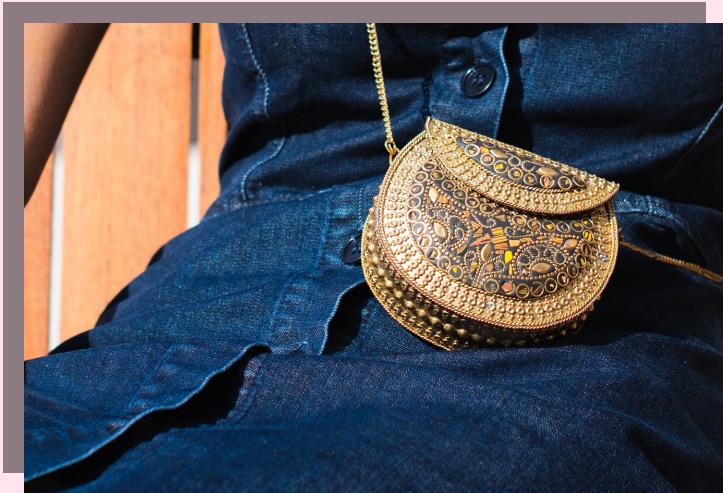
Community Water Wells

Mocean, a physical therapy clinic in Manhattan, NY, donated proceeds from their virtual fitness classes towards our 35th water well to get people's blood flowing in the US and water flowing to villagers in India.

In addition, Pursuit invited Matt for a podcast and Instagram Live session. Their campaign raised enough funds to build FOREFRONT Charity's 42nd water well!



NEW FRONTIERS



Our Good Purpose

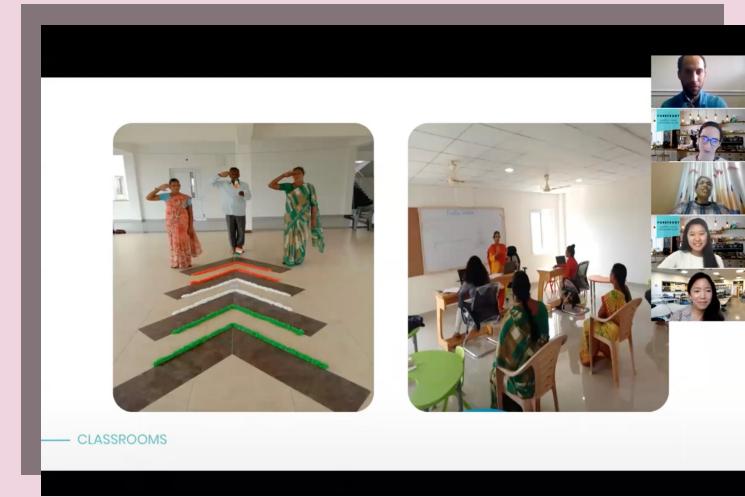
We opened Our Good Purpose: an online, artisan marketplace featuring handmade handbags, jewelry, and more from our communities in India. 100% of the net profits goes to support FOREFRONT Charity's work. Our Good Purpose embraces compassion and amplifies impacting and empowering all. Because of this our promise is that everything from us will be a purchase with purpose and help villagers in rural India thrive.



Chai Chats

We launched virtual Chai Chats to share program updates with our donors during the pandemic. We held three Chai Chats with our leadership team and the FOREFRONT School principal.

Over 135 donors joined us to learn more about our work in India.



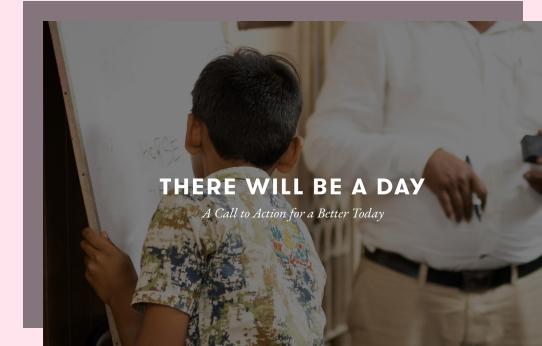
FUNDRAISING CAMPAIGNS



GlobalGiving



THERE WILL BE A DAY
A Call to Action for a Better Today



Global Giving

Since we started our partnership with Global Giving in September 2018, we have received over 770 donations and raised over \$56,000. In 2020, we raised over \$20,000 through Global Giving to fund our FOREFRONT School!



Our 5th Year Anniversary

To celebrate 5 years of creating local-to-local change in India, our 5th year anniversary campaign featured donor videos and testimonials and our team's TikTok dancing debut. Our 5th year anniversary campaign raised \$10,842. We are excited for our next 5 years!



There Will Be a Day

We launched our vision campaign called "There Will Be A Day" to share our ideal of when everyone will access clean water, quality education, affordable medical care, and empowerment opportunities to achieve their dreams. To unlock the potential in every person, we help them access more community-based resources and opportunities.

OUR 5TH ANNUAL GALA



In October 2020, we held our 5th Annual Gala, our highest attended event. Over 180 guests joined virtually to celebrate *Our Past, Present, and Future*. We highlighted the finished construction and opening of our state-of-the-art elementary school in Kolluru, the development of our SN300 water filtration technology, and our COVID-19 relief efforts.

A special thank you to our master of ceremonies, Alan Chen, and our keynote speaker, Kevin Hagan, CEO of Thrive Impact. In addition, thank you to the Cornell University Nazaqat dance team, the Cornell University Bhangra dance team, and the George Mason University Mason Ke Rang dance team for choreographing and performing a medley of Indian dances for our gala.

It was a gala full of amazing progress and celebration!

OUR PROGRAMS



WATER



Clean Water is the Foundation of Life

In rural India, people often walk 10 or more hours and several times per day to get water. That grueling task became even more difficult with COVID-19. Our water wells provide immediate relief to tens of thousands of villagers, and our builders (monthly donors) continue to make running them possible. Thank you for your continued support as we close the gap for those without clean water.

Since 2015, We Have Provided Over:

73,000+

villagers with clean and safe drinking water.



We are Expanding Our Technology

We introduced the SN300 water filtration technology to provide clean water to villages in different terrains. SN stands for "community water" in Telugu, the local dialect, and represents our goodwill to provide clean water for communities. With the SN300, we provide clean water more quickly, more efficiently, and to villagers in different environments.



We are Reinforcing our Key Areas

Sanitation and hygiene are critical to our work. Only with clean water is sanitation and hygiene possible. To date, we have distributed 7,000 soaps, which has been critical to combat COVID-19 and improve the livelihoods of villagers. These efforts are buttressed with our community engagement and lessons.



We are Focusing on Local Partnerships

All our work, including our water wells, is planned and implemented by locals who understand and love their villages. Our work remains local to empower future leaders to establish sustainable communities because they know their communities best.



EDUCATION



We opened FOREFRONT School in August 2020!

We believe learning should never stop. However, during the COVID-19 pandemic, schools were closed per government orders. In our rural Indian partner communities, online learning and basic electricity is unavailable. Therefore, our school leadership creatively mobilized education. FOREFRONT School on Wheels was born. Every week, FOREFRONT School leadership and teachers visited homes to conduct outdoor lessons and provide parents with resources to continue at-home teaching.



School Data

- We have a competitive enrollment of 64 students, with a waitlist of even more.
- 80%+ students in all our grade levels meet or exceed our curricular standards.
- Our school has 40% female students and 60% male students.



Community Engagement

- For International Women's Day, our school engaged with mothers and daughters through our Bring Your Own Dish competition. This competition provided a platform to share healthy dishes and provide nutritional education.
- We have a community garden where parents beautify our school and empower our students to take ownership of seeds they've planted.



Staff Empowerment

- FOREFRONT School prioritizes employing local community members.
- Personal finance, computer skills, and English classes are offered to our non-teaching staff. For some, this is their first formal education.

MEDICAL & EMPOWERMENT



Enabling Every Person through Empowerment

At FOREFRONT Charity, empowering locals to take ownership over programs brings about sustainable development for their villages. We help them grow their skills, resources, and opportunities to make improvements in their lives and communities. This year also marked the launch of our Empowerment team. They are dedicated to enabling leaders in rural India.



Diabetes Pilot Workshop

Through community forums, we identified diabetes as the leading medical area of need in our partner communities. India has the second highest number of adults with diabetes globally with many unaware of their condition. To bring awareness, our Medical and Empowerment teams created and translated diabetes educational curricula, pamphlets, and training documents for our Changemakers. This was the first Changemaker lead workshop. At these workshops, 300+ people received education on the types of diabetes, symptoms, and management (translated to Telugu) in addition to blood glucose and pressure testing.



Leadership Development Program

The Empowerment team established a program to identify, recruit, and train local Changemakers. They created a framework for the program with recruitment methods, interview questions, and role requirements. With this program, we recruited and trained our first Changemaker to lead the Diabetes Pilot Workshop.

OUR TEAM



TEAM HIGHLIGHTS



Our Growing Team

On May 4, 2015, FOREFRONT Charity launched with 9 team members and \$300. Since then, our US team has grown to over 20 members, leaders in their fields who work pro-bono for FOREFRONT Charity. In addition, we have employed over 160 people in India in the construction of our school and water wells, our school staff, and Changemakers.



Summer 2020 Internship Class

In summer 2020, we had our first intern class of 6 students from Cornell, NYU, UNC Charlotte, UNC Chapel Hill, and Yale University. They were inspirational. Their projects have been implemented or are being implemented. Through our internship program, we inspire college students to use their education, skills, and compassion to create change for social good.



OUR FINANCIALS

We are committed to high quality accounting standards and transparent financial reporting. \$190,632 of generous support in 2020 was used to build 11 clean water wells, provide education for 64 children, conduct diabetes testing for 300+ people, and distribute COVID-19 PPE to 6,000 people in rural India.



ANNUAL REVENUE



2020 Revenue Overview

Despite the hardships of 2020, our donations from individuals were up +9% year over year and corporate donations were up +22% year over year. Individual and corporate giving reached all-time highs. That is incredible! Thank you for giving more.

Our overall decrease in annual revenue year over year (YoY) was due to a \$75,000 shortfall in donations from foundations. Our donations from foundations have been single-year grants.

During much of 2020, many US foundations chose to focus on US-based charity efforts related to researching and providing relief from the horrors of COVID-19, which decreased giving to international charities.

Despite this, the \$190,632 generously contributed in 2020 helped build 11 new clean water wells, complete the construction of the FOREFRONT School, provide education to 64 children, provide diabetes diagnosis to over 300 people, and distribute COVID-19 PPE to over 6,000 people in rural India.



2020 REVENUE

\$190,632

2020 YoY GROWTH

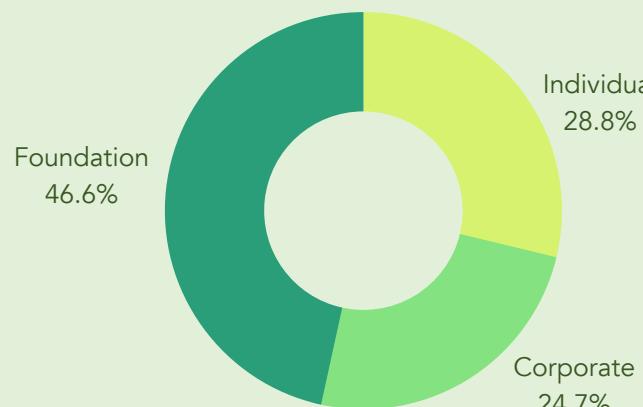
-22%

2015-2020 REVENUE

\$857,862

2015-2020 UNIQUE DONORS

1,223 INDIVIDUALS



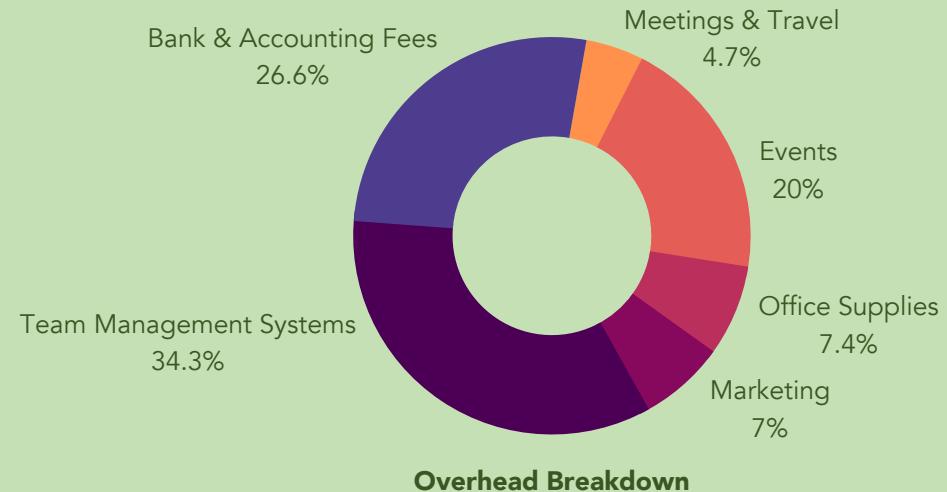
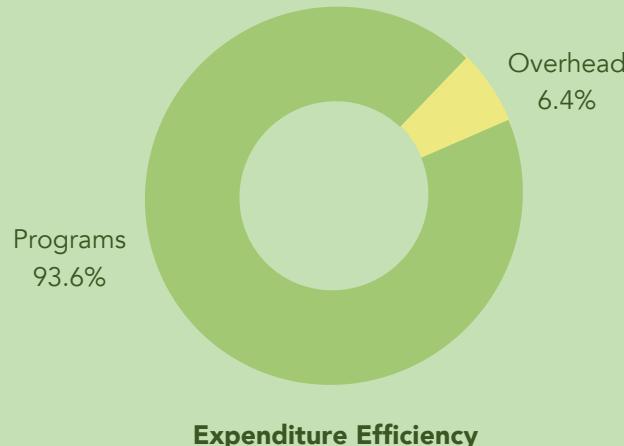
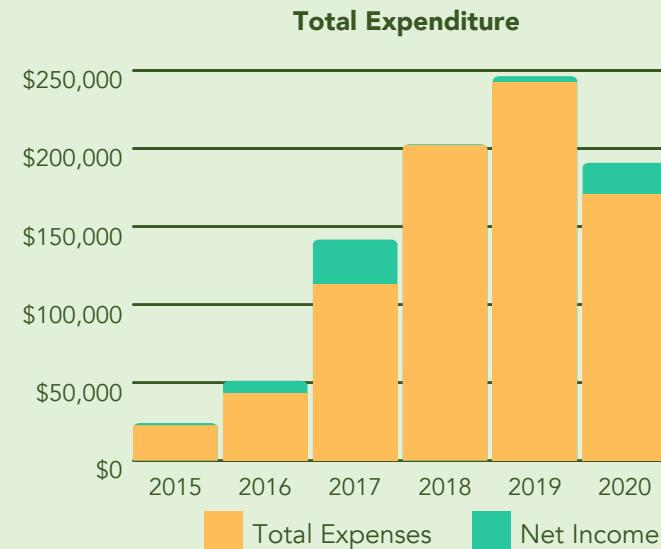
ANNUAL EXPENDITURE



2020 Expenditure Overview

Our 2020 annual expenditure was \$170,746. The vast majority, 94%, of our expenses are program-based: clean water and sanitation, education, and medical care, and community empowerment. Our minimal overhead means your giving directly impacts our communities in India.

We are committed to high quality accounting standards and transparent financial reporting. We have received the highest rating for program and financial transparency, a platinum rating, from GuideStar.

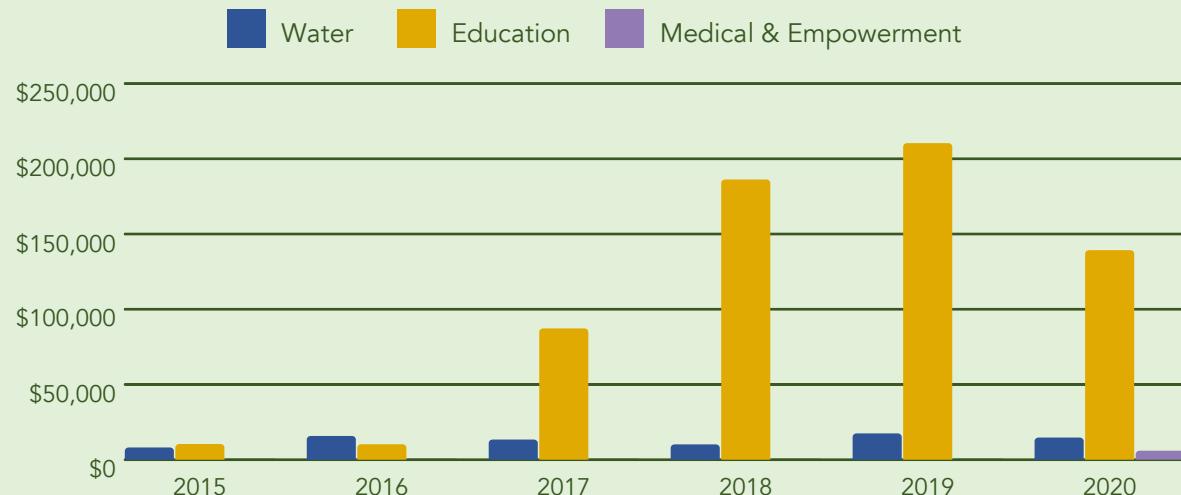


PROGRAM INVESTMENT



2020 Investment Overview

In 2020, we invested \$159,735 in clean water and sanitation, education, medical care, and community empowerment, with \$14,707 going to clean water and sanitation, \$139,058 going to education, and \$5,970 going to medical care and community empowerment.



2020 Investment Breakdown



Water

We built 11 clean water wells, totaling 42 wells over the past 5 years. Our well water quality, including our oldest wells, continues to test better than bottled water in India.



Education

We opened our FOREFRONT Elementary School to 64 kindergarteners, first, and second graders. Our decrease in education investment in 2020 was due to the completion of school construction expenses in 2019.



Medical & Empowerment

We provided diabetes diagnosis to over 300 people, and an immediate COVID-19 response with PPE to 6,000 people in rural India. We will continue to expand our work in medical care and empowerment.

STATEMENT OF ACTIVITY

FOREFRONT Charity
Statement of Activity
Year Ended December 31, 2020

		2020
Revenue		
Individual Contributions		\$ 53,270
Corporate Contributions		80,580
Foundation Contributions		50,000
Special Events, net		<u>6,666</u>
Total Revenue		<u>190,516</u>
Expenses		
Program Expenses		159,735
Travel, Meetings, and Meals		2,048
Event Costs		679
Professional Fees		3,975
Bank Charges		1,970
Marketing Expenses		766
Communication, Printing, and Postage		525
Office Expenses and Supplies		932
Total Expenses		<u>170,630</u>
Change in net assets		\$ 19,886

STATEMENT OF FINANCIAL POSITION

FOREFRONT Charity
Statement of Financial Position
As of December 31, 2020

	<u>2020</u>
ASSETS	
Cash and Cash Equivalents	\$ 37,671
Contributions Receivable	11,000
Prepaid Program Expenses	<u>18,781</u>
Total Assets	\$ 67,452
 LIABILITIES AND NET ASSETS	
Liabilities:	
Programs Payable	\$ 6,103
Total Liabilities	<u>6,103</u>
Net Assets	
Without Donor Restrictions	<u>61,349</u>
Total Liabilities and Net Assets	\$ 67,452

THANK YOU!



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