

PUENTE ANNUAL REPORT **2019**

Year Ended June 30



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**GRATITUDE TO ALL WHO
SUPPORTED US IN YEAR ONE**



puente-dr.com
@PuenteDR
info@puente-dr.com

INTRODUCTION: WE ARE PUENTE



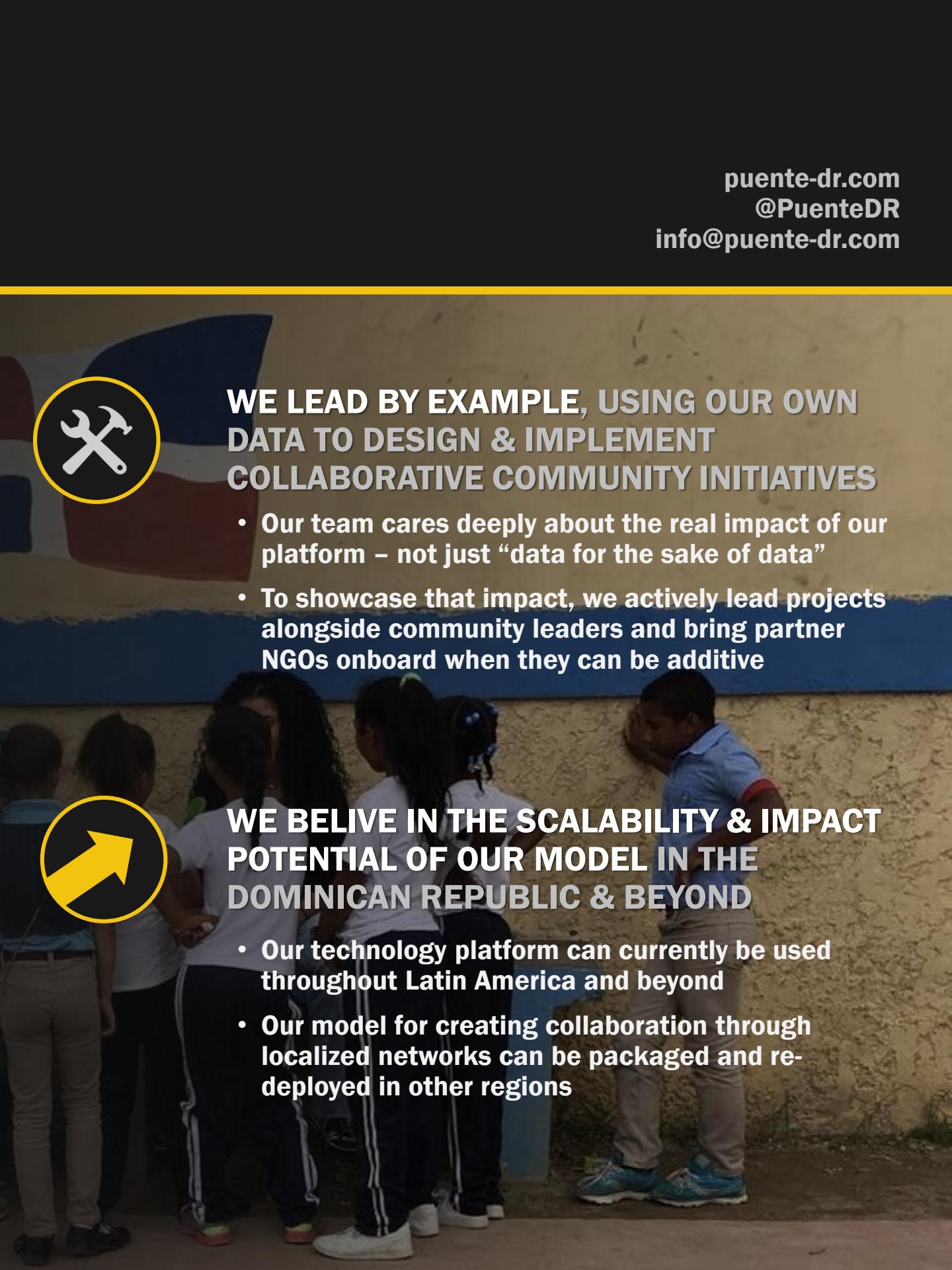
WE PROVIDE MOBILE DATA COLLECTION & ANALYSIS SOFTWARE USED TO IDENTIFY, MAP & PRIORITIZE COMMUNITY NEEDS

- Local volunteers use our platform to survey fellow residents and share needs data with NGOs
- NGOs use our platform to make better decisions on which needs to address & how to address them



WE ENABLE COLLABORATION BETWEEN NGOs & LOCAL LEADERS WHO CAN SOLVE BIGGER PROBLEMS WORKING TOGETHER

- We help NGOs and local leaders work as teammates to maximize their collective impact
- Our local networks of data and development leaders serve as central hubs that bring everyone onto the same page



WE LEAD BY EXAMPLE, USING OUR OWN DATA TO DESIGN & IMPLEMENT COLLABORATIVE COMMUNITY INITIATIVES

- Our team cares deeply about the real impact of our platform – not just “data for the sake of data”
- To showcase that impact, we actively lead projects alongside community leaders and bring partner NGOs onboard when they can be additive



WE BELIEVE IN THE SCALABILITY & IMPACT POTENTIAL OF OUR MODEL IN THE DOMINICAN REPUBLIC & BEYOND

- Our technology platform can currently be used throughout Latin America and beyond
- Our model for creating collaboration through localized networks can be packaged and re-deployed in other regions

CASE STUDY | LOS GAJITOS

IN ~3 MONTHS, PUENTE BROUGHT **26 BATHROOMS & 39 WATER FILTERS¹** TO THE COMMUNITY OF LOS GAJITOS. THE PROJECT WAS ONLY POSSIBLE THANKS TO KEY CONTRIBUTIONS FROM ACROSS OUR NETWORK:



PUENTE VOLUNTEERS (trained Fall 2018) found the community and surveyed residents hoping to validate a housing repairs project



DATA from volunteer surveys showed that the community's most pressing need was sanitation infrastructure, not housing



DONORS gave Puente the ability to execute quickly, funding 3 bathrooms in the first week of our project and 10 in total



PARTNERS injected additional capital and resources to take the project to new heights

EVERY PILLAR OF PUENTE'S PLATFORM IS ESSENTIAL. THE SYNERGIES BETWEEN DATA, VOLUNTEERS, AND PARTNERSHIP NETWORKS MAY NOT BE OBVIOUS, BUT THESE COMPONENTS INTERTWINED TO CREATE A PATH FORWARD IN LOS GAJITOS. WE VIEW OUR MODEL AS A UNIFIED PLATFORM TO ENABLE BETTER DEVELOPMENT.

\$3,460
From Puente donors

+ **\$6,525**
From Puente partners

+ **\$3,446**
From Residents

1. Metrics reflect outcomes of a project designed & funded late in our FY 2019 fiscal year. As of 6/30/19, 20 bathrooms had been constructed & 24 filters distributed. The project has continued to expand since year-end.
2. 44% of water filter recipients reported recent and/or chronic gastrointestinal problems prior to receiving filters.

39%

Lacked bathroom access

68%

Drank unfiltered water

44%

Suffered from frequent
gastrointestinal issues²

Friends of the DR

Provided a \$4,965 grant to
fund 16 bathrooms

Constanza

Medical Missions

Financed 80% of the water
filter costs for residents

COMMUNITIES COMING TOGETHER: THE STORY OF DOÑA MERCEDES

After the death of her husband, Doña Mercedes fell on tough times – financially & emotionally. Desperately needing a new bathroom but unable to afford the labor cost (typically contributed by recipients), her neighbors answered the call. Fellow community residents cobbled together the money Doña Mercedes needed for her bathroom, then volunteered to help with construction in their spare time.



x 26

Bathrooms
constructed¹



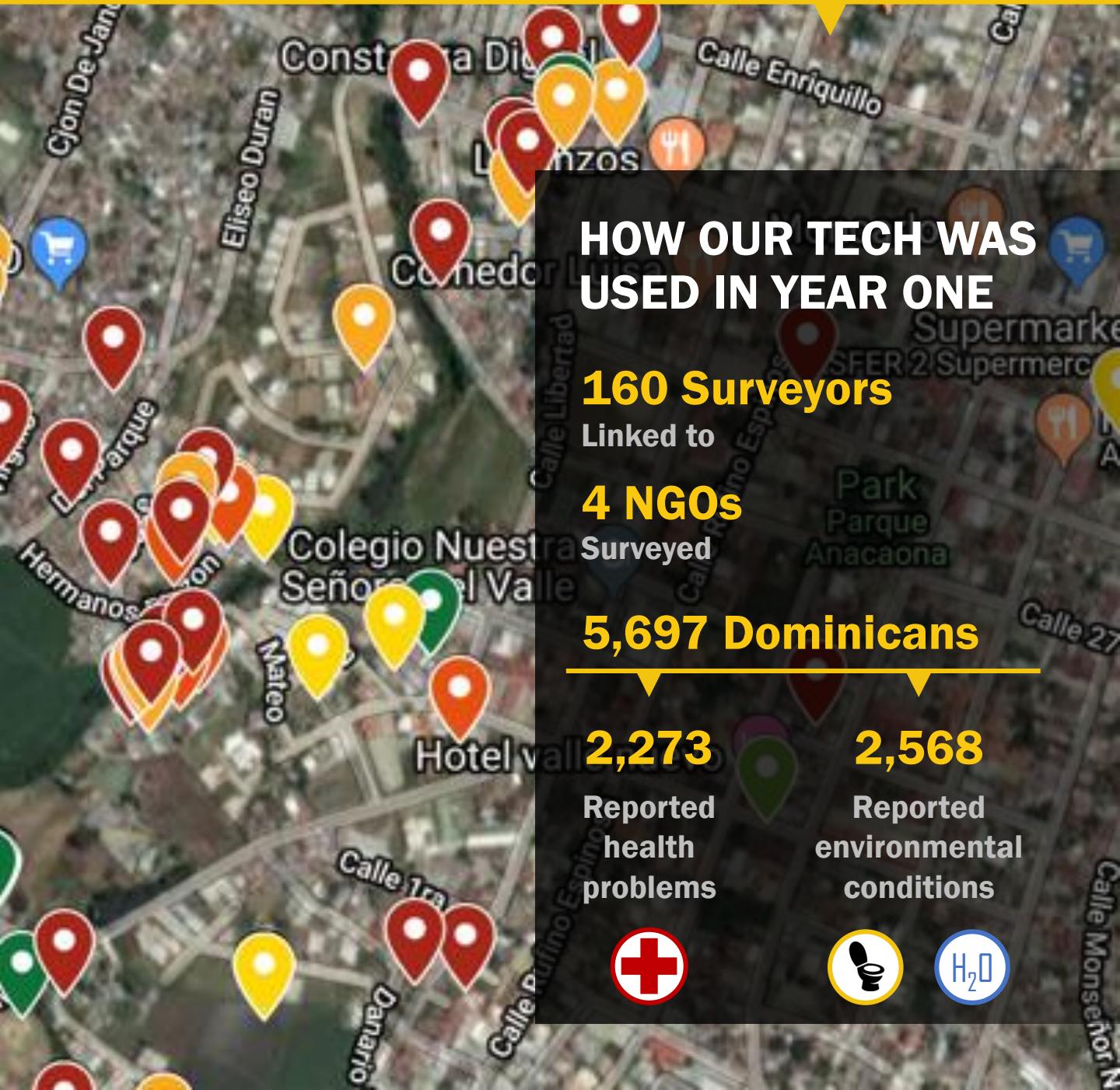
x 39

Water filters
distributed¹

MOBILE DATA COLLECTION TECHNOLOGY



PUENTE'S TECHNOLOGY GIVES LOCALS A VOICE IN THEIR OWN COMMUNITY'S DEVELOPMENT. IT IS PRIMAILY USED TO SURVEY RESIDENTS + MAP RESPONSES TO PINPOINT WHERE NEEDS EXIST.



HOW OUR TECH WAS USED IN YEAR ONE

160 Surveyors

Linked to

4 NGOs

Surveyed

5,697 Dominicans

2,273

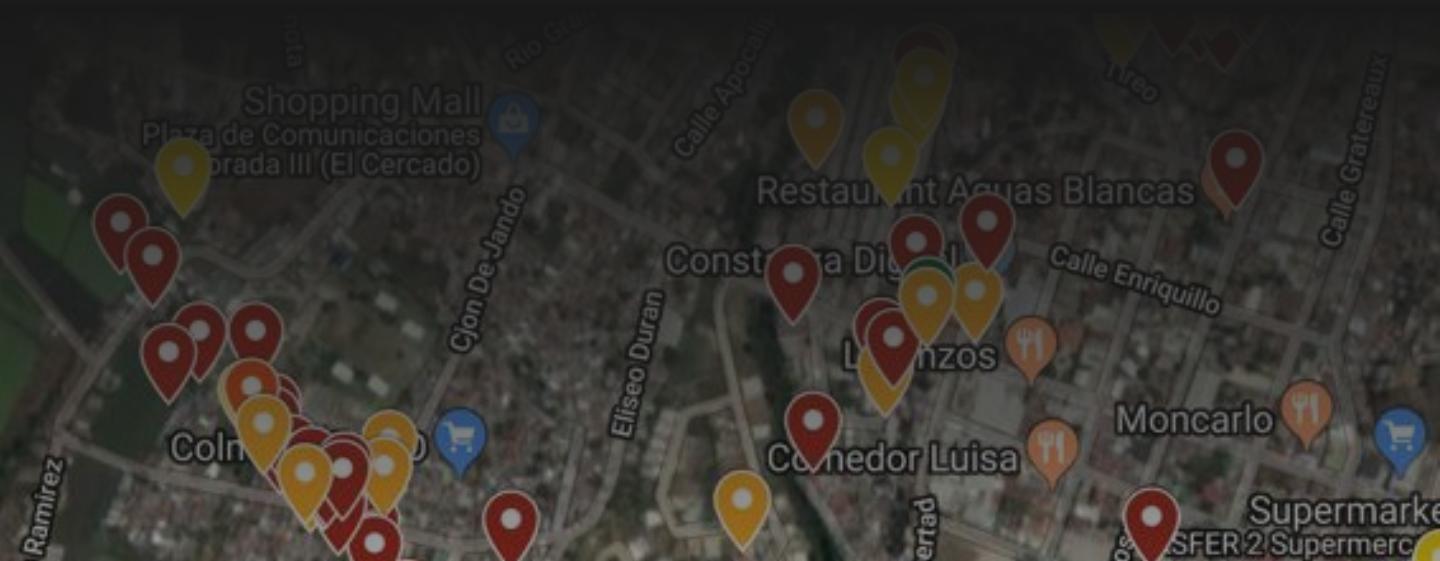
Reported health problems

2,568

Reported environmental conditions



HOW DOES OUR TECH WORK? FOLLOW THIS SIMPLE FLOW CHART



WHY DOES OUR TECH MATTER? HERE'S WHAT OUR PARTNERS SAY

"The greatest challenge in operating a Medical Mission is trying to determine where your efforts should be focused. Working with Puente allows us to make better, data-driven decisions"

**- PAUL VITELLO | EXECUTIVE DIRECTOR
CONSTANZA MEDICAL MISSION**

"By providing us with the tools to visualize and use the data we collect, Puente's technology will allow us to shape our intervention to more appropriately meet the population's needs"

**- DR. DARREN EBLOVI | MEDICAL DIRECTOR
ONE WORLD SURGERY**

"Puente's technology has allowed us to provide better care to our patients and make better decisions about the future of our organization"

**- GREG RUDOLPH | MISSION DIRECTOR
WORLD OUTREACH FOUNDATION**

PARTNERSHIPS & COLLABORATION



WORLD OUTREACH FOUNDATION

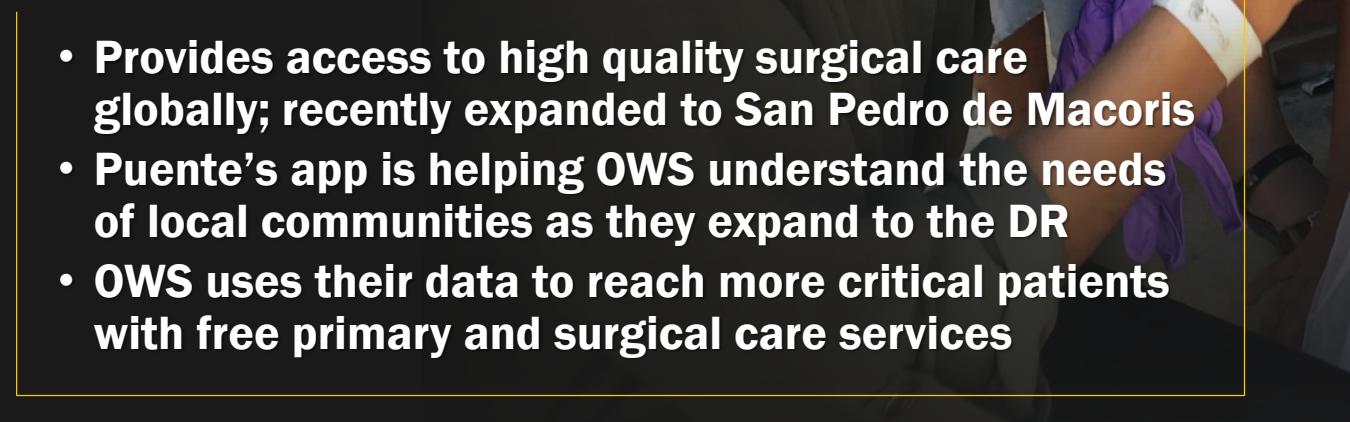
worldoutreachfoundation.org

- Provides free healthcare services to select underserved communities, including Constanza
- Puente's app allows WOF to catalog and track patients over a multi-year timeframe
- Puente recruits local providers to work alongside WOF's doctors and care for patients year-round

ONE WORLD SURGERY

oneworldsurgery.org

- Provides access to high quality surgical care globally; recently expanded to San Pedro de Macoris
- Puente's app is helping OWS understand the needs of local communities as they expand to the DR
- OWS uses their data to reach more critical patients with free primary and surgical care services



“IF YOU ARE SERIOUS ABOUT PROVIDING SERVICES TO A COMMUNITY IN THE DR, YOU NEED TO WORK WITH PUENTE”

JERRY SMITH
EXECUTIVE DIRECTOR
WORLD OUTREACH FOUNDATION

CONSTANZA MEDICAL MISSION

constanzamission.org

- Supports Constanza through collaborative efforts to improve health + access to clean water
- Puente's data helps CMM find Constanza-area families in need of clean water filters
- Puente volunteers educate filter recipients on the importance of clean water + healthy lifestyles

FRIENDS OF THE DOMINICAN REPUBLIC

fotdr.org

- Provide grants to support projects and programs involving Peace Corps Volunteers, their Dominican project partners, and (now) Puente
- Supported Puente's bathrooms project in Los Gajitos with a \$4,965 grant – the largest in the organization's history to date

PARTNERSHIP SPOTLIGHT

IMPROVING MEDICAL MISSION TRIPS

▼

SHORT-TERM MEDICAL MISSION TRIPS INVOLVE FOREIGN DOCTORS VISITING UNDERSERVED AREAS TO OFFER HEALTHCARE SERVICES TO PEOPLE IN NEED. WE PARTNER WITH MEDICAL MISSION PROVIDERS TO HELP THEM PLAN TRIPS MORE EFFICIENTLY AND CONNECT PATIENTS TO YEAR-ROUND CARE. HERE ARE A FEW OF OUR STRATEGIES FOR MAKING THE MOST OF SHORT-TERM MEDICAL MISSIONS:



LEVERAGE DATA TO SELECT SITES & PREDICT MEDICATION NEEDS. One Puente partner saw **5X more patients** at their clinics after using our data to find a more populated, impoverished community to serve.



INVOLVE LOCAL PROVIDERS so patients have a plan in place after visitors leave. We recruited 8 local doctors to work a recent mission trip, and many patients diagnosed on that trip now regularly visit local clinics.



TRACK PATIENT OUTCOMES with Puente's software by logging data from all mission trips and patient interactions in a centralized portal. After all, you can't improve until you understand what really works.



SUPPORT OTHER DEVELOPMENT INITIATIVES that make communities safer and healthier for residents. These interventions support the long-term goal of negating the need for short-term mission trips.

“I’ve organized medical missions all over the world for the last 30 years, and this is the first time things have felt perfect. What you’re doing with data makes this sustainable -- you have to know the community’s needs to really help them.

**- DR. RICHARD JOHNSTON
CEO | USMD HEALTH SYSTEM**



IMPACT HIGHLIGHTS



**PUENTE LEADS GRASSROOTS INITIATIVES AND
HELPS PARTNERS MAXIMIZE THEIR IMPACT.
WE CREATE CHANGE TODAY WHILE BUILDING
SCALABLE ASSETS FOR FUTURE BENEFIT.**

PROJECTS LED BY PUENTE

- OUR VOLUNTEER TRAINING PROGRAM TEACHES LOCALS ABOUT DEVELOPMENT STRATEGIES & PROCESSES TO CREATE MORE CAPABLE COMMUNITY LEADERS IN AREAS WHERE WE WORK
 - 16 VOLUNTEERS GRADUATED IN YEAR ONE
- WE PROVIDED BATHROOMS AND WATER FILTERS TO DOZENS OF FAMILIES IN LOS GAJITOS THAT PREVIOUSLY DEFECATED INTO BAGS AND DRANK PARASITE-INFESTED TAP WATER

CONTRIBUTIONS TO PARTNER PROJECTS

- CONSTANZA MEDICAL MISSIONS USES OUR DATA TO DISTRIBUTE WATER FILTERS. OUR VOLUNTEERS PROVIDE TRAINING ON HOW TO USE THE FILTERS + WHY THEY MATTER FOR HEALTH & WELL-BEING.
- WORLD OUTREACH FOUNDATION USES OUR APP TO MONITOR CRITICAL PATIENTS YEAR-ROUND. WE HELPED EXPAND THE CAPACITY OF THEIR MEDICAL MISSION TRIPS BY RECRUITING LOCAL DOCTORS TO WORK ALONGSIDE VISITING PHYSICIANS.
- ONE WORLD SURGERY USES PUENTE'S APP TO TRACK CRITICAL PATIENTS IN THEIR AREA. THIS ALLOWS VISITING DOCTORS TO SPEND THEIR TIME SEEING PATIENTS RATHER THAN FINDING THEM.

BUILDING LOCAL CAPACITY: PUENTE VOLUNTEERS

WE BELIEVE COMMUNITY DEVELOPMENT SHOULD BE LED BY THOSE WITH MOST AT STAKE: THE RESIDENTS. OUR COMMUNITY LEADERSHIP TRAINING PROGRAM GIVES MOTIVATED RESIDENTS THE KNOWLEDGE, EXPERIENCE AND TOOLS THEY NEED TO TAKE A MORE ACTIVE ROLE IN DEVELOPMENT. HERE IS WHAT OUR VOLUNTEERS LEARN:



DEFINING COMMUNITY DEVELOPMENT. The course begins with an analysis of how development should look – sustainable, inclusive, etc. What ingredients tend to create successful development projects? What causes projects in your community to succeed or fail?



PROJECT PREPARATION: LEARNING HOW TO HELP YOUR COMMUNITY. The first step to helping a community is understanding its needs and resources. We review best-practice methods for designing a survey and interpreting/presenting its results.



DATA COLLECTION TOOLS & PRACTICES. Volunteers learn how to use Puente's mobile app and conduct interviews the right way – safely, confidentially, and respectfully. Hands-on surveying practice begins in this section of the course.



PROJECT IMPLEMENTATION. Volunteers practice setting goals and indicators, creating budgets, making timelines, and planning maintenance & monitoring activities. In other words, they learn how to complete a development project from start to finish.

Juan Pablo Duarte

WHO ARE OUR VOLUNTEERS?

- MOTIVATED COMMUNITY LEADERS IN THE CONSTANZA-AREA (FOR NOW) WITH THE ABILITY AND DESIRE TO CREATE POSITIVE CHANGE

16

ACTIVE VOLUNTEERS GRADUATED OUR PROGRAM

75%

FEMALE

16-40

AGE RANGE

WHAT DO THEY DO?

- SURVEY RESIDENTS IN NEARBY COMMUNITIES TO FIND WHAT NEEDS & RESOURCES EXIST

1,069

INDIVIDUALS
SURVEYED

28

COMMUNITIES
SURVEYED

- CONTRIBUTE TIME & TALENTS TO HELP OTHER PROJECTS SUCCEED

10+

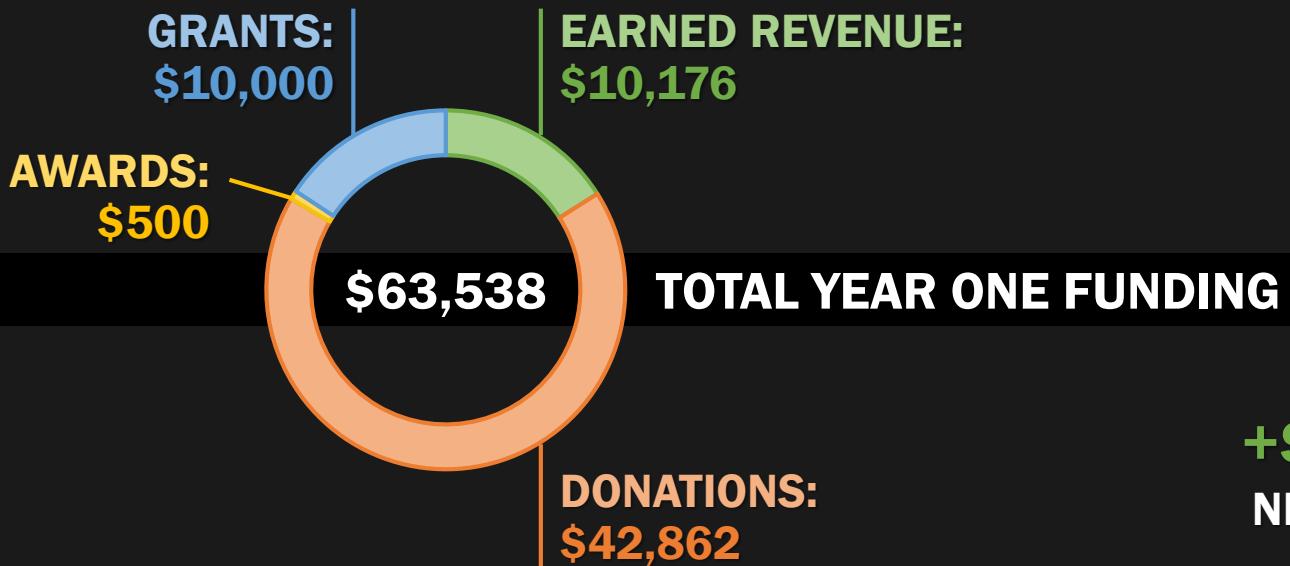
PUENTE VOLUNTEERS WORK OUR PARTNERS' MEDICAL MISSIONS (PATIENT INTAKE, TRANSLATION, ETC.)

- SHARE KNOWLEDGE WITH FELLOW RESIDENTS

500+

DOMINICANS HAVE ATTENDED FREE EDUCATIONAL SEMINARS LED BY OUR VOLUNTEERS

FINANCIAL PERFORMANCE



EARNED REVENUE is generated primarily through technology license fees and support services provided to NGO partners. All of our revenue came in the last 6 months of the year, and we expect it to comprise a larger share of our total funding going forward.

DONATIONS included 104 contributions from 88 individuals averaging \$412 per donation. We are incredibly grateful to all who supported us in our first year!

GRANTS includes one unrestricted grant from a family foundation. We aim to receive more grants in the coming year, including specific project funding and unrestricted growth capital.

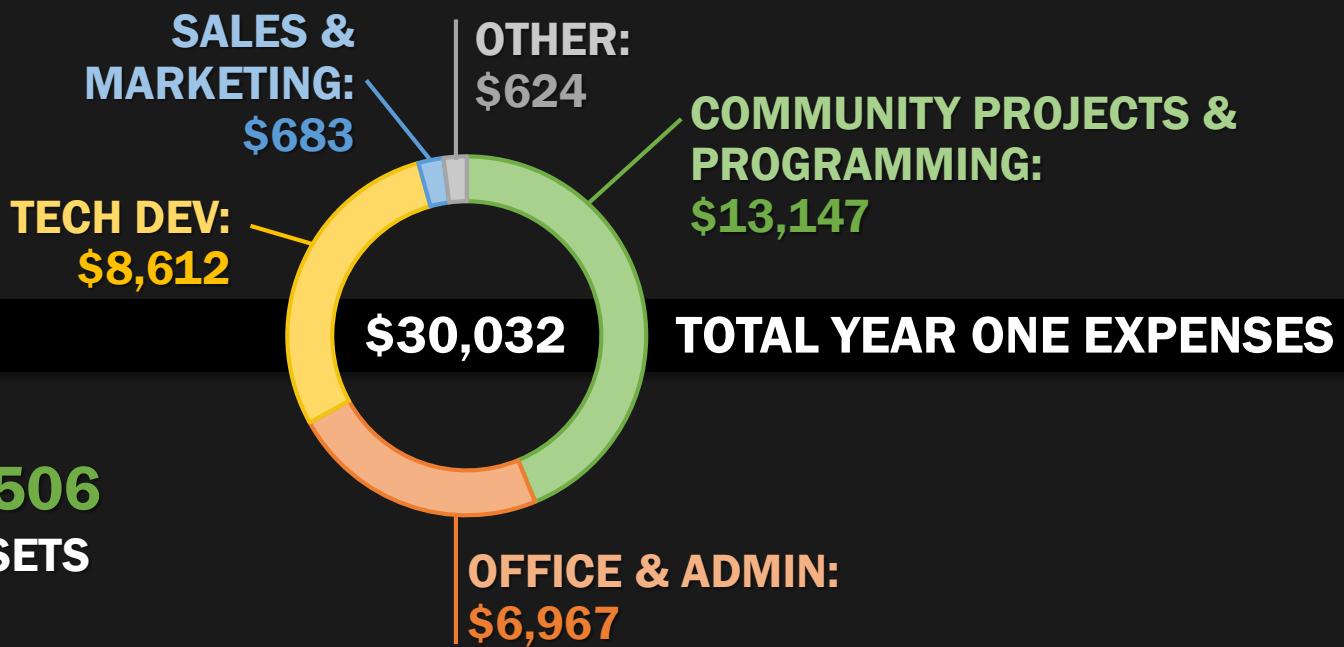
AWARDS includes one cash prize awarded to Puente through the McCloskey New Venture Competition @ University of Notre Dame.

FY 2019 RESULTS & DISCUSSION

YEAR ENDED JUNE 30, 2019

ALL FIGURES SHOWN IN \$USD

UNAUDITED & INTERNALLY PREPARED



ASSETS
\$3,506

COMMUNITY PROJECTS & PROGRAMMING includes direct project costs (i.e., Los Gajitos bathroom materials) and costs incurred to support community programs (i.e., printing costs for volunteer training program manuals). Salaries for Puente's Executive Director and Community Outreach Coordinator (amounting to \$9,141) are also included, as these employees spend a majority of their time on community organization and development activities.

OFFICE & ADMIN is primarily comprised of rent and utilities (for our Constanza office), and also includes office supplies and other general overhead.

TECHNOLOGY DEVELOPMENT includes the salary for our sole developer (Hope Tambala) along with hosting, security, and other costs related to our software.

SALES & MARKETING includes promotional video production costs, travel costs for meetings with potential partners, and other miscellaneous marketing.

OTHER includes legal costs and foreign exchange fees.

FINANCIAL STATEMENTS | FY 2019

Statement of Financial Position		
<u>As of 6/30/19</u>		
Assets		
Cash & Equivalents	\$	22,567
Accounts Receivable		3,216
Contributions & Grants Receivable		10,000
Prepaid Expenses		894
Total Assets	\$	36,676
Liabilities		
Accounts Payable		-
Accrued Expenses		3,171
Total Current Liabilities	\$	3,171
Net Assets		
Restricted		-
Unrestricted		33,506
Total Net Assets	\$	33,506

Note: Fiscal Year Ends June 30

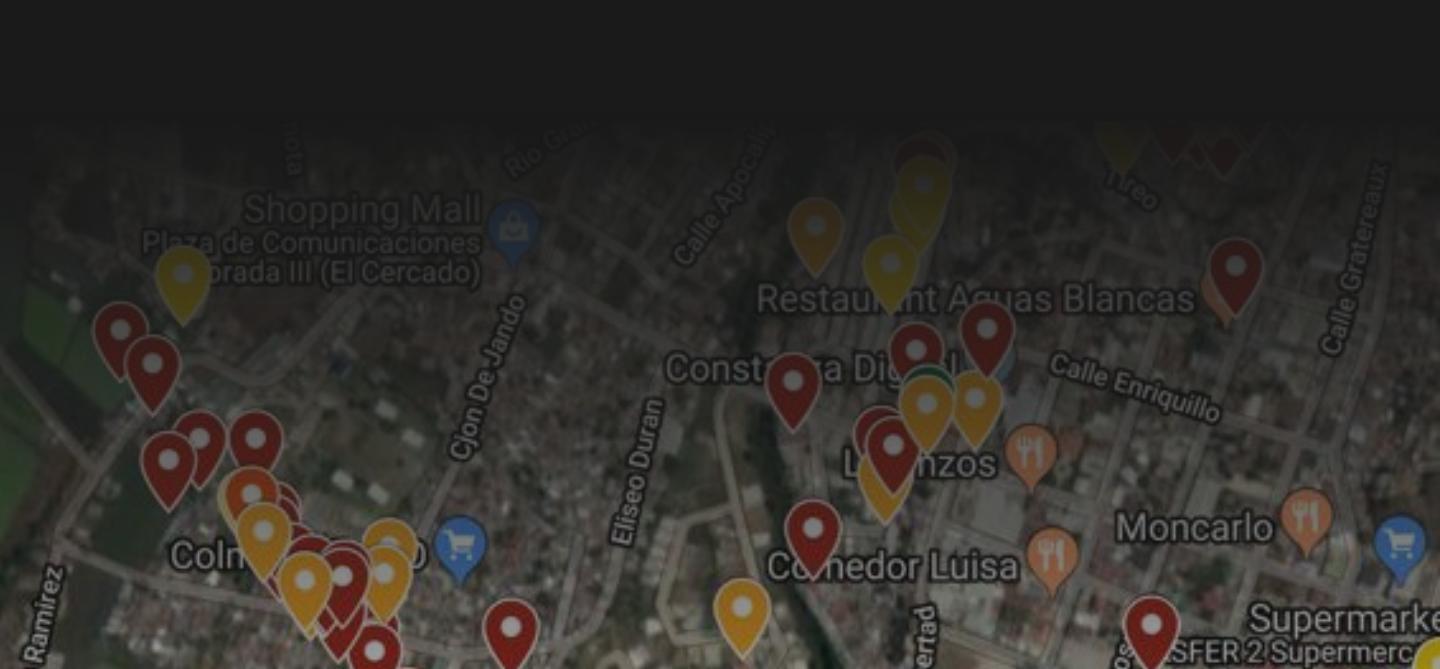
Statement of Cash Flows
Cash Flows from Operations
Change in Net Assets
Decrease (Increase) in Operations
Accounts Receivable
Contributions & Grants Receivable
Prepaid Expenses
Increase (Decrease) in Operations
Accounts Payable
Accrued Expenses
Net Cash Provided by Operations
Cash Flows from Investments
Cash & Equiv. @ End of Period

**ALL FIGURES SHOWN IN \$USD
UNAUDITED & INTERNALLY PREPARED**

Statement of Cash Flows		FY 2019
Contributions	\$ 33,506	
Operating Assets	(3,216)	
Receivable	(10,000)	
	(894)	
Operating Liabilities	-	
	3,171	
Operations	\$ 22,567	
Change in Net Assets	None	
Period	\$ 22,567	

Statement of Activities		FY 2019
Revenues		
Earned Revenue	\$ 10,176	
Private Donations	42,862	
Awards	500	
Foundation Grants	10,000	
Total Revenues	\$ 63,538	
Operating Expenses		
Projects & Programming	4,006	
Office & Admin	6,967	
IT	758	
Sales & Marketing	683	
Salaries & Wages	16,995	
Other	624	
Total Operating Expenses	\$ 30,032	
Change in Net Assets	\$ 33,506	

Note: All Unrestricted



FINAL NOTES & GRATITUDE



HUNDREDS OF YOU HAVE SUPPORTED PUENTE BY DONATING, BUYING SHIRTS, SENDING ENCOURAGEMENT, AND SHARING OUR STORY. THANK YOU FOR ALLOWING US TO PURSUE OUR DREAMS AND HELP PEOPLE IN NEED.

We'd like to end our first annual report by recognizing the friends, relatives, and total strangers who supported Puente this past year. Many of you believed in us when we had nothing but an idea, and without your support Puente would still be just that: an idea.

To everyone that donated hard-earned money to support our work: thank you. Much of our motivation comes from the desire to make sure you're proud of your investment.

To everyone that purchased Puente apparel: thank you. Words can't describe the feeling that comes from seeing friends wear our logo with pride.

To those who like our social media posts, forward our newsletters, and check in with our team to see how we're doing: thank you. Every little show of support seems to strengthen the wind at our backs.

We're proud of our accomplishments in year one, and the best is still to come. Thank you for making it all possible.

- TEAM PUENTE





SEE & DONATE:
[PUENTEFUND.ORG](https://www.puentefund.org)

