NARRATIVE OF ACTIVITIES

"WE DELIVER HOPE FOR A BETTER TOMORROW"

2017
WE BELIEVE THAT

REAL SOCIAL RESPONSIBILITY BEGINS BY ENSURING THE WELL-BEING OF THE COMMUNITY.

Since it’s inception in 1983, SAHF’s main concern is the social issues affecting the less fortunate in El Salvador. Consequently, an in-country sister organization, FUSAL, was also formed to be the recipient and distributor of aid being shipped from the United States.
To enhance the well-being of the underserved people in El Salvador through human development programs implemented in partnership with our in-country sister Foundation, FUSAL, and other organizations.

**Our Mission**

Many of our programs are targeted towards the early development of children.

"Let’s build a country together where everyone has equal opportunities."

**Our Vision**

We are working towards a future where all citizens in El Salvador can meet their basic human needs.

**Our Values**

- Integrity: follow the right path
- Excellence: shine in every detail
- Love for work: accomplish all with passion
- Renovation: nourish and generate fresh ideas
- Respect: though different, we are all equal
- Solidarity: do a good deed each day
- Service: go the extra mile
Dear Friends and Supporters:

Towards the end of 2017, the Board of Directors and I began a process of evaluating the work that has been done in the past thirty four years, and how we can evolve to increase our relevance in the lives of our beneficiaries.

This “Nxt30” Initiative is a unique opportunity to review our past and explore our future. We will keep you posted as this develops.

In empathy with the struggles that were faced by Florida and the Caribbean as a consequence of Hurricanes Irma and Maria, we decided to cancel our biggest fundraiser – the yearly Gala- which was going to take place on October 21, 2017.

Notwithstanding this cancellation, we were able to ship and coordinate the shipment of, more than $25 million worth of essential medicines, medical supplies, and equipment, food, agricultural materials and school supplies to FUSAL-our sister organization in El Salvador.

We did this thanks to your generosity and that of our USA partner agencies who make their in-kind goods available to us at a low cost.

We invite you to browse the pages of this Annual Narrative to familiarize yourself with the humanitarian work being carried out in El Salvador, and the impact of our programs.

We trust that SAHF will continue to make a palpable difference on the more than 140,000 direct beneficiaries whose lives are touched by your generosity. And, encourage you to continue being our partner in this remarkable journey that started in 1983, and has changed the lives of so many in need.

With heartfelt gratitude and appreciation,

José Eduardo Simán
President of the Board
PRESIDENT
José Eduardo Simán

VICE-PRESIDENT
Ernesto Poma

TREASURER
William Freund

SECRETARY
Magda Lie-Nielsen

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Carmen Villafañe
Julio Villafañe
Enrique Yaffar
Lia Yaffar-Peña

EXECUTIVE DIRECTOR
Carlos R. Reyes
Who We Are

SINCE 1983

The Salvadoran American Humanitarian Foundation (SAHF), was organized as a charitable 501 (c) (3) organization in the United States. In 1983, a dedicated group of Salvadorans joined in response to the devastation in El Salvador that was a result of a twelve-year Civil War, and aggravated by natural disasters.

SAHF works hand in hand with its sister Foundation in El Salvador, the Fundación Salvadoreña para la Salud y el Desarrollo Humano (FUSAL), which has grown to become one of the largest and most effective international relief networks in Central America.

"SAHF has a total of 5 programs that provide direct assistance to communities"

SAHF secures in-kind donations of essential pharmaceuticals, medical supplies, medical equipment, educational material, and other humanitarian supplies, obtained from International relief agencies in the United States, and ships them to El Salvador.
"WE DELIVER HOPE FOR A BETTER TOMORROW"

Through its extensive medical distribution network, carried out in El Salvador by our sister organization FUSAL, we provide an important and much-needed lifeline of goods to hospitals, clinics, orphanages and schools throughout the country.

The Foundation has also designed and developed far-reaching human development programs aimed at empowering the poor to help themselves, by providing them with the necessary tools so that they can assume responsibility for their own health and welfare.
WeSUPPORT: Since its inception in 1983, SAHF has shipped close to $700 million worth of urgently needed relief items that have been distributed, free of charge, by FUSAL.

WeNOURISH: In 2004, an extensive nutrition-based program, Libras de Amor or "Pounds of Love", was designed to overcome malnutrition in children under the age of 5 who live in rural El Salvador.

WeEMPOWER: Brings sports and English studies to children from kindergarten to high school, at Residencial Libertad. The main objective of this program is to implement violence prevention in at risk communities.

WeAID: In the event of a natural or man-made disaster, SAHF extends hours of operation and augments in-kind aid sent to El Salvador.

WePARTNER: Through this program we have built a network of NGO beneficiary organizations that receive resources through generous cash donations from US sponsors.
IN 2017, 45 FORTY FOOT CONTAINERS/8 AIR SHIPMENTS WERE SENT TO EL SALVADOR WITH A TOTAL VALUE OF $25,642,284.

FACILITIES
Through the WeSUPPORT Program SAHF supplies more than 550 hospitals, clinics, health centers, orphanages, nursing homes, schools and other non-government agencies with the needed medicines, medical supplies, medical equipment, nutritional supplements, school supplies and other staples required to provide for an adequate care of our beneficiaries.

SHIPMENTS
Since its inception in 1983, SAHF has shipped close to $700 million worth of these urgently needed relief items that have been distributed, free of charge, by FUSAL.

OUTREACH
The outreach of this incentive is nationwide; covering populations in all 14 states of El Salvador, regardless of race, religion, political affiliation or gender.
We SUPPORT

THE FUTURE

WE GUARANTEE THAT THE DONATIONS RECEIVED MAKE AN IMPACT ON THE LIVES OF THOSE WE SERVE.

SOME OF THE OPERATIONAL OBJECTIVES WE HAVE ADOPTED INCLUDE:
- MOBILITY AND AUTONOMY
- DECREASING THE RATES OF MALNUTRITION
- IMPROVING THE HEALTH OF COMMUNITY MEMBERS
- FURTHERING THE DEVELOPMENT OF COMMUNITIES

DONATIONS 53
SHIPMENTS IN 2017
ACCORDING TO OPERATIONAL OBJECTIVES

VALUE OF CONTAINERS THAT WILL BE DISTRIBUTED $25 million
In 2017, a total of $20,807,591 worth of medicines was shipped to FUSAL, along with $1,325,177 in medical supplies and $22,901 in vitamins.
We are working towards a future where children in El Salvador can meet their most basic human needs and grow healthy.

**HOW WE DO IT**

In 2004, an extensive nutrition-based program, Libras de Amor or "Pounds of Love", was designed by FUSAL to overcome malnutrition in children under the age of 5 who live in rural El Salvador.

**OUR WORK**

Over the years, our work in healthcare showcased the intense impact nutrition has on a person’s general well-being and progress.

**HISTORIC RATES**

Originally the program began in the community of Apaneca, where malnutrition rates were as high as 47%.

**BENEFICIARIES**

That percentage has dropped to an overall low 19% since work began there. Currently, there are 18 communities that are being served and there are 140,620 beneficiary participants.
Libras de Amor provides beneficiaries with the opportunity to have a healthy family that is achieved through the following Intervention Model: Initial Education, Food Security, Income Generation and Social Sustainability.

Libras de Amor aims to benefit entire municipalities by pinpointing families with children under 5, pregnant women, or women likely to become pregnant. Attending Teams consist of doctors, nurses, nutritionists, nutritional promoters, agronomists, and entrepreneurial technicians.

To understand and assimilate with families better, teams live within their assigned communities Monday through Friday.

From the beginning, they trace a baseline that includes detailed data related to the families and their surroundings. This includes medical files, living conditions, basic services obtained or lacking, educational levels, and family incomes.

The teams then develop a personalized, holistic, and sustainable nutrition model per individual. Results have been extremely encouraging.

After 14 years of work in different communities, the levels of malnutrition have dropped significantly in most places.

...for a better tomorrow
**CHRONIC MALNUTRITION INDICATORS**

*Children under 5 years old*

**ANEMIA INDICATORS**

*Children under 5 years old*
Tackling malnutrition in children under the age of 5 who live in rural El Salvador.

We NOURISH

In 2012, 1 out of 5 children showed slow growth in the rural communities where we started working.

Today …

85% Children between 5-9 years old have an adequate growth for their age.

248 NUTRIPUNTOS* Active throughout each month.

223 Women receive prenatal courses.

8,654 CHILDREN Participate in FUSAL implemented programs which are supported by SAHF donations.

More facts …

85% Newborns who have a normal weight for their age.

38% 6-24 month old children suffer from anemia.

12% Children suffer from malnutrition nationwide.

El Salvador Facts

40% Families that lived in extreme poverty in El Salvador.

Back in 2012, 3/10 children lived in areas of extreme poverty.

Families who have changed their practices to secure a healthy development for their children.

Training centers which instruct community members about lifestyle practices of daily use.

*Training centers which instruct community members about lifestyle practices of daily use.
48 field training schools have opened

936 families participate in field training schools to improve their nutritional practices

8,654

Children who are assisted through the program

140,620

Individuals with direct and indirect impact by the program

8,000

Families benefited

248

Nutripuntos found across 17 municipalities

552 volunteers teach healthy practices and productive initiatives for agricultural communities

223

Pregnant women who participate in prenatal stimulation sessions

936 families participate in field training schools to improve their nutritional practices
In 2015, SAHF acquired a grant from the Moneygram Foundation to initiate a pilot program to teach English to Kindergarten and Elementary School children at Residencial Libertad's school complex.

This allowed us to test in a private-public school, the acceptance of English as a new subject and the progress achieved by children using a communicative approach methodology.

This methodology provides results in the short term and is more effective as it allows children to learn the language gradually and in the context in which they develop in their daily life. In 2017, the program was extended to students from kindergarten to high school.
The focus of the English program is "functional communicative" and seeks the active participation of the student, according to their grade level.

At the end of the school year, the students host an "Achievement Fair" in which they demonstrate their acquired skills. They show their advancement through exhibitions on topics of daily life such as: their family, their community, their life plans, among others.
Bilingual Program

In 2017, SAHF promised to sponsor the English Program for the next five years. This sponsorship will cover approximately 1,200 students at Residencial Libertad. We are convinced that maintaining this program provides a qualitative leap in the development of children and young people who live in a stigmatized community.
The WeEMPOWER program enables communities to enrich their educational and professional skills through the creation of facilities and dynamic courses which promote continuous learning.

Residencial Libertad community was built by SAHF and FUSAL in 2001 to meet the needs of people who had been affected by two earthquakes that struck El Salvador. Today this community includes the first public bilingual school in the country.

- **1800 HOMES**
  - A school, clinic and sport complex were built at Residencial Libertad.
- **10,000 residents**
  - Live in the community to date.
- **481 BOYS & GIRLS**
  - Participate in the sports league within the community.
- **3 students** were accepted into ESEN, which is the most prestigious economics university in El Salvador.
- **6%**
  - Of teen pregnancy cases are found in the community out of a total of 32% nationwide.
- **Only 1%**
  - Of children under 5 years old suffer from malnutrition, compared to the 14% national average.
- **1,145 STUDENTS**
  - Enrolled at the local bilingual school.
- **441 students** built a ‘Life Plan’ as part of their learning milestones.
Children and teenagers make use of the football, boxing and volleyball amenities. 

Parents attend their children's cultural and sport related activities. 

Referees promote a peaceful and healthy coexistence across the community. 

Students receive English lessons for a total of 5 hours per week, through dynamic audiovisual methodology. 

Students completed their practices in technical schools. 

Students completed their practices in vocational studies. 

Students participate in Cultural Youth Fairs. 

Newborns had adequate weight at birth. 

Children under 5 years old have adequate weight. 

Children between 5-9 years old have a normal size for their age. 

Children and teenagers have regular health check ups. 

Pregnant women have received prenatal control regularly. 

In the last 16 years, Residencial Libertad has provided opportunities for:

- 1,519 Children and teenagers 
- 2,610 Adults 
- 99 Elders
In the event of a natural or man-made disaster, SAHF extends hours of operation and increases in-kind aid sent to El Salvador. Several bank accounts become active to facilitate and increase monetary donations. These donations allow for immediate local purchases, helping those in need and bolstering the economy of the afflicted area.
SAHF is very grateful to be able to count on the generous support of some of the world’s most recognized charitable organizations. Since SAHF’s inception in 1983, our donors have generously provided close to $700 million worth of medicines, medical supplies, medical equipment, food, clothing, and educational materials, which are immediately made available to El Salvador’s most vulnerable.
WePARTNER PROGRAM

LIST OF BENEFICIARIES

Non-profits in El Salvador that qualify to be a part of our network of beneficiaries can register with us as Partner NGOs in El Salvador, so that donors in the United States may make contributions to their cause. In 2017, $840,000 were granted to these institutions.

<table>
<thead>
<tr>
<th>Beneficiary</th>
<th>Beneficiary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asociación Agape de El Salvador</td>
<td>Fundación Dei Verbum</td>
</tr>
<tr>
<td>Asociación Manos Amigas</td>
<td>Fundación Frech</td>
</tr>
<tr>
<td>Asociación Carmelita</td>
<td>Asociación Carmelita</td>
</tr>
<tr>
<td>Asociación Sana Mi Corazón</td>
<td>Fundación La Niñez Primero</td>
</tr>
<tr>
<td>Ayudame a Vivir</td>
<td>Fundación Simán</td>
</tr>
<tr>
<td>Comité de Proyección Social El Salvador</td>
<td>Fundación Tamarindo</td>
</tr>
<tr>
<td>Escuela Superior de Economía y Negocios</td>
<td>Fundación Ricardo Siman</td>
</tr>
<tr>
<td>Fraternidad Misionera de Onuva</td>
<td>Fundación Salvadoreña de Fomento Educativo</td>
</tr>
<tr>
<td>Fundación José y María</td>
<td>Hogar de Parálisis Cerebral Roberto Callejas</td>
</tr>
<tr>
<td>Fundación Coatepeque</td>
<td>Museo de Arte Moderno de El Salvador</td>
</tr>
<tr>
<td>Asociación Carmelita</td>
<td>Supérate</td>
</tr>
<tr>
<td>Fundación Padre Arrupe</td>
<td></td>
</tr>
</tbody>
</table>
MEET MARIELA
A devoted mother.

"Life has changed a lot for me throughout the years. The only thing that remains the same is the love from my children. They motivate me to face this journey".

"My name is Mariela García. I live in the urban area of the municipality of Nuevo Cuscatlán, in the department of La Libertad. I have four children: Edgardo, 15, Carlos, 11, Ana, 9 and Miguel, 5".

Mariella had a good life. She and her ex-husband had good jobs at an airline, a home and decent means to live a comfortable life.

Everything changed for her when she divorced, and her ex-husband lost his job.

Child support stopped, and she was forced to move back in with her parents.

This situation was particularly difficult, since her youngest son Miguel is a special-needs child.

As her struggles continued, she found ways to make a living and became a seamstress, so that she could work from home and take care of her children and ill parents.
HER LIFE. HER JOURNEY

...I know this journey has a purpose.

Eventually, her parents passed on and she had to face the fact that she had to move out of the house in which she had been living with them and her children, as she could no longer afford its payment.

Mariela and her four children moved into a very small house and continues to work as a seamstress.

Still, her lifetime dream is to have sole ownership of a small convenience store. She hopes that in the future this will be feasible.

Mariela states that there are days where she has no food, so she depends on the goodwill of organizations such as ours.

These donations are all possible thanks to the immense generosity of our Donors and Partner Organizations.

Mariela says that she feels extremely grateful for receiving this food and to be able to feed her son properly.

She is also grateful to SAHF and FUSAL for their generosity towards people in need like her.

She also added:

"Life is difficult right now, but I hope to see my children become good and independent adults one day.
I know this journey has a purpose".

For some time now, SAHF and FUSAL have been providing her with items, such as household goods, nutritious meal packs, clothing, essential needs items, and work-related supplies, so that she can support herself and her family.
INDEPENDENT AUDITORS' REPORT

Board of Directors
Salvadoran American Humanitarian Foundation, Inc.
Miami, Florida

We have audited the accompanying financial statements of Salvadoran American Humanitarian Foundation, Inc. (the “Foundation”) which comprise the statement of financial position as of December 31, 2017 and the related statements of activities, cash flows and functional expenses for the year then ended, and the related notes to the financial statements.

Management’s Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors’ Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.
We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Salvadoran American Humanitarian Foundation as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Report in Summarized Comparative Information**

We have previously audited the Salvadoran American Humanitarian Foundation’s 2016 financial statements and, our report dated April 19, 2017, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

CERTIFIED PUBLIC ACCOUNTANTS

Coral Gables, Florida
April 24, 2018
## FINANCIAL STATEMENTS

### STATEMENTS OF FINANCIAL POSITION

*December 31, 2017 and 2016*

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$197,481</td>
<td>$295,540</td>
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<tr>
<td>Pledges receivable, net</td>
<td>64,440</td>
<td>49,890</td>
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<tr>
<td>Inventory- in-kind goods received but not shipped</td>
<td>157,058</td>
<td>40,500</td>
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<tr>
<td>Property and equipment, net</td>
<td>13,192</td>
<td>10,151</td>
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<tr>
<td>Cash equivalent, board designated</td>
<td>519,560</td>
<td>456,049</td>
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<tr>
<td>Investments, board designated</td>
<td>477,475</td>
<td>477,475</td>
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<tr>
<td>Investments, restricted</td>
<td>-</td>
<td>1,098</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$1,454,004</td>
<td>$1,330,703</td>
</tr>
</tbody>
</table>

|                  |            |            |
| **LIABILITIES AND NET ASSETS** |        |            |
| Current liabilities: | 157,058   | 40,500    |
| Pledged in-kind goods - not shipped at year end | 28,666   | 9,556     |
| Accounts payable and accrued expenses | -       | -         |
| **TOTAL LIABILITIES** | 185,724   | 50,056    |

|                  |            |            |
| Net assets:      |            |            |
| Unrestricted, including $532,752 and $466,200 in board designated assets | 790,805   | 803,172   |
| Permanently restricted | 477,475  | 477,475   |
| **TOTAL LIABILITIES AND NET ASSETS** | $1,454,004 | $1,330,703 |
FINANCIAL STATEMENTS

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
December 31, 2017
(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2016)

SUPPORT AND REVENUE:  

<table>
<thead>
<tr>
<th>Items</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
<th>Comparative Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$ 180,521</td>
<td>$ 870,658</td>
<td>-</td>
<td>$ 1,051,179</td>
<td>$ 1,132,573</td>
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<tr>
<td>Government grant</td>
<td>23,744</td>
<td>-</td>
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<td>23,744</td>
<td>34,767</td>
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<td>In-Kind contributions</td>
<td>23,807,284</td>
<td>-</td>
<td>-</td>
<td>23,807,284</td>
<td>28,191,134</td>
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<td>Fundraising events</td>
<td>162,055</td>
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<td>-</td>
<td>162,055</td>
<td>436,600</td>
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<tr>
<td>Interest and dividend income</td>
<td>28,636</td>
<td>-</td>
<td>-</td>
<td>28,636</td>
<td>26,177</td>
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<tr>
<td>Realized and unrealized gains (loss) net</td>
<td>38,044</td>
<td>-</td>
<td>-</td>
<td>38,004</td>
<td>16,149</td>
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<tr>
<td>Released from restrictions</td>
<td>870,658</td>
<td>($ 870,658)</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

TOTAL SUPPORT AND REVENUE 25,110,902 - - 25,110,902 29,837,400

EXPENSES:

<table>
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<tr>
<th>Items</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
<th>Comparative Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program expenses</td>
<td>24,991,251</td>
<td>-</td>
<td>-</td>
<td>24,991,251</td>
<td>29,463,108</td>
</tr>
<tr>
<td>Fundraising</td>
<td>62,485</td>
<td>-</td>
<td>-</td>
<td>62,485</td>
<td>121,367</td>
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<tr>
<td>General and administrative</td>
<td>69,532</td>
<td>-</td>
<td>-</td>
<td>69,532</td>
<td>66,358</td>
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TOTAL EXPENSES 25,123,269 - - 25,123,269 29,650,833

CHANGE IN NET ASSETS

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<tr>
<th>Items</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Permanently Restricted</th>
<th>Total</th>
<th>Comparative Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets-beginning of year</td>
<td>803,172</td>
<td>-</td>
<td>477,475</td>
<td>1,280,647</td>
<td>1,094,080</td>
</tr>
<tr>
<td>Net assets-end of year</td>
<td>$ 790,805</td>
<td>-</td>
<td>$ 477,475</td>
<td>$ 1,268,280</td>
<td>$ 1,280,647</td>
</tr>
</tbody>
</table>

For complete financial statements, please visit www.sahf.org
HELP US BUILD A FUTURE FILLED WITH OPPORTUNITIES FOR CHILDREN IN EL SALVADOR.