Common Hope’s mission is to promote hope and opportunity in Guatemala, partnering with children, families, and communities who want to participate in a process of development to improve their lives through education, health care, and housing.
Dear friends,

This year, as every year, we celebrated the young men and women of Common Hope who reached their dream of graduating from high school. They persevered over many years, with the support of their families, their sponsors, and all of you who make our work possible through your generous financial gifts.

While each year demonstrates important progress in our quest to fight poverty with diplomas, it’s not every year that we achieve a significant milestone—like celebrating with our 2,000th graduate this year. It’s not every year that we welcome new leadership to Common Hope—like Danielle Draack as our new Chief Financial Officer. It’s also not every year that we learn the extent of the impact our daily work delivers for our graduates and their families. This year we did.

In 2010 we teamed up with the University of Chicago to answer the question, ‘Are our students better off as a result of our programs?’ At that time we learned that our students were graduating at twice the national rate, and with their degree in hand they doubled their earning potential in their lifetime.

We renewed the study this year, under the leadership of Jeff Barnes, our Director of Strategic Planning, and the news is even better. We hoped we would see a higher level of graduation for our students—yet we were astounded at how much higher.

We learned that our impact doesn’t stop with graduation; in fact, it is just the beginning.

Inside this report we’ve shared the specifics of our findings. You’ll learn more about how our students earn more, find better jobs, enjoy a higher standard of living, and are more optimistic for their future. Together we are not only fighting poverty with diplomas, we are beating it!

Children whose parents didn’t finish primary school are graduating high school at 3 and 4 times the national rate.

We’ve expanded our footprint in recent years and today we’re on the right path as more and more kids continue into junior high and high school. As we partner with this next generation of students and their families, your continued commitment and generosity is as important as ever. Thank you for making it possible to defy the odds.

This year, as every year, we celebrated with the next generation of students and their families, their sponsors, and all of you who make our work possible through your generous financial gifts.

THE RESULTS ARE IN

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In 2017, Common Hope conducted long-term impact studies in Antigua and New Hope to measure how affiliation with Common Hope changes life outcomes for graduates. To do that, we followed a research design created by the University of Chicago’s Graduate School of Public Policy in 2010 to study Common Hope’s impact. The study was designed to answer two basic questions: “Does affiliation with Common Hope increase the likelihood of high school graduation?” and “Are high school graduates better off than non-graduates, and if so, in what ways?” The results are impressive.

**Graduates earn about 50% more than non-graduates.**

This finding was nearly identical in both Antigua and New Hope. Importantly, the gap in earnings has doubled since 2010 and we expect it to keep growing as the population we studied moves into their prime earning years.

**Graduates are twice as likely to work in formal sector jobs.**

This means that they are on payroll and/or have benefits such as health insurance, paid vacation, and two months bonus pay.

**Graduates enjoy more stable employment.**

They were more likely to say their job was “stable and secure,” and are more likely to have been employed continuously for the last two years than those with less than a high school degree.

**Graduates express greater optimism about their future.**

Graduates were significantly more likely to say they believed they would achieve a higher standard of living than their parents, about 94% of graduates versus 78% of non-graduates. Furthermore, nearly 75% of graduates said their jobs offered good opportunity for promotion, while only 42% of non-graduates in New Hope and 58% in Antigua agreed.

**Graduates enjoy a higher standard of living.**

They are much more likely to own a car, have a cell phone with internet capabilities, own a washing machine, have cable TV, and have a computer at home. They are also twice as likely to have a savings account and three times as likely to have a credit or debit card.

**Graduates’ higher earnings do more than provide a higher standard of living, they lessen their families’ suffering from unmet basic needs.**

Graduates were much less likely to say there wasn’t enough food (36-38% less likely) or that they had to skip medical treatment for lack of money (25-31% less likely).

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**Graduates rate their health better than non-graduates.**

Graduates rated their health, on average, 4 out of 5, whereas non-graduates rated theirs as a 3 on average.

**Female graduates earn three times more than non-graduates.**

Increased education has big, meaningful benefits for women. Female graduates earn $355 per month, which is still less than male graduates, but is on average, three times more than the monthly wage of women without a high school degree.

**Taken together, the data provides compelling and consistent evidence that being affiliated with Common Hope dramatically increases a student’s likelihood of graduation and that changes the arc of their life possibilities.**

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Dear friends,

2017 was a financially strong year for Common Hope with 14% in revenue growth. Our growth was partially due to a generous, one-time bequest. The board designated $525K of this gift to fund Common Hope’s strategic initiatives that stretch through the current plan period of 2020, and into the future. In 2017, we invested in organizational capacity, which included the launch of our new website as well as upgrades to our informational technology platform. To continue advancing our reach and impact in Guatemala, more than $4 million was spent towards direct programming. This represents a 9% increase over 2016 spending.

In addition, we adopted and implemented a new investment plan in 2017. Common Hope’s portfolio is designed to mitigate risk, maximize return and keep working capital within three to six months of operating expense. This change strengthened our financial position for longevity and aligned us with industry best practices.

For more detail on Common Hope’s financials and program support, visit our website to view the full audited financials and Form 990.

2017 was my first year at Common Hope and, I must say, it was a great one! I’m inspired daily by the incredible work we do as an organization. This represents a 9% increase over 2016 spending.

Sincerely,

Danielle Odrach
Chief Financial Officer

2017 FINANCIALS

OPERATING REVENUE 2016 2017
Common Hope Sponsors & Partners $1,790,213 $1,888,184
Gifts from Individuals $1,105,913 $1,888,184
Gifts from Organizations (Including Grants) $1,279,194 $1,127,803
Other Revenue $226,513 $140,401
TOTAL OPERATING REVENUE $4,545,347 $5,174,627

SOURCES OF REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>2016</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td>Gifts from Organizations</td>
<td>$1,105,913</td>
<td>$1,888,184</td>
</tr>
<tr>
<td>Gifts from Other Individuals</td>
<td>$1,105,913</td>
<td>$1,888,184</td>
</tr>
<tr>
<td>Programs Services</td>
<td>$1,279,194</td>
<td>$1,127,803</td>
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<tr>
<td>Total Operating Revenue*</td>
<td>$4,545,347</td>
<td>$5,174,627</td>
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OPERATING EXPENSES

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<tr>
<th>Description</th>
<th>2016</th>
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<tbody>
<tr>
<td>Health Care</td>
<td>$590,503</td>
<td>$582,480</td>
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<tr>
<td>Management &amp; General</td>
<td>$1,058,692</td>
<td>$1,122,047</td>
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<tr>
<td>Family &amp; Community Development</td>
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<td>$2,189,814</td>
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<td>TOTAL OPERATING EXPENSES</td>
<td>$3,740,858</td>
<td>$4,134,341</td>
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FINANCIAL HEALTH

NET ASSETS, BEGINNING OF YEAR $5,934,428 $6,017,858

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<thead>
<tr>
<th>Description</th>
<th>2016</th>
<th>2017</th>
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<tbody>
<tr>
<td>Use of Funds</td>
<td>$590,503</td>
<td>$582,480</td>
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<tr>
<td>Net Assets</td>
<td>$1,058,692</td>
<td>$1,122,047</td>
</tr>
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<tr>
<td>TOTAL USE OF FUNDS</td>
<td>$4,043,886</td>
<td>$4,122,342</td>
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USE OF FUNDS

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing &amp; Other</td>
<td>30%</td>
<td>30%</td>
</tr>
<tr>
<td>Health Care</td>
<td>14%</td>
<td>14%</td>
</tr>
<tr>
<td>Family &amp; Community Development</td>
<td>14%</td>
<td>14%</td>
</tr>
<tr>
<td>TOTAL USE OF FUNDS</td>
<td>$590,503</td>
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</table>

LEGACY CIRCLE MEMBERS

Michelle and Dan Anderson
Jeannie Battlage
Eugie Bedar
Cindy Brawz and Fritz Ferrante
Shari and Tom Bissell
Mary Bradley
Dave and Cheryl Broadhead
Lyman Brokken
Elaine Christiansen
Juelich Christopherson
Heidi Christopherson
Lawrence and Linda Connolly
Michael Cousins
Richard and Donna Crane
Bob Daley
Nancy and Tom Davis
Bernice Decowski
Arlin Dickerman
Madeline Dickens
Name of the Estate of Marie Erickson
Stanley and Dorothy Gayle
Ron and Karla Heeter
Ann and David Hiebert
Peter Hoebelheinrich
Mary Horen
Bill Hitchcock and Mark Hokemark
Harry Holzenge
Winn and Vonne Ibes
Claudia and Carrie Mcknight
Virg Metzger
Floyd and Judy Michelozzi
Alice Perales
Barbara and Norman Olson
Christopher and Nancy Ogundoh
Tom and Martha Page
Alicia Perales
Angelique Post
Roger Posl
Peter and Judy Regnier
Don Re screenSize and Maggie Cashman
David Repinski and Maggie Cashman
Ron and Sandy Ritz
Mark and Lisa Ruff
Greg and Linda Scherer
Steve and Cindy Schmidt
Joe and Leslie Stark
Jim and Kris Smith
Sandy Smith and Mike Yount
Dean and Noreen Stoudt
Kathy and Joseph Stuck
Jane and Dan Sullivan
Sarah and Sam Steiner
Jean Stouffer
Hannah Sullivan
Richard and Judy Vaselkovich
Dean Vaughan
Mark and Nancy Wagner
Sally Watson
John and Janet Watson
Stephen and Frances Weber
Alvin Weidner

Legacy Gifts

Joseph and Louise Connolly
Mary Horion
Ronald Deland Pat and Mary Ann Living Legacy Circle

LEGACY CIRCLE

Mary Wisdorf in Honor of
Legacy Gift)
Pat and Mary Kroll (Living
Gala)
Gerald Oswald
The Estate of Marie Erickson
Madalene Eckstein
Bernice Decowski
Bob Dailey
Estate of Joseph and Louise Connolly
Judith Christopherson
Lynn Brysiewicz
Dean and Cheryl Broadhead
Cindy Blase and Fritz Ferrante
Eugene Bauer
Jeannie Battlage
Eugie Bedar
Cindy Brawz and Fritz Ferrante
Shari and Tom Bissell
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Jean Stouffer
Hannah Sullivan
Richard and Judy Vaselkovich
Dean Vaughan
Mark and Nancy Wagner
Sally Watson
John and Janet Watson
Stephen and Frances Weber
Alvin Weidner
Many loyal supporters have joined the Legacy Circle to ensure the work they’ve so diligently supported continues to gain momentum.

Members of the Legacy Circle elect to leave Common Hope with a gift from their estate.
Anonymous
John and Amanda Agnew
John and Arlene Alge
Carol and Charles Allred
Mary and Steve Allerman
Janet and John Allen
Joy and Ken Alsup
Liz and Michael Altman
Anita and Bruce Altman
Al and Charlene Hatfield
Catherine and John Seibyl
Gary Schiess and Sue Tuthill
Ervin Sauer
Patricia Ronning
LeAnn Pope
Clyde McGregor and Laura and Lloyd Ness
Charlie and Rose McMurray
The Marc David Foundation
Murray and Diana Johnson
Mike and Colleen Elftmann
Jacqueline and Charles Dietz
Anonymous
Anonymous
Al and Charlene Hatfield
Erasma Beras and Michael Merckott
Athena and John McBeath
David Beck
Marcia and Tom Babbitt
Mary and Bob Meier
John and Amy Crowther
Colin and Teri Cross
Joseph and Mary Crippen
Jim and Amy Cox
Brian and Pam Costner
Carol Copperud
Genevieve Chamberlin
Anastasia Caviris
Jennifer and Mike Egelhoff
Elizabeth and Robert Australians
Laura and Larry Jenks
Ann and Howard Kondak
Deirdre and Wes Kramer
Betty and Gregg Kowalski
Therese and Dan Kosch
Victoria and Chris King
Tom and Amy Page
Katie Imholte
Karen and Matt Hutcheson
Bill Huebsch and Mark Nugent
Kim and Ed Alkon
Gina Atkinson
Joyce and Alex Roman
John and Amy Crowther
Colin and Teri Cross
Joseph and Mary Crippen
Jim and Amy Cox
Gina Atkinson
Joyce and Alex Roman
John and Amy Crowther
Colin and Teri Cross
Joseph and Mary Crippen
Jim and Amy Cox
"Common Hope takes great care to ensure the accuracy of our list of donors. We have made an error in our list and regret it and ask you contact us at 651-287-0719. ¡Gracias!"