
MISSION TO EL
SALVADOR

YEAR 2019

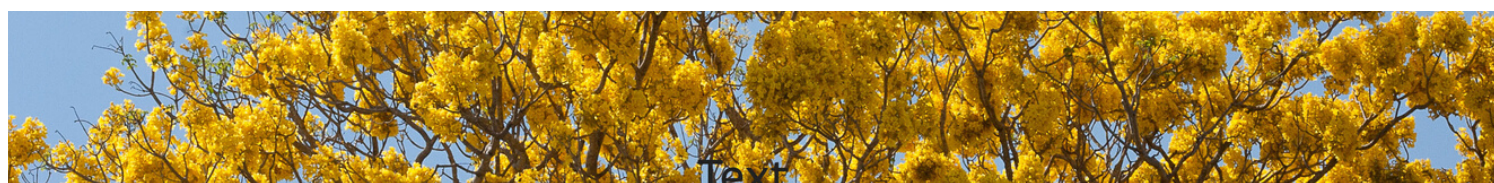
ANNUAL REPORT 2019

PREPARED BY DANIELLE SNYDER



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A LETTER FROM OUR DIRECTOR

Dear Friends,

This year was an important milestone for me and my family. 2019 marked 10 years since beginning Mission To El Salvador in the U.S., and beginning to work with vulnerable populations on the ground in El Salvador. It seems fitting that this year marked a full decade of work since it also felt like a year that was the culmination of many prayers, hours of hard work, and lots of dreams.

Perhaps the most impactful moment of this year was the opening of the Lighthouse Resource Center which allowed us to bring all of our programs, ministries, outreaches, and efforts for adults into one comprehensive space. We continue to learn from our clients and community about the best way to serve them, but we feel like we are on the right track as we see freedom moving into the lives of those who are struggling with the devastating results of addiction, poverty, and exploitation.

This year has also provided us with enough perspective from the first graduating class of New Dawn to be able to understand the impact that this program is having in the lives of our residents and graduates. Many hours of hard work, frustration, and even tears are well worth the effort.

We also celebrated our 3rd annual Gala for Growth which provided a platform to share and celebrate all of these good and beautiful things. It is worth celebrating the journey with our clients as they find freedom to grow in their lives step by step.

More than anything, this last decade has taught me the importance of depending on God for the process that we are walking through with people, and relying on him for strength and guidance. It has also taught me that perhaps no one person can change the world, but instead a team working together and relying on God can begin to change a community. I am so deeply grateful for all of you who are part of that team.



JONATHAN SNYDER

CO-FOUNDER
EXECUTIVE DIRECTOR



2019 IMPACTS FOR GROWTH

We exist to empower Salvadorans to find freedom to realize their dreams and pursue their futures.

This year we updated our mission statement to better reflect our goal of serving the vulnerable and empowering Salvadorans to engage their communities.

We also have worked to develop ways to evaluate mission fulfillment through each of our initiatives.

We saw incredible growth in the lives of our 23 national staff members, our volunteers, our partners, and our clients. Here are some highlights:

- The Lighthouse Resource Center was inaugurated.
- Our new evaluation tools have helped us to celebrate each step with our clients.
- We have continued to see success for New Dawn residents and graduates.
- Our community outreach efforts were expanded including youth drug prevention.
- New national and international strategic partnerships were developed.
- We have continued to fundraise for the "Room to Grow" building campaign and nearly reached the halfway mark this year.



OUR INITIATIVES

Our initiatives are focused on empowering vulnerable members of our community. Instead of giving hand-outs and creating dependency, we work to identify assets and potential in those we serve.

As a faith-based organization, we work to offer Gospel-based care, and Gospel-based solutions to the complex problems in our community. Our hope and dream is that we can facilitate the process for members of our community to find new opportunities, dignifying work, and a chance to dream about and work toward a new future where they can truly find freedom to grow.

Our initiatives include:

- **The Lighthouse Community Resource Center**
- **The New Dawn Residential Program**
- **Community Outreach**
- **Substance Abuse Prevention**

LIGHTHOUSE RESOURCE CENTER

One of 2019's greatest highlights was the launch of the Lighthouse Resource Center. We combined all previous existing resources for adults into one new community resource center. The population served includes those working to be free from poverty, addiction, and/or exploitation.

This year we went from serving 50-75 clients each week to serving an average of 75 clients per day.

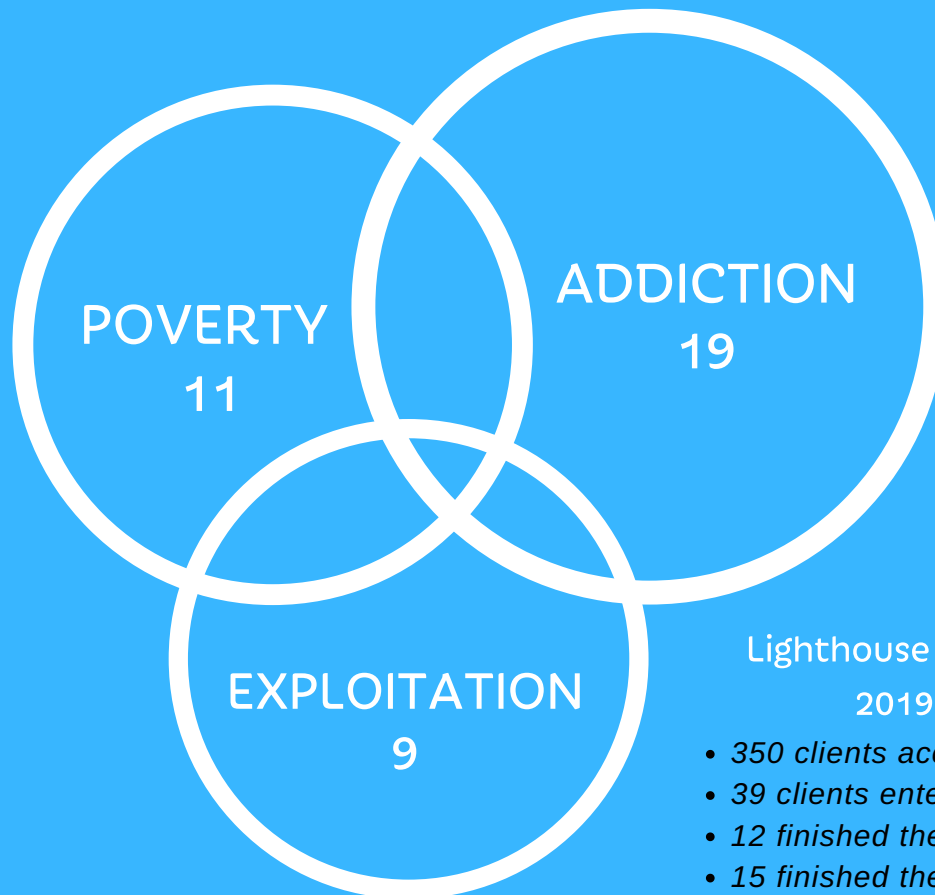
Resources include showers, daily meals, therapy, recreation, support groups, Bible studies, vocational training, one on one coaching, discipleship, job preparation, and more.

The "level system" includes indications of where a client is in the recovery process, and MTES invests in each client according to their involvement and commitment to the program. There are 4 levels in the program. In 2019, 39 clients entered into this process.

We also have work projects including card-making, bakery, and bra selling (for trafficking survivors) to offer job preparation and dignified work. The bra project is in partnership with Free The Girls, and one of the participants shared the following words about her experience at the resource center:

"Working on the streets has taken away my dignity. Starting my own business, with God's help, is restoring my dignity."





The diagram above shows the break-down of all Lighthouse Resource Center clients who have registered to be part of our "level system". In 2019, 11.14% of our clients moved into the level system. Of that 11.14%, the population is identified according to their primary reason for accessing resources. The diagram demonstrates the secondary and overlapping reasons for accessing resources as well.

Addiction presented as the primary issue for 19 of our clients. Issues of homelessness, extreme poverty, unemployment, or economic vulnerability because of deportation were primary issues for 11 of our clients. The remaining 9 clients were survivors of trafficking and/or commercial sexual exploitation.

Lighthouse Resource Center 2019 Statistics:

- 350 clients accessed resources in 2019
- 39 clients entered the level system
- 12 finished the year in level 1
- 15 finished the year in level 2
- 9 finished the year in level 3
- 3 finished the year in level 4
- An average of 11 clients attended Bible study each day
- 225 meals were served each week
- 21 clients participated in group therapy
- 19 clients received individual therapy
- 25 clients received targeted addiction therapy
- 14 clients participated in life skills workshops
- 3 clients participated in job preparation workshops
- 8 clients participated in vocational workshops
- 9 clients joined card-making work project
- 16 clients were part of the Free The Girls bra-selling work project
- 1 client joined bakery work project
- 8 clients found consistent employment outside of the resource center



NEW DAWN RESIDENTIAL PROGRAM

The New Dawn Residential Program is the only residential treatment program for minors with addictions in all of El Salvador. We continue to see a [success rate of 88%](#) in the program compared to an average of 25% in similar programs worldwide.

That success rate continues to ring true in the lives of the 9 graduates due to our extensive follow-up program which includes education, community service, group therapy, and support. We are focused on going "upstream" to intervene early in the lives of youth with addictions.

The words below were spoken on Christmas Eve as our current residents all shared how 2019 was an impactful year for each of them. These words remind us what the program is doing to fill a gap in El Salvador.

"This is the first Christmas I can remember being sober."

Here are the 2019 statistics for current New Dawn residents as well as our graduates:

- [3 residents graduated](#)
- [4 new residents were admitted](#)
- [91% of all former and current residents have reached the correct grade level](#)
- [3 graduates are starting university](#)
- [5 graduates are working full-time](#)



COMMUNITY OUTREACH

Part of our work this year included various efforts to reach out to our local community, as well as the greater community in El Salvador. Here are some of our outreach highlights:

- We provided meeting space for a local bi-lingual church designed to reach deportees and vulnerable Salvadorans. We also helped to support and encourage various outreach efforts of that church.
- Each week throughout the year an average of 400 meals were distributed on the streets through our Thursday night outreach.
- 2,000 people in El Salvador received medical attention through medical services and health clinics.
- We participated in a joint national awareness campaign to prevent trafficking and irregular immigration.
- 500 meals were served to attendees at our Christmas outreach event.

SUBSTANCE ABUSE PREVENTION

El Salvador has one of the highest rates of alcohol related deaths in the world, and it also faces issues related to drugs. Cultural trauma, family breakdown, poverty, high rates of violence and abuse, and criminal gangs all contribute to youth beginning to abuse drugs and alcohol at a young age.

Our New Dawn Residential Program provides care for youth struggling with addictions, but we have expanded our efforts at early intervention to include a school prevention program in an effort to provide opportunities for early intervention. This year we were able to share our program in three different schools in

El Salvador. We addressed the issues of drugs, alcohol, and vaping which is quickly on the rise in El Salvador.

El Salvador has one of the highest rates of alcohol related deaths in the world.

Our program includes talks with students, teachers, and parents with the goal of educating youth and those around them about the dangers of teenage substance abuse. We also have the aim of providing resources to support students, schools, and families. Going "upstream" into prevention is an important part of changing the story for El Salvador's youth.





STRATEGIC PARTNERSHIPS

In 2019 we continued to focus on developing key partnerships both locally in El Salvador, and globally around the world. This year, we had partnerships, volunteers, or support from here in El Salvador, the U.S., Canada, England, Germany, Mexico, and Australia.

One of our goals this year was growing our national connections, and we have been able to meet that goal of making new connections in San Salvador.

New local partnerships this year included Save The Children and an expanded partnership with CCI (Centro Cristiano Internacional) El Salvador. We also have received gifts in kind from several global organizations that have local offices here in El Salvador. In addition, this year we continued to maintain good working relationships with several Salvadoran government agencies. Please see the next page for more information on our partners.

5

SHORT-TERM
SERVICE TEAMS

2

INTERNS

10

INTERNATIONAL
VOLUNTEERS

75

NATIONAL
VOLUNTEERS

5

GLOBAL
NON-PROFITS

3

SALVADORAN
GOVERNMENT
AGENCIES

15

LOCAL
NON-PROFITS

13

INTERNATIONAL
PARTNERING
CHURCHES

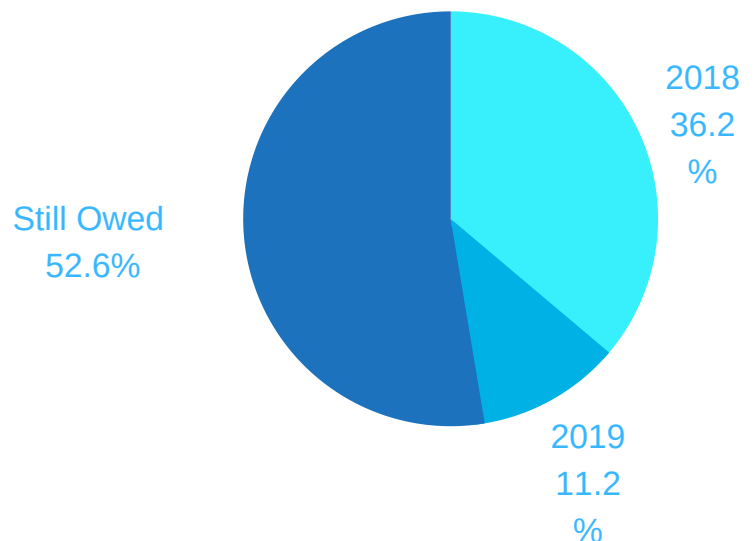
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NATIONAL
PARTNERING
CHURCHES

ROOM TO GROW CAMPAIGN

In 2018, we were able to finance the building that houses our administrative offices and the Lighthouse Resource Center for a price of \$410,000. Because we own it, we were able to make needed changes to the installations in 2018 and 2019. These changes were all investments as they increased the value of the property.

We are in the process of making payments on the building each month along with balloon payments each year. When we purchased the building in 2018, we were able to put \$150,000 down. We financed the remaining \$260,000 for a 5 year term. In 2019, we paid off \$49,000 which leaves us with \$230,000 left to raise to completely pay off the building.



2019

FINANCIAL HIGHLIGHTS

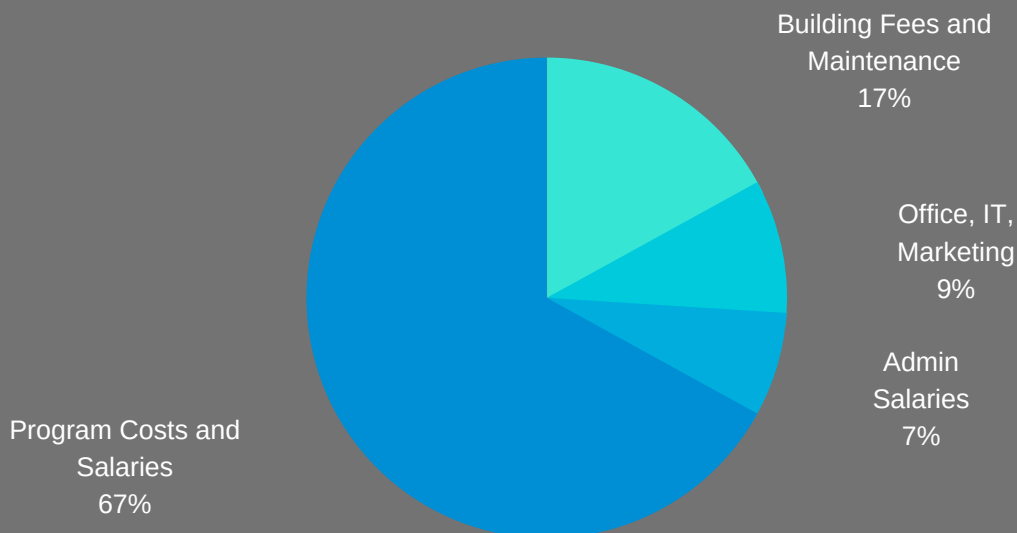
For Mission To El Salvador, 2019 was a year of major transition and growth within our programs. Thankfully, our donors continued to remain consistent with their giving!

Here is an overview of our financials for 2019:

- We brought in a total of **\$392,000 in revenue** between our U.S., Canadian, and Salvadoran donors.
- We had a total of **317 donors** donating on a one-time or recurring basis.
- At our 2019 gala, we raised \$40,000 and in our Giving Tuesday campaign we raised \$25,000.

Last year we brought in \$392,000 in revenue between our U.S., Canadian, and Salvadoran donors.

- We paid off \$49,000 on our building through funds raised by the Room To Grow campaign and the 2018 gala.
- We finished our audit (available upon request), and gained Platinum certification in financial transparency on GuideStar.
- Our **total expenses were \$376,000** and the percentage breakdowns of our spending are represented in the diagram below.



LOOKING AHEAD TO 2020

As we take a look at where we have been in 2019, it is also important to look ahead to where we want to go. As part of that process of looking ahead, we want to be intentional about growth in these areas:

- Increase the number of Lighthouse clients enrolled in the level system
- Develop a Lighthouse Sponsorship Program to increase financial support and scale growth
- Launch an awareness campaign in El Salvador about the New Dawn Residential Program

In addition to areas of continued growth, we have several areas of organizational need in 2020:

- A software program to manage our client database and to track and evaluate more details about the movement of clients through the level system. This will enable us to implement our evaluation tools more efficiently.
- Additional financial support to pay off the building costs. Once the building is paid off, all of the funds directed toward making payments will go into our programs allowing us to strengthen the resources we are offering to our community.
- Leadership development tools as we continue to train, equip, strengthen, and empower national leadership.





GET INVOLVED

What is your mission to El Salvador? Want to get involved, learn something new, make a difference, or serve our community? There are simple ways to get involved:

- Pray
- Spread the word
- Give a one-time or recurring donation
- Do an internship
- Learn about the issues
- Collect donations
- Become a sponsor
- Serve with us in El Salvador

Contact us today for more information about becoming a sponsor on a recurring basis, advocating for us, volunteering, or giving a one-time gift.

You can reach us at
info@missiontoelsalvador.com.



www.missiontoelsalvador.com