



WINGS 2019 ANNUAL REPORT

It all begins with reproductive rights.

Dear Friends,

As we write this report, the world is in the throes of the COVID-19 pandemic. Not only has the virus created a global public health and medical crisis, but it's creating an economic impact unlike any we have seen in generations. Millions of people are affected by both the virus and by the loss of jobs and income. In Guatemala, confirmed cases continue to increase and we are bracing for future impact. Our health system was already broken before the virus crept its way into our country, and the results may be catastrophic for our population, especially the most marginalized and vulnerable. When we finally reach the day when this emergency has abated and we look back in time, we hope to see that WINGS' decisions and actions throughout the crisis were appropriate for all stakeholders – staff, patients, donors, community partners, and Board of Directors.

Looking back, 2019 was an exciting year with many challenges and opportunities. WINGS expanded its geographical reach with the addition of a third Mobile Unit, initiating work in the Western Highland departments of Huehuetenango, Quetzaltenango, and San Marcos. This expansion was made possible thanks to the financial support of key donors like the Erik E. and Edith H. Bergstrom Foundation, the Morris S. Smith Foundation, and other individual donors.

This strategic growth represents the beginning of a remarkable momentum as we aim to achieve a greater geographic and programmatic reach across Guatemala. Providing services in remote areas of the country allows us to fulfill our mission and serve individuals who otherwise might have no access whatsoever to contraception. In 2019, we also solidified relationships with the national public health system based on an agreement we signed early in the year with the Guatemalan Ministry of Health.

With your strong support, WINGS has gained acceptance as a trusted health partner throughout Guatemala. Our dynamic work throughout 2019 points the way toward achieving even more ambitious goals, all in the effort to provide excellent reproductive healthcare to women and girls throughout the country.

As we shelter in place during this initial phase of the COVID-19 pandemic, our clinical services are suspended, but we continue to offer counseling and short-acting contraceptive methods through our nurses and volunteer promoters. We are also taking this time to continue educating and training our staff, to prepare proper biosafety protocols, and to purchase the necessary protective equipment so that, when possible, WINGS can go back to harnessing that momentum and continue to offer high-quality, rights-based and patient-centered sexual and reproductive health services and education.

With many thanks for your solidarity and support,



Holly Myers
President of the Board of Directors



Rodrigo Barillas
Executive Director

ABOUT WINGS

Founded in 2001, WINGS provides quality reproductive health education and services to underserved, primarily rural Guatemalan youth, women and men. We take a holistic approach to reproductive health that recognizes the diverse barriers to exercising rights at the local level and engages community members, including indigenous women and girls, to secure reproductive rights and bring their voices to the forefront of the decision-making process. Working in predominantly rural, indigenous, and low-income departments in Guatemala, we provide education and services through a network of Youth Leaders, volunteer health promoters, mobile units, and stationary clinics.

OUR MISSION

WINGS provides quality reproductive health education and services to underserved, primarily rural Guatemalan youth, women, and men.

OUR VISION

WINGS envisions a future where all Guatemalans thrive and are able to fully exercise their sexual and reproductive rights.

OUR 2020 COVERAGE



2019 IMPACT*

21,069

UNINTENDED PREGNANCIES
PREVENTED

104

CHILD DEATHS PREVENTED

6

MATERNAL DEATHS PREVENTED

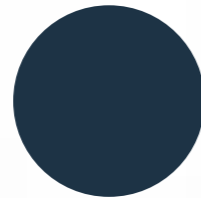
*Calculated using the Marie Stopes International "Impact 2" demographic mathematical model.

VOLUNTARY SURGICAL CONTRACEPTION

2,147 TUBAL LIGATIONS



286 VASECTOMIES



893 IUDs



2,836 SUBDERMAL HORMONAL
IMPLANTS

LONG-ACTING REVERSIBLE CONTRACEPTION

SERVICE PROVISION

5,592 QUARTERLY INJECTIONS



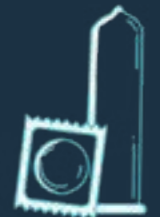
2,119 MONTHLY INJECTIONS



SHORT-ACTING REVERSIBLE CONTRACEPTION



976 BIRTH CONTROL PILL PACKS



25,618 CONDOMS

4,475 CERVICAL CANCER SCREENINGS

2019 GEOGRAPHIC EXPANSION TO THE WESTERN HIGHLANDS



On January 23, 2019 WINGS signed a macro agreement with the Guatemalan Ministry of Health which gave us an open invitation to provide LARCs (long-acting reversible contraceptives) and surgical contraceptive services in Ministry of Health facilities. This agreement made it possible for us to move ahead with a geographical expansion into the three westernmost departments in Guatemala: Huehuetenango, Quetzaltenango, and San Marcos. We selected these three departments based on geographic proximity to our existing coverage areas, unmet family planning need as identified on national surveys and by Ministry of Health personnel, as well as the existence of large rural and indigenous populations.

As you'll read about later in this report, WINGS has endeavored over the past five years to become more financially stable and strengthen the partnerships that we have with our funders. For this geographic expansion that began in July 2019, two funders in particular chose to put incredible trust in us as we began to offer services in communities where we had never before had a presence. The Erik E. and Edith H. Bergstrom Foundation and the Morris S. Smith Foundation, Sterling Franklin, Trustee have both been long-time supporters of WINGS and have been involved in helping us to think strategically about when and how to grow, knowing that we envision covering the entire nation of Guatemala by 2025 with our clinical services. These two foundations came together in early 2019 to assure that we would have the equipment, staff, and contraceptive methods needed to be successful as we began our service provision in the Western Highlands.

We had originally projected serving 965 individuals with LARCs and surgeries in the last six months of 2019, knowing that our first clinics in new departments are always slower than our work in communities where we have longstanding partnerships. What we found though, even with the most diligent planning, monitoring, and careful implementation, was that our progress was slower than we anticipated. Rural communities, especially those with a deep distrust of outsiders, gave us opportunities to learn how to more efficiently leverage our staff that we had hired from the region for this expansion project. In total, we provided LARCs and surgeries to 488 individuals or 51% of our goal.

In retrospect, we were confronted with three challenges that proved larger than we anticipated:

1. Gaining the trust of very rural, indigenous communities that have not always been treated well by outside organizations

- Our staff have helped us overcome this and the relationships we have built with key community stakeholders have paved the way for building trust. Moreover, the positive experiences of patients has contributed to positive word-of-mouth referrals. We are making progress and continue to see this trust building.

2. We expanded into three unknown departments all at once

- In past expansion activities, we added new departments with a scaffolding strategy wherein we slowly enter a new region, gaining local connections one by one, eventually becoming a known entity, and then we fully commit to the department.

In this case we started from zero all at once in three departments. We learned that in the future we will use the scaffolding technique instead.

3. We assigned just one promotion person to cover all three departments

- This was reasonable in terms of the number of clinics we anticipated but did not take into account how much more difficult it would be to generate demand in a completely new area. We have since assigned a second promotion person to the region and added a national Coordinator of Promotion to better support all promotional staff.

In all, our expansion into the Western Highlands has been an important learning opportunity as we position ourselves to expand throughout the country. While we are always proud to proclaim our successes, we also know how important it is for us to be transparent with our challenges, knowing that it is only through continual improvements that we will achieve real change.



Our mobile unit team attended Rosa, a 38-year-old mother of 3 who had hearing and speech loss, and was only able to communicate through sign language. Rosa was accompanied by her sister, who after the intake process, we recognized as the only support Rosa had in her circle of family and friends. Neither her parents nor her partner showed her empathy or even recognized her intention to stop having children, exacerbating what was already a difficult situation for her in receiving healthcare in general.

Rosa, through sign language with her sister, asked the necessary questions of our nurse and confirmed her understanding of and consent to the tubal ligation procedure. Rosa and her sister were both grateful for the attention and care provided by our staff and commented on how surprised they were to receive such non-discriminatory treatment.



ASPEN INSTITUTE

WINGS' Medical Director, Dr. Michelle Dubón, was part of the Aspen Institute New Voices Fellowship in 2019. The goal of the fellowship was to strengthen her voice as an expert working on the frontlines of sexual and reproductive health and rights. Dr. Dubón is known as a gentle, welcoming, extremely talented doctor, but she proved that she is also an incredibly talented writer. Her ability to explain difficult themes around the realities of healthcare in Guatemala, or often lack thereof, is remarkable. Through her work with the Fellowship, she had articles featured in [MS Magazine](#) and [The Boston Globe](#).

2019 FINANCIAL OVERVIEW



- INDIVIDUAL DONATIONS
\$576,310
- FOUNDATIONS
\$901,501
- PATIENT DONATIONS
\$15,458
- OTHER
\$7,493

REVENUE EXCLUDING IN-KIND DONATIONS \$1,500,762

- IN-KIND CONTRACEPTIVE METHODS
\$13,038

TOTAL REVENUE
\$1,513,800



- PROGRAMS
\$873,493
- ADMINISTRATION: MANAGEMENT & GENERAL, FUNDRAISING
\$298,155
- CURRENCY ADJUSTED EXCHANGE RATE
\$2,168

EXPENSES EXCLUDING IN-KIND DONATIONS \$1,500,762

- IN-KIND CONTRACEPTIVE METHODS
\$13,038

TOTAL EXPENSES
\$1,186,853

\$160,056 TRANSFERRED TO BOARD-MANDATED OPERATING RESERVE

NET FINANCIAL SURPLUS (CASH AVAILABLE FOR NEXT PERIOD):
\$ 166,891

2019 financial information reflects audited results.

WINGS functions as both a US 501(c)3 as well as a Guatemalan Asociación or non-governmental organization. This means that we must operate under both US and Guatemalan accounting and labor practices, keeping dual fiscal tracking in place to meet all requirements. Since 2015, with new leadership and without any governmental funding, WINGS' Executive Team and Board of Directors have made the financial health of our organization top priority, along with the reproductive health of our patients. As the table shows, WINGS has grown past the \$1.5 million mark, a huge accomplishment for an organization working in the developing world, funded almost entirely with funds from the US. We have been able to do this for a number of reasons, the most important being the trust that foundations and individual supporters like you have placed in us. We have also decreased our overall cost per service provided through economies of scale while increasing the quality of the care we provide.

While these numbers may be mere representations of the value we place on reproductive health and education, what they truly show is how much meaningful work can be done when we all come together to work toward the common vision of a future where all Guatemalans thrive and are able to fully exercise their sexual and reproductive rights.

STATEMENT OF FINANCIAL POSITION

| | 2018 | 2019 |
|---------------------|------------------|------------------|
| ASSETS | | |
| CURRENT ASSETS* | \$409,882 | \$837,613 |
| NON-CURRENT ASSETS | \$51,866 | \$94,406 |
| TOTAL ASSETS | \$461,748 | \$932,019 |

| | 2018 | 2019 |
|---------------------------|-----------------|------------------|
| LIABILITIES | | |
| CURRENT LIABILITIES | \$16,573 | \$19,218 |
| NON-CURRENT LIABILITIES** | \$51,866 | \$94,406 |
| TOTAL LIABILITIES | \$67,129 | \$108,488 |

| | 2018 | 2019 |
|-------------------------|------------------|------------------|
| NET ASSETS | | |
| WITH DONOR RESTRICTIONS | \$139,549 | \$241,514 |
| WITHOUT RESTRICTIONS | \$255,070 | \$582,017 |
| TOTAL NET ASSETS | \$394,619 | \$823,531 |

TOTAL LIABILITIES AND NET ASSETS
\$461,748 \$932,019

* Including \$31,413 in a donor-restricted reserve.
** Including \$84,899 for Guatemala-mandated Severance Reserve. By law, Guatemalan-based institutions must accumulate the equivalent of one month's salary per employee per year worked. Current total reflects 80% of such obligation.

2020 WINGS STAFF



2020 BOARD OF DIRECTORS



Holly Myers



Rodrigo Barillas



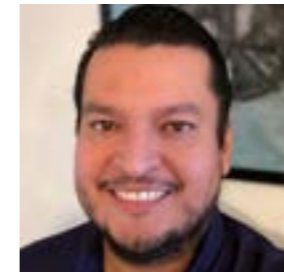
Alejandra Colom



Anne Kraemer Diaz



Austin Anderson



Estuardo Molina



Jackie Verity



Joel Weinthal



Kate Flatley



Lisa Van Dusen



Marilyn Edmunds



Richard Yankwich



Roger Duvivier



Silvia Tum



Sue Patterson



Theresa Weimerskirch



Tonia Papke



THANK YOU

To the **580** individuals and foundations around the world who made generous financial contributions to support our work;

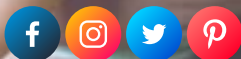
To the **25** WINGS Sustainers that chose to give monthly;

To the **110** new supporters who joined our cause; and

To the many advocates, allies, and volunteers who believe in the power of reproductive rights to transform lives and make the effort to spread the word about WINGS.

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