

**UNIDOS** US

STRONGER COMMUNITIES. STRONGER AMERICA.

**2017  
ANNUAL  
REPORT**

# PERSEVERANCE & PROGRESS







# OUR MISSION

**UNIDOS**US

**BUILDING A STRONGER AMERICA  
BY CREATING OPPORTUNITIES  
FOR LATINOS.**



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A photograph of two women smiling and posing together. The woman on the left has dark, curly hair and is wearing a black top with a pearl necklace. The woman on the right has dark hair with bangs and is wearing a yellow floral top. The background is slightly blurred, showing other people and a blue wall.

# FROM THE PRESIDENT & BOARD CHAIR

## PERSEVERANCE AND PROGRESS

There is no better description of what Latinos and Latinas have embodied in the past year. In 2017, our community faced a slew of real and alarming threats, but we stood strong.

No matter what the Hispanic community has faced, we have met each challenge head on and made it clear that we are prepared to weather any storm. We know that the quest for the American Dream is not easy, but when we come together with our community and our Affiliates, there is no limit to the success stories we can write.

This is our first annual report as UnidosUS. At our Annual Conference in Phoenix last July, we announced that the National Council of La Raza would become UnidosUS. To us, Unidos is more than just a new name. Unidos is a call to action for our community to come together, and an invitation for others to join us. It is a statement about our future, our growing strength as a community, and our ultimate engagement as citizens of this great country.

Our decision to change our name is also a reflection of the theme of this annual report. Resilience and an ability to adapt are cornerstones of Hispanics' significant contributions to our nation, and UnidosUS is evolving right alongside the community we are committed to serving.

The six stories in this report highlight how our work with Affiliates have measurably impacted people and families across the country. They demonstrate the perseverance and commitment to moving the country forward in the face of challenge and what we can do when we join together. And we firmly believe that a Hispanic success story means the nation succeeds as well, since the future well-being of the country depends in large part on the future well-being of the Latino community.

In unity there is strength, and in strength there is power. These stories show the powerful things we can accomplish when we persevere and progress toward the dreams that our community can define on its own terms. ★

A handwritten signature in blue ink that reads "Janet Murguía".

**Janet Murguía**  
President and CEO

A handwritten signature in blue ink that reads "Renata Soto".

**Renata Soto**  
Board Chair

# 2017 IMPACT BY THE NUMBERS

Through our work across policy, advocacy, programs, and the Affiliate Network, UnidosUS created change and impact in communities across the United States.


 **4M** Latino children remained **eligible for the Child Tax Credit**

 **8.8M** Latinos signed up for health insurance


 **77%** of 155,000 youth renewed their **DACA status**

 **22%** spike in U.S. citizenship applications

 **100+** Latino leaders trained through the Rise Above initiative

 **775K** Latinos received **health messaging and awareness** through the Healthy and Ready for the Future campaign

 **\$4M** granted from the Department of Labor to help 500 justice-involved youth **re-enter the workforce**

 **15** states now have **trained advocates** to implement the Every Student Succeeds Act

 **6K** students served through college-prep and STEM programs

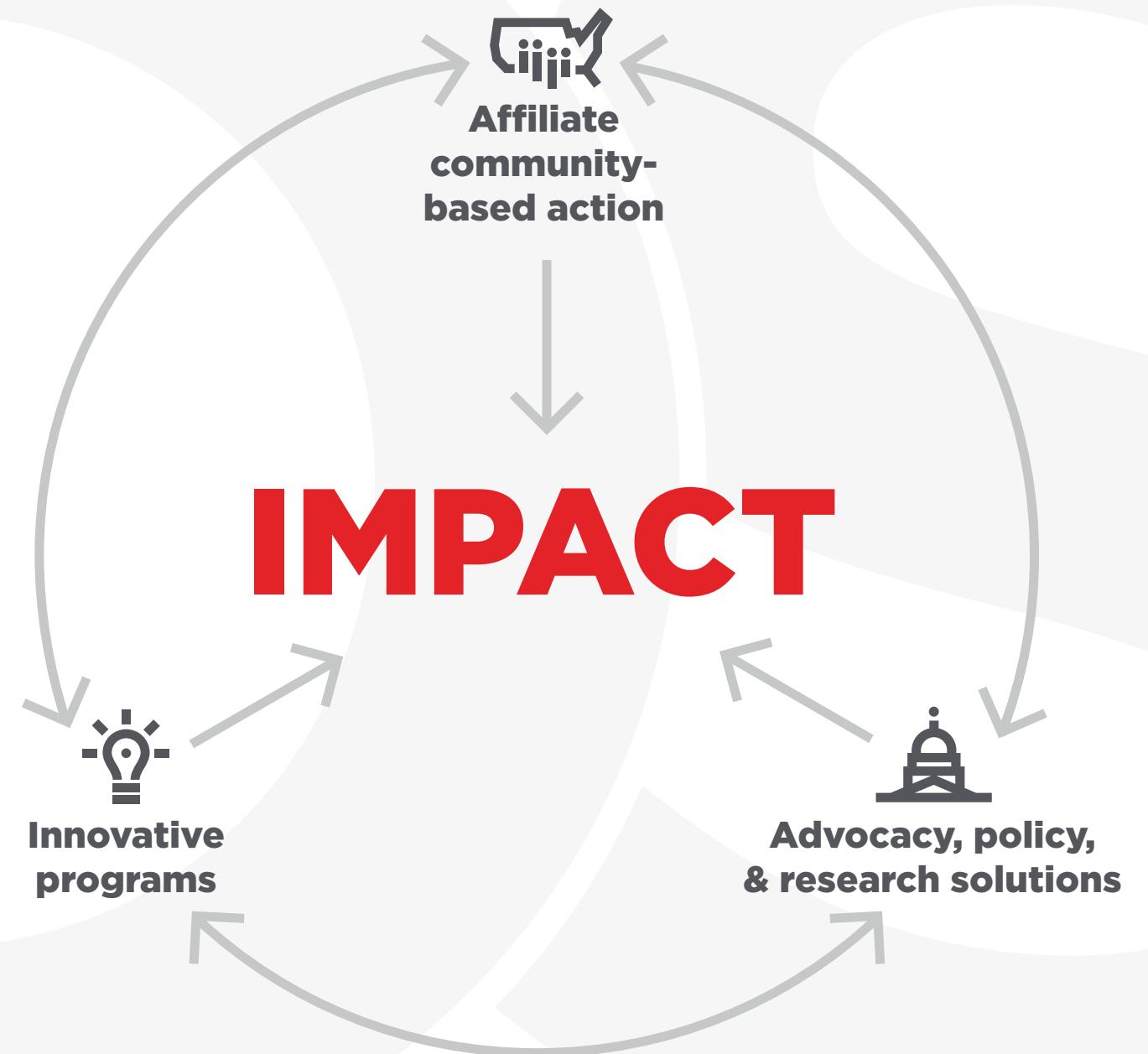
# OUR UNIQUE ADVANTAGE

We work to ensure Latinos have the ability and opportunity to improve their lives. To promote the economic, political, and social advancement of Latinos, UnidosUS leverages the unique combination of three assets: leadership in policy and advocacy, innovative programming, and a network of nearly 300 Affiliate community organizations.

**This is how we advance our mission.**

Our differentiator lies in our ability to effectively:

- Convene issue experts
- Define and disseminate best practices
- Strengthen organizational, leadership, and advocacy capacity
- Develop policy and research







# DEFENDING OUR RIGHTS, ADVANCING OUR OPPORTUNITIES

**The year began with a new administration in the White House that led a barrage of attacks against Latinos and other minorities. With our allies, we spent the year defending the progress we've made, and advancing Latinos' contributions to the nation.**

UnidosUS staff march for DREAMers and their families.



# DEFENDING OUR RIGHTS, ADVANCING OUR OPPORTUNITIES

## IMMIGRATION

We held the line on the Trump administration’s cruel mass deportation plan, constant attempts to fund a wall on the Mexican border, and endangering the temporary protected statuses of refugees.

## HEALTH

Through nationwide campaigns, we defended the right to accessible health care each time a bill was introduced that would repeal the Affordable Care Act, or limit funding to the Children’s Health Insurance Program.

## EDUCATION

When we learned federal protections for English learners were weakened, we developed state-based campaigns to ensure Latinos and English learners get the quality education they deserve.

BOTTOM LEFT: Our PSA and digital campaign showed how the administration’s actions put our children’s futures at stake.

## ECONOMY

We called on Congress to be honest about what the GOP tax plan would do to working families, and raised awareness that—despite what Republicans claimed—the plan would only benefit corporations and the wealthy.

## DISASTER RELIEF

When Hurricane Maria devastated Puerto Rico, we demanded that Congress provide immediate relief to the millions of citizens who lost homes, power, and their livelihoods in the storms.

## PROTECT OUR CHILDREN

At the end of 2017, we launched a campaign and PSA to show that the Trump administration’s actions through the year—attempts to repeal the ACA, defund the Children’s Health Insurance Program, end DACA, and the GOP tax plan—were doing damage to our children in every aspect of their lives.

BOTTOM RIGHT: Deputy Vice President of Policy and Advocacy Clarissa Martinez De Castro on Capitol Hill demanding a solution for DREAMers.



Janet Murguía and UnidosUS staff demand a DREAM Act Now.





# ENDING THE ASSAULT ON OUR FAMILIES

**After six months in detainment, Romulo Avelica is back with his family, and telling his story.**

Romulo Avelica addressing an UnidosUS reception in Los Angeles after his release from a detainment facility.



## ENDING THE ASSAULT ON OUR FAMILIES

The undocumented experience can be a life of constant fear, but with your family and community on your side, you can get through almost anything.

While dropping his daughter Fatima off at school, Romulo Avelica was arrested by ICE agents for being undocumented, and Fatima recorded it all on her phone. “It was the hardest thing to watch,” she says. “But I still went to school, because my father’s shown me the importance of education.”

Fatima’s school, Academia Avance in Los Angeles, already had a plan in place to address encounters with ICE agents. Ricardo Mireles, Executive Director of Academia Avance, an UnidosUS Affiliate, knew the school had to be ready for the Trump administration to target his community.

“This is a situation that’s been around for a long time,” Mireles says. “It’s not even in response to a new law, it’s really about a new interpretation.”

Mireles and the rest of the Academia Avance family rallied around the Avelicas—and included other schools and nearby Affiliates—elevating their story and showing that the community won’t stand for injustice.

**In March 2017, we gave a national platform to the Avelica family to put a human face on the issue. Fatima, age 14, and Yuleni, 13, bravely came to DC to tell their story alongside Senators Chuck Schumer, Kamala Harris, and Bob Menendez.**

The story got national attention and showed what happens when undocumented immigrants are targeted simply for being undocumented—and that the idea that only criminals would be deported is a weak lie.

After six months in a detention facility, Romulo was released, and his deportation order was thrown out. The community made it clear that they wouldn’t stay silent as their lives were disrupted, and their perseverance made all the difference. ★



Senator Chuck Schumer joined a press conference where Fatima and Yuleni Avelica shared their story. Senators Kamala Harris and Bob Menendez also attended.



Fatima and Yuleni met civil rights icon Congressman John Lewis at the UnidosUS Leaders in Action Summit. With Academia Avance Executive Director Ricardo Mireles and UnidosUS President and CEO Janet Murguía.



# DEVELOPING A BILINGUAL WORKFORCE

We develop programs that lead to a more diverse workforce, and bring more Latinos into the financial mainstream.

Students at Mi Casa Resource Center practicing their cash-handling skills.



## DEVELOPING A BILINGUAL WORKFORCE

Wendy came to Mi Casa Resource Center to expand her job opportunities and work toward a career. The Denver-based Affiliate helps Latinos empower themselves economically and financially with programs like job training and career-readiness classes. Wendy already had experience in accounting and handling money, but didn't feel confident in interviews, so she had trouble finding a job in financial services, her dream.

**Mi Casa knows the importance of finding the right fit for each person, and playing to their strengths. They worked with Wendy and decided it would be best for her to try the UnidosUS Latinos in Finance Training class. “It helped me a lot. I got to better understand the meaning of customer service and how to better pay attention to the customers’ needs,” she says.**

Wendy excelled, and after a few weeks, the team connected her to customer service positions so she could strengthen her skills and build confidence in customer-facing roles before applying for a job in the financial services sector.

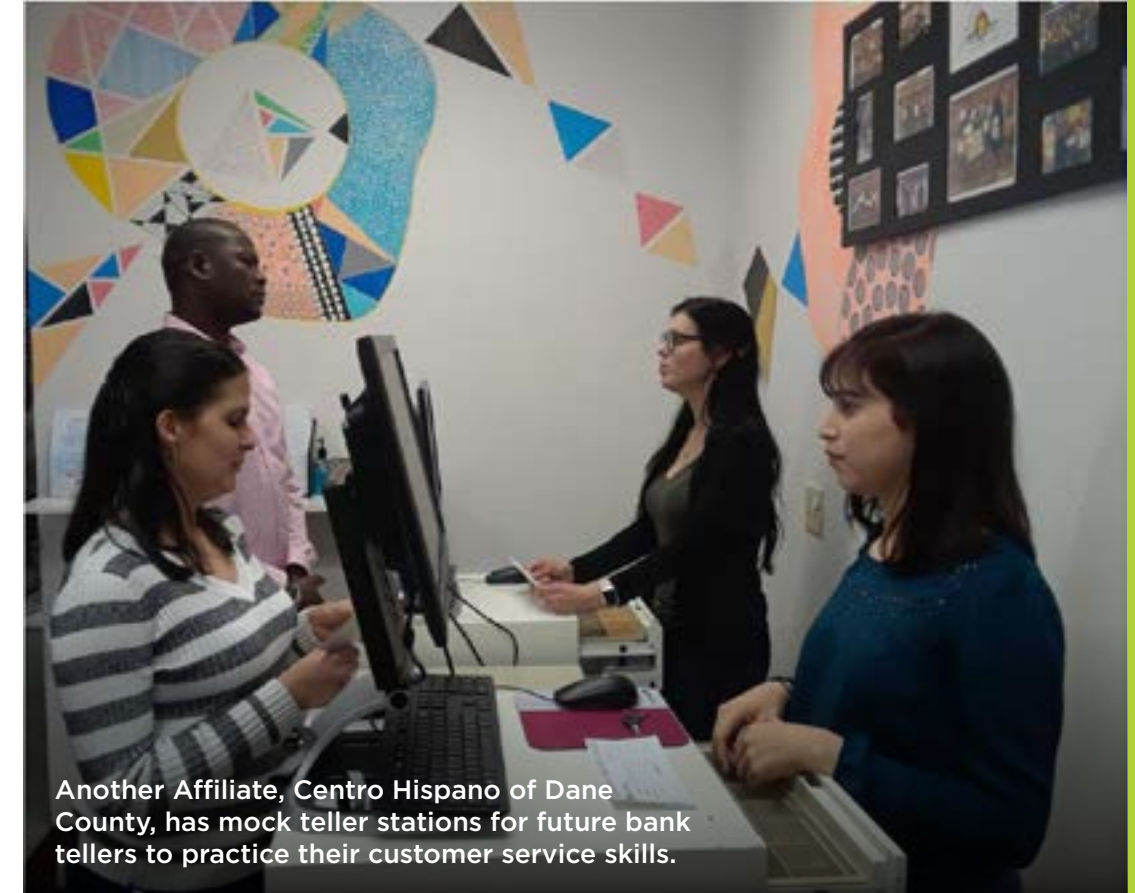
Wendy began working at a large chain retailer. After four months, the store decreased her hours. Committed to finding full-time work, Wendy decided not to be discouraged by the sudden setback and came back to Mi Casa wanting to try for another finance position.

With help from Mi Casa, Wendy had a full-time job at a nearby bank within a few months, thanks to the combination of her prior skills, and the new ones she developed at Mi Casa. “I never knew there were a lot of options for me to work in customer services until I got to the class,” she says.

Latinos are far less likely to keep their money in a bank, partly because of the language barrier. The UnidosUS Latinos in Finance program implemented by Mi Casa not only helps adults establish a career in financial services, but also helps increase the representation of Latinos in the sector. Having more bilingual Latino employees helps the banks provide services that meet the needs of diverse customers.

The support network Wendy found at Mi Casa is part of the community she serves now at the bank. “I still go back to Mi Casa to ask for help or advice,” she says. “I’m really grateful that I got to get a lot of help from the staff and from my former classmates.”

Support going beyond the one class is what Mi Casa is all about. The team knows that a little patience and support can help anyone persevere through challenges and define their own path. ★



Another Affiliate, Centro Hispano of Dane County, has mock teller stations for future bank tellers to practice their customer service skills.



Wendy's class at Mi Casa ends with a professional headshot she can take with her into her new career.



# TURNING EDUCATORS INTO ADVOCATES

We make sure the people who know what our schools need the most can advocate for the changes they want to see.

Fellows of the National Institute for Latino School Leaders and an UnidosUS policy expert visit Capitol Hill to advocate for students.





## TURNING EDUCATORS INTO ADVOCATES

Our teachers may have the strongest perspective on how education policy affects kids' learning, but with everything else on their plates, finding the time to advocate can feel impossible.

Ed Mendez knew this all too well. As principal of Guadalupe Centers High School in Kansas City, he focuses on making sure everything in the school is running well. But he also wanted to know how legislation affects how the school runs.

**When he joined the National Institute for Latino School Leaders, or NILSL, he found his stride as an advocate. NILSL is an UnidosUS fellowship that gives educators the skills and support they need to become advocates for Latino students in federal, state, and local politics.**

That training gave Ed the know-how to help defend the DREAMers in his school. When the DACA program ended, the school began hosting community circles to help students sort out their feelings. “We wanted students to share how they’re feeling about recent events and their place in this country,” he says.

Ed also made sure each student knew their rights. “Since the 1980s, every undocumented child has had the right to a K-12 education,” Ed says. With so much uncertainty in the air, it was easy for certain kids to know they have every right to learn as any other American.

He also called on his colleagues and community to advocate for a permanent DREAM Act. His NILSL fellowship showed him to pay attention to policy, so he knew not to fall for versions that had already been introduced, that included extra baggage like funding for the border wall.

“We want every child to have access to the same quality education, and undocumented children are no different,” Ed says. “At Guadalupe Centers High School, an undocumented student has been either the valedictorian or salutatorian for the past three years.” ★



Ed Mendez (second row, far right) with fellow alum of the National Institute for Latino School Leaders.



Ed Mendez with recent graduates of Guadalupe Centers High School.





# GIVING CHILDREN A HEALTHIER FUTURE

We connect children to community health centers, giving families in need a healthier future.

The team at Su Clinica celebrating Red Nose Day.



For working parents, it can be hard to find time to respond to problems, let alone find time to prevent them.

Cecilia's life as a single mother is full of difficult choices. It can be hard to find time to do everything, but she always makes time for her two young daughters. "I have struggled over the years to balance work and home," she says. She gets paid by the hour and has to be careful about when she takes time off. "I often feel guilty trying to choose between missing work and taking time off for dental or medical appointments when it's preventative and the children aren't sick."

**Then, Cecilia found Su Clinica. Based in Harlingen, Texas, Su Clinica is a community health center that provides bilingual health services and works hard to make sure clients get the help they need. Su Clinica is also part of Healthy and Ready for the Future, an UnidosUS effort that offers a healthy start in oral health and early education for Latino children, especially those from migrant and seasonal farmworker families. Through the initiative, children are linked with a medical and dental home so they have consistent access to oral and primary health care.**

"Having switched my medical home to Su Clinica has made things much easier," Cecilia says. The weekend and evening hours mean she can take both daughters in for check-ups without taking time off from work. "One of the things I have been most thankful for is the awesome care they receive. Both girls always have great dental check-ups and love their dentist."

Su Clinica also offers sliding-scale payments and helps clients with enrolling into health insurance and understanding services. "I qualify for Medicaid and Su Clinica has employees which help me renew the girls' applications so they do not ever have to be without coverage," Cecilia says.

The services have been a huge relief for Cecilia and lets her focus on the things that matter most to her. "There are many things that can cause stress in our lives but not having to worry that your child can be seen by the doctor or dentist when needed is a huge relief," she says. "I am able to focus on what is important like enjoying my time off with the girls and seeing them healthy and happy." ★



Su Clinica's work is part of the Red Nose Day initiative, raising money and awareness for children in need.



UnidosUS is the only Latino-focused nonprofit participating in Red Nose Day.





# TWENTY YEARS OF HOME- OWNERSHIP

**We formed a network of organizations that have helped more than half a million families with their housing needs.**

A family receiving free housing counseling services.



## **TWENTY YEARS OF HOMEOWNERSHIP**

For many of us, owning our own home is at the center of the American Dream. The process can feel daunting, and even impossible, but there are people across the country willing to help anyone with a commitment to owning a home.

For the past 20 years, the UnidosUS Homeownership Network has done just that. It was created in 1997 to help families understand the homebuying process and connect them to local resources. To date, the network has provided housing counseling for more than 600,000 people and families, helped more than 30,000 purchase their first home, and saved more than 90,000 from losing their houses to foreclosure.

The organizations that make up the network are centered in neighborhoods and communities that need the help the most. APM, short for Asociación Puertorriqueños en Marcha, has been helping Philadelphians settle into their own homes since 1989.

APM has helped a lot of people since then, but Housing Director Nancy Cruz remembers a recent client particularly well.

A man named Islam came to see Nancy, committed to purchasing his own home. Islam is legally blind and, as Nancy remembers, “wouldn’t let any disability stop him from achieving his goals.” Islam dove headfirst into the world of homebuying, attending workshops at APM, meeting with Nancy regularly, and learning everything he could about the process.

At an open house in South Philadelphia, Islam found the home of his dreams. “He was accompanied by a friend,” Nancy says, “and walked all throughout the house and fell in love with the layout.”

Islam was excited and was pre-approved to buy the home, but the house unfortunately sold very quickly, and Islam had to start again. His tenacity wouldn’t let a little disappointment throw him off, though. He kept working with APM, and with help from a realtor, Islam found and settled on another dream home last May.

Islam’s commitment and perseverance led him to his dream home. With some guidance from organizations like APM and others in the UnidosUS Housing Network, the American Dream is becoming a reality for more Latinos each year. ★



More than 30,000 families have bought their first home through the Homeownership Network.



During the housing crisis, the Homeownership Network saved more than 90,000 families from losing their home.



The UnidosUS Homeownership Network has provided housing counseling to more than 600,000 people in the past 20 years.





**UNIDOSUS**   
AFFILIATE ENGAGEMENT

# WELCOMING FELLOW AMERICANS

**We urged the country to stand up for  
their fellow Americans in Puerto Rico,  
devastated by hurricanes.**

Latino Leadership partnered with Turin Aviation  
to take provisions to La Perla in Puerto Rico.



## **WELCOMING FELLOW AMERICANS**

When Hurricane Maria hit Puerto Rico in September, it devastated the whole island. There was no electricity, people lost their homes, and the death total may exceed 1,000. As the island rebuilds, many of Puerto Rico's lifelong residents looked to the mainland for a new home. As many as 200,000 looked to resettle in states where they have family members.

Latino Leadership, an UnidosUS Affiliate in Orlando, Florida, led support for those who arrived in the area, elping more than 8,500 families over just a few months. Through a partnership with the Florida State Hispanic Chamber of Commerce, Latino Leadership established the Puerto Rico Family Response Center at Orlando International Airport to reunify families and provide services to help them restart their lives.

Marucci Guzmán, the Executive Director of Latino Leadership, saw the effects of the humanitarian crisis firsthand. “The despair arriving at the Orlando International Airport daily is devastating,” she says. “Families are arriving with nothing. They’ve lost their hopes and dreams in Puerto Rico.”

**As Affiliates like Latino Leadership helped families on the ground, UnidosUS brought national attention to the tragedy, and urged Congress to help our fellow Americans, who were receiving little aid compared to states affected on the mainland.**

As Congress dragged its feet in providing aid, the community rose to the occasion. “Our Puerto Rico Family Response Center is helping piece lives back together one family at a time by providing them referrals for clothing, food, health care, school enrollment, and other services,” Guzmán says.

Congress ended up providing far less aid to Puerto Rico than it did to Texas, Florida, and other states affected by hurricanes that summer, so Affiliates have been essential in ensuring Puerto Rico's families get the support they need. ★



Volunteers helping newly arrived citizens at Orlando International Airport.



Citizens who were relocating received ongoing case management.



Latino Leadership partnered with Second Harvest Food bank to offer food vouchers to Puerto Ricans.



# DEFINING OUR FUTURE *UNIDOS*

We are entering our next 50 years with a new name, and as committed as ever to our mission.





## DEFINING OUR FUTURE *UNIDOS*

On the last night of our Annual Conference in Phoenix, the city where we were founded, we announced that the National Council of La Raza would become UnidosUS.

Three years prior, we began taking a hard look at the NCLR brand, engaging the community with focus groups, one-on-one meetings, and a national survey of Latinos. We learned that there's strong allegiance to our mission and work, but the name was outdated, and was a barrier to engaging with the more diverse and younger Latino community who are critical to our ability to fulfill our mission in the future.

After months of listening to the Latino community, it became clear that UnidosUS more accurately reflects who we are as an organization and how we intend to evolve for the next 50 years. “*Unidos*” literally means “united.” It’s a call-to-action for all Latinos, but also signals a message for others to join us, and to come together united in the best interest of all Americans.

As our President and CEO Janet Murguía said when we revealed our new name, “In unity there is strength, and in strength there is power.” In our 50-year history, it’s more important now than ever to show the world that the Latino community and its allies stand together, united, *unidos*. ★

1968

*Southwest Council of La Raza*



1970



1989



2008



2017

UnidosUS staff, alumni, and allies unveiling the organization's official name change at the 2017 Annual Conference.





NATIONAL LATINO FAMILY EXPO

SAVE  
THE  
DATES



The year 2018 marks our 50th anniversary as the nation's largest Hispanic civil rights and advocacy organization.

**July 7-10**

**UnidosUS Annual Conference  
and National Latino Family Expo®**  
Walter E. Washington Convention Center

**March 2019**

**2019 UnidosUS Leaders in Action Summit**

**March 2019**

**2019 UnidosUS Capital Awards**

**August 3-6, 2019**

**UnidosUS Annual Conference  
and National Latino Family Expo®**  
San Diego Convention Center

# FINANCIAL SUMMARY

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

Years ended September 30, 2017 and 2016

ASSETS	2017	2016
<b>Current assets</b>		
Cash & cash equivalents	\$ 26,286,916	\$ 22,363,130
Restricted cash & cash equivalents	4,875,530	8,944,024
Contract, grant & other receivables, net	5,176,563	4,913,260
Current portion of loans receivables, net of allowance for loan loss	37,931,040	40,137,974
Restricted investments	10,517,999	6,664,619
Other	363,232	394,739
<b>Total current assets</b>	<b>85,151,280</b>	<b>83,417,746</b>

ASSETS	2017	2016
<b>Noncurrent assets</b>		
Investments	18,222,493	16,299,535
Long-term loans receivables, net of allowance for loan loss	102,145,881	99,372,231
Other real estate owned	2,500,000	—
Property & equipment, net	1,228,519	1,348,064
Due from Hogar Hispano, Inc.	9,735,901	9,448,515
Other	550,745	1,906,847
<b>Total noncurrent assets</b>	<b>162,765,333</b>	<b>155,817,359</b>
<b>Total assets</b>	<b>\$ 247,916,613</b>	<b>\$ 239,235,105</b>

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Note: Consolidated financial statements include UnidosUS, SIFLR, and RDF.



## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

Years ended September 30, 2017 and 2016

LIABILITIES & NET ASSETS	2017	2016
<b>Current liabilities</b>		
Accounts payable	\$ 1,963,919	\$ 1,252,689
Accrued expenses	3,167,657	2,113,317
Deferred revenue	138,320	106,293
Committed grants	57,000	57,000
Current portion of notes payable	6,129,596	9,139,625
<b>Total current liabilities</b>	<b>11,456,492</b>	<b>12,668,924</b>
<b>Noncurrent liabilities</b>		
Long-term notes payable, net	104,449,871	103,379,785
Other long-term liability	876,668	308,322
<b>Total noncurrent liabilities</b>	<b>105,326,539</b>	<b>103,688,107</b>
<b>Total liabilities</b>	<b>116,783,031</b>	<b>116,357,031</b>
<b>Commitments &amp; contingencies</b>		
Net assets:		
Unrestricted	58,569,801	52,584,314
Temporarily restricted	68,554,686	66,284,665
Permanently restricted	4,009,095	4,009,095
<b>Total net assets</b>	<b>131,133,582</b>	<b>122,878,074</b>
<b>Total liabilities &amp; net assets</b>	<b>\$ 247,916,613</b>	<b>\$ 239,235,105</b>

Financial Summary continued on next page

**CONSOLIDATED STATEMENTS  
OF ACTIVITIES**

Year ended September 30, 2017

	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL
<b>Support and revenue</b>				
Grants:				
Federal	\$ 2,979,155	\$ —	\$ —	\$ 2,979,155
Nonfederal	324,000	21,648,602	—	21,972,602
<b>Total grants</b>	<b>3,303,155</b>	<b>21,648,602</b>	<b>—</b>	<b>24,951,757</b>
<b>Contributions and other revenue</b>				
Corporations & foundations	3,123,333	885,000	—	4,008,333
Special events	5,848,650	—	—	5,848,650
Associate member dues	469,143	—	—	469,143
Other contributions	305,640	—	—	305,640
Investment & interest return	3,263,933	575,609	—	3,839,542
Interest & fee income on loans	12,951,858	—	—	12,951,858
Other revenue	1,132,092	—	—	1,132,092
Net assets released from restrictions	20,839,190	(20,839,190)	—	—
<b>Total contributions &amp; other revenue</b>	<b>47,933,839</b>	<b>(19,378,581)</b>	<b>—</b>	<b>28,555,258</b>
<b>Total support &amp; revenue</b>	<b>51,236,994</b>	<b>2,270,021</b>	<b>—</b>	<b>53,507,015</b>

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CONSOLIDATED STATEMENTS  
OF ACTIVITIES

Year ended September 30, 2017

	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL
<b>Expenses</b>				
Program services:				
CORE & ORAL	\$ 4,801,018	\$ —	\$ —	\$ 4,801,018
Community Development & Fellowship Program	7,079,322	—	—	7,079,322
Center for Educational Excellence	3,180,142	—	—	3,180,142
Integrated Marketing & Events	4,091,453	—	—	4,091,453
Institute for Hispanic Health	2,256,088	—	—	2,256,088
Research and Strategic Initiatives	3,456,277	—	—	3,456,277
Legislative Advocacy	431,918	—	—	431,918
Mission	3,184,808	—	—	3,184,808
RDF — program operations	11,050,092	—	—	11,050,092
RDF — loan loss reserve	593,878	—	—	593,878
<b>Total program services</b>	<b>40,124,996</b>	<b>—</b>	<b>—</b>	<b>40,124,996</b>

Continued on next page



**CONSOLIDATED STATEMENTS  
OF ACTIVITIES**

Year ended September 30, 2017

	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL
<b>Supporting services</b>				
Management & general fundraising	1,852,118	—	—	1,852,118
General fundraising	1,057,749	—	—	1,057,749
Membership marketing	244,066	—	—	244,066
RDF — administration	1,632,470	—	—	1,632,470
Strategic Investment Fund Governance	340,108	—	—	340,108
<b>Total supporting services</b>	<b>5,126,511</b>	<b>—</b>	<b>—</b>	<b>5,126,511</b>
<b>Total expenses</b>	<b>45,251,507</b>	<b>—</b>	<b>—</b>	<b>45,251,507</b>
<b>Change in net assets</b>	<b>5,985,487</b>	<b>2,270,021</b>	<b>—</b>	<b>8,255,508</b>
<b>Net assets, beginning of the year</b>	<b>52,584,314</b>	<b>66,284,665</b>	<b>4,009,095</b>	<b>122,878,074</b>
<b>Net assets, end of year</b>	<b>\$ 58,569,801</b>	<b>\$ 68,554,686</b>	<b>\$ 4,009,095</b>	<b>\$131,133,582</b>



# BOARD OF DIRECTORS

## EXECUTIVE COMMITTEE

### Chair

#### **Renata Soto**

Executive Director  
*Conexión Américas*  
Nashville, TN

### Vice Chair

#### **Maria S. Salinas**

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The UnidosUS Affiliate Council elevates the voice of Hispanic-serving community-based organizations across the country and strengthens UnidosUS's partnership with its Affiliates to advance major issues that benefit the Latino community. Together, UnidosUS and its national network of almost 300 community-based organizations remain a formidable force for effecting change.

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Latinos in America are 57 million strong, are a growing segment of the labor force, and wield \$1.5 trillion in buying power. That's why corporate partners understand the importance of investing in the Latino community and ensuring the well-being of these workers and families that help drive our economy. For the 23 industry-leading corporations that make up the UnidosUS Corporate Board of Advisors, partnership with UnidosUS provides a vehicle by which to identify shared opportunities to invest strategically in our community and maximize social good.

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Visionaries from American corporations and leading foundations recognize the Latino community's ever-increasing economic impact. They also value UnidosUS's mission, work, credibility, and passion for improving opportunities for Hispanics throughout the country. Whether providing financial support at the national level or direct involvement at the community level, UnidosUS funders make a difference. Their investment in America's Latinos is an investment in America's prosperity.

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Year Up

UNIDOSUS



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President's Council donors sustain the core of UnidosUS, and their donations allow us to quickly and effectively address the most pressing issues the Hispanic community face. We extend a heartfelt thank-you to all donors who make annual gifts to support our mission. They provide the vision and resources that allow UnidosUS to thrive, and their generosity has been critical to the success outlined in this report.



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