



charityvision

our vision is restoring theirs

CHARITYVISION

&

DESERET INTERNATIONAL  
FOUNDATION

2016

ANNUAL REPORT







“The only thing worse than being blind is having sight but no vision.”

-Helen Keller



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First of all, thank you very much for your support. We honor the trust you have placed in us, and take seriously our stewardship with your funds and/or products donated.

In our modern society, the effects of blindness are dramatic in the lives of far too many individuals. It is an epidemic that seems far from a reality to most of us in the developed world. The truth is however, that we can and therefore we must, step in and provide a successful, safe, and inexpensive cure.

Last year we did around 80,000 surgeries, we screened over 500,000 individuals (more than 100,000 of which were school children), and distributed close to 70,000 pairs of glasses.... certainly a year to be proud of.

Our overhead is less than 5% and we have now found a way to fund all of that internally - so 100% of your donation goes to program expenses! Because of our network of suppliers and medical partners, our costs per surgery remain around \$25 and our costs for a prescription pair of glasses is around \$10. The CharityVision team around the world works hard to keep those numbers in check and to set the standard for efficiency. We thrive on it.

How do we do it? We partner with the local medical professionals. We give them the tools and supplies they need for the work. They are thrilled to be involved. It is a win, win, win. Our in-country advocates oversee the work and document the results. These medical professionals now have state of the art equipment for their year-round use, and the poor have a place to go where they will not be turned away.

2017 will only get better - thank you so very much

Doug Jackson  
CEO, CHARITYVISION INTERNATIONAL

# TABLE OF CONTENTS

## 01 OUR STORY

CHARITYVISION	02
WHY VISION?	03
NEEDLESS BLINDNESS	04

## 05 HOW WE ARE DIFFERENT

OUR MODEL	06
OUR HISTORY	07
WHERE WE OPERATE	08
EFFICIENCY EXPERTS	09

## 10 2016 RECAP

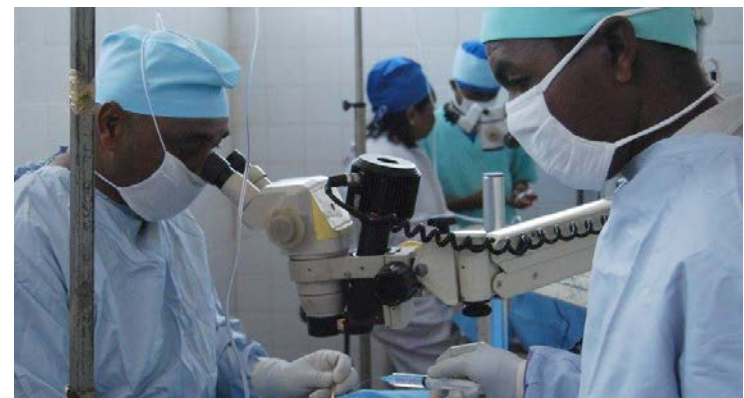
CV FIGHT NIGHT	11
ROCKWELL RELAY	12
CASINO NIGHT	12
EXPEDITIONS	13
MEET KUSMI	14
MEET GUL	15
MEET EMERSON	16
SIGHT BUDDIES	17

## 18 BELIEVERS IN OUR CAUSE

DONORS	19
PARTNERSHIPS	20
BOARD OF DIRECTORS	21

## 22 FINANCIALS

INDEPENDENT AUDITOR'S LETTER	23
STATEMENT OF FINANCIAL POSITION	24
STATEMENTS OF ACTIVITIES	25
STATEMENTS OF FUNCTIONAL EXPENSES	26
SUMMARY BY COUNTRY	27



# OUR STORY



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# charityvision

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## CHARITYVISION

is a non-profit, 501 (c)(3) focused on preventing blindness and restoring sight to people in developing nations by implementing sustainable solutions. Over the past 30 years, local doctors in impoverished countries have performed hundreds of thousands of life-changing surgeries—that cost on average only 25 dollars.

Surgeries change not only the lives of those who are blind, but also the families, friends and caretakers. Sight allows for meaningful employment and the ability to care for one's family. Sight allows for autonomy. Our work also provides doctors with a constant stream of patients. Our vision goes beyond simply restoring sight; we believe we will revitalize communities and, ultimately, nations.

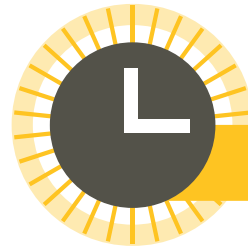
# WHY VISION?

Of all the curable and tragic medical conditions that can affect us, nothing is as debilitating as blindness. It drastically impacts families and inhibits a person's ability to provide, learn and care for their own basic needs. Blindness is an epidemic that needs our immediate attention.



**EVERY 5 SECONDS**

A PERSON GOES BLIND



**EVERY MINUTE**

A CHILD GOES BLIND



**2 BILLION** WORLDWIDE

DON'T HAVE ACCESS TO AFFORDABLE EYECARE & GLASSES

**245 MILLION** HAVE DEBILITATING LOW VISION

GRASPING ONLY SHADOWS & VAGUE SHAPES

**90% OF THE BLIND**

LIVE IN DEVELOPING COUNTRIES

YOU CAN HELP

**16 MILLION + COULD SEE AGAIN**

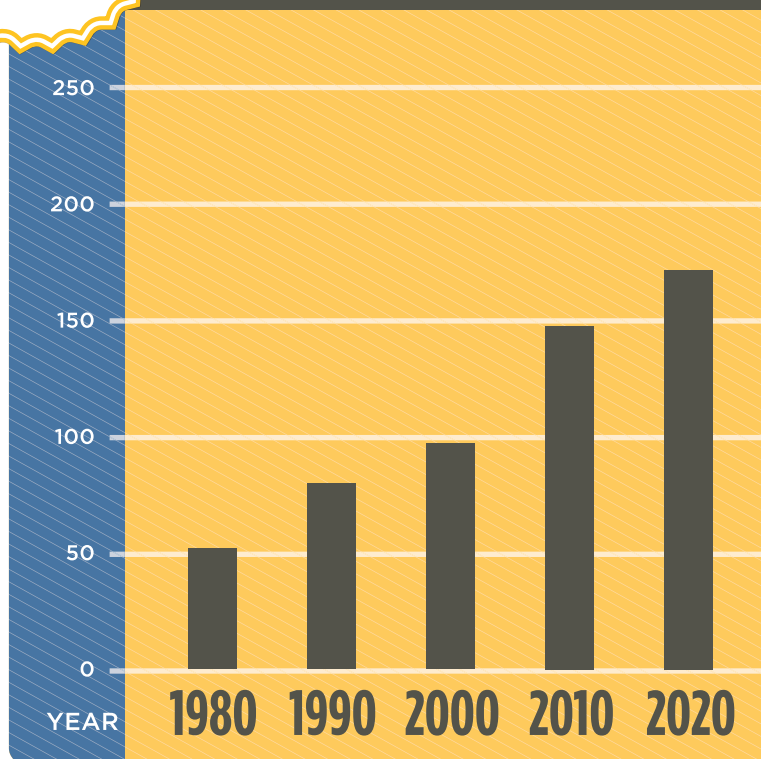
WITH A SIMPLE PROCEDURE

# IF WE DON'T HELP, WHO WILL?

By 2020, the World Health Organization estimates that 165 million people worldwide will be affected by cataracts. Approximately 20% of all school children need glasses to see the board clearly. If we don't help, who will?

THE  
FACTS

CATARACT COUNT IN MILLIONS



THE  
SOLUTION

**OVER 80%**  
OF THESE PEOPLE CAN  
HAVE THEIR  
**SIGHT RESTORED**  
BY A RELATIVELY SHORT  
& TIME-PROVEN  
SURGERY.



# HOW ARE WE DIFFERENT?



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# OUR MODEL

The secret of our success stems from sustainability: we partner with local physicians throughout the world. We provide skilled native physicians with the surgical equipment and supplies they need to be successful. In turn, they provide their time and talent to impoverished patients. The result is a network of developing health services systems that perform charitable surgeries.

THE KEY TO OUR SUCCESS

## THE LOCAL PHYSICIAN

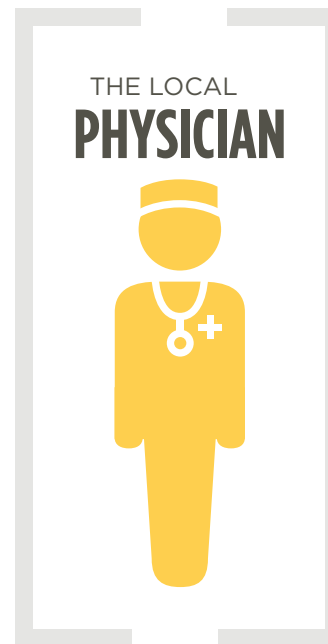
- KNOWS THE LANGUAGE AND CULTURE
- PROFICIENT IN THE TYPES OF MEDICAL PROCEDURES REQUIRED
- PROVIDES CONTINUOUS LOCAL FOLLOW UP
- BECOMES AN ESSENTIAL PART OF THE LOCAL MEDICAL COMMUNITY
- HELPS TO BUILD A SUSTAINABLE CHARITY PROGRAM
- BECOMES A PERMANENT PARTNER IN THE FIGHT AGAINST NEEDLESS BLINDNESS



**CV PROVIDES:**  
FINANCIAL RESOURCES

**CV PROVIDES:**  
MEDICAL & SURGICAL  
SUPPLIES/EQUIPMENT

**CV PROVIDES:**  
INFRASTRUCTURE  
FACILITIES



SCREENINGS/OUTREACH

LIFE-CHANGING SURGERIES  
& FOLLOW-UP CARE

IMPROVED & STRENGTHENED  
LOCAL MEDICAL COMMUNITY

# OUR HISTORY

Since 1987, we've provided over 510,000 surgeries to people suffering from needless blindness and other debilitating health problems. We now average about 80,000 new procedures a year from our network of partners around the world.



**5.5 MILLION PATIENTS**  
HAVE BEEN SCREENED IN THE PAST 29+ YEARS

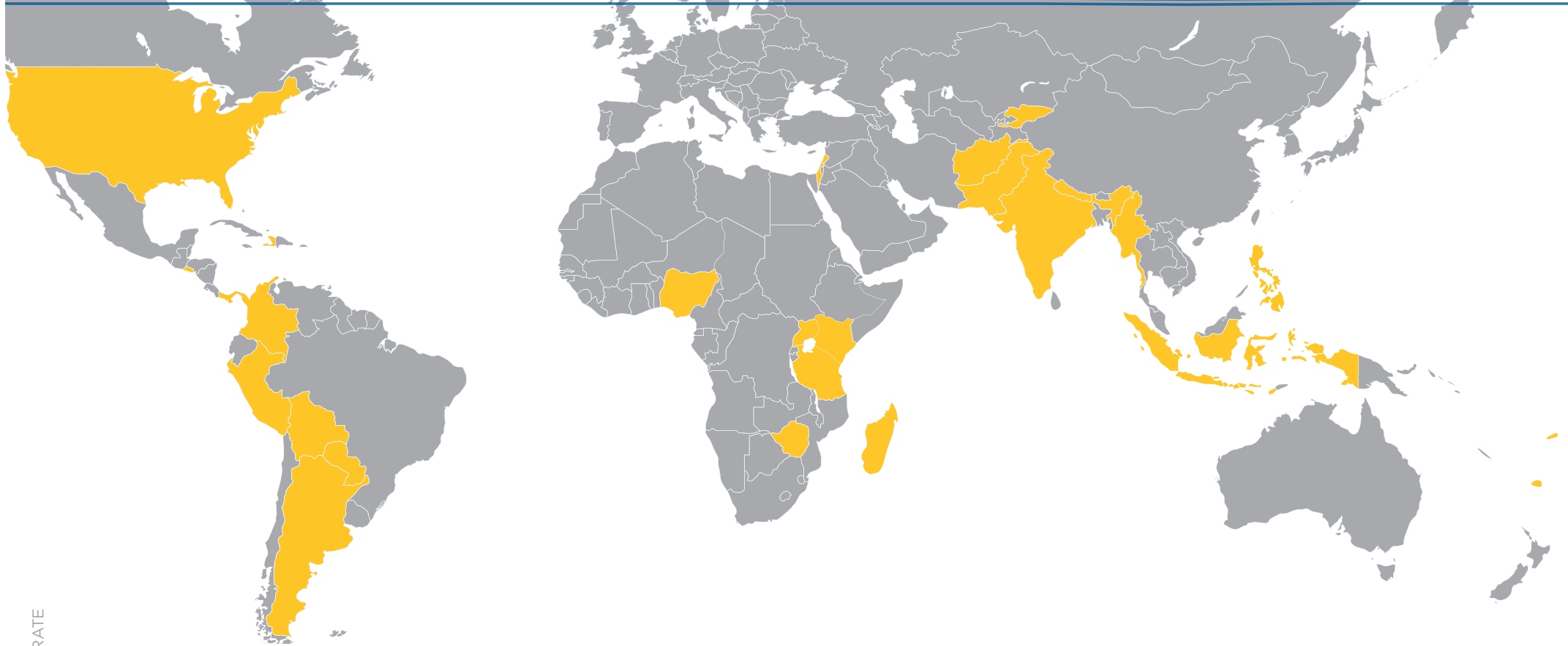


PERFORMED OVER **510,000** SURGICAL PROCEDURES

**1** = 10,000 PATIENTS

# WHERE WE OPERATE

In 2016, we made a difference in 27 countries. The need is vast—we go where we can partner with experts who share our vision. To ensure that our efforts are sustainable and long-lasting, our focus is building relationships that last,



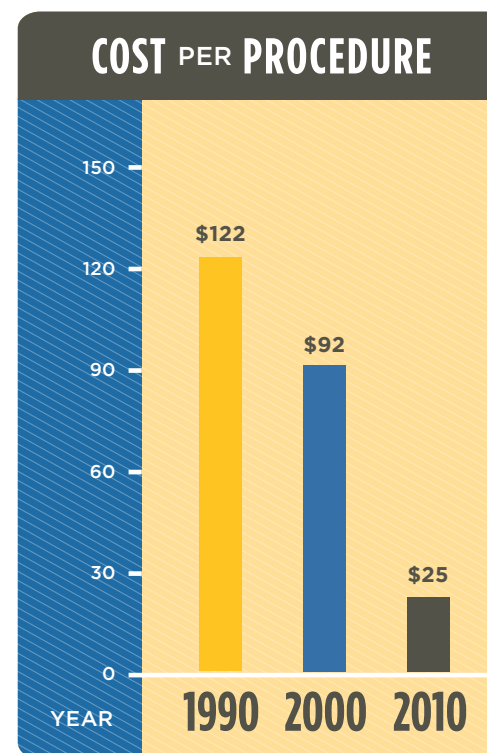
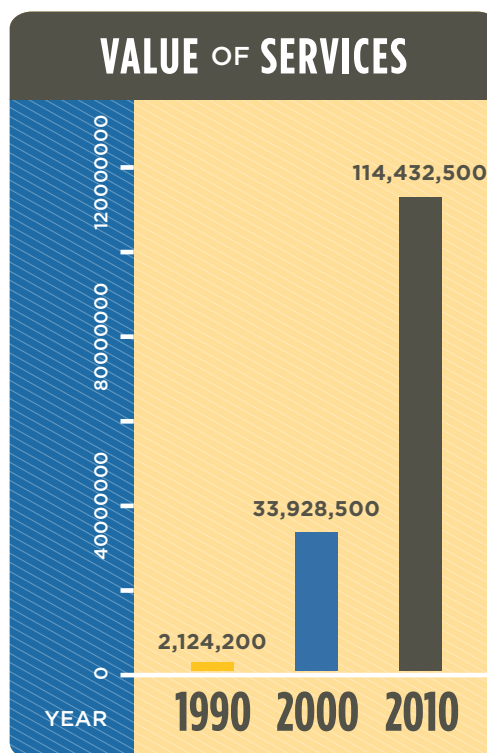
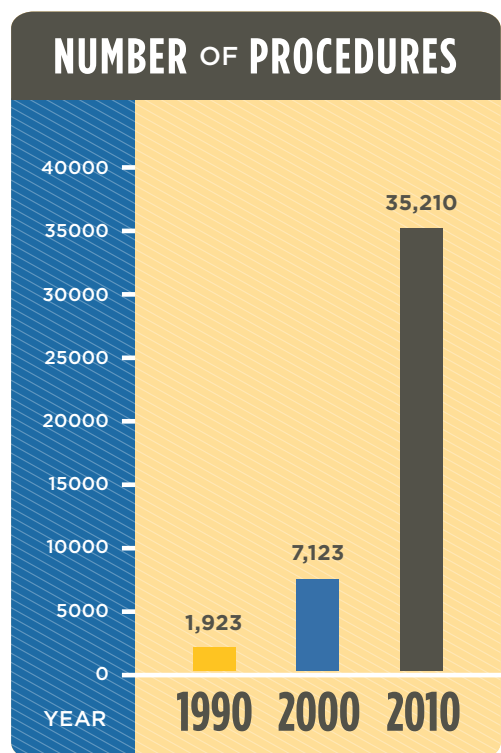
AFGHANISTAN | ARGENTINA | BOLIVIA | BURMA | COLOMBIA | EL SALVADOR | HAITI | INDIA | INDONESIA  
ISREAL | KENYA | KIRIBATI | KYRGYZSTAN | LEBANON | MADAGASCAR | NEPAL | NIGERIA | PAKISTAN |  
PARAGUAY | PERU | PHILIPPINES | SAMOA | TANZANIA | TONGA | UGANDA | USA | ZIMBABWE

# EFFICIENCY EXPERTS

Stretching donations is a skill. Many fine companies donate used and new equipment and supplies to our cause. Countless people donate their time and talents and resources. Keeping overhead low and building smart partnerships helps us remain efficient; it helps us serve more people in need of seeing.

## 29+ YEARS OF ACCOMPLISHMENT

MORE PROCEDURES, MORE VALUE, LOWER COST



# 2016 RECAP



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# CV FIGHT NIGHT

## MARIO LOPEZ *vs.* THE GOLDEN BOY

Once again, putting the fun back in fundraising! On June 11th, round two of CharityVision's Fight Night took place in Salt Lake City. Mario Lopez hopped in the ring to battle it out with "The Golden Boy", Oscar De La Hoya. Mitt Romney also jumped in the ring for a masked luchador performance. This celebrity boxing night raised funds for CharityVision's never-ending fight against blindness. Thank you to all of the wonderful partners and donors that made this possible!

# Rockwell RELAY

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Teams of 4 raced 525 miles, from Moab all the way to St. George in this cycling relay. Their motivation on this long course was knowing that their ride was giving the gift of sight to the blind. These cyclist teamed up not only to finish the race, but to help stop the blindness epidemic overseas! Thank you to all who participated.



# Casino NIGHT

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On September 17th, our second annual casino night took place. Our generous donors gathered together for a night of fun and raised money for our international vision programs. Casino Night continues to prove that curing blindness is a winning bet!





# Cusco EXPEDITIONS

Every once in a while, we give our donors an opportunity to see the miracles that are happening and to personally participate. Last year, we were able to pay a visit to Cusco, Peru. During our time there, we went to a school screening in Pisac where we saw 600 children, witnessed surgeries of five people using CharityVision supplies, and we climbed into the Andes and made a donation of school supplies to a rural school in Ábra, Malaga. This expedition was attended by Albion Fit, The Sorenson Legacy Foundation, and various other donors.



# Meet KUSMI

---

This is Kusmi Devi, a 50-year-old widow from India. For about a year, she had not been able to see. Her daughter will be getting married this year and Kusmi was devastated that she wouldn't be able to experience it. Her kids made it their goal to help her regain her sight. She depended on her daughter to do all of her personal work and her son to earn money for her family. Her four children were worried that they would not be able to arrange money for her operation, but luckily they heard about our clinic. She received cataract surgery last month and is so optimistic about the future. She is grateful to our donors who made it possible to SEE her daughter get married.

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# Meet GUL BASDSHAM

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Gul Basdsham from Pakistan, is four years old. He was born with cataracts in both eyes. He couldn't play, learn, or enjoy life like any other four-year-old should. His parents were too poor to pay for treatment. They couldn't find any surgeons who would operate on their son. They were heart-broken as they watched him struggle day to day. They prayed every night for help. They prayed every night for a miracle. This miracle came as they were referred to CharityVision's clinic. There, they performed the surgery for free. After being operated on and seeing clear for the first time, Gul hugged and kissed the doctors in gratitude.

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# Meet EMERSON

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This is Emerson with Zouti, our country director in Haiti. When he came to our screening, it was immediately apparent that something was wrong. He wasn't playing with the rest of the children. He didn't smile. He looked scared. When the doctor saw him, he found that Emerson had cataracts in both eyes. Emerson wasn't able to see anything clearly. Dr. Gladimir, who found the cataracts, was able to operate on Emerson for free. He is now beaming with confidence and can learn and grow with confidence.

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# SIGHTBUDDIES

In 2016, we launched a new program called SightBuddies. We have always known about the need for eye care overseas, but we have been so surprised at how many children in our own city need help as well. In one school district alone, we saw 196 children who needed glasses, but were not in a financial situation to purchase them.



## Meet SUZANNA

Suzanna is in kindergarten and has struggled seeing the board or getting any work done. Her family can't afford glasses. Thanks to our SightBuddies program, she was able to pick out 2 new pairs of glasses. Her teacher says that she is now much more confident in school and her work has increased drastically.

# BELIEVERS IN OUR CAUSE



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# DONORS

We express sincere gratitude to the individuals and organizations who have caught our vision and generously donated to our cause with cash and or in-kind donations of supplies and services.

## \$100,000+

**MARTIN HARMON**  
**MITT & ANN ROMNEY**  
**NU SKIN ENTERPRISES**  
**SORENSEN LEGACY FOUNDATION**  
**WALTER J. & PEGGY PLUMB III**

## \$50,000+

Kelly & Laurie Burt  
Kem & Carolyn Gardner  
Richard & Susan Jacobsen  
The Sabin's Children Foundation

## \$25,000+

American Express  
Ballif, Mark  
George S & Dolores Dore Eccles Foundation  
HealthEquity, Inc  
Jack & Mary Lois Wheatley  
Kim & Marilyn Fletcher  
Loran & Doris Cook  
Steven Nelson  
Stephen & Kristen Samuelian

## \$10,000+

1-800-CONTACTS  
Andrew Petersen  
Brenda Sederberg  
Brent & Bonnie Jean Beesley  
Cathy Seilhan  
Craig & Mary Romney  
Elizabeth Findlay  
Franklin Richards  
Jack Lafontant  
Jeffrey & Victoria Schmidt  
Jerry & Vickie Moyes  
Joshua & Jen Romney  
LDS Charities  
Louis Andy  
Michael Swenson  
Mike Fenton  
Morgan Stanley  
Richard & Nancy Marriott Foundation  
Ryan Poelman  
Scott & Karen Keller  
Taylor Shupe  
Vern & Carol Tueller  
Wells Fargo

## \$5,000+

Charles & Shauna Wheatley  
David & Christina Royce  
doTERRA  
Gail Miller  
Haruo & Yoshi Miyagi  
International Healthcare  
Mark Morse  
Matthew Fenton  
Menlo F. Smith TTEE  
Mike Hammond  
Nancy Thurston  
Rawal Institute of Health Sciences  
Sarah Noble  
Scott & Tiera Kimball  
Spencer & Jenny Zwick  
UTU Global Humanitarian Alliance  
Wayne Sleight  
Yuri Zelenski

## \$2,000+

Anthony Scaramucci  
BGDG BGDG  
Bryce Baxter  
Chip Everest  
Chris & Susan Tew  
Christie Somers  
Clint Ensign  
Cynthia Irwin  
Duane Millard  
Greg Tanner  
Janet Field Risi  
Jessica Barlow  
John Pestana  
Kent & Sandy Davis  
Kerry Healey  
Mark Burton  
Mark & Heather Petersen  
Michael Deputy  
M. Dale Ensign  
Peter Goble  
Project Perfect World  
Richard Johnson  
Ronald Ferrin  
Ryan Watts  
Sarah Beesley  
Stuart Stevens  
Salt Lake Rotary Foundation  
The Community Foundation of Utah  
The Rotary Club of Kenilworth

# PARTNERSHIPS

The following major partnerships share our goals and vision. Our impact is greatly magnified with their significant contributions. The synergy created through the efforts and contribution of these non-financial partners is vital to our cause. As we further our mission, we will always seek out quality organizations like these.

1 800 contacts®



HOOPES VISION



Moran Eye Center

**KOMATSU**

GEORGE S. AND DOLORES DORÉ ECCLES  
FOUNDATION



Morgan Stanley



BIO-MED ENGINEERING, INC.

**XPO Logistics**





# BOARD OF DIRECTORS



MICHAEL BENNETT



KELLY BURT



JENNY CRAIG



DR. WILLIAM JACKSON



DUANE MILLARD



RICK NELSON



WALTER PLUMB III



ANN ROMNEY



BRUCE TABB



REBECCA BUCHAN



PHILLIP HOOPES



CRAIG WESTON

# FINANCIALS



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# INDEPENDENT AUDITOR'S LETTER



We have audited the accompanying financial statements of CharityVision International, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2016 and 2015 and the related statements of activities, functional expenses, and cash flows for the years 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.

#### AUDITOR'S RESPONSIBILITY

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits 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 CharityVision International, Inc. as of December 31, 2016 and 2015 and the changes in its net assets and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

A handwritten signature in black ink that reads "Squire &amp; Company, PC".

OREM, UTAH  
June 6, 2017

# STATEMENT OF FINANCIAL POSITION

	DECEMBER 31	2016	2015
<b>ASSETS</b>			
<b>CURRENT ASSETS:</b>			
CASH		\$1,189,041	\$1,149,860
ACCOUNTS RECEIVABLE		\$76,070	\$135,149
CONTRIBUTIONS RECEIVABLE		\$152,380	\$41,926
PREPAID EXPENSES		\$35,596	\$2,090
INVENTORY		\$5,791,460	\$4,650,551
<b>TOTAL CURRENT ASSETS</b>		<b>\$7,244,547</b>	<b>\$5,979,576</b>
<b>FIXED ASSETS:</b>			
EQUIPMENT		\$79,909	\$73,481
ACCUMULATED DEPRECIATION		(\$52,553)	(\$48,160)
<b>NET FIXED ASSETS:</b>		<b>\$27,356</b>	<b>\$25,321</b>
<b>RIGHT-OF-USE ASSETS:</b>			
LAND HELD FOR RESALE:		\$660,892	-
		\$35,000	-
<b>TOTAL ASSETS:</b>		<b>\$7,967,795</b>	<b>\$6,004,897</b>

	DECEMBER 31	2016	2015
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES:</b>			
CURRENT PORTION OF LEASE		\$145,749	-
ACCOUNTS PAYABLE		\$159,787	\$213,369
ACCRUED EXPENSES		\$34,363	\$44,523
<b>TOTAL CURRENT LIABILITIES</b>		<b>\$339,899</b>	<b>\$257,892</b>
<b>LEASE LIABILITIES:</b>			
		\$545,192	-
<b>TOTAL LIABILITIES:</b>		<b>\$885,091</b>	<b>\$257,892</b>
<b>NET ASSETS:</b>			
<i>UNRESTRICTED</i>			
DESIGNATED FOR INVENTORY		\$5,791,460	\$4,650,551
UNDESIGNATED		\$921,244	\$796,454
<i>TEMPORARILY RESTRICTED</i>			
		\$370,000	\$300,000
<b>TOTAL NET ASSETS</b>		<b>\$7,082,704</b>	<b>\$5,747,005</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS:</b>		<b>\$7,967,795</b>	<b>\$6,004,897</b>



# STATEMENT OF ACTIVITIES

DECEMBER 31

2016

2015

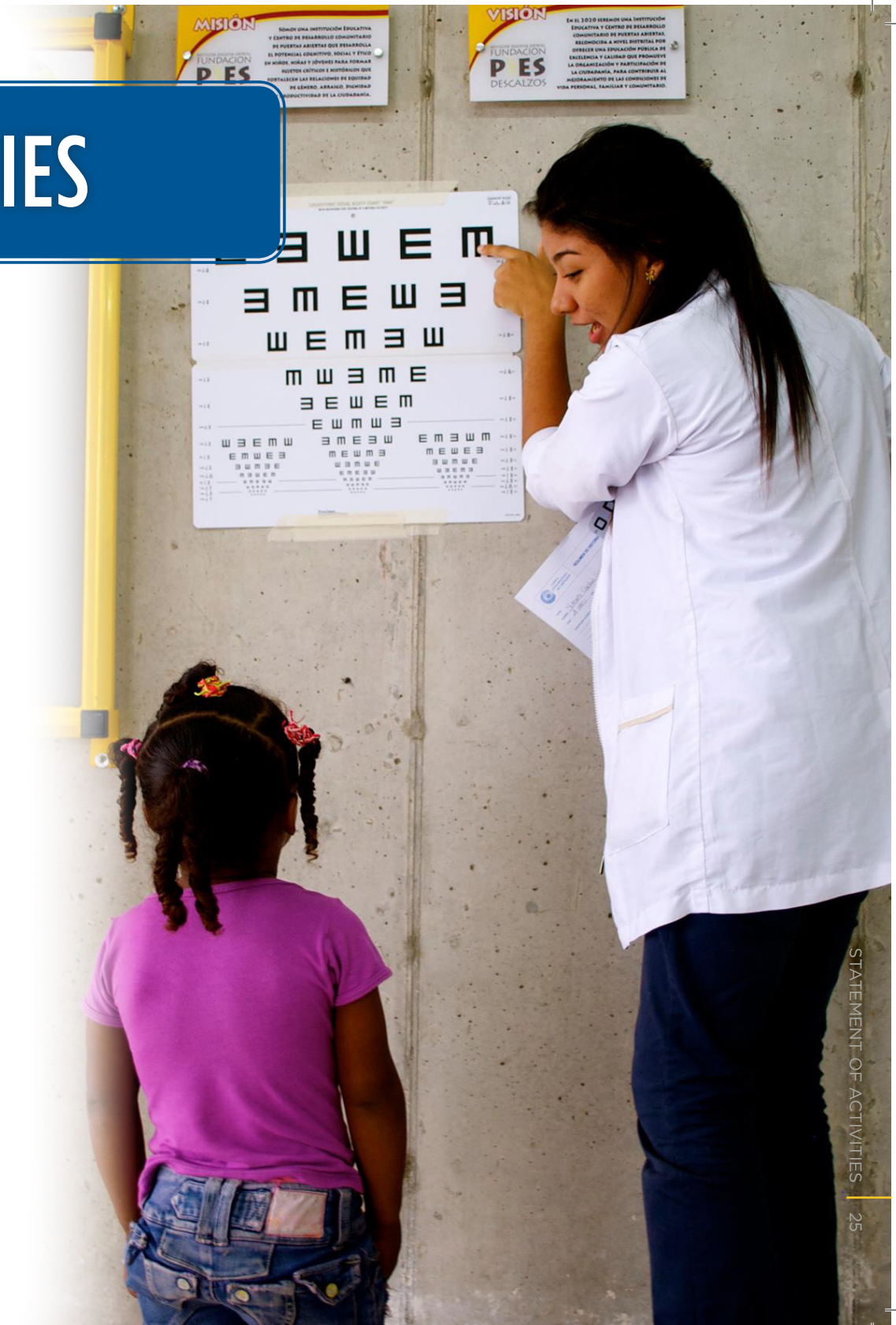
## UNRESTRICTED NET ASSETS

### SUPPORT & REVENUE:

DONATIONS	\$1,346,511	\$1,162,784
IN-KIND DONATIONS	\$7,398,561	\$5,470,207
OTHER REVENUE	-	\$31,025
<b>SALES OF MEDICAL EQUIPEMENT:</b>		
REVENUE	\$1,083,758	\$448,087
DIRECT COSTS	(\$316,278)	(\$192,499)
<b>NET SALE OF MED. EQUIP.</b>	<b>\$767,480</b>	<b>\$255,588</b>
<b>SPECIAL EVENTS:</b>		
REVENUE	\$665,047	\$1,098,517
DIRECT EVENT EXPENSES	(\$464,824)	(\$371,599)
<b>NET SPECIAL EVENTS</b>	<b>\$200,223</b>	<b>\$726,918</b>
INTEREST	-	\$60
NET ASSETS RELEASED FROM RESTRICTIONS	\$300,000	\$50,000
<b>TOTAL SUPPORT &amp; REVENUE</b>	<b>\$10,012,775</b>	<b>\$7,696,582</b>

### EXPENSES:

<b>PROGRAM SERVICES:</b>		
MEDICAL SERVICES	\$7,980,325	\$2,903,433
EQUIP. & WAREHOUSING	\$487,041	-
<b>SUPPORTING SERVICES:</b>		
MANAGEMENT & GENERAL	\$170,625	\$314,545
FUNDRAISING	\$109,085	\$77,456
<b>TOTAL EXPENSES</b>	<b>\$8,747,076</b>	<b>\$3,295,434</b>
<b>CHANGE IN UNRESTRICTED NET ASSETS</b>	<b>\$1,265,699</b>	<b>\$4,401,148</b>



# STATEMENT OF FUNCTIONAL EXPENSES

MEDICAL SERVICES

EQUIP. & WAREHOUSING

MGMT. & GENERAL

FUNDRAISING

TOTAL FUNCT. EXPENSES

YEAR ENDED DECEMBER 31, 2014

WAGES & PAYROLL TAXES	\$186,274	\$280,407	\$75,514	\$100,537	\$642,732
IN-KIND GRANTS	\$6,572,573	-	-	-	\$6,572,573
GRANTS	\$1,137,036	-	-	-	\$1,137,036
PROFESSIONAL SERVICES	\$49,300	\$20,841	\$36,932	\$533	\$107,606
OFFICE	-	\$9,060	\$26,524	-	\$35,584
TRAVEL	\$9,589	\$19,833	\$2,722	\$7,433	\$39,577
DEPRECIATION	-	\$3,115	\$4,202	-	\$7,317
OTHER	\$7,679	\$1,537	\$24,731	\$582	\$34,529
OCCUPANCY	\$17,874	\$152,248	-	-	\$170,122
<b>TOTAL</b>	<b>\$7,980,325</b>	<b>\$487,041</b>	<b>\$170,325</b>	<b>\$109,085</b>	<b>\$8,747,076</b>



# SUMMARY BY COUNTRY



COUNTRY	CASH SENT	SUPPLIES SENT	GLASSES GIVEN	SURGERIES	VALUE IN US \$
Afghanistan	\$588	\$12,108	0	1,000	\$3,012,696
Argentina	\$7,769	\$49,086	2,841	1,712	\$5,334,905
Bolivia	\$12,893	\$24,018	843	1,393	\$4,258,061
Burma	-	\$46,960	10,000	1,267	\$4,347,960
Cambodia	\$27,906	\$57,065	563	7	\$134,121
El Salvador	-	\$31,340	16,452	8,738	\$27,067,940
Haiti	\$12,942	\$83,630	1,608	905	\$2,891,972
India	\$160,743	\$161,500	2,948	22,467	\$67,870,643
Indonesia	\$44,138	\$30,300	0	2,039	\$6,191,438
Israel	-	\$4,500	1,200	51	\$217,500
Kenya	\$1,272	\$23,229	0	214	\$666,501
Kiribati	-	-	0	1,880	\$5,640,000
Kyrgyzstan	\$22,931	\$38,355	0	80	\$278,355
Lebanon	\$594	\$20,283	0	98	\$314,877
Madagascar	-	\$78,561	6,437	1,811	\$5,833,411
Nepal	\$19,500	\$19,500	0	1,178	\$3,573,000
Nigeria	\$2,145	\$48,505	14,600	17,335	\$52,785,650
Pakistan	-	\$61,400	0	1,248	\$3,805,400
Paraguay	\$6,800	\$30,211	5,467	2,952	\$9,166,361
Peru	\$46,029	\$201,499	1,578	3,307	\$10,247,428
Philippines	\$86,083	\$159,091	125	4,661	\$14,234,424
Samoa	\$3,530	\$25,198	0	2,240	\$6,748,728
Tanzania	\$2,115	\$16,450	0	0	\$18,565
Tonga	\$6,762	\$25,057	0	2,800	\$8,431,819
Uganda	\$1,031	\$1,900	150	70	\$220,431
USA	\$79,827	\$40,988	1,292	0	\$185,415
Zimbabwe	-	\$85,167	0	1,200	\$3,685,167
<b>TOTAL</b>	<b>\$522,667</b>	<b>\$1,375,901</b>	<b>66,104</b>	<b>80,653</b>	<b>247,162,768</b>

## COUNTRIES SERVED

27

## CASH SENT

\$522,667

## SUPPLIES SENT

1,375,901

## GLASSES

66,104

## SURGERIES

80,653

## VALUE IN US \$

\$247,162,768

## OVERHEAD %

2.8

## APPROX. COST OF SURGERY

\$25

\*NOT INCLUDING CLINIC CONSTRUCTION COSTS



# charityvision

our vision is restoring theirs

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**P:** 435.200.4910

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