



2013 ANNUAL REPORT: The EARTH Effect

“Having an impact motivates me to make similar changes in other communities in my country, or in any other part of the world, as well as to inspire others to be a part of change. Because we all have this power inside of us, it just depends on us to use it.” For her graduation project, **Tatiana Salas** ('13, Ecuador) designed a biodiesel plant for the struggling community of San Francisco near Tortugero National Park in Costa Rica. During a three-month trial, community leader **Ana Rita Rodríguez** (pictured right) and Tatiana (left) collected 131 liters of oil for the production of biogas and raised awareness in the community for the need to protect natural resources and the health risks of reusing cooking oil.

Dear friends and supporters,

What happens when you build a university on the belief that one person can change the world?

EARTH happens.

Some 24 years ago we opened our doors with the premise that young men and women could not only become successful professionals, but also ethical leaders with the capacity and commitment to guide their families, neighbors and countrymen towards a more prosperous and just future. To create opportunities in the areas that need it most, we make a special effort to recruit youth from disadvantaged communities around the world. Today we can see the effect of this one-of-a-kind approach to higher education: EARTH alumni around the globe are making a difference. Indeed, they are changing the world.

So every time you give to EARTH you are not just affecting EARTH's circle, but every other person with whom our alumni will share their knowledge, give dignified employment, promote peace or bring hope.

Thank you for your continued support and commitment to our vision—none of this would be possible without you.



José Zaglul
President, EARTH University



Former U.S. President Bill Clinton pictured with EARTH President José Zaglul at the Clinton Global Initiative Annual Meeting in New York City, September 23-26, 2013. In addition to speaking about innovation in environmental education at the meeting, Zaglul also announced our 2013 CGI Commitment to Action to create a one-of-a-kind collaborative Global Master's program in Health and Sustainable Development together with the Faculty of Health Sciences at the American University of Beirut (AUB), in partnership with The MasterCard Foundation.



© Lynn Hoffman-Brouse for EARTH University



EARTH AT A GLANCE

Mission

Prepare leaders with ethical values to contribute to sustainable development and to construct a prosperous and just society.

Our students

421 students from 36 countries

Gaining the mindset and skillset needed to be able to affect positive change and create jobs.

40% female

The highest in our history and an important step towards achieving our goal of gender equality.

60% of our students receive full scholarships.

In many cases, this represents a once-in-a-lifetime opportunity to study at a university level. Our remaining students receive significant financial aid and/or educational subsidy.

84% of students graduate (in four or five years), a significantly higher graduation rate than most universities in the United States and other parts of the world.

In spite of the wide divergence in educational quality in secondary schools in rural communities in the developing world, exceptional support services and our innovative student-centered educational model ensure success.

Our alumni

1,829 alumni from 29 countries

Guiding their communities toward a more prosperous and just future.

4 out of 5 graduates are working in their country of origin.

Demonstrating a strong commitment to going back.

By their 10th alumni reunion, 23% run their own or a family business.

This is more than double the U.S. national average of business ownership among college graduates.

INNOVATING APPLICABLE SOLUTIONS FOR A HEALTHIER PLANET

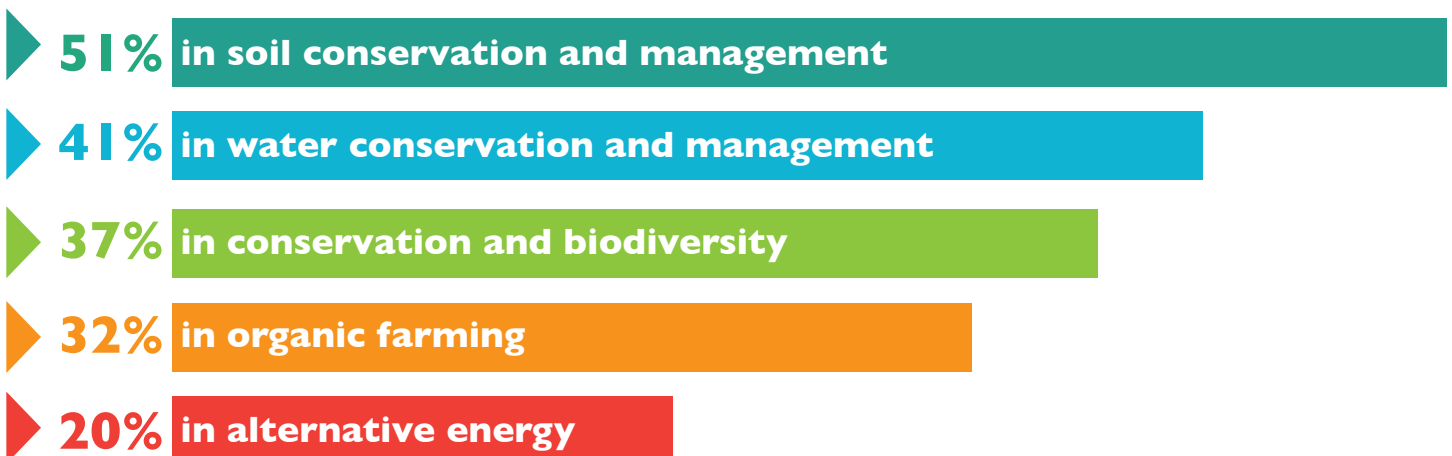
At EARTH, we continually challenge our students to evaluate the environmental impact of their actions, and in our operations strive to be a model of environmental stewardship. This has far reaching effects, as we foster a strong commitment to environmental sustainability not just among our students, but also among the more than **7,500** visitors who come to our two campuses each year.

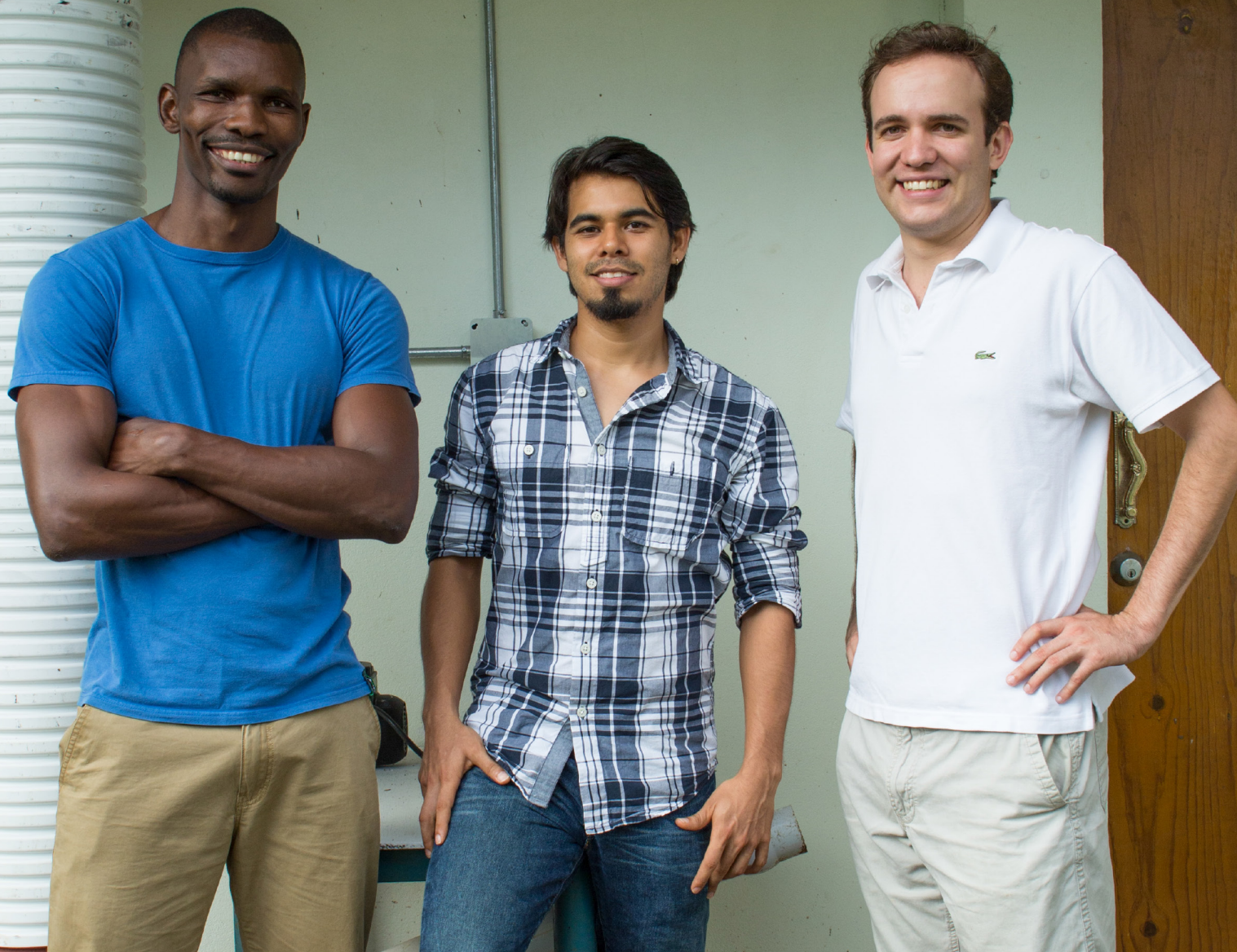
▶ **We recycled 80% of our solid waste generated on campus in 2013.**

In 2013, nearly 20 biodigesters were installed in the neighboring communities surrounding EARTH, ensuring that agricultural waste is being properly treated and creating a renewable energy source for rural families.

More than 1,100 visitors were trained in adequate waste management techniques at EARTH and hundreds more in renewable energies and sustainable agriculture during 2013.

4 out of every 5 alumni report having a direct and positive influence on the environment. ▼





As part of their Graduation Projects, students Rui Madime ('13, Mozambique, left), Jesús Castrezana ('13, Mexico, center), Jorge Ferraté ('13, Guatemala) and Rodrigo Kohlmann Reyes ('13, Mexico, right) developed a dry anaerobic reactor or bio-digester that converts organic kitchen waste into biogas. The students fed the reactor every day with leftover Gallo Pinto, a traditional Costa Rican breakfast dish of beans and rice, from the University's cafeteria. In the closed system, methane-producing bacteria flourish as the leftovers decompose. The reactor is intended to be installed in industrial or restaurant kitchens, is odorless and provides a renewable source of fuel for gas stoves.

"The reactor itself taught us a lot. We had a design on paper, but once it was built and functioning we had to make a lot of modifications," explains Rui.

Rui and Jesús both have plans to apply the design in their respective countries. For his part, Rui plans to remain in touch with his classmates in order to patent a prototype and seek financing for the project's implementation in Mozambique. Jesús is also planning to apply the project in his family's business in Mexico, which includes a farm, processing plant and restaurant.

GENERATING OPPORTUNITIES FOR GREATER PROSPERITY

At EARTH, reinforcing positive values—respect, honesty, commitment to community—is considered as important as instilling solid technical and scientific skills. We prepare leaders who will measure their success not based on their material wealth, but rather on their contribution to the betterment of society and the planet.

▶ In 2013, more than 200 EARTH students contributed to development goals in some 17 communities surrounding EARTH's two campuses.

More than 113 rural families received student support.

Hundreds of school children were trained by EARTH students in environmental literacy.

More than 4 out of every 5 alumni report having a direct and positive influence on social issues. ▼





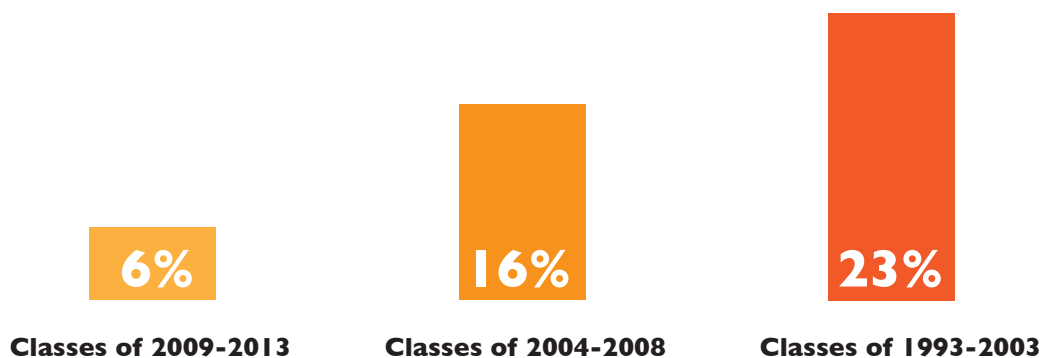
“EARTH fosters a desire to engage yourself in society. This is a great strength of the University: it isn’t just about agronomy, but also about the community.”

EARTH alumnus Norvin Goff Salinas ('06, Honduras) is the president of a Coalition of Indigenous Groups in La Mosquitia, the Caribbean coastal region of Honduras bordering Nicaragua. In September of 2013, Norvin celebrated with his people and indigenous populations worldwide as the Honduran government formally granted roughly 2,700 square miles of territory back to the hands of its original stewards. Norvin represents more than 100,000 residents from five different ethnic groups, and is a passionate promoter of territorial rights for indigenous people.

REDEFINING “BUSINESS AS USUAL”

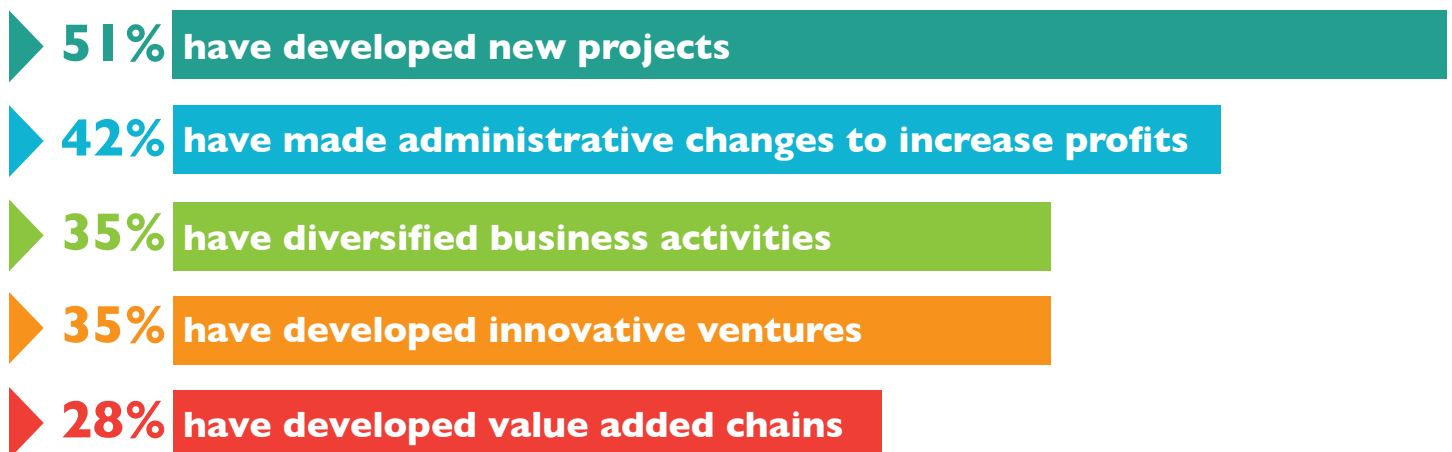
Regardless of their backgrounds and future aspirations, our alumni share in common an entrepreneurial spirit. They see opportunities others may miss and have the confidence to venture out and develop their own projects. But perhaps more importantly, they see business ownership as a means to achieving a more prosperous and just world by creating dignified employment, promoting environmental sustainability, and giving back in the process.

Alumni with their own or family business by year graduated



JOB CREATORS:
Among our alumni with their own or family business, 3 out of every 4 create jobs for others.

4 out of every 5 alumni report taking an entrepreneurial approach in their private sector jobs helping drive economic growth. ▼





In 2009, Susana Fallas ('01, Costa Rica) created the Hijos de la Tierra Foundation (Hijos de la Tierra translates as Children of the Earth), a non-profit organization dedicated to educating and addressing the needs of rural communities in several states in Mexico.

Today, her organization offers practical workshops based on the needs and interests of the communities she serves. Over the years, her Foundation has implemented workshops on organic fertilizers, waste water treatment, integrated farm management, livestock nutrition, rainwater collection, palm oil processing and cacao production, to name a few.

“What we are striving for is to generate social action; this is the most important part of what we do,” Susana says of the Foundation. *“We’re not an organization that transmits technology, but rather a group that transmits knowledge, so that people can make their own decisions in the development of their communities.”*

FUNDING OUR FUTURE

By ensuring every student has the support and programs needed to become highly-influential global citizens, we are not just changing the course of their lives, but also that of their families, communities and the future of humanity and our planet.

More than 60% of students have need-based, full scholarships covering the totality of the costs associated with their EARTH education.

Through our endowment, commercial activities and unrestricted donations, we are able to subsidize **59%** of the educational costs for **ALL** of our students.

EARTH's endowment grew by **14%** (compared to 11% in 2012), ending the year with a total value of \$100 million (up from \$93.8 million in 2012).

We raised \$14.4 million in 2013, exceeding our goals for the year by **11%**, helping ensure that we can provide a highly-personalized world-class education to young leaders from disadvantaged backgrounds.

EARTH University Operational Budget 2013 Financial Results (in thousands of dollars)

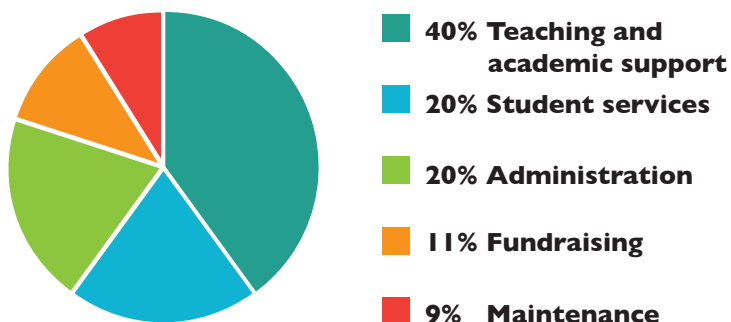
Income

Tuition payments and scholarship donations	\$6,564.1
Other income (special projects, commercial activities, other donations)	3,790.9
EARTH Endowment	7,993.9
	<u>\$18,348.6</u>

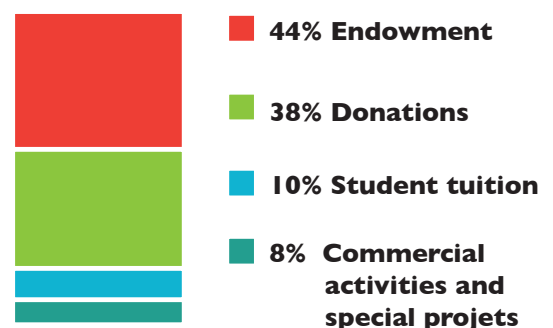
Expenses

Compensation and benefits for administrative and operational personnel	\$6,412.3
Compensation and benefits for faculty and senior administrative staff	4,310.8
Operational expenses	4,947.5
Equipment investment and replacement	800.6
Contingencies	49.0
Fundraising	1,828.4
	<u>\$18,348.6</u>

How we Allocate our Operational Resources



How our Budget is Financed





EARTH subsidizes 59% of the total cost for each and every student, and 60% of the University's operational budget goes directly towards teaching, academic support and student services.

EARTH UNIVERSITY FOUNDATION

From its headquarters in Atlanta, Georgia, the EARTH University Foundation, a registered 501 (c)(3) public charity, directly supports the educational mission of EARTH through generous gifts from the global community and other programs and initiatives.

EARTH University Foundation Statement of Financial Position as of December 31, 2013

ASSETS

Cash and cash equivalents	\$1,763,056
Prepaid expenses, deposits and other receivables	427,260
Receivable from EARTH	121,416
Pledge receivable, net	4,537,501
Endowment pledges receivable, net	2,995,175
Endowment and other investments	18,634,304
Cash surrender value of life insurance	292,692
Property and equipment, net	13,412
	28,784,816

LIABILITIES AND NET ASSETS

Liabilities

Advance from EARTH	\$18,208
Accounts payable and accrued expenses	100,000
Scholarships payable to EARTH	82,486
Payable to EARTH Trust	18,493
	219,186

Net Assets

Unrestricted	
Board designated for endowment	175,000
Available for operations	<u>1,130,857</u>
	1,305,857
Temporarily restricted	7,222,923
Permanently restricted	20,036,850
	28,565,630
	28,784,816

EARTH University Foundation Statement of Functional Expenses Year Ended December 31, 2013

	Programs	Administrative	Fundraising	Total Expenses
Salaries and Benefits	\$359,888	\$124,310	\$249,523	\$733,721
Consulting	-	10,634	143,636	154,270
Professional Services	4,848	64,967	6,940	76,755
Office Expenses	89,043	27,323	53,589	169,955
Events	-	-	26,346	26,346
Travel and Board Meetings	5,996	23,749	65,031	94,776
Scholarships	1,818,374	-	-	1,818,374
Project and Program Expense	2,084,165	20,601	-	2,104,766
Other	-	11,529	-	11,529
TOTAL EXPENSES	\$4,362,314	\$283,113	\$545,065	\$ 5,190,492

OUR DONORS

We recognize and appreciate the generous support of the following donors whose gifts were received from January 1-December 31, 2013. These individuals, businesses, foundations, governments and international organizations make the continued fulfillment of our mission possible.

\$5,000,000 +

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482 DONORS UNDER \$1,000

*Multi-year Commitment

EARTH Supporter for 15+ Consecutive Years

EARTH Supporter for 10+ Consecutive Years

EARTH Supporter for 5+ Consecutive Years



Every time I talk with EARTH students, I come away feeling that these young people are going to change the world. They leave the University wanting to improve the lives of those in their communities, and with the confidence to work both locally and globally toward a more sustainable world. They are incredibly impressive young people who work harder than any students I have ever seen. That is why I support EARTH. –Lynn Hoffman-Brouse, EARTH donor and member of the EARTH University Foundation Board of Trustees, photographed with EARTH student Primrose Najjemba ('16, Uganda) on the EARTH campus.

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† Deceased

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Few places in the world imbue such optimism and hope.
We invite you to come and see the “EARTH effect” for yourself.

Other ways you can support EARTH:

Purchase EARTH products at Whole Foods Market.

Learn at EARTH. We offer a wide range of short-term courses and training programs, as well as educational tourism packages for youth and adults alike.

Be an active part of our online community and share our posts.

Tell your friends about how EARTH is changing lives, one leader at a time.

 /EARTHUniversity

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EARTH University, P.O. box: 4442-1000, San José, Costa Rica; Phone: (506) 2713-0000; Fax: (506) 2713-0001
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