

2016

ANNUAL  
REPORT

# PRESIDENT'S MESSAGE



Dear Friends,

Six teenage boys in six beds stretched from one end of the room to the other – ¡la casa de EARTH! You can imagine the pitch of their voices as they excitedly talk about their day on campus – everything from swimming and soccer to snacks and animal sightings. That was my son Diego's first weekend at EARTH with his friends from San José. Already the EARTH community has embraced my family and me, and EARTH has very quickly become home. We all feel the special sense of place here, that essence of EARTH's mission that extends beyond the classrooms and the fields and lives in the hearts and minds of the students, faculty and staff.

Costa Rica has been my home since 1998, and I wasn't in this country very long before learning about EARTH. At that point, the EARTH vision was young and full of promise. Today, thanks to José's leadership and the work of countless others, that promise remains, and there is also measurable, powerful proof of the impact of an EARTH education.

Earlier this year, I met several students at our dinner to welcome first-year students. Lucas, a fellow Ecuadorian, was willing to part from his three-year-old daughter at home because his EARTH education will transform his life and hers. Sandra, from Malawi, learned about farming from her grandmother and kept a family garden alive during times of struggle. "When I heard about EARTH, I saw that it was a dream place for me," she told me with great conviction. In Grace's Ugandan village, she is only the second person to study beyond

high school. Most of the girls marry very young. Grace's plans include supporting an orphanage "so that each child can study" as she grows. Each of their stories is unique, yet all share the qualities of persistence, sacrifice, resilience and the determination to create a better world.

This annual report is full of the evidence of EARTH's impact. From Mexico to Somaliland, the University selects young leaders from around the world and, through an experiential education in sustainable agriculture and ethical entrepreneurship, prepares them to be agents of change and builders of prosperous and just communities for humanity's most vulnerable. I invite you to take a look. I think you will be impressed by our efforts and our results – your results too, for without your belief in our mission, none of this would be possible.

My wife Leo, our children – Isabella, 17; Diego, 13; and Adrian, 4 – and I extend our heartfelt thanks for your welcome and your support. Please come visit us at EARTH. There is no substitute for meeting the students who are empowered by your generosity, seeing our renewable energy lab (and the solar-powered golf carts!), tasting the sweetness of fresh campus-grown pineapple, and even struggling with a bit of Spanish. I look forward to meeting you in the weeks and months ahead.

This is our home at EARTH and yours as well.

Warm regards,



Arturo Condo  
President, EARTH University

# MESSAGE FROM THE PRESIDENT OF THE BOARD

Dear Friends of EARTH,

2016 was a momentous year for EARTH. We marked the retirement of José Zaglul, our founding president, the Board of Directors appointed Arturo Condo as EARTH's second president, EARTH was nominated for the Nobel Peace Prize, and the W.K. Kellogg Foundation made a spectacular commitment of \$40 million to EARTH's endowment. By any measure, it was a significant year in EARTH's history.

The real measure of EARTH's success, however, comes in the form of our students and graduates who personify the mission of EARTH. As a third-year student, Sindy '16, raised the funds to train 35 women from rural Costa Rica in the art of making natural banana fiber products. Their success emboldened her to launch the project in her homeland of Guatemala where "a lot of bananas means a lot of opportunity for work." And Mauricio '07 oversees the creation, implementation, and follow-up of projects to help farming cooperatives add value to their production as a regional project manager for the Ministry of Agriculture and Livestock in Costa Rica. While a secondary school student in Kenya, Phenny '17, now one of our fourth-year students, created a project to train women farmers on sustainability, agroforestry and enterprise development. Remarkably, while at EARTH, she has continued as an active member of the project, providing farmers with information about financial literacy and technical advice on pest control and farm management via videoconferences.

This is the EARTH that inspired Arturo Condo to become president. Arturo's commitment to education as a principal change agent, his values, and his vision make him an exemplary president for EARTH. His expertise in the area of strategic planning and his grasp of key global issues were crucial elements in the board's enthusiastic endorsement.

Arturo is already working with board members and staff to develop EARTH's strategic plan for 2018-2022. It promises to deepen and widen EARTH's impact, to stretch our imagination about EARTH's role in the future of rural development worldwide, and to strengthen the core experience of educating women and men whose personal stories of challenge and resilience inspire us all.

We look forward to your input as this exciting plan takes shape and to your continued support as EARTH forges ahead. Together we can ensure that the remarkable vision imagined nearly 30 years ago continues to flourish in the 21st century as we actively strive to create a more just and prosperous world.

Sincerely,



Tim Solso  
Chair, Board of Directors



## MISSION

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

## VISION

Our actions are mission-driven to alleviate poverty, promote social justice and build a future where our communities achieve sustainable and shared prosperity.

## EARTH UNIVERSITY'S PRESIDENT EMERITUS

Farewell, don José!

In 2016, EARTH University organized several events to honor Dr. José Zaglul, EARTH's founding president, and his nearly three decades of service leadership to the University.

In May, José and his wife Rosario flew to London and met with EARTH donors from Europe who wanted to honor them and their contributions to the University.

In September, more than 100 supporters from across North America gathered at the National Geographic Society in Washington, D.C. to thank them for their service.

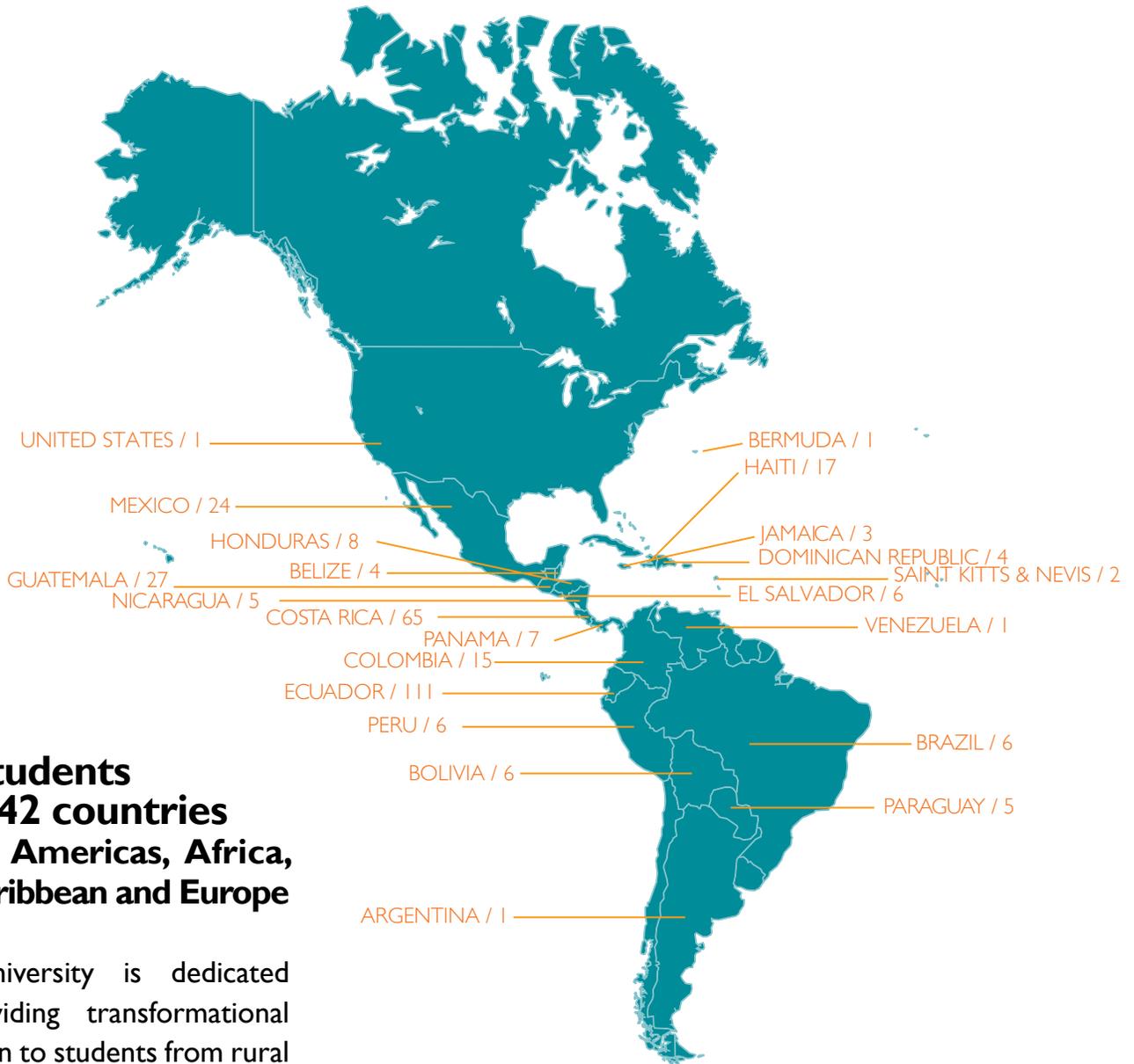
The following month, celebrations continued in Costa Rica with a reception at the San José Children's Museum. On October 24, nearly 400 friends, family members, government officials,

donors and EARTH employees of past and present attended the event. The program included performances by the Youth Symphony Orchestra and Carlos Guzmán, the well-known Costa Rican singer-songwriter and EARTH University Anthem composer. Special tributes were presented by the Vice President of Costa Rica Ana Helena Chacón, Vice President of the EARTH University Board of Directors Alan Kelso, former EARTH professor Richard Taylor and his wife Eugenia, and EARTH graduate María José Retana ('04, Costa Rica).

EARTH's community was also able to say goodbye to José and his family during a heartfelt ceremony that dedicated the Rectory, the University's chief administrative building, in his honor. He was joined by Rosario, his children and grandchildren, planting a mimosa tree in front of the building that now bears his name.



# OUR STUDENTS



## 412 students from 42 countries in the Americas, Africa, the Caribbean and Europe

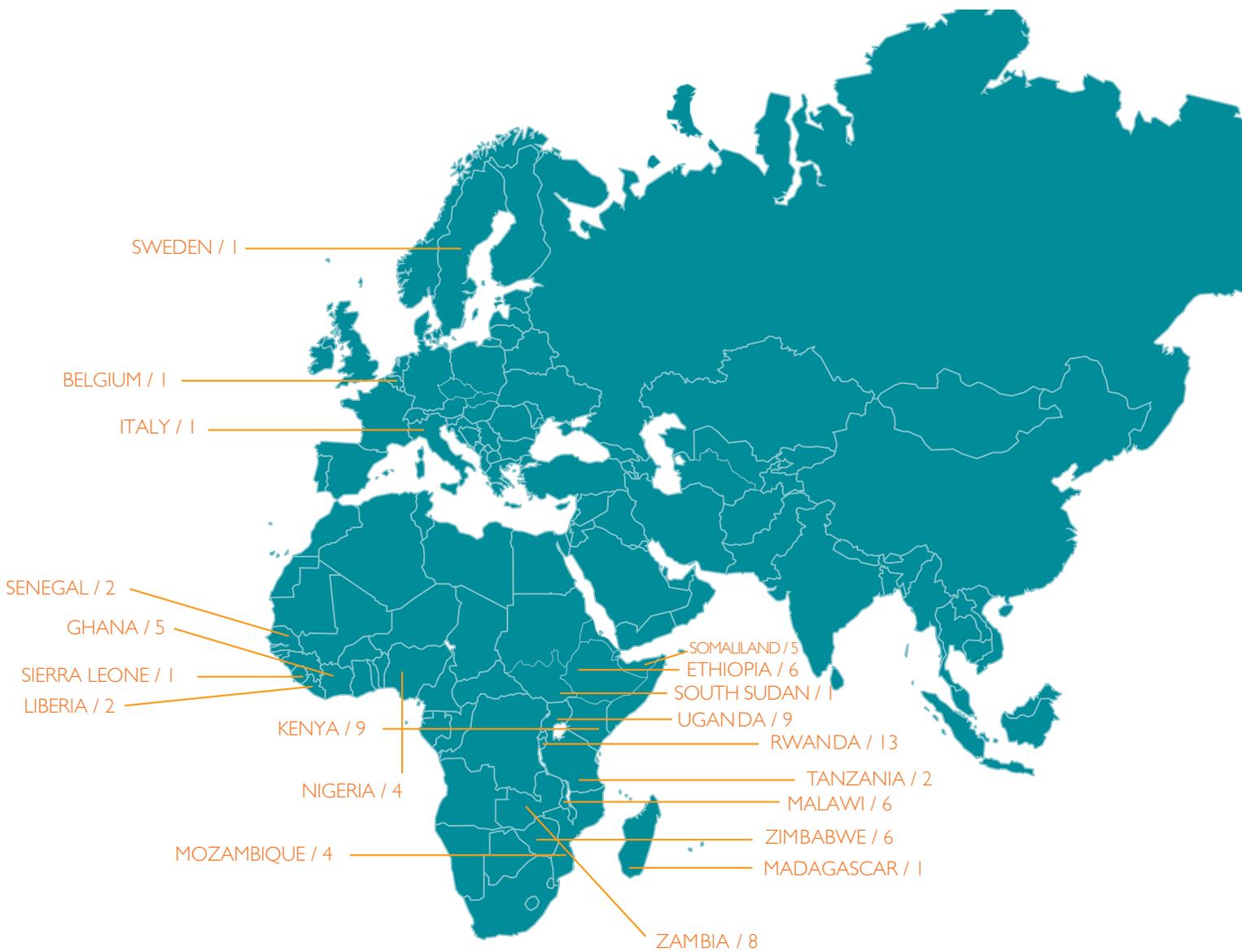
The University is dedicated to providing transformational education to students from rural communities, and more than 80 percent of our students receive a full or partial scholarship for four years.

EARTH's unique admissions process sends faculty to dozens of countries around the world to personally interview and select each candidate. An 85 percent student retention

rate is maintained, reflecting the supportive campus environment and the quality of our scholars. This figure, representing students who graduate in four or five years, is highly competitive in relation to universities

worldwide.

The campus demographics in 2016 inched even closer to true gender parity, with a student body that is 47 percent female and 53 percent male.



Student distribution by countries of origin

412

STUDENTS

47%

WOMEN

53%

MEN

42

COUNTRIES

EARTH students are also extremely active at international events, participating in different types of gatherings to share and discuss their views on global challenges youths are facing. In 2016, 22 students traveled to 10 different forums representing EARTH.



## 2,130 alumni from 39 countries in the Americas, Africa, the Caribbean and Europe

Four out of five EARTH alumni return to their home countries where most (90%) are working in agriculture, environment and community development.

### Alumni elect advisory council to the president

After discussing ways in which alumni could be more involved with their alma mater, their representative body – made up of 46 graduates – elected the members and alternate members of the President's Alumni Advisory Council. This group's role is to become a consultative arm to the University's leadership, providing input, suggestions and support.



### Graduate-led coffee company named Exporter of the Year in Honduras



COHONDUCAFÉ (Compañía Hondureña del Café S.A. de C.V.) received the Premio Presidencial Orquídea Empresarial 2017 (Presidential Enterprise Award 2017) as the top coffee exporter of 2016.

COHONDUCAFÉ is a Central American company, dedicated to the manufacture and export of high-quality coffee, advancing agricultural productivity and quality standards. Its social mission arm, the COHONDUCAFÉ Foundation, supports economic growth, social responsibility and environmental concern.

EARTH graduates were part of the company's formation and vision building and continue leading it today. They include: Terence Fuschich ('98, Honduras), founder/CEO and president of the foundation; Edgar Joel Castro ('03, Honduras),

program and projects coordinator for the foundation; Tony Arévalo ('11, Honduras), departmental manager; Nadia Castillo ('13, Honduras), departmental manager; Daniela Reyes ('13, Honduras), departmental manager; Arnulfo Alvarado ('15, Honduras), intern; Cipriano Martínez ('15, Panamá), intern; Dolores Salazar ('16, Honduras), intern; and Norman Reyes ('16, Honduras), intern.

Through its coffee production and sister foundation, COHONDUCAFÉ addresses common challenges, such as low farm productivity, inconsistent product quality and lack of access to job training, technical assistance, financing, marketing and more. On top of that, the company has supported the construction and improvement of schools, donated school supplies to students and instruction materials to teachers, funded medical services, organized projects around basic sanitation (building toilets, improving gray-water treatment and purifying drinking water), strengthened food security through the construction of family food gardens and trained women and young people in how to start a small business.

*"I chose EARTH because it teaches you how to face today's challenges. I feel prepared to head out and confront them. It's been an incredible experience not only because I grew my technical skills but also my professional ones. I'm no longer afraid to give my opinion or devise solutions. EARTH has taught me to be a different kind of professional, one who can interact with all kinds of people and excel in all areas of agronomy."*

**–Irene González ('16, Ecuador)**



# INTERNSHIP SPONSORS

The trust and meaningful partnerships we maintain with our global internship sponsors make it possible for every third-year EARTH student to gain invaluable work experience through a 15-week professional internship in their chosen field and in any country across the world.

## AUSTRALIA

**Meredith Dairy**, goat production & dairy processing

## BELIZE

**Sustainable Harvest**, community development

## BRAZIL

**Agrodan**, perishable goods commercialization

**Asbanco**, banana

**Gondwana Organics**,

buffalo production

**Sitio Quaiquara**, biogas production & irrigation

## COLOMBIA

**Hacienda Cádiz**, animal production

**RED BIOCOL**, renewable energy

## COSTA RICA

**Allegro Coffee**, coffee

**Cámara de Ganaderos**, cattle

**Carnes don Fernando**, cattle

**DOLE Research**, banana

**El Cántaro**, vegetable production

**Finca Exótica**, organic agriculture

**Fyffes**, banana

**Grupo GESSA**, postharvest & marketing

**Hotel Blue Osa**, ecotourism

**Palma Tica**, palm oil

**Viogaz**, renewable energy

## DOMINICAN REPUBLIC

**Costa Farms**, ornamentals

## ECUADOR

**Alia2 S.A.**, precision agriculture

**Diximant**, banana

**Fyffes**, banana

**Galápagos Flores S.A.**, flower production

**Hacienda La Danesa**, ecotourism

**INCUSA**, hydroponics

**Ingenio San Carlos**, sugarcane

**La Favorita**, postharvest

**UNOCACE**, cacao

## GHANA

**Cummins**, community development

## GUATEMALA

**Allegro Coffee**, coffee

**Corporación PRO**, cattle

**Popoyán**, postharvest & vegetable production

## HONDURAS

**Grupo ENLASA**, agricultural inputs

**Sustainable Harvest**, community development

## ITALY

**Tenuta Vannulo**, dairy processing, buffalo production & molecular biology

## JAMAICA

**Inter-American Institute for Cooperation on Agriculture (IICA) & JP Farms**, urban agriculture, irrigation & community development

## JORDAN

**International Center for Agricultural Research in the Dry Areas (ICARDA)**, precision agriculture & biofertilizer

## KENYA

**Biogas International Ltd.**, renewable energy

**Missionary Community of Saint**

**Paul the Apostle**, nomadic agriculture

**Regional Centre for Mapping of Resources for Development (RCMRD)**, climate change technology

## MEXICO

**Agroindustrial Palenque**, animal production

**Chocolates CACEP**, cacao

**Citrofrut**, vegetable production

**Corporativo Agropecuario Magil**

**SPR**, animal production

**Cummins**, community development

**Finca La Lomita**, biodynamic vineyard

**FreshKampo**, vegetable production

**La Suiza**, aquaponics & cacao

**Pantaleón**, sugarcane

**Proyecto Heifer Internacional**, community development

**Rancho La Inmaculada**, animal production

**Rancho Sol y Mar**, integrated farms & tropical fruit

## NEW ZEALAND

**Tauroan Trust**, integrated farms

## NETHERLANDS

**Agrodan**, perishable goods commercialization

## NICARAGUA

**Finca Los Alpes**, coffee

**Selva Negra Ec lodge**, integrated farms

## PANAMA

**Sustainable Harvest**, ecosystem services, climate change agriculture & community development

## PERU

**Agricola Los Medanos**, food processing

**Aicacolor**, community development

## RWANDA

**Nasho Irrigation Project**, soils & irrigation

## SOUTH AFRICA

**Orchard Africa**, community development

**Stellenbosch University**, animal production, banana & vineyard

## SPAIN

**Casita Verde**, sustainable living & eco-education

**Instituto de Hortofruticultura Subtropical y Mediterránea (IHSM)**, climate change agriculture

**TANZANIA**

**ECOM Agroindustrial**, coffee

**International Institute of Topical Agriculture (IITA)**, banana



**USA**

**Alexandre Family EcoDairy Farms**, CA, animal production & renewable energy

**Earth Island – Follow Your Heart**, CA, food processing

**Food Well Alliance**, GA, urban agriculture

**JPG Resources**, MI, food consulting & commercialization

**Kalsec Inc.**, MI, waste management

**Murphy Brown LLC**, NC, hog production

**North Carolina State University**, genetic improvement

**Sugar Cane Growers Cooperative of Florida**, sugarcane

**Texas A&M University**, transgenic research

**University of Florida**, sugarcane, phytopathology, biological control, soils, entomology & research

**University of Georgia**, research

**University of Missouri Department of Conservation**, agroforestry

**UGANDA**

**Freedom in Creation**, community development

**Kulika**, aquaculture & greenhouse growing

**National Crops Resources**

**Research Institute (NaCRRI)**, biotechnology

**PPM Uganda Ltd.**, liquid fertilizer & biogas production

**URUGUAY**

**Instituto Nacional de Investigación Agropecuaria (INIA)**, dairy supply chains



# OUR FACULTY

EARTH's talented and diverse faculty is responsible for creating a participatory and experiential learning environment that provides students with the resources and knowledge necessary for their academic advancement, professional success and personal growth.

**Junior Acosta**, Ph.D., Costa Rica  
**Edgar Alvarado**, MSc., Guatemala  
**Irene Alvarado**, Ph.D., Costa Rica  
**Jorge Arce**, MSc., Costa Rica  
**Alejandra Arroyo**, Ph.D., Argentina  
**Steven Brenes**, MSc., Costa Rica  
**Udi Mandel Butler**,  
Ph.D., Brazil/England  
**Sergio Callau**, Ph.D., Spain  
**Elmer Cantarero**, MBA, Honduras  
**Róger Castellón**, MSc., Costa Rica  
**Manuel Cerrato**, Ph.D., Honduras  
**Yanine Chan**, Ph.D., Costa Rica  
**Carlos Demerutis**, MSc., Mexico  
**Nico Evers**, MSc., Netherlands  
**Rebeca García**, MSc., Spain  
**Alex Gilman**, Ph.D., England  
**Tobías Gómez**, MSc., Costa Rica  
**Bert Kohlmann**, Ph.D., Mexico  
**Jeremy Lackman**, Ph.D., USA  
**Humberto Leblanc**, Ph.D., Panama  
**Rafael Marzall do Amaral**,  
MSc., Brazil  
**Julieta Mazzola**, MSc., Argentina

**Kent McLeod**, Ph.D., USA  
**Nichole McVeigh**, M.A., USA  
**Jose Cristino Melgar**,  
Ph.D., Honduras  
**Argenis Mora**, Ph.D., Venezuela  
**Marvin Mora**, MSc., Costa Rica  
**Víctor Hugo Morales**, MSc., Venezuela  
**Gopu Nair**, Ph.D., India  
**Walter Ndonkeu Tita**,  
Ph.D., Cameroon/Canada  
**Alex Pacheco**, Ph.D., Colombia  
**Irmino Perera**, M.A., Cuba

**Johan Perret**, Ph.D., France  
**Mario Piedra**, Ph.D., Costa Rica  
**Luis Ernesto Pocasangre**,  
Ph.D., Honduras  
**Amy Porter**, MSc., USA  
**Jorge Celso Rodriguez**, MSc., Peru  
**B.K. Singh**, Ph.D., Nepal  
**Ana Cristina Tamayo**,  
Ph.D., Colombia  
**Roque Vaquero**, MSc., Honduras  
**Tobias Wünsch**, Ph.D., Germany

## NEW HIRES:

**Rafael Marzall do Amaral**  
**Tobias Wünsch**

## RETIREMENTS:

**Jorge Celso Rodriguez**  
[Served 26.5 years at EARTH]  
**Edgar Alvarado**  
[Served 26 years at EARTH]



## Saving mangos

Walter Ndonkeu Tita, Ph.D., received a \$30,000 grant to research improvements to mango pest management in the face of thrips, a mysterious sap-sucking winged insect that has begun spelling big trouble for the fruit's production. This ongoing research, a partnership with the University of Florida and funded by Manga Rica, already has seen a major breakthrough: the correct identification of three different types of the pest, each with various destructive habits and requiring distinct methods of control.



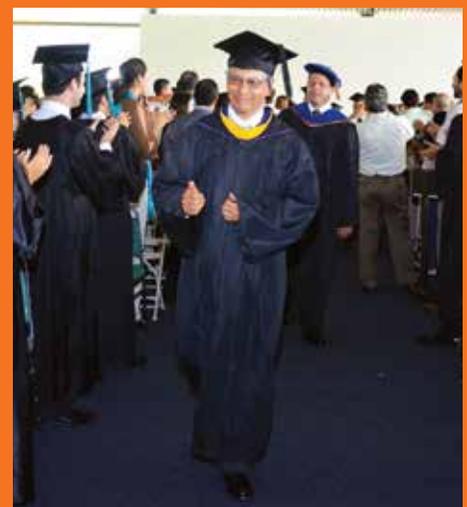
## Shattering the rainforest's glass canopy

After 22 years as an EARTH professor, Yanine Chan, Ph.D., was named Dean of Academic Affairs when Edgar Alvarado retired from the post. Chan is the first woman on EARTH's campus to hold this leadership role, responsible for shepherding the University's education model and academic development. Her caring and students-first nature, along with her unrelenting commitment to EARTH's mission in everything she does, made her a natural fit for the role.

## Unforgettable commitment

Edgar Alvarado, a member of EARTH's pioneer faculty group, joined the University in 1991 as professor of entymology. He later served as academic dean, from 2012 through 2016. After 26 years of service, he retired at the end of 2016.

His work touched the lives of thousands of students who passed through EARTH's halls. He will be remembered by them as a dedicated, patient professor and as a caring dean who always had time to listen.



# ENTREPRENEURSHIP



All EARTH students run a real business during their first years at EARTH, fostering entrepreneurial mindsets and planting the seed for future business development.

Twenty percent of EARTH alumni report owning their own business or working in a family business (per the 2016 alumni survey findings).

## REAL-LIFE PROJECT MANAGEMENT EXPERIENCE

EARTH students and alumni almost unanimously mention the yearly Multicultural Fair as one of their most valuable entrepreneurship experiences during their four years in school. The fourth-year cohort is responsible for organizing all the details of this nationally renowned two-day event, including entertainment, food, vendors and all the aspects pertaining to finance, logistics and safety/security. The goal of the EARTH Multicultural Fair is to raise funds to help pay travel costs for relatives of graduating students to attend the commencement ceremony in December.

The Fair attracted around 7,500 visitors in 2016. The proceeds made it possible for 65 family members to be present in Costa Rica, covering the costs of their plane tickets, immigration processes, food and lodging for a week.



## USING PRECISION TO IMPROVE PRODUCTIVITY

EARTH is building a center for precision agriculture at the La Flor campus, which is situated in the arid corridor of Central America. Funded by Costa Rica's Development Bank, the project aims to train and support small farmers with technologies to improve productivity in regions with extremely dry conditions.



## FOR THE LOVE OF BANANAS

An international consortium of European universities and international research centers launched MUSA, a global project dealing with sustainable management of banana crops. EARTH University leads research on biological control of parasitic nematodes and Fusarium Wilt, along with overseeing advanced training of banana farmers in Latin America.

## FIRING UP WOOD STOVE RESEARCH

With support from Cummins, the Aprovecho Research Center and the NGO Sustainable Harvest, CIDER (EARTH's Center for Research and Development in Renewable Energies) started a collaborative research project to study and improve wood stoves in Central America through the collaboration of EARTH internship students.



# STORIES WORTH SHARING

## GLOBAL DEMAND HAS GONE BANANAS

EARTH University's commercial operation produced more than one million boxes of bananas – 1,067,886 in total – for the first time in a single year. Each box contains 105 bananas, meaning more than 112 million EARTH bananas were shipped to consumers! Considering each purchase of an EARTH product helps to provide scholarships to our students, more bananas sold means more dreams supported!



## DRIED FRUIT PRODUCTION HEATING UP

EARTH exported its first containers of dehydrated fruits to Whole Foods Markets in the Rocky Mountains and Northeast regions. The product will make its way onto shelves in other markets during 2017.



### EARTH UNIVERSITY



AGENTS FOR CHANGE

**This plantation-turned-university grows environmental entrepreneurs**

OCTOBER 10, 2016

A former banana plantation in Costa Rica is now a school — but the curriculum still involves growing fruit. EARTH University, founded in 1992, trains students from developing nations in responsible, sustainable agriculture. Graduates then apply their knowledge in their own countries, hoping to improve both the economy and the environment. Special Correspondent Fred de Sam Lazaro reports. [Continue reading](#) —

## IN THE NEWS

In October, EARTH University was spotlighted in a 7-minute feature by PBS NewsHour, the famed American daily evening television news program. The University's innovative methodology, community devotion and future focus were the primary points of interest.

## “Education is the best way for truly improving one generation over another.” – W.K. Kellogg

In the 1980s, the W.K. Kellogg Foundation invested in a dream of a university that would intentionally seek out vulnerable youth in underserved, rural communities in the developing world and prepare them to be catalysts of social change. In pursuit of this dream, EARTH created a world-class experiential program that fosters strong scientific and technical skills, an entrepreneurial mentality, values and ethics, and social and environmental conscience. More than 25 years after welcoming our first students, we can clearly see the fruits of this investment.

Throughout EARTH’s history, the W.K. Kellogg Foundation has awarded many grants supporting scholarships, youth leadership programs and rural community development. These grants have been crucial, allowing EARTH to educate hundreds of W.K. Kellogg Foundation scholars, positively impact more than 200,000 rural residents in Central America and Mexico through our Permanent Education Program, and, by way of our commercial ventures, pioneer more sustainable and socially responsible agribusiness opportunities in the region.

In 2016, EARTH’s three-decade-long partnership with the W.K. Kellogg Foundation welcomed a new chapter with a transformational grant of \$40 million

to EARTH’s endowment to support scholarships. Of that contribution, \$15 million is designated as a challenge grant, meaning all gifts made through August 2019 will be matched dollar for dollar.

“More than 25 years ago, the W.K. Kellogg Foundation partnered with the government of Costa Rica and USAID to build a unique model of education grounded in leadership, entrepreneurship and environmental consciousness,” said WKKF President and CEO La June Montgomery Tabron. “At the time, no such institution existed and it was a great risk. Today, EARTH continues to be aligned with WKKF’s mission. EARTH educates students from over 40 countries. Their vision stands strong, and we are honored to provide this recent gift to the University, which has a matching component. EARTH provides a unique model for educating tomorrow’s leaders and deserves support – from WKKF and others – for the next 25 years.”

The W.K. Kellogg Foundation has created a true legacy of impact that spans multiple generations.

EARTH is able to reach further than our founders ever imagined thanks to the generous investment of WKKF.



In 2016, representatives of the W.K. Kellogg Foundation visited EARTH and shared special moments with students.

# OUR DONORS



Osael Maroto, operations manager at Mayca Food Service, has supported EARTH for more than 10 years. One of the beneficiaries is Dennis Gutiérrez ('20, Belize).

“When I was in my first year at EARTH, a professor told us his story, about how he’d been able to study thanks to a scholarship and how he, after finishing his studies, was compelled to do the same for others – to give back to society, in one way or another, what had been given to him. This stuck with me. He said that more than 20 years ago, and, at the time, I thought to myself that is something I would do one day. When that day arrived, I did it.

I support EARTH University because it’s where I studied, where I prepared myself for the real world. Even though we mainly do this with EARTH, we also support primary schools, high schools and other universities.

I believe education is a tool we have for eradicating poverty and breaking the vicious cycles that afflict families. Our hope is that, with our help, students will move forward motivated to support others when they have the chance.”

–Osael Maroto Martínez  
('94, Costa Rica)



# OUR DONORS

**We would like to extend a special thank you to our donors who have made lifetime gifts of more than one million dollars.**

Anonymous (1)	Instituto para Formación Aprovechamiento de Recursos Humanos	Open Society Foundations
A.G. Leventis Foundation	W. K. Kellogg Foundation	Fundación Simón I. Patiño
Agencia Sueca de Cooperación Internacional	The MasterCard Foundation	Porticus Latin America
BAC San José	Ministerio Economía y Finanzas Panamá	SENESCYT (Globo Común Ecuador)
Banco Interamericano de Desarrollo – Fondo Japonés	Moore Family Foundation	Denny† and Tim Solso
Jane and Dameron Black III	Katherine John Murphy Foundation	Standard Fruit Company
The Cummins Foundation	NORAD	USAID-ASHA
U.S. Department of Energy	Karin and Mark Ohrstrom	Wege Foundation
	Onward & Upward Charitable Trust	

**We recognize and appreciate the generous support of the following donors whose gifts were received from January 1- December 31, 2016. These individuals, businesses, foundations, governments and international organizations make the continued fulfillment of our mission possible.**

## **\$10,000,000+**

W. K. Kellogg Foundation\*\*\*\*

## **\$1,000,000-\$4,999,999**

Anonymous (1)  
SENESCYT (Globo Común Ecuador)\*  
USAID-ASHA\*\*

## **\$250,000-999,999**

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Wege Foundation\*\*

## **\$50,000-99,999**

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Hoffman-Brouse Foundation\*  
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Island Outpost  
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MAYCA Distribuidores S.A.  
Ministerio de Educación de Belice\*\*  
Moore Family Foundation\*  
The Ohrstrom Foundation  
Panasonic Corporation of North America

## **\$25,000-49,999**

Anonymous (3)  
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Magalen Bryant  
The Edward Colston Foundation\*  
Christine and Herbert Fluharty\*  
Barbara and Ivor Freeman\*\*  
Ingenio Taboga S.A.  
The Isaf Family Foundation  
Catherine and Mark McGahan  
Adrienne Meisel and Rand Sparling  
George L. Ohrstrom Jr. Foundation\*

## **\$15,000-24,999**

Anonymous (1)  
Sandra and Delbert Bland, Bland Farms  
The Butler Foundation\*  
Corrugados del Atlántico\*\*\*  
Duvall and J. Rex Fuqua  
The Lacewing Foundation  
George Ohrstrom  
Fundación Poligrow  
Porticus Latin America  
Scotiabank\*\*

# OUR DONORS

The Solstice Foundation  
The Trio Foundation of St. Louis\*\*\*  
Volcafé Costa Rica  
Gertrude and William C. Wardlaw  
Fund

## **\$10,000-14,999**

Ana Regina Aguirre de Riojas\*  
Diane and Kent Alexander\*  
Americana Foundation\*\*\*  
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Anne Cox Chambers Foundation  
Frieda's Specialty Produce\*  
Jessie Harris and George  
Cunningham\*\*  
Dianne and Ron Hoge\*\*  
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Therus Kolff\*  
Mammel Foundation  
Julie and Charles Merrill, Jr.  
The Sustainability Laboratory  
Kat Taylor and Tom Steyer

## **\$5,000-9,999**

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Andrew and Joe Andrew  
AutoStar  
Banco Davivienda S.A.  
Manuel Beauregard and Don Vellek  
Micki and Michael Besancon\*  
Jean Blackwell and Kimberly Williams  
Maureen and John Bridgeland  
Kristina and Michael Caplin\*\*\*  
Kathleen and Douglas Colson\*\*  
Auto Mercado S.A.\*\*\*  
Alison and G. Richard Fletcher\*\*  
Follow Your Heart\*  
Fundación ENLASA

Elma Goduto and Tim Conlon  
Grupo Duwest\*  
KPMG - Costa Rica  
Kay Betts and John Sibley  
Theresa Fulton and Steven Tanksley\*  
Michaela Walsh, Aiden Parker and  
Grayson Everett  
Diana Wege

## **\$1,000-4,999**

Accenture Costa Rica  
Allied Farms  
Black Dog Foundation  
Ashleigh and Lawrence Black  
James Bridgeland, Jr.  
Kathleen S. Brooks Family  
Foundation\*  
Diane and Richard Clark\*\*  
Jeffrey and Michael Collins-Smythe  
W. Carey Crane III  
Mary and Mahlon DeLong  
Linda and William Dietel\*  
James Duncan, Jr.  
Wendy Druce and Hugh Durden\*  
Empresa Comercial del Pacífico S.A.  
Marlene Fluharty  
Pam and Rick Foster\*  
Debbie and Charles Frank  
Laura Frey and Erico Gomes\*  
Armando González Fonseca  
Caron and Wilson Gordon III  
Grupo ENLASA  
Helene Harding and Patrick Briggs\*  
Nan and Rawson Haverty, Jr.  
Christine and Jon Hoek\*  
Inversiones Rivera Segura S.A.  
Roya and Bahman Irvani  
Davar Irvani\*  
Robert Jetmundsen  
F. Martin and Dorothy A. Johnson  
Family Fund\*

Gina and Rich Kelley\*  
Ann Kerr-Adams and Ken Adams\*\*\*  
Philip Khoury  
La Anita Rainforest Ranch  
Mary and Paul Lockhart  
Louise and David Lutton\*  
Mary and Wesley Maurer  
Lou Ann and Russell Mawby  
Sharon Pauli  
Mauree Jane and Mark Perry  
Ramsay Merriam Fund  
Susan Z. Ritz, Larsen Fund, Ritz Family  
Foundation\*  
Joanne and Garth Rogers  
Hannah Rusch\*  
Faith Vrugink and Victor Sanchez\*\*  
Jeanine and Guy Saperstein  
Laura Turner Seydel and Rutherford  
Seydel  
Wendy Judy and Daniel Sherrard\*  
Cary and Jack Sibley\*  
Tim Statler\*\*\*\*  
Terminales Del Pacifico S.A.  
Tilawa Agro  
Robert Van Den Brink  
Susan and Richard Vander Veen III  
Amy and Andrew Vaughn\*  
Voyrs, Sater, Seymour and Pease LLP  
Margaret and Terry Wittenberg\*  
Randi S.N. Yoder and Michael J.  
Henley\*

**\*= EARTH Supporter for 5+ Consecutive Years**

**\*\*= EARTH Supporter for 10+ Consecutive Years**

**\*\*\*= EARTH Supporter for 15+ Consecutive Years**

**\*\*\*\*= EARTH Supporter for 20+ Consecutive Years**

## EARTH University Foundation Statement of Financial Position as of December 31, 2016

<b>ASSETS</b>	
Cash and Cash Equivalents	\$3,629,131
Prepaid expenses, deposits and other receivables	43,385
Receivable from EARTH	167,606
Pledge Receivable, net	5,779,557
Endowment Pledges receivable, net	1,616,371
Endowment and other investments	50,206,295
Cash surrender value of life insurance	359,817
Property and Equipment, net	41,259
	<b>\$61,843,421</b>
<b>LIABILITIES AND NET ASSETS</b>	
<b>Liabilities</b>	
Accounts payable and accrued expenses	\$113,294
Advance from EARTH	100,000
Scholarships payable to EARTH	157,990
Payable to EARTH Trust	34,227
	<b>405,511</b>
<b>Net Assets</b>	
Unrestricted	
Board Designated for endowment	175,000
Available for Operations	<u>2,421,015</u>
	2,596,015
Temporarily restricted	8,264,176
Permanently restricted	50,577,719
	<b>61,437,910</b>
	<b>\$61,843,421</b>

## Statement of Functional Expenses Year End December 31, 2016

<b>ASSETS</b>	<b>Programs</b>	<b>Administrative</b>	<b>Fundraising</b>	<b>Total expenses</b>
Salaries and Benefits	\$540,062	\$288,872	\$482,215	\$1,311,149
Consulting	-	8,069	45,235	53,304
Professional Services	6,651	43,808	6,089	56,548
Office Expenses	45,168	88,215	57,294	190,677
Events	-	370	51,164	51,534
Travel and Board meetings	3,038	78,643	79,995	161,676
Scholarships	2,722,356	-	-	2,722,356
Project and Program expense	1,582,428	8,400	-	1,590,828
<b>TOTAL EXPENSES</b>	<b>\$4,899,703</b>	<b>\$516,377</b>	<b>\$721,992</b>	<b>\$6,138,072</b>

# EARTH FINANCES

## EARTH University Operational Budget 2016 Financial Results (In thousands of dollars)

### INCOME

Tuition payments and donations	\$10,816.80
Other income (special projects, commercial activities)	\$1,534.50
EARTH Endowment	\$6,912.90

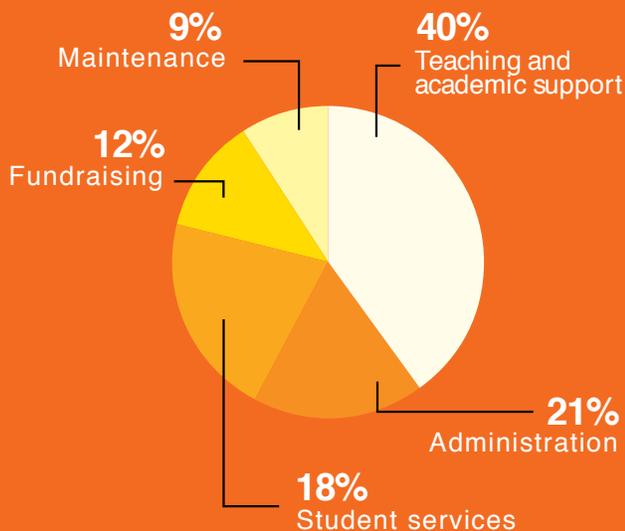
**TOTAL: \$19,264.20**

### EXPENSES

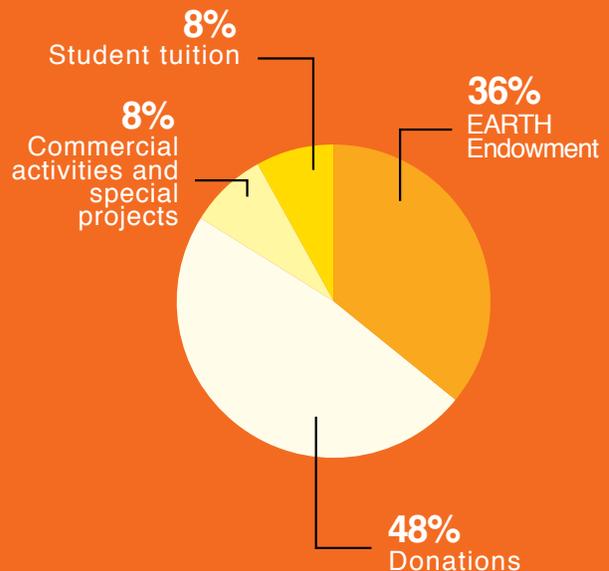
Compensation and benefits for administrative and operational personnel	\$6,505.50
Compensation and benefits for faculty and senior administrative staff	\$4,887.90
Operational Expenses	\$5,417.50
Equipment investment and replacement	\$500.00
Contingencies	\$155.80
Fundraising	\$1,797.50

**TOTAL: \$19,264.20**

### HOW WE ALLOCATE OUR OPERATIONAL RESOURCES



### HOW OUR BUDGET IS FINANCED



# OUR BOARDS AND SENIOR LEADERSHIP

## BOARD OF DIRECTORS

**Tim Solso**, President, IN, USA  
**Alan Kelso**, Vice President, Costa Rica  
**Pedro León**, Secretary, Costa Rica  
**Francis Durman**, Costa Rica  
**Abdallah Alaoui**, Morocco  
**Anne Slaughter Andrew**, MD, USA  
**Ana Regina Aguirre de Riojas**, Guatemala  
**Mark Ohrstrom**, VA, USA  
**G. Richard Fletcher**, CA, USA  
**Franklin Chang-Díaz**, Costa Rica  
**Olav Kjørven**, Norway  
**Marisa Brenninkmeyer**, UK  
**Bobby Moser**, OH, USA  
**Carlos Enrique González Pinto**, Costa Rica

## BOARD OF TRUSTEES

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**Tim Solso**, IN, USA  
**Mark Ohrstrom**, VA, USA  
**Alan Kelso**, Costa Rica  
**Anne Slaughter Andrew**, MD, USA

## EUF BOARD OF TRUSTEES

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**Mark Brouse**, Vice President, UT, USA  
**Therus Kolff**, Treasurer, UT, USA  
**Kent Alexander**, Secretary GA, USA  
**Claire “Yum” Arnold**, GA, USA  
**Joshua Arnow**, NY, USA  
**Michael Besancon**, CA, USA  
**Ian Davidson**, UK  
**Sylvia de Leon**, DC, USA  
**Erika Gonzalez-Akre**, VA, USA  
**Lynn Hoffman-Brouse**, UT, USA  
**Ronald Hoge**, CA, USA  
**Alan Kelso**, Costa Rica  
**Gustavo Manrique**, '96, Ecuador  
**Mark McGahan**, GA, USA

**Adrienne Meisel**, IL, USA

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**Jane Cocke Black**, GA, USA  
**John Bridgeland**, President, VA, USA  
**Carlos Gustavo Cano**, Colombia  
**Ernesto Castegnaro**, Costa Rica  
**Rick Foster**, MI, USA  
**Abdulsalam Haykal**, Syria  
**Whitney MacMillan**, MN, USA  
**Elke Hawila**, UK  
**Malcolm W. Wilson**, CO, USA  
**Ann Kerr-Adams**, CA, USA

## PRESIDENT'S ALUMNI ADVISORY BOARD

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**José Efraín Deras**, Honduras  
**Juan Carlos Piña Jara**, Costa Rica  
**María Fernanda Rivera Dávila**, Guatemala  
**Golfredo Ricardo Mendoza Díaz**, Venezuela  
**Susy Alejandra Pinos Barreto**, Ecuador  
**Blanca Soraida Torres Parrales**, Honduras  
**Marjorie Liliana Bravo Narváez**, Ecuador  
**Alejandra Pineda Salazar**, Costa Rica

**Edlin Alejandra Alfaro Inocente**, El Salvador

**Ricardo Amilcar Guzmán Leonardo**, Guatemala

**María Eugenia Carvajal Brenes**, Costa Rica

## PRESIDENT'S YOUNG ADVISORY BOARD

**Coco Brenninkmeyer**, UK  
**Edward Brenninkmeyer**, President, Brazil

**Caily Bridgeland**, VA, USA  
**Fallon Bridgeland**, VA, USA  
**José Mauricio Cano**, Colombia  
**Olli Coupe**, Australia  
**William Dunn**, CA, USA  
**Sofia Englund**, CA, USA  
**Paula Arantes Ferraz**, Brazil  
**Gabriela Frías**, GA, USA  
**Audrey Gatins**, GA, USA  
**Viviana Gazel**, Costa Rica  
**Amanda Hawila**, UK  
**Elena Hawila**, UK  
**Dia Haykal**, Lebanon  
**Davar Irvani**, GA, USA  
**Alishba Kassim**, NY, USA  
**Adam Klopp**, DC, USA  
**Christopher Kobes**, VA, USA  
**Chelsea Kolff**, NY, USA  
**José López-Sánchez**, DC, USA  
**Cameron McLain**, CA, USA  
**Sophie Morrison**, NY, USA  
**Lily Rubino**, NY, USA  
**Shukri Shammas**, UK  
**Joshua Stroman**, MA, USA  
**Jonathon Tae**, NY, USA  
**Alex Ward**, UK  
**Johnny Winn**, UK  
**Lucien Zeigler**, VA, USA  
**EARTH UNIVERSITY  
LEADERSHIP TEAM**  
**José Zaglul**, President (-2016)  
**Arturo Condo**, President (2017-)  
**Daniel Sherrard**, Provost  
**Gerardo Mirabelli**, Vice President of Development  
**Edgar Alvarado**, Academic Dean (-2016)  
**Yanine Chan**, Academic Dean (2017-)  
**Patricia Loria**, Finance Director  
**Ramón González**, HR Director



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