

*believe in better*



2017 ANNUAL REPORT

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# FROM OUR EXECUTIVE DIRECTOR



## 2017 BOARD OF DIRECTORS

Tony Pacheco, DDS ,  
Board President

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The year 2017 marked 29 years of Manos de Cristo offering life-changing programs to our community members. With the many changes that have occurred through the years, one thing remains consistent - our mission to provide high-quality, affordable dental care, emergency food and clothing assistance, adult education classes and back-to-school necessities. In 2017, our organization served **28,573** of our Central Texas neighbors in need. With your help, Manos de Cristo's life changing programs remain a critical resource to thousands of children, adults and seniors who are striving to create a brighter future and who believe in a better life for themselves and their families.

2017 accomplishments include:

- Accommodating more patients by extending Dental Center hours of service by 26 hours per week, thus serving over 17,000 patients!
- For the third year in a row, the Manos Education program has expanded. In 2017 we offered four new morning classes at our satellite location.
- The Food Pantry collaborated with local area churches who donated 180 bags of groceries, which totaled to 380 pounds of food!

Thank you for making 2017 another remarkable year! We look forward to much more in 2018 and your support makes that possible.

Sincerely,

JULIE BALLESTEROS

*Executive Director*

## KEY STAFF

Julie Ballesteros  
Executive Director

Jessica Gardiner  
Director of Development

Carl Floto  
Director of Finance

Kendra Sandoval, DDS  
Director of Dentistry

Maria Gamez  
Basic Needs Coordinator

Justin Erwin  
Director of Education

# DENTAL CENTER *Creating Smiles*



The Manos de Cristo Dental Center not only heals mouths, but restores self esteem and dignity to our patients. Offering preventative, restorative and emergency care, the Manos Dental Center is a dental home to many in need of high quality oral care. With the continued support of our partners, we have been able to serve more patients in 2017.

**17,559**

*duplicated  
patients*

**18,422**

*appointments*

**43,515**

*procedures*

**3,276**

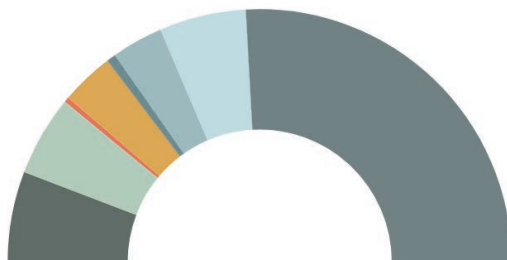
*emergency  
patients*

“Manos de Cristo’s staff have done great work on improving my smile.

They are professional, skilled and kind. I’ve been to many dentists and dental offices in my life and I can say without reservation that Manos de Cristo is the best.”

– William P.  
*Dental Patient*

## DENTAL PROCEDURES PERFORMED IN 2017



Preventative (11%)

Restorative (10%)

Endodontics (1%)

Periodontics (7%)

Prosthetics (1%)

Oral Surgery (7%)

Adjunct Services (11%)

Diagnostic (52%)

## EDUCATION *Better Outcomes*



Manos de Cristo has a community of students working hard in our English as a Second Language, Computer Literacy, Citizenship and Spanish Literacy classes. With the help of our instructors, they are achieving various personal goals such as becoming United States citizens, finishing their primary and secondary studies, and improving their English language and computer skills in order to open up new job opportunities and better communicate in our Central Texas community.

**150**

*Computer  
Students*

**139**

*Citizenship  
Students*

**531**

*EFL  
Students*

**59**

*Spanish Literacy  
Students*

**879**

*Total  
Students*

## BASIC NEEDS *Hope for Tomorrow*

Our Basic Needs program provides emergency assistance to those who have limited options. The Food Pantry and Clothes Closet provide people with a week's worth of groceries and clothing. With these life essentials, families and individuals are able to stretch their budgets to cover other necessities, such as their bills. Donations help keep our shelves stocked and are received from individuals, churches, and organizations.

**4,417** *Individuals served in the Clothes Closet*

**3,691** *Individuals served in the Food Pantry*



## BACK-TO-SCHOOL *Academic Readiness*

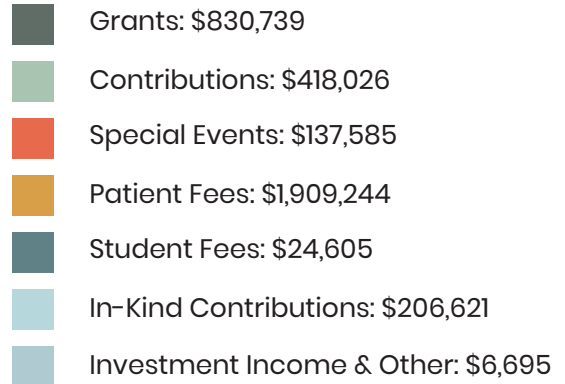
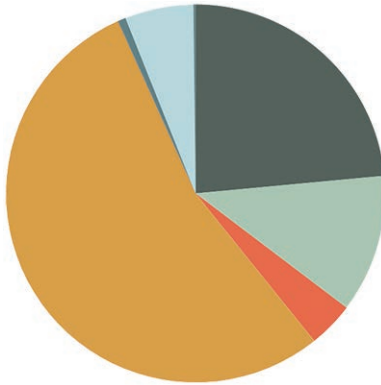
The Back-to-School program ensures that children in grades Pre-K through 5 start the school year prepared, regardless of their economic background. During the program, each child receives a new backpack, two new outfits, socks, underwear, and school supplies.

**2,027** *Children Served*



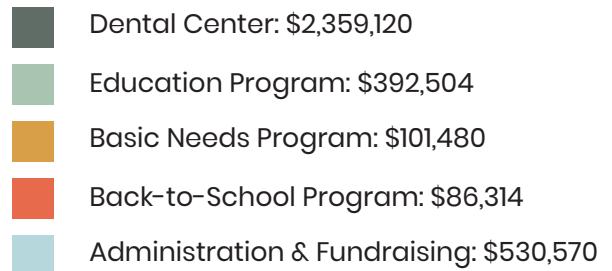
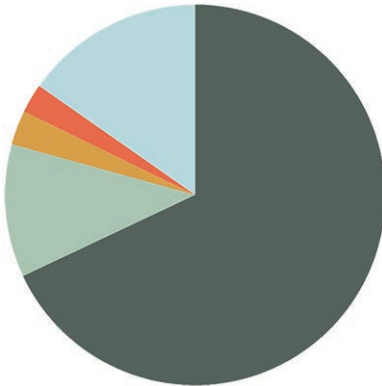
# 2017 Financials

## REVENUE



TOTAL REVENUE: \$3,533,515

## EXPENSES



TOTAL EXPENSES: \$3,469,988

*Special Thanks*

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**WE ARE GRATEFUL FOR OUR  
\$20,000 AND ABOVE SUPPORTERS:**

**StDavid's  
FOUNDATION**



**EHF EPISCOPAL HEALTH  
FOUNDATION**

Nelson Puett Foundation

The Favrot Fund

Louisiana Charities Trust

Catholic Charities of Central Texas

The Lola Wright Foundation

LBJ Family Wealth Advisors

## \$10,000 & ABOVE

Dr. Tana Busch  
Delta Dental Community Care Foundation  
Donald D. Hamill Foundation  
Mr. Glenn & Rev. Britta Dukes  
Shield-Ayres Foundation  
The Andrew & Lillian A. Posey Foundation  
Westlake Hills Presbyterian Church  
Westminster Presbyterian Church

## \$5,000 – \$9,999

Drs. Heather & Brian Bobb  
Dr. Vincent Cavaretta  
Central Presbyterian Church  
Central Texas Academy of General Dentistry  
Cross Texas Transmission, LLC  
Duggan Endodontics  
Coleen & Gary Ferguson  
Lynn & Dan Holland  
The Honorable Karen Hughes and Mr. Jerry Hughes  
Eleanor & Hugh Jacks  
Maximus Foundation  
Karen & Paul Miller  
Dr. Susan G. Pelzer  
Rachael and Ben Vaughan Foundation  
Shepherd of the Hills Presbyterian Church  
Dr. Greg Thiel  
Wells Fargo Bank  
John Williams

## \$1,000 – \$4,999

38th Street Dental  
Mary & William Allaway  
Carrie Arsenault  
Austin Laser Dentist  
Austin Oral & Maxillofacial Surgery  
Kathy Bailey  
Julie & Joe Ballesteros  
Sarah Banaroff  
Drs. Cheryl and William Banks  
James D. Barnette  
Lori & Greg Behrens  
Dr. Michael Bell  
Leslie A. Benitez  
David C. Betz  
Rebekah & Paul Bonde  
Amanda & Bradford Bonilla  
Hannah Brinsko  
Sheryl & Keith Brown  
Junie & Gaston Broyles

Burkhart Dental Supply  
Alison & David Campbell  
Capital Area Dental Alliance, 10th District  
Trudi & Thomas Capotosto  
Vanessa Cardwell  
Continental Automotive Group - Macho Marketing  
CRN Dental Technology  
Mr. M. H. Crockett, Jr.  
DaVita  
Elisha Distler  
Justin Dougherty  
Dripping Springs Presbyterian Church  
Carmina Eaton  
Andrea & Dan Ellnor  
Epic  
Dr. David & Pam Ferguson  
First Citizens Bank  
First Presbyterian Church  
First Presbyterian Church of Georgetown  
Beth & Mark Fitzmaurice  
Matt Fletcher  
Dolores & Sabas Flores  
Michael Francis  
Sarah & Byron French  
Leila Gallegos  
Dr. Bill & Rosemary Galloway  
Israel Gibbs  
Grace Presbyterian Church  
Brittanie Graswich  
Carlos Greaves  
Green Bank  
Courtney & Nate Groves  
Armando Guerrero  
Kim & Thomas Harkness  
Hope Presbyterian Church  
Clara Jo & Jim Huckaby  
Gail Hughes  
Alissa & Andrew Hutton  
Hyde Park Presbyterian Church  
Interiors by Ezra  
Amy & Dustin Johnson  
Christy & Ray Langenberg  
Dohn Larson  
Dr. John & Lyn Lawyer  
Literacy Coalition of Central Texas  
Drs. Jim and Cathy Little  
Drs. Vaughn & Celina Mankey  
Megan & Lance Massey  
Drs. Mark Maunder and Susan Orth  
Alyson McDonald  
Dickson McGuire, D.D.S., M.S.D.  
Suzanne & Gary McIntosh  
Jamie & Fred McIeroy  
Scott A. McMullen

Molly Molina  
Marcia & Brian Moore  
Dr. Michael Moosy and Dr. Nahal Delpassand  
Cynthia & Garrett Morgan  
Dr. Joe & Karen Neeley  
NetSpend Corporation  
Chris Nuccio  
Kay & Dale Oder  
Oliveira Public Communications  
Pacesetter Homes, LLC  
Dr. Tony Pacheco, Jr. & Abigail Karp  
Pan American Round Table of Austin  
Dr. Dimpal & Krystal Patel  
Drs. Manish & Sheila Patel  
Dr. James & Nancy Pickett  
Barbara & David Powell  
Presbyterian Church of Lake Travis  
Dr. Bob & Cherry Raley  
Randolph-Brooks Federal Credit Union  
Elizabeth & Britton Read  
Laurel & Joel Reed  
Andrew Reed and Marilyn Meyer  
Alec Rhodes  
Diane & Ron Riehs  
Drs. William & Stephanie Rodriguez  
Sheri Roesner  
Dr. Kendra & Esteban Sandoval  
Sandoval James Law Firm  
Nona & Andy Sansom  
Carolyn Schiltuis  
Dr. Gene & Kathy Schneider  
Sendero Health Plans  
Carolyn & Marc Seriff  
Dr. Neal & Randi Shah  
Carol & Frank Sheppard  
Natalie & Tim Sheridan  
Kristie & Michael Smith  
St. Andrew's Presbyterian Church  
Mr. and Mrs. Still  
Jane & Burney Stinson  
Synopsis Inc. & The Synopsys Foundation  
The DuBose Family Foundation  
Leslie & Beau Thorne  
Dr. Steven Tomlinson & Eugene Sepulveda  
United Heritage Charity Foundation  
United Way for Greater Austin  
University Presbyterian Church  
Ben F. Vaughan, III  
Dr. Juan Vesga  
Dr. Fred & Beth Voorhees  
Carrie Wankerl  
Dr. Tom & Stacy Weil  
Dr. David Yu & Dr. Wendy Wong



Dental • Education • Basic Needs • Dignity

4911 Harmon Avenue  
Austin, Texas 78751  
(512) 477-7454  
[www.manosdecristo.org](http://www.manosdecristo.org)

## *Our Mission*

The mission of Manos de Cristo is to empower low-income individuals with a loving hand of assistance and without regard to age, gender, race, or religious preference.

Manos de Cristo promotes dignity and self-reliance by meeting basic needs with food and clothing, providing essential oral care, and furthering educational development.

FOLLOW THE CONVERSATION:



ManosATX



@ManosATX



ManosAustin



ManosATX