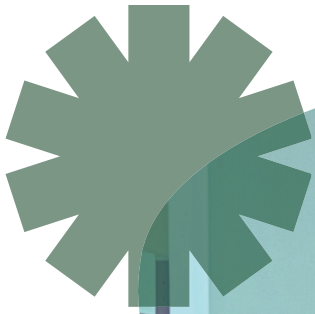


ANNUAL REPORT 2024





DEAR FRIENDS AND SUPPORTERS,

A woman walked into the Manos de Cristo Dental Center with her family, holding her face. She hadn't smiled in weeks because of a painful toothache. Within a few hours, she left our Dental Center smiling - pain-free and so grateful that she could finally return to work. A moment like this is only possible because of you!

In 2024, as rising costs pushed more families to the brink, your generosity changed lives:

- 2,000 children started the school year ready to succeed with backpacks and new clothing.
- 23,940 pounds of food and essential hygiene items supported multi-generational families in need.
- 526 adult learners gained new skills in English, computers, and citizenship—both in person and online.
- Our Dental Center rebooted the implant program: after initial setbacks, the program has been redesigned in a safe, productive manner that will continue to help our patients obtain optimal services. Over 5,000 of our patients received high-quality dental care and no longer consider dental care a luxury.

Because of you, thousands of our neighbors experienced dignity, hope, and the reassurance that they are not alone. Thank you for being the heart and hands of hope for Central Texas.

Together, we will continue to transform lives.

With gratitude,

Handwritten signature of Julie M. Ballesteros in black ink.

Julie Ballesteros, Executive Director

DENTAL CENTER

Manos continues to be one of the few low-cost dental centers in Austin, offering oral health care services to both under and un-insured individuals. Offering preventative, restorative and emergency care, the Manos Dental Center is a dental home to many in need. The Dental Center is committed to providing high-quality, affordable dental care to relieve pain, restore smiles, and prevent financially crippling medical bills.



17,878

uplicated patients

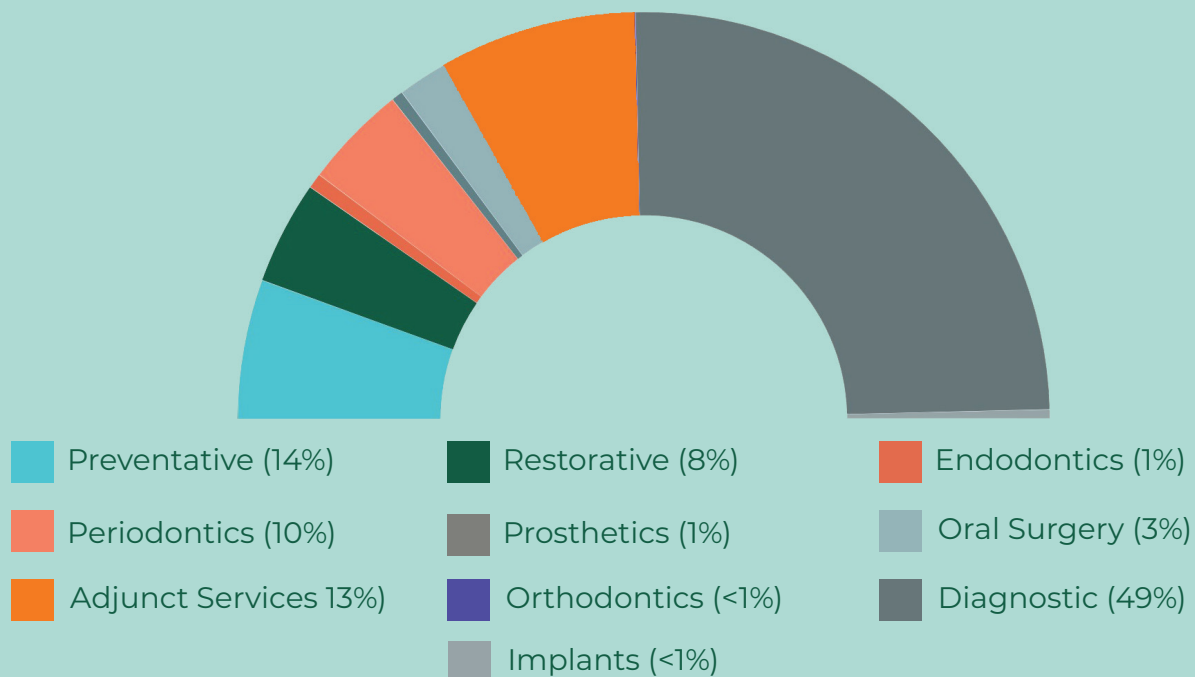
45,405

procedures

2,847

emergency patients

DENTAL PROCEDURES PERFORMED IN 2024



EDUCATION

In 2024, Manos de Cristo offered online and in-person classes, which include English as a Second Language (ESL), Basic Computer Literacy Skills, and Citizenship Preparation. Our students secured higher-paying jobs, achieved U.S. citizenship, and experienced meaningful improvements in their quality of life. These outcomes were made possible through the commitment of our volunteer instructors and tutors—individuals from both the greater Austin area and across North America—who dedicated their time and expertise to support student success.



736 total students

BASIC NEEDS



The Gloria & Tony Moreno Basic Needs Center is for those in need of emergency assistance and may be accessed once every two months, ensuring we can assist as many community members as possible throughout the year. Through meaningful partnerships with local churches, we received and distributed over 1,995 bags of groceries! We also partner with Central Texas Food Bank, H-E-B and Urban Roots farm. These generous contributions have allowed us to offer high-quality food items—including fresh fruits, vegetables and hygiene staples—that are often out of reach for families facing financial hardship.

7,013 individuals

BACK-TO-SCHOOL

Manos de Cristo's annual Back-to-School program served over 2,000 children! Every summer, Manos distributes backpacks, grade appropriate school supplies, two sets of new clothing: socks, undergarments, pants, shorts and shirts to low-income children whose parents struggle to prepare them for the school year. Students participate in a "shopping day" with hundreds of volunteers to pick out their own items in preparation for the upcoming school year.



BY THE NUMBERS



2,000

children
prepared for
school



1,173

new Dental
Center
patients



7,071

volunteer
hours
donated

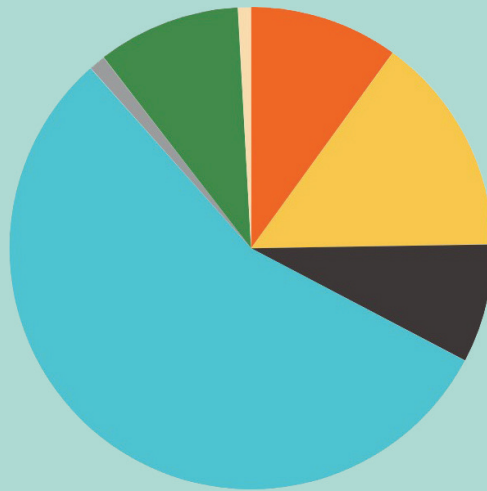


23,940

pounds of food
donated by
local area churches

FINANCIALS

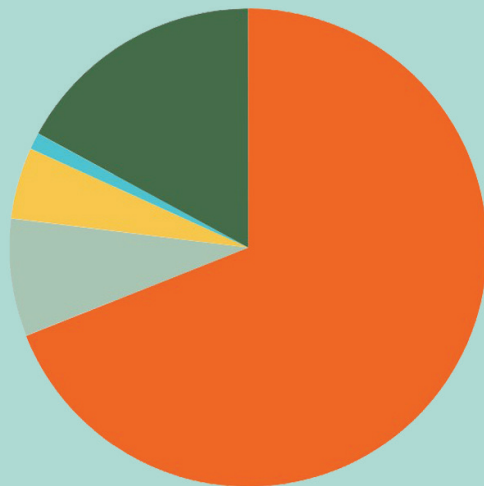
REVENUE



<div></div>	Grants: \$363,481
<div></div>	Contributions: \$537,829
<div></div>	Special Events: \$290,609
<div></div>	Patient Fees: \$2,029,796
<div></div>	Student Fees: \$40,945
<div></div>	In-Kind Contributions: \$348,604
<div></div>	Investment Return: \$31,776

TOTAL REVENUE: \$3,643,040

EXPENSES



<div></div>	Dental Center: \$2,988,480
<div></div>	Education Program: \$345,820
<div></div>	Basic Needs Program: \$209,116
<div></div>	Back-to-School Program: \$48,953
<div></div>	Administration & Fundraising: \$739,577

TOTAL EXPENSES: \$4,331,946

2024 Financial Overview: The net operating loss of \$688,906 reported by Manos de Cristo in 2024 is not a reflection of our financial reality. Two non-operational accounting factors; the early recognition of a \$153,184 grant awarded in 2023 but used in 2024, and \$170,300 in depreciation, together account for \$323,484. These items reduced the reported bottom line but did not impact cash flow.

After adjusting for the non-operational factors, the true operating shortfall was approximately \$365,000. This gap stemmed largely from a 12% decline in general dentistry revenue, increased payroll costs due to program expansion and inflation, and higher costs for supplies and lab work. Staffing shortages and leaves of absence further affected clinical output.

Despite the challenges, Manos generated \$322,000 in patient revenue from our newly launched Dental Implant Program, evidence of strong community need. We ended the year with \$888,000 in cash reserves, down from \$1.47 million, but well positioned for recovery. With programs stabilized and staffing restored, we enter 2025 with renewed confidence and commitment to our mission.

In a year marked by rising costs, staffing disruptions, and expanding community need, donor support proved essential in helping Manos de Cristo sustain affordable, high-quality care. As we look to 2025, support from our community partners is more critical than ever. With demand for our services at an all-time high, particularly among uninsured and working-poor families, philanthropic investment will enable us to stabilize new programs, retain skilled dental professionals, and close persistent funding gaps without passing additional costs on to our patients. Together, we can ensure that every child, adult, and senior seeking assistance from Manos receives the dignity, relief, and healing they deserve.

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



St David's
FOUNDATION



WESTMINSTER PRESBYTERIAN

GATHER - NOURISH - DISCERN - SEND - LIVE



WESTLAKE HILLS
PRESBYTERIAN CHURCH

The Lola Wright Foundation



covenant
PRESBYTERIAN CHURCH

Nicole & Ramzi Al-Rashid

Louisiana Charities Trust

Abigail and Rene Hernandez

Betty and Hal Meyer

Erika & Matt Fletcher

Jane Hilfer & Alec Rhodes

LGR Foundation

Keri and Eric Stumberg

\$10,000 & ABOVE

American Online Giving
Foundation
Barbara and Richard Capozza
Lisa and Steve Crawford
Donald D. Hammill Foundation
Glenn and Rev. Britta Dukes
Courtney and Nate Groves
Sophie Kellman
Kristi and John Koeter
Maximus, Inc.
Dr. Nona Niland
Dr. and Mrs. Mahan & Mona
Ostadian
Bobbie Sanders
Frank Santos
Sherry and Rick Smith

\$5,000 - \$9,999

Agapé Charitable Lead Annuity
Trust
Anonymous
Adriana and Ali Bonakchi
Amanda and Brad Bonilla
Abby and Mike Brady
Central Presbyterian Church
Cara and Mike Clifford
Environmental Fund for Texas
Anne W. Greenway
Lynn and Dan Holland
Chrissie and David Horn
Gail Hughes
Cassandra and Terry Kahler
Kristian Kaut
Gary McIntosh
Jennifer and Michael McLatcher
Carolyn Meihaus
Carol and David Nelson
Ouro
Mayda and Israel Ramos
Marilyn Meyer and Andrew Reed
Diane and Ron Riehs
Shannon and Jason Ripple
Randi and Neal Shah, DDS
Randy Sluder
Brenda S. Sutherland
Texas Presbyterian Foundation
The Rosendin Foundation
Dr. Juan Vesga
Dr. Wendy Wong-Yu and
Dr. David Yu

\$1,000 - \$4,999

Kristin and Christopher Aardema
Mary and Bill Allaway
Amanda Renee Communications
Arnold Foundation
Greg Bailes
Kathy Bailey
Julie and Joe Ballesteros
Diego Barba
James Barnette
Angela and James Bennett
David Betz
Drs. Heather & Brian Bobb
Joanna and Eric Bonugli
Elaine Branagh
Samuel Broda
Sheryl and Keith Brown
Charles and Betti Saunders
Foundation Fund
Beverly Chasse
Norma Jo and William Clark
Lisa and Bobby Clarke
Melissa and Brad Collier
Lyn Crable
Craft of Dentistry
Cross Texas Transmission, LLC
Connie and George Dickinson
Connie and Shey Ditto
Graham Egan
Episcopal Health Foundation
Faith Presbyterian Church
First Citizens Bank
First Presbyterian Church
First Presbyterian Church
of Georgetown
First Unitarian Universalist Church
of Austin
Sarah and Byron French
Rosemary and Bill Galloway
Caitlin and Eric Giesler
Greater Austin Academy of General
Dentistry
Greater Houston Golf Charity
William Hamilton
Adrea and Nick Harris
Sue and David Hart
H-E-B
Dr. John Hellerstedt
Alegria and Charles Hibbetts
Milton Hime, AIA
Julia and Jay Howard
Clara Jo and Jim Huckaby
I Live Here, I Give Here
Martha and Charlie King

Heejon and Kerry Ko-Herm
John Krueger
Christy and Ray Langenberg
Lyn and John Lawyer
Anne Lyon, D.D.S., F.A.G.D.
Jyoti and Dr. Lyn Machen
Lori and Thomas Magruder
Julie and John Martin
Philip Moody and Sarah Norris
Susan and Robert Morse
Linnea and Johnny Nantz
Meredith Nunis
Tony M. Pacheco, Jr., DDS
Dr. Dimple and Krystal Patel
Patterson Companies, Inc.
Nancy and Jay Pickett
Lisa and Blair Powell
Dr. Moneta S. Prince
Cherry and Dr. Bob Raley
Randolph-Brooks Federal
Credit Union
Elizabeth and Trey Read
Mark Reddert
Valerie and Jeremy Roberts
Amanda and Lorenzo Rodriguez
Linda and Brian Rose
Nancy and Jim Rumbo
Kendra Sandoval, DMD
Sandoval & James, PLLC
Mackenzie Schafer
Carolyn Schilthuis
Shepherd of the Hills Presbyterian
Church
Carol and Frank Sheppard
Jan Morrow Skaggs & Dr. Harold
Skaggs
Sparkman Industries, Inc.
Fritz Stinson
Diane and Robert Swanson
The Louise and Michael D. Burke
Family Foundation
Retta Van Auken
Robyn and David Veal
John Villacis
Sharon and Wayne Vincent
Mr. Ray Voith
Michael Ward
Mary Ward
Dinah and Rod Welsh
Sandra and John Winkler
Debra and George Woods

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.

LEADERSHIP

Julie Ballesteros
Executive Director

Diane Riehs, CFRE
Director of Development

Carl Floto
Director of Finance

Jessica Gardiner
Director of
Foundation Relations

Kendra Sandoval, DDS
Director of Dentistry

Maria Gamez
Basic Needs Coordinator

Karin Zamora
Director of Education

BOARD OF DIRECTORS

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Connie Ditto

Matt Fletcher

Milton Hime, AIA

Kurt Lockhart

Anne Lyon, DDS, FAGD

Gary McIntosh, CPA, CFF

Ron Oliveira

Tony Pacheco, Jr., DDS, PA

Kellie Rastegar



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www.manosdecristo.org

STAY CONNECTED:



ManosATX



ManosATX