

2022

# ANNUAL REPORT



SmileTrain



## **OUR VISION**

A world where everyone has access to safe, high-quality comprehensive cleft care and is able to live a full and healthy life.

# Smile Train: Cleft Care That's Always There

Even as much of the world reopened from the COVID-19 pandemic, 2022 was a profoundly difficult year for so many. Yet, if you look beyond the headlines, you'll see that the bad news was not the full story.

At Smile Train, when we think of the year that was, we also think of cleft-affected babies who once might have died from malnutrition who are now thriving. Children who once might have dropped out of school due to constant bullying now confidently raising their hands in class. Parents who once might have abandoned their newborns now eager to raise them. Young adults who once knew nothing but exclusion and depression now looking to a future brimming with possibility.

In all, the lives of more than **100,000** people with clefts in 75+ countries were transformed last year because people like you looked at the world as it is and decided to invest in the power and potential of a child's smile.

And surgery numbers alone don't even begin to tell the full story of the global impact for good we made together last year. Thanks to you, we also:

- **Launched 36 new surgical partners across 27 countries**, including new cleft treatment programs in Paraguay and Equatorial Guinea.
- **Established 61 new comprehensive cleft care programs**, further enabling essential treatments like hearing evaluations, speech therapy, and orthodontics in 23 countries.
- **Opened two new state-of-the-art Smile Train Cleft Leadership Centers**, in India and Mexico.
- **Helped 289 children in Afghanistan** receive free, lifesaving cleft care in the quarter after the Taliban takeover.

None of these accomplishments was easy or inevitable. It is only thanks to the dedication of our global network of partner health professionals and the continued, critical support of people like you that we have emerged from this year of crises stronger and more resilient than ever before.

Yet so much remains to be done. Every day, children continue to suffer needlessly because of a treatable birth difference.

And another child is born with a cleft every three minutes.

If the past three years have taught me anything, it's that, come what may, our model is strong and nimble enough to reach every child with a cleft with care that is safe, high-quality, comprehensive, and 100% free, performed by local experts who share their culture and know them by name. In fact, with your support, I know we will. **That's the power of cleft care that's always there. That's the power of Smile Train.**

This report is dedicated to **Smile Train's 2,100+ heroic partners - including healthcare workers, hospitals, nonprofits, and so many others - for the safe and selfless care they provide their communities each and every day.**



**Susannah Schaefer**  
President & CEO, Smile Train



# Topline Stats



**1.5M+**

SURGERIES PERFORMED ON PEOPLE OF ALL AGES SINCE OUR FOUNDING IN 1999

**EVERY 3 MINUTES**

ANOTHER BABY IS BORN WITH A CLEFT.



**540**

BABIES ARE BORN EACH DAY WITH A CLEFT

**1,100+**

PARTNER HOSPITALS

**2,100+**

TRAINED MEDICAL PROFESSIONALS

**40,000+**

TRAINING OPPORTUNITIES



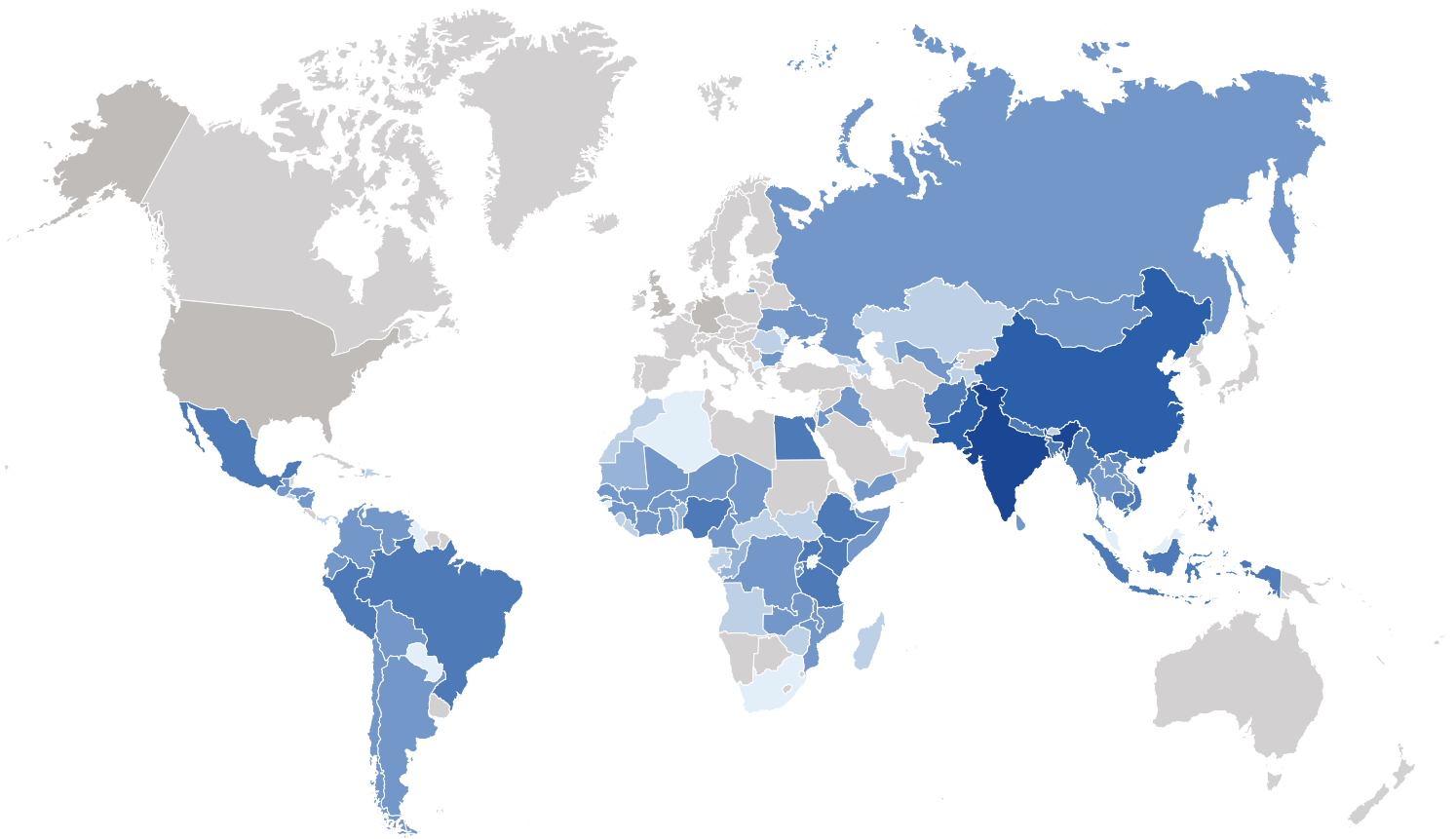
**90+**

COUNTRIES WHERE SMILE TRAIN HAS SPONSORED FREE CLEFT TREATMENT

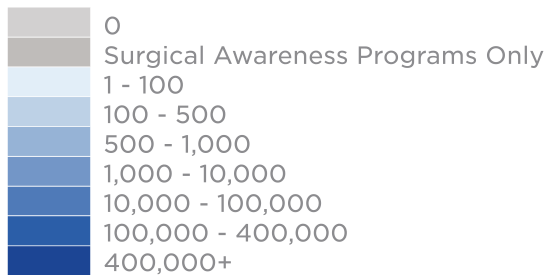
**35**

COUNTRIES WHERE SMILE TRAIN OFFERS ESSENTIAL NON-SURGICAL CLEFT CARE SERVICES

# Our Global Network



## Cleft Surgeries Sponsored



*Map as of January 2023*

*\*Smile Train has provided support for cleft organizations in the U.S. and U.K.*

*Smile Train, Inc. can accept donations worldwide and has fundraising programs in Brazil, Germany, India, Indonesia, Mexico, Philippines, U.A.E., U.K. and U.S.*





## DEIBA

### Diversity, Equity, Inclusion, Belonging, and Accessibility (DEIBA)

From our founding, **diversity, equity, inclusion, belonging, and accessibility (DEIBA) have been woven through everything Smile Train does and everything Smile Train stands for.**

Centering DEIBA principles is not only the right thing to do, it also makes us a stronger, more effective organization.

In the summer of 2020, amidst the murder of George Floyd and too many other disturbing, tragic, and high-profile incidents of racism and hate, Smile Train's leadership worked with staff across the organization to formalize

our values and translate them into real and lasting action. This became a worldwide and ongoing employee-fueled DEIBA initiative that in its first two years generated four working groups and an array of deliverables, including: uplifting staff voices to share their stories and experiences with the organization; convening all-staff meetings centering DEIBA topics and tools; spotlighting holidays and awareness moments; and laying the groundwork for a DEIBA intranet for staff and organizational guidelines for inclusive meetings.

Additionally, Smile Train has evolved into a majority woman-led organization. Women comprise 84% of employees at the VP level or higher and helm six of our eight offices outside the US.

Smile Train believes DEIBA is a journey, not a singular destination. The challenges that DEIBA efforts work to address – at any organization, and in society in general – are deep-seated and complex, and our efforts will continue to evolve to best meet these challenges across our global initiatives. Growth takes much hard work, listening, learning, understanding – and every single one of us. Smile Train is committed to this journey for as long as it takes, and we will get there by putting the work in every day to effect the change we want to see in a meaningful and lasting way.



# Standing with Ukraine

*“One day, when I was walking to the hospital to work, I saw a rocket hit one of the buildings in front of me. I had to take a different route, but I still went to work that day.”*

At Smile Train, the courage and selflessness every one of our more than 2,100 partner health workers in 75+ countries brings to their work each day is our constant inspiration. But this year, the manifest heroism of our Ukrainian partners deserves special recognition.

We have been partnering with Dr. Natalia Tetrueva and the cleft team at OHMATDIT, Ukraine’s national children’s hospital in Kyiv, since 2008. When Russia invaded in February 2022, the entire staff, including the cleft team, immediately pivoted to healing the wounded and treating weapon trauma, often sleeping in the hospital to meet the unrelenting need.

Since the start of the war, Smile Train has funded essential medical services for our Ukrainian partner hospitals, including:

- Critical medications and consumable supplies for cleft surgeries.
- Meals and transportation for the cleft team and cleft patients.
- Essential medications and consumable supplies for wounded Ukrainians.
- Food and lodging for patients and their families.

As the war rages on, life has not gotten any easier for Dr. Tetrueva or her team. But their resolve, like that of their compatriots, has not waned. She and her staff continue to walk to the hospital each day to bring smiles to children from all areas of Ukraine amid incessant rocket fire and power outages.



*“The support of the international community is very important for us. It is crucial for us to know that we are not alone in this fight. When we win, united as we are as a nation now, we will restore and rebuild our country that we are so proud of.”*

***Dr. Natalia Tetrueva***

# Comprehensive Cleft Care

Smile Train knows that truly healing from a cleft requires a holistic process that is as unique as each patient.



That's why the secret to our model's success is that it is really a promise: We will be there for you, come what may.

We will strive to provide you with the nutritional support you need to reach a healthy weight and thrive. Once you reach it, a local, well-equipped team will perform the cleft surgery – or surgeries – that will change your life forever. After surgery, we will work to provide you with speech therapy, dental treatment, and orthodontics for as long as you need to communicate clearly and smile your brightest. **Our model is ultimately a promise that, whatever the need, Smile Train will be there to meet it with the safest, highest-quality care possible because our donors know that children with clefts deserve no less.**

Children like brother and sister Alex and Kendra from Mexico.

Genaro and Ariela barely made enough to feed themselves. Still, when Ariela learned she was pregnant, they felt only joy. Little as they had, they found something to save each day to give their baby everything they could.

Their hearts plunged when they first saw their baby. He had a cleft, something neither parent had seen before. Suddenly, everything they had seemed like not nearly enough.

Ariela's attempts at nursing Alex ended in her milk dribbling out of his nose, choking him. He cried with constant hunger though Ariela gave him everything she had, plus a lot more.

Alex was eight days old and nearly skin and bones when his parents followed a tip and took him two-and-a-half hours by bus to DIF Hidalgo Children's Hospital. With no money and no insurance, they did not expect to be seen, but they were desperate.

They were welcomed with open arms. As the cleft team examined Alex, they explained that cleft treatment is more than a single surgery; it's a 20-year journey for the whole family.

Then they explained that because DIF Hidalgo is a Smile Train partner, that day's evaluations, along with all the other cleft care Alex would ever need, no matter how long his journey, will be 100% free.

That rush of joy that had eluded Ariela and Genaro when they first held their son hit them at last. They cried again.





The orthodontic team next fitted Alex for a custom device to start narrowing the width of his cleft for the best surgical outcome.

In a few months, Alex gained enough weight to safely receive his first free cleft surgery. He could now eat and smile and grow along with his peers.

Then came more good news: Ariela was pregnant again. Still, the possibility of having another baby with a cleft cast a cloud over their joy; Ariela and Genaro would not be surprised again. They put a little aside each day, and after seven months, Ariela had enough for an ultrasound.

The blurry image on the screen made it clear — their daughter would also have a cleft. Familiar fears came flashing back. Then Ariela and Genaro breathed... and smiled. They knew what to do.

When Ariela first held Kendra to her breast, she already had specialized supplies to help her nurse her daughter.

Twice-weekly trips to DIF Hidalgo were now a family affair. Besides treatment, they all attended events designed to build a strong network of cleft-affected families across the region.

It proved invaluable for Alex when he started school. Though Ariela and Genaro worried other children

would make fun of him for how he spoke, Alex never did. When classmates made fun of him, he just ignored it.

Things are harder for the more reserved Kendra. But that's what big brothers are for. Alex is there for her when she struggles, with strength and a smile that always makes things better.

The brother and sister believe having to work hard to eat, speak, and smile from their first breath taught them tenacity. Every treatment completed, every clear sentence spoken is another achievement unlocked.

Now 12, Alex wants to grow up to be an architect so he can help the underprivileged live with dignity. At nine, Kendra wants to be a cleft specialist so she can help others as she has been helped.



Educated. Empowered.  
Educated. Empowered.  
Educated. Empowered.



## Education and Training

Through Smile Train, talented, passionate health professionals from low-resource settings are bringing fundamental surgical techniques to their communities and training their peers. This self-sustaining, global ecosystem of empowerment is saving countless lives each day, and you make it possible.

### Smile Train Welcomed 432 Medical Partners from 76 Countries to the World's Foremost Cleft Congress

As the leading partner of the 14th International Cleft Congress, in Edinburgh, Scotland in July 2022, Smile Train encouraged our partners to take their rightful place in the global cleft conversation: center stage. One highlight was the two-part Fireside Chat and Livestream Panel we simulcast from the Devex World conference in Washington, DC featuring Susannah Schaefer and Camila Osorio, a Smile Train partner pediatric psychologist in Colombia. True to our model, we also trained 57 surgeons in-person and 40+ remotely at two Simulare Medical workshops at the Congress.

### Smile Train Leads the Way at America's Premier Cleft Conference

In March 2022, 250 Smile Train medical partners from 55 countries attended the American Cleft Lip and Palate Association's Annual Meeting — constituting 90% of countries represented. We used the occasion to launch the state-of-the-art bilateral cleft palate simulator from Simulare Medical, a Division of Smile Train, at a live interactive training led by Dr. Roberto L. Flores of New York University. Thirty surgeons attended live, while 12 more joined from a simultaneous launch in the Philippines. Following the training, 93% of trainees agreed that it was educationally valuable and 80% that it was useful, easy to understand, and comprehensive.

### First Cohort of Pediatric Surgery Scholars Graduates

In 2022, the first seven Smile Train - West African College of Surgeons (WACS) pediatric surgery scholars completed their training. After finishing their WACS fellowship and an additional nine-month post-fellowship cleft surgery course, these trailblazers committed to applying their new skills to clinical pediatric cleft care for the equivalent duration of their program enrollment.

They then returned to their home countries — Benin, Ghana, Nigeria, and Mali — to build transformative long-term cleft care capacity. Thirty-three more of Africa's best and brightest are still in the program, eager to bring health and smiles back home for years to come.

# Community Programs

Community means knowing you are never alone.

It's an irony tragic as it is unnecessary. Though everyone with a cleft has their own, unique experience, if there's one thing that unites nearly every cleft-affected person from the Great Wall to the Great Lakes, it's that, at some point or another, they have all felt alone.

Yet, more than 5 million people are living with an untreated cleft. Another baby with a cleft is born every three minutes. That's a lot of people who might understand; a lot of people yearning to connect. They just need a way.

Enter Smile Train.

Every day since our founding, Smile Train has brought people with clefts together in partnership and pride. For more than two decades, we have witnessed people who grew up never speaking about the way they were born become outspoken activists for the dignity of every face... while helping empower a whole new generation to grow up #CleftProud.

And 2022 was yet another year of historic firsts.

In July, Smile Train and our Cleft Community Advisory Council hosted the largest ever in-person gathering of cleft-affected Americans at Cleft Con Chicago, then followed that up in December with the largest convening of cleft-affected people in history (topping our record from last year) at the Third-Annual Global Cleft Con, which attracted nearly 1,000 participants from 21 countries to its 15 sessions!



We launched the first-of-its-kind Smile Train College Scholarship Program for incoming college freshmen with clefts. The winners, Ling Clobes of Wichita State (KS) and Victoria Reed of St. Michael's College (VT), are the epitome of what it means to live #CleftProud.

Learn more about our scholarship winners' inspiring journeys: [smiletrain.org/college-scholarship](https://smiletrain.org/college-scholarship)

Inspired by feedback from Cleft Con 2021, we sponsored Love Meets Joy, the first podcast featuring real talk from two young women with clefts, Ashley Barbour and Iva Ballou.

Listen to it at [smiletrain.org/lovemeetsjoy](https://smiletrain.org/lovemeetsjoy)

## **Support. Friendship. Inspiration.**

**A lifeline.** That's the life-affirming power of community. And thanks to you, that's what we were able to provide the US and global cleft communities in 2022 like never before.

*"I want everyone to know that it's okay to be different. We're all unique, whether physically or mentally. People born with a different ability can accomplish anything anyone else can."*

**Ling Clobes**

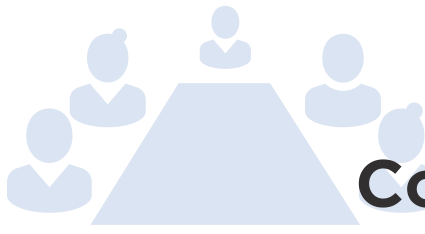
*"My cleft does not define me negatively. I recognize its significance and its role in my life, but I do not view it as who I am entirely. As a human, I am much more than the scars adorning my face."*

**Victoria Reed**

*"My son is my inspiration every day. As long as there are families out there who are feeling stressed, alone, and scared as we were, it will be my privilege to keep helping them. To my dying breath, I'm not going to stop. I refuse."*

**Monica Bush**, mother of Henry, 11, and member of Smile Train's Cleft Community Advisory Council





## Corporate Partners

Smile Train is proud to partner with businesses large and small across the globe who share our commitment to healthcare, sustainability, and smiles.

*“Dentsply Sirona has already proven to be an invaluable thought partner in scaling high-quality, comprehensive cleft treatment all over the world. We look forward to many more years ahead of making smiles and advancing with confidence together with their team.”*

**Dr. Monica Dominguez**  
Director, Oral Health Programs

**In September 2021, we launched a five-year partnership with Dentsply Sirona, the world’s largest manufacturer of professional dental products and technologies, to improve oral health globally and build a brighter, more sustainable future for cleft-affected children and families worldwide.**

Their \$5 million financial contribution is providing high-visibility opportunities, elevating the level of care at several Smile Train partners through clinical education access and in-kind support, and generating even more donations through employee giving campaigns and public fundraisers.

**After only one year of partnership, we’ve already:**

- Supported the development of global treatment standards and best practices for digitalized cleft care
- Leveraged digital technologies to make treatments safer and more efficient and convenient for children
- Provided high-quality equipment to develop state-of-the-art centers for cleft treatment
- Made Dentsply Sirona’s entire online catalog of clinical education courses available to all Smile Train oral health professionals
- Brought Smile Train partners to the annual DS World conference to network, participate in clinical education sessions, and learn the latest innovations in digital dentistry
- Sponsored more than 730 life-changing cleft surgeries in eight countries

# Research & Innovation

## Cleft Care as Catalyst

Smile Train believes that making world-class cleft care accessible in low-resource settings creates a high tide that lifts all regional healthcare. That's why we established a **truly global network of healthcare research and innovation capacity with the goal of nothing less than shifting the power balance of medical research and development, putting the tools for change where they belong — in the hands of local experts.**

### **Indonesian Medical Students Participate in Massive Open Online Course on Cleft Care**

Smile Train Research and Advisory Council (STRIAC) members Drs. Erli Sarilita and Peter Mossey led our collaboration with Indonesia's Ministry of Education and Culture on a new massive open online training opportunity in English for medical students across Indonesia and abroad. Dr. Sarilita led the course with local Indonesian cleft professionals and international experts while also borrowing heavily from materials developed for Smile Train's highly successful Telecleft Lecture Series with the West African College of Surgeons and partners across India. In all,

the course trained more than 700 students representing every leg of the cleft journey, including aspiring surgeons, nurses, dentists, social workers, speech-language pathologists, and more.

### **Smile Train Partners Seize Opportunity to Attend Prestigious Training Course Online**

Led by Dr. Christine McKinney, the Craniofacial and Oral Health Online (COHO) training program at the University of Washington in Seattle is designed to offer dental and craniofacial faculty career researchers an introduction to research methods they may not have been exposed to during their training. Since moving online in the wake of the COVID-19 pandemic, the course's students have been largely Smile Train partners, representing 29 countries.





# Staff Spotlight

*Priya Desai, Smile Train's SVP of Research, Data, and Innovation, takes cold, hard numbers from our partners and turns them into healthy smiles for ever more children in need. We caught up with her to learn more about her background, the state of research and innovation at Smile Train, and what life is like at the intersection of math and magic.*

## **Tell me about your professional background?**

My family encouraged me to go into medicine, but I always gravitated more towards communications. My career really started when I was working at Brigham and Women's Hospital in Boston as a research assistant and had a timely meeting with Dr. Atul Gawande at an elevator bank at the hospital. I didn't know who he was at the time, but we got to talking, and by the end of our conversation, he asked if I was interested in applying for a research manager position on his team at the Harvard School of Public Health. I had already gotten onto a few research publications by then, and in our interview later, he asked if I wanted to become a doctor. I said I didn't, and he said, "Good!"

I told him I wanted to go into communications and writing and he said that if you can master writing, you can communicate the importance of anything. I got the job and my work focused on raising awareness for the WHO's surgical checklist. This put me on Smile Train's radar, as they were interested in implementing the checklist among their partners at the time. They offered me a job, but I declined, as it wasn't a role in global health. A year later, Smile Train called back with a

medical program manager role with a focus on safety and quality, managing the Medical Advisory Board (MAB) and expanding our surgical and non-surgical comprehensive cleft care programs.

At that time, I was just coming to appreciate the many challenges children with clefts endure, and I was attracted to Smile Train's sustainable model. After spending a lot of time in India, I knew that people there always look down on missions that come from the US or UK to disrupt the healthcare services that are already there. But here was a new kind of organization that didn't do that, but instead focused on offering a plethora of training and continuing education opportunities for local medical professionals.

This time, I accepted the offer.

It was an exciting time to be here. It was the fall of 2011, and we were starting the process of adding more representatives from the countries where we work to the MAB, which had been heavily American up to that point. To me, that proved this was an organization that walked the walk. I knew that was special and something I wanted to be a part of.

Shortly after I joined, the Chief Programs Officer at the time asked me to take three weeks to travel throughout India to understand where we could pilot non-surgical comprehensive cleft care programs. In all my previous travels there, I had never seen any child with a cleft even though there are tens of thousands of them. This time, I visited patients and families and cleft team members at about 10 partner hospitals.

Seeing this work from the ground up... that relationship between providers and patients is something that is just made of magic.



*When you train others like we do, you help them apply what you taught them and adapt it to their own unique circumstances...  
...We provide our partners with a plethora of options, and that motivates them, makes them feel included, and helps connect every specialty — surgeons, anesthesiologists, nurses, nutritionists, orthodontists, speech providers, etc. — to the trainings that are right for them.*

**Priya Desai**

Now as a mother, thinking back on that experience and the lengths that people with no resources go to take care of their children and the incredible care and love our partners give to each patient no matter how many they see, that makes you feel a higher calling to do this work. That makes it personal.

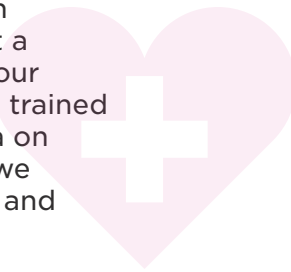
**How have you seen Smile Train grow in the global health space and what has your role in this been?**

Shortly after we diversified the MAB, we developed regional Medical Advisory Councils in Africa, Asia, and Latin America. I think that taught us that including local voices is the only way to improve safety and quality on the ground. That's the essence of our partnership model.

Every global healthcare organization seeks to be a disruptive force, but the trick is to be a positive disruptive force. You don't want to swoop in and interfere in what is already happening on the ground. That's disempowering, and that is what I feel the medical mission model does in its pure essence. Their intentions are good, but the results are by nature episodic. When you train others like we do, you help them apply what you taught them and adapt it to their own unique circumstances. It's not on us to tell others what they need to learn. We provide our partners with a plethora of options, and that motivates them, makes them feel included, and helps connect every specialty — surgeons, anesthesiologists, nurses, nutritionists, orthodontists, speech providers, etc. — to the trainings that are right for them.

During the pandemic, we saw how important community healthcare workers are on the front lines of treatment, and over the last five years, we've established programs to train them, too. I think that has been utterly amazing, because why wouldn't you trust a community healthcare worker over a doctor you

don't know? So we've been working on training these paraprofessionals to assist in things like speech services so that if there's not a speech therapist in an area, our patients can still work with a trained professional. We collect data on these trainings, too, so that we know how effective they are and can adjust accordingly.



**You helped establish Smile Train's Research and Innovation Advisory Council (STRIAC). What work does this advisory council focus on and why is it important?**

Research is the mechanism through which we constantly raise the global standard of cleft care. And yet, many of our partners told us they do not have access to the resources to conduct research. So in 2021, Susie and the MAB asked me to start something new — an advisory council focused on research and innovation in the cleft space. It was an opportunity to sit down with Dr. Larry Hollier [professor of plastic surgery at Baylor College of Medicine, chair in plastic surgery at Texas Children's Hospital in Houston, and chair of the MAB]

and discuss how research underpins and informs the quality of cleft care. It was a difficult problem to tackle, and we felt a great sense of responsibility to see it through.

We met Dr. Felicity Mehendale [a plastic, reconstructive, and cleft surgeon who leads the Global Cleft Lip and Palate Research Programme at the University of Edinburgh] pretty early in the process, and that was life-changing. She helped us build STRIAC with the kind of diverse personalities and backgrounds we wanted. Right now, STRIAC is focused on questions of whether we are getting the right data and using it in the right way to inform how cleft care is delivered.

I can safely say that for every child seen by a Smile Train partner, so much care has gone into documenting their cleft treatment records, so much mindfulness.

And the same is true for our partners — we don't want to overburden them with data collection. The balance is constantly changing, and everybody on STRIAC is completely dedicated to getting it right.

### **How does your work affect partners and patients on the ground?**

My team and I manage the quality-review process for every surgery that our partners perform — that's usually more than 100,000 surgeries each year. The process we use is very granular, very technical, and time intensive — but it's so important. Of course, any process like this is subjective, which is why I'm excited that we're exploring how to use artificial intelligence to ensure that every surgery is objectively evaluated. That's something I am really excited about because it will give us a huge amount of information to share with our partners that even surgeons in the US don't get about their surgeries.

It keeps me motivated to know that Smile Train is always on the cutting edge, and that's an ethos that runs through every part of our organization. With every member of the STRIAC and with Susie, the primary focus has never been the numbers. It has always been about safety and the welfare of our patients. Research underpins everything that we do and it's essential to ensuring that our partners are always confident that they are providing the best care for their patients. That's always the number-one goal.

### **As an organization focused on a single issue, why does Smile Train matter to global health?**

Cleft care is a team effort. So when you have the nurses, the anesthesiologists, the surgeons, everybody training together and they have everything they need before surgery, during surgery, and after surgery, that's huge, and not just for the cleft surgeries that

we fund, but for all procedures happening at that hospital because the skills and the equipment are all transferrable.

I honestly believe that ours is the most brilliant global health model to date: building a medical infrastructure and training medical staff through the lens of cleft care.

I think COVID-19 offered the test case. Every hospital shut down to non-COVID patients, but who came back strongest? Our partners did. We're already above our pre-2019 surgical pace, and that's just astounding when you think about what a shock the pandemic was to hospitals and healthcare systems everywhere.

### **What is your vision for the future of R&I at Smile Train?**

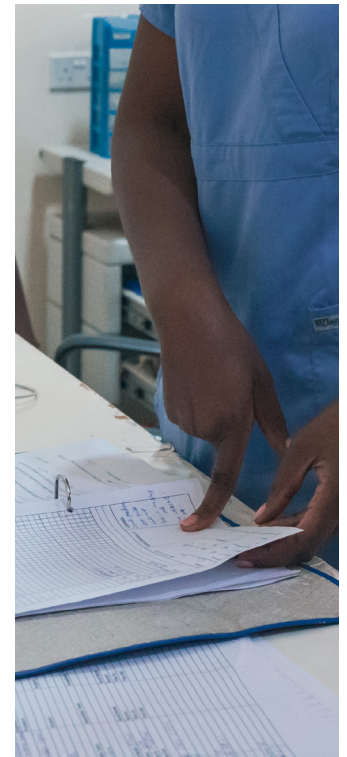
For the next three to five years, our focus is really going to be around stewarding our donor dollars into the best channels and investments possible. We're always asking ourselves what interventions are going to really make an impact so that we can then fine tune them and make them even better. My vision for research and innovation is that we continue to show the real impact of our partnership model around the world and ensure that each child receives safe, high-quality care.

### **What Smile Train achievement or innovation are you proudest of?**

I am proudest of STRIAC. I helped build that from scratch and it's already made a huge difference in such a short period of time.

### **What is your message to children with clefts around the world? Their parents?**

As a parent myself, my message to our patients' parents is to not be afraid and to have faith. You will be treated with kindness. To the children, it's that you are enough just the way you are.



# Consolidated Statement of Financial Position

As of June 30, 2022.

## ASSETS

Cash and cash equivalents	\$ 18,650,361
Investments - board-designated operating reserve	91,198,495
Investments - board-designated endowment fund	241,306,823
Investments - donor-designated endowment fund	4,147,921
Contributions receivable	1,953,792
Goodwill	1,401,253
Inventory	38,780
Prepaid expenses and other assets	3,300,522
Property and equipment, net	21,116,425
<b>Total assets</b>	<b>\$383,114,372</b>

## LIABILITIES AND NET ASSETS

### LIABILITIES

Grants and contracts payable	\$ 10,377,443
Accounts payable and accrued expenses	7,675,303
<b>Total liabilities</b>	<b>\$18,052,746</b>

### NET ASSETS

Board-designated operating reserve	91,198,495
Board-designated endowment fund	241,306,823
Undesignated	26,334,454
With donor restrictions	6,221,854
<b>Total Net assets</b>	<b>365,061,626</b>
<b>Total liabilities and net assets</b>	<b>\$ 383,114,372</b>

# Consolidated Statement of Activities

For the year ending June 30, 2022.

## SUPPORT AND REVENUE

Contributions	\$ 96,299,414
Contributions in-kind	61,673,070
Investment income (loss), net	(42,157,143)
Other income	209,849
Gain (loss) in currency transactions	(388,961)
<b>Total support and revenue</b>	<b>115,636,229</b>

## EXPENSES

### PROGRAM SERVICES:

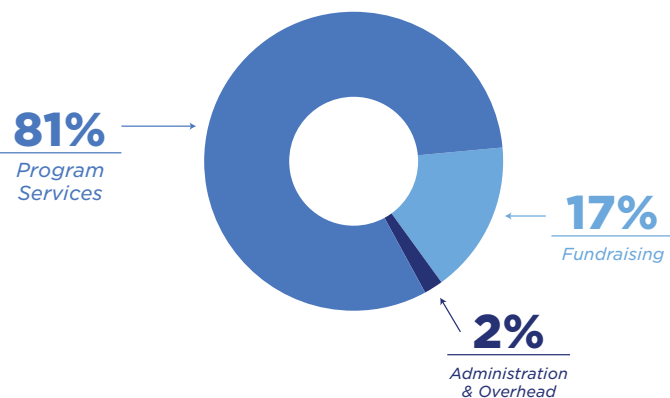
Treatment	119,077,578
Training	7,491,937
Public Education	16,937,986
<b>Total Program Services</b>	<b>143,507,501</b>

### SUPPORT SERVICES

Management and general	3,820,560
Fundraising	30,679,309
<b>Total expenses</b>	<b>178,007,370</b>

<b>Changes in Net Assets</b>	<b>(62,371,141)</b>
<b>Net assets, beginning of year</b>	<b>427,432,767</b>
<b>Net assets, end of year</b>	<b>\$ 365,061,626</b>

## HOW WE STEWARD YOUR GENEROUS DONATIONS





## Journey Ahead

Smile Train stands for cleft care that's always there. In a year of turmoil and uncertainty, our heroic local partners boldly made smiles and saved lives. More than 108,000 of them.

And they could do it only because you likewise showed up for them.

Thank you for choosing hope in 2022. Thank you for choosing to make miracles — and smiles — possible for children in need.

Thank you for once again helping us change the world one smile at a time.



Smile Train is a leader in efficiency, transparency, and impact. Smile Train is a 501(c)(3) nonprofit recognized by the IRS, and all donations to Smile Train are tax-deductible in accordance with IRS regulations.



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