



# Message from our CEO



Dear Friends,

At Smile Train, we are committed to helping children no one else will help in some of the poorest regions on earth. In Fiscal Year 2016 Smile Train continued to achieve the highest productivity of any cleft charity in the world:

- We celebrated all of our Smile Makers, our real-world superheroes giving children with clefts new smiles and the opportunity for new lives 365 days a year.
- We expanded our training and education programs throughout the world, including our first training in Bangladesh.
- We launched new local partner hospitals in Chad, Gambia, Liberia, Rwanda, Sierra Leone, Somaliland, and Zimbabwe.
- We cheered as we watched the world-famous Empire State Building illuminate in Smile Train's signature red and blue colors on Giving Tuesday, raising awareness and funds for children with clefts around the world.
- Total support and revenue for the year exceeded 144MM, and we raised more than 86M in fundraising contributions.
- 83% of our total expenses went to Programs Expenses.

The growth of our treatment programs proves the effectiveness of our unique strategy. By giving free training, free equipment and financial support, we empower local doctors to help parents in need change the fate of their child, and help local communities become self-sufficient and sustainable.

For our donors, Smile Train represents an opportunity to deal in the miraculous. By funding a single surgery that can cost as little as \$250, they can restore a child's face – and change their fate. They can do for these children what their impoverished parents cannot.

Of course, no matter how many children Smile Train helps, there are so many more who need us. With your support, we will continue to reach as many of them as we can.

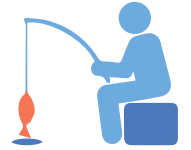
Nothing could be more human, or more lasting.

A handwritten signature in black ink that reads "Susannah Schaefer".

Susannah Schaefer  
Smile Train, CEO

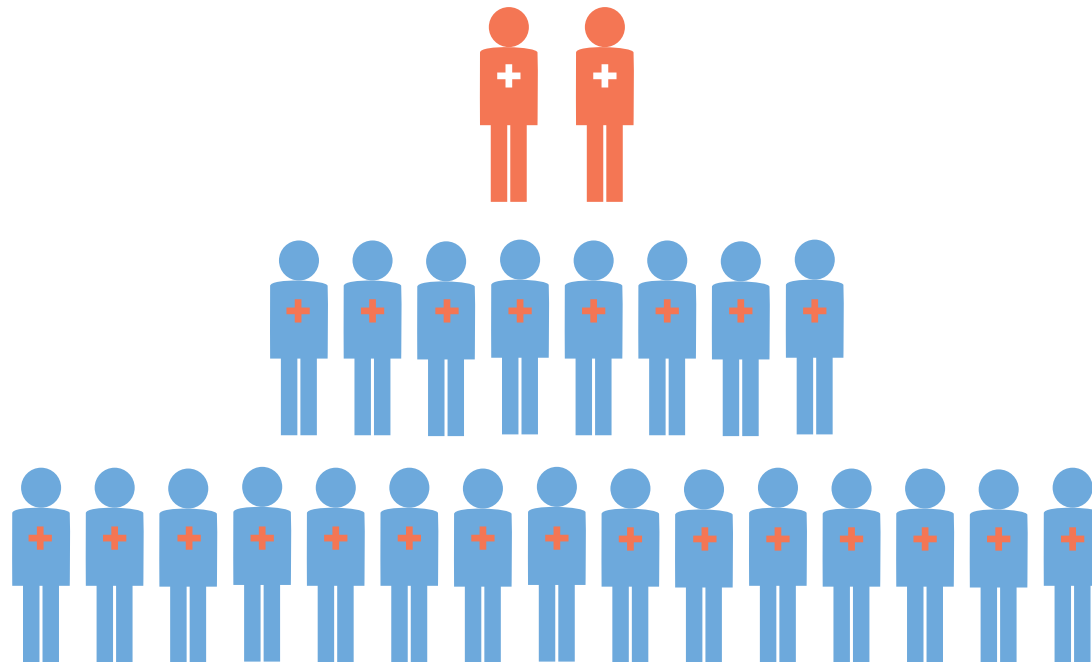
# The True Power of a Smile

Our Smile Train story is so simple, as it embraces the time-honored proverb: Give a man a fish and you feed him for a day. Teach a man to fish and you feed him for a lifetime.



Smile Train was the first cleft charity to pioneer this “teach a man to fish” approach. We help train local doctors and provide funding for equipment and financial aid so these partners can provide free cleft surgery and comprehensive cleft care every day. This is a safe, more efficient and sustainable way of providing quality cleft treatment for a fraction of what it would cost a mission group. Many Smile Train surgeons perform hundreds of cleft surgeries a year, and are there on the ground to provide continued follow-up care.

Our approach helps desperately poor communities become self-sufficient and sustainable for generations, while transforming those who are suffering needlessly into healthy children.



# MEET JHOANNA GALUT OUR 750,000<sup>TH</sup> SMILE

The first six years of Jhoanna Galut's life were similar to many other children living with untreated clefts in the developing world. Jhoanna was frequently ill because of her inability to eat and she was teased and tormented by other children. She avoided going to school, and sadly her large family was unable to afford cleft surgery for her on an income of \$2 a day.

But in March of 2012, Jhoanna's life changed forever when she received free cleft surgery and coincidentally became Smile Train's 750,000th new smile recipient.

Today, Jhoanna is a healthy and happy 9-year-old honor student. Jhoanna says that she used to be afraid to go to school because of bullying, but now, she loves school. She spends hours every day practicing reading and writing so that she can achieve her dream of being an elementary school teacher.

Jhoanna's mother Marilyn says that Jhoanna has changed a lot since her surgery. "She used to spend her days alone inside the house trying to avoid people, but now she is always outside playing with her sister and new friends."

Marilyn says that that the most drastic difference since Jhoanna's surgery is her increased confidence. "Her speech has improved dramatically and now she has the confidence to communicate in school and go out of the house and meet new friends. She combs her hair and looks at herself in the mirror more often because she likes herself more."

When Jhoanna met Percy Benedictos, the Executive Director of Smile Train partner hospital Philippine Band of Mercy, she said, "Thank you for everything — I used to be teased and no one would play with me but now my sister and friends say that I am beautiful inside and out."



**WE DON'T  
DO EVERYTHING.  
WE DO ONE THING.**

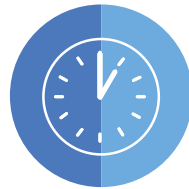


Unlike other children's charities that do a little of everything, Smile Train is laser-focused on one goal: to ensure that every child born with a cleft—anywhere in the world—has the opportunity to live a full and productive life. We are helping to relieve the suffering.

Smile Train sets the standards for cleft surgery and quality worldwide. Our Medical Advisory Boards establish the safety standards and protocols that every Smile Train partner hospital must meet. They review our surgeries, medical training and education programs to ensure we meet the absolute highest standards.

We work smart to make sure your money does the most good. Smile Train has pioneered new technology such as our Virtual Surgery Simulator, a speech therapy app, a digital patient database called Smile Train Express, and the world's largest virtual cleft library. Thousands of pages of invaluable cleft-related information can be accessed with one click.

# ONE GOAL. TO GIVE EVERY CHILD BORN WITH A CLEFT A BRIGHTER FUTURE.



**Every 5 Minutes**  
a Smile Train surgery helps a child in need



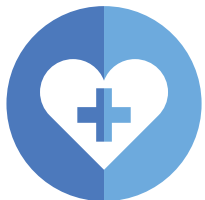
**1,000,000+**  
surgeries since 1999



**2,100+**  
partner surgeons



**1,100+**  
partner hospitals



**1,000+**  
free medical articles  
& publications we  
make available



**1,400+**  
supported medical  
conferences & trainings



**85+**  
countries where Smile Train  
has helped children



**1 Goal**  
to give every cleft child  
the chance to smile

# COMBINED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

For the year ending June 30, 2016

## Support and Revenue

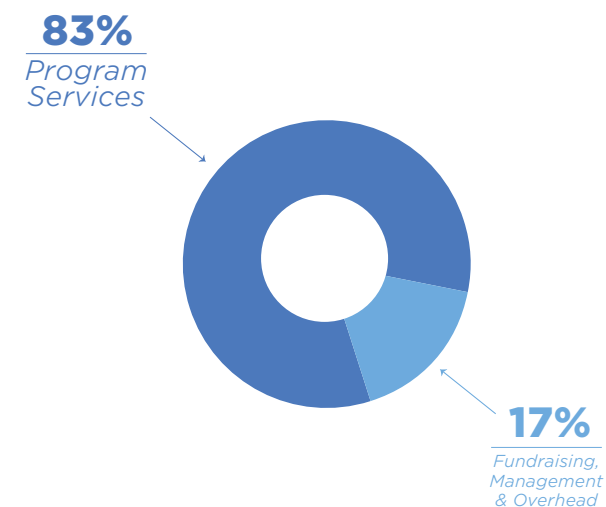
|                                  |                    |
|----------------------------------|--------------------|
| Contributions                    | \$86,651,082       |
| Contributions in-kind            | 63,463,514         |
| Investment loss, net             | (6,086,977)        |
| Other Income                     | 639,126            |
| <b>Total Support and Revenue</b> | <b>144,369,089</b> |

## Expenses

|                             |                    |
|-----------------------------|--------------------|
| Programs:                   |                    |
| Treatment/Training          | \$105,886,715      |
| Public Education            | 12,834,183         |
| Administration and Overhead | 2,124,721          |
| Fundraising                 | 22,626,740         |
| <b>Total Expenses</b>       | <b>143,472,359</b> |

|                                      |                      |
|--------------------------------------|----------------------|
| <b>Change in Net Assets</b>          | <b>896,730</b>       |
| <b>Net Assets, Beginning of Year</b> | <b>259,960,807</b>   |
| <b>Net Assets, End of Year</b>       | <b>\$260,857,537</b> |

## BREAKDOWN OF SMILE TRAIN SPENDING IN 2016



# COMBINED STATEMENT OF FINANCIAL POSITION

As of June 30, 2016

## Assets

|                                   |                    |
|-----------------------------------|--------------------|
| Cash and Cash Equivalents         | \$18,472,484       |
| Investments                       | 246,551,056        |
| Contributions Receivable, Net     | 1,049,642          |
| Prepaid Expenses and Other Assets | 1,115,551          |
| Furniture and Equipment, Net      | 935,874            |
| <b>Total Assets</b>               | <b>268,124,607</b> |

## Liabilities and Net Assets

### Liabilities

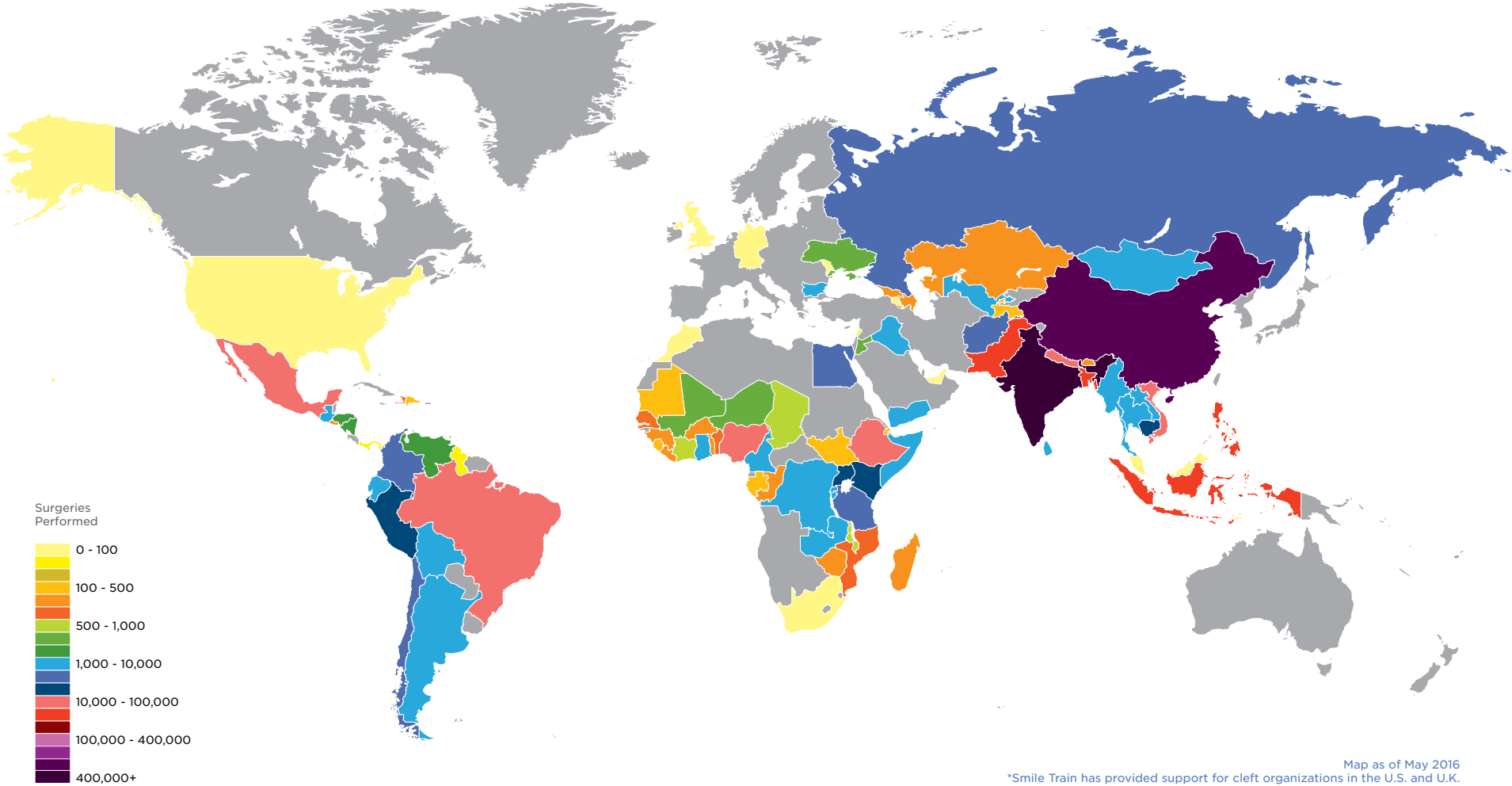
|                                       |                  |
|---------------------------------------|------------------|
| Grants and Contracts Payable          | \$3,536,464      |
| Accounts Payable and Accrued Expenses | 3,730,606        |
| <b>Total Liabilities</b>              | <b>7,267,070</b> |

### Net Assets

|   |                      |
|---|----------------------|
| Unrestricted                            | 260,246,940          |
| Temporarily Restricted                  | 610,597              |
| <b>Total Net Assets</b>                 | <b>260,857,537</b>   |
| <b>Total Liabilities and Net Assets</b> | <b>\$268,124,607</b> |



# SMILE TRAIN SHOWING THE WORLD THE TRUE POWER OF A SMILE AROUND THE GLOBE.



# OUR SUPPORTERS

## SMILE TRAIN BOARD OF DIRECTORS

**Charles B. Wang**  
*Founder & Chairman, Smile Train*

**Susannah Schaefer**  
*Executive Vice Chair & Chief Executive Officer, Smile Train*

**Robert T. Bell**  
*Executive Director, Charles B. Wang International Foundation*

**Michael J. Dowling**  
*President & Chief Executive Officer, Northwell Health*

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*Founder & Chief Executive Officer, Goren Media Group*

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**Roy E. Reichbach**  
*President and Chief Executive Officer, NeuLion, Inc.*

**Richard A. Ruderman**  
*President & CEO, Krieger Ruderman & Co., LLC*

## SMILE TRAIN MEDICAL ADVISORY BOARD

**Larry H. Hollier Jr., MD, FACS**  
*Chairman*

**Ian Jackson, MD, DSc(Hon)FRCS, FACS, FRACS(Hon)**  
*Chairman Emeritus*

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**Shi Bing, MD**

**Philip Kuo-Ting Chen, MD**

**Alvaro Figueroa, DDS, MS**

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**Ethylin Wang Jabs, MD**

**E. Heidi Jerome, MD**

**Randy Sherman, MD, FACS**

**Anthony Wolfe, MD**

## SMILE TRAIN SUPPORTERS

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**Grant + Angie Balfour**  
**John Bishop**  
**Christie Brinkley**  
**Quincy Brown**  
**Dan Bucatinsky**  
**Dean Cain**  
**Stephen Colbert**  
**Kevin Connolly**  
**Graham Elliot**

**Erik Estrada**  
**Lucy Hale**  
**Sammi Hanratty**  
**Tyler Henry**  
**Elizabeth Henstridge**  
**Rebecca Herbst**  
**Kylie Jenner**  
**Olivia Jordan**  
**Jane Kaczmarek**  
**The Late Dr. APJ**  
**Abdul Kalam**

**Howie Mandel**  
**Mary McCartney**  
**Reba McEntire**  
**Steven R. McQueen**  
**Nick Mercio**  
**Bette Midler**  
**Grace S. Msalame**  
**Taniya Nayak**  
**Jimmy Pardo**  
**General Colin Powell**

**Aishwarya Rai Bachchan**  
**Marian Rivera**  
**Julia Restoin Roitfeld**  
**Kelly Rutherford**  
**Gale + Ardythe Sayers**  
**Sammy Sheik**  
**Carly Simon**  
**Gregg Sulkin**  
**Hilary Swank**  
**Nick Symmonds**

**Kristen Taekman**  
**Lauren Thompson**  
**Karrueche Tran**  
**The Late Robin Williams**  
**Justin Williams**  
**Pia Wurtzbach**

# A SIMPLE \$250 SURGERY.

Cleft lip and/or palate can be helped with a simple surgery that can take as little as 45 minutes—one that is extremely safe and has been available for decades.

Moments after the surgery you see the results—the child looking in the mirror at a new face, the parents crying with joy, knowing their child's fate has been transformed.

The surgery can cost as little as \$250, paid for by the contributions of caring people like yourself who make the work of Smile Train possible.

To find out more, please visit [smiletrain.org](http://smiletrain.org).





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Smile Train Updates on:



This Annual Report is short, sweet and cheap!  
We much prefer to spend money on helping  
children than producing fancy annual reports.



Demonstrating our commitment to transparency, Smile Train is a GuideStar Platinum participant.

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. © 2017 Smile Train.