



**2017
ANNUAL REPORT**

Message from our CEO



Dear Friends,

At Smile Train, we are committed to helping children in need all over the world. In Fiscal Year 2017 Smile Train continued to advance our sustainable model of empowering local medical professionals to provide quality cleft care to those in need. Working together we:

- Celebrated all of our Smile Makers, our real-world superheroes giving children with clefts their forever smiles and the opportunity for new lives 365 days a year.
- Expanded our training and education programs focusing on comprehensive cleft care throughout the world, including first-time grants in Cameroon, Chile, Indonesia, Ghana, Guatemala, Kenya, Myanmar, Nigeria, the Philippines, Uganda, and Vietnam.
- Launched 65 new local partnerships, including one new country for Smile Train: Central African Republic.
- Experienced the Power of a Smile through our 360° *Smiles* virtual reality videos, showcasing the journeys of two special children from India on their way to receive cleft treatment.
- 84% of our total expenses went to Programs Expenses.

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

For our donors, Smile Train represents an opportunity to deal in the miraculous. By funding a single cleft 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.

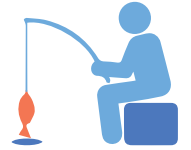
Nothing could be more human, or more lasting.

A handwritten signature in black ink that reads "Susannah Schaefer". The signature is fluid and cursive.

Susannah Schaefer
Smile Train, President & CEO

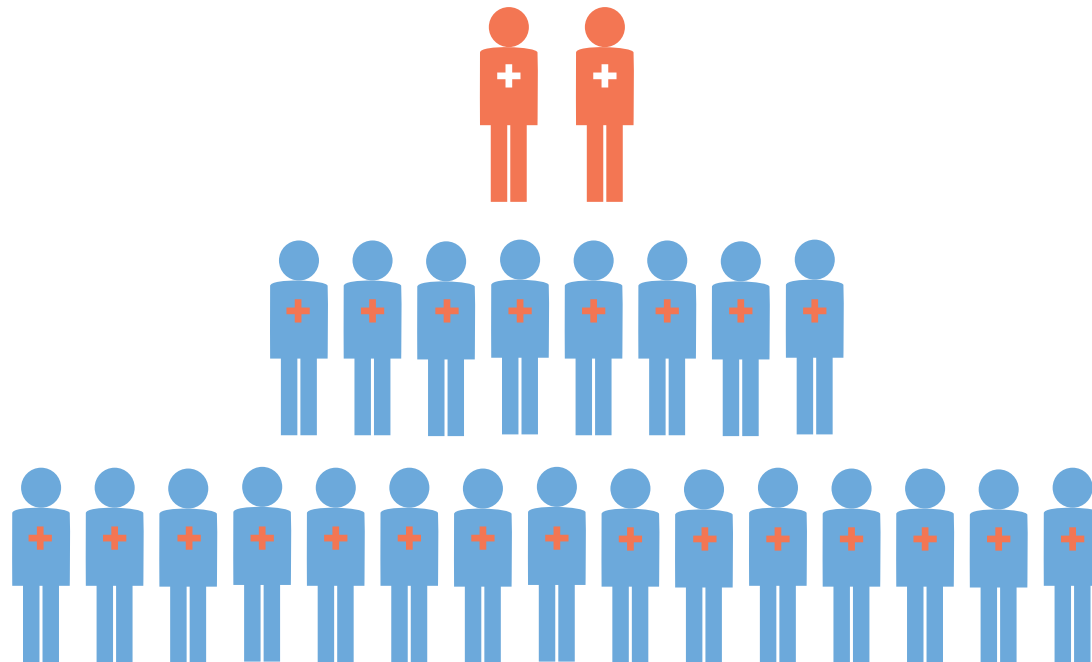
The True Power of a Smile

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 medical professionals 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 partner surgeons perform hundreds of cleft surgeries a year, and are there on the ground to provide continued follow-up care.

Our approach helps resource poor communities become self-sufficient and sustainable for generations, while transforming the lives of those who are suffering needlessly.



MEET NDINDA

Ndinda Kyalo was born in 2007 with a cleft lip in the village of Tala, Kenya. Many of the people living in this remote community incorrectly believed that her cleft lip was caused by HIV or even by a horrible curse. As a result, the entire Kyalo family was shunned and ignored.

When Ndinda was four years old, children in the village taunted her by calling her by the name “Kilema” – a derogatory term for someone with a disability. Despite the name-calling, Ndinda always had an unbreakable, happy disposition and smile – even when she found out that she would be kept back from school due to her family’s poor social standing.

The years of social isolation and bullying finally ended after Ndinda’s parents heard a radio ad about Smile Train sponsored cleft surgery at nearby Makueni District Hospital. At the hospital, they found out that Ndinda was a perfect candidate for free cleft surgery. Two weeks later, she returned home with a new smile.

Today, Ndinda is a happy and well-liked student at St. Mary’s Primary School. Ndinda’s teacher Mary says that Ndinda is now full of confidence and the other students are drawn toward her positive personality. She adds that whenever the children sing songs, Ndinda always has the loudest voice.

Thanks to a year of hard work and dedication from her and her teachers, Ndinda has caught up to the other students in her grade academically.

Ndinda’s indomitable spirit has won over her entire community. Now, any child born with a cleft in Tala will surely be met with acceptance and love thanks to the efforts of one brave girl.



**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.

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 programs, and education programs to ensure we meet the absolute highest standards.

We work efficiently to make sure your money does the most good. Smile Train has pioneered new technology such as our Virtual Surgery Simulator, our speech therapy apps, our digital patient database called Smile Train Express, our Virtual Reality patient journey experience, 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 cleft surgery helps a child in need



1,000,000+
cleft surgeries since 1999



2,100+
medical professionals



1,100+
partner hospitals



1,500+
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, 2017

Support and Revenue

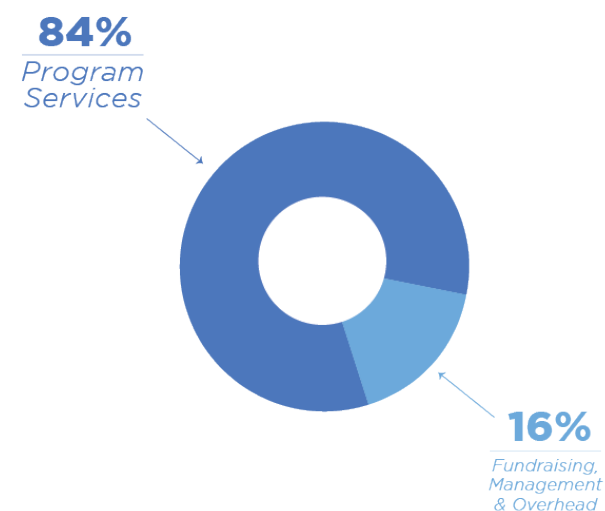
Contributions	\$89,668,996
Contributions in-kind	76,411,550
Investment income, net	25,801,189
Other Income	4,065,782
Total Support and Revenue	195,947,517

Expenses

Programs:	
Treatment/Training	\$111,465,481
Public Education	21,884,671
Administration and Overhead	2,091,677
Fundraising	23,296,726
Total Expenses	158,738,555

Change in Net Assets	37,208,962
Net Assets, Beginning of Year	260,857,537
Net Assets, End of Year	\$298,066,499

BREAKDOWN OF SMILE TRAIN SPENDING IN 2017



COMBINED STATEMENT OF FINANCIAL POSITION

As of June 30, 2017

Assets

Cash and Cash Equivalents	\$9,879,067
Investments	275,739,064
Contributions Receivable, Net	1,103,267
Prepaid Expenses and Other Assets	1,870,415
Property and Equipment, Net	17,174,239
Total Assets	305,766,052

Liabilities and Net Assets

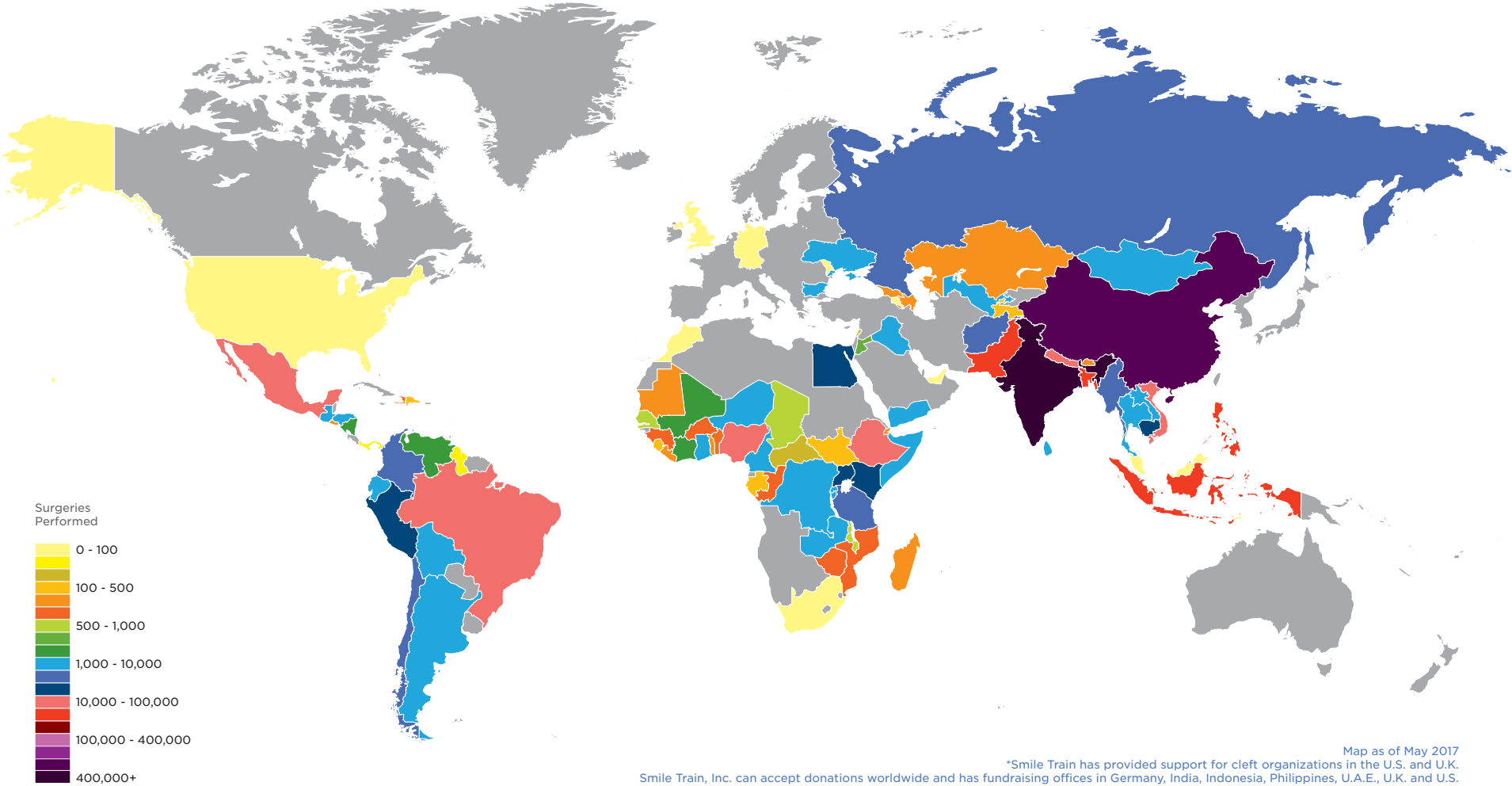
Liabilities

Grants and Contracts Payable	\$4,345,877
Accounts Payable and Accrued Expenses	3,353,676
Total Liabilities	7,699,553

Net Assets

Unrestricted	297,445,807
Temporarily Restricted	620,692
Total Net Assets	298,066,499
Total Liabilities and Net Assets	\$305,766,052

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



OUR SUPPORTERS

SMILE TRAIN BOARD OF DIRECTORS

Charles B. Wang
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Susannah Schaefer
Executive Vice Chair, President & Chief Executive Officer, Smile Train

Robert T. Bell
Finance Chair, Charles B. Wang Community Health Center, Inc.

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

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Ian Jackson, MD, DSc(Hon)FRCS, FACS, FRACS(Hon)
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Ethylin Wang Jabs, MD

E. Heidi Jerome, MD

Randy Sherman, MD, FACS

S. Anthony Wolfe, MD

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Dean Cain
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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

THE JOURNEY AHEAD



As we look forward, we know there is much more to be done in helping ensure all children with clefts receive proper treatment and have the opportunity to live healthy, productive lives.

We will continue empowering our local medical partners to help children in their own communities.

We will continue growing essential comprehensive cleft care programs, so that every child – no matter where they are born – has access to safe care.

We will continue expanding our awareness and outreach efforts to help children in even the most remote areas of the world.

And we will continue working together to help change the world one smile at a time.



SmileTrain

Changing the World One Smile at a Time

633 Third Ave, 9TH Fl
New York, NY 10017
info@smiletrain.org
800.932.9541
smiletrain.org

Smile Train Updates on:



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. © 2018 Smile Train.