

Partnering for Lasting Results

2013 Annual Report



eastmeetswest

...

Helping the world's most disadvantaged people move from survival to potential.



Dear Friends,

We are excited to share East Meets West's 2013 Annual Report with you, our friends and supporters, and to **feature some of the extraordinary partners** that enable us to expand the scale and scope of our work helping the world's poorest people achieve lasting improvements in their lives and communities.

For 26 years, partnerships have invigorated East Meets West's work in clean water and sanitation, health, and education. In 2013, organizations that share our vision and goals contributed resources, local knowledge, and technical expertise to enhance our impact: latrine construction that **improved sanitation for 162,000 residents** of rural Vietnam and Cambodia; medical equipment and training that enabled hospitals in eight countries to **treat an estimated 55,000 newborns**; and scholarships that **made high school graduation a reality for over 8,000 at-risk students**.

Last year, a particularly strong and long-lasting partnership—between East Meets West and clean water organization Blue Planet Network—became permanent when our two organizations merged. As a division of East Meets West, Blue Planet Network retained its highly regarded brand and continues to provide its unique technology platform to serve a global community of 100+ leading organizations **empowering 1.5 million people in 26 countries with safe drinking water and sanitation**.

Blue Planet Network's strengths in collaboration, monitoring and analysis complement East Meets West's field-based implementation expertise in clean water and sanitation, health, and education. The merger also benefits from an excellent fit in core values like innovation, knowledge sharing, and holistic approaches that create lasting change for the world's most disadvantaged people.

Speaking of partnerships, let us take this opportunity to applaud you—**the supporters who make our work possible and are truly partners in everything we do**. We pledge to make the most of the resources you provide: to implement bold approaches, assess results honestly, learn from our missteps, leverage our successes, and keep working for a world where all can access good health, clean water, and an education that provides a significant step up in life.

Thank you for your support.



John Anner
President



Lisa Nash
Executive Director, Blue Planet Network
Chief Marketing Officer, East Meets West



Creating Lasting Impact for 26 Years

Lasting change for individuals and communities starts with improvements in health, education, and water and sanitation. East Meets West is committed to addressing the fundamental drivers of poverty across these three key sectors to help the world's most disadvantaged people create lasting change in their own lives. We ensure the effectiveness and sustainability of our Global Health, Water & Sanitation, and Education programs by **pioneering creative financing methods**, partnering with **local organizations and social enterprises**, and conducting **rigorous monitoring and evaluation** to improve future program design.



EMW's health programs provide access to healthcare for children with unmet needs in low-resource settings. **Breath of Life** supports newborn health by supplying medical equipment and training to hospitals. **Operation Healthy Heart** promotes early identification and treatment of cardiac defects in children at the community level. The **Dental Program** uses a social enterprise model to support free dental treatment for children.

494,000 children get a healthy start



Global
Health

EMW works with communities to provide lasting clean water and improved sanitation. **Clean water systems** pipe water directly to homes and **solar-powered systems** deliver water to schools. **Community Hygiene & Sanitation** supports latrine construction and improved sanitation via innovative financing, incentives and education. **Blue Planet Network** connects funders, implementing organizations, the public and communities in need to improve the planning, selection, management and monitoring of water and sanitation programs.

1,720,000 people have better lives



Water
&
Sanitation

EMW education programs range from **Early Childhood Education** to scholarships that help disadvantaged students improve their life prospects. Our **SPELL Scholarship** program pioneered the use of results-based financing in education to support students through high school graduation. **SPELL Goes to College** gives high achievers four-year scholarships to attend university. The **Village of Hope** provides shelter, education and nurturing for disadvantaged children.

72,000 scholarships for brighter futures



Education

Partnering to Treat Sick Newborns: MTTs



316,000 newborns
have received treatment
through MTTs devices

“Medical Technology Transfer and Services (MTTS) designs and manufactures durable, easy-to-use medical devices to treat newborns with jaundice and respiratory distress. As a social enterprise, we value our unique partnership with EMW. They provide our machines to hospitals that really need them, plus maintenance and training to ensure effective use.”

- Gregory Dajer, Chief Operating Officer, MTTs

Partnering to Finance Improved Sanitation: KIVA



410 households
empowered to build
toilets by Kiva loans

“Through East Meets West, we facilitate loans to families in rural Vietnam who can’t access financing to build a hygienic latrine. Kiva lenders can really leverage their impact, because a toilet has such a positive effect on a family’s health. Looking to extend our reach beyond microfinance institutions, we chose EMW because it is committed to client-centric services that truly change poor people’s lives for the better.”

- Premal Shah, President and Co-Founder, Kiva

Partnering to Enrich Early Education: DSWD



3,700 preschoolers
get a better education
thanks to DSWD

“The Philippines Department of Social Welfare and Development (DSWD) is excited to partner with East Meets West because we share a vision of a society where the poor and disadvantaged are empowered for an improved quality of life. EMW’s Early Childhood Education teacher training and classroom supplies give vulnerable children a chance for a great start in life.”

- Glenda Derla, Child Welfare Specialist, DSWD-National Capital Region

Partnering to Ensure Clean Water: SABORE'S WELL



200 households have clean water that lasts through Sabore's Well

“To improve the health and well-being of the women in my community in Kenya, we’re working to create a lasting source of clean water. Partnering with Blue Planet Network has helped us tremendously on our project. Members share advice on planning, implementation, and challenges that arise. Sabore’s Well is a dream and it’s coming true.”

- Sabore Ole Oyie, Co-Founding Partner

Financials

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS OF DECEMBER 31, 2013

ASSETS	
Cash and cash equivalents	\$6,023,448
Grants receivable, net	5,900,137
Investments at fair value	1,997,954
Loans receivable, net	241,179
Advance to micro-lending partner	69,731
Other assets	100,944
Property and equipment, net	22,185
Total Assets	\$14,355,578
LIABILITIES AND NET ASSETS	
LIABILITIES	
Accounts payable & accrued expenses	\$1,345,328
Accrued payroll & other benefits	268,776
Deferred revenue	1,561,862
Notes payable	38,889
Total Liabilities	\$3,214,855
NET ASSETS	
Unrestricted net assets	\$3,422,716
Temporarily restricted net assets	7,718,007
Total Net Assets	\$11,140,723
Total Liabilities and Net Assets	\$14,355,578

CONSOLIDATED OPERATING RESULTS

FOR THE YEAR ENDED DECEMBER 31, 2013

SUPPORT & REVENUE	
Water & Sanitation	\$4,820,739
Global Health	3,624,258
Education	2,907,401
Hospital Construction	10,562,320
Unrestricted	769,343
Total Support & Revenue	22,684,061
EXPENSES	
PROGRAM SERVICES	
Water & Sanitation	\$2,296,065
Global Health	2,168,320
Education	2,342,052
Hospital Construction	7,091,245
Total Program Services	\$13,897,682
SUPPORT	
Management & General	\$1,171,037
Fundraising	695,969
Total Support	\$1,867,006
Total Expenses	\$15,764,688
Revenue in Excess of Expenses	\$6,919,373

*"Restricted" funds are designated for specific programs or projects.
"Unrestricted" funds can be used for any purpose.*

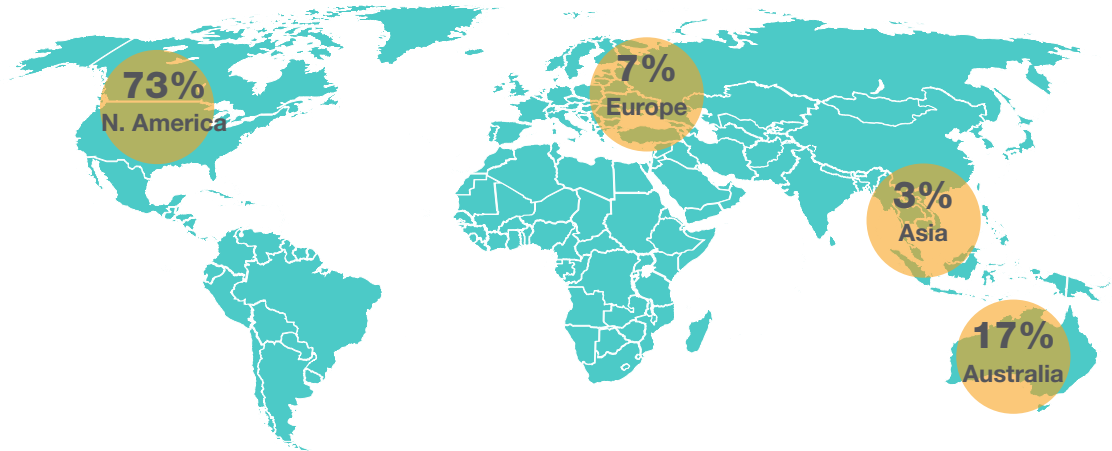
Financials

\$13.9 Million

Total Invested in 2013



SOURCES OF REVENUE BY REGION

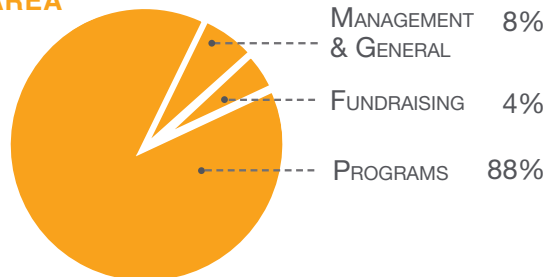


OUR FINANCIAL HEALTH

East Meets West has had the highest possible audit results — an “Unmodified Opinion” — every year since 2003.



EXPENDITURES BY FUNCTIONAL AREA



REVENUE SOURCES



Blue Planet Network Members

Funders, Implementing Organizations and Researchers

1001 fontaines	Crabgrass	Human Needs Project	Sabore's Well
A Single Drop for Safe Water, Inc.	d.o.b foundation	Humana People to People India	Safer Future Youth Development Project
A Spring of Hope	Daemen College	Indians for Collective Action	The Samburu Project
Aa Foundation for Community Development	Daily Acts	INREM Foundation	Schools for Water
Africa Ahead	Dept. of Environment and Water Management	International Lifeline Fund	Shohratgarh Environmental Society
African Empowerment Project	Anugrah Narayan College	Kairos	Sir Dorabji Tata Trust and Allied Trusts
African Indigenous Women's Organization	Drink Local. Drink Tap.	Lifewater International	Sir Ratan Tata Trust
Agua Para La Salud	Drop in the Bucket	Manna Energy Limited	SNS Foundation
Agua Para La Vida	Each One Teach One	Melghat Mitra	Tanzania Mission to the Poor and Disabled
Akash Ganga Trust (Rain Centre)	Earth Voyage	May and Stanley Smith Charitable Trust	Team Blue
Andheri Hilfe	East Meets West	Mukono Women's AIDS Task Force	Tei Wa Wo
ANEPO	Ekoventure	Neer Jaal	Together Association for Development and Environment
ANTODAYA	El Porvenir	Norwegian Church Aid	Uganda Community Based Association for Women & Child Welfare
Aqua Clara International	Esperança	Nyaka AIDS Orphans Project	Utthan
Arghyam	ESTAMOS	OCEAN Foundation	VMWare
Bank-On-Rain	Etta Projects	Oywa 'A' Solar Support Group	Water for People
Barefoot College	FARM-Africa	Pacific Environment	Water for the Americas
Blue Heart Charity	FARM-Africa	Pacific Institute	Water for Waslala
Blue Planet Network	Global Water	Palmyra	WaterAid
Boda Boda Initiatives	Global Women's Water Initiative	PCI	WaterCan/EauVive
CARE	Gram Vikas	PhotoPhilanthropy	Watershed Organization Trust
charity: water	Gram Vikas Mandal, Dethali	Power Positive	The West Foundation
Coastal Salinity Prevention Cell	GRAVIS	Project Well	Women Initiative for Sustainable Environment
Common River	Green Empowerment	Protos	Women's Earth Alliance
Community Water Center	Greenovation Hub	Pure Water for the World	
Comprehensive Rural Health Project	GRET	Rainbows4Children	
	Groundwater Abstractions in Kenya Outreach	Rainwater Club	
	Himmothan Pariyojana	Rotary District 5450	

Donors

\$100,000 & above

Organizations

Amici Della Neonatologia Trentina
Aqua for All
Australian Department of Foreign Affairs & Trade
Bill & Melinda Gates Foundation
Cisco Foundation
Conrad N. Hilton Foundation
Duke University
Institut Europeen de Cooperation et de Developpement
The Lemelson Foundation
Marin Community Foundation
May and Stanley Smith Charitable Trust
Orr Family Foundation
Ronald McDonald House Charities
The World Bank

Individuals

Neil Barsky & Joan Davidson
Eric Hemel & Barbara Morgen
Gil & Barbara Kemp

\$25,000-\$99,000

Organizations

Grundfos Holding A/S
Kwyjibo Charitable Foundation
Network for Good
Nu Skin
Passerelles Numeriques
Qualcomm, Inc.
S.L. Gimbel Foundation
Silicon Valley Social Venture Fund
Smart Tulip Foundation
University of Technology, Sydney
Vietnam Education Society
VNHelp

Individuals

Jack & Rose-Marie Anderson
Jerome & Nancy Falk
John & Tina Keker
George Miller & Janet McKinley
Satya Tiwari

\$10,000-24,999

Organizations

Alliance for Global Good
Combined Federal Campaign
Diageo Vietnam
The Divination Fund
Fridolin Charitable Trust
Friends of the Vinh Son Montagnard Catholic Orphanage
GE Healthcare
Goldman-Sonnenfeldt Foundation
Henry E. Niles Foundation
Joyce & Irving Goldman Family Foundation
Kaiser Permanente Foundation
MTTS
Shinoda Junko Femin Group
Silicon Valley Bank
Stanford University
The West Foundation

Individuals

Agnes Alikpala
Deren Baker & Amy Cole
Lawrence Dong & Kim Anh Le
Carolyn Ghazal
Charles Gilreath

Paul Huddleston & Dori Boudreau
Frederick Khedouri & Sarah Glazer
Noah & Angela Knauf
Owen Lamont
Consuelo McHugh
Paul O'Brien
Paolo Perini
Dan & Paula Reingold
Peter Singer & Marjorie Kagawa-Singer
Elise Wen & Carles Poles-Mielgo

\$1,000-\$9,999

Organizations

Akzo Nobel Coatings
Ann Arbor Area Community Foundation
G.L.O.W Fund
Arntz Family Foundation
The Bowman Family Foundation
British Embassy - Hanoi
Chagrin Valley Rotary Foundation
Citibank, N.A.
Consuelo Foundation
The DeLisi Family Foundation
DLA Piper
Education For Development

Donors

Effy Recruitment
Forbes
Franklin Weinberg Fund
Fred Gellert Family Foundation
The Greenwood Company
Hanoi Hash House Harriers
Health Research for Action
International Children Assistance Network
The Jao Foundation
Keon Family Fund
Kurt Forrest Foundation
Lawrence Weissberg Foundation
Lodestar-Sea Change Fund
Los Altos Community Foundation
Lululemon
Magnolia Plantation Foundation
M. Therese Hjelm Donor Fund
Osprey Packs
Piedmont Community Church
Radhika & Ambarish Malpani Foundation, Inc.
Robert and Barre Stoll Fund
Rockefeller Philanthropy Advisors
Rotary Club of the Valley of the Moon, CA
Rotary of Novato
Roy J. Molinari Trust

Ruth and William Merkey Foundation
Splash Publications on behalf of Suze Orman
Tabacco Schmidt Charity Trust
Talisman Co., Ltd.
Triskeles Foundation
United Nations Development Programme
Veterans Elementary
The World Bank Community Connections Fund

Individuals

Elizabeth Abbott
Jurgen Albrecht
Lill Anderson
Gaston Arnolda
Michael & Margherite Baldwin
Brantly Baynes
Steve & Darline Bellumori
Jeff & Annie Bernard
Jane Bernstein & Robert Ellis
Michael Bernstein
Michael Blumstein
Peter & Alice Broner
William & Debby Brown
William Bucholtz
Pauline Camacho

Mary Case
David Cassidy
Lien & Martin Cibulka
Leonora Brewer Clow
Ken Coates & Carin Holroyd
Noga Confino
Montana Conley
Mary Jo & Rob Cook
Janet Cornell
Mary & Mike Danko
Paul & Gina Dempsey
James Dietzenbach
Rudi Dundas
Chelsey Ingenito Fields & Ian Fields
Gary & Kristin Friedman
Jon Goulden & Kwok Lau
Stephen Gunther & Linda Essakow
Ann Haeckl
Thomas Halbach
Amanda Hamilton & Tim Hemmeter
Robert & Jennifer Hamilton
Michael Hannan
Nathan & Amanda Hartshorne
Linda & David Headrick
Blaine Honda
Michael Horowitz

Kathy & Brad Jackson
Barbara Kafka
Ragui Kamel
Daniel Kaplan & Kay Richman
G. Knight & Pamela Knight
Daniel Knox
Tina Kwok
Luis & Lee Lainer
Susan Libitzky
Genette & Bruce Lieb
Tom Lockard & Alix Marduel
Jimmy Low
William Lyons
Barbara Madden
Sven Mader
Carrie Eglinton Manner
Rusty Mather
Jorge Mestman
Ellen Miller-Wachtel & Alan Wachtel
Susan Negrin
Jeffrey Newman & Mary Montella
Jesse Newmark
Alexander Nguyen
Linnea Nilasson
David & Patti Patton
Richard Peers & Allison Butler
Trung Phan & Carolyn Hill

Donors

Georgia & William Pollak
Michael Rabin
Peter Raisbeck
Sue & David Razor
Charles Rice
Robert Riordan & Spring Hill
Karim Rushdy
& Rebecca Jo-Rushdy
Fernando Salazar
John Sanger
George Savitsky
Kevin Schoeler
Diane Sherman
Emily & Ned Sherwood
Paul Skoch
Keith Soukkala
Doralee Stancil
Steven & Mary Swig
Joe & Carolyn Swindlehurst
Stephen Taylor
& Lori Sarkisian Taylor
Phong & Kieu Tien
Kimberly & Jeremy Troggio
Thomas Walczyk
Townsend Walker & Beverly Mills
David Weinstock & Rose Gavin
Matt Werner
Carlos Wheatley

Up to \$1,000

Organizations

Anthony and Jeanne Pritzker Family Foundation
Casa De Angeles Foundation
Cordingley Family Foundation
Dartmouth Middle School
Girl Scouts of NE Ohio
Google Matching Gifts Program
Hope for Music for Children Foundation
Jewish Community Federation
Kaiser Permanente
Laurel School
Microsoft Matching
Penelope Wong & Tim Kochis Charitable Foundation
Peninsula Heritage School

Individuals

Stephen Abel
Judith Abeles
Allan & Helga Abramson
Akemi Adams
Binayak Adhikari
Gerald & Corinne Adler
Caitlin M. Agnew
Ross Ainger

Reem Al Saadi
Hesham Alaoud
Paul Albergo
Kuzey Alkan Serdar
Charles Alte
Andreas Altmann
Linda & Robert Ambrose
Dick & Heather Ames
Paul Amundson
Angela Andersen
Cynthia Anderson
John & Rosemarie Anner
Joan Anway
Laura & Perry Apelbaum
April & Chris Arisian
Kenneth A. Arnold
Felicia Aron
Todd Aronoff
Vera Aronson
Sandra Atwood
Teodora Avdjieva
David Axelrad & Liza Bercovici
James Axon
Jerald & Virginia Bachman
Eric Bacus
Hynek Bakstein
Judy Balint

Ellen Balk
Karen Bals
Joe Balsamo
Scott Bankert
Lindsey Bard
Melanie Barnes
Jaclyn Barrera
Patricia Barry
Elena & Dean Barton
Sabine Batz
Susan Baumann
Gaylen K. Baxter
Michael & Kathleen Begley
Andrea Benoit
Sarah & Tyler Bensinger
Rick Berkman & Toni Seidl
Arnoud Berkman
Shari Bernstein & Daniel Newman
Michel Bernstein
Ron & Gailmarie Berquist
David Berting
Stephan Beyer
Jiten B. Bhatt
Akhil Bhiwal
Nancy Bilotta
Anne Bisagno
Lawrence & Deborah Blank

Donors

Karen Blodgett

Gail Bloom

Lily Bobek

Thomas Bochenek

Ron Boling

Ray & Verena Borton

Rebecca Boulton

John Brady

Meret Brandner

Lewis & Miriam Braverman

Lauren Brenner

Thomas B. Brewer

Thomas Bridges

Joseph & Judith Brill

Amie Brooke Nelson

James & Carol Brosnahan

Colin Brown

Peter Bryla

Peter Bryla

Debbie S. Buchwald

James D. Bui

Brina Bunt

IV Buntheoun

George Burch

Jessica Burg & Rob Chambliss

Lourdes Burke

Brandi Burke-Hicks

Gary Burkholder

Mary & Robert Burns

Lee Burton & Roberta Shaw-Reeves

Diana Busek

Saskia Butin

Jill & Don Calvert

Davide Cantarella

Chau V. Cao

Donald & Sondra Caplin

Shanna Carlile

Marcia Carpentier

Alan H. Carpien

Houston Carr

Michael Casotti

Tiffany Chan

Pamela Chan

Edythe Chan

Jenny Chandler

Thomas Chao

Vernon Chaplin

Somya Chauhan

Karen Cheng

Erika Chester

Meng Yean Chin

Jacqueline Chin

Harriet Chino

Christopher Chino

Kenneth Chow

Francois G. Christen

Larry Christenson

David Christof

Dagmar Christofova

KL Christopher

Wei Chang Chung

Garner Chung

Ferd Claassen

Arthur & Stephanie Clancy

Lisa Clarke

Sheryl Cohen

Susan Colb

Betsy Collard

Terry A. Collington

Marcel & Cynda Collins Arsenault

Susan & Jim Colwell

Mary Ann Combs

Elizabeth Conger

Brendan Connor

Chet Cooper

Janet Cornell

Ken & Kathie Corsello

Alex & Kathleen Cortlund

Paul Costello

Sue Counselman

Sue Counselman

Michael Covey & Linda Gore

Paul Cox & Margo Schueler

Janet Crate

Stephen Craxton

Donna Rae Crill

Keesler Cronin

Elaine Cummings

Mark Cunningham

John & Frances Curley

David Curran

James Curtin

Jamie Curtner

Desislava Dabevski

Diletta Dang

Cynthia & Ross Datz Reese

Mark & Louis Dauner

Charles Davenport & Thea Mozingo

Didier Davy

Helen DeAvila

Juliet deButts

Amy DeCew

Albin Deforges

Bernard James Denore

Krista DeSimoni

Elenita deVera

Jeffrey DeWeese

Arthur & Rebecca D'Harlingue

Donors

Kevin Dickens
Lindsey Dickinson
Tiffany Diem
Sedge & Karen Dienst
Bruce & Bernice Dinner
Charles DiSogra & Susan Duffey
L. Q. Dixon
Paul Doehring
Kathryn Doehring
Noreen E. Doloughy
Robert J. Donovan
Lydia Dorothy
Bob & Diane Douglass
Joline Downey
Owen Downs
John & Lois Dreelan
Nancy Duarte
Pierre Duboc
Elizabeth & Howard Dunaier
Frances Dunwell & Wesley Natzle
Duc Tam Duong
Carol Eckert
Florence Eder
Anne Edwards
Elnora Eglan
Laurie Egre
Michael El Khoury

Gareth Elias
Erlinda Ellacer
Sha K. Em
Calvin & Alice Eng
Biane Engelhardt
Cindy Enriquez
Bee Epstein-Shepherd
Amy Espenmiller
Kathleen Espino
Alex Espinoza
Scott Esterly
Katherine Falk
Weijin Fam
Troy Farwell
Robert J. Fassbender
Alexander Feldman
Mark Fenster
Brian Ferrall
Kathy Filatreau
Jennifer Fisher
Ryan Flanders
April Flowers
Ethan & Sari Fogel
Laurie Ford
David Form
James Forster
Lawrence & Elizabeth Forte

Frances Foster
Evan Fowler
Gary & Carol Fradkin
Helen France
Mark Frankel
Mark Frappier
Linda J. Fredericks
Nelson Freeman
Diane Fries
James Fung
Harshawardhan Gadgil
Peter W. Galbraith
Frederick R. Galloway
Pamela Galloway
Brian Gardiner
Dick & Kathy Gariepy
Sigmund & Carol Gast
Linda Gealy
Robert Geisler
Devika Ghai
Youssef Ghobara
George Gibson
Kelda & Duane Giles
Myles Gillespie
George Gillis
Amy Ginensky & Andrew Rogoff
Just Give

Joseph A. Goenaga
Elaine R. Goldman
Kathryn & Marvin Goldsmith
Jackie Goneconti
Cheryl Goossen
Richard Gordon
Natalie Goss
Alana Graham
Dana Gramprie
Michael Graves
Leon Gray
Regina Gray
Howard & Denise Greenfield
Jerome Griego
Leslie Grimes
Wendy Gringerg
Lucas Gripon
Astrid Gronwold
Nick Gruden
Brian & Lynn Gunney
Ron Gunzburger
Lucinda Guthrie
Kathleen Guy
Christa Gyori
Dorothy H Simmons
Klaus Hägele
Patrick Hagins

Donors

George Hahm

Steven Hailey

Luc Hale

Carolyn Handelin

Randolph Hankamer

Julie Hanna

Amy & Thomas Hanrahan

Peter Haresnape

Robert Harmon

Martin & Sheila Harriman

Sean Harrington

Dan Hartshorn

Keith Hartung

Stephen Harvey

Richard M. Hastie

Martin Havlicek

Cheryl Hawkins

Dan & Van Haynes

Martha Head

Virginia Head

Zarah-Marie Healy

Mary Alice Heaney

Russell Heath

Bernhard Heck

Joseph & Alicia Heil

Nancy Heinen

Agnes Hellebrandt

Pat Hellman

Ted & Stefanie Hellman

Julia Hellman

Ray E. Henderson

Marie-Isabelle Henderson

Sandra Henschell

Jack Henshall

Lowell Herbrandson

Jose Herrera

David I. Herschfeld

Jerome & Fleurette Hershman

Ellen Hertzmark

Christopher Hest

Richard V. Heuvel

Kenneth Hignight

Eileen & Ward Hinds

Josef Hlavacek

Nhi T. Ho

Daniel Ho

Tung N. Hoang

Avery Hochhalter

Martinus W. Hoeksema

Cory Hoffman

Jeffrey Hoffmeyer

Suzanne & Larre Hoke

Sandee Holleb

Lynn Hollis

Joanne Hom

Louise Hooper

Kim Hor

Poppy E. Horne

Richard & Rebecca Horner

Richard A. Horvitz

Matthew Houtsma

James & Judy Hower

Pavla Hroudova

William Hsu

Yolin I. Huang

Joshua Humbert

Katrina Hunter

Bryan Hunter

David C. Hurwitz

Peter Hutcher & Theresa Correia

Velma Hutton

Hue Lieu Huynh

Susan Hyatt

Andrew Imperiale

Square Inc.

Christine L. Ingle

Suzanne Inzerillo

Shayeste Irani

Linda Ivanov

Jack & Harriet Izower

Torr Jacobsen

Denee Janda

Karm Jandoo

Michael Janover

Marilyn Jaquish

Karolina Jasinska

Megan Jennings

Mark L. Jeschke

Matthew Jeschke

Krystal L. Jing

Rachel Jolly

Bettie J. Jones

Pamela Jones

Kurt Jude

Nessa Julian

Michal Kabatek

Edward Kadletz

Erika Kambs

Karen Kanan Correa

Martin Kanselbaum

Panayiotis Karavellas

Wendy Kastner

Manoharbabu Katuri

Mollie Kavanagh

Lindsay Kawecki

Jared Kaye

Christopher Kearney & Heather Young

Raymond C. Keeling

Donors

Stewart Kemp
Anthony Khassal
Mackenzie King
Jewel Kipapa
Allen & Ashley Kirkwood
Samantha Kissin
Mikhail Kitsis
Molly Klee
Roderick Klein
Tami Klempke
Mark Klempner
Silke M. Knebel
Kelly Koch
Linda Koffman
Veronica Kogler
Cindy Kohut
Michelle Koo
Amy Kotch
Emma Kramer
Petr Kratochvil
Deborah Kroll
Naveen Kumar
Matt Kursh
Matthew Kursh
Deanna Kursh
Cal & Jane Kurtzman
Alvin S. Kwan

James Kyle
Bill Laine
Klara Lakoma
Quan Lam
Bill & Barbara Larsen
Anne Marie LaScala
Kimberly Lau
Gloria Maria Lawler
Tuan Le & Huong Nguyen
Cordellia Le
Chryslie Lebs
Daniel & Lorraine Lee
Joseph Lee & Susan Eisner
Joo Young Leem
S. Lees
Craig B. Leman
Clare Lemke
William LePore
Yannick Lesaout
Candace Leveille
Jeremy E. Levenson
Joshua Levine
Leonard Leving
Joe Levinger
Dan Levitan
Jeremy Lewis
Andrea Libresco

Tracy Lieu
Kok-ui Lim
Shirley Lincoln
Charles S. Lippa
Russell O. Litchfield II
Maria Llamas
Mickie Lloyd
Kimber Lockhart
Christine Logan
Laura Logan
Dee Long
David Loszmann
Amy Love
Rick & Elaine Lowens
Robert Luebke
Nate Lukes
Charlene Lukes
Kathy Ly
Tiffany Lyga
Brian Lynch
Christina Lyon
Sheryl Lyss
Lenka Machova
Penelope Macphail
Michele Madansky
Tarun Madiraju
William Mahar

Raja Mahendran
Luis Mancebo
Bharath Manoharan
Sasha Marine
Henry & Susan Markowitz
Andrew & Jennifer Marrus
Alison & Sean Martin
Ivan Martinez
Joan Martinez
Christine Massaro
Robert Matousek
Janet Matsuda
Marc Mauer
Erica Mayer
Shirley Mayo
Patrick & Naomi McCall
Susan McConnell
Sarah McCord
Carrie McEachin
Larry McEnderfer
Paula McGarry
Tom J. McGillis
Donna McGuire
James & Gail McIntire
Peggy McKee
Micky McKinley
Helen Mead

Donors

Harriet Meade
Cynthia Meidroth
Judyth Meinzen-Derr & Daniel Meinzen
Mary Meloy
Chris Melton
Dennis Merkle
Margaret J. Merl
Julie Meyer
Millie Meyers
Carol S. Miller
Lee & Patty Milovich
Arthur & Laurel-Ann Minagawa
Travis Mobray
Luciano Moccia
William Mock
Nishitha Mohandas
Leo Montoya
Paul Moore & Dolly Lin
Gretchen Morgan
Sandra Morgen
Barbara Morrey
William Alex Morton
Richard & Tina Moss
Lindsay Mough
Robert & Carol Mudd
Claudia Muller
Evan Munn

Mary Ann Munro & John Turner
Peter Murad
Gary Murphy
Kim Murray
Kate Murray
Susan Myers
Toby Nady
Robert Napoles
Cara Napoles
Patricia Napoles
Udaini Narasimhan
Nina Naruszewicz
Lisa Nash
Kevin Nasman
Rajeshwari Natesh
Devi Nathan
Mariya Naydenova
Stephen Neeley & Chau Nguyen
Joy & Don Nelson
Robert Nelson
Emily Nemchick
Michael Nemerouf
Anna Nensel
Carol Ann Nestor
Ann Neuhierl
Dee Dee Nguyen
Sophie Nguyen

Thao Nguyen
Victoria Nguyen
Leilani & Trung Nguyen
Tuan Nguyen
Ben & Nicole Nichols
Matthew Noonan
Matthias Obermayer
Kissten O'Brien
Jeanne M. Oglesby
Temisan Okpaku
Beryt Oliver
Jennifer Oliver
F.G. Olson
Shannon Olson
Garnet O'Shea
Joseph Ossmann
Joseph Owens
Felice Owens
Denis Paez
Bert Page
Kimberly Pagnotti
Hallie Palladino
Shyam Pankhania
Marta Papadopulosova
Chul Joon Park
Jennifer Parker
Kim D. Parks

Paresh Parmer
Jason Parsons
Fredric & Sandra Parsons
Krishna Patel
Mukund Patel
Abhijeet Patil
Edward & Corinne Patrick
Jane E. Patullo
David Paul
Ivo Peknik
Ralph & Linda Pene
Susanna Pershern
Marc & Erica Peters
Jennifer Peterson
Sarah Peterson
Ronald W. Petrie
Akshay Phadke
Thien Q. Pham
Tuan A. Phan
John C. Phan
Mike & Kathie Phillips
Lisa Phillips
Anh-Kim Phung
Nicole Piccinino
Edward & Sandy Pickett
Amy Pillitteri
Maryvonne Plessis-Fraissard

Donors

Barbara A. Podell
Adam Pokorny
Stuart & Lee Pollak
Rebecca Popell
Shelly Porges
Alfonso Porras
Mel & Sue Potter
Bill Potter
Trudy L. Powers
Binita Pradhan & Manil Bajracharya
Jane Praeger
Jean Marie Pral
Diana Price
Bruce & Diane Pringle
Aijalon Putzier
Jan Pylar
Matthew Quilter
Aparajit Raghavan
Sydney Rainin-Smith
Renata Raisova
Nikesh Raithatha
Matthew Rakela
Troy Rapp
Ute Reckhorn
Zofia Reid
Victoria Reos
Carol Reville

Michael Revta
Fariborz Rezakhanlou
& Armineh Terpanchian
Matthew A. Rifkin
Anna Riley
Amy Ritchie
Nayla Rizk
Scott Robbins
Mary B. Roberts
Cailin Robinson
Maria P. Robledo
Marilyn & Don Rodgers
Loretta Rolle
Kathryn Roon
Alicia Rosas
Andrew Rose
Adam Rosen
Linda Ross
Marcia Ross
John Rougeux
Karen Rowan
Stuart Rudick
Lubomir Rus
Janet Russo-Jacklin & Bill Jacklin
Ziad & Katrina Saba
Vaclav Salvet
George & Jeanne Samaras

Patricia Sandro
Nguyen Thi Sanh
Sylvia Saperstein
Ashwni Sapra
Carol Savary
Cynthia Scarborough
Paul Scheibe
Erich F. Schimps
Andrew Schloss
Leif Schmit-Kallas
Michella Schoot
Thomas Schultes
Anne Schuster
Nadith Schuster
Rebecca Schwartz
Jamie Schweiger
Heidi Schwitzer
Lynn Schworetzky
William G. Semple
Rupal Shah
Hai Shao
Patt Sheldon
Keith Shultz
Sarah C. Sian
David W. Silver
Marissa Silverberg
Libor Simon

Jeffrey Sloss
Jerry Smith & Dottie Fugiel
Sissy Smith
Gabriela Smith
Guthrie Smith
Nora Smith
Suzanne Smith
Theresa & Melvin Smith
Teresa Snyder
Jan Soderstrom
Douglas Sojourner
Zamira Solari
Andrea Solomon
Monique Sondheim
Shelley Souza
Melis Soyaslanova
Catherine Spradlin
Krista Squires
Lisa Staprans
Donnie L. Statom
Karen Stead Baigrie
Mark Steele
Judith Stein
Beth Steinberg
Elizabeth Stevens
Adrian Stilson
Pavla Stochlova

Donors

Barbara Stoklossa
Olivia Strasser
Jesse Strassman
Lynn & Bertram Strieb
Bettina Strongoli
Jill Strub
Brenda Strzempkowski
Caroline L. Su Yin
Dan Sugameli
Connor & Jade Sullivan
Stephen Swire
Rebecca Sylla
Caroline Tait
Pankaj Taneja
Catherine & Maurice Tauber
Jennifer Taylor
Nelson Teren
Karin Thacker
Aparna Thadani
Lynn L. Thai
Eva Theobald
Carrie Therriault
Tanya Thom
Iori Thomas
Irina Titova
Karen Tolk
Brittany Torres

Sylvia Townsend & Charley Cowens
Lena Tran
Ha T. Tran
Tu-Uyen Tran
Theodora Tran
Kristina Tridenti
Thi Trieu
Malcolm K. Tronic
Patricia Troxel
Anthony Truong
Veronica & Blandon Tubera
Steven L. Tyron
Sebastian Uffmann
Mary Ung
Tracy Usher
Shannon Uzzo
Lucy & William Van Leuven
Willem Van Prooijen
Rudy Van Prooyen
Kristof Vandevoorde
Jack & Linda VanLoan
Mac Vant Ende
Gray J. Velasquez
Andrea Clunes Velásquez
Hien T. Vo
Jonathan Vollett
Tiara Volpe

Jaroslava Voracova
Khai Vu
Bang Vu
Nirav Vyas
Charles A. Wagner
Murry & Marilyn Waldman
Neil & Mary Ann Waldo
Martina Wallcon
Charles & Chau Walters
John W. Walters
Thomas & Joni Wannamaker
Linda & Gil Ward
James & Judith Warner
Colin Warwick
Aaron Wasserman
Leland Watson
Clare Watson Chance
Sandra L. Watts
Sandra Watts
Dix & Barbara Wayman
John C. Weaver
Adam Weinacker
Lisa Weintraub
Martin Weiss
Edo Weits
Melanie Wellbeloved
Robert Wellbeloved

Amy Wellein
Jack & Kanitta Wells
Charles Wenger
Matthew Werner
Julie A. West
Putney & Anne Westerfield
Roger Wheelock
Anne White
John & Judith White
Colleen Wilcox
Dick & Lan Wilkerson
Charlotte A. Williams
Dell Williams
Jessica Willis
Roy Willman
Bryan Wilson
Kendra Wingerter
Sally Woellner
Roy & Judy Wolff
Chi Kin Kenneth Wong
Lance Wong Jayne
Linda Worthington
Banting Wu
Siu Wu
Bahareh & Dan Wullschleger
Jin Xue
Catherine Yap

Donors

Kayla Yapuncich

Ira Yates

Gary Yee

Alain Yee

Brenda Yost

David Yost

Brandey Ann Young

Amber Young

Amie Yudice

Maimie Zee & Ramona Zee Halloran

Laura Zellerbach

Lianhuan Zhao

Jin Zidell

Heather Zimberg

Rick & Susan Zimmerman

Sheila Zimmerman

Tina & Kevin Zweifelhofer

In-Kind

Organizations

DAK Foundation Ltd.

Lixil Inax Vietnam Corporation

Lynmar Estates Winery

Michi's Catering

Morgan, Lewis, and Bockius LLP

Neotech Products Inc.

Olive & the Dirty Martinis

One World Futbol Project

Sheila R. Taylor CS, FWS, CWAS

Stone Apple

TOTO Vietnam, Ltd

Wilson, Sonsini, Goodrich & Rosati

Yukon Kuskokwim Corporation - Dental
Department

Individuals

Caitlin Agnew

Robert Allen

Ermanno Baldo

Ronald & Gailmarie Berquist

Kirk Bishop

Christopher Bowen

Thomas Brislin

Corinne Cormier

Georgia Davis

Thierry Defechereux

Vincent Do

Preston Duffin

James & Birgitta Edwards

Gareth Elias

Virbon Frial

Thomas Gabriels

Andrea Hamilton

Jonathon Harmon

Poppy Horne

Jing Huang

Shayeste Irani

Rebecca Kan

Mary Kautz

Daisy Kim

Mikhail Kitsis

Gary & Sandra Lange

Karen Lauk

Kristina Lavallo

Charles Lejeune

Dane Lenaker

Candace Leveille

Rong Li

Nathan & Cary Lukes

Melvyl Mccart

Giuseppe Menna

Deanna Ngo

Lam Nguyen

Per Ljung & Minh Chau Nguyen

Jeppe Nielsen

Federica Passamani

Thien Pham

Melvin & Susan Potter

David Ray

Margaret Reid

Ghazal Ringler

Janet Robinson

Rupal Shah

Pankaj Taneja

Truong Thang

Andrea Tonezzer

Colynda Vu

Brooke Wenck

Miranda Weston

2013 Highlights



mBillionth Environment Award
Blue Planet Network

GPOBA InnOBAtions Award
SPELL Scholarship Program



Rated a 4-star Organization by
Charity Navigator **5 years in a row**

2013 Beneficiaries



74,000

Children were treated through
our **Global Health** programs



12,000

Students received scholarships
through our **Education** programs



171,000*

Individuals benefitted from our
Water & Sanitation programs

* Water & Sanitation number does not include Blue Planet Network beneficiaries.

Donate Now



\$40 funds lasting clean water for a child



\$150 provides dental treatment for 10 children



\$300 supports a student with a comprehensive scholarship



\$1,000 trains 10 nurses in newborn care

MAKE A ONE-TIME DONATION

Choose one of three easy ways to give to EMW: make an instant, secure contribution using your credit card at www.eastmeetswest.org; mail a check in the envelope enclosed in this report; or call a local EMW office to donate over the phone.

GIVE A RECURRING GIFT

Provide ongoing support to EMW through a recurring donation: you choose the gift amount and frequency. Set up your gift online at: www.eastmeetswest.org, use the enclosed envelope, or call a local EMW office.

FIND YOUR MATCH

Increase the impact of your donation by giving through a matching gift program. Check to see whether your company matches its employees' charitable contributions—many do!

GIVE THE GIFT OF STOCK

A gift of publicly traded securities can provide tax advantages for the donor as it supports EMW's mission.*

CREATE A LASTING LEGACY

Consider including EMW in your estate plans. A bequest can provide you the opportunity to realize your philanthropic objectives while helping minimize estate taxes for your family.*

*Consult your tax advisor.

Staff & Board

Executive Team

John Anner

President

Tom Low

Chief Financial Officer

Minh Chau Nguyen

*Vice President, Water & Sanitation
Vietnam Country Director*

Lisa Nash

*Executive Director, Blue Planet Network
Chief Marketing Officer, East Meets West*

Sean Kline

*Vice President, Education and Training
Executive Director, Reach Global*

Burt Thompson

Corporate Controller

Luciano Moccia

International Program Director, Breath of Life

Board of Directors

Peter A. Singer, M.D., Chair

*Professor of Medicine, University of
Southern California School of Medicine*

Jerry Falk, Secretary

Senior Counsel, Arnold & Porter, LLP

Eric Hemel, Treasurer

President, Alson Capital, retired

Pauline Camacho, M.D.

Professor of Medicine, Loyola University

Melinda Griffith

*Head of Business Development & General
Counsel, CardioDx*

Barbara Kafka

Director, World Bank, retired

Gil Kemp

*Chair, Board of Managers
Swarthmore College*

Matt Kursh

Chief Executive Officer, Oji Life Lab

Carrie Eglinton Manner

*President & Chief Executive Officer
Surgery at GE Healthcare*

Alexander Nguyen

Assistant City Manager, City of Alameda

Andrew Popell

Partner, Olive Hill Investment Partners

Ray Dean Salvosa

*Vice Chair, Board of Trustees, University of
the Cordilleras*

Jin Zidell

Founder, Blue Planet Network

Annual Report Credits

Production

Sylvia Townsend

Creative

Karen Kanan Corrêa

Photographers

Rudi Dundas
Kevin German
Therese Hjelm
Tristan Moss
Morgan Ommer
Oggie Ramos
Niti Saxena
Benjamin Vu

Design

Liliana Suryadi

Editor

Lisa Nash

Contact Info

HEADQUARTERS

GLOBAL HEADQUARTERS

1611 Telegraph Avenue
Suite 1420
Oakland, CA 94612
USA
T: 510-763-7045
F: 510-763-6545
info@eastmeetswest.org

ASIA HEADQUARTERS

No 2, Lane 10
Dang Thai Mai Street
Quang An Ward
Tay Ho District
Hanoi, Vietnam
T: +84-4-3834-7790/3762-4135
F: +84-4-3762-4136

AFRICA HEADQUARTERS

2nd Cantonments Close
Cantonments
PO Box CT 10028
Unit 1, Emerald Court
Accra, Ghana
T: +233 (0)20 989 2711

GLOBAL OFFICES

CAMBODIA

Office Center MTP
Floor 1: 1FD
No. 10, St. 109,
Sangkat Mittapheap, Khan 7
Makara
Phnom Penh, Cambodia
T: +855-23-650-2920

PHILIPPINES

Unit 8A, 8th Floor
Marc 2000 Tower
1973 Taft Avenue
Malate, Manila 1004
Philippines
Telefax: +63 2 518 0858

INDIA

Shop No. 1, 1st Floor
DDA Market
Shahpur Jat
New Delhi, India 110049
T: +91-989-948-6403

VIETNAM - DA NANG

7th Floor
English Language Institute
University of Da Nang
Hai Chau District
41 Le Duan Street
Da Nang, Vietnam
T: +84-511-3-829-110
F: +84-511-3-821-850

LAOS

PO Box 8603
Phonxay Village
Xaysetha District
Vientiane, Laos
T: +021-222-698
F: +021-215-562

VIETNAM - HO CHI MINH CITY

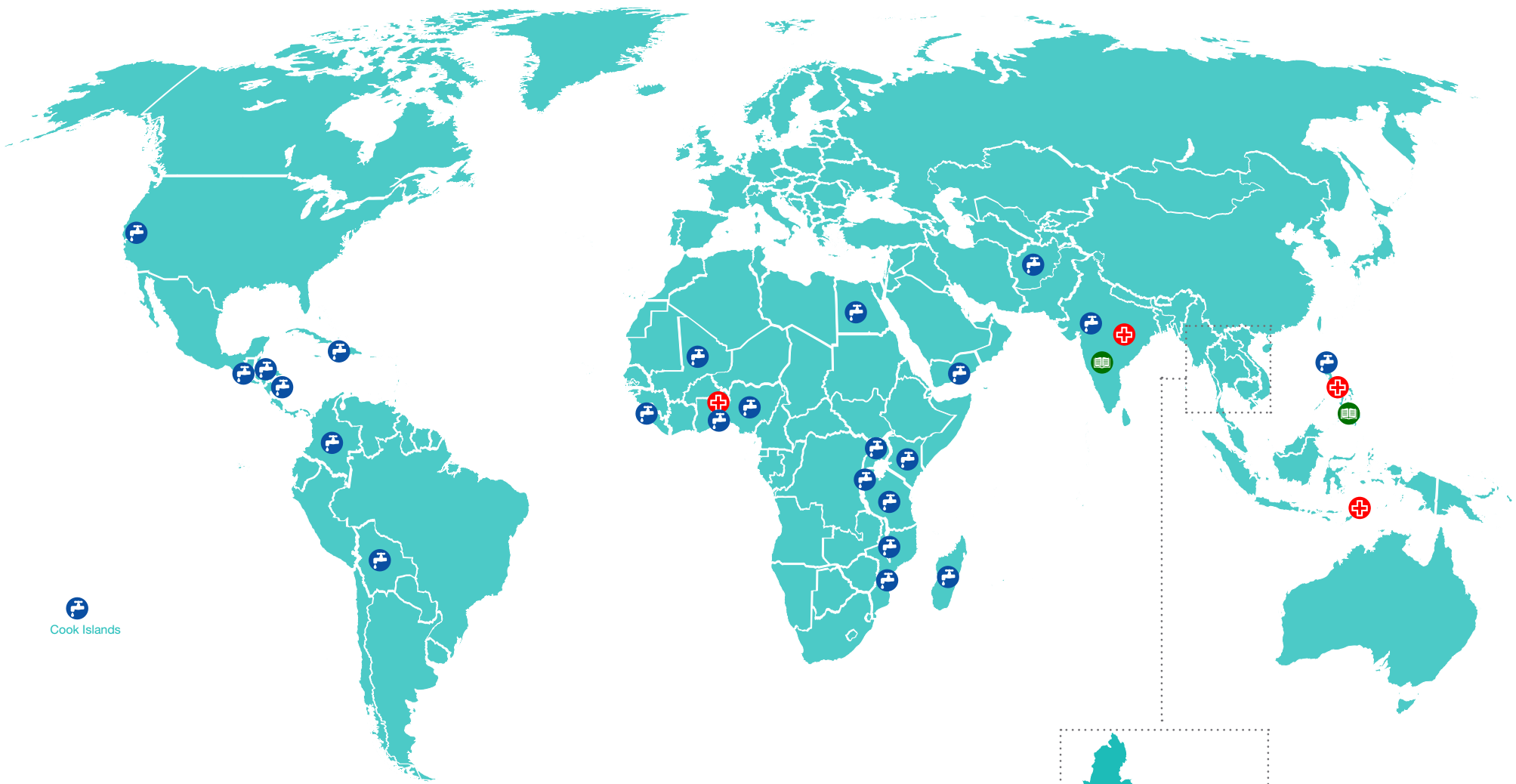
6/4 Nguyen Van Thu Street
District 1, Da Kao Ward
Ho Chi Minh City, Vietnam
T: +84-8-3911-8584
F: +84-8-3911-5095

MYANMAR




Rm. 01 Bldg. 27
Shwe Ohn Pin Housing
Yankin Township
Yangon, Myanmar
T: +95(0)9420036369
T: +95(0)9250147134

VIETNAM DENTAL CLINIC

269 Nui Thanh Street
Hai Chau District
Da Nang, Vietnam
T: +84-511-362-4222
F: +84-511-362-7568



 Cook Islands

-  Water Programs
-  Education Programs
-  Health Programs

