

# A Platform for Impact

2014 Annual Report



**THRIVE**  
NETWORKS  
from survival to potential

FOLLOW US ON



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## GLOBAL OFFICES

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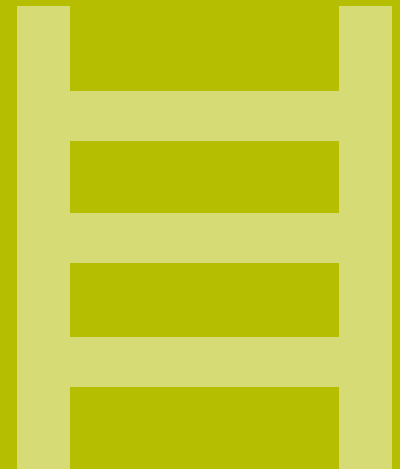
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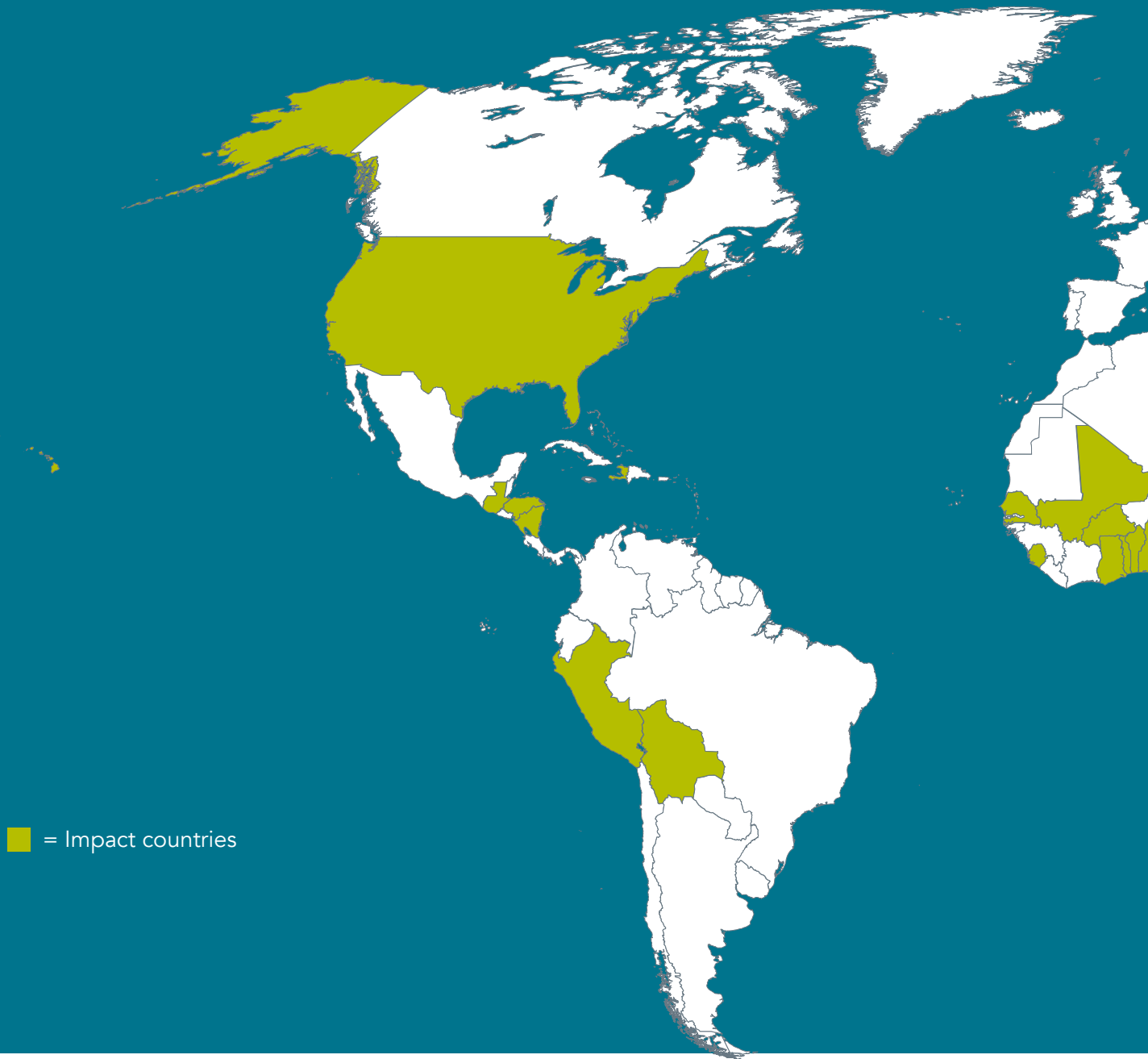
## OUR FAMILY OF INNOVATORS

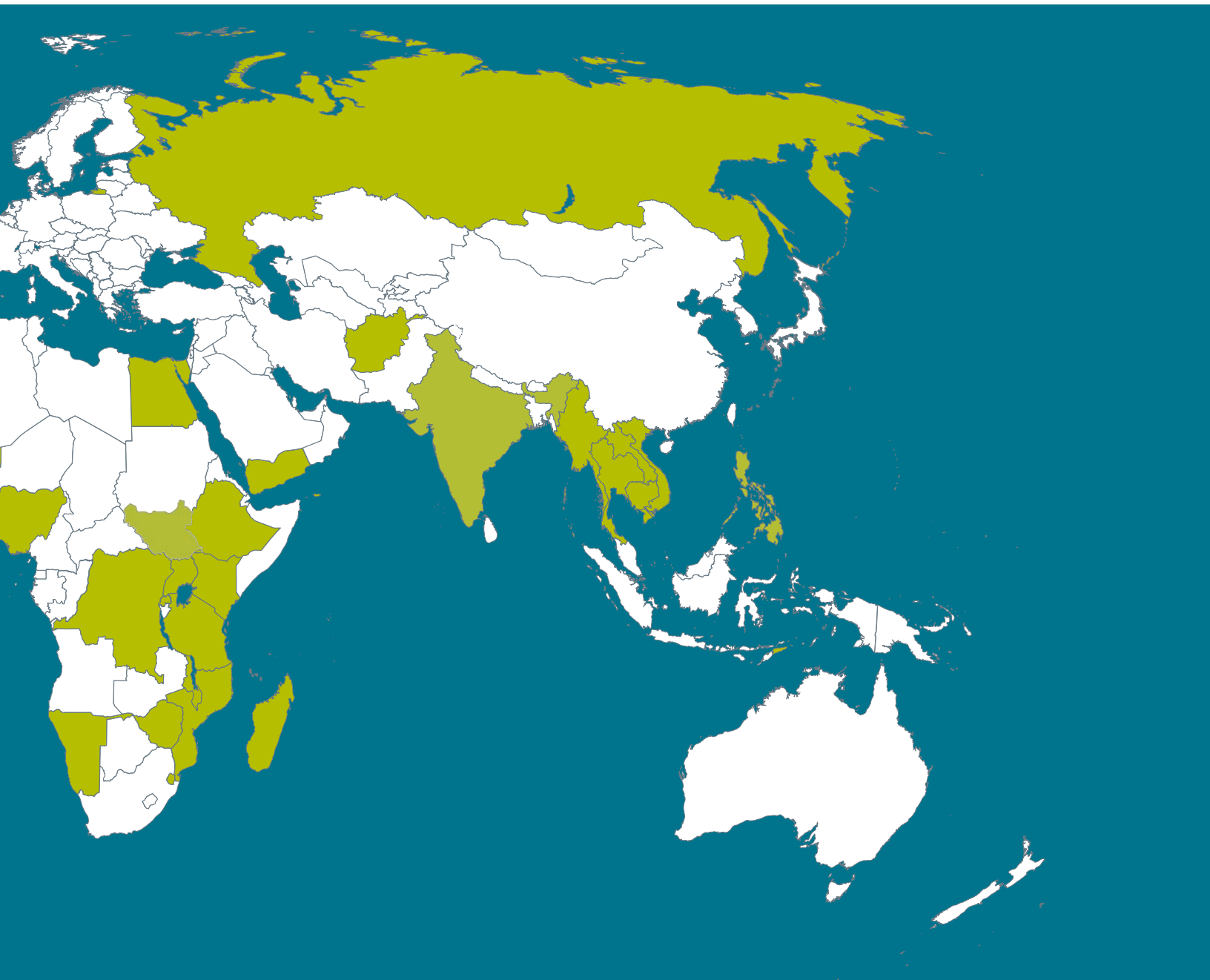
Blue Planet Network  
Coach for College  
East Meets West  
Hands to Hearts International  
Reach Global



[www.thrivenetworks.org](http://www.thrivenetworks.org)

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





**No matter where we work, we are guided by a set of core values**

Accountability • Transparency • Entrepreneurship • Sustainability • Community Engagement

# TO OUR SUPPORTERS

A year ago, I wrote to you as President of East Meets West. This year, I'm writing as CEO of Thrive Networks. Yes, East Meets West changed its name in 2014. But it's not just our name that's new. As you'll see in this Annual Report, we've integrated our most effective approaches to accelerate impact and welcomed several exciting new programs into the organization.



But first let me tell you what hasn't changed: Our uncompromising focus on helping improve the lives of the world's most disadvantaged people. In 2014, our programs in clean water, sanitation, education, and health helped over 1.1 million people move from survival to potential.

You, along with so many other supporters, made those great results possible. On behalf of our staff, Board, and the people we serve, I thank you for sustaining our work.

.....

**"We think a lot more innovation is needed to spark social change, but also recognize that innovation needs shared resources to grow. "**

.....

Thrive Networks is building an innovation network for social change. Our approach leverages highly effective strategies for creating impact, like innovative financing, public-private partnerships, and evidence-based program design. We are powered by collaboration: we pursue partnerships—and sometimes mergers—with organizations that have great ideas and are looking to increase in size and impact.

Our "family of innovators" includes Breath of Life and Community Water & Sanitation, plus the organizations that have joined us over the past two years: Blue Planet Network, Reach Global, Coach for College, and Hands to Hearts International. Each retains its unique identity, while strengthening Thrive Networks with new expertise, staff, and geographies. Each can scale existing initiatives and pilot new solutions in an environment that fosters cross-sector creativity. We all share one goal: to create more lasting change, for more people, in more places.

The Thrive Networks approach is grounded in generosity and cooperation; we think a lot more innovation is needed to spark social change, but we also know innovation needs shared resources to grow. We welcome your involvement, so please follow our work and keep in touch!

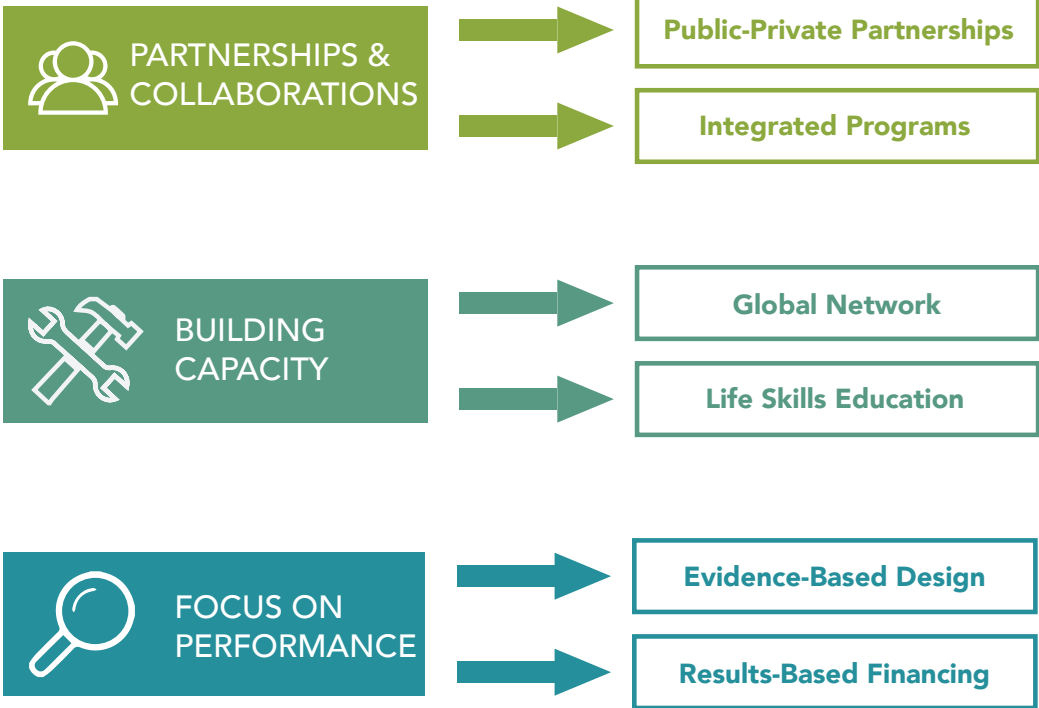
Warm Regards,

A handwritten signature in black ink, appearing to read 'JA', written in a cursive, stylized font.

John Anner, CEO

Thrive Networks provides a platform for organizations and social entrepreneurs to scale their groundbreaking ideas and collaborate in new and exciting ways.

## Our Approach



The following pages highlight how these approaches enable us to reach more disadvantaged people, in more places, for more lasting change.



## Breath of Life

### Thu & Khanh's Story

Thu was overjoyed when she delivered a healthy baby boy at a rural hospital in northern Vietnam. But at a check up two days later, baby Khanh was diagnosed with jaundice, a disease that can cause death or disability if left untreated. Back at the hospital, Khanh received the standard jaundice treatment, phototherapy. But his condition steadily worsened.

"He got too weak to nurse," recalls Thu. "The doctor said the hospital's equipment couldn't help in really bad cases like Khanh's." After Khanh was transferred to Saint Paul Hospital in Hanoi, he got effective treatment through a Firefly phototherapy device donated by **Breath of Life**. "I could finally bring my baby home, healthy and growing," says a smiling Thu.



## Public-Private Partnerships

### Mission and Work

The Breath of Life program has been saving newborn lives for more than a decade. Operating in 300+ hospitals in 10 countries, it has provided more than 3,000 medical devices that have treated approximately 400,000 newborns since program inception. These devices address jaundice, respiratory distress, low birth weight, and prematurity. They ensure families leave the hospital with what every parent most wants – a healthy baby.

Breath of Life delivers these cost-effective, durable machines to low-resource hospitals. It trains clinicians on machine use, disease diagnosis and treatment, and parent education. Finally, it offers warranties, technical support, and manuals to ensure proper machine operation and maintenance.

### The Social Enterprise Solution

Key to Breath of Life's success is its long-standing partnership with MTTs, a Vietnam-based, social enterprise company that manufactures affordable, state-of-the-art machines for the developing world. Breath of Life donates these devices to hospitals, and provides the relevant training and support. Together, MTTs and Breath of Life combine the for-profit and nonprofit worlds for maximum impact.

As Thrive Networks continues building a family of social innovators, we actively foster this type of public-private collaboration and the breakthrough impact it makes possible. The Breath of Life story provides a template for success in engaging social enterprises to help solve poverty-related challenges in disadvantaged communities.

**400,000** newborns treated with  
Breath of Life medical devices to date





## Hands to Hearts

### Apila's Story

Nurse Apila is excited by the changes she's seen in her village since she and other health workers received **Hands to Hearts International's** Early Childhood Development training. At the clinic where she works in rural Uganda, she now shares what she learned—on topics like child health, baby cues, and breastfeeding—with her patients.

Nurse Apila says parents are listening, and learning. "They interact more with their babies," she notes, "and their babies are walking and talking sooner." She has also seen an improvement in the health of the village's children. "I tell parents which symptoms are serious and need immediate attention. Now they bring their babies to the clinic so they get prompt treatment."



**HANDS TO HEARTS**  
INTERNATIONAL

A PROGRAM OF THRIVE NETWORKS

## Integrated Programs

### Mission and Work

Hands to Hearts International improves the health and development of vulnerable children (ages 0-3) by training caregivers in early childhood development and nurturing parenting skills. Over the past decade, more than 1,700 Hands to Hearts trainings have benefited 200,000 caregivers and children globally.

In some of the world's most challenging settings, Hands to Hearts trains respected local leaders to deliver its specially designed curriculum, so they can provide caregivers in their communities with critical knowledge about childhood development. Outcomes include greater awareness of child health and development; enhanced parent-child interaction; and better hygiene habits.

### Leveraging Expertise to Strengthen Programs

As part of Thrive Networks, Hands to Hearts can make its early childhood development program available to more people, in more places. In turn, its curriculum will strengthen other Thrive Networks initiatives. For example, its training can add value to our newborn health program, empowering new parents to give vulnerable infants the nurturing and care they need.

Currently, Hands to Hearts and Reach Global are collaborating to leverage Reach Global's massive network of trainers—a powerful platform with the potential to reach millions of mothers. For a program seeking to accelerate its impact, Thrive Networks offers a host of possibilities.

**200,000** parents and babies reached through caregiver training to date





## Blue Planet Network

### Rachel's Story

As a child in rural Nicaragua, Rachel was at risk for the serious health problems that are created by lack of access to clean water and prevent many Nicaraguan children from moving beyond the third grade.

But Rachel's story is different. When she was 10, her small community, Sayulero, partnered with **Blue Planet Network member El Porvenir** to create lasting access to clean water and improved sanitation and track its status over time using Blue Planet Network tools. For Rachel, reliable safe water meant more days in school and more time for homework. Now 21 years old, she's a college student with a bright future.



# Global Network

## Mission and Work

Blue Planet Network's mission is to exponentially increase the impact of safe drinking water programs for people worldwide. A global community of 100+ organizations uses Blue Planet Network services to help empower 1.6 million people in 27 countries with safe drinking water.

Blue Planet Network enables implementers to share learning to improve each other's outcomes and promote their work to the world. Its online platform connects funders, nonprofits, the public, and communities in need to improve the planning, selection, management, and monitoring of water and sanitation programs. This leads to more lasting impact at lower costs.

## A Platform for Positive Change

Blue Planet Network works to be a catalyst for positive change across the entire water and sanitation sector. In 2013, it became the first group to join our Thrive Networks family of innovators, bringing the benefits of its online platform to the broader organization.

As part of the Thrive Networks family, Blue Planet Network can put its innovative digital solution to work not just for water and sanitation efforts, but for initiatives in education and health as well. These programs will be able to track their results, evaluate them for improvements, and share this knowledge across the sector.

**1.6 Million** people empowered with safe drinking water to date





## Reach Global

### Lalita's Story

As a teenager, Lalita took the only path available to most poor women in her remote village: she left school young, married at 16, and gave birth to five children. With little way to gain knowledge about health, nutrition, and hygiene, she struggled to keep her children healthy and in school.

Then Lalita began participating in **Reach Global** life skills education. She discovered that education on important topics—like handwashing, disease symptoms and prevention, sexual and reproductive health—can enable women to make smart choices for themselves and their families. Now Lalita trains self-help group leaders so they can share the knowledge that has made such a difference in her life. It's a simple and powerful way to help herself and her community.



**REACH  
GLOBAL**

A PROGRAM OF THRIVE NETWORKS

# Life Skills Education

## Mission and Work

Reach Global equips very poor women and girls with the knowledge and skills to activate their most powerful assets—theirself. Its carefully designed education on health, livelihood, and family finance topics has helped over 1.6 million women and girls in the world's poorest communities improve their lives.

Reach Global's train-the-trainers model takes advantage of existing social structures—like savings groups in India—to bring to scale solutions that empower women to gain and share knowledge and motivate positive change for themselves and their families. Equipped with basic knowledge and skills about home-based health practices, business, and household money management, they can be the last generation living in poverty.

## Strengthening Programs and Communities

Reach Global was the first group to join the Thrive Educate portfolio, bringing life skills education expertise to the larger organization, where it can be applied to strengthen the hygiene education components of our health and water & sanitation initiatives.

Reach Global's success demonstrates the powerful impact of capacity building to change lives for the better. Its education model strengthens the skills, competencies, and abilities of people and communities in developing areas to help them overcome the causes of poverty.

**1.6 Million** women and girls empowered with life skills education to date





# Evidence-Based Approaches

## Mission and Work

Coach for College's mission is to reduce dropout rates among at-risk middle school youth in developing countries while providing service opportunities for both local college students and US student-athletes. This unique cross-cultural program currently operates in Vietnam, where it brings these three groups together at innovative three-week summer camps.

Carefully designed sports, academics, and life skills classes, taught by the college students, provide positive experiences that have an enduring impact on low-income middle school students' goals, motivation, and self-confidence. To date, over 2,800 disadvantaged students and 600 college students have attended a Coach for College summer camp.

## Designing Effective Solutions

As an evidence-based program, Coach for College is a natural fit for Thrive Networks. Founder Parker Goyer—Harvard Ph.D., social entrepreneur, and Stanford scholar—grounded the program's design in social psychology research, including her own work.

There is strong evidence supporting the effectiveness of Coach for College. Two randomized research studies revealed that participants have emerged from the program with higher educational aspirations than non-participants. Another study has shown that program participation is associated with a lower probability of dropout during middle school. Coach for College models the kind of targeted, effective solutions the development sector needs.

**2,800** middle school students mentored to date





## Community Sanitation

### Pek's Story

Pek is a widow living with her family in a remote village in Prey Veng Province, Cambodia. At 69, she still farms a small plot of land to feed her family. All her life, Pek had to defecate in the fields—however bad the weather, however late at night. When she heard about our **Community Sanitation program**, she convinced her family to help her seize this unique opportunity to buy an affordable toilet of their own.

Pek, her son, and daughter-in-law pooled their savings to pay for materials and labor. After construction and use were verified, the family received a small rebate. Now, the whole family has access to a safe, hygienic toilet.

# Results-Based Financing

## Mission and Work

Our output-based aid sanitation and hygiene program has already built over 140,000 household toilets, impacting nearly three quarters of a million people in rural Vietnam and Cambodia.

The program is designed to help remove the obstacles that can cause poor households to put off investing in sanitation. Trained community workers facilitate toilet construction loans from local banks; they broker relationships with local masons trained to build and install the toilets; and, crucially, they offer a consumer rebate in return for immediate action (paid after verification of proper construction and usage of a hygienic toilet). Community workers earn their own cash rewards in return for convincing households to build the toilets, while participating government institutions (local and provincial governments) have a direct stake in the process as well.

## Investing in Solutions

Our sanitation and hygiene program has many moving parts, all integrated to achieve one goal: improved sanitation and healthier communities. Across the board, participants “invest” in the program and feel ownership for the results.

Thrive Networks has broad experience using innovative financing models, from village clean water systems to high school scholarship programs, with great success. It’s a distinctive capability that’s a resource for all our innovators.

**140,000** hygienic latrines with septic tanks built to date



# 2014

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**1 Year**

**3 Key Portfolios**

**9 Transformative Programs**

**1,160,000 Lives Changed**

# AT A GLANCE

## Thrive Health

Early interventions offer the greatest impact. Thrive Health targets the first decade of a child's life, with programs in hospitals, schools, and communities that give children the best chance for a healthy start.



- Breath of Life newborn equipment and care
- Deworming treatment and hygiene education
- Oral Health school nurse training

**80,000**

Newborns and young children received healthcare

## Thrive Water

Community health thrives with access to lasting clean water, improved sanitation, and better hygiene practices. Thrive Water programs combine implementation expertise, innovative financing, knowledge sharing resources, and monitoring and evaluation.



- Output-based aid (OBA) programs for water and sanitation
- Blue Planet Network platform for collaboration and knowledge sharing
- Community and school-based water system programs

**550,000**

People benefitted from healthier living conditions

## Thrive Educate

Access to education changes everything. Thrive Educate initiatives are designed to unlock potential and improve life prospects wherever learning can take place: from preschool to college, summer learning camps to self-help groups.



- Coach for College summer learning camps
- Hands to Hearts early childhood development
- Reach Global life skills education
- Scholarships for high school completion

**530,000**

Women, children, and young adults accessed educational opportunities

# FINANCIALS

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS OF DECEMBER 31, 2014

<b>ASSETS</b>	
Cash and cash equivalents	\$7,173,533
Grants receivable, net	4,517,709
Investments at fair value	2,002,385
Loans receivable, net	335,488
Other assets	182,841
Property and equipment, net	14,656
<b>Total Assets</b>	<b>\$14,226,612</b>
<b>LIABILITIES AND NET ASSETS</b>	
<b>LIABILITIES</b>	
Accounts payable & accrued expenses	\$316,397
Accrued payroll & other benefits	295,941
Deferred revenue	2,796,167
Notes payable	27,778
<b>Total Liabilities</b>	<b>\$3,436,283</b>
<b>NET ASSETS</b>	
Unrestricted net assets	\$1,916,259
Temporarily restricted net assets	8,874,070
<b>Total Net Assets</b>	<b>\$10,790,329</b>
<b>Total Liabilities and Net Assets</b>	<b>\$14,226,612</b>

## CONSOLIDATED OPERATING RESULTS

FOR THE YEAR ENDED DECEMBER 31, 2014

<b>SUPPORT &amp; REVENUE</b>	
Water, Sanitation & Hygiene	\$11,360,291
Health	4,534,750
Education	2,376,091
Large Construction	2,622,097
Unrestricted	466,973
<b>Total Support &amp; Revenue</b>	<b>21,360,203</b>
<b>EXPENSES</b>	
<b>PROGRAM</b>	
Water, Sanitation & Hygiene	\$7,153,314
Health	1,716,021
Education	1,778,775
Large Construction	1,562,007
<b>Total Program Services</b>	<b>\$12,210,117</b>
<b>SUPPORT</b>	
Management & General	\$1,324,925
Fundraising	457,546
<b>Total Support</b>	<b>\$1,782,471</b>
<b>Total Expenses</b>	<b>\$13,992,588</b>
<b>Revenue in Excess of Expenses</b>	<b>\$7,367,615</b>

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

**\$12.2 Million**

Total Invested in 2014

**\$1.5 Million**

Large Construction

**\$1.7 Million**

Health

**\$1.8 Million**

Education

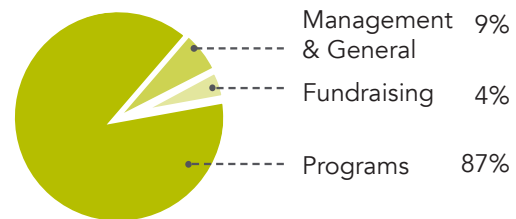
**\$7.2 Million**

Water & Sanitation

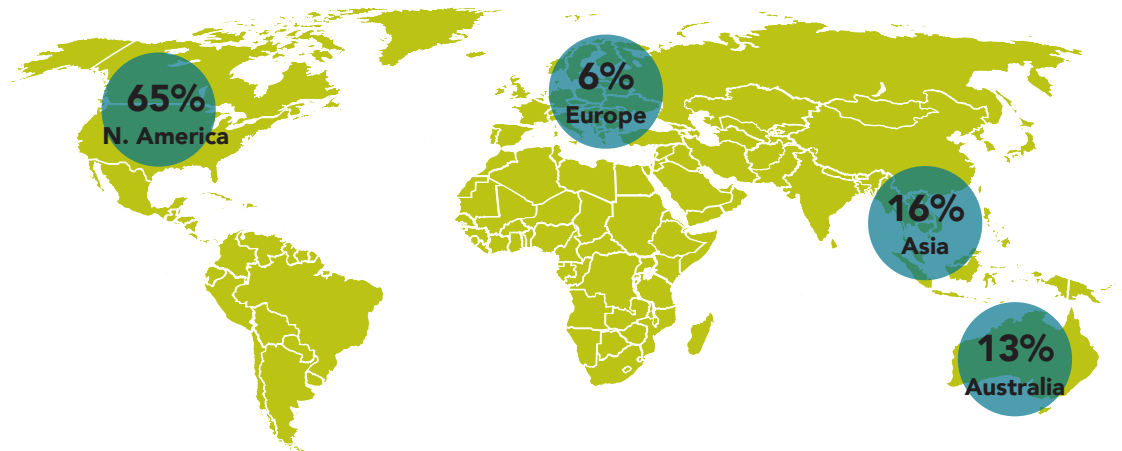
#### REVENUE SOURCES



#### EXPENDITURES BY FUNCTIONAL AREA



#### SOURCES OF REVENUE BY REGION



#### OUR FINANCIAL HEALTH

Thrive Networks has had the highest possible audit results — an “Unmodified Opinion” — every year since 2003.



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Bank-On-Rain  
Barefoot College  
Blue Heart Charity  
Blue Planet Network  
Boda Boda Initiatives  
CARE  
charity: water  
Chemists Without Borders  
Coastal Salinity  
Prevention Cell  
Common River  
Community Water Center  
Comprehensive Rural  
Health Project  
Crabgrass  
d.o.b foundation  
Daemen College  
Daily Acts

Dept. of Environment and  
Water Management  
A.N. College  
Drink Local. Drink Tap.  
Drop in the Bucket  
Each One Teach One  
Earth Voyage  
East Meets West,  
a program of  
Thrive Networks  
Ekoventure  
El Porvenir  
Esperança  
ESTAMOS  
Etta Projects  
FARM-Africa  
Global Water  
Global Women's Water  
Initiative  
Gram Vikas  
Gram Vikas Mandal, Dethali  
GRAVIS  
Green Empowerment  
Greenovation Hub  
GRET  
Groundwater Abstractions  
in Kenya Outreach  
Himmothan Pariyojana  
Human Needs Project  
Humana People to People  
India  
Indians for Collective  
Action  
INREM Foundation  
International Lifeline Fund  
Kairos  
Lifewater International  
Manna Energy Limited

Melghat Mitra  
May and Stanley Smith  
Charitable Trust  
Mukono Women's AIDS  
Orphans Project  
Neer Jaal  
Norwegian Church Aid  
Nyaka AIDS Orphans  
Project  
OCEAN Foundation  
Oywa 'A' Solar Support  
Group  
Pacific Environment  
Pacific Institute  
PALMYRA  
PCI  
PhotoPhilanthropy  
Power Positive  
Project Well  
Protos  
Pure Water for the World  
Rainbows4Children  
Rainwater Club  
Rotary District 5450  
Sabore's Well  
Safer Future Youth  
Development Project  
Samburu Project  
Schools for Water  
Shohratgarh Environmental  
Society  
Sir Dorabji Tata Trust and  
Allied Trusts  
Sir Ratan Tata Trust  
SNS Foundation  
Tanzania Mission to the  
Poor and Disabled  
Team Blue

Tei Wa Wo  
Together Association  
for Development and  
Environment  
Uganda Community Based  
Association for Women  
& Child Welfare  
Utthan  
VMWare  
Water for People  
Water for the Americas  
Water for Waslala  
Water Missions International  
WaterAid  
WaterCan/EauVive  
Watershed Organization  
Trust  
The West Foundation  
Women Initiative for  
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*To find out more about  
these members please  
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**\$100** supports life-changing education for 50 girls in India



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**\$5,000** strengthens our family of innovators to create positive change in the world

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