EAST MEETS WEST FOUNDATION

GLOBAL CHALLENGES. INNOVATIVE SOLUTIONS. PROVEN RESULTS.
The East Meets West Foundation provides innovative and affordable development solutions to the problems faced by Vietnam’s most disadvantaged communities. Our core program areas—providing clean water to rural populations, increasing access to education, improving neonatal and pediatric health care and building the medical infrastructure to help modernize the country’s health care system—all reflect our belief that every person deserves the opportunity to thrive.
Vietnam and EMW also faced big challenges in 2007. Skyrocketing inflation, especially in the price of building materials, pushed up the costs of many of EMW’s infrastructure projects, such as schools and large-scale medical and educational facilities, forcing us to either dramatically scale back the project or to go back to our donors and ask for further funds to cover the cost difference. And these increases were not small — in general, prices for common building items like rebar, building stone, sand, cement and tiles were up 40%, while some items like structural steel were up 60%, and bricks rose an astounding 100% in just six months.

Of course, inflation hit the Vietnamese people much harder than it did EMW. For people living close to the poverty line, increases in costs for essentials such as food and gasoline cut deep into family budgets.

Fortunately, for both Vietnam and the East Meets West Foundation, the fundamentals are solid. The economic reforms of the past decade in Vietnam have helped create an economy with built-in momentum, a diverse economic base, strong export program, large-scale foreign investment and a rapid growth in incomes. The forces of economic dynamism have been unchained, and with a little bit of luck Vietnam will continue to prosper.

At East Meet West too, we are fortunate to have a core group of dedicated donors and a lot of support from institutions like Atlantic Philanthropies, the Ford Foundation and USAID. With the help of these dedicated donors EMW will continue to rise to the challenge of finding creative solutions to the development issues faced by the most vulnerable communities.

Best regards,

John Anner
Executive Director
East Meets West
2007 AT-A-GLANCE

The programs of East Meets West are divided into four core program areas: clean water, health care, education and infrastructure.

Highlights in 2007 from these programs include:

EMW invested **$7.3 MILLION** on large-scale educational, medical and rural community infrastructure in Vietnam. These projects were used by **734,579 PEOPLE** in 2007 alone.

EMW spent **$1.5 MILLION** on health care programs in the areas of pediatric cardiology, neonatal health, dental care and treating people with disabilities, giving **49,232 PEOPLE** medical treatment—in many cases lifesaving and in all cases life-transforming.

EMW spent **$612,630** on education programs, bringing access to learning to **5,773 STUDENTS** from impoverished areas, including at-risk girls vulnerable to human trafficking.

EMW spent **$464,602** on our clean water program, bringing an additional **9,266 PEOPLE** potable water piped directly into their homes. Over **110,000** rural villagers in Vietnam now receive access to safe water through an EMW village water system.
OUR GUIDING PRINCIPLES

THE PROGRAM OR PROJECT IS A CREATIVE SOLUTION TO A DIFFICULT PROBLEM.

THERE IS A SIGNIFICANT, MEASURABLE IMPACT ON THE BENEFICIARIES.

THE COMMUNITY IS INVOLVED IN EVERY STAGE, FROM PLANNING TO IMPLEMENTATION TO MAINTENANCE.

WE DEVELOP STRONG PARTNERSHIPS WITH LOCAL AGENCIES.

WE ARE INVOLVED LONG TERM; WE MAINTAIN AN ACTIVE PRESENCE AFTER THE PROJECT IS COMPLETE.

THE PROJECT CAN BE SCALABLE TO REACH MANY MORE PEOPLE AS FUNDING BECOMES AVAILABLE.

WHAT WE BELIEVE

Every child deserves the opportunity to be educated.
Every person deserves the opportunity to access health care.
Every community deserves to give its residents the basic resources to pursue a fulfilling life.

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Every community deserves to give its residents the basic resources to pursue a fulfilling life.
GOOD HEALTH
a basic human right

CHALLENGE
Children in developing countries suffer greatly from lack of access to dental care. Left untreated, dental disease can lead to a lifetime of illness, from malnutrition and diabetes to heart disease.

SOLUTION
Make affordable and accessible dental care available to children in poor and remote areas.

RESULT
East Meets West’s dental program has given free, modern dental services to over 50,000 poor children, almost all of whom have never seen a dentist in their lives.
HEALTH PROGRAMS

2007 EXPENDITURES: HEALTH .................................................. $1,488,663
2007 PEOPLE SERVED .............................................................. 49,232

People living in poverty frequently lack access to basic medical care. East Meets West’s health care programs provide newborn health care, pediatric cardiology, dental services and medical treatment for the disabled. We offer direct assistance to individuals, support families, train medical staff and improve capacity by developing improved, equipped medical facilities.

BREATH OF LIFE
EXPENDITURES ....................... $456,141
BABIES TREATED ................. 31,000

Breath of Life provides medical equipment and training to save the lives of babies suffering from respiratory distress and other serious postpartum conditions. In 2007 the program distributed 110 Continuous Positive Air Pressure (CPAP) machines and 14 phototherapy machines to 48 hospitals throughout Vietnam. Over 70 health care workers received training on how to use CPAP. An estimated 11,000 additional babies were treated by the new machines that were distributed in 2007, while about 20,000 babies were treated by machines distributed in previous years.

Breath of Life is a partnership between East Meets West, KSE Medical and the International Children Assistance Network.

DENTAL PROGRAM
EXPENDITURES ..................... $521,774
CHILDREN TREATED ............. 10,146

The EMW Dental Program provides free modern dental care to poor children through its Da Nang-based clinic and outreach trips that travel to rural primary schools. In 2007, the Dental Program treated 10,146 patients and provided 37,323 dental services. Twelve dental outreach trips, assisted by 98 international volunteers, treated children in primary schools in three provinces. In October, EMW launched a new mobile dental trailer, providing dental treatment to children at poor primary schools in Da Nang. In-kind services and goods in 2007 were equivalent to $356,850.

FAMILY EMERGENCY RELIEF FUND
EXPENDITURES ....................... $132,418
PEOPLE SERVED ................... 834

The Family Emergency Relief Fund (FERF) provides financial support for impoverished people in dire circumstances. Support includes emergency medical care, scholarships and job training.

In 2007, FERF served 788 beneficiaries in four provinces, assisting with medical costs and school fee payments and providing prosthetic devices and skills training to disabled individuals. The fund also paid for the reconstruction of 44 houses destroyed by Typhoon Xangsane.

NHI DONG 1 CAPACITY BUILDING
EXPENDITURES ....................... $3,577

Nhi Dong 1 is Ho Chi Minh City’s largest pediatric hospital. This capacity building project will help save children with congenital heart diseases through the distribution of key medical equipment and the training of medical staff who work in cardiology. The total project budget will be $140,000: expenditures in 2007 included salaries and travel.

OPERATION HEALTHY HEART
EXPENDITURES ....................... $292,128
CHILDREN TREATED ............. 416

Operation Healthy Heart provides financial and medical assistance to children with serious heart defects. In 2007, the program provided 416 patients with lifesaving heart operations or medical interventions and continued to develop partnerships with government agencies and other organizations to attract matching funds.

SUPPORT NETWORK FOR PEOPLE WITH DISABILITIES
EXPENDITURES ....................... $82,625
PEOPLE SERVED ................... 6,836

The Support Network for People with Disabilities (SN-PWD) provides medical, educational and vocational services for people with disabilities. The program was launched in Quang Ngai Province in January 2007 and expanded to Thai Binh Province in September.

In 2007, SN-PWD screened over 5,000 disabled beneficiaries and provided 55 corrective surgeries and 50 functional prosthetic hands. Educational assistance was provided to 150 children with disabilities. Eighty medical staff were trained in physiotherapy and rehabilitation. The program oversaw the construction of an inpatient orthopedics ward in Quang Ngai which will benefit 15,000 disabled patients over the next three years.
CHALLENGE
Congenital heart disease is the world’s most common birth defect, affecting one in every 100 children worldwide. Without treatment, the majority of these children will die before reaching adulthood.

SOLUTION
Provide medical and financial assistance to impoverished families who have a child born with a congenital heart defect, targeting those who have the least access to support.

RESULT
East Meets West’s Operation Healthy Heart program has given over 1,750 children with congenital heart defects from Vietnam’s poorest families lifesaving surgery and medical care.

“I feel like flying again!”
- Operation Healthy Heart Patient
TA THI SIM was born with two clubbed feet. Her parents could not afford to pay for corrective treatment, so—like her father before her, who also had a clubfoot disability—Sim grew up barely able to walk.

Through East Meets West’s SUPPORT NETWORK FOR PEOPLE WITH DISABILITIES (SN-PWD), Sim received corrective surgery at age 16. SN-PWD provides people with disabilities medical treatment, job training and educational opportunities. The program operates in the provinces of Quang Ngai and Thai Binh, where Sim was born. The first step is to screen every person with disabilities in the four districts in which the program operates. After an initial assessment, beneficiaries are referred for corrective treatment, prostheses, skills training, educational opportunities, job placement, or a combination.

Clubfoot, a congenital defect, affects nearly one in every 1,000 babies. While corrective casts or surgery can provide a remedy, treatment is unavailable to many poor children. Afflicted children carry the disability with them into adulthood, where it limits their mobility, earning potential and life opportunities.

SN-PWD has also funded Sim’s job training in garment making. She now works at the Nam Thai Garment Company and helps supplement the family income. Her longstanding dream, to “walk well and work like other ordinary people,” has finally come true.
CLEAN WATER
the source of life

CHALLENGE
WATER-RELATED ILLNESSES ARE THE LEADING CAUSE OF HUMAN SICKNESS AND DEATH IN THE WORLD, TAKING THE LIVES OF ABOUT 6,000 PEOPLE A DAY—MOST OF WHOM ARE CHILDREN UNDER FIVE.

SOLUTION
PROVIDE A SUSTAINABLE WATER SUPPLY TO COMMUNITIES THAT LACK ACCESS TO SAFE WATER AND ENSURE THE LOCAL PEOPLE ARE INVESTED IN THE PROJECT.

RESULT
EAST MEETS WEST’S CLEAN WATER AND SANITATION PROGRAM HAS BUILT 109 VILLAGE WATER SYSTEMS, PROVIDING MORE THAN 110,000 RURAL PEOPLE WITH CLEAN WATER.
One of the world’s biggest challenges is to provide access to safe, clean water to all people. Clean water, along with good sanitation and proper hygiene, leads to better health and improved economic and educational opportunities.

**CLEAN WATER**

**2007 EXPENDITURES: CLEAN WATER ...................... $464,602**

**2007 PEOPLE SERVED ............................................. 9,266**

EMW’s Clean Water and Sanitation Program provides people in rural Vietnam with access to safe water through the construction of water systems in poor villages. The water systems are models of community involvement and sustainability.

In 2007 EMW constructed seven new village water systems, bringing clean water to the 9,266 people living in those communities. A hygiene and sanitation training component was also introduced to maximize the health benefits of the clean water systems. Through this program aspect, over 500 poor households will receive support to build septic latrines.

EMW also conducted a National Water Management Workshop for 92 local water managers who run the water systems.

Much of 2007 was spent in preparation for a major increase in the number of water systems to be built over the next three years, an expansion that will be funded by the World Bank.

By the end of 2007, EMW had built a total of 109 village water systems, bringing over 110,000 residents access to potable water piped directly into their homes.
**CHALLENGE**
Inhabitants of many rural areas do not have a reliable, accessible source of potable water. Construction of village water systems can be expensive and the system itself challenging to maintain for technically unskilled residents.

**SOLUTION**
Provide affordable, adequate sources of water through systems that the community is fully invested in.

**RESULT**
EMW water systems are built with full involvement from the local communities. Residents participate in digging the trenches to lay the pipes that connect to the household and pay for their monthly water consumption. Every system is operated and maintained by local water managers who are trained by East Meets West.
EDUCATION

opportunity for all

CHALLENGE

Children in rural areas lag far behind their urban counterparts in access to education, compromising their ability to pursue better life opportunities.

SOLUTION

Assist those who cannot afford to attend school and address the underlying issues that can force impoverished students to drop out of school at an early age.

RESULT

EMW has provided over 4,000 of central Vietnam’s poorest children with full scholarships guaranteed through their high school graduation.
EDUCATION PROGRAMS

2007 EXPENDITURES: EDUCATION ...............................................$612,630
2007 PEOPLE SERVED ...............................................................5,773

East Meets West is committed to helping children from poor families get a good education. EMW’s education programs provide a comprehensive response to a common development problem: inadequate education for children who live in poverty.

ADAPT
EXPENDITURES ................. $146,682
PEOPLE SERVED .......... 1,245
The An Giang/Dong Thap Alliance to Prevent Trafficking (ADAPT) combats sexual trafficking of young girls and women in the Mekong Delta region by providing them with educational opportunities, vocational training and community support. In 2007, 495 girls were supported through educational scholarships given by the program and 750 young women were given vocational training through the program. ADAPT is a partnership between EMW, Pacific Links Foundation and International Children Assistance Network and is implemented by Pacific Links.

SCHOLARSHIP PROGRAM TO ENHANCE LITERACY AND LEARNING
EXPENDITURES ................. $340,712
CHILDREN SERVED .......... 4,222
The SPELL program targets Vietnam’s poorest children to prevent them from dropping out of school. SPELL students are ensured a full scholarship through high school graduation. In 2007, the program granted 4,222 scholarships, providing funds for school fees and supplies, uniforms, books, and bicycles. Over 3,000 SPELL students participated in the program’s tutoring classes at 115 schools. The program also conducted hundreds of community meeting to promote awareness of the importance of education.

TIEN PHUOC ORPHANAGE
EXPENDITURES ................. $18,838
CHILDREN SERVED .......... 31
Located in a rural mountainous region of Vietnam, Tien Phuoc Orphanage is a refuge for 31 orphaned children. In 2007, all the children passed their yearly exams and were promoted to the next grade. One student graduated from college and now works at Da Nang General Hospital.

VA-NGO CONFERENCE
EXPENDITURES ................. $4,842
PEOPLE SERVED ............ 125
The Vietnamese American Nongovernmental Organizations (VA-NGO) is a consortium of organizations providing humanitarian assistance, community development and other programs for the disadvantaged in Vietnam. East Meets West, a founding member of the VA-NGO, provides support to this yearly conference.

VILLAGE OF HOPE
EXPENDITURES .................. $101,557
CHILDREN SERVED .......... 150
The Village of Hope Disadvantaged Children’s Center in Da Nang (VOH) provides shelter, nurturing, education and vocational training to orphaned, hearing-impaired and disadvantaged children. In 2007, VOH housed 150 children. The Japanese Femin Women’s Democratic Club also funded 23 former VOH students to continue their education at vocational schools or universities.
TRAN THI THU DIEM lives with her parents and three siblings in rural Vietnam. Her mother is disabled and her father works three jobs to support the family. Still, their monthly income falls short of expenses and the family is forced to rely on relatives.

Since third grade, East Meets West’s SCHOLARSHIP PROGRAM TO ENHANCE LITERACY AND LEARNING, or SPELL, has provided Diem with books, supplies, and a bicycle and paid school fees and tutoring costs, allowing her to remain in school. SPELL guarantees the most impoverished elementary school students full school funding through high school graduation. Poor families are unable to afford mandatory school fees, much less supplies and transportation costs. Their children cannot attend school. Deprived of an education and the opportunities it affords, they remain mired in poverty.

Now a fully engaged seventh grader who likes math and biology, Diem rides her bicycle one hour each way to school, which does nothing to dampen her enthusiasm for education. She wants to be a teacher when she grows up.

In 2007, SPELL provided over 4,200 students just like Diem the education so vital to their own and their country’s future.
INFRASTRUCTURE
building to advance humanity

CHALLENGE
LACK OF VITAL INFRASTRUCTURE IN A DEVELOPING COUNTRY INHIBITS MODERNIZATION AND GROWTH.

SOLUTION
BUILD KEY INSTITUTIONS THAT PROVIDE A CRUCIAL LINK BETWEEN GRASSROOTS DEVELOPMENT AND LARGE-SCALE CAPACITY BUILDING.

RESULT
IN THE PAST DECADE, EMW’S LARGE CONSTRUCTION PROGRAM HAS INVESTED $42 MILLION IN BUILDING LIBRARIES, UNIVERSITIES AND HOSPITALS IN VIETNAM.
For the past decade, East Meets West has been building and upgrading major health facilities in Vietnam that fill in critical gaps in the country’s capacity to provide comprehensive medical care for its citizens.

All projects were built with funding by Atlantic Philanthropies, except where noted.

**Da Nang Hospital Emergency Building**

**Expenditures** .................. $58,839  
**People Served** ................. 450,000  
The Da Nang Hospital’s Emergency Building, built by East Meets West, has been in operation since 2005. In 2007, EMW performed upgrades on a procedure building, IT and multimedia systems.

**Da Nang Multipurpose Hospital**

**Expenditures** .................. $170,422  
**People Served** ................. 32,768  
The Da Nang Multipurpose Hospital opened in late 2006. The six-story hospital houses five medical departments, eight operating rooms, a 300-seat auditorium and a 200-bed inpatient unit. In 2007, EMW provided ongoing assistance for long-term sustainability.

**Hue Cardiovascular Center**

**Expenditures** .................. $2,992,515  
**People Served** ................. 25,000  
The Hue Cardiovascular Center officially opened in March 2007. This state of the art hospital will greatly increase the capacity of the country to perform cardiac surgery. The six-story building has four operating rooms, an intensive care unit, a teaching auditorium, a therapy pool, 200 patient beds and a cafeteria. High-tech medical equipment was also purchased and installed as part of the completed project.

**Hue Pediatric Hospital: Medical Equipment**

**Expenditures** .................. $7,546  
**People Served** ................. 33,000  
In 2007, additional medical equipment was purchased for this large pediatric hospital in central Vietnam to enhance its operations and treatment capacity.

**Medical Clinics**

**Expenditures** .................. $38,909  
**People Served** ................. 75,000  
East Meets West partnered in the renovation of ten medical clinics with funding from the USS Peleliu, a U.S. Navy training ship on a humanitarian mission through the Pacific region.

**Quang Tri Multipurpose Hospital**

**Expenditures** .................. $96,487  
**People Served** ................. 27,000  
The Quang Tri Multipurpose Hospital is a critical piece of infrastructure for this poor province in central Vietnam. The first multifunction hospital in the province, it began operation in April 2007. The three-floor facility has seven departments and 200 inpatient beds. Expenses included construction, contract warranty and maintenance.

**2007 Expenditures: Medical Infrastructure** ................. $3,364,718

**2007 People Served** ............................................................. 642,768

Photos: Nam Nguyen
INFRASTRUCTURE: MEDICAL PROJECTS

PROJECTS UNDER CONSTRUCTION

2007 EXPENDITURES: INFRASTRUCTURE UNDER CONSTRUCTION....$587,960

ALL PROJECTS BEING BUILT WITH FUNDING BY ATLANTIC PHILANTHROPIES, EXCEPT WHERE NOTED.

DA NANG EYE HOSPITAL
EXPENDITURES .................. $76,398
The Da Nang Eye Hospital, Phase I, was completed in March 2006 with the construction of a 75-bed inpatient unit. Phase II will complete the six-floor hospital with outpatient and surgery facilities, 150 inpatient beds and high-tech medical equipment. Expenditures in 2007 included a feasibility study, design work and preparation of an environmental impact report.

NATIONAL HOSPITAL OF PEDIATRICS, HANOI
EXPENDITURES .................. $475,381
The National Hospital of Pediatrics in Hanoi is northern Vietnam’s largest and most important pediatric facility. The current structure suffers from chronic overcrowding and degraded facilities. With funding from Atlantic Philanthropies, East Meets West will rebuild the hospital over the next several years. Phase I of the reconstruction began in 2007 with a feasibility study, geological survey and design work. Construction will begin in 2008 and be divided into three phases. Once completed, the hospital will house inpatient and outpatient wards, newborn and emergency care units, operating rooms, high-tech equipment, full laboratory service and guest quarters.

HUE CENTRAL HOSPITAL: OPHTHALMOLOGY DEPARTMENT AND TRAINING CENTER
EXPENDITURES .................. $28,638
In 2007, design work was completed for the Hue Ophthalmology Department and Training Center at Hue Central Hospital. Construction will begin in 2008; once completed, the four-story building will be equipped with modern ophthalmology equipment, conference rooms and laboratories for training purposes.

DA NANG HOSPITAL TROPICAL DISEASE DEPARTMENT AND ONCOLOGY
EXPENDITURES .................. $6,112
Design work began in 2007 for the construction of the Da Nang Oncology and Tropical Disease Department. By the end of 2009, the $3.5 million medical facility will house high-tech medical equipment, deliver chemotherapy and radiotherapy services and treat patients infected by avian influenza and other diseases such as SARS, viral hepatitis and AIDS.

IRELAND-VIETNAM BLOOD-BORNE VIRUS INITIATIVE, HANOI
EXPENDITURES .................. $1,431
The Ireland-Vietnam Blood-borne Virus Initiative is a partnership between the University College Dublin and Vietnam’s National Institute of Hygiene and Epidemiology (NIHE) in Hanoi. EMW will build a new virology laboratory at NIHE. The facility will adhere to the highest international specifications. The project, which is scheduled to be completed by the end of 2008, is funded primarily by Irish Aid.
INFRAsTUrUCtURe: eDUCa tION PROJeCtS

2007 EXPENDITURES: EDUCATION INFRASTRUCTURE ............... $2,873,599
2007 PEOPLE SERVED ............................................................... 87,978

East Meets West works in partnership with the higher education system in Vietnam to fill in gaps where the education system needs assistance to become more fully functional.

HUE UNIVERSITY:
LEARNING RESOURCE CENTER
EXPENDITURES .................. $26,116
PEOPLE SERVED YEARLY .... 50,000
Opened in 2004, expenditures on this project in 2007 were for maintenance.

KON RAY ETHNIC MINORITY
BOARDING SCHOOL
EXPENDITURES .................. $354,074
PEOPLE SERVED .................. 278
This boarding school for ethnic minorities, funded by USAID, is being built in the central highlands region in Kon Tum Province. Slated to open in the fall of 2008, the boarding school will have 27 dorms, eight classrooms, a library and computer lab and two vocational training buildings.

The program also provided 100 small loans to poor families whose children will be students of the boarding school. A commune savings and credit management board was founded and trained to manage the loan program. A needs assessment was conducted, and a two-day training course on animal husbandry techniques was given to the loan beneficiaries.

THAI NGUYEN UNIVERSITY DORMS
EXPENDITURES .................. $173,401
PEOPLE SERVED YEARLY .... 1,500
These dorms for medical students at Thai Nguyen University opened in 2007. Payments in 2007 were for exteriors and landscaping.

THAI NGUYEN UNIVERSITY LEARNING
RESOURCE CENTER
EXPENDITURES .................. $1,263,354
PEOPLE SERVED YEARLY .... 20,000
The Learning Resource Center at this large northern university is a modern library and communications center that hosts an average of 750 students a day.

UNIVERSITY OF DA NANG:
ENGLISH LANGUAGE INSTITUTE
EXPENDITURES .................. $581,061
PEOPLE SERVED YEARLY .... 5,000
The English Language Institute at the University of Da Nang provides a high quality English language program to university students and professionals. Opened in January 2007, the 12-story building houses classrooms, offices, multimedia labs and a 300-seat auditorium.

UNIVERSITY OF DA NANG:
GUEST HOUSE
EXPENDITURES .................. $8,223
PEOPLE SERVED YEARLY .... 200
The Guest House, with eight guest rooms and a computer area, provides lodging for visiting lecturers and guest speakers at the University of Da Nang.

UNIVERSITY OF DA NANG:
SPORTS COMPLEX
EXPENDITURES .................. $341,629
PEOPLE SERVED YEARLY .... 11,000
The Da Nang University Sports Complex, which opened in September 2007, is the main sports facility for the students of the University of Da Nang. This extremely popular indoor and outdoor facility offers access to a variety of sports, including soccer, tennis, ping pong and basketball.

REPAIRS FROM
TYPHOON XANGSANE
EXPENDITURES .................. $60,652
EMW made repairs to buildings in Da Nang that were badly damaged by Typhoon Xangsane, including the university’s sports complex, learning resource center and dorms, and one hospital. Repairs were completed in March 2007.

OTHER PROJECTS
EXPENDITURES .................. $65,089
Other expenses include additional funding for the Da Nang Learning Resource Center—a library serving University of Da Nang students and professionals—and the Hanoi School of Public Health, providing a feasibility study on the furnishings of four new buildings.
**INFRASTRUCTURE**

**CHALLENGE**
Ethnic minorities in remote areas of Vietnam face linguistic, cultural and geographic obstacles that leave them disproportionately impoverished and with limited access to education.

**SOLUTION**
Develop educational infrastructure and opportunities that target ethnic minority students to boost their academic performance and enhance their earning potential and life prospects.

**RESULT**
With funding from USAID, EMW is working in the remote central highlands region of Vietnam—an area heavily populated by ethnic minorities—building the Kon Ray boarding school to serve minority secondary students.

Kon Ray Boarding School for Ethnic Minorities
Kon Tum Province, Vietnam
INFRASTRUCTURE: RURAL COMMUNITY PROJECTS

2007 EXPENDITURES: RURAL COMMUNITY INFRASTRUCTURE .......... $520,068
2007 PEOPLE SERVED ......................................................... 3,833

East Meets West construction projects supplement the basic infrastructure and community services available in Vietnam: schools, bridges, houses and public spaces.

COMPASSION HOMES
EXPENDITURES .................. $44,307
PEOPLE SERVED............. 630

The Compassion Homes program serves disadvantaged families living in unsafe, dilapidated homes by constructing safe dwellings for them. Homes with leaky roofs and dirt floors are replaced by brick houses that have solid tile roofs, elevated concrete foundations and loft spaces for storage of goods above potential flood levels. In 2007, EMW constructed new houses for five needy families. The program also provided livestock to the families to help them generate income.

EARLY CARE CHILDHOOD EDUCATION
EXPENDITURES .................. $82,396
CHILDREN SERVED.......... 197

The Early Childhood Education program builds high-quality kindergarten facilities and funds innovative teacher training to help prepare disadvantaged youngsters for primary school. In 2007 the program constructed and furnished four new kindergartens with a total of seven classrooms, four bathrooms and three kitchens. In addition, EMW provided teaching aids and kitchen items to four existing kindergartens.

BRIDGES
EXPENDITURES .................. $28,613
PEOPLE SERVED............. 1,370

EMW builds bridges to facilitate transportation, communication and economic exchange between isolated regions. In 2007 EMW began construction on the Hoi Yen Bridge for Hoa Bac hamlet in Quang Nam Province. The bridge is scheduled for handover to the community in April 2008.

NEW MOON ECOLOGICAL GARDEN
EXPENDITURES .................. $14,199

Still under construction, the New Moon Ecological Garden is an integrated development project that is creating an ecological park and organic garden geared towards tourism and agricultural development. The garden integrates organic farming practices and green production and sets a standard for community sustainability by engaging the local community as caretakers and owners of the project. Expenses in 2007 were for organic vegetable cultivation, training and technical assistance. The garden is expected to be completed in 2009.

RURAL SCHOOL CONSTRUCTION
EXPENDITURES .................. $350,553
CHILDREN SERVED.......... 1,636

The School Construction program improves the quality of basic educational facilities in rural Vietnam by building new schools to replace unsafe, dilapidated ones. In 2007, the program constructed seven primary schools complete with furniture, lighting, ventilation, clean water, restrooms and landscaping. Local communities contributed financially and with labor.
THE MANAGEMENT OF THE EAST MEETS WEST FOUNDATION is responsible for EMW’s financial reporting. The accompanying condensed consolidated financial statements and financial information included in this report are derived from the audited consolidated financial statements that have been prepared in conformity with accounting principles generally accepted in the United States of America and include amounts that represent the best estimates and judgments of management. Management maintains a framework of internal controls to help ensure the accuracy and integrity of financial records, compliance with funder restrictions and instructions, and protection of Foundation assets.

The consolidated financial statements have been audited by PMB Helin Donovan LLP, independent auditors, in accordance with auditing standards generally accepted in the United States of America. PMB Helin Donovan LLP reported that the statements are fairly presented, in all material respects, in conformity with accounting principles generally accepted in the United States of America. Their reports and copies of the complete audited financial statements are available upon request.

In Vietnam, the organization was audited by Ernst & Young.

In 2004, in conformance with the Nonprofit Integrity Act, the East Meets West Foundation established an Audit Committee. The members of the Audit Committee, a subcommittee of the Board of Directors, are responsible for the appointment and oversight of the audit work performed by PMB Helin Donovan LLP.

Best regards,

Ann Tuyet Ngoc Truong
Chief Financial Officer
## FINANCIAL STATEMENTS

### CONSOLIDATED STATEMENT OF ACTIVITIES

**FOR EAST MEETS WEST AND REACH VIETNAM* FOR THE YEAR ENDED DECEMBER 31, 2007**

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<td>Net Assets Released from Restrictions</td>
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<td><strong>TOTAL SUPPORT AND REVENUE</strong></td>
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<td>$22,321,806</td>
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<td><strong>EXPENSES</strong></td>
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</tr>
<tr>
<td>Program Services</td>
<td>9,912,239</td>
<td>13,071,903</td>
</tr>
<tr>
<td>Management and General</td>
<td>589,987</td>
<td>436,685</td>
</tr>
<tr>
<td>Fundraising</td>
<td>1,077,803</td>
<td>914,221</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>11,580,029</td>
<td>14,422,809</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2007</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Net Assets</td>
<td>(154,814)</td>
<td>7,898,997</td>
</tr>
<tr>
<td>Net Assets at Beginning of Year</td>
<td>4,827,906</td>
<td>30,029,615</td>
</tr>
<tr>
<td>Net Assets at End of Year</td>
<td>$4,673,092</td>
<td>$37,928,612</td>
</tr>
</tbody>
</table>

*Reach Vietnam is a subsidiary of East Meets West primarily responsible for managing large infrastructure projects.*

Income and expenses are for both the East Meets West Foundation and its subsidiary Reach Vietnam. “Restricted” funds are designated for specific programs or projects, “unrestricted” funds can be used for any purpose.
## FINANCIAL STATEMENTS

### CONSOLIDATED STATEMENT OF NET ASSETS

**FOR EAST MEETS WEST AND REACH VIETNAM* AS OF DECEMBER 31, 2007**

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2007</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$7,917,224</td>
<td>$2,710,207</td>
</tr>
<tr>
<td>Accrued Interest</td>
<td>3,017</td>
<td>9,538</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>66,703</td>
<td>65,434</td>
</tr>
<tr>
<td>Microloan Receivables</td>
<td>11,935</td>
<td>15,985</td>
</tr>
<tr>
<td>Grants and Accounts Receivable</td>
<td>12,323,892</td>
<td>24,909,526</td>
</tr>
<tr>
<td>Investments at Fair Value</td>
<td>15,556,939</td>
<td>10,474,834</td>
</tr>
<tr>
<td>Property and Equipment - Net</td>
<td>24,397</td>
<td>28,959</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$35,904,107</strong></td>
<td><strong>$38,214,483</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities:</td>
<td>2007</td>
<td>2006</td>
</tr>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$555,627</td>
<td>$236,085</td>
</tr>
<tr>
<td>Accrued Payroll and Other Benefits</td>
<td>54,704</td>
<td>49,786</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>48,656</td>
<td>-</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>658,987</strong></td>
<td><strong>285,871</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets:</th>
<th>2007</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted Net Assets</td>
<td>4,673,092</td>
<td>4,827,906</td>
</tr>
<tr>
<td>Temporarily Restricted Net Assets</td>
<td>30,572,028</td>
<td>33,100,706</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>35,245,120</strong></td>
<td><strong>37,928,612</strong></td>
</tr>
<tr>
<td>Total Liabilities and Net Assets</td>
<td><strong>$35,904,107</strong></td>
<td><strong>$38,214,483</strong></td>
</tr>
</tbody>
</table>
COMMUNITY
transforming lives through commitment
REVENUE HIGHLIGHTS

In 2007, individuals and organizations donated $8.1 million to support East Meets West. Examples of major donations in 2007 are below.

**Atlantic Philanthropies** committed $2.38 million in 2007 to support large-scale infrastructure in Vietnam.

**Irish Aid** donated $851,242 to develop a new virology testing facility in Hanoi to reduce the spread of blood-borne viruses including HIV/AIDS and hepatitis.

**Eric Hemel and Barbara Morgen** committed a total of $474,647 to fund the Scholarship Program to Enhance Literacy and Learning (SPELL) and $235,890 to expand the Breath of Life program.

**The Ford Foundation** awarded a grant of $370,100 to upgrade facilities, train medical staff and expand job opportunities for the disabled in Thai Binh Province through the Support Network for People with Disabilities.

The U.S. **Agency for International Development** (USAID) awarded $354,610 to support the An Giang/Dong Thap Alliance to Prevent Trafficking (ADAPT) and to build an ethnic minority boarding school in the central highlands province of Kon Tum.

**The Boeing Company** contributed $300,000 to construct four primary schools and one Early Childhood Care and Education Center (ECCE) as well as $50,000 to build 50 homes for families affected by floods in Quang Nam Province.

**George Miller and Janet McKinley** committed $350,000 to support an expansion of the Clean Water program.

**Barbara and Gil Kemp** donated $241,658 to fund the SPELL program and purchase a mobile dental van for the Dental Program.

**The Vietnamese American Scholarship Fund** committed $200,000 to support an expansion of the Clean Water program.

**Room to Read** contributed $169,058 to fund six primary schools in five provinces in central Vietnam and to support the ADAPT program.

**Mast Industries** donated $116,023 for the expansion of the Breath of Life program to 14 district hospitals in southern Vietnam.

**The Arcanum Foundation** granted $104,340 to expand health, education and job services to the disabled in Thai Binh Province through the Support Network for People with Disabilities.

**The Dorrance Family Foundation** contributed $100,000 to support SPELL and an expansion of the Clean Water program.
MAJOR DONORS

Donors and partners are an integral part of the success and long-term stability of East Meets West’s programs.

$100,000 and above

The Atlantic Philanthropies
Arcanum Foundation
The Boeing Company
Dorrance Family Foundation
The Ford Foundation
Eric Hemel and Barbara J. Morgen
IrishAid
Barbara and Gil Kemp
Mast Industries (Far East) Ltd.
George Miller and Janet McKinley
Room to Read
United States Agency for International Development (USAID)
Vietnamese American Scholarship Fund

$99,999 to $25,000

Akzo Nobel Coatings Vietnam
Jack and Rose-Marie Anderson
Robert and Jane Bard
Friends of Danang
Greenfield Foundation
Stephen Gunther
Happy Hearts Fund
Henry E. Niles Foundation, Inc.
Keith & Pamela Fox Family Foundation
Philip Morris International Management, S.A.
Piedmont Community Church
United States Navy
Vietnam Education Society

THESE DONORS MADE A CONTRIBUTION TO THE EAST MEETS WEST FOUNDATION BETWEEN JANUARY 1 AND DECEMBER 31, 2007.
MAJOR DONORS

$24,999 to $10,000
Asian Development Bank
Atlantis Investment Management
Lee Burton and Roberta Shaw-Reeves
Chutex International
Lawrence and Kim Dong
Jerome and Nancy Falk
Charles Gilreath
International Children Assistance Network
Frederick Khedouri and Sarah Glazer
Daniel Knox
Pacific Links Foundation
Dan and Paula Reingold
SJ Asset Management
Western Union Foundation
Ken Wosk

$9,999 to $5,000
Neil Barsky and Joan Davidson
Ben Daviscourt Memorial Fund
Richard Berkman and Toni Seidl
CIBC World Markets
Thang Do and Grace Liu
William and Phyllis Draper
East Bay Newborn Specialists, Inc.
Embassy of Ireland
Roscoe and Helen Heins
Paul Huddleston and Dori Boudreau
Infrastructure Capital Group
Daniel Kaplan and Kay Richman
Larned Rotary Club
Linklaters
Scott Lumsden
Martha & Spencer Love Foundation
Robin Povey
Saigon South International School
Lenny Sands
Joyce Thomas and Rob Castleberry
The Tietz Family Foundation
Vietnamese American Professionals Alliance
Merna and Don Villarejo

THESE DONORS MADE A CONTRIBUTION TO THE EAST MEETS WEST FOUNDATION BETWEEN JANUARY 1 AND DECEMBER 31, 2007.
MAJOR DONORS

These donors made a contribution to the East Meets West Foundation between January 1 and December 31, 2007.

$4,999 to $1,000

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HEINS GLOBAL FOUNDATION
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GOOGLE
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MCMILLEN ENGINEERING
MERCIER ISLAND PRESBYTERIAN CHURCH
MONEYGRAM PAYMENT SYSTEMS INC.
NIKKO HOTEL
NUPLEX INDUSTRIES LIMITED
OSPREY EUROPE LTD
OSPREY PACKS-USA
PENN DEVELOPMENT SERVICES, LP
PLEASANT HILLS MIDDLE SCHOOL
RICH FARMS, INC

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NORTH OAKLAND/EMERYVILLE, CA
PAULS VALLEY, OK
ROTARY INTERNATIONAL DISTRICT 5770
SHAWNEE CLUB, OK
SERVICE INTERACT CLUB OF GALILEO ACADEMY
SHINODA JUNKO FEMIN
SPANISH EMBASSY IN VIETNAM
THE KEVIN G. SCHOEELER FOUNDATION
TRANSITORY ITEMS ASSETS
US TRAINING SHIP GOLDEN BEAR
VIETNAM AIRLINES

$4,999 to $1,000

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CHURCH COMMUNITIES, NEW MEADOW RUN
THE CITY OF THE LORD, ZION AG COMMITTEE TO ELECT BILL MULLEN
CONSTRUX
DARTMOUTH COLLEGE - STUDENT ACTIVITIES
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JUNIPER NETWORKS
SUN MICROSYSTEMS FOUNDATION
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UP TO $1,000

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TU ARMAGOST
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KATHLEEN AND DANIEL DONG HELLER
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WILLIAM AND J.M. DRUM...
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STEPHANIE BRANDLI
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PHILLIPA BRICKELL
CAROLE BURGESS
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EMW DONORS 2007

33
EAST MEETS WEST BOARD OF DIRECTORS

**PETER A. SINGER, M.D. CHAIRMAN**
Peter Singer was a battalion doctor with U.S. Armed Forces in Vietnam from 1966-1969. He received his B.S. at UC Berkeley and his medical degree from University of California at San Francisco. Peter is currently Professor of Medicine at the University of Southern California School of Medicine, where he is active in clinical practice, teaching, and research.

**BRIAN P. DOLAN, M.D., F.A.P.A. VICE CHAIRMAN AND SECRETARY**
Brian Dolan joined the EMW Board in 1999 after working in Vietnam as a project director of a nutrition program. Brian has served as a Peace Corps physician in Africa, has worked for the Navajo Nation in Arizona, and has participated in health-related projects in Brazil, Latvia, Bolivia, and Mexico. He previously served on the faculty of the UCLA School of Public Health. For over 30 years, he has been a member of Vista Giving Circle in Phoenix, Arizona, with a focus on women’s issues.

**HANG LE BOURQUE**
Hang Le Bourque is a co-founder of Pacific Links Foundation where she worked as the Community Programs Director. She has been actively involved in issues of social and educational equity for linguistically and culturally diverse students and their families. During her 15-year banking career, she was in charge of business development and managed a portfolio of Asian-American high tech companies and high net worth individuals.

**ROBERT BARD**
Robert Bard is the founder and president of Stonecraft Homes. In 1967, Bob participated in forming the nonprofit Rural Development Corporation, funded by the federal Office of Economic Opportunity, the purpose of which was to build low-cost housing in rural areas of California. He became legal counsel there in 1968. Bob has participated in the development of federally assisted housing projects and commercial apartments in both California and Arizona. He received his undergraduate degree in economics and his J.D. from the University of Southern California. He is a member of the California Bar Association.

**JEROME FALK**
Jerry Falk is a senior member of Howard Rice Law firm, where he is a Certified Specialist in Appellate Law. Jerry has received numerous awards for his litigation service, including for the past 20 years being listed in Best Lawyers in America and recognized as a Top 100 Super Lawyer by Law & Politics. Following law school, Jerry served as law clerk to Justice William O. Douglas of the U.S. Supreme Court. For 10 years, he taught constitutional law at UC Berkeley’s School of Law. Jerry received his A.B., with honors in Economics and J.D. first in his class, from the University of California at Berkeley.

**STEPHEN GUNTHER**
Stephen Guntner is the President and CEO of New Urban West, Inc., a developer and builder of high-quality residential communities, where he has worked over 30 years. He oversees the business side of residential, commercial and office development. Stephen was formerly the deputy attorney general for California.

**LY-HUONG PHAM**
Ly Pham has over twenty five years of system software management, consulting and entrepreneurial experience. She is the CEO and founder of Mabiscule, a provider of consulting and software services for the mobile industry. Previously, she held top level management positions at several high-tech companies, including Apple Computer Inc. and Wang Laboratories. Ly Huong is chair of the board of the Vietnamese Silicon Valley Network and a co-inventor of ten granted patents. Ly received a B.A. in Mathematics and an M.S. in Information Systems from Boston University. She is currently enrolled in a PhD program at Fielding Graduate University.

**LYNDA MEIER, R.N., C.M.R.**
Lind Meier met EMW founder Lely Hayslip on the set of Heaven and Earth, Oliver Stone’s movie based on Lely’s life. Linda has been a member of Vista where she worked in Utah with the Ute and Navajo Indians establishing a nursing school and doing community organizing. Linda currently works at Stanford University.

**STEVE REYNOLDS**
Steve Reynolds first became familiar with EMW while consulting with Atlantic Philanthropies on their work in Vietnam in 1999. Steve was formerly a general partner for 20 years at General Atlantic LLC, a private equity firm in Connecticut. He has also worked with Proctor & Mitchell & Co in New York City. Steve holds a BA in Economics from Amherst College and an MS in Accounting from New York University School of Business. Together with his wife, Dr. Susan Wolf, Steve funds EMW’s Tien Phuoc Orphanage.

**BRENDA RINGWALD**
Brenda Ringwald became involved with EMW in 1995 when she was traveling in Vietnam. She raised funds for a microfinance project through EMW and joined the Board in 2000. Brenda received a BA from Carleton College in Northfield, Minnesota, with a major in Government and International Relations. She has participated in volunteer projects all over the world. In the spring of 2006, she started a Global Giving Circle in Phoenix, Arizona, with a focus on women’s issues.
The East Meets West Foundation transforms the health, education and communities of disadvantaged people in Southeast Asia by building partnerships, developing opportunities and creating sustainable solutions.