east meets west foundation
creating models for systemic change
THE VALUES OF EAST MEETS WEST

INTEGRITY
We maintain high ethical standards for financial and moral accountability.

INNOVATION
We constantly seek new ways to solve seemingly intractable problems.

HUMANITARIANISM
We are committed to serving children, the poor and disadvantaged; we treat our staff, clients and colleagues in a compassionate and humane way.

COMMUNITY FOCUSED
We partner with and empower communities to work together for sustainable development.

HIGH QUALITY
We focus on quality in all activities: planning, project implementation and management.

EQUALITY
We emphasize equality through providing access to education, medical care, improvements in standards of living and poverty alleviation.
The year 2008 marked the twentieth anniversary of East Meets West in Vietnam. It was also the end of one era, and the start of another. Our accomplishments in 2008 were impressive, and our last two decades have led to four big trends that are having a profound impact on the work the East Meets West Foundation is performing.

The first is the transition of East Meets West to a truly national organization. Our work has expanded beyond central Vietnam. This process started three years ago, when EMW opened an office in Hanoi under the leadership of Program Development Director Nguyen Thi Minh Thu. The Hanoi office is now the national office of EMW in Vietnam, and we have hired a new Country Director, Minh Chau Nguyen, to lead all our Vietnam work from that office. Our former Country Director, Mark Conroy, who has been an essential part of building EMW, is still on staff, working as a senior advisor in the Da Nang office.

But this is not only a geographic shift—moving our representative office to Hanoi has strategically placed us in a better position to enact change in Vietnam and the region. EMW has started to take a prominent role in national organizations based out of Hanoi: groups like the NGO Working Group on Climate Change, the National Rural Water Supply and Sanitation Partnership and the NGO Water and Sanitation Working Group. Several of our key programs are now run from Hanoi.

That leads to the second big trend happening now, which is that EMW is taking a regional approach to international development, moving us beyond the borders of Vietnam. As Vietnam develops, there are opportunities to take what we have learned here and apply it to neighboring countries. In 2008, EMW opened projects in Cambodia, Laos and East Timor. Our first program to be exported is Breath of Life; others will follow in 2009 and 2010. In a key departure from the way that most large international NGOs work, EMW is driving this expansion from inside Vietnam, and using our resources here to support the regional expansion. Doctors and nurses from Laos and Cambodia, for example, are being trained at hospitals in Ho Chi Minh City and Hanoi.

The third big trend is towards an ever-higher level of sophistication and strategic complexity in our program work. While we still do a lot of the basic work of humanitarian development – building schools, assisting children with congenital heart disease – most of our programs have evolved into models of what government agencies themselves should be doing in Vietnam and other countries. I don’t mean taking care of poor patients; it goes without saying that all countries should provide medical, educational and social services to as many people as possible, and that all the NGOs in the world cannot make up for a basic lack of government services.
Instead, what East Meets West is doing is creating and testing models for how to deliver high-quality, high-impact programs. In a number of areas – clean water supply and sanitation, neonatology, pediatric cardiology, dentistry, support services for the disabled and education for children from disadvantaged families – the EMW model has become the standard by which other programs, whether government or NGO, can be evaluated. Our goal is to make our core programs the best possible in Vietnam, so they can serve as the template for how our partners in the government and civil society can implement their own programs.

The fourth and final big trend is just emerging, and this is adaptation to climate change. That climate change is happening is by now indisputable; that something needs to be done about it blindingly obvious. But what can a country like Vietnam, with so much of its territory at severe risk from floods, storms and other negative effects, actually do? To wait for the major greenhouse-gas emitting countries to solve the problem is no solution at all. Even if drastic action were taken immediately, seas and temperatures would continue to rise for decades to come.

What East Meet West is proposing instead is to transform our development work in at-risk communities into a program to help them become more resilient to climate change using techniques and technologies that are affordable, effective and available right now. We call this “climateproofing” for poor and vulnerable communities. This means a comprehensive evaluation of vulnerabilities combined with suggested solutions and an active program of environmentally-sustainable livelihood development. Climate change adaptation is going to be a major focus of development work over the next ten years, and Southeast Asia needs a great deal of attention in this area. If EMW is successful, this too can become a regional model for development work done at the highest level.

The end of one era is always the start of another one. For East Meets West, this will mean moving in new and exciting directions, and we hope you will join us on that voyage.

With warmest regards,

John Anner
Executive Director
East Meets West Foundation

“Our goal is to make our core programs the best possible in Vietnam, so they can serve as the template for our partners in the government and civil society to implement their own programs.”
Education

Health & Medical Care

Clean Water & Sanitation

Infrastructure
2008 PROGRAM EXPENDITURES AND PEOPLE SERVED

this is what we do
health programs

EXPERIENCES IN 2008 .......... $2,173,213
PEOPLE SERVED IN 2008 ........ 51,067

East Meets West’s health and medical programs work on two levels: providing direct assistance to children with severe medical problems, and improving the capacity of the medical system to care for patients.

breath of life
$639,577
14,000 babies treated

Breath of Life provides medical equipment and training to save the lives of babies suffering from respiratory distress and other serious neonatal conditions. In 2008, BOL expanded its geographical reach within Vietnam, reaching a total of 120 new hospitals, distributing 300 new Continuous Positive Air Pressure (CPAP) machines and beginning a new program of jaundice prevention, piloting and distributing LED phototherapy and bilibeds. By the end of 2008, BOL expanded to bring neonatal care to three more countries: Cambodia, Laos and East Timor.

dental program

Expenditures $493,412
In-Kind Donations (292,324)
Program Costs $201,088
13,519 children treated

The Dental Program provides free modern dental care to poor and disadvantaged children in central Vietnam, most of whom have never seen a dentist in their lives. In 2008, BOL expanded to bring neonatal care to three more countries: Cambodia, Laos and East Timor.

operation healthy heart
$366,916
548 children served

Operation Healthy Heart provides financial and medical assistance to children with serious heart defects and works within Vietnam’s medical system to improve the capacity of the country to provide cardiac care. In 2008, OHH assisted 548 children with lifesaving heart operations and medical interventions. OHH also received a donation of 11,899 cartons of milk from Nestle and PediaCare (worth $70,000) to support pre- and post-surgery heart patients.

support network for people with disabilities
$572,813
23,000 people served

The Support Network for People with Disabilities (SN-PWD) provides comprehensive support for disabled people by creating channels of medical, educational and vocational assistance. The program operates in Da Nang, Quang Ngai and Thai Binh. In 2008, SN-PWD screened 1,600 people, facilitated corrective surgery for 200 of them, and provided the following assistance to other disabled beneficiaries: educational support for 300
Education

**Expenditures in 2008** ............ $740,556
**People Served in 2008** ............ 6,173

East Meets West’s education programs invest in education for disadvantaged children by providing long-term scholarships and building new schools.

**ADAPT**

$117,458

1,305 girls served

The An Giang/Dong Thap Alliance to Prevent Trafficking (ADAPT) seeks to prevent the trafficking of young women by providing education opportunities and expanding their vocational choices through a supportive web of services. ADAPT currently operates in three provinces along the Vietnam-Cambodia border: An Giang, Dong Thap, and Kien Giang. ADAPT activities include a scholarship program, vocational training and job placement, and reintegration services. In 2008, ADAPT provided 512 scholarships and supported a total of 793 young women in vocational training. ADAPT also established a new shelter for returnees—victims of trafficking—and other emergency cases related to human trafficking.

ADAPT is a partnership between EMW, Pacific Links Foundation and International Children Assistance Network and is implemented by Pacific Links.

**SPELL**

$469,072

4,672 children served

The Scholarship Program to Enhance Literacy and Learning (SPELL) provides funding for school fees, supplies, uniforms, books, and tutoring. In 2008, SPELL provided scholarships to 4,672 children. The program supplied bicycles to 749 sixth graders who live over one mile from school. Meetings were organized for secondary school students and their parents to emphasize the importance of preparation for the high school entrance exams. SPELL set up tutoring classes at 119 schools; there are now 3,882 students participating in SPELL’s tutoring program.

**Tien Phuoc Orphanage**

$38,248

46 children served

Located in a rural mountainous region, Tien Phuoc Orphanage is a refuge for 31 orphaned children from 6-18 years old. The children receive education, health care and housing. In 2008, additional support was given to seven graduates for vocational training and eight children for tutoring and medical treatment.

**Village of Hope**

$102,153

150 children served

The Village of Hope (VOH) provides shelter and education for disabled, orphaned and abandoned children. In 2008, 150 children lived at VOH, including 26 hearing- and speech-impaired children who participate in VOH’s on-site deaf education program. The children also participate in vocational training courses like tailoring, computer, handmade-greeting cards, cooking and carpentry. Child sponsors from all over the world provide financial support for Village of Hope children.

**VA-NGO Conference**

$13,625

This conference brought together 36 Vietnamese-American non-governmental organizations that provide humanitarian assistance and development programs for the disadvantaged in Vietnam. This effort has led to numerous EMW collaborative projects in Vietnam, including ADAPT, Breath of Life and construction of schools.
Millions of people in rural Vietnam still lack access to clean water and adequate sanitation. East Meets West is a leader in developing affordable, effective and sustainable rural water supply and sanitation solutions.

**Clean Water and Sanitation**

**Expended in 2008:** $959,771  
**People Served in 2008:** 13,532

EMW’s Clean Water and Sanitation Program provides people in rural Vietnam with access to safe water through the construction of water systems. Clean water is an essential component of a healthy life, relieving people of the burden of obtaining water from distant or poor-quality sources, and reducing child mortality. In 2008, EMW built 20 clean water systems, bringing piped water directly into the homes of 13,212 villagers, with an additional 30,168 people to connect to the systems in 2009. The program’s new Hygiene and Sanitation Behavioral Change component uses social marketing, training and financial incentives to encourage families to build improved sanitary latrines and adopt more effective hygiene behaviors that can reduce the incidence of water-related diseases such as diarrhea. EMW built 320 household latrines in 2008. Other expenses included a grant to the Water Environmental Fund, a local partner.

**Climate Change Adaptation**

**Expended in 2008:** $53,847

The initial phase of EMW’s new Climate Change Adaptation program began in 2008, funded by the Ford Foundation. Expenditures were for conducting a field survey in Quang Nam Province and sending an EMW delegation to the Third Congress of Women in Politics and Governance.

**Hospital Development**

**Expended in 2008:** $7,439,293  
**People Served in 2008:** 181,300

East Meets West builds major health facilities in Vietnam to fill critical gaps in the country’s medical infrastructure.

**Da Nang Eye Hospital**

**Expended in 2008:** $1,459,906  
**People Served**  
**Yearly:** 76,300

The Da Nang Eye Hospital will provide state-of-the-art services in ophthalmology to the people of central Vietnam. Phase I was completed in 2006 with the construction of a 75-bed inpatient unit. Phase II, to be completed in 2009, will install outpatient and surgery facilities in the six-floor hospital, which will have 150 inpatient beds and high-tech medical equipment.

**Hue Central Hospital: Ophthalmology Department and Training Center**

**Expended in 2008:** $1,100,922  
**People Served**  
**Yearly:** 22,000

The Hue Ophthalmology Department and Training Center at Hue Central Hospital, due to open in 2009, will consist of a
2008 expenditures & beneficiaries

our programs in 2008

four-story building furnished with modern ophthalmology equipment, conference rooms and laboratories for training purposes. The facility will serve as a training center for healthcare professionals.

hue central: wastewater treatment
$10,555
EMW upgraded the existing water collection system and wastewater treatment plant at the Hue Central Hospital to improve the quality of discharged water.

national hospital of pediatrics
$3,242,993
The National Hospital of Pediatrics in Hanoi is northern Vietnam’s largest and most important pediatric facility. The existing building is dilapidated and suffers from chronic overcrowding. With funding from Atlantic Philanthropies, East Meets West is rebuilding the hospital. Phase I of the reconstruction began in 2007 with a feasibility study, geological survey and design work. Construction on the hospital began in 2008 and will be divided into three phases. Once completed, the new hospital will house new inpatient and outpatient wards, newborn and emergency care units, operating rooms, high-tech equipment, full laboratory service, guest quarters, a building for infectious diseases, an engineering services plant and a morgue with a pathology laboratory.

kon ray boarding school for ethnic minorities
$514,540
275 students served yearly
EMW opened the Kon Ray Ethnic Minority Boarding School in September 2008. The school, located in Kon Tum, a province in the central highlands of Vietnam, was built with funding from USAID. The project was designed to lower the dropout rate, improve school performance and increase the promotion rate from the lower secondary to the higher secondary level. In addition, the project also supported the children’s families, teachers and disabled students through loan programs, agricultural extension and teacher training.

other projects
$395,399
83,000 people served yearly
In 2008, EMW made additional payments on three recently completed medical facilities in central Vietnam: the Hue Cardiovascular Center, the Quang Tri Multipurpose Hospital, and the Da Nang Multipurpose Hospital. Expenditures included the cost of supplying additional medical equipment at the Hue Cardio Center. Together, these three large facilities serve over 80,000 patients each year in central Vietnam.

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irland-vietnam blood-borne virus initiative
$288,596
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 is building a new virology laboratory at NIHE, scheduled to open in 2009. The facility will adhere to the highest international specifications. The IVVI is funded primarily by Irish Aid.

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infrastructvre: education

EXPENDITURES............... $1,167,895
PEOPLE SERVED IN 2008 ........ 178,025

In partnership with the higher education system of Vietnam, East Meets West builds education facilities to make the system more functional.

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thai nguyen univ: dorms & learning resource center
$387,280
34,500 people served yearly
EMW built these two facilities at Thai Nguyen University, a large university in northern Vietnam. The dorms, opened in 2007, are for medical students at the university; payments in 2008 were for additional expenses. The Learning Resource Center consists of a modern library and communications center. The completed building is now fully equipped. On average, about 700 students use the LRC every weekday and 2,000 per day on weekends. The lending library is also very well-used and the conference center is hosting up to eight events each month.
our programs in 2008

**university of da nang**
$263,237
**143,250 people served**
Expenses in 2008 were for projects EMW built at the University of Da Nang, including: the English Language Institute, the Learning Resource Center, and the Sports Complex. These large facilities host almost 150,000 students, faculty and guests every year.

**repairs from typhoon xangsane**
$2,838
Additional payments for repairs of damages caused as a result of Typhoon Xangsane.

**infrastructure: rural community**

**EXPENDITURES IN 2008**........... **$613,259**
**PEOPLE SERVED IN 2008 ........... 4,561**

East Meets West’s community construction program develops housing, bridges, vocational schools and other infrastructure.

**bridges**
$24,872
**1,370 people served**
EMW builds bridges to facilitate transportation, communication and economic exchange between isolated regions. In 2008, final expenses were paid for the Hoi Yen bridge in Quang Nam Province, which was completed in 2007.

**compassion homes**
$120,629
**185 people served**
In 2008, EMW constructed 37 new houses for impoverished families. Old dilapidated dwellings with flimsy roofs and dirt floors were replaced with new brick houses that have solid metal roofs, elevated concrete foundations and a half-story for storage during floods. EMW also provided cows to the families as a means to help them generate income.

**rural school construction**
$372,940
**1,636 children served**
EMW’s School Construction program replaces rundown primary schools with new, ventilated, well-lit and spacious facilities that give impoverished students a place to learn in a safe environment. In 2008, five primary schools with 25 classrooms were built, benefiting 817 students in four provinces. In addition, EMW built a kindergarten in Thai Nguyen Province with two classrooms, one bathroom and the provision of books.

**new moon ecological garden**
$94,818
**1,370 people served**
The New Moon Ecological Garden is an integrated development project that aims to demonstrate the economic value of ecological restoration and organically-grown products. In 2008, an organic garden was planted, and an ecopark with a fish pond, bridges and walkways was constructed. The aim of the ecological garden environment is to promote tourism. In 2008, local farmers received a technical training course on using organic farming techniques, focusing on pest control and vegetable cultivation. The garden is expected to be completed in 2009.

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this is who we work with
EMW PARTNER

Dr. Nguyen Thi Ngoc Lan
Pediatrician
Bac Giang Hospital
The trip from Hanoi to Bac Giang City takes less than two hours, but the two cities feel worlds apart. Located northeast of Vietnam’s seat of government and culture, Bac Giang is the provincial capital of a largely rural, impoverished region.

After two years of specialty training in Hanoi, pediatrician Dr. Nguyen Thi Ngoc Lan returned to her native Bac Giang in 2003 with a heightened sense of that contrast. At Hanoi’s National Hospital of Pediatrics (NHP), Dr. Nguyen had first seen a CPAP (Continuous Positive Air Pressure) machine and observed its lifesaving impact in treating newborn respiratory distress. The CPAP is the flagship piece of equipment of East Meets West’s Breath of Life (BOL) program. While it is a standard therapy in hospitals in the developed world, CPAP was only then being introduced at this high-level Hanoi hospital. Back at Bac Giang General—with 550 beds, one of northern Vietnam’s biggest provincial hospitals—there was not a single CPAP. This large regional facility had no Neonatal Intensive Care Unit at all.

This situation changed when EMW began implementing its strategy to expand BOL to the regional level. Since 2006, BOL has provided Bac Giang General Hospital with six CPAP and two phototherapy machines and two infant warmers, with training provided by Dr. Nguyen. Neonatal survival outcomes have greatly improved. “With BOL’s support, the mortality rate among infants has gone from 25% to only 5%,” Doctor Nguyen reports.

Bac Giang General Hospital is now one of BOL’s best capacity-building partners, participating in pilot tests and training lower-level facilities. In 2007, through the BOL district pilot project, the hospital trained eight district hospitals in the use of CPAP and in basic newborn care. “I highly appreciate what East Meets West and the Breath of Life program is doing to improve newborn care in Vietnam, and particularly in my hospital. It’s a team effort that is bridging the gap between rural and urban areas in neonatal care.”
EMW LOAN RECIPIENT

Pham Xuan Thuy
Small Business Owner
Thai Binh Province
support network for people with disabilities

In many ways, Pham Xuan Thuy is a typical Vietnamese small business owner. His garment company employs 25 workers to cut, sew, iron and package the clothes produced there. He is 50 years old, married and lives with his wife and extended family in northern Vietnam. What sets Mr. Pham’s company apart is that nearly two-thirds of his 36 employees have a physical disability. They do their work at the company despite hearing, vision, mobility, and other impairments. Mr. Pham himself is disabled, with an atrophied right arm and myasthenia (muscular weakness) of the left leg.

Mr. Pham knows better than anyone that each disabled person is an individual, with his or her own set of challenges and needs. That is the same approach taken by East Meets West’s Support Network for People with Disabilities (SN-PWD). The program, operating in three areas of Vietnam, bases its model of comprehensive care on that diversity of needs. After an initial screening, SN-PWD refers each disabled person to appropriate services, which can include corrective surgery, prosthetics, physical therapy, scholarships, vocational training and job placement. The program also builds the community’s capacity to serve its disabled population, refurbishing treatment centers, training community health workers and strengthening links between existing providers.

The program has an SME (Small to Medium Enterprise) component to help build the capacity of companies like Mr. Pham’s, which, as they grow, employ more disabled workers, and provide a model for successful entrepreneurship for a community that has too few such examples. As an employer providing jobs for disabled people in Thai Binh Province, Mr. Pham was the perfect candidate for the business training and small loan component of the program. After participating in SN-PWD-sponsored workshops on management in 2008, Mr. Pham developed a business plan and was approved for a small loan to diversify his company’s product line and provide vocational training for additional disabled workers.

With the help of the loan, his company expanded from producing only school uniforms to making a variety of summer and winter uniforms and clothes for school children and university students. Mr. Pham predicts that at least another eight of the ten disabled workers who received vocational training through SN-PWD will be employed by his company to meet the needs of this production expansion.

Mr. Pham reports that the company’s profits increased nearly 200% six months after the loan. But he is equally appreciative of the less tangible benefits the SME program provides: “The training brought me into contact with many other disabled business owners. We share our experiences. We gain confidence. And we are helping integrate more disabled workers into the economy and society.”
access to education

EMW PARTNER
Nguyen Chuoc
Study Promotion Association
Da Nang, Vietnam
Mr. Nguyen Chuoc serves as Vice-Chairman of the Da Nang Study Promotion Association (SPA). Five years ago his organization began working with EMW’s Scholarship Program to Enhance Learning and Literacy (SPELL), which provides multi-year scholarships, school supplies, and tutoring support to impoverished children in Vietnam. The SPA is just one of the many local organizations EMW partners with, knowing that strong collaborations contribute to the long-term sustainability of EMW’s programs. As in any good partnership, all parties benefit.

Vietnam’s SPAs work in their local communities promoting education by raising funds for scholarships and working to increase awareness of the importance of education. When EMW was launching SPELL, staff looked for a strong local partner to work with. Taking advantage of the existing SPA network, EMW enlisted provincial level SPAs to assist with implementing and monitoring program activities, and liaising with local authorities.

SPA members like Mr. Nguyen are respected community members who are well versed in the workings of the education system. They help identify the neediest students for referral to SPELL. Once scholarships are granted, they assist with the follow-up that is so crucial to keeping students from dropping out. Along with EMW’s own program staff, SPA volunteers monitor students’ academic progress and tutoring attendance, and meet with parents to assess the home environment and provide encouragement and resources as needed.

SPAs play a crucial role in the success of EMW’s SPELL program, but local SPA members report that SPELL has had a highly positive impact on SPAs as well. SPA members receive trainings on management, planning, monitoring and reporting—skills they use to run the SPAs more effectively.

The SPELL program has served as a model around which some SPAs have restructured their own scholarship programs. Mr. Nguyen has been raising money for the SPA to fund scholarships for Da Nang area orphans and children of disabled veterans since 1992. After observing the SPELL model in action, he was inspired to make significant changes to the SPA scholarship program, including developing more multi-year scholarships, strengthening donor commitment through long-term sponsorship, increased tracking and monitoring of students’ progress, and greater responsiveness to the needs of each individual student.

As Mr. Nguyen remarks: “Before, we gave the money for a student’s education, but we didn’t follow up on the progress or outcomes. Working with SPELL, I realize that financial support is really just the beginning.”
EMW STAFF

Large Construction Team
Members, Northern Region
F I N A N C I A L S T A T E M E N T S
E M W S U P P O R T E R S , B O A R D A N D S T A F F
I AM HONORED TO PRESENT the 2008 financial results for the East Meets West Foundation and Reach Vietnam to our dedicated staff, board members, volunteers and supporters. The year 2008 was a time of growth and accomplishments and challenges, throughout which the finance team maintained its uncompromising commitment to the highest standards of stewardship and accountability.

In 2008 our organization received an unqualified opinion from its auditors—a testament not just to sound financial management but to the integrity and work ethic of our staff and our commitment to using donor dollars for maximum impact. In a year of global financial instability, I am also pleased to report that judicious investment policies resulted in gains and avoided losses.

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 Ngoc Tuyet Truong
Chief Financial Officer
East Meets West Foundation

Ann Ngoc Tuyet Truong
Chief Financial Officer

AUDIT COMMITTEE
Ly Pham, Chair (2009)
Steve Reynolds, Chair (2006–2008)
Steve Gunther
Linda Meter
Brian Dolan
## CONSOLIDATED STATEMENT OF ACTIVITIES

**For East Meets West and Reach Vietnam**

**For the Year Ended December 31, 2008**

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<td></td>
<td>unrestricted</td>
<td>temporarily restricted</td>
</tr>
<tr>
<td><strong>SUPPORT &amp; REVENUE</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donations</td>
<td>$213,081</td>
<td>$1,283,423</td>
</tr>
<tr>
<td>Grants</td>
<td>$1,408,435</td>
<td>$11,616,280</td>
</tr>
<tr>
<td>Special events</td>
<td>$47,676</td>
<td>-</td>
</tr>
<tr>
<td>Investment income</td>
<td>$554,922</td>
<td>-</td>
</tr>
<tr>
<td>In-kind donations</td>
<td>$371,876</td>
<td>-</td>
</tr>
<tr>
<td>Net assets released</td>
<td>($9,751,577)</td>
<td>($9,751,577)</td>
</tr>
<tr>
<td>from restrictions</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total support and revenue</strong></td>
<td>$12,347,567</td>
<td>$3,148,126</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>expenditures</td>
<td></td>
</tr>
<tr>
<td>Program services</td>
<td>$13,147,834</td>
<td>-</td>
</tr>
<tr>
<td>Management and general</td>
<td>913,873</td>
<td>-</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,094,096</td>
<td>-</td>
</tr>
<tr>
<td>Total expenses</td>
<td>$15,155,803</td>
<td>-</td>
</tr>
<tr>
<td>Change in net assets</td>
<td>($2,808,236)</td>
<td>$3,148,126</td>
</tr>
<tr>
<td>Net assets at</td>
<td></td>
<td></td>
</tr>
<tr>
<td>beginning of year</td>
<td>$5,161,672</td>
<td>$30,083,448</td>
</tr>
<tr>
<td>Net assets at end of year</td>
<td>$2,353,436</td>
<td>$33,231,574</td>
</tr>
</tbody>
</table>

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.

*Reach Vietnam is a subsidiary of East Meets West primarily responsible for managing large infrastructure projects.*
## CONSOLIDATED STATEMENT OF NET ASSETS

*FOR EAST MEETS WEST AND REACH VIETNAM*

*FOR THE YEAR ENDED DECEMBER 31, 2008*

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2008</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$11,964,088</td>
<td>$7,917,224</td>
</tr>
<tr>
<td>Grants and accounts receivable - net</td>
<td>11,344,393</td>
<td>12,323,892</td>
</tr>
<tr>
<td>Investments at fair value</td>
<td>12,832,434</td>
<td>15,556,939</td>
</tr>
<tr>
<td>Other current assets</td>
<td>141,675</td>
<td>81,655</td>
</tr>
<tr>
<td>Property and equipment - net</td>
<td>25,864</td>
<td>24,397</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$36,308,454</strong></td>
<td><strong>$35,904,107</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>2008</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$469,832</td>
<td>$555,627</td>
</tr>
<tr>
<td>Accrued payroll and other benefits</td>
<td>253,612</td>
<td>54,704</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td></td>
<td>48,656</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$723,444</strong></td>
<td><strong>$658,987</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>2008</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted net assets</td>
<td>$2,353,436</td>
<td>$5,161,672</td>
</tr>
<tr>
<td>Temporarily restricted net assets</td>
<td>33,231,574</td>
<td>30,083,448</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>35,585,010</strong></td>
<td><strong>35,245,120</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$36,308,454</strong></td>
<td><strong>$35,904,107</strong></td>
</tr>
</tbody>
</table>

*Reach Vietnam is a subsidiary of East Meets West primarily responsible for managing large infrastructure projects.*
Donors and partners are the crucial link in the success and sustainability of East Meets West’s programs. In 2008, individuals and organizations donated **$14.5 MILLION** to support our programs in Southeast Asia.

**ATLANTIC PHILANTHROPIES** committed **$10.9 MILLION** in supplemental funding for ongoing large-scale infrastructure projects in Vietnam, as well as general operating and sustainability support.

**THE LEMELSON FOUNDATION** donated **$750,000** to fund the expansion of Breath of Life to Laos and Cambodia in order to provide modern medical equipment and training to save the lives of premature infants and newborns.

The **U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)** awarded **$499,598** to support the An Giang/Dong Thap Alliance to Prevent Trafficking (ADAPT), expand the Support Network for People with Disabilities program to Da Nang, and to complete the construction of an ethnic minority boarding school in the central highlands province of Kon Tum.

**BARBARA AND GIL KEMP** committed **$331,564** to fund the Scholarship Program to Enhance Literacy and Learning (SPELL), expand the Breath of Life program, and support EMW’s Dental Program, which provides free modern dental services to impoverished children.

**IRISH AID** funded **$228,580** for the expansion of the Support Network for People with Disabilities program to Da Nang, which creates sustainable channels of medical, educational and job training services for the disabled, and donated **$10,015** to Operation Healthy Heart.

**ERIC HEMEL & BARBARA MORGEN** contributed **$157,500** to provide low-income students with scholarships, books, uniforms, tutoring and other school fees through the SPELL program, and gave **$132,094** to support Breath of Life.

The **WORLD BANK** awarded **$204,014** as part of the multi-year **GLOBAL PARTNERSHIP ON OUTPUT-BASED AID (GPoBA)** agreement to provide access to clean water to disadvantaged households in five provinces in central Vietnam by building, managing and maintaining clean water systems.

**GEORGE F. RUSSELL, JR.** donated **$100,000** to help upgrade pediatric cardiac capacity in Vietnam through the training of cardiologists and surgeons and upgrading equipment at Pediatric Hospital 1 in Ho Chi Minh City, doubling its capacity for cardiac operations.

**THE FORD FOUNDATION** awarded a grant of **$99,000** to conduct a study of climate change in Vietnam and develop a model program for poor communities to adapt to climate change impacts.

**LENNY SANDS** donated **$70,000** to fund cardiac surgeries for children with congenital heart defects through the Operation Healthy Heart program.
$100,000 and above
The Atlantic Philanthropies
Eric Hemel and Barbara Morgen
Irish Aid
Gil and Barbara Kemp
The Lemelson Foundation
George F. Russell, Jr.
United States Agency for International Development (USAID)
World Bank: Global Partnership on Output-Based Aid (GPOBA)

$24,999 to $10,000
AkzoNobel Coatings Vietnam
Best Buy
Blue Planet Run
Caravelle Hotel
Friends of Hue Foundation
Greenfield Foundation
Nathan Cummings Foundation
Newman’s Own Foundation
Phu Quy Co
Shinoda Junko Femin
Smart Tulip Foundation
SPIRAL Foundation
VNHelp
Jerome and Nancy Falk
Paul Huddleston and Dori Boudreau
Frederick Khedouri and Sarah Glazer
Dan and Paula Reingold
Peter Singer and Marjorie Kagawa-Singer

$99,999 to $25,000
Bishop of Trento
Ford Foundation
International Children Assistance Network
Olympus Pacific Minerals
The Coca-Cola Foundation
The Dorothea Haus Ross Foundation
Vietnam Education Society
Neil Barsky and Joan Davidson
Minh Chau Nguyen and Per Ljung
Lenny Sands

$9,999 to $5,000
Australian International School
Gilbert & Carolyn Woods Family Foundation
Homeland Housewares
Institute of International Education
Koret Foundation
New Moon Foundation
Piedmont Community Church
Saigon South International School
The Boeing Company
Thang Do and Grace Liu
William and Phyllis Draper
Charles Gilreath
Robert and Glee Greenwood
Pha Pha Hamilton
Daniel Knox
Thomas Low and Priscilla Joe
Peter and Suzanne Nelson
**ORGANIZATIONS**

$4,999 TO $1,000

AA & Logistics  
Advanced Medical Optics  
Alfonso L. DeMatteis Family Foundation  
American International Group, Inc.  
Bredero Shaw (Singapore)  
Bridge To A Better Future

Conforama  
Friends of the Central Highlands  
Friends of the Vihn Son Montagnard Catholic Orphanage  
GlobalGiving Foundation  
Hawaii Asia Pacific Association  
Heart of Hope International  
Heins Global Foundation  
Hoa Sen International School of Ho Chi Minh City  
J. Ray McDermott Asia Pacific Pte Ltd  
Judith Carey Zesiger Family Foundation  
Kevin G. Schoeler Foundation  
KPMG International  
KS Plaza  
Matching Gift Programs: Bank of America  
HSBC  
Microsoft Corporation  
Nikko Hotel  
OPV  
Osprey Packs-USA  
Philip Morris International Management, S.A.  
Prospect Group Ltd  
Recycling Services  
Renaissance International School  
Rotary Clubs: Canton, OH  
Fisherman’s Wharf, CA  
Theodore Alexander Co.  
United Nations International School  
Victoria Healthcare Co.  
Weather Safe Windows Co.  
Xinh Fashion

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$4,999 TO $1,000

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John and Pam Bartko  
Brantly Baynes  
Penny and Matt Bowman  
Peter and Alice Broner  
William and Debby Brown  
William Bucholz  
William and Anne Carver  
Katherine Chlumsky  
Scott Clarkson  
Mary Jo Cook  
Charles Cooper  
Charles Craft  
Wendy Crisafulli and Steve Kenmore  
Casey Calbertson and Tam Doan  
James Dietzenbach  
Lawrence and Kim Dong  
Minh Duong  
James and Michiyo Echle  
Gary and Virginia Godley  
Molly Godley  
Maureen and Stephen Goldsmith  
Sydney Goldstein and Charles Breyer  
James Grant  
Chelsey Ingenito Fields and Ian Fields  
Robert and Virginia Juettner  
Sidharth kansara  
Daniel Kaplan and Kay Richman  
G. Marcus and Pamela Knight  
Luis and Lee Lainer  
Rose Lang  
Juergen Langematz  
Loc Le  
Jack Lief  
Jack McCombs  
Jorge Mestman  
George Miller and Janet McKinley  
Joy and Don Nelson  
Jeffrey Newman and Mary Montella  
Juliana Nguyen  
Tran Nguyen  
Erik and Jennifer Niemann  
David Nolan

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Ly Pham  
Stuart and Lee Pollack  
Brian Porter  
Melvin and Susan Potter  
Charles Rice  
Robert Riordan and Spring Hill  
Theo Schlaghecken  
Josef Schweiger  
Fred Silverman and Gerard Buulong  
George and Jeanette Sink  
Bang Tran  
Merna and Don Villarejo  
Gary and Janet Wagers  
Townsend Walker and Beverly Mills  
Thomas Ward  
Phillip and Renee Withnell  
Prudence Wong Vun Yen  
Bob and Judy Wright  
Jeanne Zimmerman

**ORGANIZATIONS**

UP TO $1,000

4th Infantry Division, California Chapter  
Ben Daviscourt Memorial Fund  
Bruno General Contractor, LLC  
Champa Ceramics  
Church Communities Foundation  
Dentsply Company  
First Presbyterian Church Library  
Freddie Mac Foundation  
Friends of Danang  
Gancos & Sons  
GE Foundation  
Global Humanitarian Expeditions  
Goodsearch  
Hale School  
Himalayan Dental Relief Project  
Hokkaido Japanese Seafood and Steakhouse  
ILV  
Ivester & Associates, Inc.  
John E. Baker Revocable Trust of 2000

Matching Gift Programs:  
Applera Corporation  
JP Morgan Chase Foundation  
Juniper Networks  
Nike  
Sony Pictures Entertainment  
Sun Microsystems Foundation  
Knoff & Fettig, PS  
KOA Books  
Lantern Projects Inc.  
Mekong Capital  
Network for Good  
Partricia H. Markovich Trust  
Positivitee, LLC  
Professional Technology Integration, LLC  
Protea Dental Studio Inc.  
Rory Dental & Technical Art, Inc.  
Rotary Club of the Valley of the Moon, CA  
St. Michael’s International School  
Stoller Middle School, OR  
Sunset High School  
Sustainer Committee of the Junior League of De Kalb  
The Anderson Fund Foundation  
The Congregational Charity Committee  
TTF Foundation  
Universal Giving  
Weil, Gotshal & Manges

**INDIVIDUALS**

UP TO $1,000

Judith Abeles  
Joseph Acanfora  
William Addison  
Ronald and Patricia Adler  
Jema Albarran  
Paul Albergo  
Ruby Alfonso  
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Joyce and Michael Allen  
Linda and Robert Ambrose  
Richard and Heather Ames  
Larry Amundsen  
Mark and Sue Anapolsky
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Lilli Anderson
Marguerite Anderson
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Kathryn Anner
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Deren Baker
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Theo and Paul Bergren
Richard Berkman and Toni Seidl
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Patricia and Doug Donaldson
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Joseph Holewa
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Richard Horvitz
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Kathleen Howe
James and Judy Hower
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Irene Huss
Hue Huyhn
Mike Huyhn
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Jack and Harriet Izower
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Donald Stumpf  
Thomas Suriano  
Krista Sypnieski  
Martha Tack  
James and Pamela Talone  
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Kenneth Tartof  
Tamanique and Hugo Teran  
James Terrill  
Beatrice Thompson  
George Thompson  
Judy Thompson  
Scott Thompson  
Quyen To  
Phuc Tran  
Thuy Tran  
Yen Tran  
Donna Trinh and Wayne Gulian  
John Troha  
Malcolm Tronic  
Gail Trujillo  
Anthony Truong  
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Simon and Alexandra Tufnell  
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Daniel Gough  
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Tran Viet  
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Binh Vo  
Tina Vo and Quy Nguyen  
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Florence Wagner  
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Murry and Marilyn Waldman  
Aoibheann Wall  
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M.A. Wash  
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John Weaver  
Jeffrey and Lynn Marie Weil  
Edo Weits  
Carole Wells  
John and Kanitta Wells  
William Westbrook  
William and  
Christina Whiteman  
Henry and  
Candice Wildenborg  
Richard Wilkersen  
Paula Wilkes  
Stevi and Kierney Williams  
Richard and Cecile Willis  
Dennis Wolbers  
Ted and Elizabeth Wolf  
Roy and Judy Wolff  
Chic Walk  
Robert Wood  
Gail Woods  
Ronald and Laurel Woods  
Linda Worthington  
Donald and Norma Wright  
Kristen Wright  
Tom Wright  
Kimberly Yeager  
Jeffery Yeomans  
Margaret Yonco-Haines  
Shogofa Zaman  
Claudia Zambrana  
Rick and  
Susan Zimmermann  

**IN-KIND GIFTS**

Aribex, Inc.  
Burkhart Company  
City of Da Nang  
Crown Dental and Medical  
Dentsply Company  
G3 Development  
Giving It Back to Kids  
Patterson Dental Co  
US Airforce  
**USNS Mercy**  
Jeffrey and Cinthya Albert  
Robert Allen  
Amanda Allison  
Edward Balchin and Pia Trinos  
Ms. Banh  
Gerhart and Dorothy Bauer  
Ronald and Gailmarie Berquist  
Larry and Joan Blume  
William and Debby Brown  
Alice Campbell  
Alice Chreng  
Amanda Clancy  
Helene Clancy  
Stuart Clarke  
Charles Craft  
Sokunthea Craft  
Wendy Crisafulfi and Steve  
Kenmore  
Ellen Davies  
Byron Davis  
Christopher Do  
Jennifer Elmer  
Simon Franks  
Michael and Verra French  
Thomas Gabriels  
Amy Gibson  
Gary and Virginia Godley  
Elizabeth Hall  
Truong Hanh  
John Hansell  
Lydia Hansell  
Heidi Hanson  
Christine Hayman  
Katie Holdgate  
Anna Hughes  
Vinh Huynh  
Lan Huynh  
Masood Jaffer  
Benjamin Le  
Howard Lemke  
Thomas Low and Priscilla Joe  
Nathan and Gary Lukes  
Van Luong  
Nhung Luu  
Van Luu  
Marie Lyons  
Laurie Matthews  
Aisling McGrath  
Patricia Mclearn  
Kathryn McNabb  
Kelly–Marie Meadows  
Patricia Moniz  
Linda and Nick Moreau  
Omar Munir  
Nwensi Nang  
Richard and Vicki Nakabayashi  
Dharaa Khan  
Peter and Suzanne Nelson  
Lynda Ngo  
Hao Nguyen  
Hoa Nguyen  
Lang–Kha Nguyen  
Phung Nguyen  
Mary Pham  
Thanh Pham  
Sara Ponzl;fino  
Melvin and Susan Potter  
Bertram and Sheilah  
Rechtschafer  
Michael Reilly  
Paul Richards  
Garrath Sambrook  
Donna Seaman  
Eugene Sekiguchi  
Stanley and Paulette Shulman  
Anthony Slater  
Parasto Soltani  
Mandrea Stebbins  
Jonathan Su  
Wesley Takahashi  
Long Tieu  
Bang Tran  
Kim Trang  
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Kimberly and Jeremy Troggio  
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Annie Walker  
Aoibheann Wall  
Caroline Westley  
Debra Wilcox  
Robert Wong  
Sally Wright  
Roger Young  
Shana Zito
Peter A. Singer, M.D. | CHAIRMAN
Peter Singer is a Professor of Medicine at the University of Southern California School of Medicine, where he is active in clinical practice, teaching and research. Peter was a battalion doctor with U.S. Armed Forces in Vietnam from 1966-1967. He received his B.S. at UC Berkeley and his medical degree from University of California at San Francisco. Peter has served as President of the EMW Board since 1990.

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

Eric Hemel, Ph.D.
TREASURER
Eric Hemel recently served as President of Alson Capital, a New York investment firm. Eric also served as co-head of U.S. equity research at Merrill Lynch. He has been an analyst at First Boston. Morgan Stanley and Merrill Lynch. Before Wall Street, Eric worked in the Reagan Administration as staff director of the President’s Council of Economic Advisers. Eric earned his B.A., M.B.A., and Ph.D. from Stanford University.

Brian P. Dolan, M.D., M.P.H.
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 more than 18 years, Brian has been senior medical advisor on the National Health and Nutrition Examination Survey. Brian is often an expert witness in toxic exposure cases.

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.

Jerome Falk
Jerome 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.
Vivian Ho

Vivian Ho is President of the Academy for Global Health Philanthropy (AGHP), a nonprofit organization that develops and facilitates global health philanthropic ventures. At AGHP, Vivian serves as a senior advisor to Ministries of Health, private foundations, philanthropists, private-public partnerships and corporations engaged in global health philanthropy. Vivian has lived and worked in Asia Pacific, the U.S. and Europe. She holds a BA degree in Economics and an MBA in Finance & International Business. She is an alumnus of Stanford University, University of Washington and Whitman College.

Tom Low

Tom Low is a partner with Bridges SF, LLC, an executive search firm specializing in the placement of senior financial executives. Tom has served as Director of Finance and Corporate Controller at Home Express. He was also the founding CFO of Restoration Hardware which he took public in 1998, one of the most successful IPOs of that year. Tom has worked as CFO with start-ups such as AskJeeves.com and Safeway.com. Tom holds a B.S. from University of California, Davis and an MBA in Finance from the University of California, Irvine.

Linda Meier, R.N., C.N.P.

Linda 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 San Francisco State University.

Ly-Huong Pham

Ly Pham has over twenty five years of system software management and consulting experience. She is the CEO and founder of Mobiscale, 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 and Wang Laboratories, Inc. 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.

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.

These two board members served in 2008, but resigned their terms by the end of the year. We thank them for their dedicated service and leadership.

Steve Reynolds Robert Bard

Board of Directors are listed as of April 2009. Check our website at www.eastmeetswest.org for the most current list of board members.
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Nguyen Quy
Senior Program Officer
Nguyen Minh Tho
Senior Program Officer

vo clong
Mark Conroy
Senior Consultant

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Pham Thi Thu
Program Assistant
Vu Ngoc Hieu
Assistant Financial Manager
Nguyen Van Linh
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Vo Thi Van Ninh
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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.

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