2011 Annual Report

Philippines
Myanmar
India
Timor Leste

east meets west

Vietnam
Laos
Cambodia
Thailand
I’m pleased to share with you in the following pages a summary of East Meets West’s many accomplishments in 2011. As we move through 2012, EMW’s staff, board, partners and volunteers can look back with justifiable pride on these achievements. While pride in a job well done can and should fuel our efforts, it’s equally important to guard against complacency. A fast-changing world requires that we continually evaluate not just whether our approach is effective, but whether the problems we are addressing continue to be relevant.

Ten years ago, after my first trip to Vietnam as head of EMW, a Vietnam veteran friend asked me about the situation with the Amerasian children left behind by US servicemen. He’d heard that they were treated poorly by the community and by officials, and clearly felt bad about it. I had to remind him that by now those “children” were in their mid-thirties and likely facing a different set of problems. “Oh, right!” he said, smacking his hand into his forehead.

To remain effective (and avoid smacking our figurative foreheads) EMW, like all development organizations, has to avoid getting so focused on what we do well that we forget the world is constantly changing. To give an obvious example, a few decades ago, the attention of global development experts was focused on helping children attend primary school to achieve basic literacy. In today’s world, it’s increasingly apparent that what poor and middle income countries need are large numbers of well-educated young people. In places where EMW works, from India to the Philippines and Vietnam, there is both a large amount of underemployment and a drastic shortage of skilled labor.

What these countries lack, I would argue, are colleges able to provide a decent education at a reasonable price to a significant percentage of high school graduates. And what young people from disadvantaged backgrounds now need is not help going to primary school (governments by and large have done a reasonable job at this, with some notable exceptions), but help staying in high school and moving on to college.

So I’m very happy to report that in 2011, EMW’s high school scholarship program supported almost 8,000 students. And I’m equally pleased to announce that in 2012 we are launching our first significant program to assist a group of very motivated, accomplished high school graduates to go to college – paying for their tuition, room and board.

If you have a child attending college in the United States, you’re in for some reverse sticker shock. In Vietnam, where EMW is piloting the program, $1,000 a year covers it all. This year we expect to support a few dozen young people (all guaranteed full four-year support), and hope to see the program grow from there.

At EMW, we cultivate a very necessary “double vision.” We keep one eye firmly on our programs, ensuring they produce cost-effective, durable and verifiable results. We keep the other eye on trends in the areas we work in, both in terms of programs and geography. The world is constantly changing, and we need to change with it lest we find ourselves solving yesterday’s problems.

As always, thank you so much for your continued support of the children and families EMW works with in Asia, and if you would like to support one of these fine young college hopefuls, please let me know.

Warm Regards,

John Anner
President
East Meets West
TOTAL INVESTED IN 2011
East Meets West’s results in 2011 reflect our commitment to implementing programs that offer the people we serve opportunities to live more productive, healthy lives.

THE BREAKDOWN
Our programs in the last 24 years provided critical care for infants, multi-year scholarships for students, and affordable clean water and improved sanitation for low-income communities.

- **$12.5 MILLION**
  - **WATER & SANITATION**
  - **2.8 MILLION**
  - **EDUCATION**
  - **2.9 MILLION**
  - **HEALTHCARE**
  - **4 MILLION**
  - **INFRASTRUCTURE**

- **375,000**
  - people now have access to clean water.

- **62,500**
  - people have improved sanitation.

- **11,000**
  - student beneficiaries from the poorest families have multi-year school scholarships.

- **55,000**
  - babies treated every year.

- **103,000**
  - children served in our dental program.

- **340**
  - primary schools and kindergartens built.

- **49,000**
  - students and teachers are served by EMW-built schools each year.

[www.eastmeetswest.org](http://www.eastmeetswest.org)
WHERE WE WORK

Countries where EMW has programs, with over 100 staff in total
☆ EMW office

India
Myanmar
Vietnam
Laos
Thailand
Cambodia
Philippines
Timor Leste

EMW programs have helped
5,500,000 PEOPLE
92 cents of every dollar donated went directly to our program work.
CONSOLIDATED STATEMENT OF ACTIVITIES
EAST MEETS WEST & REACH VIETNAM
FOR THE YEAR ENDED DECEMBER 31, 2011

<table>
<thead>
<tr>
<th></th>
<th>UNRESTRICTED</th>
<th>TEMPORARILY RESTRICTED</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SUPPORT &amp; REVENUE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Donations</td>
<td>$155,077</td>
<td>$3,274,947</td>
<td>$3,430,024</td>
</tr>
<tr>
<td>Grants</td>
<td>3,699,791</td>
<td>1,199,928</td>
<td>4,899,719</td>
</tr>
<tr>
<td>Investment income</td>
<td>99,916</td>
<td>-</td>
<td>99,916</td>
</tr>
<tr>
<td>In-kind donations</td>
<td>1,096,833</td>
<td>-</td>
<td>1,096,833</td>
</tr>
<tr>
<td>Net assets released</td>
<td>8,756,648</td>
<td>(8,756,648)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Support &amp; Revenue</strong></td>
<td>$13,808,265</td>
<td>$(4,281,773)</td>
<td>$9,526,492</td>
</tr>
</tbody>
</table>

| **EXPENSES**         |              |                         |          |
| Program services     | $12,484,315  | -                       | $12,484,315 |
| Management & general | 429,339      | -                       | 429,339   |
| Fundraising          | 674,559      | -                       | 674,559   |
| **Total Expenses**   | $13,588,213  | -                       | $13,588,213 |

|                     |               | (4,281,773)            | (4,061,721) |
| Net assets released  | 220,052       |                         |            |
| Net assets at beginning of year | 4,882,407 | 21,487,030 | 26,369,437 |

**Net Assets at End of Year** | $5,102,459 | $17,205,257 | $22,307,716 |

Income and expenses are for both the East Meets West and Reach Vietnam. “Restricted” funds are designated for specific programs or projects. “Unrestricted” funds can be used for any purpose.
# CONSOLIDATED STATEMENT OF NET ASSETS
## EAST MEETS WEST & REACH VIETNAM
### FOR THE YEAR ENDED DECEMBER 31, 2011

## ASSETS
- Cash and cash equivalents: $5,842,097
- Grants and accounts receivable (net): 7,856,169
- Investments at fair value: 9,197,777
- Other current assets: 63,430
- Property and equipment (net): 11,626

**Total Assets** $22,971,099

## LIABILITIES AND NET ASSETS
### LIABILITIES
- Accounts payable & accrued expenses: $314,256
- Accrued payroll and other benefits: 249,127
- Loan Payable: 100,000

**Total Liabilities** $663,383

### NET ASSETS
- Unrestricted net assets: $5,102,459
- Temporarily restricted net assets: 17,205,257

**Total Net Assets** $22,307,716

**Total Liabilities and Net Assets** $22,971,099

Reach Vietnam is a subsidiary of East Meets West. “Restricted” funds are designated for specific programs or projects. “Unrestricted” funds can be used for any purpose.
$100,000 +

ORGANIZATIONS
Albatros Foundation
Amici Della Neonatologia Trentina
AusAID
Institut Europeen de Cooperation et de Developpement
Ronald McDonald House Charities
The Atlantic Philanthropies
The Boeing Company
The Ford Foundation
The Lemelson Foundation
The World Bank
USAID

INDIVIDUALS
Jack & Rose-Marie Anderson
Neil Barsky & Joan Davidson
Eric Hemel & Barbara Morgen
John & Tina Keker
Gil & Barbara Kemp

$99,999 TO $25,000

ORGANIZATIONS
Blue Planet Network
Dai-Ichi Life
Henry E. Niles Foundation
Linfox
Prudential Vietnam Assurance Private Ltd
Smart Tulip Foundation
Surya Carpet Incorporated/Satya Tiwari
The Ford Foundation
University of North Carolina at Chapel Hill
Vietnam Education Society
VNHelp

INDIVIDUALS
Lien & Martin Cibulka
Jerome & Nancy Falk
George Miller & Janet McKinley
Steven Reynolds & Susan Wolf

$24,999 TO $10,000

ORGANIZATIONS
Center for the Encouragement of Self Reliance
Friends of Danang
Intel Products Co, Ltd.
International Children Assistance Network
Morrison & Foerster Foundation
MTTS
Piedmont Community Church
Shinoda Junko Femin Group
Singapore International School
Vietnam
Talisman Co, Ltd.
The Greenwood Company

INDIVIDUALS
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Stephen Gunther & Linda Essakow
Paul Huddleston & Dori Boudreau
Frederick Khedouri & Sarah Glazer
Luciano Moccia
Richard Osman & Trang Le
Peter Singer & Marjorie Kagawa-Singer

$9,999 TO $5,000

ORGANIZATIONS
BBGV
Climb for a Cause
Keker Family Foundation

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Mr. Dam & Em
Olympus Pacific Minerals, Inc.
PATH
Smart Tulip Foundation
Summit Preparatory Charter High School
The DOVE Fund

John & Devora Anner
William Bucholtz
William & Phyllis Draper
Glendinning
John Gulick
Barbara Kafka
Daniel Knox
Thomas Low & Priscilla Joe
Alexander Nguyen
Thu Nguyen
Dan & Paula Reingold
Steven & Mary Swig

$4,999 TO $1,000

ORGANIZATIONS
ABC International School
Asian Americans & Pacific Islanders in Philanthropy
Canada Rocks
Canadian Chamber of Commerce Vietnam
Disability Sport and Recreation
Engineers Without Borders - Australia
Erik Niemann Paintings & Photography
Ernst & Young LLP
FedEx Representative Office
Friends of the Central Highlands
Friends of the Vinh Son Montagnard Catholic Orphanage
Glassybaby
Hale School

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Health Care & Communications
Health Research for Action
Heart of Hope International
IBM Employee Charitable Contribution Campaign
International Water Forum
Linon Home Decor Products, Inc
Livingry Foundation
Michael E. Low Physical Therapy
Nikko Hotel, Hanoi
Osprey Packs
Piedmont Community Church
Qualcomm, Inc.
Rotary Club of Fisherman’s Wharf - SF
Rotary Club of Jasper, AB
Rotary Club of the Valley of the Moon, CA
Rotary of Novato, CA
Seattle 4 Rotary
Sevenoaks School
Tauck Romano Innovative Philanthropy, Inc.
The Anderson Fund Foundation
UNICEF Vietnam

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Richard & Lan Wilkerson

Microsoft Matching Gifts Program
Network for Good Pearson Inc.
Philip Morris Int’l Management, S.A.
Robin Tauck & Partners
Sino Restaurant & Lounge
Socola Chocolates SPIRAL Foundation
Texas Tech Vietnamese Student Association
The Coffee Bean & Tea Leaf
TTF Foundation
VietDreams

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Shelley Bergum
Richard Berkman & Toni Seidl
Brent Bernard
Thorsten Berninger
Brooke Beros
Corinna Berssen
Ian Black
Amanda Bloom
William Bond

UNDER $1,000
ORGANIZATIONS
American Century Investments Foundation
American International School
Amerigives Matching Gift Center
Bank of the West
Barr Charitable Foundation
Ben Daviscourt Memorial Fund
Blurb, Inc.
Cars 4 Causes
ConocoPhillips Global Dental Educational Medical Ministries
H & K Italian Specialties, LLC
International School Saigon Pearl
Jeffrey A. Parker & Associates
JP Morgan Chase Foundation
Kaiser Permanente Community Giving Campaign
KOA Books
Lake Local School District
Management Recruiters of Lynnwood
Michelin Company, Ltd.

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<td>Maria De Martini</td>
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<td>L Quentin Dixon Lisa Dodge</td>
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<td>Stefanie Doerr Noreen Doloughty Laura Dopp</td>
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<td>Ann Dubbiger John &amp; Lois Dreelan Maureen Dunser</td>
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Joe Levinger
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Charlene Lukes
Nathan & Cary Lukes
Baonhi Lu "Big B"
Kieu Lu "Kieu"
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Cong Nguyen
Hung Nguyen
Huyen Nguyen
Linh Nguyen
Rosalyen Nguyen
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William Jacklin
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Nguyen
Meghal Vora
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Calvin Wagner
Charles Wagner
Florence Wagner
Rebecca Wagner
James & Mary Walsh
Chau & Charles
Walters
John Walters
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Linda & Gil Ward
Claire Warner
J. Dix & Barbara
Wayman
John Weaver
Cassandra Wee
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Weil
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Anchor Brewing Co.
Akzo Nobel Coatings
Bridges SF LLC
City of Da Nang
Colgate Vietnam
Dental Health Associations
Disabled Sports USA
El Sobrante Rotary Club
GC Asia Dental Pte Ltd.
Global Dental Relief
Lotte Vietnam Company Ltd.
Masimo Corporation
Mayer Brown JSM
Miner Family Winery
Osprey Packs
Socola Chocolates
Southwest Airlines
Sugar Bowl Bakery
Team Alaska
The Greenwood Company
United Parcel Service

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Alan Chung
Kenny Chung
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Amy Crichton
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Bang Tran

Doan Tran
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Yan Wang
Claire Warner
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Destiney Whalen
Kent Yip
Michael Zhuo

EMW EMPLOYEE CAMPAIGN
In 2010, East Meets West launched “Together for Our Future,” a voluntary, peer-to-peer employee giving campaign. The effort raised over $100,000, with 92% of EMW employees making three-year commitments. Below we recognize their contributions.

Anonymous*
John & Devora Anner
Jack Bernard & Marilynn Westerman
Cao Vu Hoang Chau
Laura Ward Collins & Michael Collins
Cong Huyen Ton
Nu To Hanh
Mark Conroy
Dang Thanh Canh
Do Thi Hong Thuy
Doan Thi Thu Huong
Duong Thi Thanh Thuy
Rachel Galloway
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Pham Minh Tri
Pham Thi Mai
Nguyen
Pham Thi Hong
Thoi
Pham Minh Tan
Narin Phouv
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Liliana Suryadi & Bryan Dickson
Sylvia Townsend & Charles Cowens
Tran Tan Vinh
Tran Thi Thanh Ha
Tran Thi Tra My
Tran Thi Khanh Trang
Truong Thi Thuy Veronica & Blandon Tubera
Vo Thi Van Ninh
Vo Van Hoang
Vo Le Phu An
Vo Thi Hien
Vu Ngoc Ha
Vu Thuy Y Nga

*30 employees

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Founder, Home Decorators Collection

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**MISSION STATEMENT**

The mission of East Meets West is to transform the health, education and communities of disadvantaged people in Asia by building partnerships, developing opportunities and creating sustainable solutions.

**GUIDING PRINCIPLES**

- The program or project is a creative solution to a difficult problem.
- There is a significant, measurable impact on the beneficiaries.
- The project can be scaled to reach many more people as funding becomes available.
- We are involved long term; we maintain an active presence after the project is complete.
- The community is involved in every stage, from planning to implementation to maintenance.
- We develop strong partnerships with local agencies.
get involved

the power of a donation to east meets west

$10 provides a child free modern dental care for one year.

$40 provides a connection to clean, piped water for the poorest of the poor.

$120 provides an impoverished high school student a one-year comprehensive scholarship for school.

$600 provides a disadvantaged child housing, food, education and job training at the Village of Hope for one year.

$2,800 provides a hospital with a neonatal machine to help babies breathe.

our reputation
EMW has a four-star rating from Charity Navigator, the highest possible.

our financial health
EMW has multiple funding from major donors who require rigorous reporting — our audits have helped us obtain these repeat donations.

EMW has had the highest possible audit results — an “Unqualified Opinion” — every year since 2003.

make a contribution
There are three easy ways to donate to EMW: Make an instant, secure tax-deductible contribution using your credit card at www.eastmeetswest.org; send a check in the envelope enclosed with this report; or, call a local EMW office to donate over the phone.

create a lasting legacy
Consider including EMW in your estate plans. A bequest can allow you and your family to minimize estate taxes while helping you realize your philanthropic objectives.

give the gift of stock
A gift of publicly-traded securities can provide tax advantages for the donor as it supports EMW’s mission. Please consult your tax advisor.

make a match
An easy way to add value to your gift to East Meets West is through a matching gift program. Numerous organizations match their employees’ charitable contributions—sometimes for double the amount of the initial gift.

www.eastmeetswest.org