Helping the world’s most disadvantaged people move from survival to potential.
Dear Friends,

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

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

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

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

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

Thank you for your support.

John Anner
President

Lisa Nash
Executive Director, Blue Planet Network
Chief Marketing Officer, East Meets West
Creating Lasting Impact for 26 Years

Lasting change for individuals and communities starts with improvements in health, education, and water and sanitation. East Meets West is committed to addressing the fundamental drivers of poverty across these three key sectors to help the world’s most disadvantaged people create lasting change in their own lives. We ensure the effectiveness and sustainability of our Global Health, Water & Sanitation, and Education programs by pioneering creative financing methods, partnering with local organizations and social enterprises, and conducting rigorous monitoring and evaluation to improve future program design.
EMW works with communities to provide lasting clean water and improved sanitation. **Clean water systems** pipe water directly to homes and **solar-powered systems** deliver water to schools. **Community Hygiene & Sanitation** supports latrine construction and improved sanitation via innovative financing, incentives and education. **Blue Planet Network** connects funders, implementing organizations, the public and communities in need to improve the planning, selection, management and monitoring of water and sanitation programs.

1,720,000 people have better lives

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

72,000 scholarships for brighter futures

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

494,000 children get a healthy start
Medical Technology Transfer and Services (MTTS) designs and manufactures durable, easy-to-use medical devices to treat newborns with jaundice and respiratory distress. As a social enterprise, we value our unique partnership with EMW. They provide our machines to hospitals that really need them, plus maintenance and training to ensure effective use.

- Gregory Dajer, Chief Operating Officer, MTTS

316,000 newborns have received treatment through MTTS devices
Partnersing to Finance Improved Sanitation: KIVA

410 households empowered to build toilets by Kiva loans

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

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

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

3,700 preschoolers get a better education thanks to DSWD
Partnering to Ensure Clean Water: SABORE’S WELL

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

- Sabore Ole Oyie, Co-Founding Partner

200 households have clean water that lasts through Sabore’s Well
### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

**AS OF DECEMBER 31, 2013**

<table>
<thead>
<tr>
<th>ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$6,023,448</td>
</tr>
<tr>
<td>Grants receivable, net</td>
<td>5,900,137</td>
</tr>
<tr>
<td>Investments at fair value</td>
<td>1,997,954</td>
</tr>
<tr>
<td>Loans receivable, net</td>
<td>241,179</td>
</tr>
<tr>
<td>Advance to micro-lending partner</td>
<td>69,731</td>
</tr>
<tr>
<td>Other assets</td>
<td>100,944</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>22,185</td>
</tr>
</tbody>
</table>

| Total Assets | $14,355,578 |

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LIABILITIES</strong></td>
<td></td>
</tr>
<tr>
<td>Accounts payable &amp; accrued expenses</td>
<td>$1,345,328</td>
</tr>
<tr>
<td>Accrued payroll &amp; other benefits</td>
<td>268,776</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>1,561,862</td>
</tr>
<tr>
<td>Notes payable</td>
<td>38,889</td>
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</table>

| Total Liabilities | $3,214,855 |

<table>
<thead>
<tr>
<th><strong>NET ASSETS</strong></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted net assets</td>
<td>$3,422,716</td>
</tr>
<tr>
<td>Temporarily restricted net assets</td>
<td>7,718,007</td>
</tr>
</tbody>
</table>

| Total Net Assets | $11,140,723 |
| Total Liabilities and Net Assets | $14,355,578 |

### CONSOLIDATED OPERATING RESULTS

**FOR THE YEAR ENDED DECEMBER 31, 2013**

<table>
<thead>
<tr>
<th>SUPPORT &amp; REVENUE</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Water &amp; Sanitation</td>
<td>$4,820,739</td>
</tr>
<tr>
<td>Global Health</td>
<td>3,624,258</td>
</tr>
<tr>
<td>Education</td>
<td>2,907,401</td>
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<tr>
<td>Hospital Construction</td>
<td>10,562,320</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>769,343</td>
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</tbody>
</table>

| Total Support & Revenue | $22,684,061 |

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PROGRAM SERVICES</strong></td>
<td></td>
</tr>
<tr>
<td>Water &amp; Sanitation</td>
<td>$2,296,065</td>
</tr>
<tr>
<td>Global Health</td>
<td>2,168,320</td>
</tr>
<tr>
<td>Education</td>
<td>2,342,052</td>
</tr>
<tr>
<td>Hospital Construction</td>
<td>7,091,245</td>
</tr>
</tbody>
</table>

| Total Program Services | $13,897,682 |

<table>
<thead>
<tr>
<th><strong>SUPPORT</strong></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Management &amp; General</td>
<td>$1,171,037</td>
</tr>
<tr>
<td>Fundraising</td>
<td>695,969</td>
</tr>
</tbody>
</table>

| Total Support | $1,867,006 |
| Total Expenses | $15,764,688 |
| Revenue in Excess of Expenses | $6,919,373 |

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

**$13.9 Million**

Total Invested in 2013

- **$2.2 Million** Global Health
- **$7.1 Million** Hospital Construction
- **$2.3 Million** Water & Sanitation
- **$2.3 Million** Education

**OUR FINANCIAL HEALTH**

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

** SOURCES OF REVENUE BY REGION **

- **73%** N. America
- **7%** Europe
- **3%** Asia
- **17%** Australia

**EXPENDITURES BY FUNCTIONAL AREA**

- **MANAGEMENT & GENERAL** 8%
- **FUNDRAISING** 4%
- **PROGRAMS** 88%

**REVENUE SOURCES**

- **FOUNDATIONS** 39%
- **GOVERNMENT/INTERNATIONAL AGENCIES** 26%
- **INDIVIDUALS** 25%
- **COMMUNITY ORGANIZATIONS** 7%
- **BUSINESSES/CORPORATIONS** 3%
## Blue Planet Network Members

### Funders, Implementing Organizations and Researchers

<table>
<thead>
<tr>
<th>Organizations</th>
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<tbody>
<tr>
<td>1001 fontaines</td>
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<tr>
<td>A Single Drop for Safe Water, Inc.</td>
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<tr>
<td>A Spring of Hope</td>
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<tr>
<td>Aa Foundation for Community Development</td>
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<tr>
<td>Africa Ahead</td>
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<tr>
<td>African Empowerment Project</td>
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<tr>
<td>African Indigenous Women’s Organization</td>
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<tr>
<td>Agua Para La Salud</td>
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<td>Agua Para La Vida</td>
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<td>Akash Ganga Trust (Rain Centre)</td>
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<td>Andheri Hilfe</td>
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<td>ANEPO</td>
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<td>ANTODAYA</td>
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<td>Aqua Clara International</td>
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<td>Arghyam</td>
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<td>Bank-On-Rain</td>
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<td>Barefoot College</td>
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<td>Blue Heart Charity</td>
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<td>Blue Planet Network</td>
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<td>Boda Boda Initiatives</td>
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<td>CARE</td>
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<td>charity: water</td>
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<td>Coastal Salinity Prevention Cell</td>
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<td>Common River</td>
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<td>Community Water Center</td>
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<td>Comprehensive Rural Health Project</td>
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<td>Crabgrass</td>
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<td>d.o.b foundation</td>
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<td>Daemen College</td>
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<td>Daily Acts</td>
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<td>Dept. of Environment and Water Management</td>
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<td>Anugrah Narayan College</td>
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<tr>
<td>Drink Local. Drink Tap.</td>
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<tr>
<td>Drop in the Bucket</td>
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<td>Each One Teach One</td>
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<td>Earth Voyage</td>
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<td>East Meets West</td>
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<td>El Porvenir</td>
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<td>Etta Projects</td>
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<td>FARM-Africa</td>
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<td>Global Water</td>
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<td>Global Women’s Water Initiative</td>
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<td>Gram Vikas</td>
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<td>Gram Vikas Mandal, Dethali</td>
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<td>GRAVIS</td>
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<td>Green Empowerment</td>
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<td>Greenovation Hub</td>
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<td>GRET</td>
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<tr>
<td>Groundwater Abstractions in Kenya Outreach</td>
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<td>Himmothan Pariyojana</td>
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<td>Human Needs Project</td>
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<td>Humana People to People India</td>
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<td>Indians for Collective Action</td>
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<tr>
<td>INREM Foundation</td>
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<td>International Lifeline Fund</td>
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<td>Kairos</td>
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<td>Lifewater International</td>
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<td>Manna Energy Limited</td>
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<td>Melghat Mitr                     May and Stanley Smith Charitable Trust</td>
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<td>Neer Jaal                       Norwegian Church Aid</td>
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<td>Nyaka AIDS Orphans Project</td>
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<td>OCEAN Foundation</td>
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<td>Oywa ‘A’ Solar Support Group</td>
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<td>Pacific Environment</td>
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<td>Pacific Institute</td>
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<td>Palmyra</td>
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<td>PhotoPhilanthropy</td>
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<td>Power Positive</td>
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<td>Project Well</td>
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<td>Protos</td>
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<tr>
<td>Pure Water for the World</td>
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<tr>
<td>Rainbows4Children</td>
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<tr>
<td>Rainwater Club</td>
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<tr>
<td>Rotary District 5450</td>
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<tr>
<td>Sabore’s Well</td>
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<tr>
<td>Safer Future Youth Development Project</td>
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<tr>
<td>The Samburu Project</td>
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<tr>
<td>Schools for Water</td>
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<tr>
<td>Shohratgarh Environmental Society</td>
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<tr>
<td>Sir Dorabji Tata Trust and Allied Trusts</td>
</tr>
<tr>
<td>Sir Ratan Tata Trust</td>
</tr>
<tr>
<td>SNS Foundation</td>
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<tr>
<td>Tanzania Mission to the Poor and Disabled</td>
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<tr>
<td>Team Blue</td>
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<td>Tei Wa Wo</td>
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<td>Together Association for Development and Environment</td>
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<td>Uganda Community Based Association for Women &amp; Child Welfare</td>
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<td>VMWare</td>
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<td>Water for People</td>
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<td>Water for the Americas</td>
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<td>Water for Waslala</td>
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<td>WaterAid</td>
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<tr>
<td>WaterCan/EauVive</td>
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<tr>
<td>Watershed Organization Trust</td>
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<tr>
<td>The West Foundation</td>
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<tr>
<td>Women Initiative for Sustainable Environment</td>
</tr>
<tr>
<td>Women’s Earth Alliance</td>
</tr>
</tbody>
</table>
$100,000 & above

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

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

$25,000-$99,000

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

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

$10,000-24,999

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

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

$1,000-$9,999

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

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

Effy Recruitment
Forbes
Franklin Weinberg Fund
Fred Gellert Family Foundation
The Greenwood Company
Hanoi Hash House Harriers
Health Research for Action
International Children Assistance Network
The Jao Foundation
Keon Family Fund
Kurt Forrest Foundation
Lawrence Weissberg Foundation
Lodestar-Sea Change Fund
Los Altos Community Foundation
Lululemon
Magnolia Plantation Foundation
M. Therese Hjelm Donor Fund
Osprey Packs
Piedmont Community Church
Radhika & Ambarish Malpani Foundation, Inc.
Robert and Barre Stoll Fund
Rockefeller Philanthropy Advisors
Rotary Club of the Valley of the Moon, CA
Rotary of Novato
Roy J. Molinari Trust
Ruth and William Merkey Foundation
Splash Publications on behalf of Suze Orman
Tabacco Schmidt Charity Trust
Talisman Co., Ltd.
Triskeles Foundation
United Nations Development Programme
Veterans Elementary
The World Bank Community Connections Fund

Individuals

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

Mary Case
David Cassidy
Lien & Martin Cibulka
Leonora Brewer Clow
Ken Coates & Carin Holroyd
Noga Confino
Montana Conley
Mary Jo & Rob Cook
Janet Cornell
Mary & Mike Danko
Paul & Gina Dempsey
James Dietzenbach
Rudi Dundas
Chelsey Ingenito Fields
& Ian Fields
Gary & Kristin Friedman
Jon Goulden & Kwok Lau
Stephen Gunther
& Linda Essakow
Ann Haeckl
Thomas Halbach
Amanda Hamilton & Tim Hemmeter
Robert & Jennifer Hamilton
Michael Hannan
Nathan & Amanda Hartshorne
Linda & David Headrick
Blaine Honda
Michael Horowitz
Kathy & Brad Jackson
Barbara Kafka
Ragui Kamel
Daniel Kaplan & Kay Richman
G. Knight & Pamela Knight
Daniel Knox
Tina Kwok
Luis & Lee Lainer
Susan Libitzky
Genette & Bruce Lieb
Tom Lockard & Alix Marduel
Jimmy Low
William Lyons
Barbara Madden
Sven Mader
Carrie Eglinton Manner
Rusty Mather
Jorge Mestman
Ellen Miller-Wachtel & Alan Wachtel
Susan Negrin
Jeffrey Newman & Mary Montella
Jesse Newmark
Alexander Nguyen
Linnea Nilasson
David & Patti Patton
Richard Peers & Allison Butler
Trung Phan & Carolyn Hill
Donors

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

Up to $1,000

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

Individuals
Stephen Abel
Judith Abeles
Allan & Helga Abramson
Akemi Adams
Binayak Adhikari
Gerald & Corinne Adler
Caitlin M. Agnew
Ross Ainger
Reem Al Saadi
Hesham Alaoud
Paul Albergo
Kuzev Alkan Serdar
Charles Alte
Andreas Altmann
Linda & Robert Ambrose
Dick & Heather Ames
Paul Amundson
Angela Andersen
Cynthia Anderson
John & Rosemarie Anner
Joan Anway
Laura & Perry Apelbaum
April & Chris Arisian
Kenneth A. Arnold
Felicia Aron
Todd Aronoff
Vera Aronson
Sandra Atwood
Teodora Avdijeva
David Axelrad & Liza Bercovici
James Axon
Jerald & Virginia Bachman
Eric Bacus
Hynek Bakstein
Judy Balint
Ellen Balk
Karen Bals
Joe Balsamo
Scott Bankert
Lindsey Bard
Melanie Barnes
Jaclyn Barrera
Patricia Barry
Elena & Dean Barton
Sabine Batz
Susan Baumann
Gaylen K. Baxter
Michael & Kathleen Begley
Andrea Benoit
Sarah & Tyler Bensinger
Rick Berkman & Toni Seidl
Arnoud Berkman
Shari Bernstein & Daniel Newman
Michel Bernstein
Ron & Gailmarie Berquist
David Berting
Stephan Beyer
Jiten B. Bhatt
Akhil Bhiwal
Nancy Bilotta
Anne Bisagno
Lawrence & Deborah Blank
Donors

Karen Blodgett
Gail Bloom
Lily Bobek
Thomas Bochenek
Ron Boling
Ray & Verena Borton
Rebecca Boulton
John Brady
Meret Brandner
Lewis & Miriam Braverman
Lauren Brenner
Thomas B. Brewer
Thomas Bridges
Joseph & Judith Brill
Amie Brooke Nelson
James & Carol Brosnahan
Colin Brown
Peter Bryla
Peter Bryla
Debbie S. Buchwald
James D. Bui
Brina Bunt
IV Buntheoun
George Burch
Jessica Burg & Rob Chambliss
Lourdes Burke
Brandi Burke-Hicks
Gary Burkholder
Mary & Robert Burns
Lee Burton & Roberta Shaw-Reeves
Diana Busek
Saskia Butin
Jill & Don Calvert
Davide Cantarella
Chau V. Cao
Donald & Sondra Caplin
Shanna Carlyle
Marcia Carpenter
Alan H. Carpien
Houston Carr
Michael Casotti
Tiffany Chan
Pamela Chan
Edythe Chan
Jenny Chandler
Thomas Chao
Vernon Chaplin
Somya Chauhan
Karen Cheng
Erika Chester
Meng Yean Chin
Jacqueline Chin
Harriet Chino
Christopher Chino
Kenneth Chow
Francois G. Christen
Larry Christenson
David Christof
Dagmar Christofova
KL Christopher
Wei Chang Chung
Garner Chung
Ferd Claassen
Arthur & Stephanie Clancy
Lisa Clarke
Sheryl Cohen
Susan Colb
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