



WEAVING US TOGETHER

2010 ANNUAL REPORT



Counterpart International

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OUR MISSION

WORKING IN PARTNERSHIP
TO EMPOWER PEOPLE,
COMMUNITIES AND
INSTITUTIONS TO DRIVE
AND SUSTAIN THEIR OWN
DEVELOPMENT.

MESSAGE

FROM THE CHAIRMAN
OF THE BOARD AND
OUR PRESIDENT & CEO

Counterpart is on the move! 2010 was a year of great changes for Counterpart. Two new names sign this letter: Chairman of the Board, Jeffrey LaRiche and President and CEO, Joan Parker. And as you may have noticed, we also have a new visual identity: orange interlocking threads that create a whole fabric. This image resonated with our teams across the globe, reflecting the many kinds of useful tools made with the strength of woven fabric: mats, baskets, fishing nets or clothing. But for Counterpart, this image captures much more.



Ever since our beginnings in 1965, we have partnered with local communities and institutions in their quest for their own improved lives and livelihoods. It has always been our local partners who bring experience, assets, and most importantly, the ability to sustain change. Meeting them in a partnership, we at Counterpart have contributed ideas, resources, new collaborators and mentorship. But we have always been just one thread in their fabric: a catalytic thread we hope, but also a temporary thread. We see ourselves as one strand that strengthens the larger fabric needed to envision, drive and sustain the change called “development.”



The Counterpart team is motivated by some of the less obvious elements of the visual identity. First, this image reminds us to work with some humility: it reminds us that we are not in the driver’s seat of

development. Second, it reminds us to look for the “other threads”—assets such as ideas, people, infrastructure, or the resources of both the public and private sectors—and create a vision of how to mobilize these untapped local and national assets. For example, in nearly every program, we have found that youth—typically under-employed and under-engaged—are the community’s greatest asset, not only for today’s outcomes but for tomorrow’s. We love the “ah ha” moment when local leaders shift from seeing a large youth population as a burden and begin to see it as an untapped resource for positive change. That is the moment that our programs begin.

We hope we have captured the essence of our brand in the six words of our new tagline: in partnership for results that last. And we hope our clients and partners find our vision inspiring, and choose to join us on this path for sustainable change.

Forward together,

A handwritten signature in black ink, appearing to read "Jeffrey T. LaRiche".

Jeffrey T. LaRiche
Chairman of the Board

A handwritten signature in black ink, appearing to read "Joan Parker".

Joan C. Parker
President and CEO

WEAVING US TOGETHER: AFGHANISTAN

Increasing opportunity through voter and civic education program in Afghanistan.

Health, education and economic opportunity all play vital roles in determining the success of a country and its people. But without strong and representative political leadership, progress in these areas can be tenuous.

One of the ways Counterpart is strengthening government and civil society in Afghanistan is through its Support to the Electoral Process, implemented with the International Foundation for Electoral Services (IFES). The program works to educate youth, religious and tribal leaders, people with disabilities and women using existing social infrastructure. To date, the program has reached more than 2.5 million Afghans in approximately 11,000 villages throughout the country.

In one such effort, Counterpart held trainings for its Women and Politics Action Group on government and elections, including highlighting the rights of women under the Afghanistan constitution and international law. Prior to the 2010 parliamentary elections, 30 women participated in these sessions. Of these, six ran for office, and two—Rangina Kargar and Farkhunda Zuhra Naderi—were elected to Afghanistan’s lower parliamentary house.

The workshops were instrumental in their success. “These training workshops developed my political knowledge and motivated me to nominate myself,” said Miss Rangina. And according to Miss Zuhra, without such workshops Afghan women would be unable to attain their political rights.

What the participants bring to the training is just as important as the practical and educational aspects of the training itself. Participants offer inspiration and support. “Such workshops increase the awareness of women,” said Miss Zuhra. “They encourage women to participate in the political process and strengthen relations among women.”

While men typically have control over the fate of women related to education and vocation, Miss Rangina hailed the support and help of her husband.

When these women are encouraged and supported, the country gains new leaders who understand the needs of the people and can advocate on their behalf. “Women in villages and remote areas are more deprived and deserve more,” said Miss Rangina. That’s why her election symbol was a lamp, she said, to symbolize lighting

Project Overview

Counterpart’s governance and civil society strengthening programming works at the individual, community and institutional levels to give citizens a voice in their own development; strengthen civil society organizations to better serve community needs; promote partnership and mutual investment in community development among NGOs, business and government; and foster civic engagement and advocacy for policy reform.

PROJECT PROFILE



Region: South + Central Asia
Country: Afghanistan
Area of Focus: Government and Civil Society Strengthening



Farkhunda Zuhra Naderi (above) and Rangina Kargar (at right), newly elected members of Afghanistan’s lower parliamentary house.



(At right), More women are in school, voting and have the opportunity to show how they can help shape the country’s future.



Defining the Problem From national legislatures to village councils, many governments around the world are unable or unwilling to assume their responsibility to make basic necessities available and within reach of all citizens. Delivery of fair and equitable citizen services requires both government accountability and responsiveness, and motivated citizen organizations that have the know-how to mobilize and effectively engage with government to promote and sustain progress.



(Above and right) Educating men on women’s rights creates more opportunities for Afghan women.

Our Reach Since 1993, and through a \$306 million portfolio of civil society programs, Counterpart has demonstrated an ability to work effectively in diverse geographic and cultural settings, benefitting tens of millions of people.

WEAVING US TOGETHER: SENEGAL

Access to food and nutrition increased with renewed self-sufficiency in Senegal.

Everyday in the village of Wallah, families and especially their children were struggling with health issues because they didn't have access to a stable source of food.

Located in the Senegal River Valley, Wallah is home to fishermen and crop farmers. Corn has long been an essential crop for those who farm, and is typically grown from November to February through intensive irrigation farming.

Over time, this system began to gradually break down. With failing equipment and an aging irrigation system, many of Wallah's farmers were forced to abandon their corn farms. Families began to struggle for survival one day at a time. Children, in particular, were not getting the nutrition they needed to thrive.

In partnership with the U.S. Department of Agriculture (USDA) Food for Progress program and the U.S. Agency for International Development (USAID), Counterpart helped the community address the problem at its source.

Counterpart worked with villagers to develop a cooperative enterprise which linked farmers to credit, seed and fertilizer, and created shared methods for maintaining irrigation equipment and keeping animals out of crops. The villagers also worked with Counterpart to install new irrigation equipment. In 2010 alone, the effort included 114 village families.

These and other new strategies are paying off in dramatic fashion for Wallah. Even in previously abandoned fields, the 2010-2011 corn yields averaged nine metric tons per hectare. Of this, 60 percent was sold to an animal feed company in a pre-purchase contract facilitated by Counterpart. The rest of the crop went to the villagers themselves.

Through hard work, ingenuity and partnership, individual Wallah families and their children now have access to a steady supply of nutritious food, and an entire village has been able to regain its footing with an industry and revenue source that is sustainable and productive.

Project Overview

Counterpart works with communities to identify and address the full spectrum of issues affecting food security and nutrition. We work to increase the quantity and nutritional quality of food production, increase access to food through income generation, and increase food stability with targeted food distribution during chronic and acute shortages.

PROJECT PROFILE

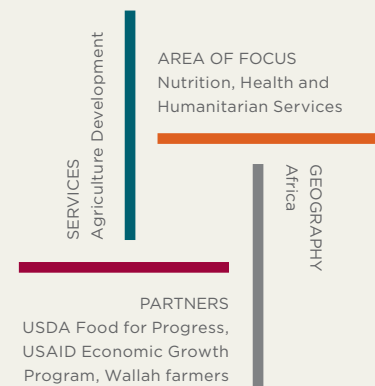


Region: Africa
 Country: Senegal
 Area of Focus: Nutrition, Health, and Humanitarian Services



(Above) Wallah farmer tends to a crop of young corn plants.

(Center and right) With increased food security families can more readily meet their basic needs.



Defining the Problem Under-nutrition is the underlying cause of 30 percent of child deaths each year. It stems from seasonal food shortages, lack of household income to buy food even when available, poor nutritional quality of food and inadequate nutrition in the critical early childhood years. Under-nutrition reduces a community's resilience: it increases the impact of disease, reduces individuals' cognitive and physical growth, lowers maternal health, and reduces the community's overall social and economic success. In short, it causes a downward cycle which must be broken in West and Central Africa.

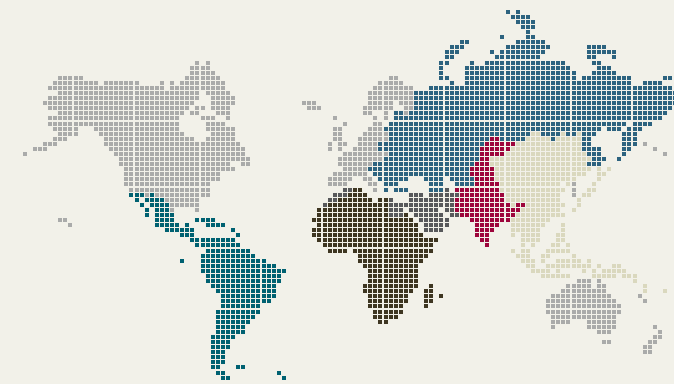
Our Reach Counterpart's nutrition and health work includes a portfolio of 20 programs valued at approximately \$120 million. Our activities are concentrated in West and Central Africa.

We are making a deep and lasting impact.

Counterpart works in partnership with people and communities worldwide. Here are some highlights from 2010.

Counterpart operates as a part of a large, global community working together to solve the world's toughest problems. We are known for a unique approach to partnership and capacity building, a commitment to learning and continuous improvement, and a reputation as a responsible steward of funder resources. See our areas of focus for each country:

- Nutrition, Health, and Humanitarian Services
- Livihoods and Economic Development
- Government and Civil Society Strengthening



OUR REGIONS


- AFRICA
- LATIN AMERICA + CARIBBEAN
- NEAR EAST
- EUROPE + EURASIA
- SOUTH + CENTRAL ASIA
- EAST ASIA + PACIFIC

TOTAL BENEFICIARY COUNT
6,200,412



AFRICA

CAMEROON ●		Reached 18,751 students in 69 schools with nutritious school lunches. Trained 1,900 parents and teachers to manage school feeding programs and food stocks.
ETHIOPIA ●		Launched the Government of Ethiopia's Community Conservation Area strategy for community-led natural resource management in the South and Central Rift Valley. Trained over 900 individuals in community-led biodiversity conservation and natural resource management.
MAURITANIA ●		Trained 480 community health workers who will provide basic health services in rural areas. Increased food security and livelihood opportunities for 650 refugee households.
NIGER ●		Established 65 cereal banks which serve 62,743 people. Set up 34 mobile teams that reached over 4,200 women with local health services and information, including treating children for acute malnutrition and teaching mothers good health and nutrition.
SENEGAL ●		Partnered with local Peace Corps volunteers to establish community plots of <i>moringa</i> , a local tree whose pods, flowers and roots are used to alleviate child malnutrition and improve postnatal infant health. Helped community health workers organize into legally constituted associations.


EAST ASIA + PACIFIC

VIETNAM ●		Improved emergency room equipment for Khan Hoa General Hospital, which enhanced emergency services reaching a network of national and satellite hospitals and community centers. Ran media campaigns which resulted in improved emergency first aid knowledge and response.
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LATIN AMERICA + CARIBBEAN

DOMINICAN REPUBLIC ●		Helped 750 rice farmers adopt sustainable rice production practices.
GUATEMALA ●		Generated \$350,000 in sales for local artisans at the third annual New World Crafts Central American Trade Show.






NEAR EAST

YEMEN ●		Trained 60 journalists on how to report on national policy and governance issues in partnership with the Yemen Journalists' Syndicate.
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EUROPE + EURASIA

ARMENIA ● ●		Reached 34 communities nationwide with grants to improve citizen participation in local and national decision making. Reconstructed the kindergarten in Khachpar village, enhancing education for the village's children.
AZERBAIJAN ● ●		Improved the healthcare available to 4,000 people by rehabilitating Dede-Girgud Medical Point. Successfully advocated for revisions to the NGO law, increasing non-governmental organizations' ability to serve their communities country-wide.
BELARUS ●		Reached over 8,000 children with fortified foods through the Belarus' Youth Student League, donated by Feed My Starving Children.
GEORGIA ●		Improved water systems to provide clean, potable water to 800 families following September 2009 floods in the Kvareli district of Georgia.
MOLDOVA ●		Responded to the July 2010 flooding in partnership with the U.S. Department of State's Humanitarian Assistance Program "Operation Provide Hope".
UKRAINE ●		Provided blankets, coats and beds to children's organizations in Kyiv, worth over \$5.4 million.

SOUTH + CENTRAL ASIA

AFGHANISTAN ●		Worked with civic leaders in over 11,000 villages to prepare citizens for the 2010 elections. Created the national <i>Civic Education Handbook</i> , and worked with the Ministry of Education to distribute 40,000 copies to teachers and school libraries.
INDIA ●		Trained 950 community groups on India's Three Acts (Prevention of Domestic Violence Act, the Preconception and Prenatal Diagnostic Technique Act, and the Prevention of Child Marriage Act) in Rajasthan.
KYRGYZ REPUBLIC ●		Refurbished the Children's Rehabilitation Center in Osh City, serving 7,400 children annually.
TAJKISTAN ●		Renovated the Boarding School for Orphans #4 In Dushanbe City, providing better care to the school's 400 students.
UZBEKISTAN ●		Provided humanitarian assistance to the Karakalpakstan Department of the Association for Children and Family Support.

WEAVING US TOGETHER: GUATEMELA

Generating jobs and preserving natural resources in Guatemala.

After a 36-year civil war ended in 1996, Guatemala needed to rebuild its economy. The people were searching for answers but lacked both education and money to create a sustainable living.

A world-renowned biodiversity hotspot, Guatemala has assigned nearly 33 percent of its land varying levels of environmental protection. In the remote province of Alta Verapaz, the locals saw the Candelaria National Park, with its strict regulations on farming and hunting, as more of an economic obstacle than an opportunity.

So when a Peace Corps volunteer suggested that the park, with its spectacular caves and a new road making it more accessible, could instead be viewed as a resource the local leaders were perplexed. “We didn’t really know what tourists were,” said Santiago Chub Ical, a community leader in Candelaria.

Today, almost ten years after the Peace Corps volunteer’s recommendation, the small village of Candelaria Camposanto welcomes more than 2800 tourists annually from Guatemala, the United States, France, Italy, Israel and beyond. Their cave tours are featured in newspapers, books, magazines and on websites.

“Before, the people who could not earn money here, went to Péten or other places,” said Chub Ical. “But now the people don’t leave. They can make a living here.”

The transformation didn’t happen overnight. USAID liked the concept and invited Counterpart to scale up the eco-tourism initiative. Counterpart facilitated a unique community-based model in which all decisions rested with the residents.

Residents also learned the skills they needed to participate, including how to engage with tourists and share deep knowledge of these unique and heritage-filled places. From there, a sustainable and thriving tourism economy was born.

In partnership with environmental, tourism and academic experts in Guatemala, Counterpart also helped to promote the nascent industry. A new guidebook, *Journey Through the Protected Areas of Guatemala*, highlights information on 51 tourism-ready protected areas in Guatemala, including their history, location, top tourist destinations and the best times to visit.

The results of the collaboration are impressive. In the past five years, more than 1,100 small and medium enterprises in Guatemala have accessed over \$1 million dollars in credit, generated \$15 million in new sales and created 4,455 new jobs.

The work continues as Counterpart collaborates with Guatemala’s Protected Areas Council (CONAP) and Tourism Institute (INGUAT) by updating regulations regarding tourism in protected areas and improving the skills of the managers of these vitally important places.

Project Overview

Counterpart’s livelihoods and economic development programs support communities to create jobs and income, and enhance environmental sustainability. We help communities to plan, create market linkages, access financing and other inputs, increase business profitability, and protect and restore environmental assets. We prioritize linking women, youth and high-risk populations to economic opportunities.

PROJECT PROFILE



Region: Latin America + Caribbean
 Country: Guatemala
 Area of Focus: Livelihoods and Economic Development



(Above and right) Increased exposure means that more people are visiting Guatemala’s protected treasures.



(Above and right) Local people and wildlife benefit from healthy ecosystems and a stronger economy.



Defining the Problem Without access to opportunities to increase incomes, many people and communities are trapped in inter-generational cycles of poverty. Communities lack access to credit, markets, infrastructure and information, challenges which are particularly daunting for women, youth, people with disabilities or those displaced by disasters. It often requires an external catalyst to reinvigorate the community’s will and vision.

Our Reach Counterpart’s Livelihoods and Economic Development work currently includes a portfolio of seven programs concentrated in Africa, Latin America, and the Caribbean.

Partnerships enable swift and effective response to crisis in Kyrgyzstan.

At a time of crisis, providing the right resources quickly and effectively is never easy. Having a network of humanitarian assistance professionals already actively engaged on the ground can make all the difference.

After 14 years of collaborating with the Kyrgyz people on rebuilding and transforming communities, Counterpart was ready to assist in June 2010 when violence broke out between Kyrgyz and Uzbek ethnic groups in Osh, Jalal-Abad and adjacent territories.

During the crisis, thousands of homes and stores in Osh and Jalal-Abad were burned and looted. Entire communities barricaded themselves to wait out the violence. As a result, many area residents were left homeless or confined to their homes without access to essential items like food, bedding and hygiene supplies.

More than 75,000 refugees fled across the border into Uzbekistan. The situation deteriorated quickly and turned into the worst civil violence that the country had endured in more than two decades.

With its experience in the country, Counterpart stepped up and worked with the U.S. Department of State and the U.S. Embassy in Bishkek to deliver emergency response supplies, worth more than \$1.3 million. Individual beneficiaries received commodities like clothing, footwear, medical supplies, bedding and hygiene kits (consisting of a hand towel, comb, toothbrush, soap and toothpaste).

Counterpart and CitiHope also coordinated with the Kyrgyz Ministry of Emergencies to distribute a U.S. Department of State Humanitarian Medical Air Shipment worth \$2.75 million.

“The assistance provided was of great quality and consisted of the medicines and medical supplies that the hospitals needed most of all,” said Shayirbek Suleimanov, Chief Doctor at Osh Oblast United Hospital.

Additionally, the Latter-day Saints (LDS) Charities contributed \$35,000 to address the immediate needs of those affected by the crisis. Prior to any financial resources being used, Counterpart conducted a critical needs assessment and determined that bedding and kitchen supplies were the most urgently needed items.

From there, Counterpart distributed over 700 LDS-funded bedding sets (a mattress, warm blanket, pillow and set of sheets) and kitchen kits (spoons, cups, bowls, pans and a small water tank) to people of both Uzbek and Kyrgyz descent.

“It was the first humanitarian assistance that we received and we are sincerely thankful to Counterpart and the American people for the provided bedding,” said Saltanat Isaeva, whose house was completely destroyed by fire.

Project Overview

Counterpart’s humanitarian assistance work mobilizes both communities and diverse donor resources to help the world’s most vulnerable populations: children, orphans, the poor, the elderly, the disabled, refugees from war and victims of disasters.

PROJECT PROFILE



Region: South + Central Asia
 Country: Kyrgyzstan
 Area of Focus: Nutrition, Health, and Humanitarian Services



(Top left) Displaced Uzbek mother and child, Osh City.

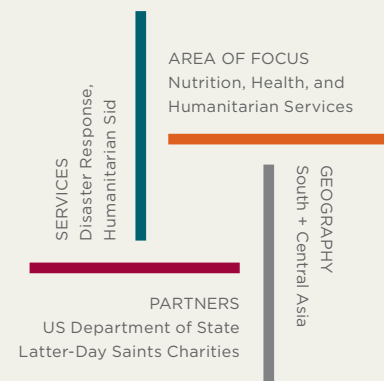


(Top right) Kyrgyz displaced woman receives bedding.



Defining the Problem When a crisis arises there is often a gap between providing for immediate, basic needs and long-term development. Ensuring that people have shelter and food may be only the first step in developing a prospering society, but it is an essential one in helping communities help themselves long after foreign assistance ends.

Our Reach Since 1994, Counterpart has acquired, delivered and tracked over \$1.2 billion worth of aid to 61 countries. Counterpart has shipped over 7,500 containers worldwide, relying on its network of over 80 dedicated public and private donors to supply a variety of humanitarian assistance to its projects.



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