

Project Concern International  
**2007 ANNUAL REPORT**

## CONTENT

|   |       |
|---|-------|
| CEO MESSAGE: Real and Lasting Change      | 1     |
| ABOUT US: Health and Hope                 | 2-3   |
| AFRICA: Empowering Women                  | 4-5   |
| INDIA: Caring For Children                | 6-7   |
| INDONESIA: Providing Clean Water          | 8-9   |
| LATIN AMERICA: Assisting Farmers          | 10-11 |
| U.S. & MEXICO: Fighting Disease           | 12-13 |
| DISASTER RESPONSE: Reducing Vulnerability | 14-15 |
| JOIN US: Transforming Lives               | 16-17 |
| 2007 FINANCIAL PICTURE                    | 18-19 |
| PCI SUPPORTERS                            | 20-30 |
| LEADERS: Our Roots and Our Future         | 32    |

## MISSION

Project Concern International's mission is to prevent disease, improve community health, and promote sustainable development.

## VISION

Motivated by our concern for the world's most vulnerable children, families, and communities, Project Concern International envisions a world where abundant resources are shared, communities are able to provide for the health and well-being of their members, and children and families can achieve lives of hope, good health, and self-sufficiency.



# CEO MESSAGE

## Real and Lasting Change

Dear Friends of PCI,

In this election year as we go to press with our 2007 Annual Report, the media and public discourse resound with calls for change. This is critical for an organization like ours, as well, to remain vital in a changing economic environment, ahead of emerging health and social issues and, most importantly, in touch with the needs and hopes of the people we serve. At the same time, we must understand and remain true to the constants that underpin our work.

PCI's long-standing purpose is change – sustainable change in the health and self-sufficiency of families living in desperate poverty. The foundation for real and lasting change is our commitment to community-led development. We have nearly a half-century of experience that demonstrates that long-term solutions to the most critical health problems in the developing world must come from the ground up. They must be conceived and sustained at the community level where our programs begin and where they should continue long after we leave.

We also know that better health is inseparable from smart development practices. An immunization or HIV treatment without clean water, good nutrition and work that puts food on the table simply isn't enough and often fails in isolation. We do everything possible to build integrated, holistic programs that will reverse the life-threatening impact of HIV/AIDS and TB, diarrheal and infectious disease, malnutrition, and poverty. Finally, we know that these

problems are greater than any one organization alone can reverse, so we build strong partnerships with community partners, NGO colleagues, business, government, and our donors.

2007 was a good year for PCI, with growth of our programs and their impact, expansion into new countries in Africa, and the development of important public-private partnerships. You'll read about this on the following pages, through the stories of vulnerable people living in desperate poverty in countries like Indonesia, Guatemala, Zambia, and others. You'll discover that positive change is occurring in the lives of women facing-down the ravages of AIDS in their community; of children living in the streets with real prospects for an education, now; of farmers with a growing business funded through microloans. I hope as you read these stories you'll believe, as I, and all my colleagues at PCI believe, that through them we can change the world.

Thank you for your support in 2007,

George Guimaraes  
*President & CEO*





# ABOUT US

## Health and Hope

Project Concern International (PCI) is a global health and humanitarian aid organization dedicated to mobilizing and building healthy communities and saving the lives of children and families around the world through integrated, holistic programming.

We work in disadvantaged and isolated communities to bring health and hope to those in greatest need by preventing disease, responding in emergency relief situations, and providing access to clean water, nutritious food, and economic opportunity. PCI programs reach three million people annually with programs in Africa, Asia, and the Americas.

In places where access to health care and opportunity is severely limited, the best way to combat poverty and protect children, mothers, and families against disease is to empower parents, community volunteers, and local partners to be the positive force of change in their own lives.

Project Concern International works to achieve real and lasting change through approaches that are empowering, participatory, and community-led.

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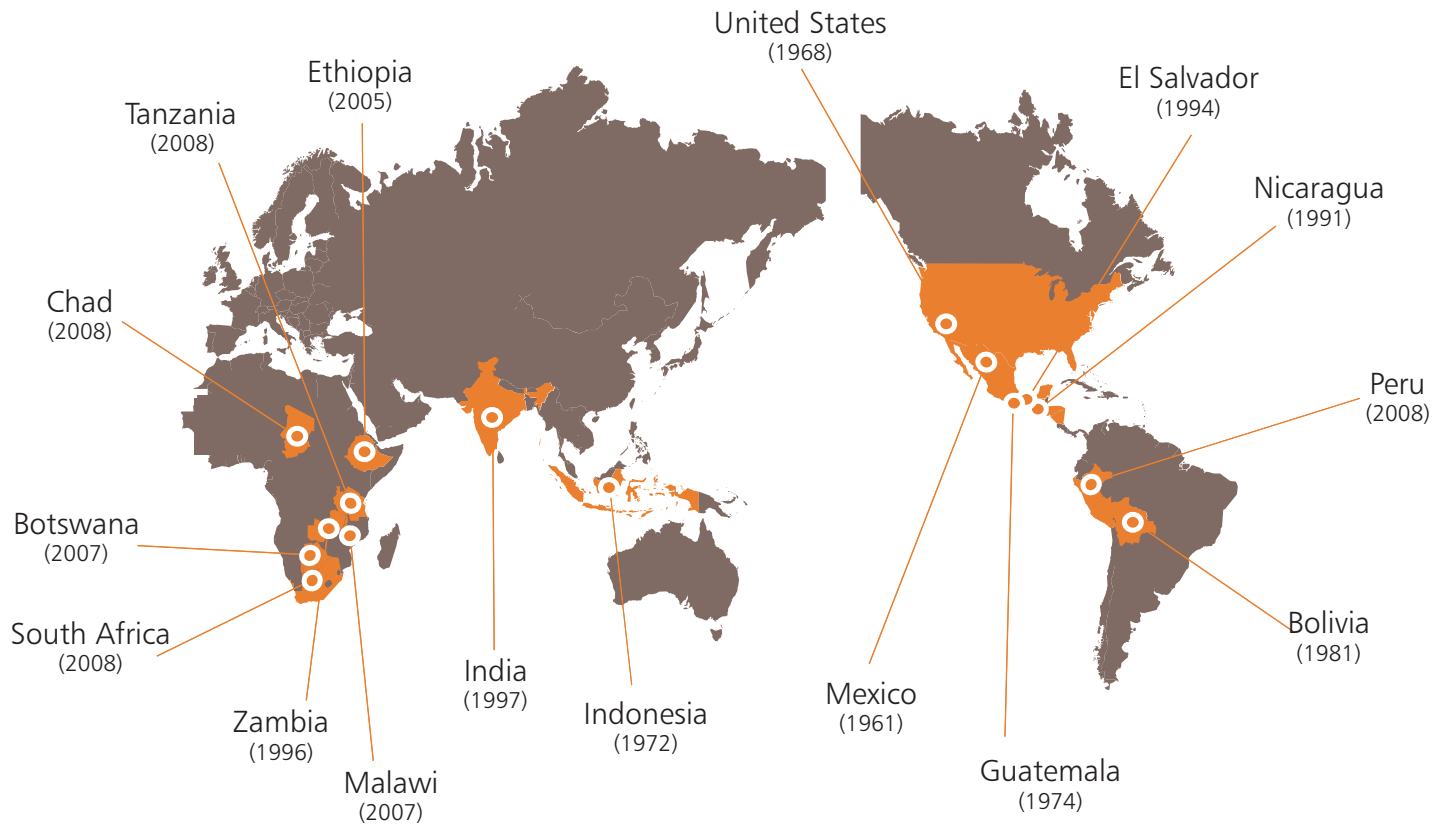
**“We desperately need to be truly  
alive today, and grow in service  
to humanity towards joy and hope,  
for an anxious world awaits  
our involvement.”**

- Dr. James Turpin  
Founder, Project Concern International

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# WORLDWIDE

## Our Global Reach



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## Changes of Note

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### Growth in Africa

The number of countries where PCI works in Africa has grown with the addition of four new country programs in Malawi, Botswana, Chad, and Tanzania.

### HIV/AIDS Leadership

PCI and partners have initiated the *Links for Life Initiative*, building upon the Africa Forum 2006 in response to the dual epidemics of HIV/AIDS and food and nutrition insecurity. PCI is taking a lead role in addressing social issues, such as gender and stigma, that play such a key role in the spread of HIV. In both instances, this level of leadership is unprecedented in the organization's history and has the potential for significant global impact.

### Humanitarian Assistance

PCI's response to the Indian Ocean tsunami followed decades of experience in responding to natural disasters. However, it wasn't until 2007 that this experience, coupled with additional financial resources, resulted in the addition of designated staff and tools, enabling PCI to respond virtually simultaneously to seven disaster situations in 2007.

### Growing Partnerships

PCI and its local partners (ranging from grantors to collaborators) are increasing their focus on enterprise development, which is enabling PCI to find common ground with a growing number of local and international corporations and other private partners, as well as expand our programmatic reach.



# AFRICA

## Empowering Women

**I**magine being an older woman in Africa today. You've lived your life in an era absent of HIV/AIDS, and as you near the end of your life, everywhere you turn, you see AIDS wreaking havoc on your country and your way of life. HIV/AIDS is like a raging storm engulfing all of Africa, and is leaving in its wake millions of children suddenly made orphans as they lose parents, aunts and uncles, siblings, friends, teachers, and neighbors to this insidious disease.

Many who are left to care for these children are women, primarily grandmothers, who are not only providing for their own grandchildren, but countless other orphans who have nowhere to turn. Most often, these women are too poor to provide for these children in need and they often end up living on the streets. These challenges have left many women feeling victim to this disheartening situation.

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**“With my family, the standard of living has changed completely. Because of my involvement with WORTH, I am the happiest person now.”**

- Nancy Shamutinta  
Shanyama Village, Zambia

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At Project Concern International we have heard their cry and work to provide these women with a priceless tool: economic empowerment.

In Zambia, PCI is engaging women by teaching them how to make money and increase their incomes with their own savings. Even though many of the women never attended school, with the right training and education, PCI is helping

them learn to run their own businesses. Through mathematics and literacy classes and the foundation of local community groups, PCI is helping women to be successful – providing them with the ability to financially care for those in need. With increasing confidence in their inner power, women in Africa are changing the future by caring and providing for the growing numbers of orphaned and vulnerable children today. In a society where so many can feel helpless in the face of HIV/AIDS, PCI is empowering women to truly make a difference.

AS WE LOOK INTO THE FUTURE OF AFRICA, it seems bleak: some estimates state that up to 30 percent of all African children could be orphaned by 2010. This backwards trend will shock an entire generation of children who will grow up orphaned and made vulnerable by the epidemic.

Children affected by AIDS are being forced to grow up much too quickly; they struggle to make wise decisions, and don't have the means to make investments in their future through education or protect themselves in the face of exploitation and abuse.

In Zambia, a country with the highest percentage of orphaned children in the world, up to 75 percent of households in some areas are caring for children other than their own. Project Concern International, working with Pact and its WORTH model, is meeting the needs of female caregivers by helping them to generate new incomes, enabling them to better care for this parentless generation.

Through self-selected groups, women make decisions about lending and investment as a team and capitalize on their strengths rather than their weaknesses to increase their incomes.

In Ethiopia, PCI has helped economically empower women from over 3,400 households, and these women have already saved—and then loaned—nearly \$25,000 to date, enabling them to build and strengthen their small businesses. Through the group activities, which include literacy and numeracy training, PCI is helping women recognize their worth and build confidence in their abilities.

Most importantly, these women are able to take control of the devastating issues facing families and communities by providing increased opportunity and security while successfully addressing one of the greatest development challenges of our age—HIV/AIDS and its effect on our children.

# A strong woman...

...can carry  
the weight of the world.

She can bear life  
and nurture the weak.

She can  
create the foundation  
for greatness.

A powerful woman  
can make change  
a reality,  
she knows she is the key  
and there is nothing  
standing in the way  
of possibility.





# INDIA

## Caring for Children

**I**t is a special tradition, still observed by many new parents in India. On their child's very first birthday they shave his or her head. Many Indian parents believe that the hair of their children being shorn will cleanse the child of any evil present in their past lives. The quiet ceremony also marks a tremendous accomplishment for the family: their child had survived the first year of his or her life.

Yet, for those children who do survive, they will face many more challenges. Extreme poverty, instability in the home, and the lack of nutritious food drives many children to the streets, and into a world where disease and abuse are all too common. These "street children" often go without basic needs

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"Even though I was afraid of another change in my life, I accepted PCI's help.

Now, my dream is to become an electrician and open my own shop."

- Jagdish  
Delhi, India

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such as adequate food, shelter, education, and protection from exploitation. From a young age, many work long days performing jobs such as shoe shining, washing cars, or picking through garbage, earning less than \$1 per day.

Many of these children are migrants, arriving at Delhi railway stations from all over the country. In the dangerous and anonymous world of slum communities, Project

Concern International is a source of comfort and hope for those who are living in poverty, barely surviving, on the streets. PCI calls the children by name and memorizes their faces. These children who were anonymous before, become known, are tirelessly cared for, and given opportunities for education, shelter, and work. When PCI meets children living on the streets, they often express no hope for their life, many have turned to drugs, and they live in doubt that their life will ever be different. PCI's goal is to provide hope to these children, and to ensure they have a bright future.



**AN ESTIMATED 2.5 MILLION CHILDREN DIE EVERY YEAR** in India, most often due to causes that are preventable or easily treatable if immediate help is available. The statistics are staggering: 75 percent of children who die before age five, die in their first year. Of these, 64 percent do not make it through the first month of life. Three in every four of these do not live beyond the first week of life.

PCI understands that a hopeful future for a child begins when they are in their mother's womb. Through its many local partner organizations in the sprawling city of Pune in Maharashtra state, PCI is helping to increase pregnant women's access to skilled birth attendants and quality prenatal and postpartum health services to help them safely transition into and out of pregnancy. Networks of community health workers are being trained and sent out to the homes of newborns to help keep mothers and their babies healthy.

Of the four polio endemic countries (Nigeria, Pakistan, Afghanistan and India), India presents the greatest number of cases. PCI has worked towards polio eradication in India since 2000 and is focusing its efforts in the districts with the majority of the polio cases. PCI and its local partners mobilize community members, schools, local authorities, religious leaders, and others to raise awareness and ensure that all children are fully immunized. Staff and volunteers work tirelessly to ensure that no child gets left out of National Immunization Days.

In India, the number of street and working children may be as high as 10 million, with an estimated 500,000 living in Delhi alone. PCI's drop-in centers and shelter homes have helped over 6,100 street and working children address both short-term and long-term needs in a holistic way, providing a range of services focusing on children's medical, educational, vocational, emotional, and physical needs.

PCI has helped nearly 5,000 children and young adults learn basic literacy and numeracy skills, and transitioned several hundred into the formal education system. For others, vocational training programs help children gain practical skills that prepare them to be productive members of society. When possible, PCI takes the challenging step of reunifying children with their families and supporting their reintegration into a life very different than the streets.

# A healthy child...

...is a symbol of hope.

Their life  
is a blank slate  
and when given the chance  
they can do anything.

Our future depends  
on their survival,  
on their success.

They are the next  
generation,  
our tomorrow,  
our hope.



# INDONESIA

## Providing Clean Water

**W**hen community groups first hear the field facilitator's questions asking them about where they go to relieve themselves, there is an awkward silence and many become embarrassed. It's not easy to openly confront "private" matters such as one's hygiene and sanitation practices. But Project Concern International field facilitators ask these tough questions to lead communities through a process of self-reflection, and eventually lead them to action. Although this open confrontation can be uncomfortable, embarrassment is a small price to pay when the health of a village is on the line. In fact, discomfort might be just the thing a community needs to feel galvanized to take responsibility for their health.

When PCI approaches a village, trained facilitators make it a point not to tell community members what to do. Rather, they ask questions that help villagers identify health and sanitation problems in their community and assist them in discovering their own solutions.

“I have been involved in many activities with PCI and I am thankful for that, and for the clean water, which has long been a dream for myself and my neighbors.”

- Pak Tarmidji  
Lhoong, Indonesia

Most often, when a village learns about the effect their community sanitation practices are having on their water sources and when they understand the link between their sanitation practices and their children's health—it triggers an innate desire to take immediate action.

In many rural communities throughout Indonesia, community members have donated their own time and materials and have been successful in securing funding from local banks and businesses to construct latrines and water systems. They are inspired to make permanent, lasting changes in their communities for the health and well-being of their members. Now, where once there was embarrassment, it has been replaced by pride.

**IN BANTEN PROVINCE, INDONESIA, POOR SANITATION** practices contribute to the widespread incidence of diarrhea and other water-borne diseases, especially among young children. In this region, 80 percent of all households lack latrines and 70 percent of all households also lack an adequate water supply and therefore consume dirty water, which causes a ripple effect of poor health that can severely dampen a community's ability to thrive.

Most communities have yet to learn that, with just a few changes, they can dramatically reduce illness and even death in their children. Unfortunately, neither the government nor donors are providing enough resources needed to build sufficient sanitation and water supply systems in poor, rural Indonesian communities like those in Banten. But, PCI understands that lasting change begins with people.

Through an innovative approach called Community-Led Total Sanitation, PCI's field facilitators teach, inspire, and train communities to find solutions to their own sanitation problems. As a result, communities will mobilize themselves to build, use, and maintain latrines and improved water systems, without any outside money or materials to get the job done.

Because of this program's success, PCI was able to help communities across Indonesia construct 1,719 simple latrines with no outside financial support. PCI is now expanding this program to additional areas in Indonesia and exploring other ways to adapt this community-driven behavior change approach to other health challenges in the developing world.

Through it all, PCI's goal has been to help people realize how strong and capable they are of managing their own health affairs. As a result of these simple changes, communities in rural Indonesia have seen a significant reduction in the number of children who are sick from diarrheal disease, fewer adults who are unable to work as a result of illness, and a growing number of neighboring communities who want to learn about Community-Led Total Sanitation.

# A drop of water...

...is the key to life.

Everything that lives depends on water to drink, to replenish, to revive.

Water is the foundation of survival, the life blood of the earth.

Without it, we perish.

Our need for water is undeniable, and its importance is unequalled to anything else.





# LATIN AMERICA

## Assisting Farmers

**T**o many who are poor, poverty is synonymous with hunger. Hungry for food, yes, but hungry for other things as well: a belief in their abilities, a future for their children, a way out of the ravages of poverty. In Latin America, poverty, hunger, conflict, and natural disaster seem at constant war with each other, and the people are its victims. Is it possible for families to find hope under such dire conditions? Project Concern International believes it is.

In the highlands of Olopa, Guatemala, at an altitude of approximately 5,000 feet, the mountainous terrain makes for perfect coffee growing conditions. Despite the extraordinary environment, and the commitment that the coffee farmers have for toiling in the heat to deliver their crop, they have continued to live in poverty and debt for many generations. In partnership with Asociacion de Mujeres

Olopenses, we began the Amigos Para Siempre campaign to support this community of coffee growers and help them increase their income and security.

“I was very happy because it was an opportunity to improve my quality of life and to give something better to my children.”

- Maria Ernestina Pérez  
Olopa, Guatemala

PCI provided microloans and advanced training on farming techniques and business development to women coffee growers in Olopa. PCI assisted 1,300 coffee producers

“grow” themselves out of the debt that had afflicted their

families for many lifetimes. These women were successful in attracting international buyers to the high-quality, organic coffee beans produced in Olopa and many of these coffee brokers purchased the beans in order to “blend” it with their own crops. PCI believes in the power each person has to bring change in their own life. When supporting a farmer, a woman, a child, a family, or a community, PCI offers others the chance to rise above poverty and deprivation and discover a new way to live.

**NEARLY HALF OF ALL LATIN AMERICANS ARE POOR**, with over a fifth living on less than \$2 a day. While the region produces four times as much food as needed to feed its people, 58 million are malnourished. The reasons for these inequities are complex and stifling to Latin America's development, and Project Concern International has found innovation to be the key to improving nutrition and livelihoods.

PCI's solution-focused programming is lifting communities out of poverty and hunger by helping train farmers in Guatemala and Nicaragua to improve agricultural techniques, supporting families in Bolivia whose living depends on raising llamas, and reaching over 90,000 children each year with school-feeding programs. All these programs have one purpose: to help communities and families overcome the cycle of poverty that has held them down for generations.

But it is the cross-cutting, innovative efforts that are truly creating lasting change. That's what Professor Julio Edgar Terceros discovered when he saw an opportunity to apply his knowledge of fish farming at a small school in the impoverished community of San Rafael, Bolivia. It seemed like a simple idea, to teach his students valuable technical farming skills and have fun at the same time. As part of their education, Professor Julio taught his students how to construct a fish tank, or *chaco*, and breed the locally-eaten Amazonian pacu fish.

Project Concern International provided the support Professor Julio needed to make his project a huge success, both in and out of the classroom. As a result, school children were able to breed and then consume the nutrient-rich fish as part of their school meals, thereby improving their health and ability to concentrate.

Seeing and hearing about the success of the project from their own children, the local community responded with great enthusiasm. Community members began purchasing construction materials for their own home-based *chaco* out of their personal savings. Learning from experts like Professor Julio and with support from PCI, these new fish tanks have given community members immediate access to nutritious and locally-available food, as well as the ability to pursue fish farming as a viable economic alternative.

# A single grain...

...is where everything begins.

We can sustain  
ourselves from the earth,  
till the soil,  
grow our food.

We do not have to go hungry.

With the right skills,  
with the right tools,  
we can survive,  
fulfilled and strong.

We can feed our children,  
we can live.



# U.S & MEXICO

## Fighting Disease

**H**ere amidst the busiest international border region in the world, it is easy to become invisible. Thousands of people from both the U.S and Mexico—day laborers, professionals, shoppers, students, family members, and tourists—make their way across the border every day for all kinds of reasons: purchasing goods, working at a job, or going to the dentist or other health care provider. With so much movement in both directions, with so many people, it is easy to disappear in the crowd.

In a rapidly developing economy, with a vast, ever-growing chasm between those who prosper and those who are scraping to get by, what often goes unnoticed or ignored by mainstream society is the

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“Tuberculosis has changed my life in many ways, but I’m very happy to say that I just took my last dose of treatment and now I am cured!”

- Juan Polanco  
Tijuana, Mexico

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specter of disease, on both sides of the border. Many people carry an invisible but potentially deadly germ that threatens the health and well-being of individuals, as well as countless communities.

Tuberculosis, or TB, is often considered a disease of the poor and destitute. However, in truth, over two billion people—one-third of the world’s population—is exposed to the bacterium that causes TB. Often times, when a person is diagnosed with TB, they become terribly afraid of this potentially deadly disease. Throughout Mexico, PCI outreach workers are working to rid people of this fear by letting patients know that, if they follow the necessary steps, they will get better. Working door-to-door in communities throughout Mexico, PCI is educating patients and working side-by-side with them to ensure completion of their treatment protocol. It is because of these efforts that thousands of people who are infected with TB are being cured.



**IN THE MOST LITERAL SENSE, THE BORDER** signifies a demarcation between two neighboring countries. At a deeper level, the California-Baja California border remains a poignant reminder of the disparities that exist between national neighbors. While Mexico has experienced tremendous economic growth at the national level, benefits of this growth have failed to reach almost half of Mexico's 98 million people. These residents are extremely poor and often live in cramped, unsanitary living spaces without access to basic health information or services.

While the bacteria remains latent for the majority of those who carry it, about one-in-ten fall victim to full-blown TB. If left untreated, over half of those with active TB will die of the disease. If only partially treated, the consequences can still be grave—not only for the infected person, but for all who come in close contact with him or her.

Access to TB drugs alone is not enough to cure people. As simple as it seems, having a support person show up at one's door is often enough to help a person fully complete their treatment. Because of PCI and its partners, thousands of people infected with TB are being cured through this kind of support.

PCI has joined a worldwide effort to implement an innovative yet simple approach called Directly Observed Therapy. At the heart of this effort are PCI's committed *promotoras*, or community health workers, who are connecting directly with people, personally, in their own homes and communities. They deliver the medications to the patient's door, watch them take the medicines, educate them about TB transmission and the consequences of not completing treatment, encourage them to stay committed, and provide a wide array of support to the person infected with TB and his or her family.

The intervention is simple and very effective. Through these types of community-based strategies, PCI is reducing the number of people who die of TB and significantly increasing the number of people who are fully cured to 85 percent within selected municipalities along the border region, which together make up over 80 percent of TB cases in the state of Baja California.

# A life saved...

...is priceless.

To help cure another  
being from illness  
is an act of  
humility and courage.

There are so many  
that could be saved  
if just given  
the opportunity to heal.

If we know we can give  
someone the chance  
to live,  
why wouldn't we?



# DISASTER RESPONSE

## Reducing Vulnerability

**F**loods come to the villages in Tabasco every year, keeping countless people struggling to support and provide for themselves and their families. But in 2007, when the water rose, it covered everything. Many homes were practically submerged; crops were lost; and, livestock drowned. Although efforts from all over the world were being made to help, many people from small villages were still alone, trying to find a dry, warm place to take shelter, scavenge for food to eat, and clean water to drink.

Project Concern International joined the aid effort immediately, and being true to its mission, sought out those who were receiving the least support. PCI visited remote communities, asked villagers what they needed, and we were told - things like cleaning supplies for homes and personal hygiene materials. PCI provided these provisions and offered much more. PCI then focused on these victim's liveli-

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**“Following disaster, people are re-creating their lives from nothing. PCI’s programs are permanent and will last for generations to come.”**

- Lawrence Weitzen, PCI Board Member,  
Indonesia Vision Trip

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hoods and the long-term vulnerabilities they face. Working with a coalition of villages, PCI helped them to better withstand the floods that come each year. PCI provided farmers with new strategies to increase their income from agriculture by teaching them new farming practices as well as helping them improve their ability to sell food in local markets and command a better price for their crops.

Now, many of these affected communities are ready to move forward with these new skills as well as learn from neighboring communities who are already utilizing these same practices. PCI is continuing to work alongside these communities to not only clean up and restore their villages, but to restart their lives and provide a growing awareness to the families of how they can provide for themselves for years to come.

**IN MANY PARTS OF THE DEVELOPING WORLD**, there is a growing awareness of the vulnerability of populations to man-made and natural disasters. Without well-targeted assistance, even a small emergency can have devastating and long-term effects on children and their families—their health, their livelihoods, and access to clean water and sanitation, education, proper nutrition, and housing.

There is an increasing awareness that international efforts to assist people affected by emergencies have met with decidedly mixed results. PCI is forging new models in emergency response by combining expertise in humanitarian assistance with its experience in international development. The outcome is the ability to integrate risk management in its long-term programs and to mobilize emergency responses that not only meet immediate needs, but decrease vulnerability and have long-term positive impacts on beneficiaries.

This year, PCI was able to address seven disasters around the world: the earthquake in Peru, a volcano eruption in Indonesia, Hurricane Felix in Nicaragua, monsoon flooding in India, rainfall flooding in Mexico, the drought in Chad, and the California wildfires in San Diego. PCI also continues to support the revitalization of communities affected by the 2004 Asian Tsunami in India and Indonesia.

PCI is working with partners in Peru to enhance the capacity of the government and local communities to rebuild rural homes with reinforced adobe that will withstand earthquakes and provide new sources of income for hundreds of families in desperate need of resources to cover the costs of rebuilding.

In India, PCI is still responding to a wide range of family and community needs affected by flooding, from restarting agriculture to addressing critical medical needs with mobile clinics. In Tabasco, Mexico, PCI is providing rural families affected by flooding with the materials they need to restore their home, address personal hygiene needs, and reinforce their livelihoods with fishing, agriculture, and livestock. And in Nicaragua, PCI took a key leadership role on a national scale in the wake of the hurricane, and is building latrines and wells as well as distributing over 3,800 mosquito nets to affected families.

# A time of need...

...is a desperate time,  
a hopeless time.

It is in these times  
we must help  
our fellow human beings,  
support and encourage  
one another,  
care for each other.

Our shared humanity  
can help weather any storm,  
and community is the  
one thing that remains  
when all else is lost.





# JOIN US

## Transforming Lives

**P**roject Concern International is helping people transform their lives in communities throughout the world. The empowerment of our beneficiaries, a commitment to their well-being and their future quality of life, is at the core of all PCI's work. We listen acutely to their aspirations and toil by their side to ensure that what they seek can be attained. At the nexus of any success, in any village, is our search to discover the answers together.

The questions we encounter are varied and at times, overwhelming. What is the probability a village can gain economic sustainability without clean water? How can a child be educated absent a nutritious meal? How can we overcome the ravages of disease without an equal measure of education,

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*“It’s amazing what we have accomplished here. I really feel like I’m a part of something special, that I’m learning so many things and I want to continue learning to teach others and help develop our community.”*

*- Noel Hernandez,  
PCI beneficiary in Nicaragua*

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the critical medicines that cure, and a stronger health care delivery system? Can we sustain the march out of poverty so that it is truly life-long and not simply transitory?

Everyday, we face many of these hurdles and more in the communities in which we work. We are both idealists and realists, with the will to transform lives and the knowledge that the journey we begin each day will lead us closer to realizing that goal. We are sustained and buoyed by our belief in the vision of a world free from poverty. We are

emboldened to overcome intransigent obstacles, finding solutions to everyday problems that will eventually result in the answers needed to end the cycle of poverty in communities around the world.

**WE ASK YOU TO JOIN US ON A JOURNEY** to eradicate disease, hopelessness, and desperation. Perhaps you have already done so, in support of the mission and vision of Project Concern International. Possibly you give us an annual gift or support us with monthly credit or debit card donations. You might have joined us for our annual *Hands Across Borders* event that does so much to create new connections and assist our global immunization effort. Or you helped us answer some of the compelling needs that resulted from natural disasters in Latin America, Indonesia, and India last year. However you participate with PCI, our ability to serve the people who need it the most depend on you, our valued friends, to help them create a new reality for their children and their villages.

You might be at a point in your life where consideration of your personal legacy is a part of your thinking. The act of legacy giving is more than simple benevolence or a momentary reaction to current events. It is, by its very nature, *thoughtful...visionary...permanent*. It captures your distinct humanity and ensures that your financial participation will benefit future generations.

Legacy giving is the powerful engine that will ensure that PCI has the impetus to expand its work throughout the world by enabling individuals, families, and villages to raise themselves from poverty. As PCI approaches fifty years of existence, a legacy gift in support of our mission will join others in the newly-established Bob and Freddie Driver Global Legacy Fund supporting the vision of this institution for many decades to come. Please consider expanding your relationship with us as we build upon the shoulders of those who have committed their lives and fortunes to the global work of Project Concern International.

We are deeply appreciative for all you give to us and look forward to a continuing relationship with you in this endeavor to transform the lives of those most in need. And through this process we promise that your life will become transformed as well.

# A bright future...

...is built upon  
the inspiration of today.

The future is a vision  
seen with the eyes  
of a dreamer,  
one who dares  
to look beyond,  
the harsh reality of today.

Every action matters.  
Every kind thought, word,  
and every charitable deed.

It is we ourselves,  
each and every one of us,  
who determine what  
tomorrow will bring.

# FINANCIAL HIGHLIGHTS

Dear Supporters of PCI,

2007 was an excellent financial year for Project Concern International. Contributions received in 2007 with no purpose or time restrictions exceeded \$1,000,000. In addition, \$171,000 in unrestricted net proceeds from the November 2006 Hands Across Borders dinner and auction reflected the continuing maturation of that event. The operating increase in unrestricted net assets of \$229,000 has not been surpassed since 1999. The reduction in net assets during the year was caused by the reduction in temporarily restricted net assets, reflecting the expenditure in 2007 of contributions received in prior years.

PCI is experiencing a growing and desirable diversification of its funding sources. Federal awards are now received from the U.S. Department of State, the Health Resources and Services Administration of the U.S. Department of Health and Human Services, the Centers for Disease Control, and the U.S. Department of Defense, in addition to PCI's traditionally largest donors the U.S. Agency for International Development and the U.S. Department of Agriculture. PCI also receives sig-

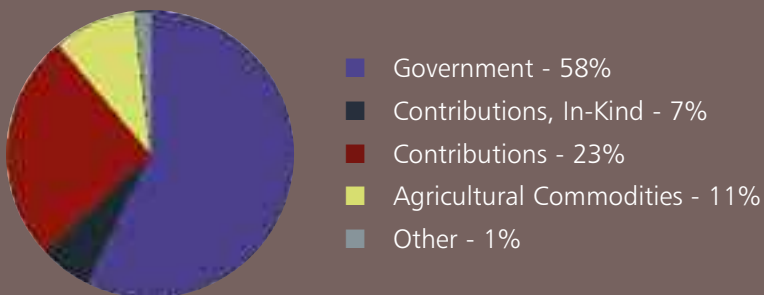
nificant funding from AmeriCares, AusAID, British Petroleum, Family Health International, Norwood Resources LTD of Canada, and the World Food Programme.

Excluding contributions of commodities, goods, and services, expenses for 2007 paralleled those of 2006. PCI anticipates growth in program services in 2008 with the opening of PCI operations in three new countries – Botswana, Malawi, and Tanzania. In addition to the programmatic service activity reported in the attached Statement of Activities, PCI's partners provided an additional \$5,000,000 of direct program services to our beneficiaries.

PCI takes seriously its stewardship of the funds provided to it. The four-star exceptional rating assigned to PCI by Charity Navigator reflects this responsible stewardship. PCI's complete 2007 financial statements were audited by Moss Adams LLP. Full audited financial results may be obtained by request at (858) 279-9690.

George Gates  
*Chief Financial Officer*

Sources of Revenue (Fiscal Year 2007)



Resource Allocation (Fiscal Year 2007)



# STATEMENT OF ACTIVITIES

FISCAL YEAR 2007

## SUPPORT AND REVENUE

### Cash Support

|                   |                   |
|-------------------|-------------------|
| Government        | \$ 15,612,275     |
| Contributions     | 6,110,019         |
| Other             | 52,386            |
| Investment Income | 79,029            |
| <b>Subtotal</b>   | <b>21,853,709</b> |

### Non-Cash Support

|                          |                  |
|--------------------------|------------------|
| Agricultural Commodities | 3,030,624        |
| Contributions, In-Kind   | 1,852,940        |
| <b>Subtotal</b>          | <b>4,883,564</b> |

**Total Support and Revenue** **26,737,273**

## EXPENSES

|                        |            |
|------------------------|------------|
| Program Services       | 23,465,925 |
| Supporting Services    |            |
| Management and General | 3,571,441  |
| Fundraising            | 492,758    |

**Total Expenses** **27,530,124**

## CHANGES IN NET ASSETS

|   |             |
|---|-------------|
| Change in Unrestricted Net Assets           | 229,906     |
| Change in Temporarily Restricted Net Assets | (1,064,329) |
| Change in Permanently Restricted Net Assets | 41,572      |

**Total Change in Net Assets** **(792,851)**

## NET ASSETS

**Net Assets, End of Period** **\$ 2,533,767**



# PCI SUPPORTERS

The remarkable achievements of Project Concern International would not be possible without the support of the donors who are part of PCI's global community. Year after year, Project Concern International Annual Fund donors have provided truly significant support for our lifesaving programs around the world.

The time period covered for recognition of donor support to Project Concern International in this report is October 1, 2006 through December 31, 2007. If we inadvertently omitted your name from our list of donors, please accept our sincere apologies and let us know so that we can rectify the error. You may do so by emailing Uli Heine at uheine@projectconcern.org or calling (858) 279-9690, extension 323.

## **\$1,000,000 +**

---

AmeriCares  
AUSAID  
British Petroleum  
Clinton Foundation HIV/AIDS Initiative  
President's Emergency Plan for  
AIDS Relief  
UNICEF  
United Nations Development Program  
United States Agency for International  
Development  
United States Centers for Disease Control  
and Prevention  
United States Department of Agriculture  
United States Department of Defense  
United States Department of Human  
and Health Services  
World Vision

## **\$100,000 - \$999,999**

---

Alternative Gifts International  
Anonymous  
California State Office of AIDS  
California Wellness Foundation  
Centre for Infectious Disease Research  
in Zambia  
Cooperación Andina de Fomento  
Dan Church Aid  
Elizabeth Glaser Pediatric AIDS Foundation

India Health Fund  
Gem Foundation  
Jaipur Investors  
Ron and Lucille Neeley  
NicaSalud  
Norwood Resources Ltd. of Canada  
PATH  
PROCOSI  
Railway Children UK and the Elton John  
AIDS Foundation  
Bonnie and Rick Rule  
The Baxter International Foundation  
The California Endowment  
United States Department of State,  
Bureau of Democracy, Human Rights  
and Labor  
World Food Programme  
World Learning

## **\$50,000 - \$99,999**

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AVON  
Guatemala's First Lady's Office  
Public Health Institute  
Marilyn S. Redner  
County of San Diego  
Sempra Energy  
Swiss Tropical Institute  
Tamil Nadu State Aids Control Society

## **\$10,000 - \$49,999**

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Karl A. Achterkirchen  
Allen Foundation  
American International Group Inc.  
Amy Marie Bosman Foundation  
AutosplICE  
John and Raffaella Belanich  
British Embassy  
Bushrod H. Campbell and Adah F. Hall  
Charity Fund  
Elizabeth Case  
Charles See Foundation  
Conservation, Food & Health Foundation  
Cubic Corporation  
Michael and Rebecca Driver  
Food for All  
Alicia T. and Charles Foster  
Wendy Gillespie and Martin Capdevilla  
Government of Canada  
Grameen Trust  
George G. and Mary Beth Guimaraes  
Instituto de los Mexicanos en el Exterior  
International Community Foundation  
Jacobs Family Foundation, Inc.  
Jewish Community Foundation  
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William and Janie McQuinn  
Kevin E. Moley

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PHFE Management Solutions  
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Sabin Children's Foundation  
San Diego National Bank  
Sheppard, Mullin, Richter and Hampton  
Haeyoung and Kevin Tang  
The Bill and Melinda Gates Foundation  
The Brush Foundation  
The San Diego Foundation  
Chris and Rebecca Twomey  
UNAIDS Walk  
United States Mexico Border Health  
Commission  
Barbara and Bill Van Aken  
Water for People  
Lawrence A. and Mary Lynn Weitzen  
W.K. Kellogg Foundation  
Zensar Foundation

**\$5,000 - \$9,999**

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Irwin and Florence Zahn

**\$1,000 - \$4,999**

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Ayuda: Help for Latin America  
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BetterWorld Together Foundation  
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CNA  
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Foundation For Women  
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Charlotte Beatty



# LEADERS

## Janie and William McQuinn

I have been fortunate for the last 34 years to be involved in an extraordinary adventure and I'd like to tell you about it. In 1974, an inspired doctor by the name of Jim Turpin spoke to our church in Jackson, Mississippi. Dr. Turpin told us of his work in Tijuana and Hong Kong and the life-changing mission of Project Concern International.

He motivated me and my wife Janie to get involved with and support PCI's mission. In his inspiring presentation, Dr. Turpin told the membership of our church about PCI's Walk for Mankind. Dr. Turpin enlisted my support and I was asked to serve as Walk Director for the Jackson Walk for Mankind, which continued annually through 1992.

In 1975, I was privileged to join Project Concern International's Board of Directors and my life experience has been enriched ever since. While serving as Chairman of the Board in 1983, I traveled to Africa and spent three weeks in Liberia, Senegal, and Gambia, experiencing the range of programs that are the hallmark of PCI's mission to the world. You can't really understand the need of the people until you see it first-hand. Once you do, you're changed forever and you come to realize that you personally, all of us, can be a catalyst in making the world a better place, one person at a time.

On my trip and in many trips after that, I was able to better comprehend the range and scope of sustainable development that is a strong focus of PCI's programming methodology. I experienced our holistic approach to service at the grassroots level and how it engages our beneficiaries to discover answers for themselves and chart their own course to a life without poverty.

I have been fortunate that my life has been a full one. I received my M.D. from Tulane in 1949 at the tender age of 22. After serving in the Navy for three years I practiced general medicine for 10 years, and retired from private psychiatric practice in 1992 after 30 years. My dear wife Janie and I just celebrated 61 years of marriage. We have been blessed with four children and eight precocious grandchildren.

I can honestly say that Project Concern International has added to the fullness of my life ten-fold, and through all this time, I have been grateful for the years of involvement with this vital organization. Janie and I are proud to play a part in touching the lives of so many people worldwide through PCI's mission!



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Helen P. Heidenreich



# LEADERS

## Karen and Ed Mercaldo

**O**ur relationship with PCI is a unique opportunity for us to really engage to learn about what works and what's possible, connect with others who are committed to positive change and find ways to expand and sustain our collective impact.

Being "on the ground" where PCI shines, we've met new borrowers and social entrepreneurs in India, street kids and community healthworkers in Zambia, school children and llama herders in Bolivia – men, women, and children everywhere who are changing their lives for the better. They are awesome!

PCI works from the ground up, deeply respectful of those it serves and fully committed to invest in what they want to create for themselves. With every trip to see PCI's programs, we more fully appreciate the difference that community listening, collaboration with local organizations, and the development of local leadership make. PCI is committed to lasting change and knows that it comes from those we serve.

For us to really connect - with people around the world who are changing their lives and communities, with PCI field staff dedicated to finding integrated local solutions to complex

global challenges, and with others who share our hopes for a better world – is a source of great satisfaction and inspiration.

As PCI takes on more prominent leadership positions in global health and development, Hands Across Borders continues to convene and connect people here in San Diego who are engaged in the rest of the world. Honoring Kenneth Kaunda, Hernando de Soto and, now, Muhammad Yunus with the PCI Humanitarian Award has raised San Diego's awareness of and appreciation for global leaders – people who really believe and invest in the potential of poor people to change their lives and our world for the better. Together, we are making progress!

Poised to step up to even greater global impact, PCI remains firmly committed to its roots and to principles that we believe are key to sustained success - recognizing that innovation and leadership come from those we serve, working with them to create integrated solutions to once intractable problems and mobilizing communities for lasting positive change. Seeing these principles in action is a great privilege.

Nancy and Jeff Heinrich  
Victoria Heins-Shaw  
Simona Hellinger  
Nancy Henderson  
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# LEADERS

## Jan and Larry Pritts

I learned about Project Concern International during the late 1960s as an active member of the General Federation of Women's Clubs Junior Organization. When, on two occasions, a young doctor named Jim Turpin spoke at Junior meetings and shared his vision for a better world, I knew I wanted somehow to be a part of that vision.

In 1972 that opportunity was made possible when I became the General Federation Junior Projects Chairperson for Illinois and promoted the organization's Walk for Mankind to the Junior Woman's Clubs throughout the State. These Walks, sponsored by the Illinois Junior Organization from 1972 through 1974, funded the entire PCI Navajo Project in Bisti, NM for two years!

I was then invited to become a part of the PCI volunteer Walk for Mankind staff and for twenty years worked with more than 250 Walks throughout the Midwest. It was a privilege to share Dr. Turpin's vision and encourage many thousands of young people to make a difference in the lives of children around the world by Walking for Mankind!

Larry and I first visited Clarkrange, TN with our children in the early 1970s and saw the unique Appalachian Project first hand, but it was my first trip to Tijuana in 1975 that truly opened my eyes. Traveling across the border was a life-altering experience, and I never saw the world in quite the same way again. A staff meeting in Guatemala and a personal trip by Larry and I to Hong Kong were also incredible, but my heart belongs in Zambia where he and I continue to assist the New Horizons Orphanage, a part of PCI's Africa KidSAFE network.

Larry and I enjoy the opportunity to share our PCI experiences and its major impact on world health and development. Personally, my involvement with PCI has been nothing less than life-changing.

As Dr. Turpin so often quoted, "No man is an island unto himself." Working with PCI has inspired me to see the world through different eyes and taught me many of the organizational skills that I continue to use in mission work and outreach.

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# LEADERS

## Our Roots and Our Future

Project Concern International programs have been bringing health and change to impoverished communities around the world for 47 years, beginning with the visionary leadership of Dr. James Turpin. After serving as a medical volunteer in Tijuana, Mexico and saving the lives of two small children who were dying from pneumonia, Dr. Turpin's innate missionary interest came to the forefront. In 1961, Dr. Turpin founded Project Concern International and, since then, the organization has reinforced its vision that there is no child or community beyond our concern.

Celebrating his 80th birthday in 2007, Dr. Turpin's vision, leadership, and charitable work has inspired countless people around the globe and set a strong precedence of organizational leadership. This commitment to leadership continues to grow, as Project Concern International welcomes its new Chairman of the Board, Ambassador Kevin Moley.

Ambassador Moley served as U.S. Permanent Representative to the United Nations and other international organizations in Geneva, Switzerland from 2001 to 2006. Prior to that, he served as Assistant Secretary for Management and Budget and then Deputy Secretary in the U.S. Department of Health and Human Services from 1989 to 1993. During this same period he

was Vice Chairman of the President's Council on Management Improvement and Director of the President's Education Summit. In addition, Ambassador Moley also brings an important business perspective to PCI, sitting on the Boards of a number of healthcare and biotech corporations over the years.

Of his new leadership position, Ambassador Moley said, "I was truly honored to be elected to be the Chairmanship of Project Concern International's Board of Directors. I had known about the organization through my work overseas with the different UN agencies and people know I wouldn't take a decision like this lightly. From my perspective PCI is doing development right."

"You can't separate the complex issues of poverty from health; comprehensive, sustainable solutions are essential for long term change in the well-being of people living in such desperate circumstances. And they must begin at the community level. You can't impose the answers from the top down; local ownership is necessary to last. That's how PCI works and I hope to be able to bring greater awareness of the organization and to connect them with other leaders who can help reverse the toll of AIDS and malnutrition, and the lack of healthcare services, on the poor around the world."

# LEADERSHIP

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