



LOTUS OUTREACH
INTERNATIONAL



Annual Report 2012

2012: A Year in Review

The year 2012 marked our 10th year since formally incorporating in the United States. This landmark birthday afforded us the opportunity to reflect on our achievements over the last decade, as well as engage in some deep visioning about the years ahead. The pages that follow will take you on an inspiring journey both into the past and the future of Lotus Outreach. But before you begin this journey, we wanted to take this opportunity to tell you what it is that makes Lotus Outreach such a unique and powerful organization.

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Broadly speaking, Lotus Outreach's mission is to ensure the education, health, and safety of at-risk and exploited women and children in the developing world. Our purpose in pursuing this mission is to help create a more just, peaceful world where all people – regardless of nationality, ethnicity, religion, and gender – can lead rich, meaningful lives that are free of physical and structural violence.

Our pursuit of this vision is manifested in the following core program areas:

1. improving access to quality education for marginalized youth
2. economic empowerment of parents and young women
3. human trafficking and gender-based violence prevention and aftercare
4. improving health and sanitation for vulnerable communities

We pursue our mission with both passion and intelligence. Through a process involving extensive research, careful strategic planning, on-the-ground assessments of needs and opportunities, and relentless dialog with our stakeholders and beneficiaries, we have developed a number of guiding principles which we believe sets us apart from other charitable organizations:

1) Multi-Dimensional Problems Demand Multi-Dimensional Solutions

Lotus Outreach believes that the most successful programs will embrace the complex nature of the development process, and introduce holistic and cross-cutting interventions where possible. For example, our microfinance programs incorporate advocacy on education, sanitation, and human trafficking prevention; our scholarship programs recognize that malnutrition and sickness can interfere with schooling and thus provide food stipends and healthcare; and our counter-trafficking advocacy programs seek to link at-risk migrant populations to village-based economic opportunities. We feel that a problem as complicated as third world poverty demands a similarly complex, thoughtful, and well-planned solution.

2) Diverse Communities = Diverse Approaches

Through our nearly 20 years of experience, we have learned that cultural nuance must be a core element of program design. We recognize that values, priorities, and capabilities can change drastically from one country to another, but also from one village to another. Perhaps more importantly, we recognize that opportunities vary greatly from one community to the next. Whether our target beneficiary is landed or landless, urban or rural, or young or old will determine the type of services we provide them.

3) Balancing Novel Approaches With The "Tried And True"

Lotus Outreach values innovation, and is always looking for opportunities to become better stewards of our limited donor resources. But we also believe in continuing to invest in what has been demonstrated to work, i.e., *"the tried and true."* Most importantly, we pride ourselves in our ability to make novel and innovative approaches *"tried and true"* over time by experimenting small and scaling up what works.

4) Maximize Existing Resources, Particularly When They Are Already Provided By The Government

We believe that good stewardship means not duplicating projects and programs that are already underway, be they implemented by other development organizations or governments. Perhaps more importantly, however, we believe that we can get a lot more mileage from our investment of time and money if we augment what already exists. In the case of our core education programs, for example, this means supplementing (v. replicating) the government education system through transportation programs, scholarships, and tutoring. Unlike some of our counterparts in the charitable sector, we don't build private schools or fund private scholarships. We believe that if education is going to be effective, compulsory, and universal, we must invest in improving the government system rather than turning our backs on it.

5) Correcting Inequities

Lotus Outreach programs target extremely marginalized populations in the developing world, and seek to correct inequities related to gender, caste, ethnicity, language, and religion so all children – regardless of the conditions into which they were born – have an equal chance at achieving their full potential.

6) It's Better To Cure A Problem Than Treat Its Symptoms

We believe that it is far more prudent and compassionate to invest in programs that prevent needless suffering, abuse, and exploitation before they occur. In the words of Frederick Douglass, *"It is easier to build strong children than to repair broken men."*

7) Investing Wisely

Charitable funds are finite – particularly for international organizations – and we owe it to our donors and our target communities to expend our resources carefully and smartly. We believe that investing wisely means supporting projects that will a) achieve sustainable results for entire communities or b) capitalize on the *"multiplier effect"* by investing in those who promise to pay forward the skills and knowledge they receive.

8) Community Participation And Social Cohesion

Lotus Outreach believes in turning the development process over to the very people who stand to benefit. To achieve this goal, many of our programs train communities on their rights and responsibilities as citizens and encouraging democratic participation. We have a deep level of respect for our beneficiaries, and believe that they will be the ones to ultimately guide their communities and nations toward better futures. We simply aim to extend a helping hand in the process.

9) Fostering Self-Reliance

Believing that change spreads fastest from the ground up, Lotus Outreach projects are delivered at the grassroots level by local people and organizations. We provide critical support to our program partners in the areas of funding, program design, performance management, technical support, training, and data collection and analysis, while giving them enough autonomy to ensure the local ownership and cultural relevance of each project. In essence, we work to connect concerned and compassionate people in affluent nations with effective, grassroots projects in the developing world, while making sure every donor dollar is spent in an effective, judicious and transparent way.

Lotus Outreach's long-term vision, however, is to make our role superfluous. We aim to create a world in which our projects are no longer necessary; where the rare cases of extreme poverty and exploitation are effectively dealt with by local governments and indigenous nonprofits, which are equipped to meet the needs of their people. In sum, we aim to create a world where both families and nations are self-reliant.

We thank for your engaged and compassionate support of this vision.

Sincerely,

Patty Waltcher
President

Erika Keaveney
Executive Director

2012: A Year in Review

Improving Access To Quality Education For Marginalized Youth



Education is the backbone of Lotus Outreach's mission, and each and every year we continue to grow our educational reach. In 2012, our educational support programs – which provide essential materials such as school supplies, transportation, and meals – reached 1,100 students in Cambodia and India. In Cambodia, our scholarship efforts continue to expand at the tertiary level, with over 100 girls receiving university scholarship support by the start of the 2012-2013 school year. The focus on tertiary education marks a critical juncture for Lotus Outreach in Cambodia. We are not only proving to poor communities that educating girls is a worthy investment, but we are helping to rebuild the intellectual class which was purged during the 1975-79 genocide. And with our first cohort of Blossom Bus riders expected to graduate high school in 2013, we hope to soon see these incredible outcomes replicated in India.

2012 At-A Glance

651

at-risk youth provided scholarships in Cambodia.

112

of them received their high school diplomas in July.

364

bikes distributed to impoverished Cambodian girls clearing the single greatest obstacle to their continued education.

6,000

Cambodians reached through advocacy campaign on the returns of investing in children's education.

20

ethnic Phnong teachers in Cambodia supported through pedagogy school.

4

of them are now teaching in public classrooms.

16

of them are currently completing their teaching practicum.

383

School Management Committees established and trained in Mewat, India.

410

toilets built at public schools as a result of LO's pressure on the government of Mewat.

350

kitchens built at public schools as a result of LO's pressure on the government of Mewat.

149

adolescent girls provided enrollment assistance and bus transportation in Mewat through Blossom Bus.

99%

of the Blossom Bus riders advanced to the next grade level.

Chanta's Story: From Student To Educator



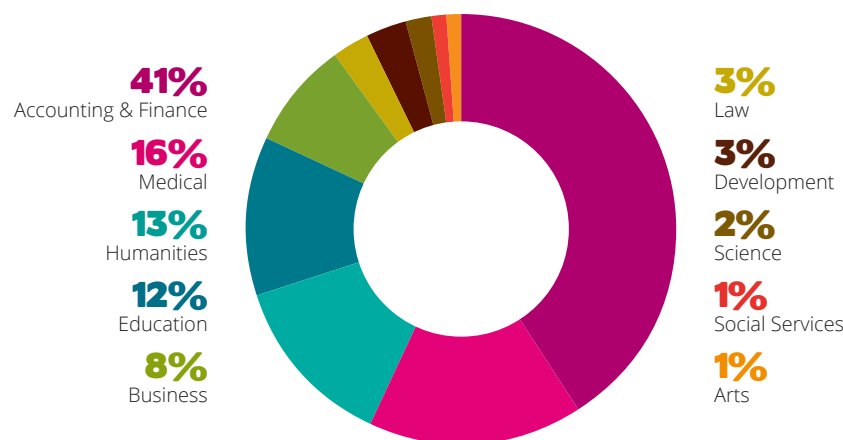
Cambodia is only beginning to heal from the scars left by the Khmer Rouge genocide in the late 1970s. An entire generation missed out on public education, and only 2% of women in the country have baccalaureate education today.

This dearth of professionals is directly linked to infant and maternal mortality, poor education quality, and sluggish growth of the white-collar sector. Further, the legacy of poverty left by the genocide means the very people who promise to help Cambodia develop – its future doctors, teachers, lawyers, and businesspeople – are unable to reach their potential for want of a few dollars each month in school-related expenses. By supporting higher education for Cambodia's poorest girls, Lotus Outreach is working to change this reality, one girl at a time.

The story of Luen Chanta showcases the multiplier effect of investing in the education of women and girls. Orphaned in the 9th grade, Chanta was able to survive on her own thanks to the GATE residential care program, which provides housing, utilities, food, and transportation to at-risk girls so they can continue their studies. Chanta's hard work in the face of adversity paid off, and she was accepted into a two-year pedagogy school shortly after graduation in 2010. In 2012, Chanta received her primary school teacher certificate (with distinction) with continued support from GATEways scholarship program which covered her living expenses while in college. Chanta's high score on the pedagogy exam (3rd in her district and 19th in her entire province) meant she had the choice to accept a teaching placement anywhere in the country; she chose to return to her home village. *"I'm so happy to be working back in my home village,"* shares Chanta. *"I can be a role model and will help the children and families here to value education and stay in school as long as they can!"*

Right now, there are over 100 girls like Chanta pursuing higher education with dedicated support from Lotus Outreach through GATEways. These promising young women are not only committed to improving the lives of their families, but hope to contribute to the social and economic development of their country.

What Are our Gateways Scholars Studying?



Human Trafficking And Gender-Based Violence Prevention And Aftercare

បញ្ជីគ្រូបង្រៀនស្រីដែលបានចុះបញ្ជីនៅក្នុងសាលាស្រីប្រជាជន									
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ลำดับ	รายการ	วันที่	เวลา	สถานที่
1	ประชุมคณะกรรมการ	11	10.00	ห้องประชุม
2	ประชุมคณะกรรมการ	12	10.00	ห้องประชุม
3	ประชุมคณะกรรมการ	13	10.00	ห้องประชุม
4	ประชุมคณะกรรมการ	14	10.00	ห้องประชุม
5	ประชุมคณะกรรมการ	15	10.00	ห้องประชุม
6	ประชุมคณะกรรมการ	16	10.00	ห้องประชุม
7	ประชุมคณะกรรมการ	17	10.00	ห้องประชุม
8	ประชุมคณะกรรมการ	18	10.00	ห้องประชุม
9	ประชุมคณะกรรมการ	19	10.00	ห้องประชุม
10	ประชุมคณะกรรมการ	20	10.00	ห้องประชุม
11	ประชุมคณะกรรมการ	21	10.00	ห้องประชุม
12	ประชุมคณะกรรมการ	22	10.00	ห้องประชุม
13	ประชุมคณะกรรมการ	23	10.00	ห้องประชุม
14	ประชุมคณะกรรมการ	24	10.00	ห้องประชุม
15	ประชุมคณะกรรมการ	25	10.00	ห้องประชุม
16	ประชุมคณะกรรมการ	26	10.00	ห้องประชุม
17	ประชุมคณะกรรมการ	27	10.00	ห้องประชุม
18	ประชุมคณะกรรมการ	28	10.00	ห้องประชุม
19	ประชุมคณะกรรมการ	29	10.00	ห้องประชุม
20	ประชุมคณะกรรมการ	30	10.00	ห้องประชุม

The year 2012 witnessed a significant increase in the number of at-risk migrants reached through our counter-trafficking advocacy program on the Thai-Cambodian border. This was partially attributable to the installation of an innovative new safe migration information kiosk directly outside of the immigration detention facility in Poipet. In India, we continue to provide educational support to several hundred lower-caste child laborers living in brick factory compounds in order to free them from the life of nomadic subsistence labor known to the countless generations that preceded them.

While most of Lotus Outreach's programs are designed to prevent abuse and exploitation before they occur, we still recognize that victims of sexual violence and exploitation will depend entirely on nonprofit organizations for comprehensive aftercare. That is why we continue to provide trauma therapy, social assistance, skills training, and financial support for survivors referred to us by law enforcement agencies. Though gender-based abuse and exploitation is a persistent problem in Cambodia, in 2012 the number of shelter referrals was at an all-time low while the percentage of girls pursuing legal action against their abusers was at an all-time high. This suggests the beginning of a cultural shift treatment of women and girls in Cambodia.

2012 At-A Glance

13,736

migrants and street children reached by LO's message on safe migration and human trafficking prevention.

75

shelter-based victims of trafficking, rape and domestic violence received counseling, social assistance and financial aid.

8

child rapists convicted with LO's assistance in Cambodia.

5

perpetrators awaiting trial.

300

former child laborers in Mewat, India, provided with enrollment assistance and bus transportation.

25

red light children provided with scholarship materials including supplies, books, uniforms and shoes.

4

trafficking victims identified and referred for aftercare and reintegration assistance.

7

of these victims' relatives also referred for aftercare and reintegration assistance.



2012: A Year in Review

Economic Empowerment of Parents And Young Women



The year 2012 marked a significant expansion of our economic empowerment programs. In Cambodia, our Integrated Rural Development program was scaled up to 20 new villages in the remote province of Pursat, bringing life-changing economic opportunities and basic financial services to thousands of rural villagers. Our emphasis on expanding livelihood programs is a result of Lotus Outreach's long-term goal to equip people to meet the health, education, and nutritional needs of their families – without reliance on outside support. Further, we believe that empowering communities to engage in village-based economic opportunities will result in reduced high-risk migration and consequently reduced labor and sex trafficking.

Lotus Outreach also provides training and small business support to survivors of sexual exploitation, rape, and domestic violence in order to give them a fresh start and lower their odds of re-victimization.

Vanna's Story: From Karaoke Girl To Village Tycoon



Vanna and her siblings were forced by poverty and political turmoil to spend their childhoods working rather than studying.

Cambodia is only beginning to make a comeback from those tragic events, and the nation's Ministry of Education has worked to develop a fast-track literacy, numeracy and life skills curriculum designed to give women like Vanna the basic skills they need to enter the workforce. Lotus Outreach has been delivering Non-Formal Education (NFE) and job skills training courses in the red light areas of Phnom Penh since 2005, and has witnessed hundreds of entertainment and sex workers acquire the skills and confidence necessary to pursue safer, more dignified careers.

While many NFE participants are able to better their lives tangibly as a result of the classes, Vanna has used the skills she acquired to improve the livelihood of an entire village. Vanna entered the NFE program in 2011 while working as a karaoke girl and instantly soared to the top of her class. While soaking up daily lessons on basic literacy, numeracy and business management, she additionally enrolled in our sewing and tailoring course, which proved to be a springboard for her career as a prolific businesswoman. *"When I started NFE, I couldn't sew a straight line,"* shares Vanna. *"It was the skills I learned during NFE that have made me the successful tailor that I am today."*

Successful is an understatement: in just a few short years, Vanna has managed to invest in 30 weaving looms and four sewing machines, effectively employing 100 local villagers in her weaving, tailoring and silk-making workshop. Her ingenuity and careful business planning have allowed her to employ the bulk of her extended family, and she reflected on how the family no longer has to experience hunger each day. *"Every day we used to worry how we would survive. Now I feel very happy knowing we'll be okay."* Vanna (a single mom of a 6 year-old girl) is now able to earn \$200 a month – three times the per capita income in Cambodia – and hopes to buy her first home in the near future. Vanna is additionally starting up a small retail operation, and recently purchased second-hand blue jeans, which she plans to re-sell with a great margin of profit.

"Our visit with Vanna marked the most interesting and satisfying visit I can remember in many years and hundreds of visits with Cambodian families," shares Glenn Fawcett, Lotus Outreach's Director of Field Operations. *"Vanna is a warm-hearted and generous boss that pays her employees well and inspires those around her to find the best in themselves. We are so happy to see such a kind and talented person in the midst of great success."*

The remarkable story of 30 year-old Khorn Vanna showcases the untapped potential of the 45% of Cambodian women that missed out on basic education. Vanna is part of an entire generation that was denied education due to the Khmer Rouge's systematic shutdown of the public system and summary execution of 90% of the country's teachers in the late 1970s. Growing up in the wake of genocide, civil war and foreign occupation,

2012 At-A Glance

15

financial cooperatives established in Cambodia.

262

families participating in those cooperatives provided with financial services including savings, loans and emergency insurance.

\$1,409

saved collectively by the participants of the financial cooperatives.

107

family loans granted by the financial cooperatives.

58

of them used toward small businesses including agriculture, woodworking and food vending.

128

women and children from karaoke bars in Phnom Penh received literacy, life skills and vocational classes.

21

of them left the red light districts for work in food service, factories and groceries by the end of 2012.

\$1.171

is the average annual salary for NFE graduates. 26% higher than the per capita income in Cambodia of \$931.

43

victims of trafficking and violence against women received training in business management and animal husbandry.

18

of the trainees were awarded small business grants to start up chicken farms.



2012: A Year in Review

Improving Health And Sanitation For Vulnerable Communities



Lotus Outreach recognizes that inadequate access to clean water, sanitation, and preventative health education can severely inhibit even the best of programs. That is why nearly all of our projects incorporate basic health and sanitation outreach. In the case of Integrated Rural Development, we understand that our agriculture-centric economic empowerment groups cannot succeed if there is an insufficient year-round water supply for their crops. For our scholarship recipients, we know that a single bout of intestinal illness can set a student intractably behind in her studies. And if a head-of-household comes down with malaria or cholera, the entire family can be swallowed by income loss and healthcare debt.

Believing that prevention is the best cure, our health and sanitation program focus on sustainable, cost effective interventions that will enable families to avoid illness in the first place. Looking ahead to 2013 and beyond, we hope to bring more water wells to needy communities, expand the reach of our preventative health education programs into public schools, and work toward getting rural villages to collectively abandon the practice of open defecation.



2012 At-A Glance

10

deep-bore water wells drilled on the Vietnam-Cambodia border.

800

villagers benefitted from the wells' supply of clean, fresh, safe-drinking water.

55

families used the water to start up home gardens, improving their nutrition and earning capacity.

12

organized health education outreaches in four villages (one every month).

5,167

villagers educated on sanitation, hygiene, maternal health and childhood nutrition through the outreaches.

2

billboards featuring pictorial messages on preventative healthcare practices installed in a high-risk district in Cambodia.

95

sex workers provided with STD screening and counseling in Phnom Penh.

28

street children, near the Thai-Cambodian border, provided with basic health care and medical referral services.

18

students in our scholarship programs provided with life-saving healthcare.



2012: A Year in Review

Ten Years of Impact

415,458

people reached

376,648

through our public
advocacy work

38,810

through direct service program

Timeline

⋮



White Lotus
Charitable Trust
founded in Bir,
India

Economic Empowerment

3,405

villagers received access to basic financial services for the first time

693

sex workers empowered through literacy classes and skills training

267

women and children became computer literate

90

youth started small businesses through vocational training and grants

Health & Sanitation

20,544

injured and sick people provided with basic healthcare

20,494

received preventative health education

9,321

people provided with clean water and preventative healthcare education

Violence Against Women & Human Trafficking

29,164

street children and migrants were educated on safe migration and human trafficking prevention

4,000

entertainment workers protected through public advocacy

1,121

victims and their children started new lives through counseling, training, and financial assistance

100

at-risk homeless children received shelter and nutrition

Education

294,200

public school children in India directly benefited from our anti-corruption work

24,177

people were educated on the importance of investing in children's schooling

2,304

children prevented from dropping out due to the provision of school bus transport or bicycles

1,250

children stayed in school as a result of Lotus Outreach scholarships

342

children improved their performance through tutoring and non-formal education

105

youths attend university – against all odds – with financial support from Lotus Outreach

2002

White Lotus Incorporated in the United States

2003

Name Changed to Lotus Outreach

2005

Established Lotus Outreach Cambodia

2006

GATE program established

2011

Lotus Outreach secures refund of \$3.2 million in illegally-charged fees to India's school children

2014

First class of GATE scholars to graduate college

2012: A Year in Review

our Approach: Grassroots Collaboration

Our unique approach to tackling poverty and its consequences involves working with local grassroots organizations that possess the deepest understanding of their communities' needs and challenges. And while we believe that change spreads fastest from the ground up, we are also aware that grassroots organizations in the developing world are confronted by a unique set of challenges including lack of money, infrastructure, accountability measures, and performance management techniques. Lotus Outreach is thus working to empower our local partners by providing critical, on-the-ground support in the areas of funding, program design, performance management, technical support, training, and data collection and analysis, while giving them enough autonomy to ensure the local ownership and cultural relevance of each project.

our Beneficiaries

Lotus Outreach seeks to empower both its partners and beneficiaries to become self-sufficient. Lotus Outreach has, at its core, a simple value and principle – to enable local resources to flourish so people can meet their own needs. We only seek to change the inequity between those who can manifest their own solutions and those who cannot.

Children

Children are the most vulnerable members of our global community, and it has been demonstrated that working with them provides the greatest long-term, sustainable benefits to communities in need. Poverty is nearly always transmitted from one generation to the next – a devastating cycle that must be broken. Children who are afflicted by poverty are substantially more likely to grow into adults who lack the education, resources and empowerment to give their children more hopeful futures. Consequently, Lotus Outreach operates on UNICEF's principle that *"investments in children are the best guarantee for achieving equitable and sustainable human development."*

Women

The connection between empowering women and improving the lives of children is now widely recognized by the international community. As stated in UNICEF's 2007 State of the World's Children report, *"healthy, educated and empowered women have healthy, educated and confident daughters and sons."* With this important connection in mind, Lotus Outreach also specifically targets girls and young women in order to achieve this *"double dividend"* of social change.

Vulnerable Communities

Lotus Outreach programs also target children in communities that are among the poorest and most vulnerable – those most in need of assistance. Lotus Outreach programs are deployed in regions where both the needs are most pressing and where the organization has the ability to operate effectively. Though there are several large, highly effective NGOs and non-profits operating in Asia today, Lotus Outreach is unique in that it works to 'fill the gaps' that larger organizations leave behind. Lotus Outreach specifically targets underserved populations in isolated regions in order to ensure that it does not duplicate efforts already underway while reaching the people most in need, such as the rural poor.

Local Partners

Because we believe that change spreads fastest from the ground up our projects are delivered at the grassroots level by local people. Lotus Outreach carefully selects smaller partners who have demonstrated a capacity to do excellent work and could benefit from both financial assistance and program development. In addition to keeping its programs culturally relevant, this model also allows Lotus Outreach to have a much greater impact, for less. Lotus Outreach follows the principle of 'a hand-up, not a hand-out' (change not charity) and aims to build local capacity in the areas it serves.

our Local Partners

Cambodian Women's Crisis Center (CWCC)

CWCC is a local Non-Governmental Organization (NGO) registered with the Royal Cambodian Government's Ministry of Interior. Its primary purpose is to provide assistance to women and children who are victims of domestic violence, sexual abuse and trafficking. Its mission is to eliminate all forms of violence against women and to work toward creating a society founded on equality, peace and development that will achieve happiness for all.

Khemara

Khemara was the first Non-Governmental Organization for women established in Cambodia. It was founded by Mu Sochua, the former Minister of Women's and Veterans' Affairs. Khemara delivers Non-Formal Education to sex workers and to impoverished youth who are at risk of entering the commercial sex industry. Classes are taught by Ministry of Education-trained teachers and cover a wide range of subjects including numeracy, literacy, life skills, income generation and bill paying, how to avoid credit schemes, embroidery, sewing, gardening, HIV prevention and sanitation.

Cambodian organization for Children and Development (COCD)

COCD is a local Non-Government Organization registered with the Royal Cambodian Government's Ministry of Interior. Its vision is to see a society where all people are equal, where all children are free from all forms of abuse, and where children are protected, educated, cared for, and have their rights respected. COCD's mission is to improve the social welfare of vulnerable children, their families and communities through the implementation of integrated development and empowerment projects.

Kampuchean Action for Primary Education (KAPE)

Founded in 1999, KAPE is a grassroots NGO that seeks to improve both the quality of, and access to, basic education for children living in Cambodia. The agency was founded by local stakeholders for the stakeholders, representing a unique experiment in stakeholder-driven development. KAPE also seeks to assist the Cambodian government in realizing recently proposed educational reforms that focus on increasing access to education for vulnerable groups.

Passerelles Numériques

Passerelles Numériques is the result of a collaboration between Enfants du Mekong, a French NGO that sponsors vulnerable children in Southeast Asia, and Accenture, a global consulting and technology service provider. Its founding vision is to give disadvantaged youth a means to escape poverty through specialized education. Specifically, it seeks to train them to be both skilled technicians in the rapidly growing field of information technology and savvy professionals able to respond to the needs of thriving companies.

White Lotus Charitable Trust

Founded by Khyentse Norbu in 1993, White Lotus works with socio-economically weaker sections of society with special emphasis on women and children – irrespective of caste, creed, culture and religion – toward the sustainable development of individuals, the family and the community through various interventions to raise the standard and quality of their lives.

Spirit in Life Movement

Founded by Indian University Professor and deeply engaged social worker Dr. Manivannan, Spirit in Life is a humble grassroots initiative that aims to build a peaceful, nonviolent and just world. Lotus Tutors (formerly Buddha Smiles) is a project of the Spirit in Life Movement, a registered Public Charitable and Educational Trust in India. Lotus Tutors is a secular initiative that draws its inspiration from Gandhian philosophy of Sarvodaya (Welfare of All) which recognizes that moral, cultural, social, economic and political dimensions are all necessary components of holistic development.

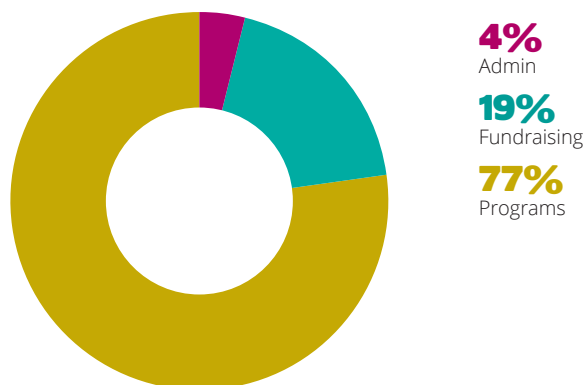
2012: A Year in Review

Statement of Activities

For the year ended December 31, 2012

	Unrestricted \$	Temporarily Restricted \$	Total 2012 \$	Total 2011 \$
Revenue and Support				
Contributions	94,606	423,529	518,135	597,149
Special events	-	45,815	45,815	-
In-kind donations	18,644	-	18,644	16,442
Other income	2,375	-	2,375	757
Interest income	377	-	377	795
Net assets released from restrictions	343,700	(343,700)	-	-
Total Revenue and Support	459,702	125,644	585,346	615,143
Expenses				
Program Services	520,682	-	520,682	404,874
Supporting Services				
Fundraising	127,820	-	127,820	61,358
General and administrative	27,286	-	27,286	29,009
Total Supporting Services	155,106	-	155,106	90,367
Total Program and Supporting Services	675,788	-	675,788	495,241
Special Events	5,738	-	5,738	-
Total Expenses	681,526	-	681,526	495,241
Change in Net Assets	(221,824)	125,644	(96,180)	119,902
Net Assets at Beginning of Year	253,953	119,716	373,669	253,767
Net Assets at End of Year	32,129	245,360	277,489	373,669

Expenses by Category



Revenue by Source



Statement of Financial Position

December 31, 2012

	2012	Assets 2011
Assets (Notes 1 and 2)		
Cash and cash equivalents	210,547	296,497
Contributions receivable, net	68,398	99,122
Prepaid expenses	-	316
Total Assets	<u>278,945</u>	<u>395,935</u>
		Liabilities and Net Assets
Liabilities (Note 1)		
Accounts payable and accrued expenses	1,456	22,266
Total Liabilities	<u>1,456</u>	<u>22,266</u>
NetAssets (Notes 1 and 3)		
Unrestricted	32,129	253,953
Temporarily Restricted	245,360	119,716
Total Net Assets	<u>277,489</u>	<u>373,669</u>
Total Liabilities and Net Assets	<u>278,945</u>	<u>395,935</u>

2012: A Year in Review

Principles & Practices of Financial Management

Lotus Outreach has adopted and adheres to the most current practices of financial and performance accountability. We want every stakeholder to rest assured in the transparent presentation of our fund management.

The following are some of the most important principles we practice:

1. Lotus Outreach operates in accordance with an annual budget that has been approved by the Board of Directors prior to the beginning of each fiscal year.
2. Lotus Outreach maintains financial reports on a timely basis, accurately reflecting the financial activity of the organization, including the comparison of actual to budgeted revenue and expense.
3. Lotus Outreach subjects its financial accounting principles and reports to annual audits by an independent accounting firm. That firm's audited financial statements are available on our website.
4. Quarterly financial statements are provided to the Board of Directors. The statements explain any significant variation between actual and budgeted revenues and expenses.
5. Lotus Outreach has written financial policies.
6. Lotus Outreach may budget for a deficit from time to time but does not incur persistent or increasing operating deficits.

Charitable Donations & Giving Guidelines

Lotus Outreach follows all laws, rules and regulations concerning charitable giving and receiving. We believe it is important to conduct our giving and receiving with as much transparency and accountability as possible. We want to assure every donor that each dollar is collected and distributed in a manner compliant with pertinent U.S. and international law.

Charitable Donations And Contributions To Lotus outreach

Lotus Outreach will accept only unrestricted contributions and contributions for projects approved in advance by Lotus Outreach. While Lotus Outreach welcomes suggestions from donors about our use of funds, donor suggestions are not binding on Lotus Outreach. In all cases, Lotus Outreach will, as required by law, retain full discretion and control over the use of contributed funds, including the right to withdraw approval of a previously approved project if necessary so as to ensure that all contributions will be used or are being used to carry out Lotus Outreach's functions and purposes.

Lotus Outreach cannot accept funds that have been earmarked or restricted by the donor for use by a particular foreign organization or person.

Charitable Giving

The Lotus Outreach Board of Directors reviews and approves all charitable giving abroad and retains full discretion and control to ensure that partners are using funds for the stated purpose.

Foreign charitable partner agencies submit to regular financial and narrative reporting that assures Lotus Outreach funds are being spent on the stated purpose formally approved by the Board of Directors.

our Team

Chairman of the Board

Khyentse Norbu

Executive Committee

Patty Waltcher, President

Penelope Tree, Vice President and President, Lotus Outreach United Kingdom

Ed Malley, Treasurer

Agam Patel, Secretary

Board of Directors

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Germaine Hoston, Ph.D.

Jody Lippman

Julia Booth - President, Lotus Outreach Australia

Valerie Chou - President, Lotus Outreach Hong Kong

Julie Chender - President, Lotus Outreach Society Canada

Ex officio Members

Michael Fritzsche

Patrick Jacqueline

Dr. Mila Eche

Regina Kaczmerick

Staff

Erika Keaveney, Executive Director

Glenn Fawcett, Executive Director of Field Operations

Raksmey Var, Country Representative - Cambodia

Suraj Kumar, Program Manager - India

Sara Haq, Grants Manager

Communications and Development

Jamie Collaro, Fundraising and Development

Krista Lundgren, Media and Public Relations

Stephen Mortimer, Graphic Design

Andrea Murphy, Graphic Design

Allison McCurdy, Event Planning

Lauren Jolly, Event Planning

Frances Chu, Community Outreach

2012: A Year in Review

our Supporters

We are immensely grateful to our individual contributors, foundation and corporate funders, in-kind donors and volunteers for your support and partnership. You make the work of Lotus Outreach possible and your continued aid is invaluable as we further our mission and expand the reach and benefit of Lotus Outreach programs. Your generosity is a lifeline for the children we serve.

Foundations & Corporate Sponsors

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Foundation
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The Angus Lawson Memorial Trust
The International Foundation
The Kline Living Trust
The Marbrook Foundation
The Material World Foundation
The Sakyong Foundation
Weyerhaeuser Family Foundation

White Lotus (Chairman's Circle) - \$5,000+

Anonymous
Michael Allen
Valerie Chou
Jody Lippman
Hsiao Jou Shao
Tz Luo Wang
Lynda Weinman

Pink Lotus - \$2,500 - \$4,999

Anonymous
Jone & Teresa Chen
Corinn Cross & Bryan Whalen
Anne & Peter Meehan
Qian Wang

Star Lotus - \$1,000 - \$2,499

Bret Barker
Sandra Blend
Marlow Brooks
Madeline & Douglas Callahan
Richard Chang
Hsia Lin Chang Chen
Judy Cole
Joseph & Mary K. Dooling
Jean Farnham
Franck Genson
Brenda & Robert Lytle Grosz
Roya Hekmat
Alison & Alex Hersel
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Craig Kaufman
Trudee Klautky
Gayle Landes
Laird Landmann
Arthur Leahy
Kay Liam
Owen Sayre
Harry Sloan
Penelope Tree
Jamie Tsai
Patty Waltcher

Lotus Buds - \$101 - \$999

Hector Acosta
 Jimena Alonso
 Samuel Andaluz
 Rodney Atchison
 John and Susan Barisone
 Lisa K Belott
 Allison Bishop
 Madeleine Bray
 Marilyn Brown
 Lapo Cavina
 Rosemarie Chen
 Shiang-Jean Chen
 Cindy Chien
 Ginger Chih
 Jamie Collaro
 Ana Luiza Cordeiro De Moraes
 Sheyla Costa
 Sharon Crayton
 Patrick Daily
 Bruce Dal Santo
 Steve and Kerry Dibartolomeo
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 Judy Dugan
 Gary Dyson
 Bill K C Fong
 Anne Ford
 Andriana Freisson
 Lynn Frost
 Kathryn Gessner
 Patricia Gessner
 Cara Goldberg
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 Lynn Hoberg
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 Germaine A Hoston
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 Matthew Kameron
 Jason and Rebecca Kaufman
 Gaelle Kennedy
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 Katherine M Kollar
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 Zhen Muzyka
 Brenna Myers
 Kimberly Sue Myers
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 Lisa Norsigian
 Luciana Novaes
 Britney Nucci
 Chin Hwee Ong
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 Bryan Ritter
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 Shiao Ping Shih
 Graham Simmons
 Joanna Sison
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 Norka Suarez
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 Amy & Patrick Sweeney
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 Tam Van Tran
 Madeline Tsui
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 Maya & Jon Varnell
 Ellen Vogel
 Annabell Von Arnim
 Vivienne Wang
 Sarah Wilkinson
 Patricia & Jerry Wolfert
 Jufang Wong
 Chester Wood
 Michael Wood
 Elizabeth Wright
 Emmagene & Edwin Wright
 Helen Yuan
 Huo Yuping
 Ying Zhao-Chau
 Rebeca Zuniga

Lotus Seeds - \$100 And Less

Forrest Bannan
 Sheila Bascetta
 Abbie Bates
 Aubrey Bauer
 Scott Benton
 Martin Boise
 Elizabeth Breck
 Susannah Breitbart
 Angela Buchdahl
 Melissa Campbell
 Lisa Capell
 Matthew Cappiello
 Tami Carter
 Kalina Cavallero
 Nafiz & Shelley Cekirge
 Linda Chen
 Yung S. Chen
 Kari Chi
 Jeannie Chien
 Hsiu-Chin Chou
 J.P. Cole
 Ramona Collier
 Shawn Colo
 Lillian Concordia
 Bridget Connelly
 Dana Danesi
 Cheri Davis
 Elizabeth Debreu
 John DeMaria
 Ladan Djabbari
 Tien-Sun Donn
 Max & Amy Ellzey
 Elizabeth English
 Linda & Tatiana Evans
 He Fan
 Devon Felder
 Danny Fisher
 Vicki Flavell
 Keiko Funk
 Chris George
 Nancy Gillis
 Kale Good
 Nicholas Grace
 Susan Greanias
 Hamilton Hadden
 Hue Hai
 Barbara Handler
 Connie Harmatz
 Brandi Harrison
 Mary Ellen Hayward
 Yeshe Hegan
 Roth Herrlinger
 Hong Hoang
 Jennifer Hogan
 Zihyuan Huang
 Jennifer Hutchinson
 William Inglis
 Lynda Isenberg
 Leslie Jaremchuk

2012: A Year in Review

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Rachel Johnson
Jandy Jones
Erika Keaveney
Linda A Keaveney
Asher Kelman
Lee Ann Kim
Mark Kmetetz
Marlene Kurz
Raymond Kwan
Alice Lake-Zachary
Lidya Lambuwun
Celine Lavoie
M. Tracy Layton
Yin Yin Leong
Melinda Levine
Pranee Sue Limsukonth
Su-an Lin
He LingMan
Al Linton
Liang LiShi
Andrew Logan
Chris Loh
Margaret Lorenz
Heather Mansell
Ingrid Manzano-stein
Leon Marcus
Denise M McCurdy
Peter Miller
Gail Monteforte
Melissa Moore
McCoy Moretz
James Morioka
Florence Ng
Mimi Nguyen
Susan Oberman
Katherine O'Donnell
Jisuk Oh
Susan Beth Plotkin
Max Pohlendt
Katherine Porter
L PULSFORD
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Siew Lay Tan
Yu Ling Ting
Bryce Toney
Bang Tran
Zachary Treadwell
Ming Tsu
Cecil Ussler
Paul Vantress
Ina Veli
Natalia Walsh
Fei Bao Wang
Fred-Sulja Warnick
Amanda Weinstock
Thomas Weisner
Chi Chiung Wen
Paul Weng
Lillian Westcott
Alice and Jon Wyman
Li-Hao Yeh
Ren Yongming Family
Sheng Yulin

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Gang Kitchen
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Go Raw
Grande Colonial Hotel & NINE-TEN
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Primavera Restaurant
Rancho La Puerta
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Sail Ho Golf Club
San Diego Air & Space Museum
San Diego Gymnastics
San Diego Hydroponics and Organics
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Tender Greens
The Bar Method San Diego
The Chameleon Salon & Boutique
The Joyful Parent
The New Children's Museum
The Pearl Hotel
Tio Leo's
Vecchione Plastic Surgery

Thank you for your support

How To Help

There are many ways to support Lotus outreach, including:

1. Visiting www.lotusoutreach.org and clicking '**Donate Now**' or mailing your donation in the enclosed envelope
2. Gifts of stocks, bonds and other appreciated assets
3. Enrolling Lotus Outreach in your employer's matching gifts program
4. Honoring someone with a gift in their name
5. Making a gift by bequest
6. Engaging in peer-to-peer fundraising by organizing an event, donating your birthday or asking for sponsorships for your next athletic event. **To get started, visit www.lotusoutreach.org and click 'Get Involved'**



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www.lotusoutreach.org

Lotus Outreach is a secular, non-profit organization dedicated to improving the living conditions of vulnerable children and their communities through education and healthcare. Lotus Outreach is a registered 501(c)(3) public charity, EIN# 80-0013909.