



Annual Report
2015

Partnerships for Impact



PARTNERS *of the* AMERICAS
Connect • Serve • Change Lives



When it comes to changing the world, **no one can do it alone.** But all too often, the people and institutions working to solve global challenges operate in isolation, **leaving community needs unmet and donor dollars underutilized.**

At Partners of the Americas, our approach is different.

We bring the right mix of players – volunteers, development professionals, governments, businesses, and higher education institutions – to the table in order **to match resources, knowledge, and passion to need.**



By **connecting** local organizations to broader funding opportunities and empowering citizens to become agents of change, **we develop lasting solutions** to our hemisphere's toughest challenges, **together.**



President's Letter

The power of partnership continues to grow in importance and Partners of the Americas is honored to have 50 years of experience discovering “what works” in creating and sustaining change throughout the hemisphere. This year’s annual report features four stories illustrating our approach to partnership through the lenses of economic development, education, health, and global citizenship. Partners’ work remains diverse, allowing us to engage complex issues holistically across borders, networks, and programs.

In 2015, Partners was pleased to welcome seven new chapters, two new programs – Capacity Building Grants for U.S. Undergraduate Study Abroad and Paraguay Okakuaa – and an expansion of our Youth Ambassadors and Panama Teacher Match programs. Throughout the year, Partners led 170 youth and leadership exchanges and continued to build a strong network of 1,500 higher education institutions. Additionally, our long-time Education and Culture program provided 27 small grants to our chapters for projects focused on the arts, bilingualism, youth engagement, and more.

We have ultimately come back to reaffirm the value of dynamic, transformational leadership, and with the support of the W.K. Kellogg Foundation, Partners is developing a curriculum that equips our volunteers with the leadership and capacity building skills to better connect, serve, and change lives. Five decades later, we remain true to President Kennedy’s vision for Partners of the Americas, after all it’s in our name.



Steve Vetter
President & CEO



Karen Graham
International Board Chair



30
Countries

83,700+
Volunteer Hours, Worth
\$3.3
Million in 2015

87
Grassroot Chapters

14
Development
Programs

4,400+
Volunteer Members

EducaFuturo

U.S. Department of Labor

Addressing the root causes of child labor through educational and livelihoods interventions, capacity building, and awareness raising.



Panama and Ecuador

85.5%

of Children Attended Espacios para Crecer (Spaces to Learn)

4,597

Children Enrolled in Educational Services

1,273

Households Enrolled in Livelihoods Services that Provide Literacy Training and Income-Generating Opportunities



Farmer-to-Farmer

U.S. Agency for International Development

Mobilizing the skills of specialized volunteers to build capacity, increase knowledge, and create broader access to opportunities and resources for rural farms and agribusiness.



Haiti, Guatemala, Nicaragua, and the Dominican Republic

119

Volunteer Assignments Completed

1,905

Days Served

11,179

Individuals Directly Assisted



Ngäbe Women Increase Cocoa Production and Income in Panama

Partnership For Economic Development

One of the consistent barriers to combatting child labor is increasing family income so that households do not need to rely on the work of children for survival.

APPROACH

In a joint effort to provide more stable sources of income and reduce child labor among Panama's indigenous Ngäbe families, our Farmer-to-Farmer (F2F) and EducaFuturo programs teamed up together to build capacity in local chocolate production.

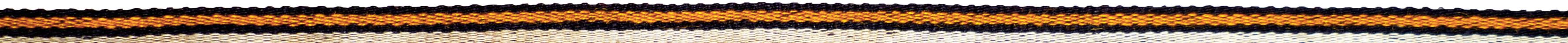
F2F volunteers Rebecca Roebber and Arcelia Gallardo trained Ngäbe women to diversify their cocoa products, implement a marketing strategy, work as a cooperative to leverage group buying power, and find a store interested in selling their chocolates to tourists.

IMPACT

The cocoa cooperative more than doubled their earnings from the previous year, empowering the women to supplement their family income and enable their children to go to school. This demonstrates the power of Partners' collective impact to both increase agricultural production and economic development, while reducing child labor.

- 70 Women Trained
- 20 New Products
- 200% Profit Increase

“With the help of Rebecca, who came so far to support us with this training...we have organized ourselves, and now we can move forward together and generate additional income for our families by making chocolate to sell. We learned a lot, we are very happy, and we give thanks to the program!” - Elsa Miranda, program participant



A Sustainable Model for Higher Education Internationalization

White House, U.S. Department of State, Partners of the Americas, and NAFSA: Association of International Educators

Through an open and competitive proposal process, the 100,000 Strong in the Americas Innovation Fund awards seed money of up to \$25,000 to higher education institutions (HEIs) that develop creative solutions for increasing study abroad opportunities across the Americas.

Using a similar model, the Capacity Building Grants for U.S. Undergraduate Study Abroad program is designed to increase participation and diversity in study abroad among U.S. HEIs, but on a global scale.

Institutional partnerships are increasingly recognized as key to internationalizing education and providing study abroad opportunities to students.

Many traditional scholarship models are too expensive and insufficient to reach scale and sustainability.

The Western Hemisphere Experienced the **Fastest Growth in Study Abroad**

1.7x

Return on Investment

70

Grants Awarded to **153** HEIs from **19** Countries

1,498

Higher Education Institutions Joined the Innovation Network

Innovation Fund Model: A wholesale, multi-sector approach





Partnership For Education

Study abroad offers young people with the skills and knowledge to compete in the global economy; however some higher education institutions lack the capacity to offer this opportunity to their students.

Study Abroad Powered by Service and the Sun

APPROACH

100,000 Strong in the Americas provides grants to increase study abroad capacity and foster long-term partnerships between higher education institutions in the Western Hemisphere.

Students from Edgewood College (Wisconsin) partnered with Universidad Católica de Santa María (UCSM, Peru) to train local women leaders to build solar ovens. The group worked in an impoverished immigrant community without access to basic facilities. They integrated local community knowledge with academic expertise in order to ensure longer-term sustainability of the project.

IMPACT

International education is a critical investment in our youth and our hemisphere. By co-creating solutions to fill the need for eco-friendly ovens in Alto Cayma, students gained the opportunity to put their skills to the test in a real-world situation and the community gained increased capacity for such projects locally.

10 Community Members Trained

37 Solar Ovens Built

4.25x Return on Investment



“My experience studying abroad in Peru is one I will remember forever. I grew not only personally, but interpersonally and intellectually as well. My time spent volunteering at Alto Cayma taught me what it means to be selfless. The community there is amazing.” - Undergraduate student

Haiti Nutrition Security Program

U.S. Agency for International Development

Improving the health of pregnant and lactating women and young children through a holistic community health, nutrition, and livelihoods approach.



Haiti

21

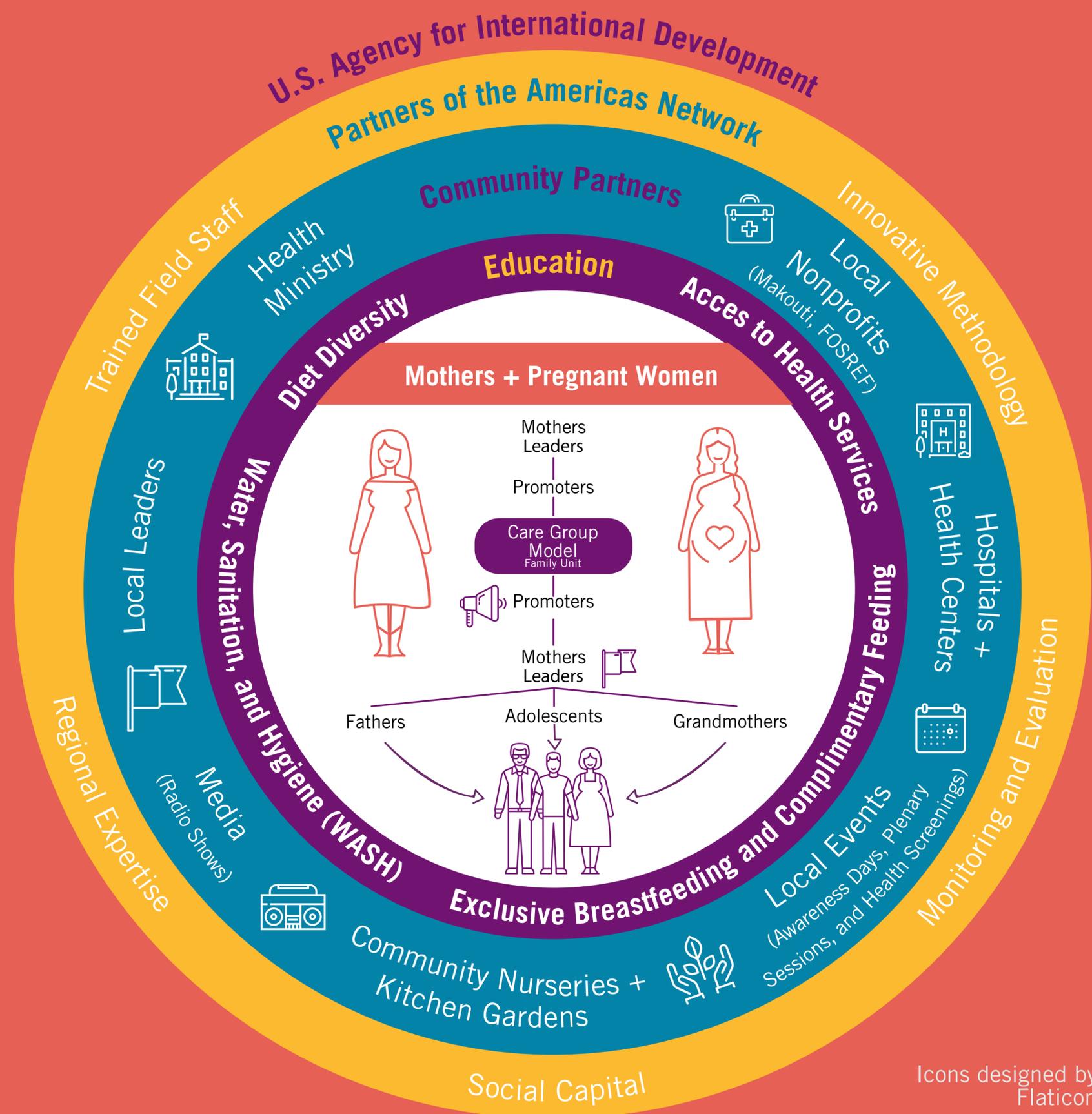
Hospital and Health Center Partnerships

5%

Avg. Weight Gain Across All Sites

20,980

Women Served



Icons designed by Flaticon



Nearly one in every three Haitians do not have enough to eat. This results in pregnant women and babies not having access to or knowledge about the food necessary for healthy growth and nourishment.

**Partnership
For Health**



Mother Leaders Provide Nutritional Support and Mentorship in Haiti

APPROACH

Through our Haiti Nutrition Security Program (NSP), we train and empower women, who are deeply embedded in the local community, to serve as Mother Leaders and provide health and nutrition guidance to other women in the region. Through monthly house visits, each Mother Leader shares her knowledge, resources, and support.

As a Mother Leader, Simone Fertile teaches women in her community how to improve nutrition, health, hygiene, and family planning. Simone's neighbor, a nurse in the local health clinic, was so impressed by Simone's experience as a Mother Leader that she hired Simone to train her nanny on issues of health and nutrition.

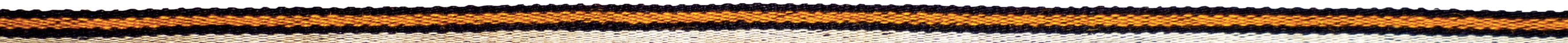
IMPACT

Not only was Simone able to mentor women in her community, but she now has a paid job following her passion. Equipped with trusted information and local support, mothers in Haiti are learning to make informed decisions about their family's health thanks to a widespread and well-trained network of Mother Leaders.



155 Care Groups
2,237 Mother Leaders
2,800 Health Messages Broadcasted

“Joining NSP gave me an opportunity to continue doing something I love; educating others. Since becoming a mother leader, I have become more empowered and gained notoriety in my community” – Magalie Hubbert, Mother Leader





Partnership For Global Citizenship

Throughout the Americas, young people are unemployed and disengaged from society, often lacking the leadership skills necessary to contribute meaningfully to their communities.



For the Love of Language and Children

APPROACH

Partners provides young people with the opportunity to travel on an international exchange in order to gain greater global awareness, leadership training, and a commitment to serving their communities.

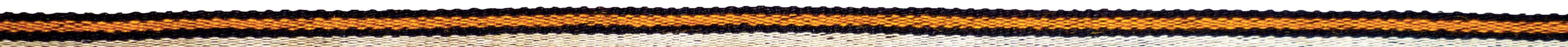
Through our Youth Ambassadors program, 11 teens from the United States traveled to Colombia and one in particular, Paige Johnson, returned home to Texas to create a bilingual reading program for children. Guided by her leadership, volunteer youth visit local elementary schools each week and read stories in Spanish and teach Spanish vocabulary to young students.

IMPACT

Paige is now inspired and equipped to serve her local community. Recognizing the value of cross-cultural connections, she is fostering in children the same passion for the Spanish language that she gained in Colombia. Partners invests in youth because they are our region's greatest asset and strongest hope for social change.

2 Elementary Schools
40+ Students
17 Youth Volunteers

“Through the Youth Ambassadors program, I improved my confidence in my Spanish-speaking abilities. I hope to ignite a similar passion for the language in San Antonio’s youth.” - Paige Johnson



Member Spotlight : *What Works*

Last September, more than **120** Partners of the Americas' chapter members, staff, and volunteers from across the hemisphere gathered in Portland, Oregon for our bi-annual *What Works* conference. For **two days**, attendees participated in peer-to-peer learning events, sharing best practices for implementing

development projects and building partnerships through seminars and group discussions.

Partners believes that our impact is strongest when programs and chapters work together. Through combined support from our Education and Culture and Panama Teacher Match

programs, our Oregon chapter was able to implement **English language programs** in Costa Rica, Panama, and Colombia. At *What Works*, the chapter spearheaded a hemispheric dialogue on lessons learned and **thirty-four chapters** from across the United States, Latin America, and the Caribbean were there to participate.

Partners' International office premiered several new tools and resources to help chapter members and volunteers continuously stay connected with one another. Our **new membership platform** offers a way for our network to convene year-round and our **new website** is a constant resource for volunteer and grant opportunities. We also **released two new curricula**; our Youth Leadership curriculum, based on our Youth Engagement programs, and our Sport-for-Development curriculum, based on our award-winning *A Ganar* program.

Our Universidad EAFIT student chapter members, who traveled from Colombia to attend *What Works*, were so inspired by their experience that they held their own **student onference** at their university, just one month later.

The conference attracted more than 20 participants from across Colombia. As a result, students developed collaborative projects, including an English tutoring program for youth, and two universities joined the Partners Network.

We look forward to the next opportunity to convene as a hemisphere. But the conversation didn't stop when we returned to our homes. We continue supporting each other, providing guidance, and sharing experiences. Together, we make a difference in the Americas.



Beyond Sport Award to *A Ganar*

Partners' *A Ganar* program was honored to win the 2015 Beyond Sport Barclays Sport for Employability Award. For over 10 years, *A Ganar* has served 15,000+ at-risk youth across 19 countries in Latin America and the Caribbean using lessons from sport to teach life skills and marketable job skills.

About half of Latin American and Caribbean youth ages 13–23 are not in school. Nearly one in five youth are unemployed. Without the structure and stability of school, a job, strong social networks, or a safe community, youth are vulnerable to gang violence and lack the opportunities and support needed to break the cycle of poverty.

Sport is more than a game—it is an effective tool for promoting mutual understanding, social inclusion, gender equity, economic development, health, and leadership. Partners uses sport as a vehicle to break down barriers, tackle pressing social challenges and promote peace in some of our hemisphere's most dangerous neighborhoods.

Marcos, a 22 year old *A Ganar* participant from Honduras grew up in one of the most dangerous neighborhoods of San Pedro Sula where young people are at risk of gang-violence as they go to class, work, or to visit friends. Through *A Ganar*, Marcos learned culinary skills and now works as a restaurant chef.

A Ganar helps youth like Marcos escape the threats of violence and poverty by instilling in them the necessary skills to either return to the classroom or start a career.

“A Ganar sessions did not just teach me teamwork, they taught me that I can play outside with my friends without being scared...[I learned that] only together we can change our reality for the better.” - Cintia, *A Ganar* participant

10
years
15,000
youth
19
countries



Our Supporters

United States Department of Labor

- EducaFuturo
- Paraguay Okakuaa



- Farmer-to-Farmer
- Haiti Nutrition Security Program



YouthLead

K&L GATES

- Pro-bono Legal Services



- Sport for Social Change
- Sport for Community
- Capacity Building Grants for U.S. Undergraduate Study Abroad
- Youth Ambassadors
- Energy and Climate Partnership of the Americas Senior Fellows
- Education & Culture
- Legislative Fellows



- Bavaria Entrepreneurship Exchange

A Ganar & Vencedoras



- Leadership and Capacity Building for Volunteers and Nonprofit Leaders: A Training Curriculum

*100,000 Strong in the Americas
Innovation Fund*



SERVICIO NACIONAL DE APRENDIZAJE



- Panama Teacher Match

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2015 Financial Statements

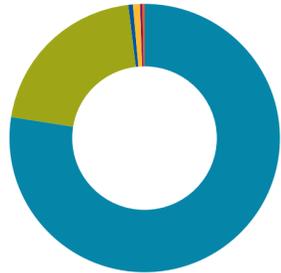
Statement of Activities and Changes in Assets

Partners of the Americas, Inc. for the year ended December 31, 2015

REVENUES	2015
U.S. Government grants	\$12,609,488
Other grants and contributions	\$98,117
In-kind contributions	\$3,324,799
Fee for service	\$126,907
Individual contributions	\$16,309
Membership dues	\$26,941
Interest and investment income	\$31,818
Other income	\$15,769
TOTAL REVENUE	\$16,250,148

EXPENSES	2015
Program Services:	
Youth and Education	\$3,664,730
Agriculture and Environment	\$6,974,176
Exchanges and Fellowships	\$1,264,883
Total program services	\$11,903,789
Supporting Services:	
General and Administrative	\$3,742,470
Fundraising	\$70,386
Total Supporting Services	\$3,812,856
TOTAL EXPENSES	\$15,716,645

Changes in Net Assets	\$533,503
Net assets at beginning of year	\$11,821,448
Net Assets at End of Year	\$12,354,951



Revenues

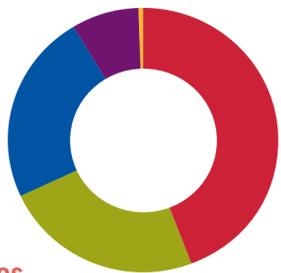
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■ Interest and investment income	\$31,818
■ Other income	\$15,769
TOTAL REVENUE	\$16,250,148

Statement of Financial Position

Partners of the Americas Inc. for the year ended December 31, 2015

Assets	2015
Current Assets	
Total Current Assets	\$9,990,252
Property, Equipment, and Leasehold Improvements	\$110,554
Net Property, Equipment, and Leasehold Improvements	\$110,554
Noncurrent Assets	
Total Noncurrent Assets	\$4,184,132
TOTAL ASSETS	\$14,284,938

Liabilities & Net Assets	
Current Liabilities	
Total Current Liabilities	\$1,929,987
Net Assets	
Total Unrestricted	\$(810,070)
Temporarily Restricted	\$13,165,021
Permanently Restricted	\$223,520
Total Net Assets	\$12,354,951
TOTAL LIABILITIES & NET ASSETS	\$14,284,938



Total Expenses

Program Services	
■ Youth and Education	\$3,664,730
■ Agriculture and Environment	\$6,974,176
■ Exchanges and Fellowships	\$1,264,883
Total program services	\$ 11,903,789
Supporting Services	
■ General and Administrative	\$3,742,470
■ Fundraising	\$70,386
Total Supporting Services	\$3,812,856
TOTAL	\$15,716,645

Partners of the Americas Foundation

History

Thirty years ago Partners of the Americas, Inc. established the Partners of the Americas Foundation, Inc. The Foundation was incorporated in 1984 as a separate legal charitable (IRC Section 501(c) (3)) entity to maintain and provide funds to promote the purposes and goals of Partners of the Americas, Inc. As a charitable support organization, the Foundation has a number of restricted endowment funds that support particular Partners of the Americas programs and unrestricted funds through which the Foundation supports chapter and volunteer work. In addition to the Foundation being a charitable organization, in 2010, Partners of the Americas, Inc. approved revisions to the Foundation's governance documents and structure which resulted in the Foundation also being characterized, for tax purposes, as a supporting organization to Partners of the Americas, Inc. pursuant to IRC Section 509(a)(3).

Endowments

Partners of the Americas' endowment consists of donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. As required by generally accepted accounting principles (GAAP), net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions. The Foundation is audited annually in accordance with the audit of Partners of the Americas, Inc.

Beginning in 2013, the Partners of the Americas Foundation also holds funds to be granted to institutions of higher education as a part of President Obama's *100,000 Strong in the Americas* Initiative. These funds will be granted to colleges and universities committed to helping more of their students study abroad, as students that study abroad are often more prepared to meet the challenges of a global workforce.

Statement of Financial Position

Partners of the Americas Foundation for the year ended December 31, 2015

ASSETS	2015
TOTAL ASSETS	\$2,208,319

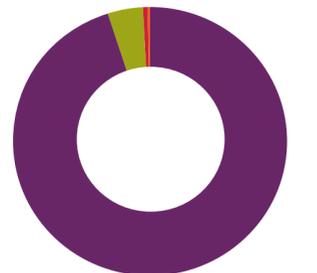
Liabilities & Net Assets	
Current Liabilities	
Total Current Liabilities	\$254,005

Net Assets	
Total Unrestricted	\$392,040
Temporarily Restricted	\$1,338,754
Permanently Restricted	\$223,520
TOTAL LIABILITIES & NET ASSETS	\$2,208,319

REVENUES	2015
Other grants and contributions	\$966,874
Fee for service	\$42,419
Individual contributions	\$2,504
Interest and investment income	-\$6,550
TOTAL REVENUE	\$1,005,247

EXPENSES	2015
Youth and Education	-
Partners of the Americas Foundation	\$1,420,540
TOTAL EXPENSES	\$1,420,540

ENDOWMENTS	2015
Board-Designated Endowment Funds	\$392,040
Temporarily Restricted	\$1,338,754
Permanently Restricted	\$223,520
TOTAL ENDOWMENTS	\$1,954,314



Revenues

■ Other grants and contributions	\$966,874
■ Fee for service	\$42,419
■ Individual contributions	\$2,504
■ Interest and investment income	-\$6,550
TOTAL REVENUE	\$1,005,247

Expenses

Youth and Education	-
Partners of the Americas Foundation	\$1,420,540
TOTAL EXPENSES	\$1,420,540



Endowments

■ Board-Designated Endowment Funds	\$392,040
■ Temporarily Restricted	\$1,338,754
■ Permanently Restricted	\$223,520
TOTAL	\$1,954,314

*For a complete copy of the 2015 independent auditors' report by Gelman, Rosenberg and Freeman, please contact Partners of the Americas at 1.800.322.7844 or 202.628.3300.





We connect people
and organizations
across borders to
to serve and change
lives through lasting
partnerships.

Inspired by President Kennedy and founded in 1964 under the Alliance for Progress, Partners of the Americas is a 501(c) 3 non-profit, non-partisan organization with international offices in Washington, D.C.



PARTNERS *of the* **AMERICAS**

Connect • Serve • Change Lives