

2010

Annual Report



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Every day in the U.S. and Europe,
1 baby is born with HIV.

Every day in Africa,
1000 babies are born with HIV.

This doesn't have to happen.
Prevention is possible through:



HIV testing for pregnant women



Anti-retroviral medication for mother & baby



Counseling on infant feeding



Education & support



Fighting the stigma that prevents access to care

mothers2mothers works to prevent mother-to-child transmission of HIV, and sustain the long-term health of women and children, by training and employing mothers living with HIV to provide education and support to pregnant women and new mothers.

“Mentor Mothers” work side-by-side with doctors and nurses, as paid members of health care teams, supporting and educating women about how to take care of themselves and their babies.

Our Vision is a world in which HIV infections in babies are prevented and where mothers with HIV live long and healthy lives, caring for their families and having hope for the future.

Our Mission is to create an effective, sustainable model of care that provides education and support for pregnant women and new mothers living with HIV.

“People assume that if a mother is HIV-positive her baby will be too. That’s simply not true. There are effective, accessible drugs that prevent the virus from passing from mother to baby and we make sure mothers know they exist and how to use them.”

Gene Falk: Co-Founder and CEO, m2m

Our Goals



Preventing babies from contracting HIV through mother-to-child transmission.



Ensuring mothers living with HIV and their babies stay healthy by increasing their access to life-sustaining medical care.



Empowering mothers living with HIV to fight stigma in their communities, enabling them to live positive, productive lives.

"Mentor Mothers are courageous, caring women who come from the communities in which they work. They help provide a solution to the lack of health care providers in Africa, combat stigma, and empower and guide other women, making them aware of treatments and services that are available, saving lives."

Dr. Mitch Besser, Founder and Medical Director, m2m



*"At first there was no mothers2mothers.
Many children were infected with
HIV... most women now – their babies
are HIV-negative, including me."*

Zodwa, Mentor Mother, and mother of 2 year-old Onwaba





In 2010 the mothers2mothers program was active in nine countries, at over 700 sites, employing nearly 1,800 women living with HIV.

"We are proud of the partnerships that have helped make m2m a leader in the movement to ensure that every child can be born HIV-free."

*Robin Smalley, Co-Founder
and International Director, m2m*

In 2010 mothers2mothers



Helped 1 out of 5 HIV-positive pregnant women in world



Had nearly 3 million encounters with HIV-positive & HIV-negative women



Launched operations in Uganda



Won the Global Health Council's 2010 Best Practices in Global Health award



Was invited to present at the World Economic Forum in Davos & the TEDGlobal conference in Oxford





2010 Financials

The dedication and commitment of mothers2mothers' institutional and individual donors have enabled the organization to continue its rapid pace of expansion in 2010, which has led to a four-fold increase in revenues since 2007.

Financial support for mothers2mothers programs in 2010 increased by 41% from 2009 – to a new high of US\$ 21.8m. The organization experienced growth in all major sources of funding, led by foundations and U.S. Government grants, which together accounted for 88% of annual revenues. The U.S. Agency for

International Development and PEPFAR, in particular, continued to show their strong support of mothers2mothers program activities.

mothers2mothers continues to dedicate the vast majority of each dollar raised to the support of its program activities, with 89% of 2010 expenditures supporting mothers living with HIV, and 6.5% and 4.5% respectively going to management & general and fundraising.

Despite a major investment over the last several years in systems strengthening and support to expanding country operations, total expenditures remained under tight

control in 2010. While total expenditures increased to US \$19.7 million, spending increased at a rate of 34% in 2010, significantly less than the growth in revenue and program activities.

Looking ahead to 2011, the organization will likely face a different mix of funding, as USAID funding in several countries is replaced with anticipated increased private grant and other donor funding. mothers2mothers has also launched an aggressive campaign to increase its unrestricted funding to provide a larger financial cushion against the uncertainties associated with the global economy and an increasingly competitive funding environment.

m2m Revenue & Expenditure 2009 – 2010* (USD, 000)

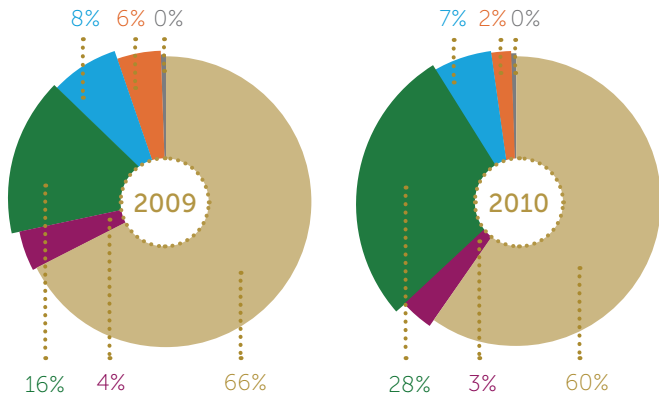
Revenue	2009	2010
Government Grants	\$10,261	\$13,061
Multilaterals	\$651	\$735
Foundation	\$2,543	\$5,975
Corporate	\$1,297	\$1,573
Private Funder	\$862	\$386
Interest/investment & Gifts-in-kind	\$0	\$62
Revenue Total	\$15,614	\$21,792
Expenditure	2009	2010
Program Services	\$13,100	\$17,552
Management & General	\$1,097	\$1,292
Fundraising	\$489	\$899
Expenditure Total	\$14,686	\$19,743

*Unaudited – Audited financial statements expected in fall 2011

Revenue by Funder Category (USD, 000)

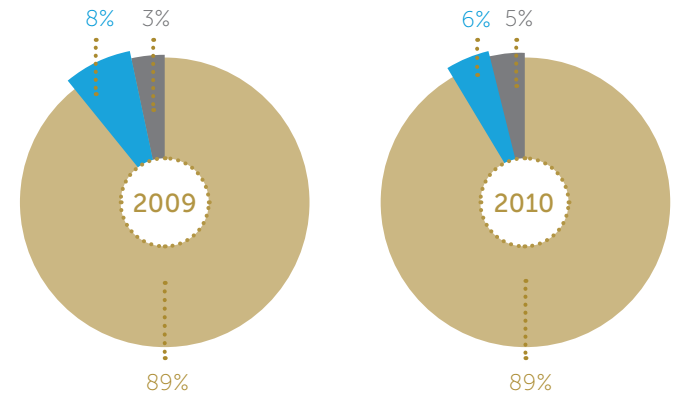


Revenue by Funder Category (USD, 000)



● Government Grants
 ● Multilaterals
 ● Foundation
 ● Corporate
 ● Private Funder
 ● Interest/investment & Gifts-in-kind

Expenditure by Functional Category (USD, 000)



● Program Services
 ● Management & General
 ● Fundraising

Donors

mothers2mothers gratefully acknowledges all of the many supporters who have contributed to the organization. All donors listed made gifts of \$500 or more between January 1, 2010 and December 31, 2010.

We wish to acknowledge our long-standing partners – italicized below.

Over \$500, 000

*Bickerstaff Family Foundation
Elton John AIDS Foundation
Johnson & Johnson
The Starr Foundation
UNICEF
U.S. Agency for International Development*

\$100, 000-\$499, 999

Centers for Disease Control & Prevention
Comic Relief, The SING Campaign
Clinton Health Access Initiative
The ELMA Foundation
Department of Health, Mpumalanga
Michael & Susan Dell Foundation
Mulago Foundation
The Skoll Foundation

\$25, 000-\$99, 999

Bill & Melinda Gates Foundation
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Development Agency
Izumi Foundation
John Snow Inc
*LGT Venture Philanthropy
Marie L. & Edward E. Matthews*
Merck & Co, Inc
Oil AID UK
Stephen Lewis Foundation
Vitol Charitable Foundation
Wallace Global Fund

\$10, 000-\$24, 999

Nancy & Jacob Arias
Anthony J. Best
Boehringer Ingelheim GmbH
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The Curtis W. McGraw Foundation
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Rockefeller Philanthropy Advisors
Transnet National Ports Authority, South Africa
Discovery Fund, South Africa
Hewlett-Packard Philanthropic Trust,
South Africa

\$5, 000-\$9, 999

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Cecily Cameron & Derek Schrier
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Blake Franklin & Tom Getgood
Sheila Grether & Mark James Marion
Elizabeth Hilliard
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Janet & Derek Lubner
Catey Neale
Mary & Michael Ryan
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Kathryn & David Torres

\$1, 000-\$4, 999

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Theodora & Fong Wei
Leigh Wood
Zeldin Family Foundation

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**Thank you to all of our additional
donors listed on www.m2m.org**

Donors

A gift in tribute is a thoughtful way to celebrate a special event or honor the memory of a loved one.

Byron Austin
Barbara & Rhett Austell
Bob Beallor & Murray Snyder
Alma Bendavid
Mitchell Besser
William Besser's retirement
The Bickerstaff Family
Gene Falk & Tim Savin
Louise & Tom Flickinger
Carrie & Derek Franklin
Colin Franklin & Morgan Butti
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Thomas Getgood's birthday
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Paul Stek
Virgina Stillwell
David Torres
Craig W. Virden
Williams College Class '87

We wish to extend special thanks to the following individuals and organizations for their exceptional help and support in 2010.

Bonnie Abaunza
& Remote Control Productions
Anni & Federico Aliboni
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Debbie & Glen Bickerstaff
Joannie Burstein & Andrew Besser
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Annegret & Wolfgang F. Danspeckgruber
Mark Douglas & Steel House Media
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Rachel Eskenazi-Gold
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Matthew Manos & a verynice design studio
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Coalition New York
Heather Thorkelson

Andrew Topham
Edmund Truell
Victoria Wall Associates
Richard Wheatly
Martha Williamson & Jon Anderson

**The Women of
mothers4mothers2mothers:**

Linda Adeson
Christine Falkner
Janet Lubner
Carolina Manhusen Schwab
Amy Oman
Maartje Skare-Hessels
Naomi Zimba Davis

Partners



We also would like to give special thanks to our pro-bono partners for their long-standing support and spirit of partnership.

Bain & Company
GMMB
Hewlett-Packard
Lex Mundi Pro Bono Philanthropy

Pfizer
Princeton in Africa
Bowman Gilfillan
Spoor & Fisher

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mothers2mothers is registered in the United States as mothers2mothers International Inc, a non-profit organization under section 501 (c) (3) of the United States Internal Revenue Code (EID: 30-0545760)

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