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

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

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

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 the 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
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)

<table>
<thead>
<tr>
<th>Revenue</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Grants</td>
<td>$10,261</td>
<td>$13,061</td>
</tr>
<tr>
<td>Multilaterals</td>
<td>$651</td>
<td>$735</td>
</tr>
<tr>
<td>Foundation</td>
<td>$2,543</td>
<td>$5,975</td>
</tr>
<tr>
<td>Corporate</td>
<td>$1,297</td>
<td>$1,573</td>
</tr>
<tr>
<td>Private Funder</td>
<td>$862</td>
<td>$386</td>
</tr>
<tr>
<td>Interest/investment &amp; Gifts-in-kind</td>
<td>$0</td>
<td>$62</td>
</tr>
<tr>
<td><strong>Revenue Total</strong></td>
<td><strong>$15,614</strong></td>
<td><strong>$21,792</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenditure</th>
<th>2009</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$13,100</td>
<td>$17,552</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$1,097</td>
<td>$1,292</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$489</td>
<td>$899</td>
</tr>
<tr>
<td><strong>Expenditure Total</strong></td>
<td><strong>$14,686</strong></td>
<td><strong>$19,743</strong></td>
</tr>
</tbody>
</table>

*Unaudited – Audited financial statements expected in fall 2011
Revenue by Funder Category (USD, 000)

- **2009**
  - Government Grants: $10,261
  - Multilaterals: $9,297
  - Foundation: $5,975
  - Corporate: $62
  - Private Funder: $0
  - Interest/investment & Gifts-in-kind: $62

- **2010**
  - Government Grants: $13,061
  - Multilaterals: $735
  - Foundation: $2,543
  - Corporate: $862
  - Private Funder: $386
  - Interest/investment & Gifts-in-kind: $0

Revenue by Funder Category (USD, 000) for 2009 and 2010:

- **Government Grants**: 16%
- **Multilaterals**: 4%
- **Foundation**: 66%
- **Corporate**: 28%
- **Private Funder**: 3%
- **Interest/investment & Gifts-in-kind**: 0%

- **Government Grants**: 8%
- **Multilaterals**: 6%
- **Foundation**: 2%
- **Corporate**: 0%
- **Private Funder**: 7%
- **Interest/investment & Gifts-in-kind**: 2%

Expenditure by Functional Category (USD, 000)

- **2009**
  - Program Services: 89%
  - Management & General: 6%
  - Fundraising: 5%

- **2010**
  - Program Services: 89%
  - Management & General: 6%
  - Fundraising: 5%
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
Canadian International 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
Naomi & Richard Davis
Nancy J. Galt
Deane A. & John D. Gilliam Foundation
Cecilia Gonzalo
The Curtis W. McGraw Foundation
Pfizer
Carol Hill & Richard R. Pickard
Rockefeller Philanthropy Advisors
Transnet National Ports Authority, South Africa
Discovery Fund, South Africa
Hewlett-Packard Philanthropic Trust, South Africa

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

Anonymous
David Blair
Cecily Cameron & Derek Schrier
Michael Davie
Barbara & John W. Franklin Jr.
Blake Franklin & Tom Getgood
Sheila Grether & Mark James Marion
Elizabeth Hilliard
Kathryn E.D. & Thomas J. Knox
Janet & Derek Lubner
Catey Neale
Mary & Michael Ryan
Jana & Jed Simmons
Kathryn & David Torres

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

Joan Abrahamson & Jonathan Aronson
Pat & David Atkinson
Shirley Baskin Foundation
Meridith Bear
Eran Bendavid
Robin F. Beningson & Salvatorre Yannotti
Diana Bergquist
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Mary C. & Randolph Heartfield
Elizabeth D. & Thomas M. Holder
Karen & Thomas Ivey
Leila Jere & Daniel Shiffman
$500-$999

Ana-Marie H. Arriagada & Mark J. Heffernan
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Sarah Melvin
Pamela S. & Randy O. Miller

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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
Melinda & Barry Franklin

Thomas Getgood’s birthday
Steven Guy
Herbert-Glass-Wesson Family
Flo Hoffheimer
Susan Hwang
The Huckstep Family
Tilda Loren
Marie L. Matthews
Sarah Melvin
Kristin & Alexander Mihaylovich
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Julia Robinson
Andrew Ruth
The Simmons Family
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Virgina Stillwell
David Torres
Craig W. Virden
Williams College Class ’87

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Rachel Eskenazi-Gold
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Heather Thorkelson

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

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Christine Falkner
Janet Lubner
Carolina Manhusen Schwab
Amy Oman
Maartje Skare-Hessels
Naomi Zimba Davis
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GMMB
Hewlett-Packard
Lex Mundi Pro Bono Philanthropy

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Robin Allinson Smalley
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Chief Financial Officer, m2m

David Torres
Secretary
Director, External Affairs, m2m

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