

ANNUAL REPORT: 2015-2016

CELEBRATING FIVE YEARS



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GO Philanthropic Foundation
Engage in Solutions...

The greatest risk of our time is to not act upon our individual opportunity to invest financially, intellectually and emotionally in the world's problems.

THE CHANGING FACE OF PHILANTHROPY

A message from the GoPhilanthropic Founders

At GoPhil, we believe it is a particularly exciting time to be engaged in global grassroots philanthropy. Over the course of the past decade there has been a steady shift away from traditional charity models, which can create potential barriers to the growth, empowerment and self-sustainability of development efforts. Attention is now being focused on more creative, long-lasting solutions being addressed at the local level, by those who are closest to the issues. It is here, at the grassroots, that we have found the most socially innovative and enterprising approaches being applied with the greatest sense of passion, urgency and ownership.

Coupled with this new spirit of tackling global problems with grassroots-inspired innovation is a growing appreciation for the partnerships needed to foster positive systemic change. In order to achieve the fundamental, tectonic shifts needed to end gender-bias, the widespread exploitation of indigenous peoples and ethnic minorities, and a severe lack of access to health services and educational opportunities, collaboration is needed at all levels. This involves a stronger interconnectedness, more network-building between and within the private, donor, non-profit, and government sectors— regionally and internationally. GoPhil believes that effective philanthropy involves a dynamic leverage of our collective resources, time and knowledge.

Philanthropists, including the “everyday philanthropist”— those of us who have a genuine desire to contribute what we can, in a way that we can--understand that we, too, can be active participants in this innovative change. In fact, we think the greatest risk of our time is to not act upon our individual opportunity to invest financially, intellectually and emotionally in helping to solve the world’s problems.

This year marked an important milestone for GoPhilanthropic as we celebrated our 5th anniversary. It's been a fantastic few years exploring how best to learn, partner and contribute to people and programs making a quiet, but important, difference in the world. In the past five years we have raised over **1 MILLION DOLLARS** in support of **26** organizations working in rural villages and marginalized communities. While we are so grateful to have facilitated these accomplishments, we are more motivated than ever to apply what we have learned, expand our reach and join hands with like-minded people and organizations who, like us, are dedicated to a similar vision in fostering a shared responsibility in solving global issues.

The following annual report captures where we have been, who we are now, and the potential we see for our next chapter. Thank you to all who help to make this meaningful and important work possible!



Lydia Dean
Co-Founder GoPhilanthropic



Tracey Morrell
Co-Founder GoPhilanthropic



Linda DeWolf
Co-Founder GoPhilanthropic

THE HUMBLE BEGINNINGS

Great ideas can sometimes germinate from the not-so-good experiences, or a sense of frustration for how something can be different - *and better*. The hardest part, yet the most fundamental, is to then take action. When we look at our history, we now see it as a magnificent collection and display of many people taking action, small and large. And when you weave and knit these actions together, they make a tapestry that reflects a common desire to discover and uncover the best in humanity.



2005: A Seed is Planted

Co-Founder Lydia Dean joins a volunteer trip to an orphanage in India and returns home questioning whether her time, resources and intellect could have benefited the children at the orphanage she visited in a better way. She develops ideas around a newly burgeoning concept—philanthropic travel, in which people learn about, visit and directly support the work of NGOs while traveling.

2007: GoPhilanthropic Travel is Born

GoPhilanthropic Travel hangs its shingle as a for-profit social enterprise and begins selling custom-built philanthropic trips for families, couples and groups. GoPhil travelers engage with select grassroots community-based programs and contribute to their needs in person.



By 2010 GoPhilanthropic travelers had contributed over \$110,000 in direct donations

- 17 water wells (80 repaired)
- 12 mobile libraries delivered
- 3 sampan boats funded for small businesses
- 1 vocational sewing program launched
- 2 classrooms and 2 computer labs built
- 3 orphanages outfitted with basic needs

2011: GoPhilanthropic Foundation is Established

A small team of passionate, globally-conscious women, most of whom had taken a GoPhil journey, begin contributing their time and energy on a voluntary basis to the GoPhilanthropic concept. Envisioning a future where GoPhil could maximize its ability to fundraise and help NGOs become more self-sufficient, they decide to register as an international grant making entity. In 2011, Tracey Morrell, Linda DeWolf and Lydia Dean officially co-founded GoPhilanthropic Foundation and raise their first \$5,000 by hosting a small wine and cheese gathering for family and friends.

2012 - 2013: “Knowledge and Skills” are needed as much as “Things”

Over the next two years, GoPhil deepens its relationships with eight specific programs across India, SE Asia and Africa providing access to health, education and empowerment. Listening closely to their priorities and assessing their needs, GoPhil realizes that in order to become stronger, their partner programs need assistance in developing core business skills. They start to couple financial grants with capacity building—assisting with strategic planning, budgeting, reporting, communications and evaluation. The donor base grows through word of mouth and by enjoying the unique opportunity to travel and personally engage with the programs first-hand.



2013-2014: Networking Building - Inside and Out

Patterns emerge across the portfolio of GoPhil NGO relationships and the team sees great possibilities for their NGO partners to cross-learn. GoPhil invests in its first regional network meeting in India, gathering 22 NGOs to discuss common challenges, share best practices and leverage resources. The meeting is successfully replicated on a smaller scale in SE Asia. Alongside nurturing relationships in its “global field,” GoPhil begins to invest in the collective experience and talent within its own donor community. GoPhil hosts its first Annual Meeting in Los Angeles where forty donors and involved members brainstorm key strategies for GoPhil to expand its reach.



2015-2016: The Team and Regions Grow

Approaching its 5 year anniversary, GoPhil sees the impact of their investment model as several of their NGO partners show signs of independence and self-sufficiency. Now in a position to take on new partnerships, they expand to Nepal and make a significant impact funding post-earthquake projects. GoPhil hires their first part time staff member (Program Manager) in Nepal, and later hires Regional Development Managers in India and SE Asia. GoPhil extends its NGO partnerships further and expands into Guatemala. GoPhil celebrates its 5th year anniversary in Santa Fe, NM and reaches the milestone of \$1M in raised donations with grants made to 26 organizations.

When we look at our history, we now see it as a magnificent collection and display of many people taking action, small and large.



Since the 2015 earthquake, GoPhil has been involved in numerous programs relating to rebuilding homes and schools as well as efforts relating to prevention of human trafficking.

WHO WE ARE NOW

We are proud to say GoPhilanthropic Foundation is now made up of a diverse and engaged community of partners, donors, and grassroots organizations who believe that long-term, sustainable change happens at the grassroots, with support and investment from all levels.

Our Vision

To create a network of partnerships fostering a shared responsibility in solving global issues.

Our Mission

To identify, invest and strengthen the impact of already existing, community-based organizations providing access to education, health and basic human rights in impoverished communities around the world.



OUR INVESTMENT MODEL

IDENTIFY small yet highly effective grassroots programs

INVEST in them through funding and development of skills

Help them **SCALE, NETWORK & SPREAD** their knowledge

Small Programs Tackling Big Issues

GoPhilanthropic Foundation partners with small organizations, tackling big global issues such as child labor, human trafficking, FGM, gender-bias, and a lack of access to health care and education. Located in Asia, Africa and Central America, our portfolio represents a collection of great people quietly accomplishing great things. Our partner NGO programs exhibit hi-potential to create positive change in their communities yet may lack some of the key tools, resources and training necessary to scale. Our model of investment involves coupling financial grants with targeted capacity building to assist our partners on a path towards growth and self-sustainability — *so that they can do even more of what they already do best.*

Our guiding principles

We have always felt that our values define our philanthropic strategy. GoPhil enters into all our relationships guided by some key fundamental principles that foster empowerment as well as the trust needed to develop healthy working relationships that encourage positive change. Focusing on these values and principles keeps us grounded on creating pathways for people and programs to discover their own strength and potential.



GoPhil supports the prevention of FGM and early marriage in Kenya through education through partner Maji Moto.

- Those closest to the problems, know the issues more deeply— *we don't have the answers, but we can assist in their discovery*
- “Capturing humanity and celebrating dignity” is our motto when visiting and sharing the powerful stories of people’s strength and courage
- We respect and honor the importance of different cultures, traditions, philosophies and beliefs
- Impact is not made in isolation--In order to combat the most difficult social issues of our time, we must actively work and learn *together*
- “Listening and Learning” is more effective than “Serving and Solving”
- Philanthropy is not a one way transaction but instead a process by which people learn from one another, share resources and develop pathways to uncover their greatest potential
- People are at their best when they do for themselves

Motivated to do more than write a check...

NOT YOUR AVERAGE DONORS

Redefining Philanthropy

The word “philanthropy” is in our brand, and so is the word GO... an active verb. Our donor community is just that—ACTIVE. They are motivated to do more than write a check, have a genuine desire to be personally involved in global issues, and share a belief that education is the single most powerful tool in the fight against poverty. GoPhil provides a dynamic platform for donors to learn about and become directly engaged with the programs they fund through travel and other events. In doing so, they become more informed and connected participants in the process.

The Value we Bring to our Donors

- **ACCESS** to front-line partners tackling issues relating to health, education, and human rights
- A platform to **LEARN** about relevant issues facing the world today
- The opportunity to **TRAVEL** and **ENGAGE** first-hand with the programs they support
- Invitations to attend events and be a part of our growing, vibrant globally-minded **COMMUNITY**
- Exploration of the various ways to make a **PERSONAL** difference



GoPhil donors travel to Vietnam to connect in person with their sponsored students through partner CEF.

OUR IMPACT

Goes well beyond the financial

During the last five years, GoPhil has worked with twenty-six partners and granted \$765k towards critical needs, capacity building, capital projects and education/learning programs. At times, the support GoPhil provides is making a bigger impact than is immediately obvious or quantifiable. Our ongoing challenge is in the reporting of these types of outcomes and successes. Such as:

- A classroom full of children excited about learning
- A student graduating from university, totally independent with all the skills they need to have a bright future
- The sigh of relief from a new partner who has previously felt isolated in their work
- A draft budget from an NGO partner—the first they have ever written
- A fragile organization becoming stronger and ‘outgrowing’ GoPhil

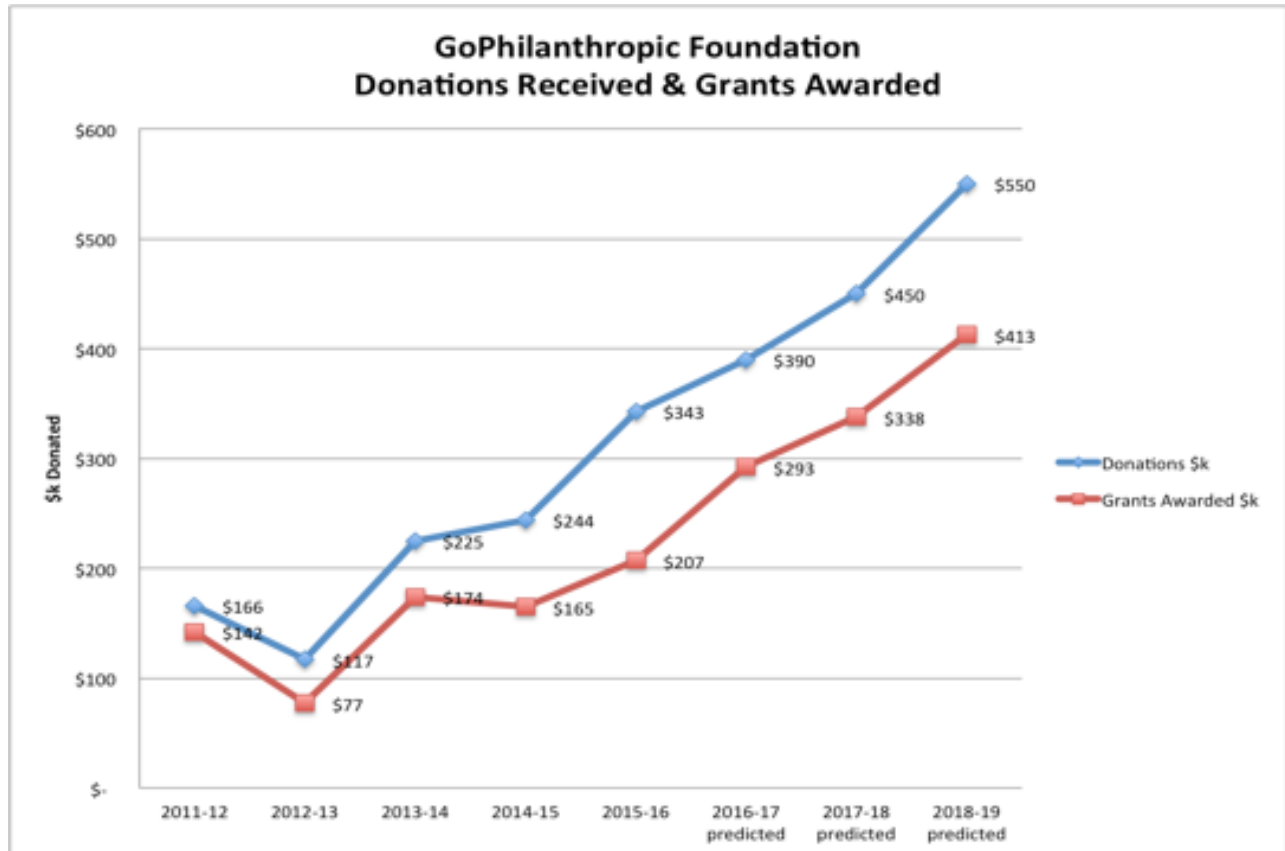
Area of Focus	# of Programs
Critical Needs	7 Healthy Kids programs 3 Food programs 2 NGO Utilities bill support
Capacity Building	8 NGO's funding of critical staff 2 NGO's in a mentorship program
Capital Projects	20 Buildings- classrooms, homes, libraries, dorms & computer labs 10 Shelters outfitted - furniture, desks 6 Vehicles provided 4 Solar Power systems 23 Clean water solutions, tanks, filters
Education/ Learning	64 Sponsorships provided 7 Vocational programs 5 General Ed Programs Funded 6 Cross Learning workshops run

Outgrowing GoPhil... the ultimate success

Of the ten partner NGO's that we began working with in 2011, we are proud to say that seven are now "Standing Strong" organizations, They have developed a strong cross-learning relationship and collaborate broadly, irrespective of GoPhil's involvement.

FINANCIALS

GoPhilanthropic was delighted to pass the milestone of \$1M in donations in March 2016. This milestone represented the culmination of tremendous steady growth year to year.



GoPhilanthropic Foundation Growth	Donations \$k	Grants Awarded \$k	Admin %	Program Dev. Costs (Staff & Programs)	Grassroots Partners	% Growth in Donations	% of income granted
2011-12	\$166	\$142	2%	3%	9		86%
2012-13	\$117	\$77	6%	1%	9	-30%	66%
2013-14	\$225	\$174	7%	6%	11	92%	77%
2014-15	\$244	\$165	8%	7%	15	8%	68%
2015-16	\$343	\$207	5%	6%	21	41%	60%
2016-17 predicted	\$390	\$293	10%	16%	26	14%	75%
2017-18 predicted	\$450	\$338	10%	17%	31	15%	75%
2018-19 predicted	\$550	\$413	10%	16%	36	22%	75%

Financial Notes

- A decline in donations from 2011-12 was due to a large one time donation of ~ \$75k
- Percentage granted < 75% is due to the timing of larger grants being awarded but disbursed quarterly over the year
- To June 2106 > \$1M has been raised and \$765k granted, At this moment in time the cash balance in GoPhil is ~\$185k which is comprised of unrestricted funds and restricted funds raised but not yet disbursed. The remaining difference reflects the administration and start up costs of GoPhil
- GoPhilanthropic has an MOU in place with each NGO partner that clearly states the services offered by GoPhil and our administration percentage



Access to some of New Delhi's top schools: For the past 5 years GoPhil has collaborated with TARA Homes for Children supporting at-risk children with family-like residential care and high quality education.

WHERE WE ARE GOING

Our 3-5 Year Goals

Identifying ingenuity at the local level, facilitating partnership and collaboration, encouraging personal, one-to-one, active, and engaged philanthropy are all values that GoPhil, even in its earliest days, has held close to the heart. Our goal in the next three to five years is to expand on this—to broaden our access and ability to invest in the seeds of change already quietly underway in small villages and communities around the world and to create deep and meaningful pathways for individuals to channel their desire to be a part of a more equal, just, and beautiful humanity.

The past five years have represented the “building of a vehicle” that will benefit many high-potential programs that are ready to scale and multiply their impact. Building this vehicle has required developing a sound grant making process and internal policies for structure, consistency and grant measurement that reflects commitment to fostering a program’s self-sustainability. We have created a model that supports our vision and mission and now we are in a position to have a broader wing-span, across a wider radius, to do more.

Expand our PLATFORM for Donors to Give, Learn and Connect

In order for GoPhil to scale its ability to invest in organizations making important progress around the world, we must increase our ability to attract more globally conscious people to join our efforts. Broadening the platform by which we actively engage our donors is a primary goal. This includes our giving thoughtful attention to understanding a donor’s unique, philanthropic intent. During its formative years, GoPhil generated interest through existing networks of friends and family. Over time, and mainly through word of mouth, the network of donors and travelers has grown. The goal for the next three to five years is to extend our visibility through various defined marketing and communications strategies both within our extended community and with a richer, more dynamic online presence. Key elements to the plan include providing more opportunities for our donors—who recognize their role as vital and important partners in the model— to contribute, learn about, travel, and connect with our portfolio of small programs.

Expand Networks and Regions

Assuming that the interest in our model and our ability to make grants continues to grow, our goal is to invest in one to three new core partnerships per year within our main regions. Our goal is also to continue to concentrate on building regional network alliances. We will remain committed to the concept that impact does not take place in isolation and understanding that each NGO in a given region is a part of a larger whole. These networks generate the necessary flow of information relating to what is working, what is not and provide a much needed central source for shared resources, best practices and generation of ideas that help community as a whole.

In the past, we have noticed a direct correlation between increased donor interest with expansion into new countries. The majority of our most active donor base have traveled with us and show an ongoing desire to discover and learn about new places and programs devoted to providing greater access to resources and opportunities in impoverished communities. When considering expansion, we look for areas with significant need, working in our three focus areas (health, education, human



In 2016, GoPhil expanded its reach to Guatemala.

rights), and where we see our community can offer value. Offering new areas to explore also generates new travelers, and new travelers develop into long-term, involved GoPhil donors.

Explore Innovative, Creative Ways for NGOs to Achieve Self-Sustainability



GoPhil donors fund a sewing program at ODA in Cambodia which helps girls to contribute to their educational fees.

Discovering socially innovative ways to achieve self-sustainability is not only essential, it taps into our fundamental belief that people are at their best when they do for themselves. What we are hearing from our partner programs is that they are hungry to learn about more diversified funding models, including ones that generate income-producing revenue streams. NGOs by their very nature might always rely, to some degree, on contributions from the local and international communities but many are discovering innovative, complimentary self-sustaining projects. For example, in Kolhapur, India, AVANI is mobilizing rag-picking communities

to create hi-quality compost that is sold locally at a premium. In Guatemala, Centro Maya, a center for disability is running an organic cafe. In Siem Reap, Cambodia, girls at ODA are being taught to sew school uniforms that are sold to generate funding for their education. The models and methods are as varied as the places from which they come from but the common thread is that these NGOs are craving less dependance and more opportunities to secure a sustainable future for their work. Our goal is to help identify, foster, share and support people and programs who want to do for themselves in innovative ways.

Seek Preventive Methods Addressing the ROOT CAUSES to Problems

An easy pitfall in the philanthropic world is to support on-going band-aid solutions. Five years ago, at least half of our portfolio represented shelters for children, and orphanages. Located in India, Uganda, Cambodia, the reasons for the need for these shelters varied in each location —the result of an intricate blend of cultural, political and economic factors within each country. In India, it stemmed from the inability of poor, uneducated, vulnerable mothers to care for their children. In Uganda, the country's health indicators are among the lowest in sub-Saharan African. Diseases, including prenatal and maternal illnesses, malaria, and HIV / AIDS's—affected a family's ability to care for their children. In the northern region, the search for peace continues amidst poverty, the lack of protection for children, scant food and dismal humanitarian conditions. In Cambodia, decades of war, genocide, and political instability have shaped a weak societal foundation, with a lack of education and economic opportunity for much of its population, many of whom live below the poverty line.

As we deepened our relationships with our NGO partners and gained a better understanding for the reasons and contexts behind the basic premise and need for certain programs, such as shelters and orphanages, we committed to an exploration and search for root causes. It is here, at the source, that we will find access to the greatest weapon against them—prevention. It is not surprising to discover the source of the problems emanating from sectors of society, such as migrant communities and ethnic minorities, who are entirely marginalized and lack access to their basic human rights.

Spotlight: Finding the ROOTS to Anti-trafficking

In Nepal, for example, our work with SASANE, a program devoted to anti-trafficking and run by survivors, has given us important insight into the factors that contribute to this horrific injustice. GoPhil has directed grants towards SASANE's preventive Mountain Education Program in the Nuwakot District, an area renowned for being a source for traffickers. What SASANE has found in this district are communities who have had long histories of willingly selling their daughters and children to sex and labor traffickers. This comes from a combination of factors— women and girls not being valued, and a lack of formal education which leads to little economic opportunity outside the revenue generated from trafficking. Preventative methods that get to the root of the issue involve a careful balance of introducing the importance of valuing education, the creation of schools, both formal and informal, the introduction of alternative ways to generate income, and the gradual cultural shift away from gender bias. What has resulted from SASANE's work, funded by organizations like GoPhil, is evidence of seeds of change. Women are leaving their homes in the evenings and picking up pencils, they are learning to read and write for the very first time. A mother is more likely to encourage her children to attend school if she believes in the value of it herself. It is a known fact that



Children and young women who attend school are less likely to become victims of human trafficking. GoPhil funds education programs in areas of Nepal where trafficking rates are high.

women and children in school are less likely to be trafficked. These types of initiatives can only be implemented by local people (as opposed to foreign led INGOs), and do not generate results overnight—they take years of implementation. Getting to the root cause of some of our greatest global problems requires partnerships with the right organizations, that are investing the time, resources and patience needed to “move mountains.”

Our goal in the future is to continue to ask the questions needed to locate the most effective preventative programs working at the root, while also maintaining support for programs that are left dealing with the unfortunate consequences.

Become a Hub for COLLABORATION, LEARNING & a greater VOICE for Change

GoPhil identifies unique types of organizations and change-makers—those whose moral compasses are greater than their ability to simply accept and live with the status quo. We invest in people and programs exhibiting a natural capacity to inspire others within their communities to join their causes.

In partnering with these quiet leaders and their small, yet driven organizations, we get an amazingly rich window into what is happening on front lines of some of the largest, most complex problems associated with poverty.

What we learn from our work in the “global field” is extremely valuable, both within our community and to the greater public. We are realizing what a unique position we are in to be an important hub for collaboration, learning and news. Our goal in the next three to five years is to SHARE and have a stronger VOICE with respect to the lessons being learned on the front lines. This voice will create the foundation needed for GoPhil to become the nexus of information needed to make lasting progress at the grassroots and beyond.

Our goal is to invest in the seeds of change already quietly underway...



SUMMARY

In order to combat the most difficult social issues of our time, we must actively work and learn *together*. GoPhilanthropic’s model to nurture and scale small innovative programs is rooted in a commitment to shared learning and collaboration at all levels—by developing partnerships across a broad community of NGOs , donors, change-makers, activists, foundations, associations and businesses, within each region and internationally. As we set out to implement our goals, we remind ourselves that we at GoPhil will always be more than simply goals and finances. We know that our success is ultimately measured in the difference we make person to person, in seeing our partners outgrow the need for our help and in the weaving together of a network that supports the greater whole.

We would like to express our greatest gratitude to everyone who has contributed to the growth and impact of GoPhilanthropic Foundation so far, and we look forward to all we can accomplish together in the future.



Go Philanthropic Foundation is a registered 501c3. EIN: 27-4939698