



ANNUAL REPORT 2010



a child's right

From the Founder & Executive Director

One day we'll look back on 2010 as a keystone year for us. Here's why:

First, *a child's right* received an incredible multi-year gift to support both domestic capacity building and international expansion. This gift, from George and Dion Russell, marks a moment of tremendous confidence in *a child's right* by a donor who has been with us from day one. This gift lays the foundation for us to scale up strategically in 12 countries, both in-country and in our home office.

Second, we hired two phenomenal US-based program managers. In number, they represent just a fraction of the staffing growth ahead. But in impact, they illustrate fully the character of those we seek to bring aboard. They are rock stars without egos—and they now serve as precedent for all future hires.

Third, we completed nearly all the design and development of our project database. I know that sounds bland. But actually the database will be a remarkable online tool for anyone to check out the status of all our work—with every project reporting updates for years to come. Our goal is to treat each donation as both a gift and an investment; we look forward to making our internal data publicly visible, giving a true view of our work on the ground for the long-term.

2010 was huge: we are significantly fueling operational growth at home and programmatic expansion abroad; we have set our staffing standards audaciously high; and we have planted a flag in the ground committing ourselves to show both stumbles and celebrations—not hiding failure, but learning from it—through a remarkable new form of database.

I hope the subsequent pages display even a portion of the pride I have in this organization, for that pride is immense. Thank you for being a part of *a child's right*.

Sincerely,
ERIC STOWE



From the Board President

2010 has been a remarkable year for *a child's right*. The Board of Directors joins me in believing that there is a great deal to be proud of—yet also recognizing that far more challenging work lies ahead. It is as if we graduated from one level to the next. On one hand, there is a legitimate sense of accomplishment. On the other, a still greater challenge and opportunity stands within sight.

It was a year of examining organizational fundamentals, as well as proposing a business model that will carry us forward. Matters of financial health and integrity, maturation of leadership and governance, and mission-driven sustainability were positioned front and center. On the ground, we hired key program staff and took on increasingly sophisticated program development.

As you will read in greater detail herein, a watershed gift by George and Dion Russell has catapulted *a child's right* onto a whole new stage: their gift is not the end, but a beginning. They structured their gift in such a way that it will challenge *a child's right* to exercise the greatest possible leverage and to demonstrate specifically, for future donors, what the organization will be able to achieve.

Thank you for your support of and interest in *a child's right*. We are sincerely grateful for all who volunteer, give, encourage, and follow our critical mission and work.

REBECCA FIELD, *President* Board of Directors

RYAN GLEDHILL, *Treasurer*

KAREN NILSEN, *Secretary*

ERIC STOWE



Haiti

In 2010, following the January earthquake in Haiti, the phone at *a child's right* rang off the hook—and email inboxes were routinely filled—bearing questions regarding the potential for *a child's right* to help. Despite our strategic focus in Asia and Africa, we received more questions about Haiti than any of our existing programs. Due to a successful relief project in China following the 2008 earthquake, it was natural for people to inquire about our appropriateness for Haiti recovery work.

From the moment of the first phone call, we suspected our model would be “close but not quite” for Haiti. We are neither prepared nor trained to operate in natural disaster conditions. It is not our core strength, and our model depends on established infrastructure, both in physical facilities and local leadership.

We chose not to solicit funds for work in Haiti. Instead, we referred prospective donors to other trustworthy organizations focused explicitly on Haiti emergency relief.

While eschewing receiving funds for Haiti, *a child's right* did still feel a moral imperative to evaluate whether we could help in any way at all. Using only existing funds, we sent staff to Haiti to observe firsthand. The conclusion of that reconnaissance was clear: *a child's right* could not take on responsibility for work in Haiti. We could support and recommend others, and we could develop partnerships. But we were ill-suited to intervene in the conditions as we observed them.



China

We installed 100 water purification systems within a six-month period in Chinese orphanages. Each system was installed with our guarantee of five years of monitoring and maintenance. While this accomplishment was remarkable, at face value, it was especially so for this reason: The 100 sites outfitted included Jiangxi and Guangdong, the two provinces with orphanages from which most US adoptions have been conducted. To think that a *child's right* ensured safe water for the vast majority of these children is humbling indeed.

a *child's right* was honored to have been selected as the spotlight water relief organization for the Dow LiveEarth "Run for Water" event on April 18, 2010, meaning that we would be the primary non-governmental organization to benefit from event proceeds in Hong Kong. This recognition was a remarkable tribute and vote of confidence, and we are grateful for it.

PROJECTS

100 NEW
IN 2010

152 BEFORE 2010

252 TOTAL



China



\$119,577

— spent —

11,294

— children —

\$10.59

— /child —



Cambodia

In 2010, *a child's right* took important steps to scale up operations in Cambodia, extending beyond Phnom Penh and Siem Riep—where we were already active—into the smaller, outlying cities of Battambang and Kampot. We hired staff both in-country and at our headquarters.

2010 saw *a child's right* grow in Cambodia from 32 active water purification systems to 52. It was also a year of deepening commitment to take our model to scale in Cambodia. As contrasted with China (where we are mostly in orphanages) or Nepal (where we are mostly in schools), Cambodia is the most diversified country of service for *a child's right*.

PROJECTS

20 NEW
IN 2010

32 BEFORE 2010

52 TOTAL



Cambodia



\$104,178
— spent —

19,205
— children —

\$5.42
— /child —



Nepal

a *child's right* took on ambitious work in Nepal—water projects in 20 Kathmandu public schools—and was fortunate to do so as a partner of *charity: water* and the Laird Norton Family Foundation. Our work in Nepal has proven critical for our maturation and sophistication as a relief organization:

—We initiated a pilot test of excellent quality “bubblers” (spouts for drinking fountains); the test holds the potential for radically improving efficacy in delivery of clean water.

—We began placing dedicated emphasis on hygiene education and promotion.

—We determined that we would focus almost exclusively on schools in Nepal (analogous to our findings that orphanages are our ideal institutional setting in China).

—We learned how to remediate severe iron contamination (to the extent that it damaged our water systems and threatened to make them inoperable).

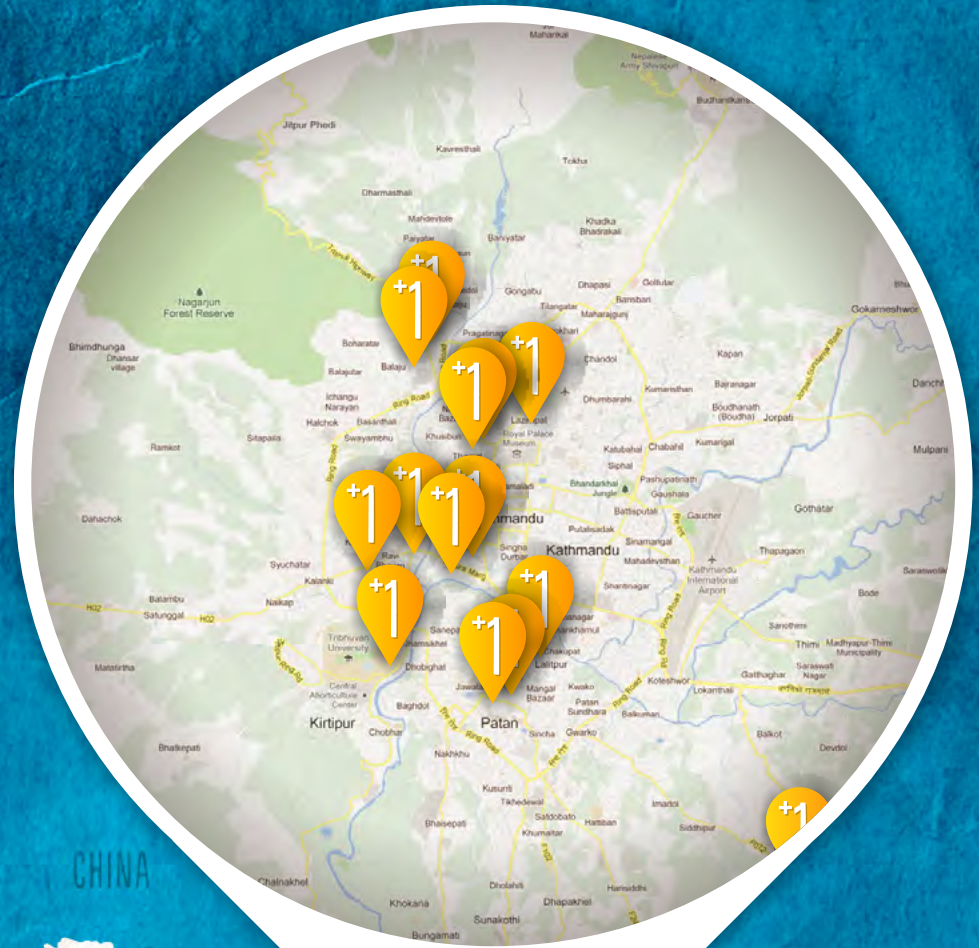
On the ground, a *child's right* was privileged to be able to partner with Nepal Water for Health (NEWAH), the premier charitable hygiene education organization in Nepal.

PROJECTS

14 NEW
IN 2010

24 BEFORE 2010

38 TOTAL



Nepal



\$122,633
— spent —

48,672
— children —

\$2.52
— /child —



Ethiopia

In 2010 we conducted monitoring and evaluation for 17 sites with a *child's right* water purification systems. Because of the magnitude of other priorities, no new installations were made this year. *a child's right* does, however, intend to resume growth in Ethiopia in 2011 and beyond.

During monitoring we discovered the need for substantial retrofitting and improvements, based on local conditions. We ended the year with updated and successfully functioning systems in all 17 locations, plus a commitment to grow our future presence in Ethiopia once sufficient financial resources are in place.

PROJECTS

0 NEW
IN 2010

17 BEFORE 2010

17 TOTAL



Russell Clean Water Initiative

In November 2010, George F. Russell, Jr. and Dion Russell announced a private charitable donation of \$10 million to *a child's right*. This announcement came seven weeks after the United Nations Summit urged the global community to redouble efforts toward achieving the Millennium Development Goals (MDGs) by 2015.

Through a series of commitments, the donation will require *a child's right* to meet annual targets and performance goals in 12 new countries. The exploratory strategy will assist the charity in determining whether the current operating model will work effectively in each new location while simultaneously building infrastructure and capacity in its headquarters.

"It is amazing to consider that, without the vision and charitable leadership of people who recognize children's needs, this important work would not be possible," said Eric Stowe. "George Russell is a savvy investor and has set the bar high for us with this incredible gift. Because of his donation, we can roll out our expansion in a disciplined way. Future donors can observe success and know that all new dollars raised will be remarkably well-leveraged, thanks to an assurance of infrastructure support."



Quick facts:

\$10 MILLION given by George & Dion Russell through the Russell Clean Water Initiative

12 COUNTRIES

India, Thailand, Vietnam, Sri Lanka, Burma, Laos, Philippines, Indonesia, Malaysia, Kenya, Uganda, Bangladesh

8 YEARS of philanthropic investment

1 MILLION CHILDREN

for whom *a child's right* will be ensuring clean, safe water daily by 2020

Structure of the Gift



70% *US Expansion*

- Headquarters Staff—Salaries & Benefits
- Bookkeeping & Audit
- Office Space
- Office Expenses & Equipment
- Website
- Professional Development
- Personnel Recruiting

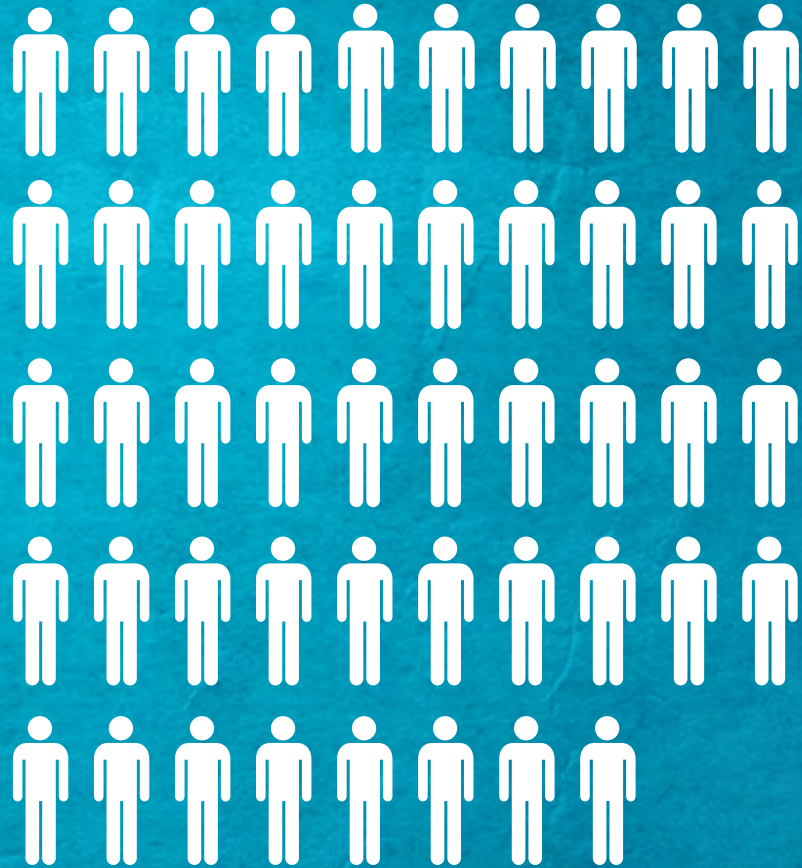
30% *Overseas Expansion*

- In-Country Staff—Salaries & Benefits
- 12 Countries (First Two Years for Each)
- Critical Relationship Building (Government & Non-Governmental Organizations)
- Water Purification Equipment

9 *new staff employed in a child's right headquarters*



48 *new staff employed within countries of service*



Financials

Compared with prior years, 2010 was a year of increased investment in management and fundraising. Core programs remained the principal focus and strength.



68% *went to programs*

18% *went to management*

14% *went to fundraising*

\$119,577*

\$122,633*

\$104,178

\$14,994

\$5,012

\$97,417

\$75,050

CHINA

NEPAL

CAMBODIA

ETHIOPIA

HAITI

MANAGEMENT

FUNDRAISING

\$538,861*

total expenses

\$1,162,004

total donations

* Total Net Assets as of December 31, 2010 were \$1,831,859.

* Our 2010 Annual Report and our 2010 IRS Form 990 include conflicting expense amounts for water systems. This is due to a prior year accounting policy that recognized expenses for water systems when payments were made rather than when they were installed. Our Annual Report does not include expenses for systems that remain in inventory, while our Form 990 includes these systems as expense. We have changed this policy to be in compliance with Generally Accepted Accounting Principles. After discussion with our auditors we decided not to resubmit the 2010 IRS Form 990 and instead disclose this adjustment in the 2011 Form 990.



a child's right

www.achildsright.org

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