

IntraHealth  
INTERNATIONAL  
Because Health Workers Save Lives.



Annual Report  
2017







# We believe everyone everywhere should have the health care they need to **thrive**.

At IntraHealth International, our goal of universal health coverage drives us every day to do more, to do better. And we know the key to achieving it is health workers.

That's why we partner with health workers around the world—from nurses and pharmacists to lab techs and community health workers—to build stronger health systems that are ready for anything.

Our partnerships make IntraHealth unique. Through our vast, on-the-ground networks, we reach into the most vulnerable communities in the world—from city centers all the way to the last mile. We're there with our partners on the front lines of health care and beyond as we work together to reach more people every day.

## We're changing how we do good—so we can do more of it.

This year, we forged an exciting new alliance with the global development company DAI. Our strategic affiliation means we can each do more than ever before. Together we're expanding our approaches and improving health not only through health care but through clean water, good education, accountable governments, and more.

Our partnerships make us stronger. Together, we're doing even more—and even better.



**Pape A. Gaye**  
President and CEO

A stylized, handwritten signature in black ink, appearing to read 'Pape'.

A person with dark skin and short hair, wearing a yellow shirt, is seen from the side, looking at a computer monitor. The background is a blurred office environment with papers and charts on the wall.

In 2017, we reached

**400,101**  
**health workers.**

They provide health care for  
**millions of people** around the world.



*Health for all*



# Together we're working toward universal health coverage with results like these:

**3,372,039**

children under 5 treated for malaria

**1,376,258**

people tested for HIV

**139,138**

HIV-positive individuals provided with antiretroviral treatment

**276,098**

new users of contraception

**1,245,050**

people provided with nutrition counseling & services

**238,322**

boys & men voluntarily circumcised in Tanzania & Uganda to reduce their risk of contracting HIV

**100%**

of HIV-positive pregnant clients in Namibia enrolled in antiretroviral therapy

**1,682,035**

antenatal care visits

**98%+**

rate of family planning products in stock in Senegal, thanks to our Informed Push supply chain model



“ Oftentimes clients drop out of HIV treatment for fear of stigma and discrimination. Because of this I introduce myself to them as a friend, not as a hospital employee.”

*—Pascacio Colop, community liaison to the comprehensive care unit in the Western National Hospital, Quetzaltenango, Guatemala*

IntraHealth works with Pascacio’s hospital to help people who live with HIV—even those in remote, isolated communities—get the care they need.





“ I like my job. I always wanted to be a nurse. When I treat you and you get well, I feel good.”

—Jane Atim, midwife and nurse in charge at Nadunget Health Center III, Karamoja region, Uganda

Midwives and in-charges like Jane are critical to improving the quality and availability of health care in their communities.

That's why we work with Uganda's ministries to revise national service delivery standards and supervision guidelines and support the country's 112 district health management teams.



# Sustainable results

**55,327**

health workers trained in family planning, maternal & child health, HIV/AIDS, & other critical areas

**9,571**

human resources managers trained

**105**

surgeons and other health workers in Mali trained to provide fistula repair surgeries since 2008

**210**

newly recruited health workers addressing HIV in Namibia

**3,540**

health workers trained in information & communication technology for health care delivery

**10,165**

health workers & administrators using digital health tools

**4,581**

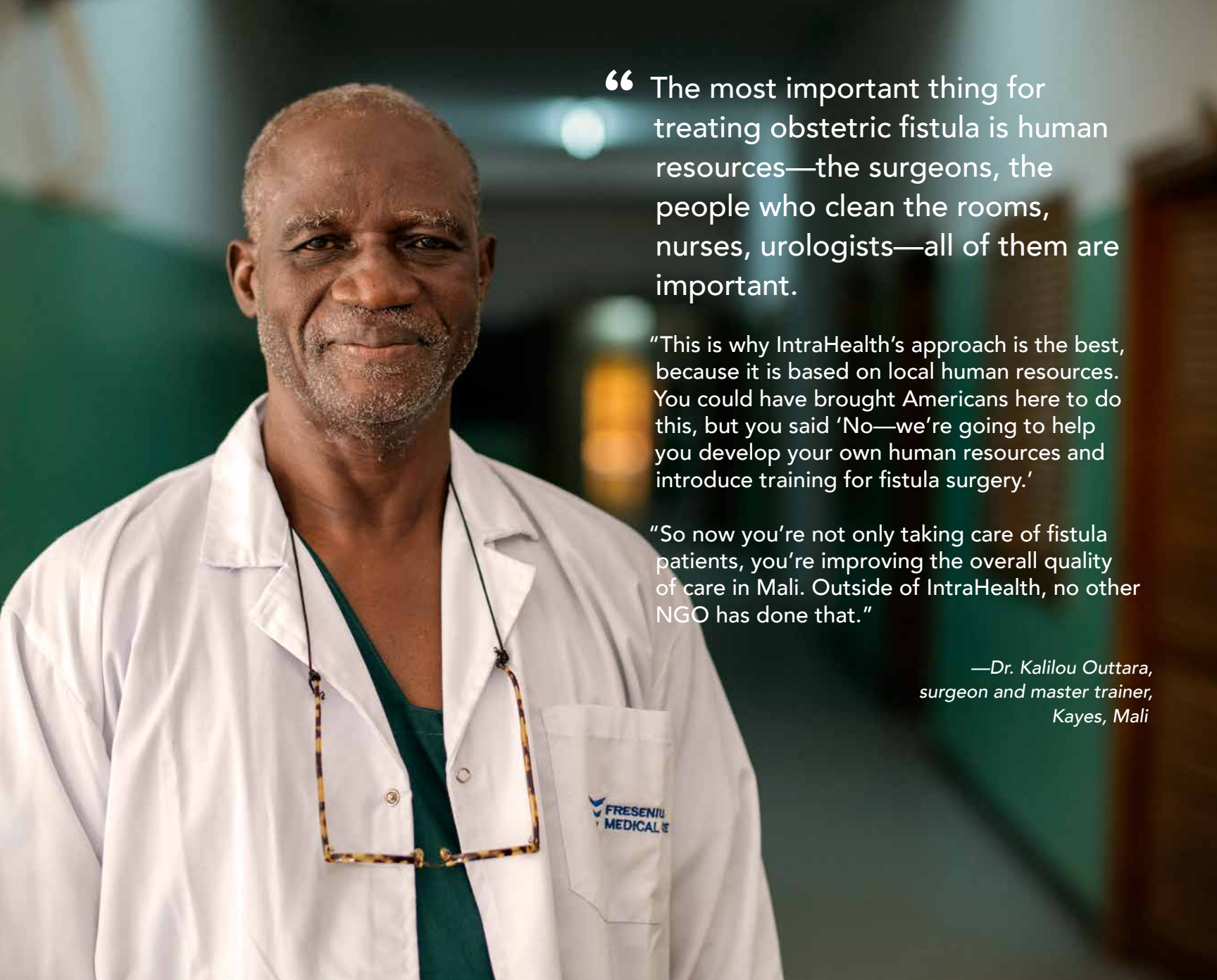
health facilities supported to provide services to national standards

**24**

countries using our iHRIS applications to manage their health worker data

**93%**

of HIV-positive clients in supported facilities in Central America reported discrimination-free care, thanks to stigma-reducing training for health workers



“ The most important thing for treating obstetric fistula is human resources—the surgeons, the people who clean the rooms, nurses, urologists—all of them are important.

“This is why IntraHealth’s approach is the best, because it is based on local human resources. You could have brought Americans here to do this, but you said ‘No—we’re going to help you develop your own human resources and introduce training for fistula surgery.’

“So now you’re not only taking care of fistula patients, you’re improving the overall quality of care in Mali. Outside of IntraHealth, no other NGO has done that.”

—Dr. Kalilou Outtara,  
surgeon and master trainer,  
Kayes, Mali

FRESENIO  
MEDICAL

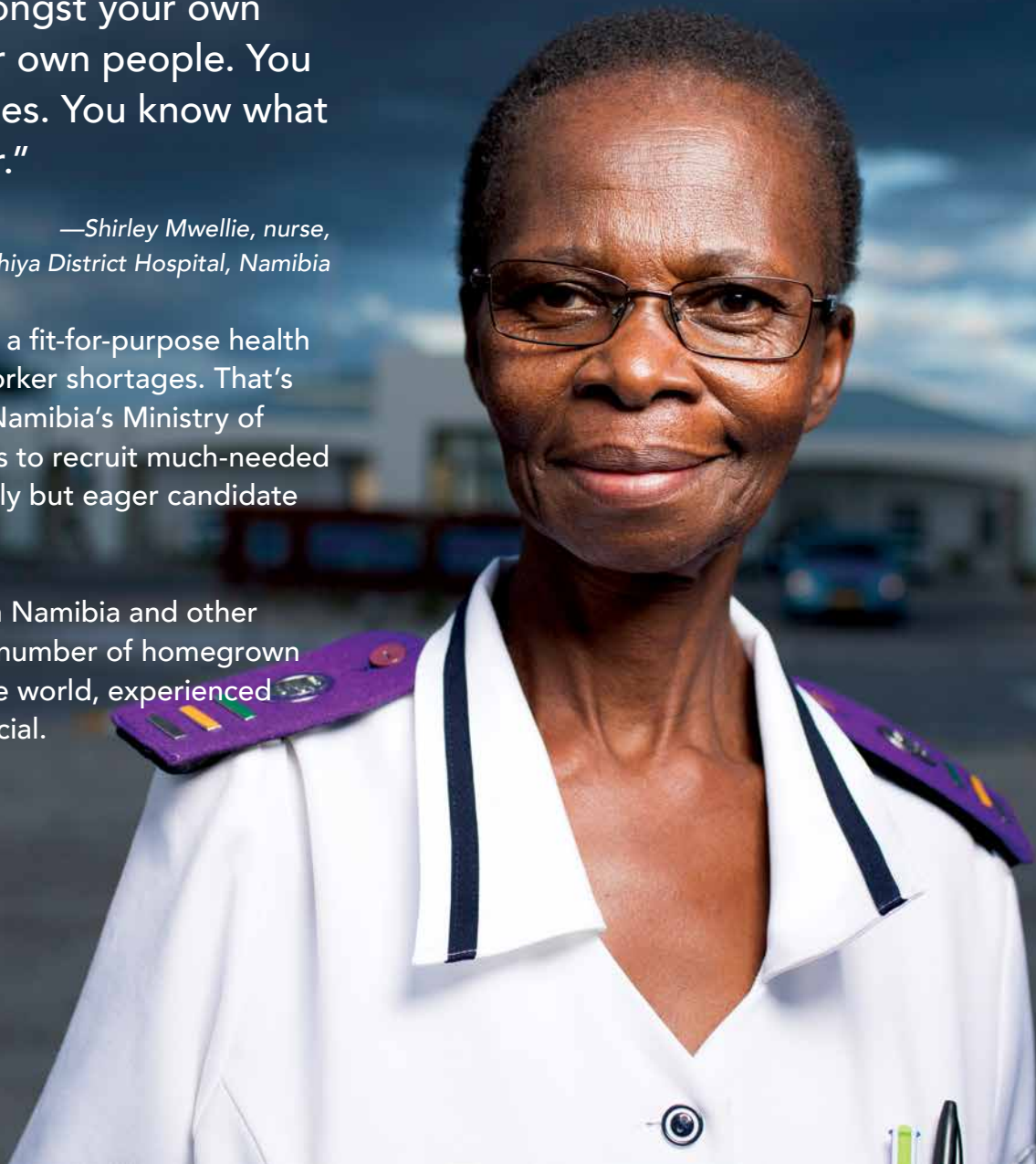


“ It’s good to be amongst your own people, saving your own people. You know their difficulties. You know what they are striving for.”

—Shirley Mwellie, nurse,  
Omuthiya District Hospital, Namibia

It takes creativity to build a fit-for-purpose health workforce amid health worker shortages. That’s why we teamed up with Namibia’s Ministry of Health and Social Services to recruit much-needed HIV nurses from an unlikely but eager candidate pool: retirees.

As IntraHealth works with Namibia and other countries to increase the number of homegrown health workers around the world, experienced nurses like Shirley are crucial.



“ This mobile was once like a wonder to me, but now it is my strength.”

—Rachna, accredited social health activist, Jhansi, India

Rachna had never seen a smartphone before she went through a three-day training on mSakhi, a mobile app IntraHealth developed for community health workers in India.

Today she uses the app to register pregnant women and newborns, track their health services, and upload their records and data in real-time through the Internet. She also uses mSakhi to counsel pregnant women and mothers and encourage healthy behaviors in some of India's remotest communities.





“ One day I asked myself: ‘What can I do to help my peers?’ Then, amazingly, the youth ambassador opportunity turned up.

“I’ve learned so much about how associations in my country work, and about leadership. I believe that in the future this experience will make me an indispensable person to my community, to Africa, and to the whole world, because I’m devoted to the family planning cause and the happiness of others.”

*—Romaric Ouitona, an IntraHealth-sponsored family planning youth ambassador and president of Youth Ambassadors in Benin*





# Eyes on the future

**572,545**

years of protection from  
unwanted pregnancies  
provided to couples through  
contraceptives

**173,357**

unwanted pregnancies avoided

**55,247**

unsafe abortions prevented

**272**

family planning youth  
ambassadors trained and  
deployed in West Africa

**1,458**

women provided with life-  
changing surgery to treat  
obstetric fistula in Mali  
since 2008

**2,014**

Palestinian health workers  
accessed continuing medical  
education through new online  
resource centers in the West Bank

**695**

scholarships provided for  
students studying to become  
health workers in Uganda

**12,607**

health professional students  
benefitting from low-interest  
student loans in Kenya

**122**

organizations pursuing activities  
that focus on gender equality or  
women's rights

# Where we work



We've worked in over 100 countries since 1979. And we're partnering with new ones every year. Our programs build lasting relationships and strong capabilities everywhere we work.

## In 2017 we worked in:

|                                  |            |            |               |
|----------------------------------|------------|------------|---------------|
| Afghanistan                      | Ethiopia   | Malawi     | South Sudan   |
| Angola                           | Guatemala  | Mali       | Suriname      |
| Benin                            | Guinea     | Mauritania | Tajikistan    |
| Botswana                         | Haiti      | Mozambique | Tanzania      |
| Burkina Faso                     | Honduras   | Namibia    | Togo          |
| Burundi                          | India      | Nepal      | Uganda        |
| Cote d'Ivoire                    | Indonesia  | Niger      | United States |
| Democratic Republic of the Congo | Jamaica    | Nigeria    | West Bank     |
| Dominican Republic               | Kenya      | Panama     | Zambia        |
| El Salvador                      | Liberia    | Rwanda     |               |
|                                  | Madagascar | Senegal    |               |



Where we worked in 2017



Where we have worked in the past



*At a glance*





**At IntraHealth, our mission is to improve the performance of health workers and strengthen the systems in which they work.**

That's why we work with countries around the world to make sure their health workers are trained and ready to do the job—whether they're providing routine care for families, treating noncommunicable diseases, or stopping the next pandemic in its tracks.

**41**

countries in 2017

**53**

projects in 2017

**636**

staff worldwide

**\$85,809,651**

total revenue



## OUR SOLUTION AREAS:



health worker education  
& performance



digital health



human resources  
management



community engagement



leadership & governance



private-sector approaches



policy & advocacy



measurement & analytics





## PRIORITY GLOBAL HEALTH CONCERNS:



health systems  
strengthening



primary health care



global health security



family planning



maternal, newborn,  
& child health



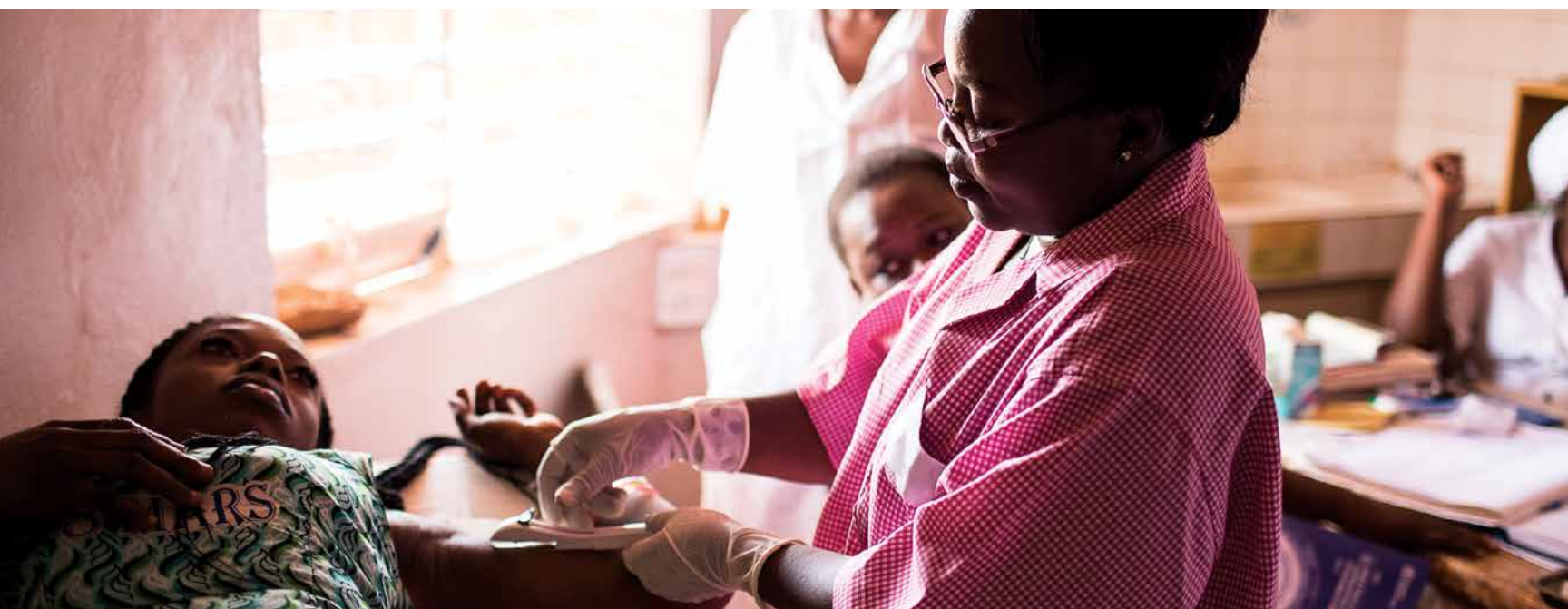
HIV/AIDS  
& tuberculosis



malaria & other  
vector-borne diseases



chronic &  
noncommunicable diseases





# Let's do some good together.

We advocate for greater and more strategic investment in health workers and the global health system. We also partner with coalitions and initiatives across sectors to effect the greatest change possible. In 2017, IntraHealth served as the secretariat for the Frontline Health Workers Coalition and Safeguarding Health in Conflict Coalition, as the Coordination Unit of the Ouagadougou Partnership, and as a member of the G4 Alliance.

Join the conversation. **#HealthWorkersCount**



# Let us introduce you to your next big idea.

Find collaborations you never dreamed of at the annual SwitchPoint conference in North Carolina, where humanitarian innovation, global health, and technology collide.

Learn more and register at [www.switchpointideas.com](http://www.switchpointideas.com)

“SwitchPoint will challenge your assumptions and your perspective. **Every year I leave with new ideas and new partners I never imagined.**”


—Phaedra Boinodiris, IBM





*Give the gift of health care*





Young or old, rich or poor, we  
all deserve access to the best  
health care possible.

But health care doesn't happen without health workers.

The care they give every day means greater security against  
global pandemics, healthier families, and thriving, more  
prosperous communities worldwide.

Your gift to IntraHealth means better health and lasting  
changes—for all of us.

**[www.intrahealth.org/donate](http://www.intrahealth.org/donate)**

*IntraHealth participates in the North Carolina State Employees Combined Campaign (SECC).  
Our SECC number is #3722.*

## Donors & Funders

|   |   |
|---|---|
| US Agency for International Development             | Millennium Challenge Corporation                      |
| US Centers for Disease Control and Prevention       | Ministry of Foreign Affairs, State of the Netherlands |
| Bill & Melinda Gates Foundation                     | The Cynthia & George Mitchell Foundation              |
| Global Fund to Fight AIDS, Tuberculosis and Malaria | National Christian Foundation Raleigh                 |
| Margaret A. Cargill Foundation                      | Norwegian Agency for Development Cooperation          |
| Cigna   | Novartis Foundation                                   |
| Connections   | Oak Foundation  |
| Gelman, Rosenberg and Freedman                      | Participate   |
| GHR Foundation                                      | Pfizer, Inc.  |
| Global Health Council                               | Qualcomm, Inc.  |
| Henry Family Advised Fund                           | Rockefeller Foundation                                |
| William and Flora Hewlett Foundation                | RTI International                                     |
| Hill, Chesson and Woody                             | UK Department for International Development           |
| IBM   | UNICEF  |
| ITC Translations                                    | Willis of NC  |
| Johnson & Johnson                                   | Individual contributors                               |
| Medtronic Foundation                                |   |
| Merck for Mothers                                   |   |

## Financial Report

Statements of activities and changes in net assets for the years ended June 30, 2017 and 2016

|   | 2017               |                        | 2016                |                     |
|---|--------------------|------------------------|---------------------|---------------------|
|   | Unrestricted       | Temporarily restricted | Total               | Total               |
| <b>Revenue</b>                              |                    |                        |                     |                     |
| US government grants                        | \$60,124,878       | \$ -                   | \$60,124,878        | \$54,961,604        |
| Non-US government grants                    | 776,861            | 17,618,517             | 18,395,378          | 10,834,251          |
| Contributions                               | 146,577            | -                      | 146,577             | 122,806             |
| Contributed services and materials          | 6,991,870          | -                      | 6,991,870           | 953,718             |
| Fees revenue                                | 150,948            | -                      | 150,948             | 56,942              |
| Net assets released from donor restrictions | <u>13,903,763</u>  | <u>(13,903,763)</u>    | <u>-</u>            | <u>-</u>            |
| Total revenue                               | <u>82,094,897</u>  | <u>(3,714,754)</u>     | <u>85,809,651</u>   | <u>66,929,321</u>   |
| <b>Expenses</b>                             |                    |                        |                     |                     |
| Program services                            | <u>69,094,963</u>  | <u>-</u>               | <u>69,094,963</u>   | <u>59,025,031</u>   |
| Supporting services                         |                    |                        |                     |                     |
| General and administrative                  | 10,837,104         | -                      | 10,837,104          | 11,905,350          |
| Fundraising                                 | 14,259             | -                      | 14,259              | 244                 |
| Bids and proposals                          | <u>1,874,942</u>   | <u>-</u>               | <u>1,874,942</u>    | <u>1,920,035</u>    |
| Total supporting services                   | <u>12,726,305</u>  | <u>-</u>               | <u>12,726,305</u>   | <u>13,825,629</u>   |
| Total expenses                              | <u>81,821,268</u>  | <u>-</u>               | <u>81,821,268</u>   | <u>72,850,660</u>   |
| Change in net assets before other item      | 273,629            | 3,714,754              | 3,988,383           | (5,921,339)         |
| <b>Other item</b>                           |                    |                        |                     |                     |
| De-obligated donor awards                   | <u>-</u>           | <u>(105,698)</u>       | <u>(105,698)</u>    | <u>(487,230)</u>    |
| Change in net assets                        | 273,629            | 3,609,056              | 3,882,685           | (6,408,569)         |
| Net assets at beginning of year             | <u>1,850,208</u>   | <u>11,233,080</u>      | <u>13,083,288</u>   | <u>19,491,857</u>   |
| <b>Net assets at end of year</b>            | <b>\$2,123,837</b> | <b>\$14,842,136</b>    | <b>\$16,965,973</b> | <b>\$13,083,288</b> |

Financial statements were audited by Gelman, Rosenberg & Freedman, Certified Public Accountants



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Shaping a more livable world.

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**IntraHealth**  
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