Founded in 1956, Global Impact is a leader in growing global philanthropy and has generated more than $1.8 billion to help the world’s most vulnerable people. The organization works closely with nonprofit, private and public sector entities helping them achieve their fundraising, philanthropic and corporate social responsibility goals. Learn more at charity.org.
HIGHLIGHTS

WORKPLACE ENGAGEMENT
Raised a total of $21.5 million for our charity partners through work in marketing, representation, donation processing and other services in public and private sector campaigns.

REGIONAL HIGH IMPACT FUNDS
Expanded Global Impact’s High Impact Fund offerings to include six new funds focused on particular regions to support the world’s most vulnerable populations in the fight against poverty.

DISASTER RESPONSE
Continued to support humanitarian needs in the wake of disasters, bringing together charities, corporate partners and individual donors. In the past year, we responded to nine disasters to support our charity partners on the ground.

“Global Impact provides MSR with a creative method to deepen our participation in global philanthropy. Our partnership with Global Impact helps our company speed up the rate at which we provide technologies that give communities the independence to control their futures and their health.”

Patrick Diller
Business Development Manager for Global Health, MSR Global Health

GROWFUND GIVING CIRCLES
Launched a no minimum contribution donor-advised fund platform designed to support the giving circle community with tools to manage contributions and grants, including investment options without high costs or administrative hassles.

COMBINED FEDERAL CAMPAIGN
Provided critical leadership for the 2017 Combined Federal Campaign (CFC) as the National Marketing Outreach Coordinator, as well as the Outreach Coordinator for the National Capital Area, Overseas, New York City, Chesapeake Bay and South Central Virginia and Albemarle Bay Area. Strategic management and fundraising implementation in these five CFC zones resulted in more than $50 million raised for those in need.
PARTNER AND DONOR MANAGEMENT
Expanded our technology offerings by designing and customizing Philanthropy University’s data management platform. Global Impact led all data migration resulting in the optimization of Philanthropy University’s resources.

GLOBAL PRESENCE
Expanded Global Impact’s global philanthropic intermediary services by launching operations in the United Kingdom and Vietnam, and initiating registration in Canada and Australia.

MULTI-CHANNEL CAMPAIGNS
Designed and implemented Pathfinder International’s first-ever Giving Day with a fully integrated, multi-channel campaign on Father’s Day 2018. The campaign raised in excess of $130,000 and activated over 500 new and existing donors across emails, personal outreach, social media and direct mail.

“Through our partnership with Global Impact we have been able to grow our year-round engagement and bring even more awareness of the need for affordable housing around the world.”

Allison Green
Director, Cause Marketing & Workplace Giving

“Our long-standing partnership with Global Impact has produced successful fundraisers, corporate donations and volunteering events through reputable nonprofits to a myriad of beneficiaries worldwide.”

Camille Raymond
Sr. Communications Officer and Team Lead, Giving Together Program
## 2018 FINANCIALS

### STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>$25,645,705</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$21,260,783</td>
</tr>
<tr>
<td>Total Unrestricted Net Assets</td>
<td>$4,384,922</td>
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<tr>
<td>Total Liabilities and Net Assets</td>
<td>$25,645,705</td>
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</tbody>
</table>

### SUMMARY OF TOTAL CONTRIBUTIONS AND REVENUE

*Note: This analysis reports contributions before shrinkage and third-party expenses.*

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Contributions</td>
<td>$63,940,063</td>
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<tr>
<td>Giving for International and Domestic Assistance Programs</td>
<td>$30,831,953</td>
</tr>
<tr>
<td>Workplace Giving</td>
<td>$21,482,842</td>
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<tr>
<td>Funds Program</td>
<td>$8,717,609</td>
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<tr>
<td>Donor-Advised Funds</td>
<td>$2,887,560</td>
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<tr>
<td>Other Contributions</td>
<td>$20,100</td>
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<tr>
<td>Other Revenues</td>
<td>$9,544,262</td>
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<tr>
<td>Subtotal</td>
<td>$73,484,326</td>
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<tr>
<td>Managed Combined Federal Campaigns</td>
<td>$50,426,409</td>
</tr>
<tr>
<td>Total Contributions and Revenues Raised</td>
<td>$123,910,735</td>
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</table>

### STATEMENT OF DISTRIBUTIONS AND OPERATING EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Total Distributions to Charities</td>
<td>$113,700,498</td>
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<tr>
<td>Managed Combined Federal Campaigns</td>
<td>$50,426,409</td>
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<tr>
<td>Other Distributions for International &amp; Domestic Assistance Programs</td>
<td>$30,831,953</td>
</tr>
<tr>
<td>Workplace Giving Campaigns</td>
<td>$20,870,659</td>
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<tr>
<td>Donor-Advised Funds</td>
<td>$2,887,580</td>
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<tr>
<td>Other Fund Distributions</td>
<td>$8,683,897</td>
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<tr>
<td>Total Program Expense</td>
<td>$7,075,175</td>
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<tr>
<td>Campaign Solutions</td>
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<tr>
<td>Partner and Programmatic Solutions</td>
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<tr>
<td>Total Support Services Expense</td>
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<tr>
<td>Management and General</td>
<td>$2,529,572</td>
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<tr>
<td>Fundraising</td>
<td>$464,737</td>
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<tr>
<td>Total Program and Support Services Expense</td>
<td>$10,069,484</td>
</tr>
<tr>
<td>Administrative Fee Rate on Operating Expenses</td>
<td>16.1%</td>
</tr>
</tbody>
</table>

**Fee Structure for Workplace Giving Federation Partners**

Global Impact’s fee structure is based on a formula that enables us to cover the costs of fundraising on behalf of our charities within more than 300 public and private sector campaigns. Global Impact uses a tiered fee scale, with rates varying based on overall expenses and projected revenue. The aggregate fee tiers for the 2018 campaign season fall between 10-24 percent. Application and listing fees required by the Combined Federal Campaign may be invoiced upfront or collected through funds raised as authorized by each charity.
EXECUTIVE LEADERSHIP

SCOTT JACKSON
President and Chief Executive Officer

KATHLEEN LOWENTHAL
Managing Director of Partner Solutions

VICTORIA E. ADAMS
Vice President of CFC Administration

STEPHANIE SCHOLZ
Vice President of Human Resources and Administration

LUIS GUARDIA
Chief Business and Financial Services Officer

CINDY WILLMANN
Vice President of Operations and Special Initiatives

As of December 2018

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Tracey E. Burton, JD

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Sarah Degnan Kambou

Carol Rieg

Anita Whitehead

David Wu

Edward Zellem

Kenneth Schaner, Esq., General Counsel

GLOBAL IMPACT

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