Real change begins with a compelling vision, unfolds through principled action, and delivers lasting results. This is GLOBAL IMPACT.
Assuring help for the world’s most vulnerable people. That singular mission defines the leadership, management and business practices of Global Impact. For nearly 60 years, Global Impact has steadfastly pursued this mission, enduring changing economic conditions and capitalizing on advances in technology. The organization stands on the threshold of this redefined arena and welcomes the change and opportunities ahead.

**COLLABORATION** Global Impact earned confirmation as secretariat for The Conrad N. Hilton Foundation Humanitarian Prize Laureates to support the joint marketing and fundraising activities of the program. The continuing alliance with the Clinton Global Initiative also opened up new possibilities for developing leadership and leveraging matching funds. A merger this year with The Consulting Network significantly expanded the range of services that Global Impact brings to its corporate partners. The Accelerator Fund that Global Impact established in 2011 awarded matching funds to 13 internationally focused humanitarian charities this year.

**PARTNERSHIPS** Global Impact published an Environmental Assessment in 2012 to examine the current fundraising landscape and underlying market conditions that affect giving trends. The findings confirmed that new forms of collaboration with corporate and nonprofit organizations would improve fundraising outcomes. Consequently, Global Impact has added a host of fundraising services for corporations, charities and alliances above and beyond workplace giving and campaign administration.

- High-level strategic counsel
- Marketing and visibility strategies
- Benchmarking and research
- Program design and development

Photo credit: Brett Beattie/Oxfam America/Cambodia
Global Impact’s management, accountability and award-winning leadership exemplify the transparent practices that partners, regulatory agencies and donors expect and deserve.


RECOGNITION  Peer organizations and the media honored the management and business practices of Global Impact.

- Better Business Bureau Wise Giving Alliance Charity Seal (held for seven years)
- Ranking of 190 in the “Philanthropy 400” of the Chronicle of Philanthropy
- Combined Federal Campaign Innovator Award (for eight consecutive years)
- 2012 Brava! Women Business Achievement Award, SmartCEO magazine, for the President

FUNDING  This year brought the creation of a flexible framework for funded charity partners. Additional charities sparked donor interest and increased the response to workplace giving campaigns. Global Impact continues its stellar certification of all funded charities, a method that meets the most rigorous standards in the charitable arena, builds donor confidence and meets all legal and regulatory requirements.
Global Impact held a steady course full of accomplishments during 2012. Results that changed lives around the world include:

- Assuring help for vulnerable people by adding more than 75,000 new donors and raising more than $18 million through public- and private-sector workplace giving.
- Raising pledges of $78.8 million from generous Federal workers through the Combined Federal Campaigns for the National Capital Area and Overseas. This leadership in campaign administration earned reappointment of Global Impact as the Principal Combined Fund Organization for both campaigns in 2012.
- Increasing awareness about pressing international needs through media placement in *The New York Times*, *The Huffington Post* and many other respected media outlets. Communications through the charity.org website and Charity Alliance Portal provided transparency and expanded contact with charity partners and donors.

And, most importantly, the success of Global Impact contributed to the delivery of health care, food, safe water, shelter, education and disaster relief for people in need. With $1.5 billion delivered to meet these needs and 400 million people receiving help since 1956, Global Impact delivers vision, action, and results.
### FINANCIAL RESULTS

#### Statement of Financial Position

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>21,524,752</td>
<td>23,008,961</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>16,057,002</td>
<td>18,153,376</td>
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<tr>
<td>Net Assets</td>
<td></td>
<td></td>
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<tr>
<td>Unrestricted</td>
<td>5,430,627</td>
<td>4,816,718</td>
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<tr>
<td>Temporarily Restricted</td>
<td>37,123</td>
<td>38,867</td>
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<tr>
<td>Total Net Assets</td>
<td>5,467,750</td>
<td>4,855,585</td>
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<tr>
<td>Total Liabilities and Net Assets</td>
<td>$21,524,752</td>
<td>$23,008,961</td>
</tr>
</tbody>
</table>

#### Annual Report Summary of Total Contributions and Revenue

<table>
<thead>
<tr>
<th>Contributions</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workplace Giving</td>
<td>18,208,822</td>
<td>19,334,370</td>
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<tr>
<td>Distribution Services</td>
<td>8,175,386</td>
<td>9,086,486</td>
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<tr>
<td>Non-Recurring Programs</td>
<td>156,227</td>
<td>411,749</td>
</tr>
<tr>
<td>In-Kind Contributions</td>
<td>884,329</td>
<td>-</td>
</tr>
<tr>
<td>Other Contributions</td>
<td>154,783</td>
<td>152,477</td>
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<tr>
<td>Total Contributions</td>
<td>27,579,547</td>
<td>28,985,082</td>
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<tr>
<td>Revenues</td>
<td>5,563,805</td>
<td>4,751,963</td>
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<tr>
<td>Subtotal</td>
<td>33,143,352</td>
<td>33,737,045</td>
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<tr>
<td>Managed Combined Federal Campaigns</td>
<td></td>
<td></td>
</tr>
<tr>
<td>National Capital Area</td>
<td>64,542,568</td>
<td>66,996,495</td>
</tr>
<tr>
<td>Overseas</td>
<td>14,280,019</td>
<td>13,832,935</td>
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<tr>
<td>Total Managed Combined Federal Campaings</td>
<td>78,822,587</td>
<td>80,829,430</td>
</tr>
<tr>
<td>Less Adjustment for Designations to Global Impact from Managed Combined Federal Campaigns</td>
<td>(3,236,302)</td>
<td>(3,605,646)</td>
</tr>
<tr>
<td>National Capital Area</td>
<td>(3,236,302)</td>
<td>(3,605,646)</td>
</tr>
<tr>
<td>Overseas</td>
<td>(442,281)</td>
<td>(507,166)</td>
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<tr>
<td>Total Contributions and Revenues Raised</td>
<td>$108,287,356</td>
<td>$110,453,663</td>
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</tbody>
</table>

Note: This analysis reports contributions before shrinkage and third-party expenses and does not include non-pledge income earned within managed Combined Federal Campaigns.

#### Statement of Operating Expenses

<table>
<thead>
<tr>
<th>Program Services</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Impact Campaign Support</td>
<td>2,449,848</td>
<td>1,976,601</td>
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<tr>
<td>Accelerator Fund Grants</td>
<td>585,000</td>
<td>-</td>
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<tr>
<td>Special Programmatic Services</td>
<td>190,541</td>
<td>-</td>
</tr>
<tr>
<td>Global Reach</td>
<td>240,356</td>
<td>554,873</td>
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<tr>
<td>Combined Federal Campaigns</td>
<td></td>
<td></td>
</tr>
<tr>
<td>National Capital Area</td>
<td>5,265,758</td>
<td>4,718,614</td>
</tr>
<tr>
<td>Overseas</td>
<td>1,845,884</td>
<td>1,736,228</td>
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<tr>
<td>Total Program Services</td>
<td>10,577,387</td>
<td>8,986,316</td>
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<tr>
<td>Supporting Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and General</td>
<td>3,362,406</td>
<td>2,602,042</td>
</tr>
<tr>
<td>Fundraising</td>
<td>672,191</td>
<td>517,720</td>
</tr>
<tr>
<td>Total Supporting Services</td>
<td>3,429,625</td>
<td>3,119,762</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$14,007,012</td>
<td>$12,106,078</td>
</tr>
</tbody>
</table>
### Officers

- **Mr. Steve Polo**  
  Chair  
  Partner  
  OPX  
  Washington, DC

- **Ms. Nancy A. Kelly**  
  Vice Chair  
  Executive Director  
  Health Volunteers Overseas, Inc.  
  Washington, DC

- **Mr. James B. Kanuch, CPA, CFE**  
  Secretary/Treasurer  
  Director  
  Watkins Meegan LLC  
  Bethesda, MD

- **Ms. Renée S. Acosta**  
  President  
  Global Impact  
  Alexandria, VA

### Directors

- **Mr. Timothy Bloechl**  
  Snohomish, WA

- **Mr. Joseph A. Crupi**  
  Parrish, FL

- **Mr. H. Kenneth Fleshman**  
  Managing Member  
  Fleshman & Company, LLP  
  Bethesda, MD

- **Mr. Mamadu M. Djalo**  
  Vaccine Account Manager  
  MedImmune, LLC  
  Kennesaw, GA

- **Mr. Peter M. Grant**  
  Partner  
  Stone Arch Capital, LLC  
  Minneapolis, MN

- **Mr. Stan M. Harrell**  
  Chief Financial Officer and Chief Information Officer  
  U.S. Chamber of Commerce  
  Washington, DC

- **Ms. Karen R. Johnson**  
  President/CEO  
  United Ways of Texas  
  Austin, TX

- **Ms. Maryon Davies Lewis**  
  San Francisco, CA

- **Mr. Darius Mans, Ph.D.**  
  President  
  Africare  
  Washington, DC

- **Mr. Rabih T. Torbay**  
  Vice President of International Operations  
  International Medical Corps  
  Washington, DC  
  Member Charity Representative

- **Ms. Suzanne Turner**  
  President  
  Turner Strategies  
  Washington, DC

- **Mr. Mauricio Vivero**  
  Executive Director  
  Seattle International Foundation  
  Seattle, WA

### General Counsel

- **Mr. Kenneth I. Schaner, Esq.**  
  Partner  
  Schaner & Lubitz, PLLC  
  Bethesda, MD

### BOARD OF DIRECTORS AND OFFICERS

### PARTNER CHARITIES

- ACCION International
- African Medical & Research Foundation (AMREF)
- Africare
- American Himalayan Foundation
- American Jewish World Service
- American Near East Refugee Aid (ANERA)
- American Refugee Committee
- AmeriCares
- Ashoka
- Boy Scouts of America – Aloha Council
- Boy Scouts of America – Far East Council
- Boy Scouts of America – Transatlantic Council
- CARE
- ChildFund International
- Children International
- Christian Reformed World Relief Committee (CRWRC)
- Church World Service
- Doctors Without Borders/Médecins Sans Frontières USA
- ECHO
- EngenderHealth
- Episcopal Relief & Development
- Feed My Starving Children
- FINCA International
- Freedom from Hunger
- Girl Scouts Overseas
- Health Volunteers Overseas
- Heifer International
- Helen Keller International
- Himalayan Cataract Project
- International Executive Service Corps
- International Eye Foundation
- International Medical Corps
- International Orthodox Christian Charities
- International Partnership for Microbicides
- International Relief Teams
- International Rescue Committee
- International Youth Foundation
- Landesa
- Lutheran World Relief
- Mercy Corps
- Millennium Promise
- Near East Foundation
- NetHope
- Operation Smile
- Opportunity International
- Oxfam America
- Pan-American Development Foundation
- Partners In Health
- PATH
- PCI-Media Impact
- Plan USA
- Planned Parenthood Federation of America – International
- Project HOPE
- Rotary Foundation of Rotary International
- Salvation Army World Service Office (SAWSO)
- Save the Children
- SightLife
- SOS Children’s Villages – USA
- TechnoServe
- UNICEF, U.S. Fund for
- Unitarian Universalist Service Committee
- United Methodist Committee on Relief (UMCOR)
- United Seamen’s Service
- Water for People
- William J. Clinton Foundation
- Women for Women International
- World Relief
- World Vision

**Statement of Dues and Fees.** The Board of Directors, which includes funded charity representatives, approves a maximum expense budget. Actual expenses may not exceed this ceiling and are funded by cost recovery from donations and revenue from other sources. Costs are not recovered on a percentage basis. Unless a funded charity elects to participate in optional state registration and/or cooperative advertising programs, no service fees are charged. Global Impact does not charge dues.
A MESSAGE FROM THE BOARD CHAIR AND PRESIDENT OF GLOBAL IMPACT

Global Impact measures its success with numbers, metrics and goals achieved, just as all companies and organizations do. But the real indicator of success is measured in how many lives have been saved, improved and made better by the work of Global Impact. This annual report demonstrates that Global Impact is meeting revenue goals, containing costs and securing additional funding to support our collective mission: assuring help for the world’s most vulnerable people.

Stories abound to illustrate that this approach works. There is the young man flying to Bethesda, Maryland, for a bone marrow implant cloned from his own cells. He had already lost one leg and walked with a prosthesis. The surgery stimulated new bone growth and saved his other leg. There is the elderly woman in Haiti who received two prostheses. At her graduation, she placed a bucket of rocks on her head and walked out the door, employable and ready to contribute to her community by removing rubble. And there is the young woman who did not have the chance for an education until a Global Impact funded charity brought health and education programs to her village. Now she is a scholarship student at Harvard and plans to return to her country and improve life for others.

These stories, and many others like them, are the result of science, compassion and, most importantly, the generosity of donors such as you who reach into your pockets and give with your hearts. We thank you for making the work of Global Impact and so many others possible.

With personal regards,

Steve Polo
Chairman of the Board

Renée S. Acosta
President