



International Development Exchange

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The Case for Support

July 1, 2009 – June 30, 2010



"I admire how IDEX is based on a deep respect for the communities in need and their ability to help themselves. Instead of telling them what they should do, IDEX supports the good work they are already doing through their own ingenuity, passion and compassion."

– Andrea Wotan, San Francisco, CA

Executive Summary

A lot of people ask us how we fared in 2008-2009. It's a fair question considering how spooked we all are about the economy.

We are pleased to report that because of committed donors, IDEX got through the year unscathed. Even better than that, we managed to build our work in South Africa, an expansion that had been in the works for some time.

That's not to say that FY10 won't be a challenge. It will, and we need you. We are encouraged by the hundreds of individual donors and foundations who continue to support IDEX because they understand the urgency of this work. Poor communities around the globe are suffering from the economic fallout even more than Americans are. What's worse, they are on the front lines of climate change that is affecting their food, water and very survival.

What keeps us going are the incredible success stories of families and communities taking charge of their livelihoods, their land, and their rights.

In May, when our program staff returned from a site visit to South Africa, they were positively glowing with excitement. They had been on assignment to find new organizations for IDEX to support. What they found was an abundance of committed change-makers working across boundaries to improve the livelihoods of women and children living in poverty.

We are proud to have selected 6 new catalyst grantees – all local organizations with deep community roots – in South Africa this coming year.

Why South Africa? Why now? While Apartheid ended in 1994, enormous challenges remain. People in rural villages and urban townships have seen little of the prosperity found in major cities, while the rates of violence against women and the HIV/AIDS pandemic are the most severe on the continent.

Despite enormous challenges, a vibrant civil-society sector remains from the fight to end Apartheid. Our grantees in South Africa – as well as those in Zimbabwe, Guatemala, India, Mexico and Nepal – are courageously creating sustainable solutions that build local economies, empower women and care for the environment.

Our funding is used to bolster existing projects: great solutions by locals who have the trust of their neighbors and the knowledge of what is most needed in their own communities. Simply put, it's a smart use of funds.

IDEX invites you to be a part of this movement. IDEX is not about aid. IDEX is about building a movement of like-minded people around the world who want to create lasting change. Help us reach thousands of women, their children, and their communities who are forging their path to prosperity, peace and health. *Watch the 8-minute video on our home page, www.idex.org to learn more about this work!*

IDEX promotes sustainable solutions to poverty by providing long-term grants and access to resources to locally-run organizations in Africa, Asia, and Latin America.

Partnering for Change

Helping donors fund grassroots projects around the world

IDEX's Role:

Our job is to identify uniquely effective and well-established grassroots organizations. We look for transparency and effectiveness of accounting and banking systems, leadership and management strategies, sustainability, organizational goals, objectives, and activities, and community involvement. We do the legwork so that you can trust your money is used effectively.

The Partners' Role:

Our partners and grantees decide organizational priorities based on their community's needs and they can use funds accordingly. They also build skills of emerging community leaders. Our grants often support critical areas of work that are either overlooked or neglected by other funders.



The Beneficiary's Role:

For lasting economic and social change to occur, IDEX believes that local communities need to OWN the process and that their knowledge and values should be respected. Many well-meaning poverty alleviation projects have short-lived results when the ideas, the motivation or the processes do not come from the communities themselves. When our funds are matched with the innovation, courage, and sweat equity of community members, the results achieved go far beyond the initial grant.

The Donors' Role:

Donors are a crucial link in the chain. Since we are not an endowed foundation, grants come from the funds we raise each year from individuals and foundations. Nearly half of our funds for grants come from individual donors, which make a world of difference when put in the hands of local groups. Our donors consider this kind of funding as a wise investment.

How Does IDEX Select Our Partners?

First, we research prospective organizations “on paper,” reviewing their websites, financials, etc. We also collect recommendations from current partners in the region and other international development organizations.



Next, we conduct site visits with 5 to 8 organizations and meet with the staff, Board, and the communities involved.



Then we select 2 to 4 organizations to give small “Catalyst Grants” (approximately \$5,000) for projects of 6-12 months in duration as a low-risk way of exploring our relationship with them.



Finally, after the small grant period is up, we invite 1 or 2 “Catalyst Grantees” that we think are the best fit for “Partnership” which entails 3-year funding commitment on IDEX’s part with grants of \$20,000 or more.

Gladys Nikelo’s Strength to Face the Future

When Gladys Nikelo discovered she was HIV-positive, she was 15-years old. When she turned to her family, they turned their back on her. She was on her own.

For years, Gladys kept her HIV status secret, did not seek treatment, and slowly watched her health decline.

Despite the fact that approximately 1 in 3 young women in South Africa are infected with HIV, the



disease is still not openly discussed. Many women are still afraid to be tested and live in fear of all-too-common physical abuse and alienation.

Stigma is one of the biggest barriers for women in seeking out accurate not only information about prevention but in accessing treatment.



That all changed for Gladys one day in 2003 when she happened upon Prudence Mabele, the founder of Positive Women's Network, on a television show. She was amazed at what she saw. Prudence appeared confident even while she was talking about being HIV-positive.

Gladys went on a mission to find Prudence. And when she did, she immediately signed up as a member of one of PWN's six support groups in the townships around Johannesburg.

As a new member of Kwathema township's 60-member support group, Gladys finally felt part of a community that understood what she was going through.

Through PWN's workshops, Gladys learned more about her illness, how to access treatment and Anti-Retroviral drugs (ARVs), and ways to maintain good nutrition, essential for the ARVs to be effective. And, with the support of her fellow group members, she soon felt empowered to go public with her HIV-positive status and join PWN's fight against discrimination.

As Gladys became more involved with PWN, she transitioned from member to a "peer educator." This is part of PWN's model where members are trained to counsel other women and start up new support groups.

In 2008, Prudence, recognizing Gladys' passion for educating others, approached Gladys to become an Outreach Coordinator. In this role, Gladys now organizes a number of discussion groups for young men and women in her township.

Gladys also participates in "funeral outreach." That is, at the invitation of family members of someone who has died of AIDS, Gladys and other PWN members attend the funeral as an opportunity to educate others about resources for HIV-positive people.

Today, Gladys, now 25, continues to be on ARVs and is the proud mother of a four-year old boy who, because she was able to access key information about mother-to-child transmission, is HIV-negative. Gladys still tires easily and contends with health issues, but with the support of PWN, she has found the strength to face the future and live life richly despite her illness.

Gladys says PWN marked the start of a new life. "Because of PWN, I'm a strong person. With my strength, I hope to lead other women who are HIV-positive to be strong as well."

IDEX has been working with PWN since 2005.

Organizational Priorities in FY10



Support for 25 Grassroots Organizations in 6 Countries

Grantmaking has grown to an all-time high. In FY10 IDEX will make grants to 25 organizations, each receiving \$5,000 to \$50,000 for activities that empower women, build local livelihoods and care for the environment.

For long-term partnership in FY10, IDEX will select 3 organizations from the pool of grantees in South Africa and 1 organization from our Mexico grantees. IDEX will also initiate our small grants process in rural India.



Enhanced Online and Offline Communication

Our much anticipated new website, which will allow us to communicate our work and integrate with online communication tools, is a reality in FY10.

There's more. Watch our website for updates on new events and outreach activities, including a traveling photo exhibit of IDEX's work to be featured in cafés around San Francisco's Mission District.



IDEX Acquires Seva Foundation Program

As of September 1, 2009 IDEX acquired a program formerly of the Seva Foundation in Berkeley, California.

Over the next 12 to 18 months IDEX will work to transition the Seva Community Self-Development (CSD) program to match the format of IDEX's existing grantmaking programs.

IDEX has contracted Seva CSD staff during the transition. In 2009, the program will operate much as it did at the Seva Foundation. In the first half of 2010, IDEX will evaluate which of the CSD grantees would be good candidates to become long-term IDEX partners. Watch IDEX's website, www.idex.org, for more details on the transition.



What Your Gift Means

An investment in lasting change, local innovation, and problem-solving

If you are tired of aid money reaching expensive consultants providing limited value, look no further. At IDEX we are committed to local, effective problem-solving and leadership. When matched with the vision, resolve, and ingenuity of communities all over the world, your gift is a proven formula for lasting change.

IDEX welcomes and would be honored to have CSD supporters from the past continue to support current programs. Gifts can be allocated to the CSD Program. Contact IDEX's Development Department for more details at tel: 415.824.8384 or info@idex.org.

Financial Resources for Programs

IDEX's annual operating budget is unusually modest for an organization with so many accomplishments. IDEX operates effectively and efficiently with a staff of eight, a 13-member Board, and a dozen highly skilled volunteers each year. Projected revenue for FY10 (July 1, 2009 – June 30, 2010) is from the following sources:

Foundations	\$426,870
Individuals	\$381,250
Events	\$20,250
Corporations/Groups	\$8,775
Funds restricted from FY09 (Carry-over)	\$128,975
Community Self-Development Program (formerly of Seva Foundation)	\$375,000
Total Projected Revenue:	\$1,341,120

Gifts of cash, securities and planned gifts, including charitable trusts and bequests, are greatly accepted. IDEX is a 501 (c)(3) non-profit organization with tax ID number is 77-0071852. All gifts are tax-deductible to the extent allowed by law. For more information about making a gift to IDEX, please contact Pete Stanga, Executive Director or Anne Mawdsley, Development Director at 415.824.8384.

Be a part of success. Invest in IDEX today.