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Dear Friends,

AIF’s undying commitment to incubating innovative approaches to address some of India’s seemingly intractable problems has endured the test of time and created measurable impact for millions of Indians. Throughout our journey, we have continuously adapted our approach – from relief and rehabilitation and venture philanthropy to effective program and service delivery – through partnership, knowledge sharing, and advocacy. Our evolution as an organization has been both deliberate and necessary, and our transitions mirror the rapidly changing socio-economic landscape happening in India today.

Our original vision of creating a collective institutional platform for philanthropy and a catalyst for large-scale change in India is embodied by the idea of collective movement-building. Shared by liberation movements, activists, and social change leaders across the globe, this philosophy and methodology has served to bring together countless individuals in service to India’s poor and create a collective will stronger than the sum of its parts. This approach has enabled AIF to evolve alongside India’s path of growth and gracefully handle transitions while maintaining a razor-sharp focus on our mission to catalyze impactful social and economic change in India.

Upholding the collective spirit and accelerating AIF’s institutional maturity has led us to another critical juncture within the organization. We are pleased to welcome a new leadership team at AIF, alongside my new role as Chairperson this year to spearhead AIF’s growth in the coming years. Joining us are Ravi Kumar as Chief Executive Officer and Dr. Hemanth Paul as India Country Director, who collectively will take their deep knowledge and expertise alongside their impassioned leadership to further advance the vision of AIF. We wish to thank outgoing Chair Victor Menezes and CEO Dr. Sanjay Sinho for their years of insightful leadership and committed service.

Under their leadership, AIF has renewed its commitment to continuous improvement and a fearlessless to chart new areas of growth. We will continue to refine our programmatic models to stay ahead of emerging trends and look for strategic opportunities for growth. After a year of internal review and analysis, AIF will begin to make significant investments in women and girls as a key strategy to accelerate impactful change in India’s development. In the coming year, AIF will be expanding its fundraising model to India based on the best practices and successes we have developed over more than a decade through our national network of chapters consisting of thousands of dedicated volunteers, donors, and other supporters. And with an eye for the long-term sustainability of our institution, we will be reinvigorating our focus on the next generation of philanthropists and social sector leaders by significantly expanding our reach to young people, both here in the U.S. and in India.

We are proud to have your unwavering commitment and support during this time of transition – a testament to the power of our shared values and beliefs in creating the India we wish to see.

Sincerely,

Lata Krishnan    Pradeep Kashyap
Chair, Board of Directors   Vice Chair, Board of Directors

FROM OUR BOARD OF DIRECTORS

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Lata Krishnan    Pradeep Kashyap
Chair, Board of Directors   Vice Chair, Board of Directors
Dear Friends,

Since 2001, the American India Foundation (AIF) has raised over $75 million, leveraging it five to seven times through co-investments and using it to impact the lives of 1.5 million people across India through a suite of social development programs. I am privileged to have been part of this journey for the last four and a half years. As I reflect upon my journey, AIF's accomplishments give me immense satisfaction. Out of the many philanthropic initiatives that start small, only some grow into capacity-building organizations, and only a very select few evolve into transformational institutions capable of creating systemic change that benefits individuals, communities, and society as a whole by effecting policy change. My greatest point of pride is that AIF is on the cusp of crossing the final barrier to creating self-sustaining change in the lives of the poor in India.

In order to enter a higher level of scale and efficiency in our programs and outreach alike, it is critical that we continue to evolve as an organization. This means constantly re-defining our approach. We started by drawing in corporate and entrepreneurial leaders with an interest in India to build up our fundraising vehicle in the United States. We engaged the brightest minds in social development to advise us on the deployment of funds in the most neglected areas of India. As our programs evolved, we consolidated our portfolio by defining and focusing our most effective and scalable approaches into our signature programs today.

Now, it is essential to redefine our model once more. In addition to strengthening monitoring and evaluation systems, we will strengthen our fundraising model by building off of our successes in the United States in India, create a system to unearth and catalyze innovations emerging in Indian civil society, and significantly increase our advocacy with the Indian government to promote strategic deployment of their social sector funds.

The next phase of AIF will be a break from conventional thinking as we turn local energy and talent into a force to collectively eradicate the indignity of poverty. I warmly welcome AIF's new leadership team led by Lata Krishnan as Board Chair, Ravi Kumar as Chief Executive Officer, and Dr. Hemanth Paul as India Country Director. This team will reinvigorate AIF with their entrepreneurial savvy, work to achieve bigger scale in a more efficient manner, and launch effective innovative programs to fight inequality. Having reached the end of my tenure at AIF, I will continue to uphold the principles of equality and empowerment, and move forward knowing that I have been part of a truly special movement.

In gratitude and service,

Sanjay Sinho
Chief Executive Officer

FROM OUR CEO: LOOKING BACK, LOOKING FORWARD
IMPACT

(April 1, 2011 - March 31, 2012)
The drive behind AIF’s mission has always been greater than solitary acts of charity. Our programs are dedicated to uplifting the lives of the most marginalized in Indian society—holistically, meaningfully, and permanently. That’s why program sustainability is so important to us. AIF’s work is designed to change the ways that entire communities approach fundamental issues like education, healthcare, and careers. Ultimately, the success of each community depends upon the individuals who are willing and able to lead others.

AIF programs provide disadvantaged Indians with the opportunity to rise above their current circumstances—a new skill, practical knowledge, the newfound hope that they can change and control the path their lives take. This hope is evident in the little girl who grew up toiling in the saltpans but now has the drive and ambition for a career in medicine; the young man whose life goals shifted from simple financial aspirations to engendering social good and mentorship; the father who, through the simple ownership of an asset, was able to support his daughter’s independence. These are the people who, through self-empowerment, become leaders in these communities, inspiring those around them to reach higher than they thought possible. These small changes multiply, and in fostering the spirit of leadership in India’s youth, AIF ensures that the benefits of its reach will continue to blossom year after year, creating solutions that will span generations and last beyond our lifetime.
For the millions of people who migrate seasonally across India in search of work, uprooting families from their communities and pulling their children out of school is the only option. The educational gap grows wider as children return to their villages drastically behind their grade level, struggle to learn, and drop out of school all too often. AIF’s Learning and Migration Program (LAMP) tackles migrant children’s learning deficits through quality learning and care in hostels, schools, and communities. LAMP addresses the persistent lack of education for migrant communities in some of the most highly neglected communities and under-resourced regions of the country. As of September 1st, 2012, LAMP has reached 280,000 children.

LEARNING AND MIGRATION PROGRAM (LAMP)

PROGRAM OVERVIEW

AIF’s longstanding focus on developing education in migration-prone geographies is now bearing fruit in clear-cut improvements in access, retention, learning, and school completion rates in over 250,000 children. Most importantly, through LAMP’s advocacy and Right to Education work, the program has given the tools and a voice to those who wish to change the course of education in highly underserved communities.

“...Through LAMP’s advocacy and Right to Education work, the program has given the tools and a voice to those who wish to change the course of education in highly underserved communities.”

– Shantha Sinha
Chairperson, National Commission for Protection of Child Rights (NCPCR)

IMPACT 2011 - 2012

Chakule Hiralal Rhatore’s day begins at 6 am, when she wakes up to clean her house and get her sister, Sarla, ready for school. The girls’ parents are away for half of every year to work in agricultural land far away from their home of Pardi village, Maharashtra. Chakule used to migrate with them, but for the past year has been living at home with her younger sisters in order to stay in school.

Pratish Chandhan, the village’s LAMP teacher, visits the girls daily. “Last year, I convinced Chakule’s parents to let her stay behind and study in the hostel, and she did so well. But this year, with her sister as well, we had to make other arrangements. Chakule was so adamant that she wanted to continue her schooling that I volunteered to be their caregiver when her parents were away.”

Chakule had missed school due to frequent migration, and entered the LAMP program without basic Class 1 competencies despite being registered in Class 5. However, through LAMP classes, she is now learning at an age-appropriate level. “I love going to school and learning, and even though it is sometimes difficult to take care of my sister, it’s better for us,” she says. “I want to be a nurse one day, and I can only become one if I study hard.”

LAMP nurtures and accelerates Chakule and Sarla’s drive to learn. The program has made historic strides in increasing access to quality education in communities like Pardi Village, where education was once not only unavailable, but also widely considered not worthwhile. Chakule smiles and says, “Our parents never studied because it wasn’t available, but because they and our neighbors know it’s important, now we get a chance to learn.”

YEAR IN REVIEW

- Provided quality education to 20,911 children in areas of high migration through learning enrichment classes and seasonal hostels, which prevented 819 children from dropping out
- Conducted awareness campaigns in more than 550 villages to educate communities on their fundamental and legal rights to education through India’s Right to Education (RTE) Act
- Established 250 School Management Committees (SMCs), bringing together parents, school administrators, and community leaders to improve curriculum, create development plans for their schools, and advocate for their children at local government offices
- Trained local education officials in Odisha and Gujarat on Right to Education Act implementation at the request of state governments
- Received direct funding from the state government of Gujarat for the maintenance of seasonal hostels and training of local officials on Right to Education Act implementation
Navya was a shy 12 year old student at the Andiah Memorial Government High School in Hyderabad when Digital Equalizer was initiated in her school and she used a computer for the first time. “I had never thought I’d get to touch a computer ever. I was so nervous when the teacher showed us how to turn it on and off. What if I broke it?” she recalls, laughing.

The daughter of a printing press worker with little education and a mother with none, Navya started to shine inside and outside the classrooms as her anxiety subsided and her interest in technology grew. Navya’s proficiency in typing, creating presentations, and making movies increased, as did her confidence and leadership skills.

“My favorite part of the computer learning we do is making documentary movies,” Navya explains. “My friends and I made a movie on the changing roles of boys and girls, and we learned so much about how different people at school and in our community think about what it means to be a boy versus a girl. It helped me to understand many things about everyone I know.”

Navya wants to use the technological skills she developed through Digital Equalizer to help her neighbors. “I want to be a crime investigator when I get older. I want to be able to use different technologies, like databases and finger printing so that when something bad happens, we can get justice for the people who were harmed.” With the knowledge that Digital Equalizer has provided, Navya has emerged as a leader in her classroom and is on a strong trajectory to become one within her community.
Four years ago, 23 year-old Manabindu Saha could have never imagined working at an NGO earning double his father’s salary. “My goal was always to get a job earning as much money as possible. But, finding a job on my own was almost impossible.”

Manabindu joined the Market Aligned Skills Training (MAST) program in 2010 and landed a job at Aditya Birla, a manufacturing conglomerate. After a successful year that included a promotion, he began exploring other career options. He received a generous job offer from Aegis, a leading Business Process Outsourcing (BPO) company, which would have nearly quadrupled his earnings. However, Manabindu came across another job opening at a MAST center at Anudip, an AIF partner in Kolkata. “I really enjoyed my MAST course and helping my classmates – I would even take over classes when the instructor was called away. I felt that even though I had reached my goal income-wise, my job was routine and not very fulfilling.”

Manabindu accepted Anudip’s offer and is now a MAST faculty member. “Any given day, I get to do lots of different things and have the mental satisfaction that I am helping people. Even though I could earn more elsewhere, at my current salary I can support my family and love my job too.” Manabindu hopes to mentor other young people through the MAST program to choose their own paths. “My parents are very proud of me for building my own career. They say what matters most is that I work hard and am happy and growing within my profession.” A natural teacher, Manabindu serves as an example to his students that hard work and dedication can indeed lead to a fulfilling career.

MARKET ALIGNED SKILLS TRAINING (MAST)

Within the very successful MAST program of the America India Foundation, Citi is proud to have been able to drive innovation through the creation of a financial education curriculum for young men and women from the slums, while they acquire job skills.

– Pramit Jhaveri
CEO
Citi India
Member, AIF India Advisory Council

The productivity of urban youth is critical to India’s future economic growth, but a staggering number struggle to take the first step onto the ladder of economic opportunity. Without educational opportunities, these youth lack basic employment skills necessary to reap the benefits of the recent technology revolution and other emerging fields in India.

Market Aligned Skills Training (MAST) provides disadvantaged unemployed young people with a comprehensive skills training program, equipping them with the knowledge and skills needed to succeed in India’s high-growth industries. MAST harnesses India’s youth population to become engines of economic growth and productive, motivated citizens. As of September 1st, 2012, MAST has trained 100,444 young adults with a job placement rate of 71%.

• Provided skills training to 25,495 disadvantaged youth and placed 79% of them in formal sector jobs
• Provided skills training to 1,037 differently-abled youth and placed 83% of them in jobs
• Piloted a loan system for candidates with financial need in collaboration with the Central Bank of India
• Developed new curriculum for disability specific employment in partnership with the Wadhwani Foundation, including basic massage-therapy curricula for the visually impaired and hospitality curricula for the hearing impaired
• Convened 400 government experts, banking officials, employers, NGOs, and beneficiaries to discuss best practices at the National Skills Development Seminar in collaboration with the National Skills Development Corporation, featuring keynote speaker President Abdul Kalam
Ashok Kumar

“What else do I work for, except for my daughter? I want to give her anything she wants and I want her to have the education she needs to be independent.” Ashok Kumar, 42, smiles at the thought of his only child, Varsha, a 12 year-old girl currently in Class 7.

Ashok, who only studied until Class 7, uses a rickshaw trolley to deliver goods all around Agra, where he lives with his family. “I used to own a rickshaw pushcart. I would go to the market and sell hair accessories and beauty products, but we were only making Rs. 100 ($2) per day, and money became so tight we had to sell it.”

Ashok was struggling to provide for his family doing odd jobs when a friend of his who worked at a shoe factory told him about Rickshaw Sangh and encouraged him to invest in a trolley to transport shoes from the factory to shops around the city. “I started with one factory, but now I work with many different businesses around the city, and make four or five times as much as before. Sometimes I make eight times as much!”

Things are very different today in Ashok’s house. He’s been able to buy a refrigerator for his wife and a mobile phone for his daughter. Most importantly, he is now able to look out for his daughter’s future by saving for her education and healthcare every month. Varsha couldn’t be more proud of her father. “Before, we didn’t have much. But now, we are saving up so I can get a computer for my studies— I want to be a science teacher one day.”

“The American India Foundation has leveraged over 10 crores [$1.9 million] from banks like the Central Bank of India in their asset-based financial inclusion program for rickshaw drivers, becoming a leading champion for the community. Through the Rickshaw Sangh program, AIF has enabled thousands of the most vulnerable people in India to have control over their livelihoods, regularize their income and gain dignity in their professions through asset ownership.”

— Mr. M.V. Tanksale
Chairman and Managing Director
Central Bank of India

In an industry where exploitation is rampant and predatory loan sharks often control rental rates, rickshaw drivers are caught in a cycle of debt, unable to sustain a livelihood for themselves or their families. The Rickshaw Sangh enables rickshaw drivers to own their own vehicles and integrates them into the formal financial system.

By providing access to microcredit, organizing joint liability groups (collectives), and providing crucial social benefits such as uniforms, ID cards, insurance, and driving licenses, Rickshaw Sangh helps the entire rickshaw profession transition into the formal economy. As of September 1st, 2012, Rickshaw Sangh has reached 35,693 drivers.

- Empowered 10,953 rickshaw drivers to own their own vehicles with an average increase in income of 34%.
- Engendered joint spousal ownership of vehicles in 94% of Rickshaw Sangh families.
- Advocacy with the Uttar Pradesh government resulted in $200,000 towards the goal of distributing battery-operated rickshaws to approximately 100,000 drivers.
- Central Bank of India significantly reduced interest rates on loans from 14% to 4% due to program’s record of effectiveness through CBI’s Differential Rate of Interest (DRI) scheme, which aims to improve the economic conditions of the weaker sectors of society.

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— Mr. M.V. Tanksale
Chairman and Managing Director
Central Bank of India
Ryan Ballard

“Resilience has been the principal theme for the year with my work at Magic Bus.” Ryan Ballard, 26, reflects as his tenure as a Fellow comes to a close. Ryan has learned a lot working for Magic Bus, an organization focused on youth development for slum children through sport. “It was a mystery at first, what I would be doing and how that would change me, but I was excited to live in Mumbai and continue to learn about Indian culture and development.”

A University of California, Berkeley graduate with a degree in Anthropology, Ryan has always had a strong interest in understanding various cultures and the inequality that many face. “Volunteering and service related work became a passion since it gave me a sense of purpose and also served as a great platform for my own education in learning about people, systems, and how to do something useful.”

At Magic Bus, Ryan designed and facilitated a peer leadership training camp for 40 adolescent youth. The camp provided a week for kids to learn more about themselves and teens from other slums, to exchange ideas, and have fun. It focused on boys and girls breaking down barriers, talking about the world, and expressing their views.

“One of the greatest challenges I encountered was letting go of my own needs for the sake of the organization. I had to let go of every idea I previously held about what working with adolescents in Mumbai slums could entail and instead just commit myself to unhindered service. This suppressing of my ego was the most humbling experience and biggest takeaway in knowing when to ‘go with the flow’ in order to make a difference.”

What AIF taught me was how to integrate philanthropy and community service in my career. Every spare moment I had, I spent trying to learn how services were affecting people on the ground. I started to understand the stories of people I would have never come across while only doing research. What AIF taught me was the most important thing in community work is the people we serve. The most important thing is that I extend my heart fully without judgment.

– Lauren LoGiudice
AIF Fellow
Class of 2005-2006

AIF recognizes that the future of development depends on instilling values of service, dedication, and leadership in the most promising individuals among the next generation. AIF’s William J. Clinton Fellowship for Service in India offers young Americans and Indian citizens the unique opportunity to immerse themselves in India through partnering with NGOs on the ground to create sustainable solutions to pressing social and economic issues. As of September 1st, 2012, the Fellowship has sent 295 Fellows to work at 137 Indian NGOs and Social Enterprises.

IMPACT 2011 - 2012

• 28 Fellows served in 22 NGOs across India in the fields of education, livelihood, public health, social enterprise, human rights, and youth development

• Piloted the inclusion of Indian citizens in the Fellowship with four Indian Fellows, with the aim of deepening cross-cultural experiences and building and strengthening the relationship between Indians and Americans

• Piloted a social enterprise track with five Fellows working with organizations at the intersection of innovation, social good, and financial viability

• Class of 2011-12 project highlights included designing/organizing a supply chain for organic vegetable growers, field research assessing community-based programs, and producing standardized operating procedures and curricula for Industrial Training Institutes (ITIs)

• Published “Serve. Learn. Lead,” an anthology of essays by Fellowship Alumni sharing their experiences and perspectives

– Lauren LoGiudice
AIF Fellow
Class of 2005-2006
INNOVATIVE PROGRAMS: PUBLIC HEALTH

MATERNAL AND NEWBORN SURVIVAL INITIATIVE (MANSI)

The Maternal and Newborn Survival Initiative (MANSI) serves a population that has little or no access to basic health care in the Seraikela-Kharsawan district of Jharkhand, one of the poorest districts in the state and home to the second highest pregnancy-related fatality rates in the country. MANSI, through partnerships with Tata Steel Rural Development Society (TSRDS), Society for Education, Action and Research in Community Health (SEARCH), and the Government of Jharkhand, builds local capacities to ensure that healthcare services are executed effectively and are taken up for the long-term by the State Department of Health and the community.

MANSI addresses the startlingly high maternal and neonatal death rates in Seraikela by providing local women in the community with the knowledge to care for their neighbors. These village health workers (Sahiyas) provide basic maternal and infant healthcare, while encouraging expecting mothers to deliver in hospitals where conditions are cleaner and safer.

Six-month-old Bishnu Mahato and his mother, Basanti, wait for his medical check up. The infant’s bubbly nature belies the struggle and fear involved in childbirth in a remote village in Jharkhand. If not for Vinapati, the local community health worker (sahiya) in the family’s hometown of Boradhi, Bishnu’s life could have become just another infant mortality statistic. It was a cold day in January when Basanti went into labor. “We called the sahiya and Bishnu was born in the middle of the night,” she explains. “Everything seemed fine until early the next morning when Bishnu wouldn’t feed and seemed weak. I got worried and called the sahiya to quickly come back.”

“From my training, I knew the first thing I needed to do was take his temperature – it read 93.4 degrees Fahrenheit. I knew then that he was hypothermic,” says Vinapati. “I immediately put him skin-to-skin with his mother and sat them both out in the sun with a blanket. I took his temperature every half hour.” It took five hours to get Bishnu’s temperature back to normal, at which point he started feeding again.

Basanti doesn’t like to think about what might have happened to her son if Vinapati had not been trained in infant care. “I would have taken him to the hospital, but...that could have been too late,” her voice trails off. “I immediately put him skin-to-skin with his mother and sat them both out in the sun with a blanket. I took his temperature every half hour.” It took five hours to get Bishnu’s temperature back to normal, at which point he started feeding again.

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YEAR IN REVIEW

• Provided essential maternal healthcare to 3,844 women and neonatal care to 2,900 infants
• Increased the number of deliveries conducted in hospitals by 37%
• Conducted training of 194 community health workers (Sahiyas)
• Conducted a vital rate survey to understand the quantitative and qualitative scope of maternal and child morbidity rates [results forthcoming]
• Advocacy with the Jharkhand State Government through cross-exposure visits and consultations resulted in formal government support of MANSI and primary healthcare provision in the Seraikela district

POSITIVE CARE

More than 70,000 children in India are HIV positive. An additional 21,000 contract the disease through mother-to-child transmission every year and approximately 73% of infected children do not receive treatment (National AIDS Control Organisation). The number of orphans living with HIV/AIDS is expected to double in the next five years, while the pervasive social stigma surrounding them continues to grow wider. Most orphanages are not willing to care for children who test positive.

Positive Care, in partnership with the Naz Foundation Trust, cares for and protects orphaned and vulnerable children (OVCs) by providing technical support to organizations working with limited care facilities. In the project’s first phase, a training manual on home-based care and support for children infected or affected by HIV/AIDS in both institutional settings and within families will be disseminated to partners and other NGOs. This will be followed by NGO training in Maharashtra and Andhra Pradesh.

KEY OBJECTIVES

• To enhance the capacities of existing childcare organizations in providing institutional and home-based care and support to children infected or affected by HIV/AIDS
• To strengthen the linkages between organizations and existing services for improving the well-being of orphaned and vulnerable children
Maitree Dairy

Maitree Dairy empowers women in rural areas in semi-arid climates to lead market-based enterprises as a supplement to farming, which can yield inconsistent and insufficient yearly income. The program provides this women-run dairy collective – federated through women’s self-help groups – with a range of services including investments, infrastructure, market linkages, and entrepreneurship training to ensure the sustainability of both the asset ownership and livelihoods created. These services combine to not only provide an alternative source of income to dairy farmers, but also to empower them to become self-sufficient independent entrepreneurs capable of creating and sustaining their own enterprises.

The program is garnering increasing international attention, including field visits by the World Bank, Yes Bank, district level government representatives and an award from Sonia Gandhi during a National Rural Livelihood Mission inauguration event.

Our Family, Our Neighborhood, Our World: O³

O³ is a youth engagement platform fostering cross-cultural understanding and social good through creativity by connecting students, educators, and artists in East and West Punjab (India and Pakistan) and the United States through the dynamic power of multimedia, music, dance, and theatre. O³ inspires young people to embark on a path of learning and discovery about themselves, their culture, and the issues that impact their families, their neighborhoods —and our world.

Headquartered in Punjab, the program combines the global (interactive media such as video, digital storytelling, and animation) with the local (Punjabi art forms such as bhangra and giddha) to help young people critically analyze their own identities. Collaborative dialogue and project-based learning help participants build meaningful and lasting relationships through the exchange of ideas with peers and mentors. Project participants create original multimedia, artistic, and community action projects connecting the local to the global, which will be showcased in a series of national and international forums.
As an Indian American young professional in the DC area, I am always looking for platforms to connect with my roots. When the opportunity came about to co-found and take a leadership role in the AIF Young Professionals Washington, DC Chapter, it was like a dream come true as it combined my passions of philanthropy and U.S.-India engagement.

– Gaurav Malik
Co-Lead
AIF Young Professionals Washington, DC Chapter

The growth and success of the American India Foundation has been largely based on the extraordinary generosity of the Indian diaspora in the United States. As a community, Indian Americans have personal experience with the American dream: the idea that every individual willing to work hard has the opportunity to be successful. Over the years, AIF has counted on the incredible support of dedicated and passionate individuals to provide education, healthcare, and employment opportunities for millions of disadvantaged Indians, empowering them to live productive, successful lives and realize their full potential.

Today, AIF’s supporters represent a national network of Americans from all backgrounds, who form the heart of AIF’s presence in the United States. Through chapters in seven major metropolitan areas across the country – New York, the San Francisco Bay Area, Los Angeles, Chicago, New England, Washington DC, and Dallas – AIF has raised widespread awareness of the key social and economic issues facing India today, and galvanized a movement dedicated to eradicating them.

AIF chapters organize annual fundraising Galas, which provide a platform for community and philanthropic engagement resulting in valuable resources for programs on the ground in India. Chapters also organize a range of smaller fundraisers as well as outreach and awareness-building campaigns throughout the year.

In big and small ways, AIF chapters across the country are harnessing the collective power of community to further AIF’s longstanding commitment to advancing knowledge and expertise to deliver the highest quality programs to India’s poor on the ground – and the maximum impact from donor investments.
PARTNERSHIPS & IMPACT

(April 1, 2011 - March 31, 2012)

LEARNING AND MIGRATION PROGRAM (LAMP)

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Number of Children</td>
<td>20,951</td>
</tr>
<tr>
<td>Girls</td>
<td>10,092</td>
</tr>
<tr>
<td>Boys</td>
<td>10,859</td>
</tr>
<tr>
<td>Teachers</td>
<td>314</td>
</tr>
<tr>
<td>Seasonal Hostels</td>
<td>32</td>
</tr>
<tr>
<td>Learning Enrichment Classes</td>
<td>413</td>
</tr>
<tr>
<td>Villages</td>
<td>554</td>
</tr>
<tr>
<td><strong>TOTAL COVERAGE SINCE INCEPTION:</strong></td>
<td>258,451</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>States</th>
</tr>
</thead>
<tbody>
<tr>
<td>Andhra Pradesh</td>
</tr>
<tr>
<td>Odisha</td>
</tr>
<tr>
<td>Karnataka</td>
</tr>
<tr>
<td>Punjab</td>
</tr>
<tr>
<td>Tamil Nadu</td>
</tr>
<tr>
<td>Delhi NCR</td>
</tr>
</tbody>
</table>

DIGITAL EQUALIZER

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Students</td>
<td>256,080</td>
</tr>
<tr>
<td>Girls</td>
<td>134,180</td>
</tr>
<tr>
<td>Boys</td>
<td>121,900</td>
</tr>
<tr>
<td>Schools</td>
<td>788</td>
</tr>
<tr>
<td>Full Service Model Schools</td>
<td>38</td>
</tr>
<tr>
<td>Large Scale Program Schools</td>
<td>750</td>
</tr>
<tr>
<td>Teachers</td>
<td>10,158</td>
</tr>
<tr>
<td>AYOV Schools and Sites</td>
<td>50</td>
</tr>
<tr>
<td>Dell Connected Classrooms</td>
<td>15</td>
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<tr>
<td><strong>TOTAL COVERAGE SINCE INCEPTION:</strong></td>
<td>793,400</td>
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<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Andhra Pradesh</td>
</tr>
<tr>
<td>Odisha</td>
</tr>
<tr>
<td>Karnataka</td>
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<tr>
<td>Punjab</td>
</tr>
<tr>
<td>Tamil Nadu</td>
</tr>
<tr>
<td>Delhi NCR</td>
</tr>
</tbody>
</table>

RICKSHAW SANGH

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Number of Assets Owned</td>
<td>10,953</td>
</tr>
<tr>
<td>Number of Rickshaws</td>
<td>4,402</td>
</tr>
<tr>
<td>Number of Pushcarts</td>
<td>4,646</td>
</tr>
<tr>
<td>Number of Trolleys</td>
<td>1,905</td>
</tr>
<tr>
<td>Number of Assets Co-owned by Spouses</td>
<td>10,333</td>
</tr>
<tr>
<td>Average Percentage Increase in Income</td>
<td>54%</td>
</tr>
<tr>
<td><strong>TOTAL COVERAGE SINCE INCEPTION:</strong></td>
<td>29,803</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>States</th>
</tr>
</thead>
<tbody>
<tr>
<td>Uttar Pradesh</td>
</tr>
<tr>
<td>Bihar</td>
</tr>
<tr>
<td>Assam</td>
</tr>
<tr>
<td>Uttar Pradesh</td>
</tr>
<tr>
<td>Bihar</td>
</tr>
</tbody>
</table>

I have witnessed firsthand the transformation that Digital Equalizer brings to a classroom in my ancestral village. Even beyond the classroom, the scholarship program encourages students from underprivileged families to continue their education and not to settle for the status quo — to believe that they are capable of more. I have personally met some of these students and their hope and ambition are truly heartwarming. I am proud to support their endeavors and dreams.

— Satjiv Chahil
Silicon Valley Entrepreneur and AIF Trustee
MAITREE DAIRY

MATERNAL AND NEWBORN SURVIVAL INITIATIVE (MANSI)

Women Served 3,844
Infants and Children (under 2 yrs) 4,175
Health Workers (ASHAs/Sahiyas) Trained 194
Villages 13,419
Female 7,674
Disabled Trained 1,037
Disabled Placed 861

Percentage of Deliveries in Hospitals 65%

PARTNER LOCATION
Tata Steel Rural Development Society (TSRDS) Jharkhand
Society for Education Action and Research (SEARCH) Maharashtra

PARTNERSHIP & IMPACT

(April 1, 2011 - March 31, 2012)

MARKET ALIGNED SKILLS TRAINING (MAST)

Youth Trained 25,495
Male 15,127
Female 10,368
Youth Placed 30,693
Male 13,419
Female 7,674
Disabled Trained 1,037
Disabled Placed 861

TOTAL COVERAGE SINCE INCEPTION
Youth Trained: 84,773
Youth Placed: 63,861

PARTNER LOCATION
Andhra Pradesh, Bihar, Chhattisgarh, Delhi NCR, Gujarat, Haryana, Jharkhand, Karnataka, Madhya Pradesh, Maharashta, Odisha, Punjab, Rajasthan, Tamil Nadu, Uttar Pradesh, Uttarakhand

Anudip Foundation West Bengal
Child Survival India (CSI) Delhi NCR
Dream & Beauty Charitable Trust (DBCT) Punjab
Matri Assam
National Association for Blind Women Delhi NCR
Nav Bharat Jagriti Kendra (NBJK) Jharkhand
Nidan Bihar
Noida Deaf Society Delhi NCR
People’s Action for National Integration (PANI) Uttar Pradesh
Saath Gujarat, Rajasthan
SNS Foundation Himachal Pradesh, Delhi NCR
Vatsalya Rajasthan
We the People Delhi NCR

PARTNER LOCATION
Aide et Action (AeA)

MATERNAL AND NEWBORN SURVIVAL INITIATIVE (MANSI)

Women Served 6,700
Self-Help Groups 330
Average Increase in Income over the Year 19%

TOTAL COVERAGE SINCE INCEPTION
Women Served: 120
Self-Help Groups: 330
Average Increase in Income over the Year 19%

PARTNER LOCATION
Self-Reliant Initiatives through Joint Action (SRJIAN)

MAITREE DAIRY

Youth Trained: 25,495
Male: 15,127
Female: 10,368
Youth Placed: 30,693
Male: 13,419
Female: 7,674
Disabled Trained: 1,037
Disabled Placed: 861

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Society for Education Action and Research (SEARCH) Maharashtra

PARTNERSHIP & IMPACT

(April 1, 2011 - March 31, 2012)

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Female: 10,368
Youth Placed: 30,693
Male: 13,419
Female: 7,674
Disabled Trained: 1,037
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Youth Trained: 84,773
Youth Placed: 63,861

PARTNER LOCATION
Andhra Pradesh, Bihar, Chhattisgarh, Delhi NCR, Gujarat, Haryana, Jharkhand, Karnataka, Madhya Pradesh, Maharashta, Odisha, Punjab, Rajasthan, Tamil Nadu, Uttar Pradesh, Uttarakhand

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Dream & Beauty Charitable Trust (DBCT) Punjab
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Nidan Bihar
Noida Deaf Society Delhi NCR
People’s Action for National Integration (PANI) Uttar Pradesh
Saath Gujarat, Rajasthan
SNS Foundation Himachal Pradesh, Delhi NCR
Vatsalya Rajasthan
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Aide et Action (AeA)

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TOTAL COVERAGE SINCE INCEPTION
Women Served: 120
Self-Help Groups: 330
Average Increase in Income over the Year: 19%

PARTNER LOCATION
Self-Reliant Initiatives through Joint Action (SRJIAN)
<table>
<thead>
<tr>
<th>FELLOW NAME</th>
<th>PARTNER ORGANIZATION</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vlad Kuperman</td>
<td>Ashram Paryavaran Vidyalaya (APV) School</td>
<td>Anjainisain, Uttarakhand</td>
</tr>
<tr>
<td>Lauren Lauter</td>
<td>Multangan</td>
<td>Mumbai, Maharashtra</td>
</tr>
<tr>
<td>Jessica Mausner</td>
<td>Akanksha</td>
<td>Mumbai, Maharashtra</td>
</tr>
<tr>
<td>Marina Yakhnis</td>
<td>AIF Digital Equalizer</td>
<td>Bhubaneswar, Odisha &amp; Bangalore, Karnataka</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIVELIHOOD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Krupa Asher</td>
</tr>
<tr>
<td>Sarah Connette</td>
</tr>
<tr>
<td>Carson Marinos</td>
</tr>
<tr>
<td>Ramya Naraharisetti</td>
</tr>
<tr>
<td>Aarti Nuzella</td>
</tr>
<tr>
<td>Kanupriya Tandon</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PUBLIC HEALTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nikita Arora</td>
</tr>
<tr>
<td>Margy Elliott</td>
</tr>
<tr>
<td>Megan Gordon</td>
</tr>
<tr>
<td>Mandy LaBreche</td>
</tr>
<tr>
<td>Aliza Lailari</td>
</tr>
<tr>
<td>Amber Luong</td>
</tr>
<tr>
<td>Michael Matergia</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SOCIAL ENTERPRISE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lorenz Nee</td>
</tr>
<tr>
<td>Ashley Pandya</td>
</tr>
<tr>
<td>Archana Patel</td>
</tr>
<tr>
<td>Bhumi Purshott</td>
</tr>
<tr>
<td>Michael Schulte</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>HUMAN RIGHTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jennifer Chowdhury</td>
</tr>
<tr>
<td>Tracy Wares</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>YOUTH DEVELOPMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ryan Ballard</td>
</tr>
<tr>
<td>Mareesa McCall</td>
</tr>
<tr>
<td>Sukanya Purkayastha</td>
</tr>
</tbody>
</table>
Dear Friends,

Much has been achieved during the year under review. We streamlined our systems and procedures both here and in India and strengthened our internal controls. This has helped us spread our resources in a more constructive way.

With stringent internal controls in managing programs and audit procedures for NGOs in India, we were able to achieve more with less, resulting in a higher level of efficiency. Our approach to fundraising continues to adapt to the new opportunities of digital technology. We strive to make AIF a channel through which Indians abroad and those with an interest in India can, with fullest confidence, participate in a movement to help those who are marginalized in Indian society to improve their lives.

This year, we made a concerted effort to expand our network in various communities through chapter outreach, mail appeals, and online campaigns, among other means. This was achieved by a 2% increase in our outlay from last year. The small increase, largely made up of fixed costs, represents an investment in our promising future. Financially, AIF is in an excellent shape.

Much still needs to be done and it all depends upon your support. We have increased our outreach to individuals, corporations, and foundations, both in the U.S. and in India. Governments in several Indian states have been impressed by our performance and offered to partner with our programs, providing resources and support. This government confidence and participation is a gratifying development that will help us in building local capacities and to magnify our positive impact on the lives of disadvantaged Indians.

I thank you for your wonderful generosity and support.

At your service always,

Neil Lachman, CPA
Chief Financial Officer

Neil is a volunteer CFO. As he embarks on his 4th year, AIF’s management wishes to place on record its deep gratitude for his insightful contributions in strengthening our financial recordkeeping, transparency, processes and controls.

SOURCES OF REVENUE AND UTILIZATION OF FUNDS

**REVENUE**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs</td>
<td>$5,916,757</td>
<td>$5,916,757</td>
<td>$5,916,757</td>
<td>$5,916,757</td>
<td>$5,916,757</td>
<td>$5,916,757</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$858,923</td>
<td>$858,923</td>
<td>$858,923</td>
<td>$858,923</td>
<td>$858,923</td>
<td>$858,923</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$401,237</td>
<td>$401,237</td>
<td>$401,237</td>
<td>$401,237</td>
<td>$401,237</td>
<td>$401,237</td>
</tr>
<tr>
<td>Interest Income/Other</td>
<td>$234,128</td>
<td>$234,128</td>
<td>$234,128</td>
<td>$234,128</td>
<td>$234,128</td>
<td>$234,128</td>
</tr>
<tr>
<td>Contributions</td>
<td>$2,294,596</td>
<td>$2,294,596</td>
<td>$2,294,596</td>
<td>$2,294,596</td>
<td>$2,294,596</td>
<td>$2,294,596</td>
</tr>
<tr>
<td>Total</td>
<td>$7,123,923</td>
<td>$7,123,923</td>
<td>$7,123,923</td>
<td>$7,123,923</td>
<td>$7,123,923</td>
<td>$7,123,923</td>
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</tbody>
</table>

**UTILIZATION**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>82%</td>
<td>82%</td>
<td>82%</td>
<td>82%</td>
<td>82%</td>
<td>82%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
<td>12%</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
</tr>
<tr>
<td>Interest Income/Other</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Contributions</td>
<td>50%</td>
<td>50%</td>
<td>50%</td>
<td>50%</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>

**ELEVEN YEAR REVENUE AND UTILIZATION OF FUNDS**

FY 2006-07 represents a 15 month accounting period due to a switch in reporting periods from the calendar year to the Indian fiscal year. All other years are 12 month FY.

*This total does not include $320,000 pledged at the 2011 New York Gala but collected in Rupees in India. Including this pledge, Total Revenue is $7,443,923.
### Statement of Financial Position

**as of March 31, 2012**

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$1,766,259</td>
<td>$2,056,652</td>
</tr>
<tr>
<td>Investments</td>
<td>3,530,757</td>
<td>5,350,375</td>
</tr>
<tr>
<td>Unconditional Promises to Give</td>
<td>661,686</td>
<td>46,791</td>
</tr>
<tr>
<td>Prepaid and Other Assets</td>
<td>424,020</td>
<td>96,220</td>
</tr>
<tr>
<td>Property and Equipment (net)</td>
<td>25,054</td>
<td>22,817</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$6,407,786</strong></td>
<td><strong>$7,602,855</strong></td>
</tr>
<tr>
<td>Liabilities &amp; Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants Payable</td>
<td>38,680</td>
<td>1,952,266</td>
</tr>
<tr>
<td>Accounts &amp; Other Payable</td>
<td>85,532</td>
<td>76,318</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>125,212</strong></td>
<td><strong>1,267,287</strong></td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>3,554,220</td>
<td>1,952,266</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>3,128,354</td>
<td>3,783,302</td>
</tr>
<tr>
<td>Permanently Restricted</td>
<td>600,000</td>
<td>600,000</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>6,282,574</strong></td>
<td><strong>6,335,568</strong></td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES &amp; NET ASSETS</strong></td>
<td><strong>$6,407,786</strong></td>
<td><strong>$7,602,855</strong></td>
</tr>
</tbody>
</table>

### Statement of Activities

**for the year ending March 31, 2012**

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support &amp; Revenue</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions &amp; Grants</td>
<td>$1,284,228</td>
<td>$1,579,830</td>
</tr>
<tr>
<td>Benefit Events Income (net)</td>
<td>3,545,596</td>
<td>3,417,301</td>
</tr>
<tr>
<td>Investment and Other Income</td>
<td>294,099</td>
<td>266,925</td>
</tr>
<tr>
<td><strong>TOTAL SUPPORT &amp; REVENUE</strong></td>
<td><strong>7,123,923</strong></td>
<td><strong>7,364,056</strong></td>
</tr>
<tr>
<td>Utilization</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Education</td>
<td>1,059,129</td>
<td>1,266,921</td>
</tr>
<tr>
<td>Livelihood</td>
<td>1,420,003</td>
<td>2,011,131</td>
</tr>
<tr>
<td>Public Health</td>
<td>352,376</td>
<td>564,529</td>
</tr>
<tr>
<td>Digital Equalizer</td>
<td>1,681,830</td>
<td>1,632,588</td>
</tr>
<tr>
<td>Clinton Fellowship</td>
<td>241,544</td>
<td>313,431</td>
</tr>
<tr>
<td>Education, Awareness &amp; Engagement</td>
<td>639,875</td>
<td>190,876</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>7,176,917</strong></td>
<td><strong>7,140,853</strong></td>
</tr>
<tr>
<td>Increase (Decrease) in Net Assets</td>
<td>$(52,994)</td>
<td>$223,203</td>
</tr>
</tbody>
</table>

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**Financial Year Income Utilization**

<table>
<thead>
<tr>
<th></th>
<th></th>
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<tr>
<td>Income</td>
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<td>$4,906,374</td>
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<td>$5,627,337</td>
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<td>10,029,646</td>
<td>$9,351,371</td>
<td>$9,084,062</td>
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<td>$7,164,095</td>
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<td>Utilization</td>
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<td>$3,413,441</td>
<td>$5,422,258</td>
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<td>$6,534,405</td>
<td>$7,140,853</td>
<td>$7,176,917</td>
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AF also thanks all of our donors who have contributed amounts up to $500. Their contributions are greatly appreciated. A lack of space prevents us from acknowledging their gifts individually.

AFI sincerely apologizes for any inadvertent omissions or errors in this listing of donors.
COVER PHOTO: Students participate in a Learning Enrichment Class implemented by Vikas Sahyog Pratishthan, a LAMP partner in Pardi Village, Maharashtra.

INSIDE COVER: Nargish Parvin, an alumnus of the MAST center in Bhangar run with NGO Anudip Foundation, with her mother and grandfather at their home in West Bengal.

TABLE OF CONTENTS: Rickshaw drivers with their new vehicles, obtained through AIF and partner CREATE, in Firozabad, Uttar Pradesh (© Anishka Varma)

PAGE 2: Mukhi Soren holds her newborn child in Poradih, a village in Jharkhand where MANSI operates.

PAGE 5: Banwari Lal, beneficiary of Rickshaw Sangh, driving his rickshaw in Agra (© Anishka Varma).

PAGE 7: MAST students at partner Anudip Foundation’s training site in West Bengal.

PAGES 8-9: Margy Elliot, an AIF Clinton Fellow working at NGO Calcutta Kids, at a home visit with a colleague to check on Ajay, a child recovering from malnutrition in Fakirbagam, Sakia, West Bengal.

PAGE 22: Hirabai pours collected milk to transport to her home, which serves as the Dairy Service Center in Kanarkuja, a village in Madhya Pradesh where Maitree Dairy supports a women-run dairy collective through partner NGO Srijan.

PAGE 23: Students at a public school work together on a digital storytelling project.

PAGE 24: BOTTOM- (L to R) AIF Chair Lata Krishnan; Journalist Rajni Bakshi; Panelists Rohini Nilekani, Anurag Behar, Harish Hande, and Madhukirishwar; AIF Vice-Chair Pradeep Kashyap; and AIF Director Sridar Iyengar at AIF’s Knowledge Seminar on ethical leadership in development, held in Bangalore.

PAGE 27: Students at a government school in Old Malakpet, Andhra Pradesh use the Digital Equalizer computer lab.

PAGE 28: Students receive technical training at the MAST i-Lead Jamshedpur ‘B’ training center in Jharkhand.

PAGE 31: Students in a LAMP Learning Enrichment Program in the Parkhed Zilla Parishad school, run with partner NGO Vikas Sahyog Pratishthan in Buldhana District, Maharashtra.

PAGE 35: TOP - AIF Director Victor Menezes presents Dr. Gururaj “Desh” Deshpande with the AIF ‘Leadership in Philanthropy’ Award at the 2011 Bay Area Gala in San Francisco.

PAGE 35: BOTTOM - AIF Board Chair Lata Krishnan and AIF Director Ravi Reddy present Dr. Suri Sehgal with the AIF ‘Leadership in Philanthropy’ Award at the 2011 New York Gala in New York City.

PAGE 49: Nirmala helps her son Sourav with work for LAMP’s Learning Enrichment Classes, run with partner NGO Vikas Sahyog Pratishthan in Buldhana District, Maharashtra.

BACK COVER: MANSI community health worker (Sahiya) Manju Kewat with Purabi Mandal and her 9-day old newborn during a home visit in Sidma village, Jharkhand.

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For the generous support provided to the causes of AIF, we thank

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