Dear Friends,

Imagine: A Haiti where all Haitians are empowered to create self-sufficient, healthy communities. A Haiti where everyone has ready access to safe, sustainable, community-managed water and sanitation facilities.

This is the Haiti that Haiti Outreach envisions. This is the Haiti we worked every day to build through our community development and community-managed water, sanitation and hygiene (WASH) programs – program areas where Haiti Outreach can have the most meaningful, lasting, and true impact on Haiti’s development.

2012 was a very successful year for Haiti Outreach’s programs. Forty-nine communities went through our community development, or “animation” process. We drilled or rehabilitated wells for each of them. Across these forty-nine communities, 17,987 people are now realizing the benefit of our training and have safe, sustainable water right in their neighborhood. In terms of people served, this is a 20% increase over 2011 when we animated 44 communities, bringing empowerment and sustainable WASH benefits to over 14,900 Haitians.

Thank you for making these last two years the most successful in our history of bringing community development and community-managed water and sanitation to rural Haitians.

Later in this report, you’ll also see that our partnership with Rotary remained strong in 2012 as we worked together to make a public secondary school in Rankit a reality. Through Rotary’s generous funding, hundreds of children in Rankit now have access to affordable education right in their own town.

We continued to use the funds entrusted to us efficiently. In 2012, 87% of our spending was on our program work. Just 13% was spent on administration and fundraising.

Haiti Outreach continues to face challenges – some typical of any organization, some unique to working in Haiti. But Haiti Outreach also faces great opportunities and possibilities, and looks forward to your continued support as it strives to bring sustainable, life-changing improvements to the millions of Haitians who can benefit from our work.

Thank you for the generous support you’ve given to Haiti, through Haiti Outreach, in 2012.

Sincerely,

Jeffrey Brown
President, 2011-2013

Peg Keenan
2012 Board Chair

HAITI OUTREACH

Haiti Outreach, Inc. is a 501(c)3 non-profit, non-governmental organization (NGO) based in Minnesota, U.S.A. and Pignon, Haiti.

Over 15 years, Haiti Outreach has developed strong knowledge and capabilities in community-managed WASH (water, sanitation, hygiene) programs. Because of our philosophies and approach, our commitment to having a sustained presence, and a record of achieving sustainable results, we have established credibility in this arena with governmental and non-governmental organizations.

We envision a Haiti where collaborative community management becomes the norm rather than the exception. Our vision of success includes a world where all Haitians have ready access to sustainable, community-managed water and sanitation.

“Imagine if we had a cure for AIDS and millions of people were still dying from it. Just think about that. That’s the situation with the water and sanitation crisis. And it doesn’t have to be.”

—Matt Damon, water.org co-founder

A student group from Utah Valley University visited Haiti recently and saw first-hand the work of Haiti Outreach. They had a valuable experience, saw the complexity of trying to do the right thing, and learned about our community development model.

“Initially, the request for assistance comes from the people, but it all goes back to who will be held accountable for it’s maintenance – the Haitian community. The organization is about community participation and engagement, not about giving things away, which is the all-too-often held belief of many nongovernmental and nonprofit agencies, both by the agencies themselves and the people who donate to them.”

—Mallory Black, UVU REVIEW

Imagine if we had a cure for AIDS and millions of people were still dying from it. Just think about that. That’s the situation with the water and sanitation crisis. And it doesn’t have to be.”

—Matt Damon, water.org co-founder
Haiti is a small nation located in the Caribbean Sea on the western third of the island of Hispaniola just 600 miles off the coast of Florida. This tiny nation was once known for its lush, natural beauty, but today is one of the poorest countries in the world. Each day the people face the crippling effects of poverty, undrinkable water, high infant mortality, poor medical care, illiteracy and high unemployment. However, given the opportunity, the Haitian people will help themselves. Haiti Outreach is committed to providing that opportunity.
THE WORLD HEALTH ORGANIZATION estimates returns of $3 - $34* for each $1 invested in safe drinking water and sanitation.

Half of Haitians lack sanitation facilities.

Haitian children regularly walk 3 miles to fill a five-gallon bucket of water for their family.

66% of Haitians who lack safe drinking water live on less than $2 a day.

WHO estimates returns of $3 - $34* depending on the region and technology.

Nearly 90% of Haitians lack safe drinking water.

5 million Haitians do not have fresh water to drink.
LACK OF COMMUNITY INVOLVEMENT CAUSES 50% OF PROJECTS TO FAIL

A statistic corroborated by water.org, studies at Harvard, and management teams across the world agree. Projects of any type that are designed without the support of the users, often fail. If a lovely, state-of-the-art well is installed, but the community is not involved in its management, when it breaks down—as all things do—no one will be able to fix it. It will exist broken and unused.

“One of my favorite things to do was attend Well Committee Meetings. I learned that each community that wants to have a Haiti Outreach well built must request one and create a Well Committee. When they do, a Haiti Outreach employee will meet with the committee to begin the process. We would leave the Haiti Outreach offices right after breakfast and sit in on a couple of Well Committee Meetings. Observing the dynamics at Well Committee meetings was really interesting to me. A Haiti Outreach employee, whose job title is “Animator,” would help coach a village committee through decisions and provide feedback that enabled the committee to come to a consensus; over the course of the week, I went to close to ten Well Committee meetings and each one was different.

While some committees had trouble deciding which rules to enact, others were adamant. The committees made decisions about rules such as: Do we want to pay a guard to watch the well? How much will we charge community members to use the well? Who will manage the banking? Throughout the interactions, I watched as the Haiti Outreach Animators moderated and carefully coached the committee to think about the potential problems and solutions that they may face. The Animators had the ability to empower the committee to establish a plan and strategy to approach impending issues. I was pleasantly surprised to observe that the Animators never forced the committee to choose a specific rule; instead the Animators facilitated the development of new thinking and skill building, which enabled the committee members to make the best decision for their community.”

Zanna Hittner, a graduate student at UW-Madison, traveled to Haiti to learn about the work we’re doing. Her time spent in Haiti was so inspirational that she has decided to create a thesis project that supports the work Haiti Outreach does. This is Zanna’s story about her experience in Haiti.

Project meeting in community church
NEW SCHOOL IN RANKIT INAUGURATED

As part of our community-development mission, Haiti Outreach engaged the community of Rankit in 2011 and 2012 to build a beautiful new school in this isolated town. During those two years, we worked with the mayor, school officials, and parents, together making most of the decisions about the school. These included the location (the land was donated), providing jobs with local masons, carpenters and painters building and decorating the school, and building the student benches. Also of great significance was creating an on-going community committee to oversee the maintenance and repair of the school so that it is kept in good condition for many years. This has worked out as a great model that we can use for future sustainable public school building projects.

In a touching ceremony on January 18, 2013, it was inaugurated as the first public secondary school building (lycee) ever built in Rankit, a town of about 20,000 people. As a public school, it makes education affordable to all the people in the community.

Funding for the school was provided through the Rotary Partnership for Haiti, a group consisting of many Rotary Clubs. The Partnership worked for nearly two years to raise the funds for the school, engaging Rotary clubs from the U.S., Canada, Germany and Haiti, and Rotary International.

“I can’t express my joy about this school being built. My daughter, Carmel, will be in the seventh grade. Her class will be the first to attend all seven years of secondary education at the new public school right here in Rankit. To think of their graduation is like a dream. As a professional, I know the value of education. I have dreamed about a real school where my children can learn in a comfortable environment. We have had to borrow classrooms from the elementary school for our high school students and the children’s future was so uncertain. We worried that we might have to send them away for schooling. Haiti is last in the world for education, but it does not have to be that way. Education should be a priority and not be such a struggle. Parents here are working with Haiti Outreach to make a future for ourselves. My son Ofny is in the 6th grade now. He has a bright future here in Rankit because of the school.”

Professional mason, Obani St. Fleur, was interviewed around the time of the inauguration. He lives with his wife, son Mikenson (also a professional mason), son Ofny, and daughter Carmel, in Rankit.

PARTNERSHIPS AND COLLABORATIONS

Haiti Outreach first and foremost collaborates with the people of Haiti. We work with the local and national governments, civic organizations and community groups, as well as individual citizens, and bring these groups together on projects that benefit the whole community. This is key to our work, because our long-term goal is that they will be enabled and empowered to work collaboratively to benefit their communities without any further assistance from us.

Within the government, we work closely with DINEPA, the Haitian government department responsible for potable water and sanitation. They have embraced Haiti Outreach, referring to us as “The Haitian NGO who can help solve Haiti’s water and sanitation problems”.

Our relationship with Water.org has enabled us expand our work in Haiti. We are grateful for their support. Water.org’s co-founders, Matt Damon and Gary White, joined us in January of 2012 as we helped the Haitian community of Ravin Joube celebrate the inauguration of their new well.

In addition, we partner with many other organizations in Haiti, the U.S., and internationally – Rotary Clubs, Rotary International, Fonkoze, foundations, church groups, and other nonprofits. By collaborating with other organizations, we leverage our donated dollars to accomplish more with greater efficiency.

THANKS

Haiti Outreach sincerely thanks our donors and volunteers who have so generously given their time and talent to our work. Because of you, we are able to make this amazing progress in Haiti.

Do you belong to a church, civic group, or work for a corporation who might consider supporting and partnering with Haiti Outreach? There are numerous ways to work with us to help create a better future for Haiti. Join us to make a lasting difference in the lives of thousands of people!

Please call 612-929-1122 to learn more or check out our website for volunteer opportunities.

http://www.haitioutreach.org/support2/volunteer-opportunities/

(Right): Water management committee meeting on their community well project.
## Financials

### Statement of Financial Position Data (U.S.A)

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
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</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
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<td></td>
</tr>
<tr>
<td>Cash</td>
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<tr>
<td>Pledges Receivable</td>
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<td>Other Receivable</td>
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<td>Net Property and Equipment</td>
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<td>Total Assets</td>
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<tr>
<td><strong>Liabilities</strong></td>
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<tr>
<td>Current Liabilities</td>
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<td>Deferred Revenue</td>
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<td>Total Assets</td>
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<tr>
<td><strong>Net Assets</strong></td>
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<td>Unrestricted</td>
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<td>Temporarily Restricted</td>
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<tr>
<td>Total Net Assets</td>
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<td>339,855</td>
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<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>341,338</td>
<td>360,098</td>
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### Statement of Activity Data (U.S.A)

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<tr>
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<th>2011</th>
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</thead>
<tbody>
<tr>
<td><strong>Support and Revenues</strong></td>
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<tr>
<td>Donations</td>
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<td>Other</td>
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<tr>
<td>Total Support and Revenues</td>
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<td>1,606,363</td>
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<tr>
<td><strong>Expenditures</strong></td>
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<tr>
<td>Program Operating Expenses</td>
<td>1,785,555</td>
<td>1,219,861</td>
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<td>General and Administrative Expenses</td>
<td>153,814</td>
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<td>Fundraising Expenses</td>
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<td>Total Expenditures</td>
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<td>1,470,783</td>
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<td><strong>Change in Unrestricted Net Assets</strong></td>
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<td><strong>Temporary Restricted Net Assets</strong></td>
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<td>Contributions</td>
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<td>Total Increase in Temporarily Restricted Net Assets</td>
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<tr>
<td><strong>Change in Net Assets</strong></td>
<td>(130,419)</td>
<td>135,580</td>
</tr>
</tbody>
</table>

### Combined USA and Haiti

#### 2012 Expenses by Category

- **Fundraising**: 5%
- **Administration**: 8%
- **Programs in Haiti**: 87%

### Haiti Outreach - in Haiti

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>221,634</td>
<td>484,129</td>
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<tr>
<td>Expenses</td>
<td>230,111</td>
<td>553,592</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>(8,477)</td>
<td>(69,463)</td>
</tr>
</tbody>
</table>

*See above note.*
(Top): Pumping clean water from the community managed Haiti Outreach well in La Fontan.

(Bottom): Buckets and people are lined up to get the evenings supply of clean water at this Haiti Outreach community well.
OPERATIONS

We maintain our headquarters in Pignon, Haiti where we employ 53 staff members – nearly all of whom are Haitian. Our U.S. office is located in Minnetonka, Minnesota, a suburb of Minneapolis where we have a staff of 5 people.

PARTICIPATE

DONATE
Thank you for all of the generous donations of individuals, foundations and groups. Please consider continuing to fund our important work.

SHARE
Haiti Outreach makes many multimedia presentations explaining our work and showing the conditions of Haiti. Let us inform your group.

TRAVEL
We take groups of 7 to 15 people to Haiti throughout the year. Whether educational or work-related, these trips are often transformational.

VOLUNTEER
Haiti Outreach can use your talents and skills to help further our work.

PARTY
Use your event planning expertise and unique network of friends to host a benefit night for Haiti Outreach. Make it an annual event.

CONNECT
Stay up-to-date about Haiti Outreach’s activities and events. Sign up to receive our newsletter, fundraising invitations, trip information, etc. Follow us on Facebook and Twitter.

2012 HAITI OUTREACH BOARD

Lin Branson
Brenda Beniek Fagley
Wally Faster
Jim Gresham
Kevin Keenan
Peg Keenan
Jim Kirzeder
Lyle Meyer
Pam Prosser
Rachel Thibault

2012 U.S. STAFF

Jeffrey D. Brown, President
Debra Haessly, Project Assistant
Mark Hoiseth, Director of Projects and Contract Management
Dale Snyder, Director of Finance and Administration
Shelley Wessel, Project Assistant

2012 HAITI STAFF

Kirinus Accilien, Sanitation Agent
Arronce Amizar, Well Technician
Luc Moise Beaucicot, Animator Supervisor
Enel Beliazard, Well Driller
Raynold Bernard, Project Foreman
Nadege Bernard, Secretary-Community Development
Dunoit Bien-Aime, Apprentice Animator
Fredeline Calixte, Secretary-Pignon Office
Lesly Charles, Purchasing and Inventory Manager
Dalencier Dalegrand, Administrative Manager
Caudener Danil, Assistant Well Driller
Guillemers Dessalines, Project Foreman
Johny Dorcinvil, Assistant Well Driller
Wilkins Felix, Animator
Maxi Fenelus, Well Driller
Anoux Faveus, Operations Supervisor
Eldras Francois, Well Driller
Sylviane Francois, Guest House Housekeeper
Carel Gerbier, Animator
Watson Hilaire, Animator
Anne-Marie Hyppolite, Guest House Head Cook
Charlie Jean-Baptiste, Guard
Nadya Joseph, Animator
Modelin Joseph, Animator
Wilguerre Joseph, Guard
Roudy Lapointe, Information Technologist
Jean Denis Lubin, Inspector
Ones Mannuel, Assistant Well Driller
Rubin Marius, Well Technician
Samuel Mercier, Accountant
Roge Michel, Director of Community Development
Jacques Milor, Inspector
Jonise Muscadin, Guest House Manager
Kinson Normil, Animator
Aderbal Norvil, Mechanic Manager
Paul Daril Olibris, Guard
Jocelyn Peterson Nereus, Animator
Rene Philisma, Assistant Well Driller
Jambe Pierre, Animator Supervisor
Jean-Raymond Pierre, Animator
Rose Carmelle Pierre, Animator
Gener Pierre, Inspector
Elilces Saint Louis, Project Supervisor-La Gonave
Ludener Saint-Fleur, Assistant Well Driller
Jim Scheller, Director of Operations
David Simpreux, Animator
Seide Solon, Assistant Well Driller
Jean-Rodler Sterling, Messenger
Schmide Thimo, Secretary-La Gonave Office
Magloire Toussaint, Assistant Mechanic
Edoyen Vall, Driver
K. Neil Van Dine, Director of New Program Development
Onel Vivil, Animator

Haiti Outreach is a non-profit, voluntary organization exempt from income tax under section 501 (c) (3) of the United States Internal Revenue Code.

We want to thank Lecy Designs for donating time, creative energies, and resources in the production of this annual report.