




**TOGETHER**

WE MAKE HEALTH WORKERS COUNT  
ANNUAL REPORT 2014



**"The best medicine  
for a person is  
another person."**

—Wolof proverb

When we are sick, when our families need care, when we need answers to frightening questions, there is no substitute for the comfort and care another human being can provide—especially when that human being is a skilled health worker.

This year, *TIME* magazine named health workers—specifically Ebola fighters—person of the year. They could not have made a better choice. As I said when testifying to Congress about the US's role in the Ebola response, this tragic epidemic has shown us what happens when health systems fail, and when the health workers at the center of those systems are too few, insufficiently trained, and working with inadequate support.

We know now more than ever that we must invest in strengthening our global health systems if we are to protect ourselves and the generations that come after us. And that means investing in and protecting the people who power those health systems. IntraHealth is doing just that.

“This year we reached  
**50% more health workers**  
than the year before. This  
makes us very proud, and  
very determined to do more.”

This year we partnered with the government of Liberia to institute mHero, a free mobile phone-based system that connects health workers to health officials, to each other, and to critical information that can save lives—including their own. This connectivity will be crucial as the country recovers from the Ebola epidemic. But mHero is more than a bandage—it's a low-cost, long-term solution that combines existing technologies and brings together the right people in real time to address all kinds of health challenges.

We're having similar success in India, where our mSakhi mobile app is a game-changer for maternal and newborn care. The app not only connects health workers, it improves community health services through its unique multimedia guides and step-by-step reminders.

In Senegal, we're proud to contribute to the country's rapid progress in bringing more women than ever access to the family planning methods they want. Together, we're improving the quality of health services, reducing contraceptive stockouts, and bolstering the health workforce countrywide.

Across Central America, the quality of health care is improving, especially for people living with HIV, thanks to our work with partners in the region. Our approaches are helping health workers perform better on the job, and it shows in the services they provide.

And in Mali, we're training health workers to provide holistic care for obstetric fistula, a devastating childbirth injury that debilitates up to 2,400 Malian women every year.

Health workers are the very heart of our health systems. They make health care happen. And while technology and tools can help them along the way, nothing can take their place. That's why we work every day at IntraHealth to make sure health workers count.



**Pape A. Gaye, President and CEO**

A handwritten signature in black ink that reads "Pape". The signature is stylized and cursive.

1.2 billion people  
**live in poverty**

627,000  
**malaria deaths**  
annually

80% of  
**chronic disease deaths**  
occur in low- and middle-  
income countries

There is a global  
shortage of  
**7.2 MILLION**  
doctors, nurses, and  
midwives.

The world needs more health workers and  
more effective services on the front lines of care  
if we're going to meet today's  
health challenges head on.

20,206  
**cases of Ebola**  
in 2014

382  
**health worker**  
**deaths from Ebola**  
in 2014

935,000  
**child deaths**  
**from pneumonia**  
annually

2.8 million  
**newborn deaths**  
per year

1.5 million  
child deaths  
per year from  
**vaccine-preventable**  
**diseases**

6.3 million  
**child deaths**  
every year

289,000  
**maternal deaths**  
annually

85 million  
**unintended**  
**pregnancies**  
per year

222 million women  
in low- and middle-  
income countries have  
**unmet need for modern**  
**family planning**

**AIDS** is the leading  
cause of **death for**  
**adolescents in Africa**

35 million people  
**live with HIV**

2.1 million  
**new HIV infections**  
in 2013

21.6 million  
**unsafe**  
**abortions**  
annually



In 2014, we reached  
**260,280 health workers.**

A group of six children are smiling and posing for a photo in a village setting. In the center, a girl in a green vest and pink pants holds a baby. To her right, a girl in a green dress is also smiling. Behind them, a boy in a white soccer jersey and a girl in a pink shirt are visible. The background shows simple buildings with blue and white walls. The entire image is framed by a large, white, circular graphic element.

And in turn, those health workers  
provided health care to  
**520 million people**  
around the world.

# Where We Work

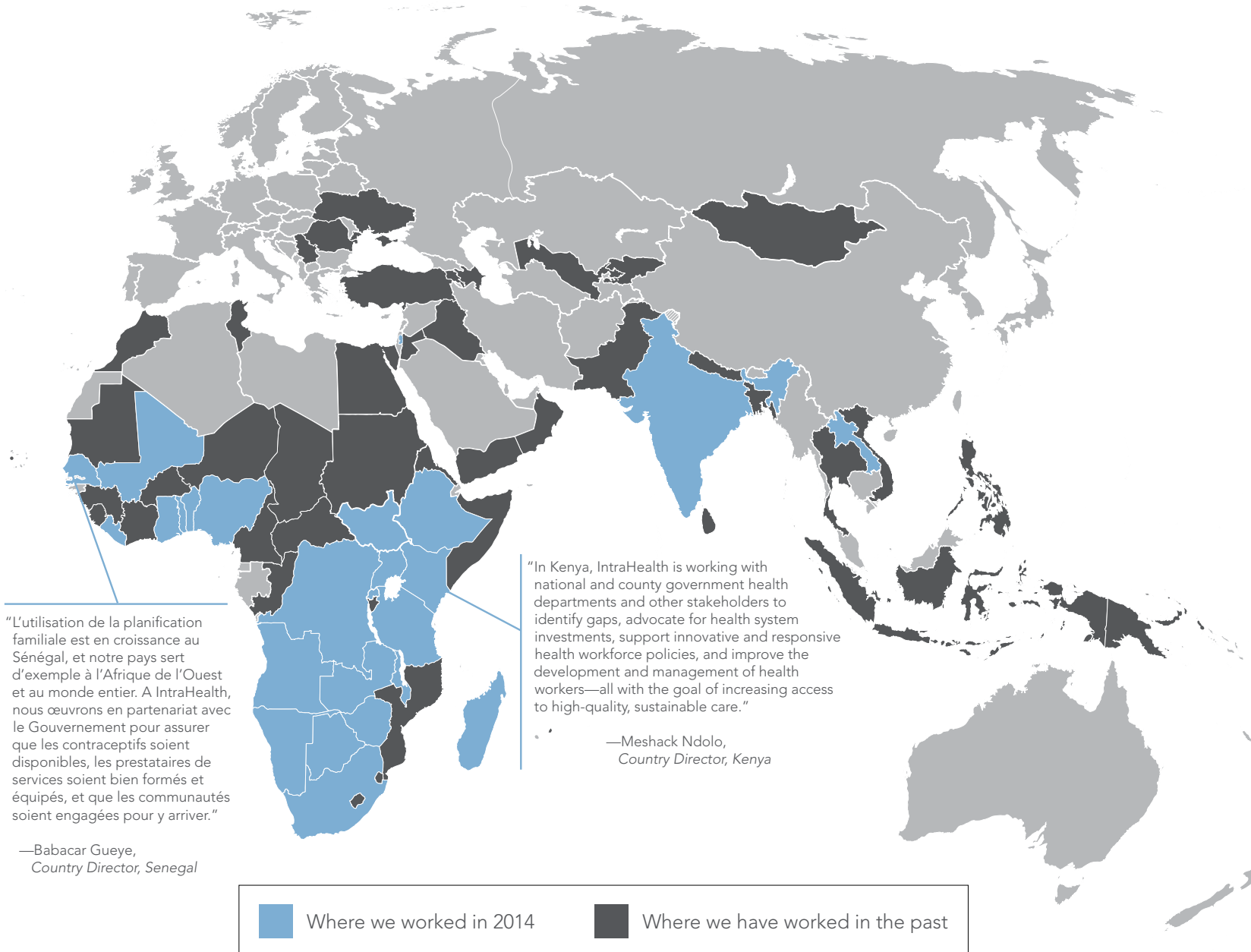


“El fortalecimiento de los sistemas de gestión de recursos humanos ayuda al gobierno a ahorrar dinero cada año, y el Ministerio de Salud ha utilizado los recursos ahorrados por eliminar a ‘trabajadores fantasma’ de la nómina para contratar a 2,511 trabajadores de salud nuevos. Como resultado de esto, ya ha mejorado el acceso a servicios de VIH, planificación familiar, y otros servicios de salud.”

— Sonia Brito-Anderson,  
*Country Director, Dominican Republic*

**98%**  
of IntraHealth’s  
non-US staff members  
**are local to the countries**  
in which they work.





“L'utilisation de la planification familiale est en croissance au Sénégal, et notre pays sert d'exemple à l'Afrique de l'Ouest et au monde entier. A IntraHealth, nous œuvrons en partenariat avec le Gouvernement pour assurer que les contraceptifs soient disponibles, les prestataires de services soient bien formés et équipés, et que les communautés soient engagées pour y arriver.”

—Babacar Gueye,  
Country Director, Senegal

“In Kenya, IntraHealth is working with national and county government health departments and other stakeholders to identify gaps, advocate for health system investments, support innovative and responsive health workforce policies, and improve the development and management of health workers—all with the goal of increasing access to high-quality, sustainable care.”

—Meshack Ndolo,  
Country Director, Kenya



**TOGETHER**



# We made this happen in 2014:



**19,140**  
health workers  
trained



**176**  
organizations focusing on  
gender equality



**233,605**  
deliveries attended by skilled  
health workers



**41,018**  
new users of modern  
contraceptives



**1,095,217**  
people tested  
for HIV



**5,000**  
aspiring health workers  
granted affordable education  
loans in Kenya



**154,104**  
men and boys voluntarily  
circumcised in Tanzania to  
reduce their HIV risk



**900,000**  
people in Jharkhand, India,  
gained expanded access to  
high-quality health services



**\$205 million**  
in licensing and support costs  
saved by the 19 countries  
that use IntraHealth's free iHRIS  
health workforce information  
system software



**30**  
sub-Saharan African training  
institutions applying innovative  
approaches to help more future  
health workers graduate



**967**  
nurses, midwives, and community  
health workers supported with  
financial aid to graduate from  
professional schools and enter  
Nigeria's workforce



**\$9.1 million**  
reallocated to health services  
thanks to ghost workers  
eliminated in the  
Dominican Republic

# IntraHealth at a Glance

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IntraHealth International empowers health workers to better serve communities in need around the world. We foster local solutions to health care challenges by improving health worker performance, strengthening health systems, harnessing technology, and leveraging partnerships.

For over 35 years in 100 countries, we've partnered with local communities to make sure health workers are present where they're needed most, ready to do their jobs, connected to the technology they need, and safe to do their very best work.

IntraHealth leads projects around the world, including *CapacityPlus*, the United States Agency for International Development's flagship global project focused on the health workforce.



Total employees:

**616**

Countries in 2014:

**32**

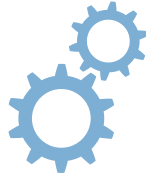
Total revenue:

**\$102,467,320**

## AREAS OF EXPERTISE



health workforce



health systems



community health



gender equality



youth



health worker training  
& performance



health informatics  
& mHealth



integration of  
services



quality  
improvement



advocacy  
& policy

## PRIORITY GLOBAL HEALTH CONCERNS



family planning



maternal, newborn,  
& child health



HIV & AIDS



malaria

TB

tuberculosis



emerging health  
threats



chronic &  
noncommunicable  
diseases

# Let's work together.

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IntraHealth is a good partner and a strong advocate.

We work with governments, corporations, local and international organizations, and more to create sustainable change and improve health around the world.

We think health workers count. Do you? Join the conversation.  
#HealthWorkersCount

We partner with coalitions and initiatives across sectors to effect the greatest change possible. IntraHealth serves as the secretariat for the Frontline Health Workers Coalition, Safeguarding Health in Conflict, and the Health Workforce Advocacy Initiative, and as the host for the Global Social Service Workforce Alliance.





# SWITCHPOINT

An Intrahealth Production

Looking for unusual,  
cross-sectoral partnerships?  
**So are we.**

That's why we host the SwitchPoint conference every year in Saxapahaw, North Carolina.

Join us and make your partnerships count. Together, our ideas can make a difference.

**Register at [switchpointideas.com](http://switchpointideas.com)**



# Give the gift of health care.

When you invest in IntraHealth, you invest in long-term solutions. Because we do more than respond to emergencies and diseases: we build capacity within countries, forge lasting partnerships, and connect health sectors to technologies and solutions that will improve health and well-being for the long haul.

**And together, we can do even more.**

Donate to IntraHealth today and give the gift of health and prosperity for generations to come.

**[www.intrahealth.org/donate](http://www.intrahealth.org/donate)**

*IntraHealth participates in both the state and federal combined campaigns. You can find us with the following codes: North Carolina State Employees Combined Campaign #3722 and Combined Federal Campaign #12285.*





Health workers are with us during some of the most poignant moments of our lives—childbirth, grave illnesses, end of life, and more.

But they do so much more than most of us ever see. They care for victims of violence and connect them to ongoing support. They counsel HIV-positive pregnant women on how to stay healthy and help mothers deliver infants free of the virus. They even perform curative surgeries on women suffering from obstetric fistula—a devastating childbirth injury—and help restore their dignity.

A health worker can be the lifeline that pulls us away from hopelessness and toward a healthy, productive future.

That's why I'm committed to investing in them. Please join me. Together we'll make sure more women, men, and children around the globe have access to skilled and competent health workers during the moments—big and small—when they need care the most.



**Louise Winstanly**  
Chair of the Board of Directors

# Donors & Funders

US Agency for International Development

US Centers for Disease Control and Prevention

US Department of Defense

Bill & Melinda Gates Foundation

Global Fund to Fight AIDS, Tuberculosis and Malaria

Asian Development Bank

Capital for Good for the Global Health Advocacy Fund

William and Flora Hewlett Foundation

Johnson & Johnson

John D. and Catherine T. MacArthur Foundation

Merck

National Association of Deans and Directors of Schools of Social Work

National Institutes of Health

Oak Foundation

Pfizer, Inc.

Population Action International

Qualcomm, Inc.

UK Department for International Development

UNAIDS

UNICEF

World Health Organization

Individual contributors

# Financial Report

Statement of activities and changes in net assets for the year ended June 30, 2014

|   | 2014                |                        | 2013                 |                      |
|---|---------------------|------------------------|----------------------|----------------------|
|   | Unrestricted        | Temporarily restricted | Total                | Total                |
| <b>Revenue</b>                              |                     |                        |                      |                      |
| US government-funded programs               | \$79,318,084        | \$ -                   | \$79,318,084         | \$77,184,984         |
| Non-US government-funded programs           | 178,955             | 14,807,042             | 14,985,997           | 13,038,260           |
| Contributions                               | 173,085             | -                      | 173,085              | 204,015              |
| Contributed services and materials          | 7,990,154           | -                      | 7,990,154            | 3,588,178            |
| Net assets released from donor restrictions | <u>12,086,088</u>   | <u>(12,086,088)</u>    | <u>-</u>             | <u>-</u>             |
| Total revenue                               | <u>99,746,366</u>   | <u>2,720,954</u>       | <u>102,467,320</u>   | <u>94,015,437</u>    |
| <b>Expenses</b>                             |                     |                        |                      |                      |
| Program services                            | <u>83,838,929</u>   | <u>-</u>               | <u>83,838,929</u>    | <u>74,382,481</u>    |
| Supporting services                         |                     |                        |                      |                      |
| General and administrative                  | 13,855,531          | -                      | 13,855,531           | 12,843,198           |
| Fundraising                                 | 65,646              | -                      | 65,646               | 165,596              |
| Bid and proposal                            | <u>1,785,542</u>    | <u>-</u>               | <u>1,785,542</u>     | <u>1,459,256</u>     |
| Total supporting services                   | <u>15,706,719</u>   | <u>-</u>               | <u>15,706,719</u>    | <u>14,468,050</u>    |
| Total expenses                              | <u>99,545,648</u>   | <u>-</u>               | <u>99,545,648</u>    | <u>88,850,531</u>    |
| Change in net assets                        | 200,718             | 2,720,954              | 2,921,672            | 5,164,906            |
| Net assets at beginning of year             | <u>1,292,224</u>    | <u>9,515,396</u>       | <u>10,807,620</u>    | <u>5,642,714</u>     |
| <b>Net assets at end of year</b>            | <b>\$ 1,492,942</b> | <b>\$ 12,236,350</b>   | <b>\$ 13,729,292</b> | <b>\$ 10,807,620</b> |

The financial records of IntraHealth International, Inc. for the years ended June 30, 2013, and June 30, 2014, were audited by Gelman, Rosenberg & Freedman, Certified Public Accountants.

## Board of Directors

### **Louise Winstanly, LLB, MS (chair)**

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Cherry, Bekaert & Holland, retired

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Vice President of Human Resources

### **Kate Tulenko, MD, MPH, MPhil**

Vice President of Health Systems Innovation and Director of CapacityPlus

### **Estimate Notes, Data Sources, & Acknowledgements**

*Calculations of the number of people health workers serve are based on the conservative estimate that each health worker has at least 2,000 contacts with clients per year. The actual number of clients served per health worker varies widely depending on many factors, including population size in the health worker's catchment area and types of services provided. Clients may also see a health worker multiple times per year or see multiple health workers in one year.*

*All photos represent IntraHealth's work and were taken within the last three years with permission by Girdhari Bora, Ted Richardson, Trevor Snapp, Wendy Tactuk, Clément Tardif, and Jonathan Torgovnik/Reportage by Getty Images. Data sources include IntraHealth's integrated results reporting system, Guttmacher Institute, UNICEF, United Nations Population Division, UN Inter-agency Group for Child Mortality Estimation, UNFPA, the World Bank, and the World Health Organization.*



**IntraHealth**  
INTERNATIONAL  
Because Health Workers Save Lives.



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