

# Annual Report 2018



People for development





South Sudan Photos by Alessandro Penso



## FOR THE PERSON AND THEIR COMMUNITY

The **special relationship between the person and their community**: this is **what we chose to revisit in our work in 2018**, which is again characterized by a growth in numbers, in projects won, in budget and, especially, in beneficiaries reached.

**The cornerstone of AVSI's development work is unquestionably the person**, who is supported to become the protagonist in their own life, but always with respect for and valuing their relationship with their community, their identity and belonging. Only by doing this can we achieve real, long-lasting development.

The photos that you see on the pages of this Annual Report give a human face to our mission and vision. Together with detailed data, they confirm that **"People for development"**, our slogan, places emphasis on the individual at the heart of the activity and the purpose that is important to us. It **expresses the essence of who we are and where we are going**.

**Patrizia Savi**  
President

**Giampaolo Silvestri**  
Secretary General

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## WHY THESE PHOTOS?

A photograph is a summary of reality due to how it is framed. And this is what makes a photograph: deciding what to include in the frame and what to leave out, determining the final message of the image. These choices, made by photographers throughout history, have revolutionized the course of the history of photography and at times, history itself.

**When I was asked to select images produced in various parts of the world showing different faces, I found myself in front of pictures that knowingly immortalized the continuous flow of life: from the faces of Venezuelan refugees in Brazil, to the people rebuilding Iraq and Syria, to the strength of the women in the Democratic Republic of the Congo, passing through the work and education in Burundi, Uganda, Lebanon, South Sudan and Kenya.**

These are snapshots of professionals, from different cultures and places. However, I was immediately struck by the sense of community, or better, of the person within their community, their joys and pain, their victories and redemption, their dreams and fears. The person was the connecting thread of this portfolio. This was the starting point of **a selection that tells a bigger and more personal story**. A story told through pairs of images and the contrast created between them. Because, in the end, a photograph can't offer answers, but it can provoke questions and invite the viewer to reflect.

**Alessandro Grassani**

**Alessandro Grassani** is a professional documentary photographer. His work has been published in international titles such as The New York Times, National Geographic and Vanity Fair. In 2019 he won the Sony World Photography Award for sport with a series of photos taken in the Democratic Republic of the Congo when working for AVSI.



**Brazil** Photos by Francesco Pistilli





# WHO WE ARE

Created in 1972, AVSI is a not-for-profit organization, which carries out development cooperation and humanitarian aid projects throughout the world.

## Vision

AVSI works for a world where the person, aware of his/her value and dignity, is the protagonist of his/her own integral development and that of his/her community, even in crisis and emergency contexts.

## Mission

AVSI implements cooperation projects in various sectors with a preferential focus on education, meaning that the person is accompanied towards self-discovery and recognition that the other person is a resource. Each project is conceived as an instrument to promote this awareness in everyone involved, has in itself a need for communicating and sharing, and creates an impact capable of generating a positive change.

## Method

In project implementation, AVSI uses the following approach:

- to start from the value of the person, who is never defined by the circumstances in which s/he lives
- to consider the person always in his/her family and community context
- to do with: accompany and let ourselves be accompanied, recognizing that we all share the same human experience
- to involve all stakeholders: encourage the participation of beneficiaries, providers, partners, donors, and the private sector
- to learn from experience and capitalize on the lessons learned.



Burundi Photos by Marco Palombi



**Projects**  
199



**Countries**  
32



**Staff**  
1,733  
59 people in Italy  
1,674 people abroad  
(including 1,546 local staff)



**Total budget**  
68,097,472  
26% from private funds  
74% from public funds



**Direct beneficiaries**  
3,690,244  
10,160,075 indirect beneficiaries



**Distance Support Program**  
23,731  
children around the world



**Private donors**  
21,218  
464 businesses  
20,314 individuals  
410 schools  
30 foundations



**Local partners**  
700  
Governmental, educational, and healthcare institutions, NGOs, religious organizations, local authorities



**AVSI Point**  
276  
support groups made up of over 3,000 volunteers in Italy who meet around 400,000 people in a year





# Governance and organizational structure

## MEETING OF FOUNDING MEMBERS

46 founding members:  
 • 34 organizations from 25 countries  
 • 12 individuals

## COMMITTEE OF PARTNERS

143 partners:  
 • 140 individuals  
 • 3 organizations

## BOARD OF DIRECTORS

President: Patrizia Savi  
 Vice-President: Alfredo Mantica  
 Members: Daniele Contini, Michele Faldi, Lorenzo Ornaghi, Giampaolo Silvestri, Alda Maria Vanoni

## PRESIDENT

Patrizia Savi

## VICE-PRESIDENT

Alfredo Mantica

## SECRETARY GENERAL

Giampaolo Silvestri

## BOARD OF AUDITORS

President: Michele Grampa  
 Members: Delia Gatti, Alfredo Tradati

## SUPERVISORY BOARD

Benedetta Colombo (President),  
 Giorgio Brandazza

### Institutional Partnership

Project Design & Distance Support Program  
 Focal Points:  
 • European Union  
 • Italian institutional donors  
 • USA institutional donors  
 • German cooperation  
 • Dutch cooperation  
 • UNICEF  
 • WFP  
 • AFDB

### Private Partnership

Strategic Philanthropy,  
 Corporate & Community Engagement

## BOARD OF DIRECTORS

## PRESIDENT

## SECRETARY GENERAL

- Communications
- Information & Communication Technology
- Human Resources
- Administration and Accounting
- Learning & Sharing

## PROGRAMS

Desk officer: manager based at AVSI headquarters  
 Regional manager: manager based in an implementing country

ITALY	DESK OFFICER	DESK OFFICER	DESK OFFICER	REGIONAL MANAGER EASTERN AFRICA	REGIONAL MANAGER WESTERN AND CENTRAL AFRICA	REGIONAL MANAGER	REGIONAL MANAGER MIDDLE EAST AND NORTHERN AFRICA	REGIONAL MANAGER CARIBBEAN	REGIONAL MANAGER LATIN AMERICA
International Adoptions	South Sudan	Palestine	Mozambique	Kenya	Ivory Coast	Uganda	Lebanon	Haiti	Mexico
Refugee Network	Democratic Republic of the Congo	Albania SHIS (founding member)	Nigeria The Seed (founding member)	Burundi	Sierra Leone		Jordan	Dominican Republic	Peru
	Myanmar			Rwanda	Republic of the Congo		Iraq		Ecuador
				Somalia			Syria		Brazil AVSI Brazil (founding member)
							Tunisia/Libya		

### Thematic Focal Points

- Education
- Education in emergency
- Child protection
- Human capital and job creation
- Graduation approach
- Sustainable cities
- Humanitarian aid
- Nutrition
- Relations with businesses
- Social entrepreneurship and innovative finance
- Access to energy
- Climate change
- Clean cooking
- Agriculture
- Migration and integration



# Network

AVSI Foundation operates worldwide through a network of 34 founding members and over 700 partners.

**34**  
founding  
members

**ACDI**  
www.acdi.org.ar  
Argentina

**AVAID - Association de Volontaires pour l'Aide au Développement**  
www.avaid.ch  
Switzerland

**AVSI Alto Adige**  
www.avsialtoadige.it  
Italy

**AVSI BRASIL**  
www.avsi-brasil.org.br  
Brazil

**AVSI Canada**  
www.avsi-canada.org  
Canada

**AVSI Polska - Organizacja Pożytku Publicznego**  
www.avsi-polska.org  
Poland

**AVSI San Marino**  
www.avsi-sanmarino.sm  
Republic of San Marino

**AVSI-USA**  
www.avsi-usa.org  
USA

**Cardinal Otunga Charitable Trust**  
Kenya

**CDM - Cooperação para o Desenvolvimento e Morada Humana**  
www.cdm.org.br  
Brazil

**CESAL**  
www.cesal.org  
Spain

**COWA - Companionship of Works Association**  
www.cowa-uganda.org  
Uganda

**COWA - Companionship of Works Association**  
Kenya

**Creemos DIJO A.C**  
www.creemos.org.mx  
Mexico

**CREN Centro de Recuperação e Educação Nutricional**  
www.cren.org.br  
Brazil

**EDUS Educazione e Svilupp**  
www.edus.it  
Italy

**Famiglie per l'accoglienza**  
www.famiglieperaccoglienza.it  
Italy

**FDP - Protagonisti in educație**  
www.fdp.ro  
Romania

**Fondazione del Sacro Cuore di Cesena**  
www.sacrocuorecesena.it  
Italy

**Fundación DOMUS**  
Chile

**Fundación Sembrar**  
www.fundacionsembrar.ec  
Ecuador

**Khandlelo Associação Para o Desenvolvimento Juvenil**  
Mozambique

**LA LIBANAISE**  
Lebanon

**LGIHE Luigi Giussani Institute of Higher Education**  
www.lgihe.org  
Uganda

**MAKSORA**  
www.maksora.com  
Russia

**MASP - The International Association for Social Projects**  
Kazakhstan

**Meeting Point International**  
www.meetingpoint-int.org  
Uganda

**Meeting Point Kitgum**  
Uganda

**SHIS - Shoqata Internacionale për Solidaritetin**  
www.shisalbania.org  
Albania

**SHPRESA E JETES Agency for Social-Educative Services NGO**  
Kosovo

**SOTAS**  
www.sotas.org  
Lithuania

**Support International E.V.**  
www.supportinternational.de  
Germany

**The Seed**  
Nigeria

**VIDA - Voluntariado Internacional para o Desenvolvimento Africano**  
www.vida.org.pt  
Portugal

**700**  
partners

The main ones:

**AGDI Dairy farm**  
Uganda

**Agro-Max Agribusiness (U) Ltd**  
www.agromaxug.com  
Uganda

**Avenir Positif**  
Republic of the Congo

**Actions et Interventions pour le Développement et l'Encadrement Social, AIDES**  
www.aidesong.org  
Democratic Republic of the Congo

**Armée du Salut**  
Democratic Republic of the Congo

**BASR - Bethlehem Arab Society for Rehabilitation**  
www.basr.org  
Palestine

**Biladi**  
www.biladi.org  
Lebanon

**CBAU - Comunità Biellese Aiuti Umanitari Onlus**  
www.cbau.net  
Italy

**Cdo Opere Educative-FOE**  
www.foe.it  
Italy

**CEDUC Virgílio Resi**  
www.cvr.org.br  
Brazil

**Centro de Investigación, Información y Apoyo a la Cultura A.C., Centro Lindavista**  
www.centrolindavista.org.mx  
Mexico

**Centro Edimar**  
Cameroon

**CIMLK Conseil Intercommunautaire Médiation du Lac Kossou**  
Ivory Coast

**CNMCI Chambre Nationale des Métiers de Côte d'Ivoire**  
www.commerce.gouv.ci  
Ivory Coast

**Commission Episcopale Nationale Justice et Paix**  
www.justicepaixhaiti.org.ht  
Haiti

**CSJ - Centro de Solidaridad Juvenil**  
Mexico

**CUET Cooperativa Universitaria Educación y Trabajo**  
Ecuador

**Custodia di Terra Santa**  
www.custodia.org  
Palestine

**Don Bosco Association**  
Kenya

**Effetà**  
Palestine

**Entreculturas**  
www.entreculturas.org  
Peru

**Escola Agrícola Rainha dos Apóstolos di Manaus**  
Brazil

**Fe Y Alegria**  
www.feyalegria.org.pe  
Peru

**FHM - Family Homes Movement**  
www.fhmberton.org  
Sierra Leone

**Fondazione Umano Progresso**  
www.fondazioneumano.progesso.it  
Italy

**Fundación San Antonio**  
Venezuela

**Fundación San Rafael**  
www.sanrafael.org.py  
Paraguay

**Instituti i Zhvillimit të Arsimit, IZHA**  
www.izha.edu.al  
Albania

**IRIS Network**  
www.iris-see.eu  
Albania

**Karuna Mission Social Solidarity**  
www.kmss-caritasmyanmar.org  
Myanmar

**LIFEGATE Rehabilitation**  
www.lifegate-reha.de  
Palestine

**Latin Patriarchate of Jerusalem**  
www.lpj.org  
Jordan

**Little Prince School**  
www.littleprincekenya.org  
Kenya

**Loving Gaze**  
www.lovinggaze.org  
Nigeria

**Meeting Point Hoima**  
www.meetingpointhoima.blogspot.com  
Uganda

**National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE)**  
www.nucafe.org  
Uganda

**Notre Dame d'Afrique (Paroisse)**  
Democratic Republic of the Congo

**Obra del Padre Mario Pantaleo**  
www.padremario.org  
Argentina

**Obras Educativas Padre Giussani**  
www.obraseducativas.org.br  
Brazil

**Pa-O National Organization**  
www.pa-onational.org  
Myanmar

**POJE CI Plateforme Opérationnelle Jeunesse de la Côte d'Ivoire**  
Ivory Coast

**SEPICJ A.C.**  
www.sepicj.org  
Mexico

**SiKanda - Solidaridad Internacional Kanda A.C.**  
www.si-kanda.org  
Mexico

**SJM Service Jésuite aux Migrants - Solidarité Fwontalye**  
Haiti

**SMHC - Saint Mary's Home of Charity**  
Sierra Leone

**St. Joseph's Hospital Kitgum**  
www.sjhkitgum.org  
Uganda

**St. Kizito Primary School**  
South Sudan

**St. Kizito Vocational Training Institute**  
www.stkizito.com  
Kenya

**St. Mary University**  
South Sudan

**St. Theresa Mission Hospital**  
South Sudan

**UNDH - Université Notre Dame d'Haiti**  
www.undh.edu.ht  
Haiti

**Xclusive Cuttings Ltd.**  
www.xclusiveuganda.com  
Uganda

**Youth Women Christian Association**  
www.ywca-palestine.org  
Palestine



## Democratic Republic of the Congo

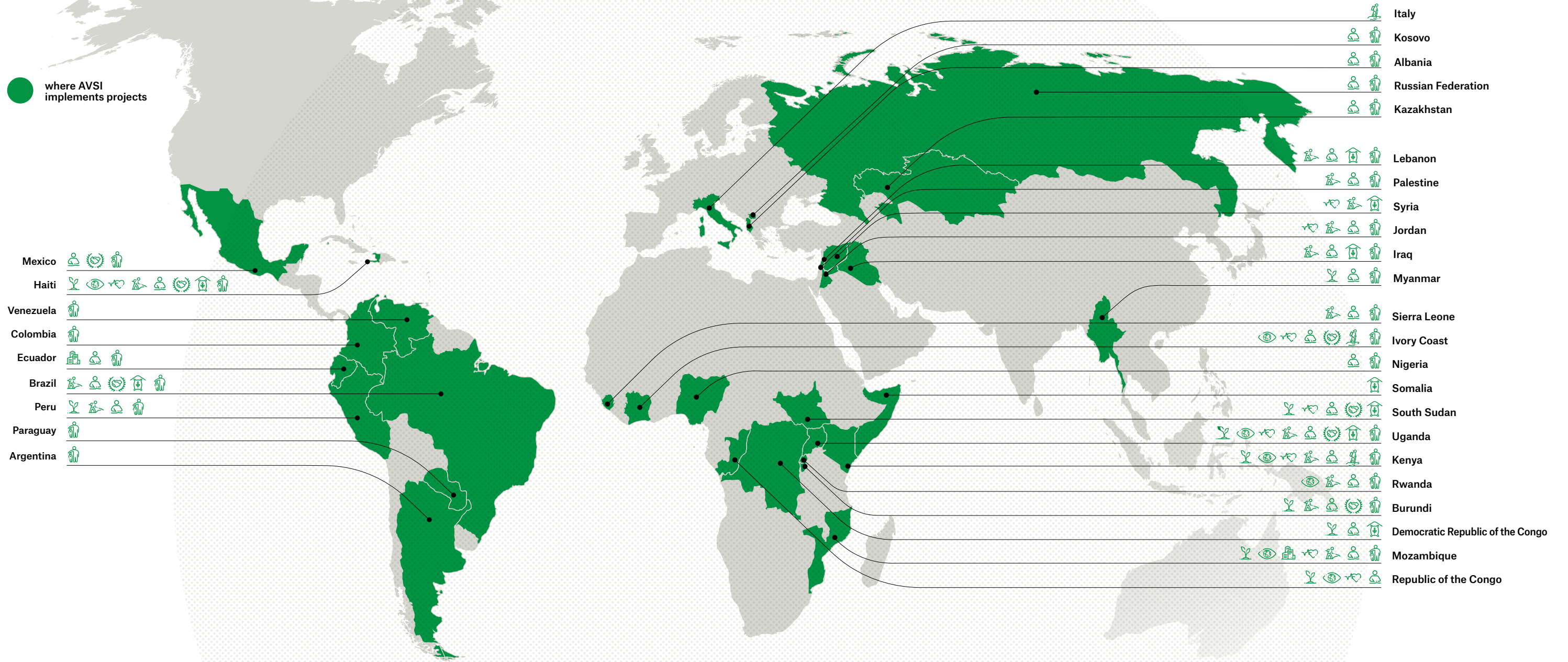
Photos by Alessandro Grassani (top) and Marco Gualazzini (bottom)





# THE COUNTRIES, OUR PROJECTS

where AVSI implements projects

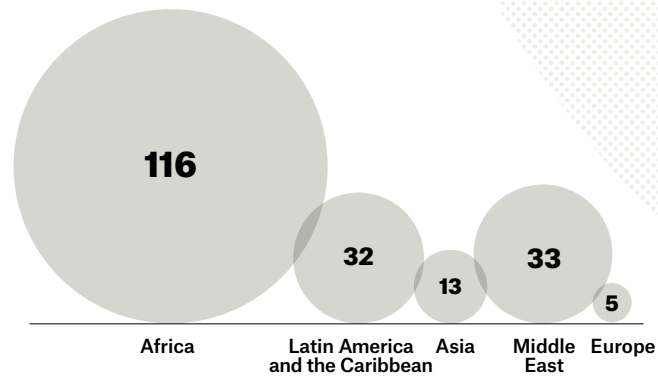


- Mexico
- Haiti
- Venezuela
- Colombia
- Ecuador
- Brazil
- Peru
- Paraguay
- Argentina

- Italy
- Kosovo
- Albania
- Russian Federation
- Kazakhstan
- Lebanon
- Palestine
- Syria
- Jordan
- Iraq
- Myanmar
- Sierra Leone
- Ivory Coast
- Nigeria
- Somalia
- South Sudan
- Uganda
- Kenya
- Rwanda
- Burundi
- Democratic Republic of the Congo
- Mozambique
- Republic of the Congo

**32** countries

**199** projects



## Sectors

Sector	Number of projects per sector					
	Africa	Latin America and the Caribbean	Asia	Middle East	Europe	
Agriculture, food security and nutrition	13	6	8	2	0	29
Climate change, energy and environment	16	1	0	0	0	17
Sustainable cities and resilient communities	4	2	0	0	0	6
Healthcare	9	1	0	2	0	12
Vocational training, human capital and job creation	10	4	0	12	0	26
Humanitarian aid	16	4	0	4	0	24
Human rights and democracy	5	6	0	0	0	11
Migration and integration	3	0	0	0	2	5
Education and child protection	40	8	5	13	3	69

**23,731**

Children supported through the Distance Support Program

Africa	13,028
Latin America and the Caribbean	6,121
Asia	818
Middle East	2,475
Europe	1,289



# Our projects

The projects shown on the following pages are typical of AVSI's actions, which are always in line with the United Nations' Agenda 2030 Sustainable Development Goals and are targeted in the following sectors:

**Agriculture, food security and nutrition**

**Climate change, energy and environment**

**Sustainable cities and resilient communities**

**Healthcare**

**Vocational training, human capital and job creation**

**Education and child protection**

**Human rights and democracy**

**Migration and integration**

**Humanitarian aid**



AVSI's work favors a multi-sector approach with specific emphasis on some cross-cutting themes, such as **women's empowerment**, **developing the private sector** and **digitalization**.



**Uganda** Photos by Mattia Marzorati





## Mozambique, province of Cabo Delgado ILUMINA Access to energy for local development and women's empowerment



**Period** November 2018 – October 2021

**Donor** Italian Agency for Development Cooperation (AICS)

**Partners** Coordinamento delle Organizzazioni per il Servizio Volontario (COSV); Muleide; Khandlelo; Direzione Provinciale de *Genero Criança e Acção Social* (DPGCAS); Municipality of Milan; Municipality of Reggio Emilia; Tecnologie Solidali Onlus

### Activity

The activity is aimed at **promoting the use of renewable energy in domestic, public and manufacturing settings** through different components: installation of a collective photovoltaic (mini-grid) system in the village of Mpaka in the district of Balama to supply electricity to private residences and public structures (i.e. schools and medical centers); promoting the purchase of 3,000 individual solar systems for the more isolated residences that cannot be reached by mini-grid systems; installation of 24 solar systems for irrigation and 50 energy conservation and conversion systems. The project is also aimed at **widening access to and distributing 10,000 improved cooking stoves**. Traditional cookstoves not only create toxic pollution inside the home but also increase a family's expenditure on energy. These clean cookstoves reduce emissions, health risks, and expenditures while also incentivizing local production and job creation in the energy sector.

### People involved

111,533 direct beneficiaries (community residents, entrepreneurs, technicians, members of civil society organizations, savings groups and local courts) including 62,351 women and 49,182 men.

### Cross-cutting themes

#### Women's empowerment

To give women the tools to enhance their role is a central element of the project. To this end, the activities are aimed at developing the skills of female entrepreneurs and activating social and training services for them. These include: nurseries, support centers and women's rights centers, meetings and training centers, workshops, leadership and active citizenship courses.

#### Developing the private sector

300 farmers who use renewable energy irrigation systems, 121 photovoltaic system installers and technicians, and 50 entrepreneurs are involved in training courses to acquire the technical and management skills required to improve the energy sector.

## Uganda, 36 districts SKY - Skilling youth for employment in agribusiness



**Period** December 2015 – December 2020

**Donor** Dutch Embassy to Uganda

**Partner** 75 implementing partners: 8 secondary schools, 52 agricultural businesses, 15 agriculture training institutions; 4 service providers: Luigi Giussani Institute of Higher Education, EDUKANS, EyeOpenerWorks, ViewWorld

### Activity

In a country where agribusiness has very high potential for development, but doesn't enjoy the same level of consideration, **the project is training 8,000 young Ugandans in the agricultural sector and teaches them how to transform a subsistence economy into an employment opportunity or an entrepreneurial activity**. Thanks to strong partnership with businesses in the territory, SKY also helps **reduce unemployment** offering job opportunities in the sector to half of the young people trained. The project involves 4 main goals:

- to improve the effectiveness of education provided by 14 professional institutions and 6 secondary schools;
- to develop professional skills that support entry into the workforce;
- to provide an incentive for investment from the private sector both to increase the availability of motivated and qualified employees and to directly support 65 agribusinesses and 380 young entrepreneurs;
- to engage with the Ugandan Government so that it adopts policies that ensure that agribusinesses are sustainable and contribute to combating climate change.

### People involved

8,000 young people (aged 14-35) trained in the agricultural sector, 4,000 of whom are employed with a minimum monthly salary of UGX 300,000 (around €70).

### Cross-cutting themes

#### Women's empowerment

At least 40% of the activities are aimed at young women.

#### Developing the private sector

Partnership with the private sector is one of the cornerstones of the project, aimed at supporting growth and, accordingly, the capacity to employ a young and competent workforce.

#### Digitalization

The project has enabled the creation of two apps, PigPlus and Hortifarm, used by the young entrepreneurs (pig breeders and crop farmers) to manage their businesses, search for suppliers and sell products online.

## Uganda, district of Kamwenge Graduating to resilience



**Period** October 2017 - September 2024

**Donor** The Food for Peace (FFP) office of the US Agency for International Development (USAID).

**Partners** Trickle Up, IMPAQ

### Activity

**The project is aimed at improving food security and socio-economic conditions and increasing the resilience of extremely poor Ugandan families and Congolese refugees.**

Each person is supported on a tailored path to escape their situation of food insecurity, poverty and instability by acquiring skills and knowledge to become – and remain – independent.

The project is based on five activities:

- temporary monetary support, aimed at guaranteeing minimum levels of food consumption;
- training in work skills, agricultural techniques, financial literacy, planning and business management activities to generate income;
- provision of start-up capital to invest in business activities;
- constant support from a coach assigned to each family, who regularly visits the participants;
- organizing initiatives with businesses in the area to promote employment opportunities.

**The project also includes actions to mitigate the effects of climate change and to adapt to those conditions** like sustainable agricultural activities which promote responsible water consumption.

### People involved

13,200 families (more than 60,000 people).

### Cross-cutting themes

#### Women's empowerment

The women in the families involved have a key role and are the main recipients of the activities.

#### Developing the private sector

Participants are linked to private companies to improve access to quality supplies, tools and training to further boost income generation.

#### Digitalization

Paper documentation is reduced to a minimum and monitoring information is collected via digital platforms. All operators in the field document their activities using smartphones, and cash transfers are distributed using mobile money.

## Iraq, Nineveh Governorate, Qaraqosh A virtuous production cycle to relaunch the economic fabric of the Nineveh Plain



**Period** September 2018 – August 2020

**Donor** US State Department, Bureau of Population, Refugees and Migration (PRM)

**Partner** Church Supreme Board for Construction of Baghdada (BfCB)

### Activity

To re-start productive activity in the Nineveh Plain destroyed during the Isis occupation (2014-2016), **the project supports 101 family-run small and medium-sized farms and agribusinesses** by carrying out restructuring work, providing machinery, materials, livestock and veterinary services and organizing technical training, financial literacy, business development and life skills courses. The project aids social cohesion: a newly formed sector association brings together the farmers and will manage a profit-sharing fund to finance other businesses and public works; it also includes the creation of two public gardens and supports the Women's Production Association of Qaraqosh (WPAQ).

### People involved

3,262 direct beneficiaries: 101 farming and animal-breeding families and their workers totaling 1,212 people; 50 women of the Women's Production Association of Qaraqosh; 2,000 inhabitants of Qaraqosh who can use the gardens.

### Cross-cutting themes

#### Women's empowerment

The project aims to encourage female employment in the agricultural sector, prioritizing women when selecting beneficiaries. Among these, the 50 members of the Women's Production Association of Qaraqosh (WPAQ) are involved in training courses. The association's headquarters will be renovated and equipped a place that not only houses yogurt and cheese production but also provides a meeting venue.

#### Developing the private sector

The initial direct assistance given to businesses will begin a virtuous cycle that aids continuous and independent development. These include actions to incentivize entrepreneurs to work together and to train beneficiaries.



**Haiti, South, North and Artibonite departments**  
**PITAG Programme d'Innovation Technologique en Agriculture et Agroforesterie**



**Period** November 2018 – May 2023

**Donor** Inter-American Development Bank (IDB); International Fund for Agricultural Development (IFAD); Global Agriculture and Food Security Program (GAFSP); Haitian Ministry of Agriculture, Natural Resources and Rural Development (MARNDR)

**Activity**

The project involves **implementing ministerial agricultural policies to improve agricultural returns in strategic areas**. After an information campaign on the program, the project forsees the development of a national register of farmers and agricultural product suppliers, technical surveys and GIS maps of the terrain to calculate the applicable subsidies and to monitor the increase in agricultural productivity.

32,603 farmers receive agricultural investment and technical assistance to begin growing selected crops according to the national five-year agricultural development plans.

Beneficiaries are **trained in farming and soil conservation techniques which reduce the impact of climate change**. These include: the agroforestry system which requires tree seeds of varying species and heights, interspersed with vegetables, cereals and shrubs (like coffee and cacao) to support continuous and diversified production and to guarantee balanced utilization of the soil. The program does not distribute money but instead issues vouchers to acquire materials and equipment from accredited suppliers. AVSI monitors the project to see that the process is carried out correctly and constant updates are sent to the Ministry of Agriculture's field offices.

**People involved**

13,556 farmers in the South Department and 19,047 farmers in the North and Artibonite departments.

**Cross-cutting themes**

**Women's empowerment**

*At least 50% of beneficiaries are women farmers from the area, who are the main targets of the awareness-raising campaign.*

**Digitalization**

*The entire beneficiary selection process (GIS mapping of terrain and the crops, calculation and quantification of subsidies) is carried out with special software on a tablet which sends the data to a server that is updated in real time.*



**Syria** Photos by Aldo Gianfrate





# Distance Support Program

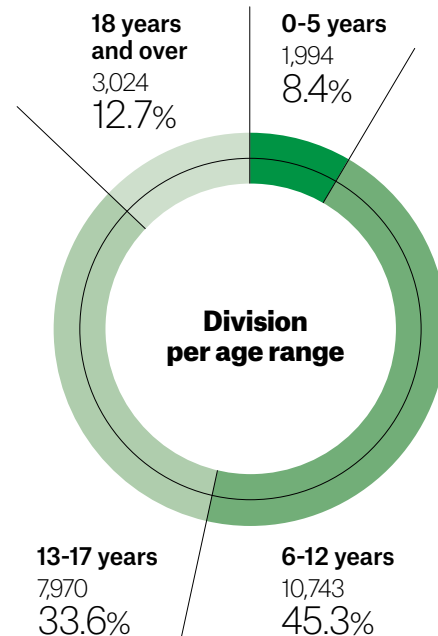
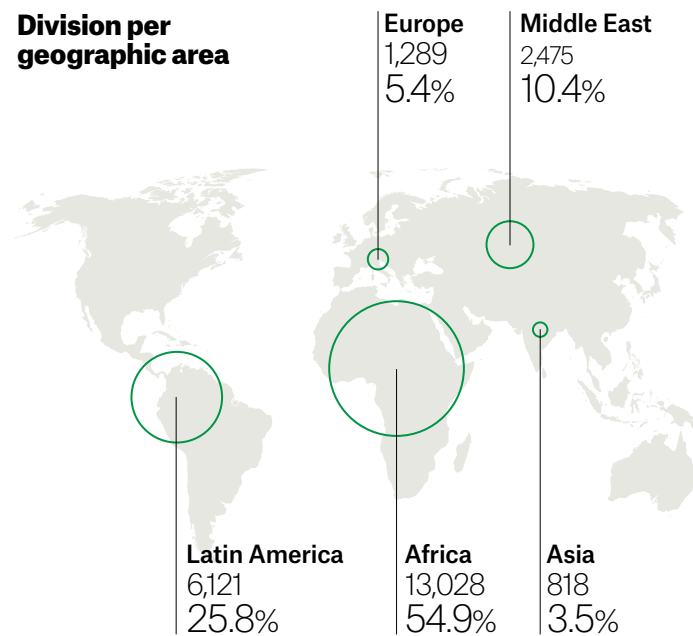
The Distance Support Program creates a special relationship between a child and their family in a developing country and a person, a group of friends, a school, a business or a family in Italy.

Thanks to a donation of EUR 312 per year, child sponsorship allows a child to receive personalized support as they grow, in their education and as they change slowly over time. The child's development is connected with that of their family and their community, and is influenced by the social and cultural context in which they live. To do this, AVSI, thanks to the daily work of a network of social workers, favors a family approach, that is, it works with the child together with their family and their community. With AVSI, child sponsorship is structured into different activities as required: in responding to essential needs like food, a home, healthcare, education, or with literacy courses, promoting savings and credit associations,

offering professional training and beginning activities to generate income, all aimed at the parents of the children who are sponsored. These interventions in different areas (education, child protection, healthcare, economic development, social integration, employment) make opportunities available to the whole community and allow AVSI to gain direct knowledge and strong roots in the field. This is how we create new multi-sector and structured projects that, using funds from institutional donors and private individuals or entities, also often complement the Distance Support Program, which becomes even more powerful.



Lebanon Photos by Mattia Marzorati





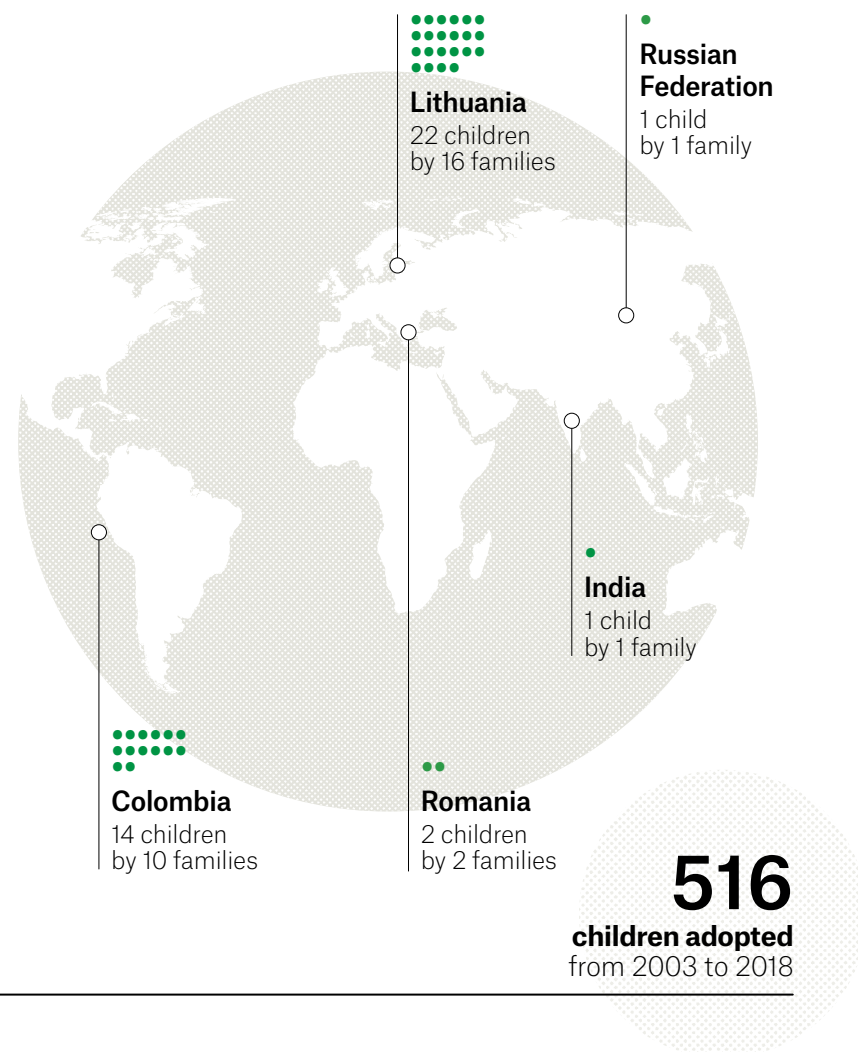
# International adoptions

Every day AVSI meets many abandoned children throughout the world. International adoption gives each of them a chance to have a family.

AVSI is authorized by the Italian Commission for International Adoptions with offices in Milan, Cesena, Florence and Naples. The adoption program operates in Brazil, Colombia, Mexico, Lithuania, Albania, Romania, Ukraine, the Russian Federation, Kazakhstan and India.

In 2018

**41** assignments / **40** children adopted by 30 families



## The main stages of adopting with AVSI

- 1 Group information meetings are offered to families interested in international adoption
- 2 A preparation course is given by AVSI operators and families with adoption experience
- 3 A follow-up meeting takes place to choose the country and to discuss the assignment. AVSI Social Team meets the family to discuss the adoption project
- 4 The adoption application and documentation is prepared and sent to the authorities in the foreign country
- 5 The family waits while the application is processed and a match with a child is proposed. The family is supported with various individual and group meetings
- 6 Once consent is received, the family travels to the foreign country. During the visit, the family is assisted by an AVSI contact person
- 7 Post-adoption. For two or more years, area Social Services or AVSI will meet the family for post-adoption reports to be sent to the foreign country



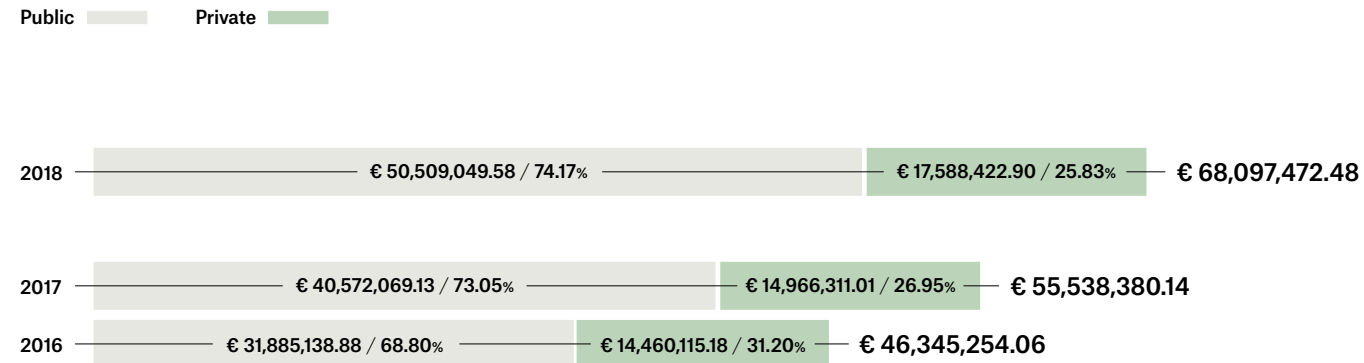
Kenya Photos by Andrea Signori



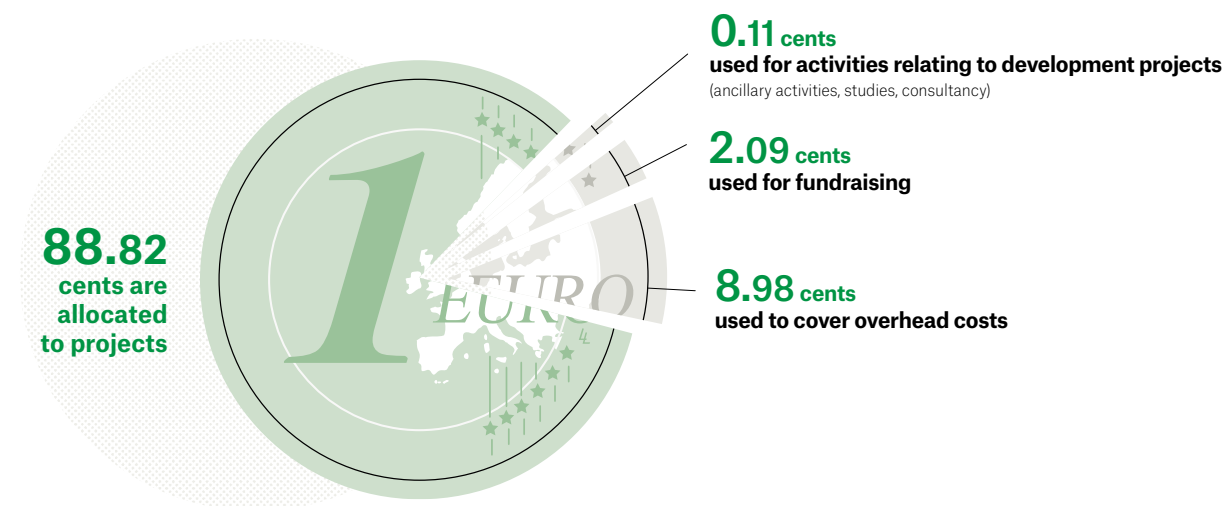


# OUR NUMBERS

## Total resources and private and public fundraising performance



## How AVSI uses your money



## Quality and transparency

AVSI project design system conforms to UNI EN ISO 9001:2015 standards for cooperation, aid and development

activities in partnership with and on behalf of main institutional, national and international donors.



Iraq Photos by Giuseppe Fanizza



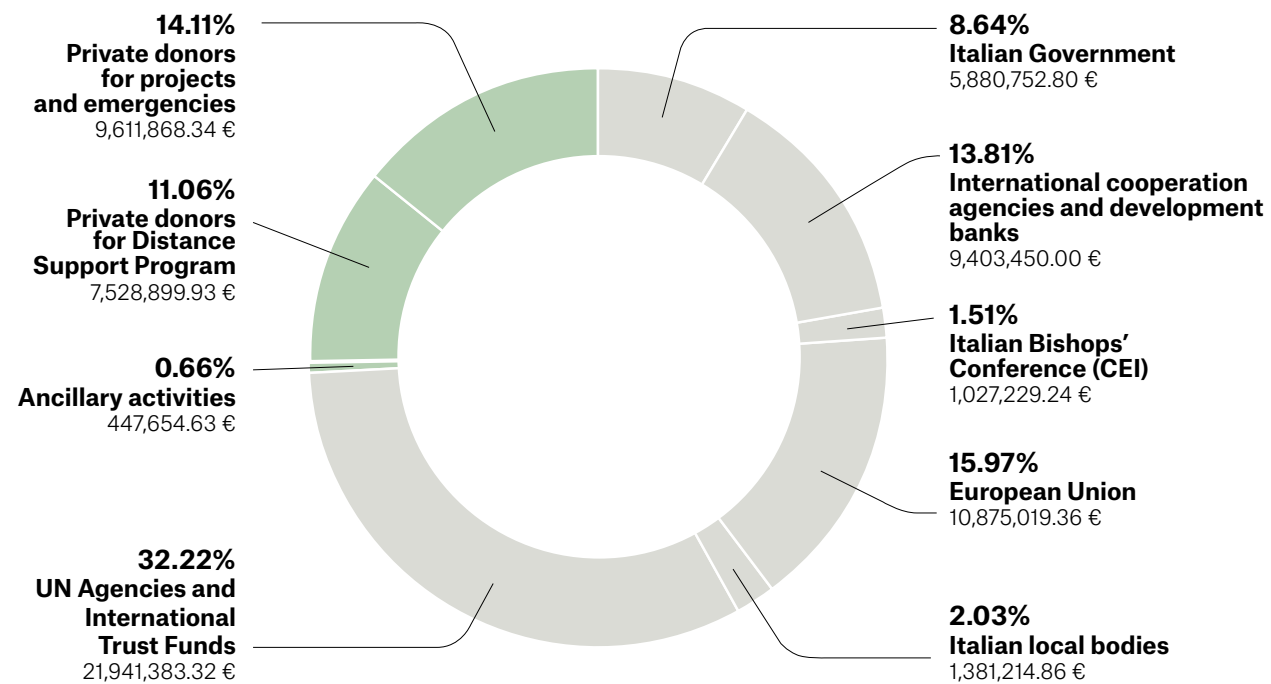


# Aggregate financial statements

AVSI's overall budget is **EUR 68,097,472**. This budget includes the figures for the Italian office and those from foreign branches, all certified by EY S.p.A.

AVSI's foreign branches included in the aggregated figures are: Burundi, Democratic Republic of the Congo, Ecuador, Haiti, Iraq, Ivory Coast, Jordan, Kenya, Lebanon, Mexico, Myanmar, Mozambique, Palestine, Peru, Republic of the Congo, Rwanda, Sierra Leone, South Sudan, Syria and Uganda.

## Where our contributions come from



Public	74.17%	€ 50,509,049.58
Private	25.83%	€ 17,588,422.90

**Total € 68,097,472.48**

## Resources per country

Values expressed in Euros

Lebanon	20,737,463.82	Iraq	863,852.69	Argentina	124,297.76
Uganda	11,762,985.36	Myanmar	795,087.28	Russia	123,441.13
DR Congo	6,533,329.80	Rwanda	701,244.14	Kosovo	74,667.26
Haiti	5,910,788.14	Sierra Leone	592,147.61	Kazakhstan	65,456.47
Kenya	3,094,482.79	Ecuador	520,253.68	Venezuela	63,644.85
South Sudan	2,637,439.04	Mexico	514,754.34	Ukraine	26,011.07
Jordan	2,442,511.77	Palestine	479,961.00	Colombia	24,260.98
Burundi	2,219,200.79	Syria	412,035.19	Paraguay	18,506.74
Ivory Coast	1,968,443.91	Albania	355,769.65	Poland	1,757.86
Mozambique	1,345,609.41	Republic of the Congo	350,323.42	Other	903,184.79
Brazil	1,031,492.25	Peru	317,772.11		
Italy	904,720.90	Nigeria	180,574.45		
<b>Total</b>		<b>Total</b>		<b>Total</b>	<b>68,097,472.48</b>

## Income statement

to 31/12/2018 and to 31/12/2017

(values expressed in Euros)

	2018	2017
Italian State Contributions	5,351,129	3,048,930
European Union Contributions	10,394,457	6,078,509
International Organisation Contributions/Other Bilateral Donors	29,627,410	26,217,266
Local Body Contributions	1,381,215	2,170,992
Italian Bishops' Conference (CEI) Contributions	1,027,229	777,818
Private Contributions	8,131,602	5,316,473
Private Distance Support Program Contributions to Institutional Projects	6,585,010	7,016,405
<b>CONTRIBUTIONS ALLOCATED TO PROJECTS</b>	<b>62,498,051</b>	<b>50,626,394</b>
Italian State Contributions	529,624	250,261
European Union Contributions	480,564	186,355
International Organisation Contributions/Other Bilateral Donors	1,717,423	1,841,937
Local Body and Italian Bishops' Conference (CEI) Contributions	-	-
Private Contributions	1,480,266	1,493,797
Distance Support Program Contributions	753,740	766,847
International Adoption Contributions	190,150	139,800
<b>CONTRIBUTIONS ALLOCATED TO OVERHEADS</b>	<b>5,151,766</b>	<b>4,678,997</b>
Consultancy services	222,241	13,502
Sponsorship services	201,050	154,900
Transfer of share rights	24,364	64,588
<b>INCOME FROM ANCILLARY ACTIVITIES</b>	<b>447,655</b>	<b>232,990</b>
<b>TOTAL CONTRIBUTIONS</b>	<b>68,097,472</b>	<b>55,538,380</b>
Projects financed by the Italian State	(3,486,618)	(2,152,992)
Projects financed by the European Union	(6,978,692)	(5,469,118)
Projects financed by International Organisations/Other bilateral donors	(23,169,945)	(13,132,364)
Projects financed by Local Bodies	(1,099,280)	(564,923)
Projects financed by Italian Bishops' Conference (CEI)	(965,254)	(523,758)
Projects financed only by Distance Support Program	1,497,503	(686,822)
Projects financed only by Private Donors and Distance Support Program	(9,064,838)	(9,082,012)
<b>COSTS INCURRED FOR PROJECTS</b>	<b>(43,267,124)</b>	<b>(31,611,990)</b>
<b>PROJECT STAFF COSTS</b>	<b>(18,314,677)</b>	<b>(17,416,340)</b>
<b>TOTAL PROJECT COSTS</b>	<b>(61,581,801)</b>	<b>(49,028,330)</b>
<b>HEADQUARTERS STAFF COSTS</b>	<b>(6,017,923)</b>	<b>(7,461,630)</b>
<b>OTHER OPERATING COSTS INCURRED</b>	<b>(4,342,739)</b>	<b>(11,019,264)</b>
- Costs for raw and auxiliary materials, consumables and merchandise	(825,320)	(3,334,551)
- Service costs	(1,446,540)	(3,560,321)
- Travel and transport costs	(319,498)	(1,500,999)
- Costs for use of third-party assets	(151,006)	(1,322,883)
- Miscellaneous operating expenses	(1,600,374)	(1,300,510)
<b>AMORTIZATION AND WRITE-DOWNS</b>	<b>(448,755)</b>	<b>(316,926)</b>
- Amortization of intangible fixed assets	(35,033)	(21,165)
- Amortization of tangible fixed assets	(205,372)	(272,232)
- Provisions and write-downs	(208,349)	(23,528)
<b>COSTS TRANSFERRED TO PROJECT MANAGEMENT</b>	<b>5,730,121</b>	<b>12,912,210</b>
<b>COSTS TRANSFERRED TO ANCILLARY MANAGEMENT</b>	<b>943</b>	<b>-</b>
<b>TOTAL OPERATING COSTS</b>	<b>(5,078,352)</b>	<b>(5,885,609)</b>
<b>ANCILLARY ACTIVITY COSTS</b>		
- Staff costs	(20,483)	(16,479)
- Service costs	(1,162)	(6,017)
- Purchase of consumable goods	-	-
- Travel and transport costs	(2,555)	(1,473)
- Funds transfer	(16,588)	(52,864)
<b>TOTAL ANCILLARY ACTIVITY COSTS</b>	<b>(40,787)</b>	<b>(76,832)</b>
<b>OPERATING RESULT</b>	<b>1,396,532</b>	<b>547,609</b>
<b>Other financial income</b>		
- Income from securities recorded in working capital	(565)	13
- Income other than the above	59,589	45,766
<b>Interest and other financial expenses</b>	<b>(47,310)</b>	<b>45,779</b>
<b>FINANCIAL INCOME AND EXPENSES</b>	<b>11,715</b>	<b>(167,246)</b>
Extraordinary income	10,967	54,820
Extraordinary expenses	(540,799)	(196,740)
<b>EXTRAORDINARY INCOME AND EXPENSES</b>	<b>(529,832)</b>	<b>(141,920)</b>
Debt adjustments on projects in currency other than Euros (gains on projects)	2,478,341	619,886
Write-down provision for project credits	-	-
Credit adjustments on projects in currency other than Euros (losses on projects)	(2,513,997)	(619,555)
<b>ADJUSTMENTS ON PROJECTS</b>	<b>(35,656)</b>	<b>331</b>
<b>PROFIT/LOSS ON CURRENCY EXCHANGES</b>	<b>(211,656)</b>	<b>(201,326)</b>
<b>PRE-TAX RESULT</b>	<b>631,102</b>	<b>37,448</b>
<b>Taxes for the financial year</b>	<b>(17,456)</b>	<b>(22,812)</b>
<b>RESULT FOR THE FINANCIAL YEAR</b>	<b>613,646</b>	<b>14,636</b>



## Asset balance sheet to 31/12/2018 and to 31/12/2017

(values expressed in Euros)

	to 31.12.2018	to 31.12.2017
<b>INTANGIBLE NON-CURRENT ASSETS</b>	<b>62,404</b>	<b>53,343</b>
- Amendments to Statute	882	1,470
- Software	47.880	37,327
- Quality certification	3.068	2,550
- Trademark registration	-	-
- Improvements to third-party assets	10.573	11,996
<b>TANGIBLE NON-CURRENT ASSETS</b>	<b>3,646,930</b>	<b>3,692,927</b>
- Land and buildings	3.360.106	3,384,369
- Plant and machinery	71.182	1,303
- Vehicles	178.810	179,735
- Office furniture	24.452	47,670
- Electronic office machinery	12.381	79,849
<b>FINANCIAL NON-CURRENT ASSETS</b>	<b>80,927</b>	<b>80,927</b>
Security deposits	-	-
Shareholdings in other businesses	80.927	80,927
<b>TOTAL NON-CURRENT ASSETS</b>	<b>3,790,261</b>	<b>3,827,197</b>
<b>CREDITS</b>		
<b>Credits owed by private donors</b>	<b>129,313</b>	<b>1,714,399</b>
<b>Credits owed by customers for ancillary activities</b>	<b>804,910</b>	<b>138,612</b>
<b>Credits owed by social security institutions</b>	<b>26,407</b>	<b>22,523</b>
<b>Tax credits</b>	<b>82,353</b>	<b>14,536</b>
<b>Other credits</b>	<b>3,270,447</b>	<b>1,279,241</b>
<b>Advance Payments to Offices and Local Associations</b>	<b>5,304,348</b>	<b>4,338,523</b>
<b>Credits owed by institutional donors</b>	<b>68,036,907</b>	<b>53,911,245</b>
- Projects financed by the Italian State	7.355.561	3,367,234
- Projects financed by the European Union	11.787.821	10,765,315
- Projects financed by International Organisations /Other bilateral donors	47.341.332	36,603,875
- Projects financed by Italian Bishops' Conference (CEI)	1.052.719	875,835
- Projects financed by Local Bodies	499.474	2,298,987
<b>Credits owed by related entities</b>	<b>(25,392)</b>	<b>94,155</b>
- collectible within next financial year	(25.392)	94,155
- collectible beyond next financial year	-	-
<b>Credits owed by foreign branches</b>	<b>-</b>	<b>(145,347)</b>
- payable within next financial year	-	(145,347)
- payable beyond next financial year	-	-
<b>FINANCIAL ASSETS THAT DO NOT CONSTITUTE NON-CURRENT ASSETS</b>		
Other securities	<b>143,892</b>	<b>43,384</b>
<b>CASH BALANCES</b>	<b>17,199,678</b>	<b>13,170,776</b>
Bank and postal deposits	17.100.495	12,994,550
Cash and cash equivalents on hand	99.183	176,226
<b>TOTAL WORKING CAPITAL</b>	<b>94,972,863</b>	<b>74,582,047</b>
<b>ACCRUALS AND DEFERRALS</b>	<b>686,127</b>	<b>168,824</b>
<b>TOTAL ASSETS</b>	<b>99,449,250</b>	<b>78,578,068</b>

## Liability balance sheet to 31/12/2018 and to 31/12/2017

(values expressed in Euros)

	to 31.12.2018	to 31.12.2017
<b>Membership fees</b>	<b>40,918</b>	<b>41,414</b>
<b>Available provision</b>	<b>354,315</b>	<b>859,028</b>
<b>Other reserves</b>	<b>980,549</b>	<b>1,298,227</b>
<b>Translation reserve</b>	<b>8,744</b>	<b>6,885</b>
<b>Change in the available provision</b>	<b>2,880,966</b>	<b>1,536,174</b>
- Adjustments to the available provision	2.267.321	1,521,538
- Membership fees paid in the financial year	-	-
- Result for the financial year	613.646	14,636
<b>NET EQUITY</b>	<b>4,265,492</b>	<b>3,741,727</b>
<b>EMPLOYEE SEVERANCE INDEMNITY</b>	<b>1,228,591</b>	<b>1,221,466</b>
<b>PROVISIONS FOR RISKS AND CHARGES</b>	<b>200,000</b>	<b>294,462</b>
<b>MEDIUM- AND LONG-TERM LIABILITIES</b>		
- Long-term Bank Loans	-	454,624
<b>TOTAL MEDIUM AND LONG TERM LIABILITIES</b>	<b>-</b>	<b>454,624</b>
<b>DEBTS OWED TO BANKS</b>	<b>1,554,117</b>	<b>1,278,193</b>
- payable within next financial year	1.554.117	1,278,193
- payable beyond next financial year	-	-
<b>DEBTS OWED TO PROJECTS</b>	<b>87,628,730</b>	<b>69,433,531</b>
- Italian State	8.611.049	3,495,158
- European Union	15.488.216	11,906,012
- International Organisations/Other bilateral donors	53.886.094	42,453,946
- Local Bodies	2.704.881	2,236,263
- Italian Bishops' Conference (CEI)	1.478.764	865,759
- International Adoptions	23.015	8,220
- Foundations and others	-	82,119
- Private donors	2.025.330	4,393,065
- Distance Support Program	3.411.380	3,992,989
<b>DEBTS OWED TO SUPPLIERS</b>	<b>1,077,993</b>	<b>596,127</b>
- payable within next financial year	1.077.993	596,127
- payable beyond next financial year	-	-
<b>DEBTS OWED TO RELATED ENTITIES</b>	<b>158,162</b>	<b>(128,443)</b>
- payable within next financial year	158.162	(128,443)
- payable beyond next financial year	-	-
<b>DEBTS OWED TO PROJECT STAFF</b>	<b>3,532</b>	<b>11,385</b>
- payable within next financial year	3.532	11,385
- payable beyond next financial year	-	-
<b>DEBTS OWED TO OFFICE STAFF</b>	<b>608,963</b>	<b>598,397</b>
- payable within next financial year	608.963	598,397
- payable beyond next financial year	-	-
<b>TAX DEBTS</b>	<b>313,284</b>	<b>214,684</b>
- payable within next financial year	313.284	214,684
- payable beyond next financial year	-	-
<b>DEBTS OWED TO PENSION AND SOCIAL SECURITY INSTITUTIONS</b>	<b>460,020</b>	<b>479,537</b>
- payable within next financial year	304.275	479,537
- payable beyond next financial year	155.745	-
<b>DEBTS OWED TO OTHERS</b>	<b>592,707</b>	<b>372,829</b>
- payable within next financial year	592.707	372,829
- payable beyond next financial year	-	-
<b>TOTAL DEBTS</b>	<b>92,397,510</b>	<b>72,856,240</b>
<b>ACCRUALS AND DEFERRALS</b>	<b>1,357,657</b>	<b>9,549</b>
<b>TOTAL NET EQUITY AND LIABILITIES</b>	<b>99,449,250</b>	<b>78,578,068</b>



# Main donors and partners



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## Bank accounts

UNICREDIT SPA in the name of FONDAZIONE AVSI  
IT 22 T 02008 01603 000102945081 – BIC (Swift code): UNCRITM1203

CREDITO VALTELLINESE in the name of FONDAZIONE AVSI  
IT 04 D 05216 01614 000000005000 – BIC (Swift code): BPCVIT2S

## Post Office account

522474 in the name of FONDAZIONE AVSI ONLUS ONG

## Online donations

[donazioni.avsi.org](https://donazioni.avsi.org)

## "5x1000" donations

Tax Ref. no: 81017180407

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