



HANDS ALONG THE NILE

—▲—
ANNUAL REPORT



Investing in Egypt's most valuable resource – its people

Dear Friends of HANDS,

We have just returned from launching another new project in Egypt, and feel—more keenly than ever in these tumultuous times—how honored we are to be working with you and with so many wonderfully resourceful Egyptians who are creatively tackling the socioeconomic challenges that their country is facing.

Despite the periodic turmoil of this past year, we have been able to continue—and even expand—HANDS' efforts. Due to longstanding partnerships with organizations in Egypt, the work you are supporting is progressing relatively unfettered.

While the economic factors that played a significant role in prompting the Egyptian revolution are more pressing than ever, so is the resolve of the ordinary Egyptian to find solutions to these challenges. We have been focusing our efforts even more on helping Egyptians address the urgent need for jobs, especially for unemployed young adults.

In this annual report, you will read about several such projects that HANDS engaged in during 2011. Our Employment through Technology and Innovation project, for example, aims to increase employment opportunities for youth, especially through training in information technology and through online job-matching services. HANDS has also been continuing the very successful Young Entrepreneurs Program, which provides business skills and management training to disabled young entrepreneurs and to female artisans.

Thank you so much for standing with the people of Egypt as they work to bring hope and opportunity to their land.

Sincerely,

A handwritten signature in black ink, appearing to read "Harry".

Harry M. Goodall, Jr.
BOARD PRESIDENT

A handwritten signature in black ink, appearing to read "Jennifer".

Jennifer A. Cate
EXECUTIVE DIRECTOR

HANDS

ALONG THE NILE

“Building bridges between Americans and Egyptians”



HANDS ALONG THE NILE DEVELOPMENT SERVICES, INC

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HANDS ALONG THE NILE DEVELOPMENT SERVICES INC (HANDS)'s unique approach unites Americans and Egyptians in partnerships to support Egyptian efforts to raise the quality of life for all in their land. HANDS' programs focus on two goals: socio-economic development and improved intercultural understanding.



HANDS exchange participants

We are sometimes asked “Why Egypt?” As the Arab Spring illustrated, Egypt is a leader in the Middle East. The path that Egyptians choose can significantly influence others in the region. Partnering with Egyptians who are innovatively tackling the challenges of inequality, unemployment, and poverty will provide successful examples of sustainable development initiatives which can be implemented across the Middle East. Together, we envision a Middle East with ample economic opportunities, in which everyone, regardless of income, gender, faith or disability, can access quality social services and have the chance to build a brighter future for themselves and their families.

Now is an especially critical time to support programs that provide training in high demand job skills and create employment possibilities. Over the last year, HANDS has placed particular emphasis on expanding our economic support programs, especially those which target unemployed youth. HANDS strives to channel the passion and power of young Egyptians towards programs which foster leadership, provide education and training, and increase economic opportunities for all.



A few of the faces of HANDS in Egypt



Martha, an Egyptian artisan, shares her business card with an interested client.

Photo Credit: Amr Mounib

Martha

"I am deeply grateful to HANDS for helping me to expand my business. As an artisan, I make statues out of gypsum and porcelain. Prior to the training HANDS offered in September 2011, I operated out of my home and was often overwhelmed with the responsibilities of running a business entirely on my own. After implementing much of the business and marketing advice I gained through the training, I opened a small shop and have trained and employed several young women to assist me with the business! Thanks to HANDS, my business has been successful despite the economic downturn and I am even able to help other women in my community."

Thanks to our enduring partnerships with over 30 local Egyptian organizations, HANDS continues to support economic empowerment programs in Egypt despite the political turbulence and economic uncertainty of the past year. We have also started new programs to reinforce our efforts to alleviate the current economic crisis. In 2011, HANDS helped to create new economic opportunities through:

The Young Entrepreneurs Program (YEP): This program provides business training and networking opportunities for emerging Egyptian entrepreneurs among two marginalized groups – the disabled and women. In 2011, HANDS organized three weeks of business skills training and networking for female artisans. YEP is funded by a generous grant from the US Department of State and other HANDS' donors.



Microloans: Distributed through CEOSS, one of our Egyptian partners, microloans help socio-economically disadvantaged individuals start or expand a small business. These loans are often targeted at women, who face greater restrictions securing investment capital.

Spirit of Youth: Designed to provide education for children who have dropped out of school to work in Cairo's garbage collectors' communities, the Spirit of Youth also offers a job-skills program which reaches over 100 boys in the recycling industry each year. The school also provides literacy, basic math skills, and computers classes for boys in the community.

ECONOMIC OPPORTUNITY

Zeballeen Livelihoods: The zeballeen (garbage collectors) make their living by collecting, sorting, and recycling Cairo's trash. While they recycle 80% of the trash collected, their valuable work is often overlooked by the city government. With support from the Bill & Melinda Gates Foundation, HANDS and the Spirit of Youth are implementing a five year program to better integrate the zeballeen into the trash collection system, to help them modernize their recycling capacities, and to implement a city-wide campaign to promote recycling practices in Cairo.



Employment through Technology & Innovation (ETI): HANDS is pleased to announce a new program funded by a generous grant from the US Agency for International Development Egypt. Developed in response to the high rates of youth unemployment, this program will provide training in high demand technology skills, help match unemployed youth with employers in need of their new expertise, and create an online portal with information relevant to employment and small business development accessible via computer or mobile phone. ETI is implemented in partnership with CEOSS, OGE Corp., and Souktel.



Association for the Protection of the Environment: This program offers life changing opportunities for young women living in one of the poorest and marginalized communities in Cairo, Garbage City. Participants receive training to create high quality crafts made with clean recycled materials and receive fair payment for the products they produce, helping the young women support their families. The center also offers courses in basic literacy, math, and life skills.



The Zaballeen community live alongside the garbage they collect, sort, and recycle.

Saeid & Nabil, *The Business of Garbage*

Saeid and Nabil have become leaders in their community thanks to the Zaballeen Livelihoods Program, which is supported by HANDS with funding from the Bill & Melinda Gates Foundation. Several years ago, when the Cairo government contracted multinational corporations to manage the city's trash collection, the zeballeen, who were informal collectors until then, making their living from trash recycling, lost access to trash and, with it, their income. Thanks to this program, Saed and Nabil were able to establish a formal waste-collecting small business that employs the zaballeen. As the multinational corporations struggle to keep the streets clean, Saeid and Nabil are submitting a bid for their small waste collecting business to be formally contracted by the city government as one of the primary trash collectors. They are very confident that by organizing in such small companies that are contracted directly by the city, the zaballeen community will regain access to their livelihoods, receive more equitable compensation for their work, and improve the quality of their services.



Karim is happy to be re-enrolled in school thanks to this program.

Karim, The Combating Child Labor Program

"My name is Karim and I am 12 years old. I used to go to school and I had great dreams of being an engineer—maybe the only one in my district. But, unfortunately, due to the bad financial situation that my family was passing through, I had to stop going to school and search for a job. After a lot of effort, I found a job in a car repair shop. I used an oxygen lamp to burn holes in the car's body. This lamp is flammable enough to make a hole in the car's body, so you can imagine what happens if it contacts someone's skin. I also had to use a welding flame during my work. I was exposed to danger all the time. One day, I met a local community development worker who introduced me to the project for working children. I started to have hope in my life again. The program helped us find a job for my father so that I was not obligated to work anymore. The program staff helped me reenroll in school. I am so happy to be back in school. My plan now is to attend the vocational training offered through this program so that I can become a technician, which has always been my dream."

Poor communities often struggle to access vital services such as healthcare and education. In 2011, HANDS continued to provide financial and technical assistance to community based organizations that offer healthcare, shelter, and assistance to impoverished and marginalized communities including:

The Combating Child Labor Program: In partnership with CEOSS, HANDS provides assistance to children across Egypt who dropped out of school to join the labor force and help their families make ends meet. The program offers a number of activities to help children reenroll in schools, including financial assistance for school fees and economic assistance for families to enhance their income generating capacities. For those who insist on continuing work, the project helps place children in safer working environments and organizes sports and drama programs, allowing them enjoy their childhood.

Fairhaven School for the Disabled, located in Alexandria, provides all day care, job-skills training, and education for physically and mentally disabled youth.



Students at Fairhaven School for the Disabled line up for a group activity.

ACCESS TO SOCIAL SERVICES

The Village of Hope, also located in Alexandria, serves the disabled community. In addition to support services for disabled young people and their parents, the center advocates for the rights of the disabled with national and local policy makers.

Center for Hope & a Cure, a health clinic in Alexandria, provides health and dental care for over 21,000 low income residents. It is one of the few places where the large community of Sudanese refugees can receive affordable medical care.



Horus Hospital: Started as a small eye clinic, Horus Hospital is now a regional eye-care hospital located in Minya which provides much needed services to the population. Eye diseases are widespread in Upper Egypt, but are often easily curable with modern techniques and equipment. The hospital currently treats about 30,000 patients per year. USAID's American Schools and Hospitals Abroad provided the majority of funding for the necessary equipment and renovation work on the building that houses the hospital. Two mobile clinics are reaching the population in surrounding villages and referring them to the hospital.



Shehata prior to his cataract surgery.

Shehata, Horus Hospital Brings Light Back to People's Lives

"Twenty years ago my sight started to weaken until I could not differentiate between light and dark. Because I am poor, I resigned myself to my condition. One of my neighbors told me about Horus Hospital. I was hesitant; I had long ago abandoned any hope of getting my sight back, but a neighbor convinced me. During the consultation, the doctor discovered cataracts. Thanks to a sliding payment scale, the hospital offered me a discounted rate and some of my neighbors contributed to the effort. It was a success! For the first time in twenty years, I was able to leave the immediate vicinity of my house. I am so happy that I can better enjoy my children and grandchildren. My life has changed from darkness to light."



Hanaa, *Young Entrepreneurs Program* alumnus

"I was glad to get to know some Americans and to correct some of the perceptions I had which were incorrect about the American people. From what I knew about Americans through the media, I was worried that they would be un-welcoming, particularly to someone from the Middle East. But, I was so happy to realize how warm, friendly, and tolerant Americans are! I made many new friends and I hope they are not offended by my previous impressions of the US!"

HANDS emphasizes cross-cultural collaboration in every aspect of our work, believing that sustainable development is best fostered through a global exchange of skills, knowledge, and expertise. The following programs bring Americans and Egyptians face-to-face in meaningful partnerships:

Medical Mission: American doctors and nurses travel to underserved areas of Cairo and Upper Egypt annually to provide continuing education and training on key health topics to their Egyptian colleagues. By training community health care providers, this program raises the quality of the healthcare received by thousands of patients each year.

Insight Trips: Join HANDS on an Insight Trip to experience Egypt beyond the pyramids! These tours introduce Americans to the Middle East by visiting the historical and cultural highlights, as well as offering meals with locals and visits to community projects HANDS supports. Trips are open to the public or can be customized for groups.

Technical Assistance: HANDS matches US volunteers with our partners in the Middle East. Sharing needed skills and expertise is a critical way HANDS works to increase the capacity of our local partners.

Egyptian-American Dialogues: By bringing together Egyptians and Americans active in the media, academia, civil society, and religious leadership, HANDS fosters cross-cultural understanding and mutual respect. This program was developed in part to combat the rise in negative stereotyping between the Middle East and the West.

Shayna, *Insight Tripper*

"More than a year after the uprising, hopefulness is visible all over Cairo...While there, I saw things I know I will never see on CNN: the hospitality of our guide Nayer, the gratitude of nuns in the orphanage, American and Egyptian college students hanging out in a café... It was one of the most beautiful and fascinating moments in my life."

STATEMENT OF FINANCIAL POSITION

STATEMENT OF FINANCIAL POSITION^(a)

ASSETS	
CURRENT ASSETS	
Cash and cash equivalents	258,792
Investments	1,106
Grants receivable	999,186
Accounts receivable - other	623
Prepaid expenses	4,881
Total current assets	<u>1,264,588</u>
PROPERTY AND EQUIPMENT	
Furniture and fixtures	2,552
Computer equipment	5,162
Total	7,714
Less: accumulated depreciation	6,434
Property and equipment, net	<u>1,280</u>
OTHER ASSETS	
Grants receivable, net of current portion	999,376
Security deposits	1,455
Total other assets	<u>1,000,831</u>
TOTAL ASSETS	2,266,699
LIABILITIES AND NET ASSETS	
CURRENT LIABILITIES	
Grants in Transit to Egypt	68,324
Accounts payable & accrued expenses	33,744
Deferred income	-
Total current liabilities	102,068
NET ASSETS	
Unrestricted	(76,214)
Temporarily restricted	<u>2,240,845</u>
Total net assets	<u>2,164,631</u>
Total Liabilities and Net Assets	2,266,699

STATEMENT OF ACTIVITIES^(a)

	UNRESTRICTED	TEMPORARILY RESTRICTED ^(b)	TOTAL
SUPPORT AND REVENUE			
Contributions	138,207	1,611,120	1,749,327
Interest and investment income	19	-	19
Program fees	41,562	-	41,562
Realized and Unrealized gain (loss) on investments	(21)	-	(21)
Sales income	20,449	-	20,449
Miscellaneous income	1,709	-	1,709
Net assets released from restrictions	426,710	(426,710)	-
Total unrestricted support and reclassifications	628,635	1,184,410	1,813,045
EXPENSES			
Program services:			
Grants released from restrictions	367,407	-	367,407
Other program services	154,518	-	154,518
Supporting services:			
Management and general	48,708	-	48,708
Fundraising	39,803	-	39,803
Net expenses	<u>610,436</u>	-	<u>610,436</u>
Change in net assets	18,199	1,184,410	1,202,609
Net assets, October 1, 2010	(94,413)	1,056,435	962,022
Net assets, September 30, 2011	(76,214)	2,240,845	2,164,631

SELECTED STATISTICS, 2011

Percentage of most designated gifts sent directly to projects in Egypt:

95%

Percentage of HANDS Board of Directors who contribute to HANDS:

100%

Percentage of expenses used for administration and fundraising (which should be under 25%, according to United Way guidelines):

14%

(a) For the year ended September 30, 2011.

All figures are audited. The complete audited financial statements are available upon request.

(b) Restricted donations used for purposes designated.

DONORS

The programs highlighted in this report were made possible by the generous donations of organizations and individuals throughout the US, including the following:

CHEOPS CLUB

(\$10,000 and over)

Organizations:

- Bill & Melinda Gates Foundation
- Bryn Mawr Presbyterian Church (PA)
- International Ministries, American Baptist Church
- US Department of State Bureau of Educational and Cultural Affairs
- US Agency for International Development



BILL & MELINDA GATES foundation



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GOLD CARTOUCHE CIRCLE

(\$5,000-\$9,999)

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- Alternative Gifts International
- The Fifth Avenue Presbyterian Church (New York, NY)
- First Presbyterian Church (Lake Forest, IL)
- The Walbridge Fund



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(\$1,000-\$4,999)

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- Women's Association of the Fifth Avenue Presbyterian Church (New York, NY)



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(\$500-\$999)

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- First Presbyterian Church (Wooster, OH)
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HANDS is also indebted to the many volunteers and interns who share their time and skills with us.



*A successful end to a craft exhibition for emerging Egyptian artisans
participating in a HANDS training program*

PHOTO CREDIT: AMR MOUNIB

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HANDS ALONG THE NILE

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