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.
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.
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.

---

**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
10,160,275 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

Burundi Photos by Marco Palombi
### Governance and organizational structure

#### Regional Managers
- **Eastern Africa**
  - Kenya
  - Burundi
  - Rwanda
  - Somalia
- **Western and Central Africa**
  - Ivory Coast
  - Sierra Leone
  - Republic of the Congo
- **Middle East and Northern Africa**
  - Lebanon
  - Jordan
  - Syria
  - Tunisia/Libya
- **Caribbean**
  - Haiti
  - Dominican Republic
  - Peru
  - Brazil
- **Latin America**
  - Mexico
  - Ecuador
  - Brazil

#### Desk Officers
- **Italy**
  - **Desk Officer**: South Sudan, Palestine, Mozambique
- **Democratic Republic of the Congo**
  - **Desk Officer**: Myanmar
- **Regional Manager Eastern Africa**
  - **Regional Manager**: Kenya
  - **Desk Officer**: Burundi, Rwanda, Somalia
- **Regional Manager Western and Central Africa**
  - **Regional Manager**: Uganda
  - **Desk Officer**: Sierra Leone
  - **Desk Officer**: Republic of the Congo
- **Regional Manager Middle East and Northern Africa**
  - **Regional Manager**: Lebanon
  - **Desk Officer**: Jordan
  - **Desk Officer**: Iraq
  - **Desk Officer**: Syria
- **Regional Manager Caribbean**
  - **Regional Manager**: Haiti
  - **Regional Manager**: Dominican Republic
  - **Regional Manager**: Peru
  - **Regional Manager**: Brazil

#### 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**

#### Committee of Partners
- 143 partners:
  - 140 individuals
  - 3 organizations

#### Board of Directors
- **President**: Patrizia Savi
- **Vice-President**: Alfredo Mantica
- **Secretary General**: Giampaolo Silvestri

#### Supervisory Board
- President: Delia Gatti, Alfredo Tradati

#### Programmes

#### Meeting of Founding Members
- 46 founding members:
  - 34 organizations from 25 countries
  - 12 individuals

#### Institutional Partnership
- Project Design & Distance Support Program
- Fiscal Points:
  - European Union
  - Italian institutional donors
  - USA institutional donors
  - German cooperation
  - UNICEF
  - WFP
  - AFDI

#### Private Partnership
- Strategic Philanthropy, Corporate & Community Engagement

#### Communications
- Information & Communication Technology
- Human Resources
- Administration and Accounting
- Learning & Sharing
AVSI Foundation operates worldwide through a network of 34 founding members and over 700 partners.

700 partners
The main ones:

AGIDI Dairy farm
Uganda

Agro-Mac Agribusiness Ltd
www.agromaxug.com
Uganda

Aweer Pratil
Republic of the Congo

Actions et Interventions pour le Développement, Solidarité, Social, Éducation, Culture
www.acts.org
Democratic Republic of the Congo

Armoù da Salut
Democratic Republic of the Congo

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

Bludi
www.bludi.org
Libya

CSBAU - Comunità Biellese Austri-Amerikan Ortien
www.csbau.org
Italy

CIDE Opere Educative-FOE
www.cide.org
Italy

CEDUC Véloce Resi
www.ceduc.org
Brazil

Centre de Recherche et d’Éducation pour le Développement et le Développement des Nations du Monde
www.credum.org
Mexico

Centro Editora
Caracas

CIRKOL Council
Institut d’Intercommunautarisme Mediation du Lac Rosso
Cairo

CNMC Chambon National des Métiers de la Côte d’Ivoire
www.cnmc.org
Ivory Coast

Commission Episcopale Nationale Justice et Paix
www.cenjep.org
Haiti

CSJ - Centre de Solidarité Jésuite
Kigali

CUT cooperativas universitarias
educación y trabajo
ecuador

Cuesta de la Victoria
www.caritas.org
Palestine

Don Bosco Association
Kigali

Effat
Palestine

Entreculturas
www.entreculturas.org
Peru

Escuela Agropecuaria de la Amazonía de Manaus
Brasil

Fe y Alegria
www.feyalegria.org.pe
Peru

FMM - Familia Hermanas Movimiento
www.femitm.org
Sierra Leone

Fundación Unamos Progreso
www.fundacionunamos.org
Peru

Fundación San Antonio
Venezuela

Fundación San Rafael
www.fundacionsanrafael.org
Paraguay

Fundación Instituto de la UP
www.up.org
Argentina

Fundación Universitaria
www.universitarias.org
Colombia

Fundacion DOMUS
Chile

Fundación Educar
www.fundacioneducar.com
Ecuador

Fundación Lebano-Arabe
www.fundacionlebanoarabe.org
Lebanon

Fundación MasaK
www.masak.org
Morocco

FUNDEM
www.fundem.org
Diamond Coast

Fundación Maxima
www.maxima.com
Russia

MCAFIA - The International Alliance for Social Projects
Kuwait

Meeting Point International
www.meetingpoint-int.org
Uganda

Meeting Point Kitgum
Uganda

Microcredito
www.micropower.org
Kenya

Monte dei Paschi di Siena
www.montepaschi.it
Italy

Myanmar

Fundación Sembrar
www.sembrar.org
Peru

National Union of Coffee Growers
www.uec.org
Uganda

Notre Dame de l’Afrique
Democratic Republic of the Congo

Obras Educativas
www.oe.org
Honduras

OMED
www.omed.org
Jamaica

Padre Gianfrancesco
Padre Gianfrancesco

POE CI plataforma Oportunidades Juveniles de la Côte d’Ivoire
Ivory Coast

SEPCI A.C.
www.sepci.org
Mexico

SiKanda - Solidaridad Internacional Familia A.C.
www.sikanda.org
Mexico

SJM Service Juéveaux
www.sjm.org
Switzerland

SBNC – Saint Mary’s
House of Charity
Sierra Leone

St. Joseph’s Hospital Kitgum
www.stjosephkitgum.org
Uganda

St. Kito’s Primary School
South Sudan

St. Kito’s Vocational Training Institute
www.stkitocti.com
Kenya

St. Mary University
South Sudan

St. Theresa Mission Hospital
South Sudan

UNIDO – Universidad Notre Dame d’Haïti
www.unido.org
Haiti

Xclusive Cuttings Ltd.
www.xclusiveuganda.com
Uganda

Youth Women Christian Association
www.ywca-palestine.org
Palestine
Agriculture, food security and nutrition 13 6 8 2 0
Climate change, energy and environment 16 1 0 0 0
Sustainable cities and resilient communities 4 2 0 0 0
Healthcare 9 1 0 2 0
Vocational training, human capital and job creation 10 4 0 12 0
Humanitarian aid
Sectors Number of projects per sector
Agriculture, food security and nutrition
Climate change, energy and environment
Sustainable cities and resilient communities
Healthcare
Vocational training, human capital and job creation
Humanitarian aid
Human rights and democracy
Migration and integration
Education and child protection
Latin America and the Caribbean 32 13 33 5
Asia 16 4 0 12 0
Middle East 16 4 0 12 0
Europe 16 4 0 12 0
Number of projects per sector
Latin America and the Caribbean 29
Asia 6
Middle East 13
Europe 3
Agriculture, food security and nutrition 29
Climate change, energy and environment 6
Sustainable cities and resilient communities 12
Healthcare 26
Vocational training, human capital and job creation 24
Humanitarian aid 11
Human rights and democracy 5
Migration and integration 5
Education and child protection 6
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
Uganda, district of Kamwenge

ILUMINA Access to energy for local development and women’s empowerment

**Cross-cutting themes**

**Women’s empowerment**

To give women the tools to enhance their role as 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, meeting 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.

**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 48,182 men.

Uganda, 36 districts

SKY - Skilling youth for employment in agribusiness

**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 stimulating 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.

**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).

**IRAQ, Nineveh Governorate, Qaraqosh**

A virtuous production cycle to relaunch the economic fabric of the Nineveh Plain

**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.

**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.

**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.

**People involved**

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

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**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.

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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.

![Children supported and active supporters](AVSI Annual Report 2018)

**Division per geographic area**
- **Latin America**: 6,121 (25.8%)
- **Africa**: 13,028 (54.9%)
- **Asia**: 818 (3.5%)
- **Middle East**: 2,475 (10.4%)

**Division per age range**
- **0-5 years**: 1,994 (8.4%)
- **6-12 years**: 10,743 (45.3%)
- **13-17 years**: 7,970 (33.6%)
- **18 years and over**: 3,024 (12.7%)

**Distance Support Program**

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

- Lithuania
  - 22 children by 16 families
- Russian Federation
  - 1 child by 1 family
- Colombia
  - 14 children by 10 families
- India
  - 1 child by 1 family
- Romania
  - 2 children by 2 families

516 children adopted from 2003 to 2018

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

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OUR NUMBERS

Total resources and private and public fundraising performance

<table>
<thead>
<tr>
<th>Year</th>
<th>Public</th>
<th>Private</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>€ 50,509,048.58 / 74.17%</td>
<td>€ 17,588,422.90 / 25.83%</td>
</tr>
<tr>
<td>2017</td>
<td>€ 40,572,069.13 / 73.05%</td>
<td>€ 14,966,311.01 / 26.95%</td>
</tr>
<tr>
<td>2018</td>
<td>€ 31,885,138.88 / 68.80%</td>
<td>€ 14,460,115.18 / 31.20%</td>
</tr>
</tbody>
</table>

How AVSI uses your money

- 0.11 cents used for activities relating to development projects (ancillary activities, studies, consultancy)
- 2.09 cents used for fundraising
- 8.98 cents used to cover overhead costs
- 88.82 cents are allocated to projects

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

<table>
<thead>
<tr>
<th>Region</th>
<th>Contributions</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.64% Italian Government</td>
<td>5,880,752.80 €</td>
</tr>
<tr>
<td>13.81% International cooperation agencies and development banks</td>
<td>9,403,450.00 €</td>
</tr>
<tr>
<td>1.51% Italian Bishops’ Conference (CEI)</td>
<td>1,067,239.24 €</td>
</tr>
<tr>
<td>15.97% European Union</td>
<td>10,875,019.36 €</td>
</tr>
<tr>
<td>2.03% Italian local bodies</td>
<td>1,381,214.86 €</td>
</tr>
</tbody>
</table>

Public

<table>
<thead>
<tr>
<th>Contribution Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Italian State Contributions</td>
<td>5,357,229</td>
</tr>
<tr>
<td>European Union Contributions</td>
<td>16,594,457</td>
</tr>
<tr>
<td>International Organization Contributions/Other Bilateral Donors</td>
<td>29,823,410</td>
</tr>
<tr>
<td>Local Body Contributions</td>
<td>1,391,015</td>
</tr>
<tr>
<td>Italian Bishops Conference (CEI)</td>
<td>1,067,239.24</td>
</tr>
<tr>
<td>Private Contributions</td>
<td>1,485,186</td>
</tr>
<tr>
<td>Private, Distance Support Program</td>
<td>5,658,950</td>
</tr>
<tr>
<td>CONTRIBUTIONS ALLOCATED TO PROJECTS</td>
<td>62,498,051</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Country</th>
<th>Contributions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Palestine, Peru, Republic of the Congo, Rwanda, Sierra Leone, South Sudan, Syria and Uganda</td>
<td>50,626,394</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Contribution Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Projects financed by the Italian State</td>
<td>(1,486,616)</td>
</tr>
<tr>
<td>Projects financed by the European Union</td>
<td>(6,769,392)</td>
</tr>
<tr>
<td>Projects financed by Local Bodies</td>
<td>(1,099,280)</td>
</tr>
<tr>
<td>Projects financed by Italian Bishops’ Conference (CEI)</td>
<td>(965,254)</td>
</tr>
<tr>
<td>Projects financed by other donors</td>
<td>(9,045,319)</td>
</tr>
<tr>
<td>COSTS INCURRED FOR PROJECTS</td>
<td>(43,287,826)</td>
</tr>
<tr>
<td>PROJECT STAFF COSTS</td>
<td>(18,314,677)</td>
</tr>
<tr>
<td>TOTAL PROJECT COSTS</td>
<td>(61,581,801)</td>
</tr>
<tr>
<td>HEADQUARTERS STAFF COSTS</td>
<td>(8,011,623)</td>
</tr>
<tr>
<td>OTHER OPERATING COSTS INCURRED</td>
<td>(4,943,735)</td>
</tr>
<tr>
<td>Costs for raw and auxiliary materials, consumables and merchandise</td>
<td>(825,292)</td>
</tr>
<tr>
<td>Service costs</td>
<td>(1,490,540)</td>
</tr>
<tr>
<td>Travel and transport costs</td>
<td>(319,498)</td>
</tr>
<tr>
<td>Costs for third-party assets</td>
<td>(151,006)</td>
</tr>
<tr>
<td>Miscellaneous operating expenses</td>
<td>(1,600,274)</td>
</tr>
<tr>
<td>AMORTIZATION AND WRITE-DOWNS</td>
<td>(446,715)</td>
</tr>
<tr>
<td>Amortization of intangible fixed assets</td>
<td>(30,633)</td>
</tr>
<tr>
<td>Provisions and write-downs</td>
<td>(205,352)</td>
</tr>
<tr>
<td>Projects and other donations</td>
<td>(308,994)</td>
</tr>
<tr>
<td>TOTAL ANCILLARY COSTS</td>
<td>(40,787)</td>
</tr>
<tr>
<td>OPERATING RESULT</td>
<td>1,396,532</td>
</tr>
<tr>
<td>ANNUAL ACTIVITY COSTS</td>
<td>447,655</td>
</tr>
<tr>
<td>Staff costs</td>
<td>222,241</td>
</tr>
<tr>
<td>Service costs</td>
<td>514,754</td>
</tr>
<tr>
<td>TOTAL ANNUAL ACTIVITY COSTS</td>
<td>447,655</td>
</tr>
<tr>
<td>6,809,472.48</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Public</th>
<th>Private</th>
</tr>
</thead>
<tbody>
<tr>
<td>74.3%</td>
<td></td>
</tr>
<tr>
<td>€ 50,009,049.58</td>
<td></td>
</tr>
<tr>
<td>Total € 68,097,472.48</td>
<td></td>
</tr>
</tbody>
</table>

Public

Resources per country

<table>
<thead>
<tr>
<th>Country</th>
<th>Contributions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lebanon</td>
<td>20,937,463.82</td>
</tr>
<tr>
<td>Uganda</td>
<td>11,762,985.36</td>
</tr>
<tr>
<td>DR Congo</td>
<td>6,553,329.80</td>
</tr>
<tr>
<td>Haiti</td>
<td>5,910,788.14</td>
</tr>
<tr>
<td>Kenya</td>
<td>3,094,482.79</td>
</tr>
<tr>
<td>South Sudan</td>
<td>2,637,439.04</td>
</tr>
<tr>
<td>Jordan</td>
<td>2,442,511.77</td>
</tr>
<tr>
<td>Burundi</td>
<td>2,219,200.79</td>
</tr>
<tr>
<td>Ivory Coast</td>
<td>1,968,443.91</td>
</tr>
<tr>
<td>Mozambique</td>
<td>1,345,609.41</td>
</tr>
<tr>
<td>Brazil</td>
<td>1,031,482.25</td>
</tr>
<tr>
<td>Italy</td>
<td>904,720.80</td>
</tr>
</tbody>
</table>

Total € 68,097,472.48

Income statement

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

(values expressed in Euros)

<table>
<thead>
<tr>
<th>Item</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Italian State Contributions</td>
<td>5,357,229</td>
<td>5,880,230</td>
</tr>
<tr>
<td>European Union Contributions</td>
<td>16,594,457</td>
<td>6,976,589</td>
</tr>
<tr>
<td>International Organization Contributions/Other Bilateral Donors</td>
<td>29,823,410</td>
<td>28,272,305</td>
</tr>
<tr>
<td>Local Body Contributions</td>
<td>1,391,015</td>
<td>1,391,997</td>
</tr>
<tr>
<td>Italian Bishops Conference (CEI) Contributions</td>
<td>1,067,239.24</td>
<td>1,634,933</td>
</tr>
<tr>
<td>Private Contributions</td>
<td>1,485,186</td>
<td>1,493,766</td>
</tr>
<tr>
<td>Private, Distance Support Program Contributions</td>
<td>5,658,950</td>
<td>7,016,485</td>
</tr>
<tr>
<td>CONTRIBUTIONS ALLOCATED TO PROJECTS</td>
<td>62,498,051</td>
<td>50,626,394</td>
</tr>
<tr>
<td>Projects financed by the Italian State</td>
<td>(1,486,616)</td>
<td>(2,552,992)</td>
</tr>
<tr>
<td>Projects financed by the European Union</td>
<td>(6,769,392)</td>
<td>(6,769,176)</td>
</tr>
<tr>
<td>Projects financed by Local Bodies</td>
<td>(1,099,280)</td>
<td>(1,644,932)</td>
</tr>
<tr>
<td>Projects financed by Italian Bishops’ Conference (CEI)</td>
<td>(965,254)</td>
<td>(963,791)</td>
</tr>
<tr>
<td>Projects financed by other donors</td>
<td>(9,045,319)</td>
<td>(6,983,925)</td>
</tr>
<tr>
<td>COSTS INCURRED FOR PROJECTS</td>
<td>(43,287,826)</td>
<td>(43,287,826)</td>
</tr>
<tr>
<td>PROJECT STAFF COSTS</td>
<td>(18,314,677)</td>
<td>(7,416,340)</td>
</tr>
<tr>
<td>TOTAL PROJECT COSTS</td>
<td>(61,581,801)</td>
<td>(49,029,330)</td>
</tr>
<tr>
<td>HEADQUARTERS STAFF COSTS</td>
<td>(8,011,623)</td>
<td>(7,401,830)</td>
</tr>
<tr>
<td>OTHER OPERATING COSTS INCURRED</td>
<td>(4,943,735)</td>
<td>(11,091,619)</td>
</tr>
<tr>
<td>Costs for raw and auxiliary materials, consumables and merchandise</td>
<td>(825,292)</td>
<td>(3,344,513)</td>
</tr>
<tr>
<td>Service costs</td>
<td>(1,490,540)</td>
<td>(1,300,510)</td>
</tr>
<tr>
<td>Travel and transport costs</td>
<td>(319,498)</td>
<td>(1,500,999)</td>
</tr>
<tr>
<td>Costs for third-party assets</td>
<td>(151,006)</td>
<td>(2,122,340)</td>
</tr>
<tr>
<td>TOTAL OPERATING COSTS</td>
<td>(6,876,352)</td>
<td>(8,899,209)</td>
</tr>
<tr>
<td>ANNUAL ACTIVITY COSTS</td>
<td>447,655</td>
<td>232,990</td>
</tr>
<tr>
<td>Staff costs</td>
<td>222,241</td>
<td>15,682</td>
</tr>
<tr>
<td>Service costs</td>
<td>514,754</td>
<td>54,528</td>
</tr>
<tr>
<td>TOTAL ANNUAL ACTIVITY COSTS</td>
<td>447,655</td>
<td>232,990</td>
</tr>
<tr>
<td>OPERATING RESULT</td>
<td>1,396,532</td>
<td>547,609</td>
</tr>
<tr>
<td>Other financial income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income from investments recorded in working capital</td>
<td>2018</td>
<td>2017</td>
</tr>
<tr>
<td>Income other than the above</td>
<td>54,589</td>
<td>54,785</td>
</tr>
<tr>
<td>Interest and other financial income</td>
<td>171,310</td>
<td>122,103</td>
</tr>
<tr>
<td>FINANCIAL INCOME AND EXPENSES</td>
<td>157,915</td>
<td>(183,048)</td>
</tr>
<tr>
<td>Extraordinary income</td>
<td>10,967</td>
<td>54,830</td>
</tr>
<tr>
<td>Extraordinary expenses</td>
<td>(152,780)</td>
<td>(152,780)</td>
</tr>
<tr>
<td>EXTRAORDINARY INCOME AND EXPENSES</td>
<td>(152,332)</td>
<td>(152,332)</td>
</tr>
<tr>
<td>PROFIT/LOSS ON CURRENCIES</td>
<td>478,865</td>
<td>476,785</td>
</tr>
<tr>
<td>PRE-TAX RESULT</td>
<td>631,102</td>
<td>37,448</td>
</tr>
<tr>
<td>Total for the financial year</td>
<td>613,646</td>
<td>14,636</td>
</tr>
</tbody>
</table>

AVSI Annual Report 2018
### Asset balance sheet
**to 31/12/2018 and to 31/12/2017**
(values expressed in Euros)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Amendments to Statute</td>
<td>882</td>
<td>1,470</td>
</tr>
<tr>
<td>Software</td>
<td>47,880</td>
<td>37,327</td>
</tr>
<tr>
<td>Quality certification</td>
<td>3,068</td>
<td>2,550</td>
</tr>
<tr>
<td>Trademark registration</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Improvements to third-party assets</td>
<td>10,573</td>
<td>11,986</td>
</tr>
<tr>
<td><strong>Tangible Non-current Assets</strong></td>
<td><strong>3,646,930</strong></td>
<td><strong>3,692,927</strong></td>
</tr>
<tr>
<td>Land and buildings</td>
<td>3,360,106</td>
<td>3,384,369</td>
</tr>
<tr>
<td>Plant and machinery</td>
<td>71,962</td>
<td>1,203</td>
</tr>
<tr>
<td>Vehicles</td>
<td>179,810</td>
<td>179,735</td>
</tr>
<tr>
<td>Office furniture</td>
<td>24,452</td>
<td>47,670</td>
</tr>
<tr>
<td>Electronic office machinery</td>
<td>12,381</td>
<td>79,849</td>
</tr>
<tr>
<td><strong>Financial Non-current Assets</strong></td>
<td><strong>80,927</strong></td>
<td><strong>80,927</strong></td>
</tr>
<tr>
<td>Security deposits</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Shareholdings in other businesses</td>
<td>80,927</td>
<td>80,927</td>
</tr>
<tr>
<td><strong>Total Non-current Assets</strong></td>
<td><strong>3,790,261</strong></td>
<td><strong>3,827,197</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Credits owed by private donors</td>
</tr>
<tr>
<td>Credits owed by customers for ancillary activities</td>
</tr>
<tr>
<td>Credits owed by security institutions</td>
</tr>
<tr>
<td>Tax credits</td>
</tr>
<tr>
<td><strong>Other credits</strong></td>
</tr>
<tr>
<td>Advance Payments to Offices and Local Associations</td>
</tr>
<tr>
<td>Credits owed by institutional donors</td>
</tr>
<tr>
<td>- Projects financed by the Italian State</td>
</tr>
<tr>
<td>- Projects financed by the European Union</td>
</tr>
<tr>
<td>- Projects financed by International Organisations / Other bilateral donors</td>
</tr>
<tr>
<td>- Projects financed by Italian Bishops’ Conference (CIE)</td>
</tr>
<tr>
<td>- Projects financed by Local Bodies</td>
</tr>
<tr>
<td>Credits owed by related entities</td>
</tr>
<tr>
<td>- collectible within next year</td>
</tr>
<tr>
<td>- collectible beyond next financial year</td>
</tr>
<tr>
<td>Credits owed by foreign branches</td>
</tr>
<tr>
<td>- payable within next financial year</td>
</tr>
<tr>
<td>- payable beyond next financial year</td>
</tr>
<tr>
<td><strong>Financial Assets that do not constitute Non-current Assets</strong></td>
</tr>
<tr>
<td>Other securities</td>
</tr>
<tr>
<td><strong>Cash Balances</strong></td>
</tr>
<tr>
<td>Bank and postal deposits</td>
</tr>
<tr>
<td>Cash and cash equivalents on hand</td>
</tr>
<tr>
<td><strong>Total Working Capital</strong></td>
</tr>
<tr>
<td><strong>Accruals and Deferrals</strong></td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
</tr>
</tbody>
</table>

### Liability balance sheet
**to 31/12/2018 and to 31/12/2017**
(values expressed in Euros)

| Membership fees | 40,918 | 41,414 |
| Available provision | 354,315 | 859,028 |
| Other reserves | 980,049 | 1,298,227 |
| Translation reserve | 6,744 | 6,745 |
| Change in the available provision | 2,880,966 | 1,536,174 |
| - 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 |
| **Net Equity** | **4,265,492** | **3,741,727** |
| **Employee Severance Indemnity** | **1,228,591** | **1,221,466** |
| **Provisions for Risks and Charges** | **200,000** | **294,462** |
| **Medium- and Long-term Liabilities** |
| - Long-term Bank Loans | - | 454,624 |
| **Total medium and long-term liabilities** | **454,624** | **454,624** |
| **Debts owed to Banks** | **1,554,117** | **1,278,193** |
| - payable within next financial year | 1,554,117 | 1,278,193 |
| - payable beyond next financial year | - | - |
| **Debts owed to Projects** | **87,628,730** | **69,433,531** |
| - Italian State | 8,611,049 | 3,495,018 |
| - European Union | 16,488,276 | 11,906,012 |
| - International Organisations / Other bilateral donors | 53,896,094 | 42,453,846 |
| - Local Bodies | 2,704,881 | 2,236,263 |
| - Italian Bishops’ Conference (CIE) | 1,478,764 | 865,759 |
| - International Adoptions | 23,015 | 8,220 |
| - Foundations and others | 82,119 | - |
| - Private donors | 3,933,060 | 4,393,060 |
| - Distance Support Program | 3,411,380 | 3,992,989 |
| **Debts owed to Suppliers** | **1,077,993** | **596,127** |
| - payable within next financial year | 1,077,993 | 596,127 |
| - payable beyond next financial year | - | - |
| **Debts owed to Related Entities** | **158,162** | **(128,443)** |
| - payable within next financial year | 158,162 | (128,443) |
| - payable beyond next financial year | - | - |
| **Debts owed to Project Staff** | **3,532** | **11,385** |
| - payable within next financial year | 3,532 | 11,385 |
| - payable beyond next financial year | - | - |
| **Debts owed to Office Staff** | **608,963** | **598,397** |
| - payable within next financial year | 608,963 | 598,397 |
| - payable beyond next financial year | - | - |
| **TAX Debts** | **313,284** | **214,684** |
| - payable within next financial year | 313,284 | 214,684 |
| - payable beyond next financial year | - | - |
| **Debts owed to Pension and Social Security Institutions** | **460,020** | **479,537** |
| - payable within next financial year | 304,275 | 479,537 |
| - payable beyond next financial year | 155,745 | - |
| **Debts owed to Others** | **592,707** | **372,829** |
| - payable within next financial year | 592,707 | 372,829 |
| - payable beyond next financial year | - | - |
| **Total Debts** | **92,397,510** | **72,856,240** |
| **Accruals and Deferrals** | **1,357,657** | **9,549** |
| **Total Net Equity and Liabilities** | **99,449,250** | **78,578,068** |
donate now

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 0164 000000005000 – BIC (Swift code): BPCVIT2S

Post Office account
S22474 in the name of FONDAZIONE AVSI ONLUS ONG

Online donations
donazioni.avsi.org

“5x1000” donations
Tax Ref. no: 81017180407

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20131 Milan, Via Donatello, 5
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47521 Cesena (FC), Via Padre V. da Sarsina, 216
+39.0547360811 - cesena@avsi.org
www.avsi.org

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