In 2017, with your support and partnership, we brought sexual and reproductive health care to communities around the world. Thank you for your courage and commitment to transforming people’s lives.
Our Global Impact in 2017

- 495,000+ unsafe abortions prevented
- $116.5 million+ saved in direct health care spending
- 4,200+ fewer maternal deaths
- 887,000+ individuals received HIV and AIDS services
- 4.3 million+ visits to facilities for contraceptive services
- 1.9 million+ unintended pregnancies averted
- 605,600+ deliveries supported by facility staff
- 11.6 million+ visits for youth-friendly services made by young people

Key performance data from Pathfinder projects in FY17. Estimates for maternal deaths, unintended pregnancies, and unsafe abortions averted, and direct health care costs saved were calculated with Marie Stopes International’s Impact Calculator 2 v3.
To My Fellow Pathfinder Supporters,

We are certainly living in challenging times. For many years, the funding for our work in communities throughout the world has largely come from the U.S. government. It is now quite obvious that fostering improvements in family planning and women’s sexual and reproductive rights is no longer a priority, or even of particular interest to the current administration.

2017 marks Pathfinder’s 60th anniversary. During those eventful years, our organization has worked tirelessly to bring reproductive health services to countless women and their families. Our ability to continue to provide and improve these services, however, is now more seriously threatened than at any time during our existence.

Nevertheless, times of great challenge also offer opportunities for creating novel approaches to existing issues, innovative ways to overcome newly created impediments, and the use of contemporary methodologies to enhance efficiency.

Long before the current administration in Washington took office, we launched a major and creative effort to improve the way we work. We also transformed our senior leadership in order to better meet the challenges of these difficult times. Following an international search, we were delighted to attract Lois Quam to become our new Chief Executive Officer. Prior to joining us, Lois had an extraordinarily successful career in both the public and private sectors, including most recently her selection by President Obama to head the Global Health Initiative at the Department of State. In less than a year, she has brought several outstanding new individuals into Pathfinder’s Executive Team and is addressing the very real challenges we now face.

We are committed to expanding our work to address the significant needs of the communities we serve—from addressing the complex links between population, health, and the environment, to providing refugees in sites around the world with access to reproductive health care. We are expanding our global community, fighting for women’s rights while respecting local cultures, and involving community leaders to make change possible.

So, here’s my pitch! We need increasing support from individuals like you, who share our beliefs and are prepared to stand up for them. We simply cannot continue our work, let alone expand it, without substantial support from you. If you believe in the importance of our mission and feel that the effects of our work will positively impact the world, please join us in that effort.

Thank you for standing with us.

Richard L. Berkowitz, MD
Chairman of the Board
Financial Highlights  For the year ending June 30, 2017

**REVENUE**

- 20% Foundations, Corporations, & Individuals
- 4% Foreign Governments & Multilaterals
- 76% U.S. Government

**EXPENSES**

- 7% Management & General
- 2% Fundraising
- 91% Program Services

**PROGRAM EXPENSES BY REGION**

- 17% Near East & Asia
- 2% Latin America & Caribbean
- 81% Africa

**PROGRAM EXPENSES BY AREA**

- 18% Maternal & Newborn Health
- 14% HIV & AIDS
- 4% Comprehensive Abortion Care
- 2% Population, Health, & Environment
- <1% Cervical Cancer Prevention
- 62% Contraception

**STATEMENT OF ACTIVITIES**

**REVENUE**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants and contracts</td>
<td>$157,264,470</td>
</tr>
<tr>
<td>Contributions</td>
<td>3,789,433</td>
</tr>
<tr>
<td>Other</td>
<td>636,036</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>161,689,939</strong></td>
</tr>
</tbody>
</table>

**EXPENSES**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>151,606,503</td>
</tr>
<tr>
<td>Management and general</td>
<td>11,774,381</td>
</tr>
<tr>
<td>Fundraising</td>
<td>3,268,313</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>166,649,197</strong></td>
</tr>
</tbody>
</table>

Operating deficit: (4,959,258)  
Non-operating gains: 1,261,384  
Change in net assets for the year: (3,697,874)  
New assets at beginning of year: 28,574,398  
Net assets at end of year: $ 24,876,524

The information presented above is drawn from Pathfinder International’s financial statements, audited by Mayer Hoffmann McCann P.C. They are available upon request or at pathfinder.org/financials

Pathfinder International receives Charity Navigator’s highest rating for accountability and transparency.
CHANGING THE COURSE OF HISTORY

Pathfinder International 60 YEARS
What if we discovered the smartest way to solve the world’s toughest challenges?

What if millions of women in Ethiopia had the power to avoid unintended pregnancy?

What if hundreds of thousands of girls in India had a plan to stay in school?

For 60 years, Pathfinder and our partners have changed the course of history with communities across the globe.

NOW LET'S CHANGE
What if safe abortion were decriminalized in Mozambique?

What if Egypt had a new strategy to stop child marriage?

TOGETHER, WE’VE ALREADY MADE THIS HAPPEN

our partners have changed communities across the globe.

THE FUTURE.
To our Pathfinder family and partners worldwide,

I write to you at an extraordinary moment in history.

Sixty years ago, Dr. Clarence and Sarah Gamble created Pathfinder believing they could change the world by putting contraception in the hands of women who want it. Our founders pioneered a community model that laid the groundwork for expanding sexual and reproductive health and rights around the world. This approach truly changed the course of history.

Today, we stand on the shoulders of these giants and carry their mission forward. We know the smartest way to solve the world’s toughest problems is by investing in women. But we face unprecedented challenges.

Every day, millions of women are denied health services that can mean the difference between life and death. Our mission is to reach them, bringing quality health care to their doorsteps and clinics, but now funding for sexual and reproductive health has never been more uncertain. Put simply, Pathfinder’s work is in jeopardy.

Budget requests from the current U.S. Administration entirely eliminate support for contraception programs and drastically reduce American support for critical HIV and AIDS and maternal and newborn health projects. The world needs the work we do.

It’s up to us to respond to this moment with vision and courage.

As Pathfinder’s new CEO, I bring lessons I’ve learned as a senior leader in the private, public, and nonprofit sectors. Throughout my career, I have applied my strategic and operating experience to drive business revenue and earnings growth and tackle public policy issues. I know we face unprecedented challenges, and I embrace them.

As dedicated donors, partners, and staff across the globe, you have made some of Pathfinder’s most courageous and groundbreaking work possible. We need your commitment to keep this momentum going.

Pathfinder is on the move. We are charting a new path while staying true to our mission.

To meet the demands of a changing world and become even more valuable to our partners, we are choosing to make some significant changes of our own:

For 60 years, Pathfinder’s headquarters has been in the United States. That changes now. We are undertaking a major restructuring effort and putting greater power in the hands of our talented teams in local communities (See our new “Community First” model in action on page 7).

Where communities are forced to adapt to emerging crises like conflict and climate change, we are offering practical solutions, steadfast partnership, and a path toward resilience (See how we bring better health care to Syrian refugees and their host communities on page 11).

We are doubling down on our commitment to women and adolescents. We know they are the key to achieving universal health coverage and the Sustainable Development Goals (See how we connect people, the planet, and prosperity on page 12).

We are finding new allies in the fight for reproductive choice—from faith leaders in Nigeria to tech entrepreneurs in Silicon Valley. By building strong, lasting partnerships, and fortifying our local infrastructure, we will continue to help transform communities and nations (Meet faith leaders for family planning on page 6).

We have to do it together. And we must be brave.

Sixty years ago, Pathfinder’s founders were courageous. Over a decade before Roe v. Wade, when the sale of birth control was still prohibited in some U.S. states, and you could be imprisoned for using contraception in Connecticut, they created this remarkable organization. They charted a new path for millions of women and families to reach their full potential.

Now the future is up to us.

Yours,

Lois Quam
President and Chief Executive Officer
Today’s generation of young people is the largest in history. Nearly half of all people on the planet are under 25. Peace, progress, and the future of our world depends on them.

Pathfinder knows that sexual and reproductive health and rights are essential for young people to realize their full potential. For 40 years, in over 40 countries, we’ve joined communities of talented, dynamic youth to bring them the services they need. We believe young people are the key to healthier nations, stronger economies, and a more stable and secure world.

MOZAMBIQUE
Changing Minds and Futures
REACHING 2.3 MILLION+ YOUNG PEOPLE WITH IN-DEPTH INFORMATION ON THEIR REPRODUCTIVE HEALTH AND HIV, Programa Geração Biz changed the way the government of Mozambique invests in future generations—empowering young people to make healthier decisions in schools, communities, and clinics nationwide.

INDIA
Preventing Early Marriage and Unintended Pregnancy
“I WAS 15 WHEN I JOINED MY PATHFINDER TRAINING. IT WAS A GIFT. I learned a girl can be educated. I can convince my parents to delay my arranged marriage. I can have a small family. Six years later, I am still not married. I have continued my studies. This change I feel, I want every girl to feel it.”—Jailata Kumari, one of 590,000+ people reached through our Promoting Change in Reproductive Behavior of Adolescents project
ERING
PEOPLE

LOOK HOW FAR
WE’VE COME IN JUST
5 YEARS

Pathfinder recently launched one of West Africa’s first contraception programs for married girls. With a single seed investment of private funds, we are now shaping the future of sexual and reproductive health care for young women across a region where the need is greatest.

IN 2012
1 seed investment
$1.2 million
in private funds in Niger, Burkina Faso, and Guinea

IN 2012,
60k
women and married adolescents reached
in 6 health districts

IN JUST 5 YEARS,
12 million+
reached in 38 health districts

TODAY
7 new funders
$31+ million
invested across West Africa

I was given in marriage at 13. I never attended school. I did not like getting married very young, but I could not change anything. I did not think I had the right to use contraception. Now Pathfinder’s program has changed my life.” —Aicha Issa, Niger
Islam is never against healthy spacing of children... It is because of lack of knowledge that some people think so... This project is creating awareness among the masses. Even for me, my knowledge has improved. Now I tell people to marry at an appropriate age, space your children, plan for a child—when you want.”

—Qari Sirajuddin, a Muslim religious leader and advocate for girls’ education trained by Pathfinder in India
Sixty years ago, Pathfinder pioneered a new model for bringing family planning to hard-to-reach communities that laid the groundwork for expanding sexual and reproductive health and rights around the world. Today, our commitment to working hand-in-hand with communities is stronger than ever.

Communities trust Pathfinder because we earn their trust. We believe that when you get closer to the people you serve, you can benefit from local talent and insights, you can be more innovative, you can better understand what’s not working, and you can create lasting connections between people and their health systems.

COMMUNITY FIRST

1970s

FAITH LEADERS FOR FAMILY PLANNING
How do you raise awareness and acceptance of healthy timing and spacing of pregnancy in highly religious communities? Here’s how: Pathfinder is committed to forming deep partnerships with faith leaders—training members of Islamic welfare organizations, the Catholic Church, Protestant mission groups, and others with enormous influence over the decisions and health of their followers. We believe progress for sexual and reproductive health depends on it.

2004

GRASSROOTS TO GLOBAL CHANGE
Pathfinder joined Nigerian leaders to launch the first major development project integrating reproductive health, family planning, child survival, and education in the country. This was also the earliest use of a groundbreaking “Community Action Cycle” to engage community members to develop solutions to local development challenges across five states—covering a population of over 18 million people.

2017

UNITING YOUNG MOTHERS
In Burkina Faso, Ethiopia, Mozambique, Niger, Tanzania, and Uganda, young married women join Pathfinder support groups to gain knowledge, embrace their self-worth, and access sexual and reproductive health care that can transform their lives and the lives of their children.
Bravely charting a new path.

Showing extraordinary resilience.

Working among the most marginalized populations in the hardest-to-reach regions.

Confronting obstacles head-on and challenging the status quo.

Standing up for sexual and reproductive rights.

Making good on our promises.

During times of conflict and challenge, staying when others leave.

Building upon 60 years of deep, dedicated partnerships with communities and countries.

Finding new ways to connect people and health systems.

Going where the need is greatest, leaving no woman behind.
Pioneering a new community model that lays the groundwork for expanding sexual and reproductive health and rights around the world.

Investing in local ownership to have a bigger, more lasting impact.

Raising the voices of millions of talented partners in communities to achieve health and rights for all.
Poor access to sexual and reproductive health care is a leading cause of death and disease among the world’s displaced women and girls. Together, we can change this, save lives, and create greater stability among refugees.” —Dr. Alaa El Dine Hassan Mahmoud, Country Director, Pathfinder Egypt

BEFORE, DURING, AND AFTER CRISIS, we tested various models for delivering family planning, reproductive health, and gender-based violence services to communities in Burundi and the Democratic Republic of the Congo to determine which model worked best.

PATHFINDER EVOLVES WITH THE COMMUNITIES WE SERVE and anticipates changing conditions. Through a strong partnership with governments, and thanks to supporters like you, we are now expanding the scope of our work to serve Syrian and sub-Saharan refugees in Egypt.

IN KENYAN REFUGEE CAMPS, we addressed gender-based violence by training male and female refugees as gender champions to share information and connect survivors to support.
Right now, more people are displaced than at any other time in history. More than 32 million women and girls of reproductive age need humanitarian assistance, including quality health care to address violence against women, protect themselves against sexually transmitted diseases, and prevent unplanned pregnancies. In places where rape is often used as a weapon of war and services are scarce, we must do more as a global community to reach refugees with the services they urgently need. Together, we can.

Today’s unprecedented humanitarian crisis calls for new solutions that focus on areas where both refugees and host communities share a need for quality health care. Put simply, we must connect people to systems and systems to people.

This work is funded by the United States Department of State’s Bureau of Population, Refugees and Migration.
As a global community, how can we solve the world’s toughest challenges by 2030? We believe we have the answer.

On the shores of Africa’s largest freshwater lakes and the arid rangelands of the Great Rift Valley, Pathfinder joins environmental experts, governments, and rural communities to create a sustainable future. We do it by combining reproductive health, management of natural resources, and economic opportunities into a single ground-breaking approach that creates a path for healthier people and ecosystems for years to come.

Our approach to Population, Health, and Environment is unique because of who we are. Pathfinder is deeply committed to reproductive rights and women’s empowerment. And we are seeing thousands of women stepping up to get involved.

"This knowledge has transformed our family and home. We have shared it with our community, and our community has changed. Maternal deaths are decreasing. Women are safer. Our children are healthier. Our income has grown. We can even send our children to school on the mainland now."
—John and Harriet Lwegaba, Bussi Island, Uganda
The project is amazing. It has benefited my life.”

Fausta was pregnant almost every year. Thanks to your support, she now has a choice and the power to protect her island. pathfinder.org/Fausta
Pathfinder is transforming the way we work. The status quo won’t make universal health care a reality or achieve the development goals of leaders and nations around the world, the Sustainable Development Goals. If these goals are achieved, it would mean an end to extreme poverty, inequality, and climate change by 2030. That’s why we are building on 60 years of innovative achievements to forge new partnerships, develop new technologies, and find new ways to empower women and adolescents. And we need your collaboration.
FORWARD

WE RESEARCH AND TEST
NEW SOLUTIONS TO TACKLE PROVIDER BIAS
BURKINA FASO | TANZANIA | PAKISTAN

USING INNOVATIVE APPROACHES
+ HUMAN-CENTERED DESIGN
+ MULTIDISCIPLINARY EXPERTISE
+ SEGMENTATION

LET’S DISCOVER WHAT WORKS BEST
Follow our findings and learn about our partners
pathfinder.org/BeyondBias

TOGETHER,
we’re finding new ways to remove barriers for young people to get contraception

TEXT "I" FOR YOUTH
We helped Mozambique launch its first youth-centric text messaging campaign delivering information and stories about sexual health and contraception straight into the hands of young people.

2013

Our Commitment to Innovation

THE WETSUIT THAT HELPS SAVE LIVES
As part of our comprehensive strategy to prevent maternal death, we deployed an innovative first-aid device in Bangladesh, India, Nigeria, and Tanzania. This non-pneumatic, anti-shock garment made of neoprene and Velcro is wrapped tightly around a hemorrhaging woman’s abdomen, pelvis, and legs to decrease her blood loss, restore her vital signs, and buy her time until she reaches the health facility for emergency care.

2007

BEYOND BIAS
What’s one of the biggest barriers for young people who want to use contraception? A health provider who refuses to offer them quality care. Pathfinder accepts this challenge, joining partners from diverse disciplines to test creative new solutions for addressing provider bias in three very different countries.

2017

15
“There will be moments ahead where a courageous response is called for. As Pathfinders, we will not shrink in the face of challenge, but respond courageously. We are committed to holding up that torch of courage to light the way forward.”
—Daniel Pellegrom, President of Pathfinder International, 1985–2012, and recipient of Pathfinder’s 2017 Lifetime Achievement Award

“So many unwanted pregnancies prevented, maternal deaths averted, and lives saved since the 1970s, when we first introduced temporary and permanent methods of family planning and menstrual regulation services in Bangladesh. We have truly made history, and I am proud to be a part of the next chapter too.”
—Halida Akhter, Chief of Party and Senior Country Director, Pathfinder Bangladesh

With courage and commitment, our global community wants to bring sexual and reproductive health and rights to everyone everywhere.
To survive a terrorist attack, John hid in the forest overnight, barefoot and bleeding. In the morning, he returned to town to make sure health services were delivered. Winner of Pathfinder’s 2017 Courage Award, John Karisa is our deeply dedicated Clinical Manager for Sexual and Reproductive Health and Rights in Lamu County, Kenya. “We must continue to support people with the health services they need, no matter what,” said John. “That is what it means to be a Pathfinder.”

“If you want to address violence against women and girls, you absolutely must involve the entire community and gain strong government support. I am committed to doing this in the DRC.” —Béatrice Nday wa Mbayo, Project Manager, Pathfinder DRC

“I want to see a world where every woman who wants contraception has it... where every family lives a healthy life in harmony with their environment.” —Julia Kahrl, daughter of Pathfinder’s founders, a member of our Board of Directors, and recipient of Pathfinder’s 2017 Lifetime Achievement Award

“I am proud to be a Pathfinder because I am a woman. As a woman, I believe no woman should die while bringing forth a life.” —Sarah Akatukunda, Finance Officer, Pathfinder Uganda

IN OUR MOVEMENT

944+ EMPLOYEES WORLDWIDE
86% IN COUNTRIES WHERE WE WORK
14% IN UNITED STATES

"If you want to address violence against women and girls, you absolutely must involve the entire community and gain strong government support. I am committed to doing this in the DRC." —Béatrice Nday wa Mbayo, Project Manager, Pathfinder DRC
To the individuals, organizations, donor nations, and community partners who advance Pathfinder’s work around the world, thank you.

YOU ARE CHANGING THE COURSE OF HISTORY

Traveler, there is no path. Paths are made by walking.”
—Antonio Machado, Poet