

# GRASSROOTSOCCER

*Educate. Inspire. Mobilize. Stop the Spread of HIV.*

## 2011 Annual Report



## FROM BOARD CHAIR TOM CROTTY AND FOUNDER AND CEO THOMAS S. CLARK

Let's start with a soccer analogy: It's half-time. We're down. Our opponent, HIV/AIDS, has a daunting record (30 million people infected with the HIV virus globally). This is not going to be easy. But we do have the wind at our backs (a good thing!) and dedicated players like you on our team.

By supporting Grassroot Soccer in 2011, you have helped do your part to ensure the second half of the game goes the way it must. Since 2002, GRS has taken a simple concept—that soccer and soccer stars are a powerful way to reach young people with life-saving education—and turned that idea into 465,000 youth educated and 22,000 people tested. During this time, we have continued to evaluate our programs and publish the findings, allowing us to modify our programs to maximize our impact.

Our goal is to provide comprehensive HIV education and life skills to one million young people and to ensure testing and treatment for thousands more by World Cup 2014. With your help, Grassroot Soccer has the ability to dramatically affect the lives of young people and the course of the fight against AIDS.

Many thanks for your past and continued support.

Yours truly,

Tom Crotty, General Partner, Battery Ventures  
Chair, Grassroot Soccer Global Board of Directors

Thomas S. Clark, M.D.  
Founder and CEO, Grassroot Soccer

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## 2011 HIGHLIGHTS

- 1) We have now educated over 465,000 young Africans on HIV prevention and tested 22,000 youth and community members for HIV.
- 2) First Lady Michelle Obama and Archbishop Desmond Tutu visited with GRS coaches and students in Cape Town, South Africa.
- 3) In Zambia, the rate of voluntary HIV testing for GRS students is over 4X the national average.
- 4) As part of the Clinton Global Initiative, GRS was honored for our commitment to educating and providing leadership opportunities to girls.
- 5) Professional soccer players such as Bacary Sagna, Oguchi Onyemu and Robert Pirès joined the team as Ambassadors.
- 6) We have now trained over 6,000 professional soccer players and community leaders to deliver our innovative programs as GRS coaches.
- 7) GRS was awarded FIFA Football for Hope Centres in Bulawayo, Zimbabwe and in Alexandra Township, South Africa.
- 8) GRS received the maximum rating of 4 Stars from Charity Navigator for exceeding industry standards for efficiency and financial health.
- 9) Over 6,000 participants around the world raised awareness and funds for the AIDS epidemic through GRS 3v3 Soccer Tournaments.
- 10) GRS announced a formal partnership with the Peace Corps to expand our outreach in Africa.

## OUR 2011 GRANTORS

*GRS would like to thank the following grant-making organizations for supporting our work.*



ABSA  
Barclays  
BP Castrol  
Chase Community Giving  
Comic Relief  
Dept. of Health, Western Cape, South Africa  
Dream a Dream  
Egmont Trust  
Elton John AIDS Foundation  
Exxon Mobil  
FHI 360  
FIFA  
FIFA FMARC  
Gilead Sciences Foundation  
Hanover Rotary Club  
Harvip Foundation  
Imago Dei Fund  
International Sports Programming Initiative, U.S.  
    Department of State  
Johnson & Johnson  
Kick 4 Life  
Laureus

Liger  
LPCB Zambia (AED Local Partners Capacity  
    Building Program)  
MAC AIDS  
Merck  
Mercy Corps  
Nike Corporation  
NPI (New Partners Initiative) USAID  
Oil Aid  
Pioneer Foods  
Pretoria Cement (PPC)  
Rational Games  
Red Ribbon Foundation  
Rio Tinto  
SalesForce  
Social Development Fund  
Trink  
UNHCR  
UNICEF  
U.S. Peace Corps  
Vitol Charitable Foundation  
World Education

**GRASSROOT SOCCER, INC. STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2011  
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010**

	<b>ASSETS</b>	
	<u>2011</u>	<u>2010</u>
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 1,822,853	\$ 1,498,941
Employee and partner advances	91,326	67,168
Grants receivable	2,639,490	3,710,834
Pledges receivable	523,673	36,354
Inventory	224,727	394,479
Prepaid expenses	<u>64,677</u>	<u>60,147</u>
Total current assets	<u>5,366,736</u>	<u>5,767,923</u>
<b>FIXED ASSETS</b>		
Furniture and equipment	24,917	11,806
Computer equipment	98,938	85,431
Vehicles	95,072	103,464
Leasehold improvements	12,805	3,058
Software	<u>35,839</u>	<u>35,840</u>
	267,571	239,599
Less: Accumulated depreciation and amortization	<u>(183,575)</u>	<u>(134,434)</u>
Net fixed assets	<u>83,996</u>	<u>105,165</u>
<b>OTHER ASSETS</b>		
Deposits	21,862	26,773
Grants receivable, net of current portion	<u>121,376</u>	<u>814,956</u>
Total other assets	<u>143,238</u>	<u>841,729</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 5,593,970</u></b>	<b><u>\$ 6,714,817</u></b>
<b>LIABILITIES AND NET ASSETS</b>		
	<u>2011</u>	<u>2010</u>
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued liabilities	\$ <u>181,134</u>	\$ <u>207,386</u>
<b>NET ASSETS</b>		
Unrestricted	1,734,134	1,389,760
Temporarily restricted	<u>3,678,702</u>	<u>5,117,671</u>
Total net assets	<u>5,412,836</u>	<u>6,507,431</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 5,593,970</u></b>	<b><u>\$ 6,714,817</u></b>

**GRASSROOT SOCCER, INC. STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED DECEMBER 31, 2011 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010**

	<u>2011</u>			<u>2010</u>
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>Total</u>
<b>REVENUE</b>				
Grants	\$ --	\$ 2,760,144	\$ 2,760,144	\$ 5,299,364
Contributions	1,740,061	574,735	2,314,796	1,359,494
In-kind contributions	--	106,823	106,823	429,139
Special events	392,579	--	392,579	292,231
Interest income	8,736	288	9,024	5,586
Other	32,697	38,509	71,206	467,393
Net assets released from donor restrictions	<u>5,031,236</u>	<u>(5,031,236)</u>	--	--
Total revenue	<u>7,205,309</u>	<u>(1,550,737)</u>	<u>5,654,572</u>	<u>7,853,207</u>
<b>EXPENSES</b>				
Program Services	<u>4,679,617</u>	--	<u>4,679,617</u>	<u>4,339,507</u>
Supporting Services:				
Management and General	1,454,449	--	1,454,449	1,264,044
Fundraising	<u>488,469</u>	--	<u>488,469</u>	<u>401,019</u>
Total supporting services	<u>1,942,918</u>	--	<u>1,942,918</u>	<u>1,665,063</u>
Total expenses	<u>6,622,535</u>	--	<u>6,622,535</u>	<u>6,004,570</u>
Change in net assets before other item	582,774	(1,550,737)	(967,963)	1,848,637
<b>OTHER ITEM</b>				
Currency (loss) gain	<u>(238,400)</u>	<u>111,768</u>	<u>(126,632)</u>	<u>18,512</u>
Change in net assets	344,374	(1,438,969)	(1,094,595)	1,867,149
Net assets at beginning of year	<u>1,389,760</u>	<u>5,117,671</u>	<u>6,507,431</u>	<u>4,640,282</u>
<b>NET ASSETS AT END OF YEAR</b>	<b><u>\$ 1,734,134</u></b>	<b><u>\$ 3,678,702</u></b>	<b><u>\$ 5,412,836</u></b>	<b><u>\$ 6,507,431</u></b>

**GRASSROOT SOCCER, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED  
DECEMBER 31, 2011 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010**

	<u>2011</u>			<u>2010</u>	
	<u>Supporting Services</u>				
	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total Expenses</u>	<u>Total Expenses</u>
Salaries and related benefits	\$ 1,635,438	\$ 1,091,095	\$ 242,624	\$ 2,969,157	\$ 2,491,282
Contract labor	787,786	65,460	32,089	885,335	472,755
Travel	516,974	42,147	45,842	604,963	875,630
Program supplies	358,993	--	--	358,993	371,040
Meeting expense	250,664	6,149	51,513	308,326	373,580
Occupancy	190,696	73,054	16,245	279,995	244,005
Subgrant expense	242,909	--	--	242,909	209,460
Professional fees	109,821	41,836	30,078	181,735	201,990
Telecommunications	121,449	35,576	10,496	167,521	157,028
Supplies/equipment	113,570	24,899	7,539	146,008	145,462
Printing and reproduction	101,556	4,936	4,374	110,866	153,450
Depreciation and amortization	35,917	23,962	5,328	65,207	55,467
Postage and delivery	30,277	5,363	7,522	43,162	25,520
Insurance	29,210	9,904	2,202	41,316	29,232
Education and training	40,948	--	--	40,948	29,309
Bank fees and service charges	12,249	6,480	18,483	37,212	33,208
Repairs and maintenance	21,593	8,058	1,792	31,443	28,340
Advertising	27,032	757	1,881	29,670	32,837
Other expenses	17,881	2,212	1,221	21,314	24,046
License and permits	8,514	4,791	6,746	20,051	19,100
Dues and subscriptions	9,912	6,411	2,192	18,515	16,086
Equipment rental	16,228	1,359	302	17,889	15,743
<b>TOTAL</b>	<b><u>\$ 4,679,617</u></b>	<b><u>\$ 1,454,449</u></b>	<b><u>\$ 488,469</u></b>	<b><u>\$ 6,622,535</u></b>	<b><u>\$ 6,004,570</u></b>



*[www.grassrootsoccer.org](http://www.grassrootsoccer.org)*

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