



omprakash

connecting
volunteers,
classrooms &
communities

2015 Annual Report

March 2016

Dear friends and supporters,

A year ago we celebrated the conclusion of our first decade of work, and we set three bold goals for the future:

- 1** to change the dominant model of international volunteering by making it more ethical, affordable, educational, and empowering for everyone involved
- 2** to lead a paradigm shift within higher education by partnering with universities to build accredited service-learning programs that leverage our international network and our unique online learning platform
- 3** and to become financially self-sufficient along the way

It is exciting to report that 2015 marked strong progress towards each of these goals. Our EdGE (Education through Global Engagement) program combines a robust online learning platform with our vast network of international volunteer and internship opportunities. The program is tuition-based, and as we collaborate with a growing number of universities to design accredited EdGE opportunities for their students, we are deepening our educational impact while simultaneously earning sustainable revenue.

Meanwhile, our core mission remains the same: to build mutually beneficial relationships between individuals and grassroots social impact organizations around the world. Our network now spans more than 50 countries and includes over 160 'Partner' organizations working in the fields of education, health, the environment, and economic development.

Our web-based platform has enabled these Partners to connect with nearly 18,000 volunteers and to raise nearly \$5 million – including over \$1 million in 2015 alone (see Fig. 1). The growth of the EdGE program significantly benefits our Partners by enabling them to recruit highly-trained volunteers and to build relationships with universities, and the revenue we earn through this program allows us to continue serving our Partners without charging them any fees for the use of our basic platform.

Throughout our first ten years of operation, we levied zero fees upon Partners while processing tax-deductible donations on their behalf. At the midpoint of 2015 we implemented a new policy: each Partner can raise up to \$10,000 via Omprakash without incurring any processing fees, but after crossing that threshold, we charge a 2% fee on each donation to that organization. This new policy enables us to cover the administrative costs of processing donations and will help ensure our sustainability for years to come.

Other developments of 2015 included launching **new EdGE programs at Rice University, University of Maryland, and California State University at Monterey Bay**, as well as hosting a successful Partner Conference in New Delhi, India. Over twenty Partner organizations from India, Nepal, China, and beyond sent delegates to our Partner Conference, some of whom traveled for multiple days to have the opportunity to convene with other grassroots social impact leaders, share best practices, and learn more about how to make the most of the Omprakash network.

We have achieved this ongoing growth while maintaining an extremely agile operational model that maximizes every dollar we spend on overhead costs. We have no office, no physical infrastructure, and only five full-time employees – three in the U.S., and two in India. The expansion of our programming has required a slight increase in operational expenditure (see Fig. 2), but this increase is significantly outpaced by the growth of our earned revenue via the EdGE program and the 2% fee on donations to Partners.

What this means is that we are making **steady progress towards our goal of being a self-sustaining non-profit social enterprise**: while for many years we relied exclusively on donations and grants, in 2015 over 25% of the budget was funded by earned revenue, and we anticipate that this figure will grow to 40% in 2016 (see Fig. 3).

As we move towards sustainability, we still depend upon our community of supporters to help us bridge the gap between our earned revenue and our total operating expenses. If you would like to make a contribution towards the ongoing growth of our positive social impact, you can find more information at **www.omprakash.org/donate**. Thank you for being part of the Omprakash community and for sharing our vision of a world made stronger through the cultivation of human relationships.

With gratitude,



The Omprakash Team

Fig. 1: Annual Revenue, 2005 - 2015

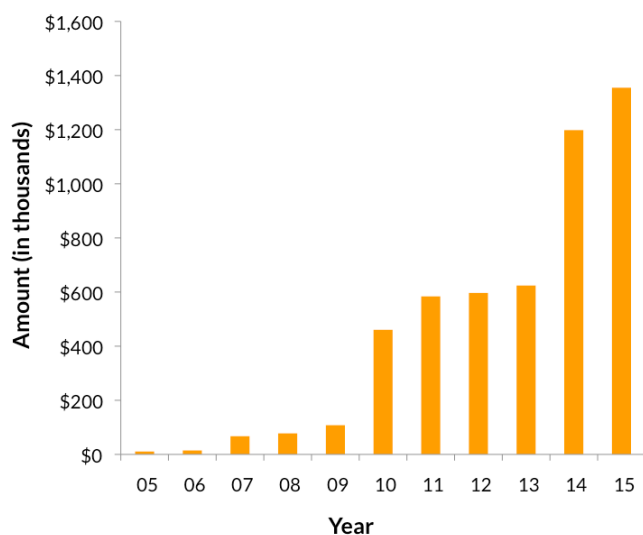


Fig. 2: Allocation of Funds, 2005 - 2015

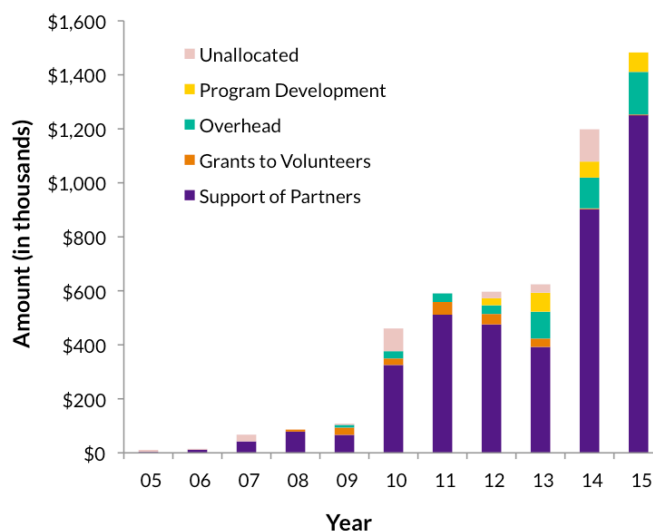
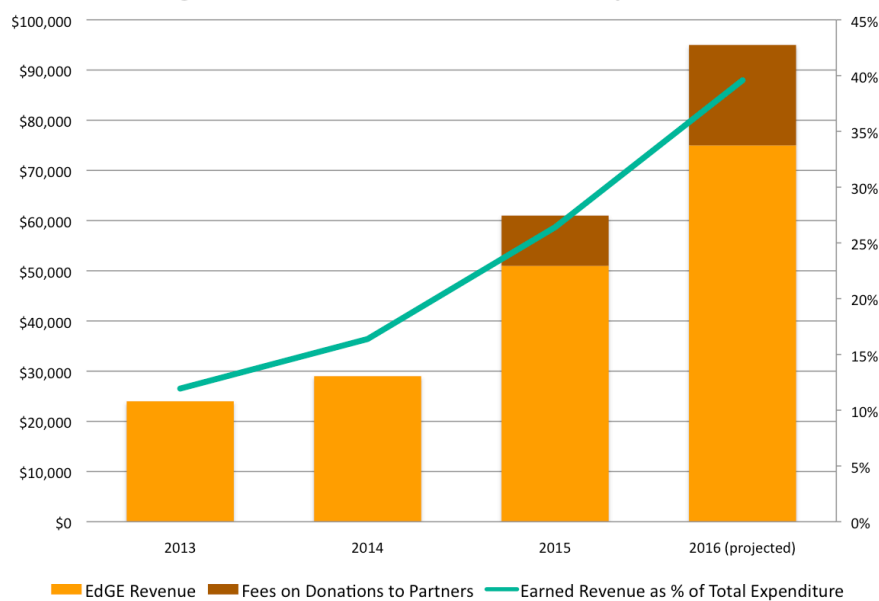


Fig. 3: Earned Revenue as % of Total Expenditure



From December 4-6, 2015, Omprakash hosted a Partner Conference in New Delhi, India.

In this photo, conference participants celebrate the conclusion of a very successful meeting of minds from all over the world.