Intercambio is in its 12th year and things have changed. I’m not 23 anymore and I need to stretch more before and after exercising. Intercambio has moved out of my basement and now operates out of offices in Boulder and Longmont.

Compared to the same time period last year we have doubled our sales for The Immigrant Guide and tripled sales of our English language curriculum. Our resources are used by 500 organizations in 45 states!

Our community is also different thanks to the 12,000 amazing students and volunteers who have come together through our classes.

At schools, the immigrant parents we see heavily participating in the PTAs are confident, former Intercambio students.

The managers of several

This year, Intercambio changed its fiscal year to end in June instead of January. Compared to the last annual report, you may notice that some numbers are half the size because it reflects our 6-month short period from January to June 2012.
restaurants in town are proud, former students. Elementary school teachers and employees at Safehouse, the Boulder Immigrant Legal Center, Intercambio, and other nonprofits are community-changing former students.

Members of the City of Boulder Immigrant Advisory Board and the City of Longmont Housing and Human Services Advisory Board are civically engaged former students.

There is still much work to be done as we continue to serve 1,000 adult immigrants a year. Many of these current students will be future leaders in our community. Thanks to your support, we are able to provide the opportunity for them to unleash their potential and make our community an even stronger, more united place.

Lee Shainis
Executive Director & Co-Founder
STUDENT FEEDBACK

85% feel more confident going places in the community.

75% can better communicate with coworkers, bosses, and clients who speak English.

75% better understand U.S. culture and people from different backgrounds.

70% can better communicate with doctors, dentists, or pharmacists without an interpreter.

45% got a better job, a promotion, or a pay increase.

Countries of Origin

- Latin America 87.5%
- Europe, The Middle East & Africa 5%
- Asia 7.5%

Including:
Afghanistan, Algeria, Bosnia, Burma, Chile, China, Colombia, Cuba, Ethiopia, India, Iran, Lithuania, Mali, Mexico, Nepal, North & South Korea, Poland, Russia, Saudi Arabia, Thailand, and Vietnam
Volunteers

Classroom Success

VOLUNTEER FEEDBACK

78% gained a better understanding of other cultures.
61% have formed an intercultural friendship.
50% have a better understanding of immigrant struggles.

“If it wasn’t for Intercambio, I would not have had the confidence to leave my husband after months of abuse. At the Safehouse, because of my English skills, I was able to understand the counselor and decide what to do with my future.” Intercambio student
January-June 2012 accomplishments

Services

• Connected 115 volunteers with over 490 adult English learning students from 45 countries.
• Helped 15 students receive their citizenship!
• Facilitated resource workshops on finances, cross-cultural understanding, laws, citizenship, and more for over 330 immigrants.
• Led 4 “Living in the U.S.” workshops for 55 immigrants with the following results reported:
  → 75% now feel more informed about U.S. culture
  → 75% now feel more confident responding to emergency situations
  → 70% now feel confident managing money and navigating the U.S. financial system
• Fostered intercultural exchange for over 1,400 people through community events.
• Collaborated with 30+ organizations that also serve immigrant populations to share tasks, resources, information, and to avoid duplication of services.

Infrastructure

• Hired new staff member to help manage the increased demand for our classes and products.
• Created new websites for Intercambio and Resources to Unite Communities.
• Changed our fiscal year to end in June instead of January.

Replication

• Doubled sales of The Immigrant Guide and tripled curriculum sales in the first half of 2012.
• Distributed 25,000 copies of The Immigrant Guide and our curriculum to to 500 different agencies across the country.
• Continued to share our curriculum and volunteer training with organizations in 45 states.
**Fiscal Year 2011 & 2012 Short Year**

**Audited Statement of Financial Position**

**Audited Change in Net Assets**

<table>
<thead>
<tr>
<th>For the Period Ended:</th>
<th>June 30, 2012 (6 Months)</th>
<th>Dec. 31, 2011 (12 Months)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>251,982</td>
<td>328,557</td>
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<tr>
<td>Accounts Receivable</td>
<td>18,144</td>
<td>6,093</td>
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<tr>
<td>Book Inventory</td>
<td>25,499</td>
<td>6,470</td>
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<tr>
<td>Prepaid Expenses</td>
<td>3,524</td>
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<td><strong>Total Current Assets</strong></td>
<td>299,149</td>
<td>343,562</td>
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<tr>
<td><strong>Fixed Assets</strong></td>
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<tr>
<td>Total Fixed Assets</td>
<td>554,504</td>
<td>557,020</td>
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<tr>
<td><strong>Non-Current Assets</strong></td>
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<tr>
<td>Security Deposit</td>
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<tr>
<td>Endowment</td>
<td>58,234</td>
<td>57,632</td>
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<tr>
<td><strong>Total Non-Current Assets</strong></td>
<td>59,334</td>
<td>58,732</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$912,987</td>
<td>$959,314</td>
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<tr>
<td><strong>Liabilities and Net Assets</strong></td>
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<tr>
<td>Total Current Liabilities</td>
<td>34,270</td>
<td>24,034</td>
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<tr>
<td><strong>Net Assets</strong></td>
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<td></td>
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<tr>
<td>Total Net Assets</td>
<td>878,717</td>
<td>935,280</td>
</tr>
<tr>
<td>Total Liabilities and Net Assets</td>
<td>$912,987</td>
<td>$959,314</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>For the Period Ended:</th>
<th>June 30, 2012 (6 Months)</th>
<th>Dec. 31, 2011 (12 Months)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues/Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenues &amp; Public support</td>
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<td></td>
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<tr>
<td>Contributions</td>
<td>266,927</td>
<td>583,175</td>
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<td>Special events</td>
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<tr>
<td><strong>Total Public Support</strong></td>
<td>266,927</td>
<td>594,268</td>
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<td><strong>Total Revenue</strong></td>
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<td>64,783</td>
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<td><strong>Expenses</strong></td>
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<td></td>
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<td>Program Related</td>
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<tr>
<td>Curriculum &amp; Guide</td>
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<tr>
<td>Investment &amp; Other</td>
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<td>2,439</td>
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<td><strong>Total Expenses</strong></td>
<td>76,252</td>
<td>93,721</td>
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<td><strong>Profit (Loss)</strong></td>
<td>($56,563)</td>
<td>($86,803)</td>
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<tr>
<td><strong>Net Assets - Beginning of Year</strong></td>
<td>$935,280</td>
<td>$1,022,083</td>
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<tr>
<td><strong>Net Assets - End of Year</strong></td>
<td>$878,717</td>
<td>$935,280</td>
</tr>
</tbody>
</table>

*This information reflects Intercambio’s change to a fiscal year that ends in June instead of January. The numbers in the June 30, 2012 columns in this annual report are half the size because it reflects our 6-month stub year from January 2012 to June 2012.

Please contact us for a copy of our full, audited financials and the 2011 and January-June 2012 Budget Narrative or if you have any questions.
thanks to our generous donors*

INDIVIDUALS
Ray Agostinelli
Emily Andrews & Brian Ross
Scott & Dee Andrews
Elsa Angrist
Catalina Aquino & Aureliano Martinez
Brad Armstrong & Julie Dolin
Jane B. Armstrong
Liz Armstrong & Michelle Alford
Judith Auer
Sue & Bailhache
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Lara Shainis
Lee Shainis

7
FOUNDATIONS
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Kenneth King Foundation
Longmont Community Foundation
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Brett Family Foundation
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Jared Polis Foundation
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Battle Creek Community Foundation
Herb Block Foundation
Pfizer Foundation
May & Stanley Smith Charitable Trust
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Bernardi Group
515 Kimbark LLC
Latina Business Services
Sterling Rice Group
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City of Longmont
City of Lafayette
City of Boulder HSF

* We value all our donors! Please let us know if we have missed anyone at Kristine@intercambioweb.org

Foothills United Way
Western Digital Foundation
Global Ministries
Lee Shainis  
Executive Director and Co-Founder

Dan Powers  
(Chair)

Kristine Edwards  
Marketing and Development Director

Raquel Habib  
Program Assistant

Susan Corbett  
Grant Manager

Rachel Fuchs  
Academic Director - Boulder

Christy Speirn-Smith  
Assistant Director

Ted Kinsman  
Business Manager

Norma Fuentes  
Program Director - Longmont

Maria Velasco  
Program Director - Boulder

Jenny Desmond  
Program Director - Lafayette

Debbie Goldman  
Academic Director - Longmont

Benita Werner  
Lafayette School Program Assistant

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David Hinojosa  
Sheila Paxton

Maud Huey-Kenyon  
Scot Smith

*Visit www.intercambioweb.org for an updated list.
We believe our communities are safer and stronger when everyone can communicate—and it begins with language.

We believe educating parents leads to an educated family.

We believe our communities are more prosperous when all people have the opportunity to succeed and give back.

We believe in having fun!
Building Understanding, Respect and Friendship Across Cultures