

# Global Business Coalition on HIV/AIDS, Tuberculosis and Malaria

## Facts

Preferred Acronym:	GBC
Area(s) of Focus:	Health—General & Rehabilitative
Number of Full-time Employees:	40
Total Expenses:	\$4,588,931
Year Established:	2001
Corporate Partnerships Since:	2001
Total Partnerships in Past Three Years:	220
Ongoing Partnerships:	220

## Main Headquarters

One Liberty Plaza  
165 Broadway, 36th Floor  
New York, NY 10006  
United States

## History & Mission

The Global Business Coalition on HIV/AIDS, Tuberculosis and Malaria (GBC) leverages the power of the global business community to fight AIDS, tuberculosis (TB), and malaria. At the 2001 United Nations General Assembly Special Session on HIV/AIDS, Secretary General Kofi Annan called for greater action from the business sector in the response to HIV/AIDS and turned to Ambassador Richard Holbrooke to lead this response. GBC was subsequently established as a nonprofit organization and now counts 220 corporate members. GBC ensures that business is firmly engaged in the global health agenda, supports public-private partnerships, and works with member companies deploying dedicated programs in the workplace and the communities, often leveraging corporate core competencies in support of public health.

## Contact: Corporate Partnerships

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Academic Background: MA, PhD  
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Years of Professional Experience: 12+

## Contact: General

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## Known Partnership Type(s)

Philanthropy and Social Investment  
Advocacy and Awareness

	Scores (1–5)
Accountability	4.3
Adaptability	4.5
Communication	4.0
Execution	4.5

### Partnership Capabilities

#### Accountability (4.3)

Corporate partners reported that GBC was thoroughly committed to the established milestones and demonstrated remarkable integrity during the collaboration. Partners noted GBC's very strong engagement throughout the partnership and appreciated that impediments were discussed openly between both parties well in advance.

#### Adaptability (4.5)

Corporate partners enthusiastically declared that their aims and capabilities were more than adequately understood by GBC. Partners described their involvement with GBC as very successful and stated that GBC leveraged their industry expertise remarkably well.

#### Communication (4.0)

As described by corporate partners, GBC excelled in its ability to rapidly and effectively communicate information. Information was issued concisely. GBC reacted positively when such updates were requested by partners.

#### Execution (4.5)

Corporate partners stated that GBC organized and executed the partnership outstandingly, demonstrating flexibility when necessary. Partners reported that GBC surpassed expectations regarding the results.

### Top Three Partnering Needs

1. Providing access to prevention, testing, and treatment: help GBC to improve quality and reach of company programs and increase the number of people covered by company and community disease policies and programs.
2. Fostering innovation in the corporate response: assist GBC to enable companies to use their core competencies to develop sustainable initiatives, products, and services that support the fight.
3. Strengthening policies and resources: advocate with GBC for policies that respond effectively and provide an enabling environment for business at a national and global level.

# 1. General Programs

## **1.1 Functional Expertise**

### **Workplace Mobilization against AIDS, TB, and Malaria**

One of GBC's main endeavors is to raise awareness of and accelerate access to prevention, treatment, and care in the workplace to help stem the tide of AIDS, TB, and malaria.

GBC works with its members to ensure that companies meet their employee needs and mitigate the economic and productivity impact of AIDS, TB, and malaria through corporate policies and employee programs that fight stigma and promote awareness, prevention education, testing, and treatment access. Companies in donor countries engage through employee giving and volunteer programs.

### **Co-investment for HIV/AIDS and Health Services**

GBC works to help leverage existing corporate health infrastructure to provide access to prevention, testing, and treatment services to local communities with the support of donor funding. GBC provides in-depth consultation and assistance on partnership design, and assists negotiation and brokerage with partners and donors.

In 2006, GBC, the Agence Française de Développement, and Sida Entreprise co-founded a dedicated initiative, Partners Against AIDS, to provide early-stage technical support to co-investment initiatives.

### **Global Fund to Fight AIDS, TB, and Malaria**

GBC is the focal point for the private-sector delegation on the board of the Global Fund, mobilizing corporate involvement and coordinating business participation in the governance of the fund, as well as advocating for policies supportive of multisector initiatives within specific countries.

GBC mentors corporate engagement in Global Fund initiatives such as Corporate Champions, Hope Spreads Faster than AIDS, and Product RED. GBC also manages a series of technical working groups and policy-development projects of interest to its members, while orchestrating the regular participation of private-sector representatives in Global Fund board meetings and other committees and consultations.

### **Healthy Women, Healthy Economies**

A special initiative of GBC, Healthy Women, Healthy Economies develops best practices to address the economic, social, and biological vulnerability of women and girls through economic and social empowerment including microfinance, education, and health services.

GBC partnered with the Nike Foundation to accelerate corporate focus on the feminization of AIDS and has led a number of member roundtables and multisector meetings to accelerate action in support of women and girls.

### **Awareness and Prevention**

GBC works with member companies—mostly in partnerships with companies, foundations, and other partners—to raise the profile of the epidemic and fight stigma in high-endemic areas.

GBC leads the Russia Media Partnership against AIDS, the Ukraine Media Partnership, and is now launching a China AIDS media partnership. In 2007, GBC also initiated a migrant population education campaign in China with support of Anglo American PLC, Bayer, BD, Coca-Cola, General Motors, Eli Lilly & Co., and SSL International.

### **Policy and Leadership**

GBC advocates for greater business involvement in the global response to the pandemics and engages business and government at all levels to facilitate multisector initiatives.

GBC supports policy and leadership initiatives among and with member companies; develops publications making the case for corporate engagement; and convenes high-level meetings, such as an annual Awards for Business Excellence Gala. The Gala features the best corporate practices in AIDS, TB, and malaria selected by an independent jury, and presents the results to a large audience of corporate CEOs, government and civil society leaders, and UN agencies. GBC also convenes regional events: the inaugural China Business and AIDS Summit took place in April 2004 with Vice Premier Wu-Yi; the first European CEO Summit took place in Paris in October 2006 with the French Foreign Minister and a delegation of 12 countries; GBC and Transatlantic Partners against AIDS host a Leaders' Forum annually in Moscow.

## **1.2 Geographic Presence**

### **Programs**

Worldwide through member companies of the Coalition. Primary regional focuses include Africa, Asia, and Eastern Europe, with a secondary focus on the Caribbean and Latin America

### **Offices**

United States, South Africa, Kenya, France, Switzerland, China, Ukraine, and Russia

## 2. Corporate Partnership Experience

### 2.1 Industries & Regional Activity

#### Corporate Industries

All industries

#### Location of Partnerships

Worldwide

### 2.2 Selected Corporate Partnership Programs

**Leading Novel Initiatives and Partnerships | East Africa:** GBC provides technical assistance to member companies on instituting nondiscriminatory policies and implementing workplace programs. GBC coaches the development of co-investment partnerships with local organizations and governments, such as a recent project with support from the U.S. President's Emergency Plan for AIDS Relief (PEPFAR) with Xstrata Coal, Lafarge, Shell, Barrick, and RioTinto. GBC leads novel initiatives bridging malaria and AIDS infrastructures, such as a 2007 bednet distribution project in Zambia with Abbott, Anglo American PLC, BD, Chevron, Coca-Cola, Johnson & Johnson, JN-International, National Basketball Association, the Noel Group, Premier Medical Corporation, Qingdao, the Tata Group, Total, and Vestergaard Frandsen. GBC mentors new public-private partnerships deployed with the Global Fund to Fight AIDS, TB, and Malaria's principal recipients and UNAIDS, building on business core competencies, including 2006 Standard Chartered Bank and Accenture initiatives.

**Video Gaming Technology | Africa:** In collaboration with PEPFAR, GBC is now working with companies in the IT sector to develop gaming technology as a medium of raising awareness and influencing prevention behaviors for youth. The pilot will be done in Kenya and potentially rolled out in other African countries. Companies such as Warner Brothers are designing the gaming technology, while Dell and Intel are providing hardware support and ZMQ Software Systems is providing software programming.

**Media and Entertainment | Russia, Ukraine, China, USA:** GBC manages or mentors media partnerships to deploy public-education campaigns on broadcast media with companies such as Viacom, Gazprom, Coca-Cola, HBO, National Basketball Association, and numerous broadcasters in partnership with the Kaiser Family Foundation and the Global Media AIDS Initiative.

### 2.3 Selected List of Corporate Partnerships

GBC can provide a list of successful partnerships upon request.

## 3. Disclosure, Awards, and Governance

### 3.1 Corporate Partnerships

Information	Disclosed
Example(s) of Corporate Partners	Yes
List of Corporate Partners	Yes
Guide to Collaboration	Yes
Contact Person for Partnerships	Yes

GBC currently discloses 10 examples of public-private partnerships on its website, and a list of corporate partners. It provides information suggesting how a prospective company should approach collaboration in guide format, and publicly discloses the name of the contact dealing with partnerships.

### 3.2 Awards and Assessment by Charity Overseers

Name	Assessment
The Global Fund to fight AIDS, TB, and Malaria	Appointed Focal Point of the private-sector delegation
PEPFAR public-private partnership initiatives	Appointed Partner

GBC was appointed to the initiatives of PEPFAR. It was also selected by the Global Fund to work with the private sector in financing a dramatic turnaround in the fight against HIV/AIDS, tuberculosis, and malaria.

### 3.3 Governance Documentation

Document	Disclosed
Vision & Mission Statement	Yes
Articles of Association	(Yes)
Corporate Governance Guidelines	(Yes)
Most Recent Publication on Website	Yes
Environmental Report	---

GBC's vision and mission are publicly available on its website. Materials relevant to governance and incorporation are disclosed but attainable only upon request. Recent publications describing GBC's activities and achievements are accessible online.

### 3.4 Board & Committees

#### Individual Board Member Information

Organizational Data	Disclosed
Names	Yes
Biographies	Yes
Length of Term (in years)	One
Board Members' Independence	(Yes)
Definition of Independence	(Yes)

GBC has a board of directors; a director serves a one-year term and is elected at the board's annual meeting by a majority of directors then in office. The board manages the business and affairs of GBC. GBC defines independence in its bylaws and certifies independence of its board members. The board of directors is composed of non-executives and executives. GBC's Corporate Advisory Board—made up of representatives from 22 leading member companies to advise GBC on its future in the fight against global epidemics—is uniquely non-executive.

#### General Board Information

Organizational Data	Disclosed
Internal Rules of Organization	(Yes)
Number of Board Members	< 20
Number of Board Meetings	1+
General Board Agenda of Last FY	---

The internal rules of GBC are extensively outlined in a Personnel Policy Manual. Its board of directors contains no more than 20 and no less than one director and it meets at least once a year. Currently, GBC counts five directors.

## >>> Global Business Coalition on HIV/AIDS, Tuberculosis and Malaria

### Committee/Functional Information

Committee Function	Exists
Audit/Financial	---
Remuneration	---
Nomination	---

The board of directors reviews the auditing process, selecting the external and independent auditor to audit GBC accounts. The remuneration of board members, top executives, and other key individuals is determined by quorum of the board. For GBC, one-third of the total number of directors constitutes a quorum for the transaction of business. Coordination and research regarding nomination is done by GBC management, though all final decisions lie with the board.

### 3.5 Directors' Compensation

\*Compensation data compiled based on 2005 figures

#### Board Compensation

Directors' Status	Disclosed
Executive Board Members	(Yes)
Non-Executive Board Members	(Yes)

Figures relevant to the compensation of select GBC board members are disclosed in the organization's IRS Form 990, which is not directly accessible on GBC's website.

#### Board Member and Senior Management Compensation

Post	Disclosed	Amount
Founder/Director	(Yes)	\$0
Chair	(Yes)	\$0
Chief Executive	(Yes)	\$298,084
CFO/Treasurer	(Yes)	\$118,815
Highest Paid*	(Yes)	\$298,084

\*Compensation plus other benefits

GBC does not generally pay compensation to non-executive directors for the services they render, though the board of directors may from time to time establish the rate of compensation and benefits for the executive director. Directors are reimbursed for reasonable expenses incurred in the performance of their duties. The highest-paid officer is the executive director, in charge of the administrative and executive management of affairs. Compensation information is publicly available upon request.

### 3.6 General Financial Disclosure

Document	Disclosed
Financials Summary Report	(Yes)
Latest Financial Report (T)	(Yes)
Previous Financial Report (T-1)	(Yes)
Year End of Most Recent Financial Report	31 December 2005

Financial statements for GBC are available, though not on the website. The audited report for 2006 is not yet complete, thus the most recent financial report dates back to 2005.

### 3.7 Ethics

Information	Disclosed
Conflict-of-Interest Policy	(Yes)
Whistleblower Policy	(Yes)
Compliance Officer	---

GBC delineates its various policies in a manual available upon request. In general, it asserts that employees must not engage in activities that conflict with GBC's business interests.

## 4. Financials

Based on 2005 figures

### Donor Structure

Sources of Contributions	Amount	% of Total
Corporate In-Kind Contributions	\$142,168	3.4%
Corporate Financial Contributions	\$4,039,702	96.6%
Individuals	\$0	0.0%
Foundations	\$0	0.0%
Governments	\$0	0.0%
<b>Total</b>	<b>\$4,181,870</b>	<b>100%</b>
Disclosed on Website		---

### Top Five Donors

Donor	Amount	% of Total
Standard Chartered Bank	\$205,000	4.9%
Merck & Co., Inc.	\$179,000	4.3%
L'Oreal	\$162,700	3.9%
British Petroleum	\$133,000	3.2%
European Union	\$125,000	3.0%
<b>Total</b>	<b>\$804,700</b>	<b>19.3%</b>

### Expenses

Information	Amount
Program	\$3,402,777
General & Administration	\$593,108
Fund-raising & Membership	\$478,282
<b>Total</b>	<b>\$4,588,931*</b>

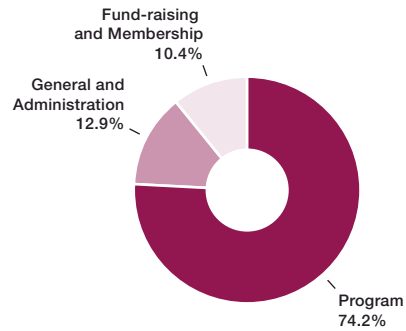
\*\$114,764 is the cost of direct benefits to donors

### Sustainability

Revenue	2005		2006	
Direct Public	\$3,807,739	100%	\$4,181,770	100%
Indirect Public	\$0	0.0%	\$0	0.0%
Government Grants	\$0	0.0%	\$0	0.0%
<b>Total</b>	<b>\$3,807,739</b>	<b>100%</b>	<b>\$4,181,770</b>	<b>100%</b>

GBC's revenue is accrued directly from the public.

### Efficiency Ratios



### Consistency Ratios

Short Term	
Current	Quick
8.04	7.97

Long Term	
Total Debt to Asset	Long-term Debt to Capitalization
0.12	0.00

Asset Management
Services to Average Total Assets
1.15