During our 80 years of existence, Hunt Oil Company has been active on every continent of the world, except Antarctica, and today is one of the leading privately-held independent energy companies. Wherever we have gone, Hunt has sought to implement social and philanthropic programs to help meet the needs of the people and the communities that its projects touch. Hunt is committed to promoting positive long-term contributions to the economic and social fabric of the countries in which we operate through innovative, results-oriented, sustainable programs and investments that directly impact communities in our area of influence. Taking a page from our own corporate culture, we seek input from each community, establish a performance baseline and measure results. These principles yield excellent outcomes and clearly defined, sustainable results.

Following Hunt Oil Company’s tradition of successfully challenging conventional wisdom in areas where others have not yet ventured, Hunt Global Partnerships (HGP) was created in 2006 to implement social responsibility projects designed to enhance the quality of life of neighboring communities. The innovative model that serves as the foundation of the program brings Hunt Global Partnerships together with local communities, government entities, and non-governmental organizations (NGOs) to provide critical services for individuals and their families living in our projects’ area of influence.

HUNT GLOBAL PARTNERSHIPS: SIX FOUNDING PRINCIPLES

1. **Rigor**
   - Addressing high-priority problems affecting the target population.
   - Focusing on the poorest sectors of the population in the area of intervention.
   - Studying local needs with the help of outside experts and in consultation with the communities themselves.

2. **Partnership**
   - Selecting NGO partners that have a proven record of success through a competitive bidding process.
   - Promoting efficiency in the implementation of projects, high-quality services, optimum use of resources, and replication of best practices.
   - Co-financing by the community through manpower and local materials.

3. **Sustainability**
   - Respecting the environment.
   - Fostering ownership of projects.
   - Implementing sustainable projects for the continuity of positive impacts once intervention is complete.

4. **Adaptability**
   - Adjusting every program to the particular needs and desires of each community.
   - Respecting cultural diversity.

5. **Accountability**
   - Beginning with a third-party baseline study to collect key indicators and data.
   - Reviewing NGO partners’ performance annually.
   - Setting clear, measurable goals that are evaluated by an independent panel of expert advisors annually.

6. **Transparency**
   - Providing transparency during project implementation, and management of funds.
   - Conducting effective communications.
   - Publishing our plans, methods, and results for the benefit of others contemplating similar work.
Over the years, Hunt has observed diverse models of corporate social responsibility program implementation. Long-term sustainability, however, seemed to be a key component many programs lacked. To make HGP a unique and lasting success, we developed a bold, innovative model focused on collaboration with strategic partners in the field, coupled with a solid foundation of independent monitoring and evaluation. HGP programs are implemented in the field by non-governmental organizations that have extensive experience in development programs and implement best practices in social investment. Each program begins with a comprehensive, third-party baseline study that is used as a starting point to measure results each quarter with an independent monitoring and evaluation team.
PARTNERS IN PERU’S DEVELOPMENT

Our company has been working in Peru for more than a decade and is committed to creating opportunities that will make a lasting and positive impact on the welfare of the Peruvian people. In Peru, we identified basic needs in the areas of health, hygiene, education, and capacity building, and tailored our programs to meet those needs. We currently provide positive outreach to over 15,000 families in the area of influence at the local level. We work closely with local residents to foster ownership and sustainability for each project. Third party monitoring reports, which ensure transparency and effective outcomes, are a critical component of the success of the HGP model. Over the last seven years, HGP has established positive relationships with NGOs both in Peru and internationally, and our work has been recognized by the World Bank, the Inter-American Development Bank and the Peruvian Government.

THE SCOPE OF THE PROGRAM: PERU

Hunt Global Partnerships in Peru focuses on three key sectors of development: health, education, and capacity building for local governments. These programs are implemented where Hunt participates in natural gas projects: in the departments of Ayacucho and Huancavelica and the province of Pisco.

Ayacucho and Huancavelica are over 4,800 metres above sea level (masl) and are among the poorest regions in Peru; when HGP implementation began in 2008 they had poverty rates of 70 percent. Additionally, in August 2007, Pisco was one of the provinces most severely affected by a devastating 7.9 magnitude earthquake. Pisco is in an arid, desert region along the Pacific coast that had a poverty rate of 26 percent in 2007.
Hunt worked with a local partner, Macroconsult, to develop the independent baseline for each program with clear key performance indicators (KPI). These KPIs were measured before the start of implementation to understand the context in which we were entering; they were then measured each quarter with consistent precision to ensure a clear tool for comparison and progress.

The local partner that led the monitoring and evaluation for HGP programs, Macroconsult, has years of experience in evaluating project implementation, and they note that Hunt is the first company in Peru that has ever set up this type of technical supervision through monitoring and evaluation for social investment projects. Prior to Hunt’s program when an institution would invest in a community infrastructure, no one is checking to see if it is technically correct. If an NGO implements a health program, no one is double checking the standard of care given. Hunt Global Partnerships, on the other hand, has had constant technical supervision since the beginning of each program.

The NGOs that implemented social investment programs with HGP were hesitant about this monitoring and evaluation framework because they had not previously worked under such close supervision of an independent third party. With monthly impromptu visits from Macroconsult monitors, the NGOs had to be certain that the quality of their service was at its best every day. In the end, the NGOs said that they learned a great deal through this process. Third party evaluation helped them look more closely at the quality and cost effectiveness of their operations. Macroconsult’s involvement helped the implementing NGOs improve their management of information flow and, consequently, the quality of the service they provide.

COMMUNITY PROFILE: YUVER LOPEZ AND FAMILY

It is families like Yuver López, his wife Giovana Ataupilco and their three children Juan Luis (10), Evelina (6) and Juan David (1) that make the need for improved health conditions in the Andean highlands so clear. Yuver and Giovana live in the peasant community of Concahuaylla in Ayacucho. Before the HGP health program began in 2008, they lived in a small one-room house with no water or toilet, and they cooked using a wood fire that was kindled in a hole directly on the dirt floor of their house, filling the small room with thick, black smoke. As a result of these conditions, their two older children were sick frequently. It pained Yuver to see his children suffering daily, plagued by upper respiratory infections from the smoke and by diarrhea from unsanitary habits.

Through the HGP program, Giovana learned how to cook more nutritious protein-rich meals for her children. In addition, the installation of an improved kitchen allows her to cook without contaminating the air in her home. Moreover, the family worked together with HGP to help implement their first latrine and home water connection. Giovana is now proud to report that her youngest son, Juan David, is very healthy and happy due to all the improved conditions in her home. She says that he was a much bigger baby than her other children were at his age; he also began walking and talking at a younger age.

Giovana’s husband, Yuver, saw the immediate benefits of these changes for his family and he began to support wider implementation throughout his community. In 2009, Yuver was elected community president of Concahuaylla and he began the construction of a potable water system for the whole community. Now Yuver and Giovana have a much healthier family and community.
PROMOTING HEALTHY COMMUNITIES: AYACUCHO AND HUANCAVELICA

Over 4,600 families were reached through the “Promoting Healthy Communities” program. These families often live at over 4,000 masl and are isolated from health services. The lack of infrastructure and freezing cold temperatures in winter also pose great challenges. Our program was designed to mitigate the most widespread problems identified during initial visits to the area: child malnutrition, maternal and infant mortality, acute respiratory infections, and acute diarrheic diseases among children under the age of five.

The “Promoting Healthy Communities” program, which was implemented from 2008-2011, was carried out in over 60 communities and benefited approximately 20,000 people. We partnered with Prisma, a local NGO with 25 years of experience in social programs. The program included diverse components ranging from family health, to improved infrastructure, training of health professionals and development of maternal waiting houses. Each component involved the active participation of local community members which helped to prompt a change in the population’s behavior regarding health and hygiene practices. This local ownership of the program, evidenced by continued usage and community-led maintenance of new infrastructure, is the key factor in the equation of sustainability on which our model places so much emphasis.

BASIC HEALTH AND HYGIENE

To promote healthy behavior in local communities, over 4,000 group sessions were held to teach families the importance of hand washing, eating a nutritious diet, breastfeeding babies, attending prenatal checkups, properly identifying health risk symptoms in children, preventing acute respiratory infections and acute diarrheic diseases. In addition, over 8,900 home visits have been made to families with children under the age of five, which – beyond a routine checkup – included the distribution of iron supplements to children with anemia. As a result, pediatric anemia has been reduced by 20 percent and child malnutrition by 28 percent. The practice of hand washing after using the bathroom has increased by 24 percent and by 15 percent before eating. In addition, exclusive breastfeeding for babies under six months of age has increased by 24 percent, greatly reducing the risk of infant mortality.

SUMMARY RESULTS

- Anemia rates reduced by 20% in children under five
- Malnutrition rates reduced by 28% in children under five
- Acute diarrheic diseases reduced by 41% in children under five
- Exclusive breastfeeding increased by 24% for babies under six months

COMMUNITY PROFILE: CAROLINA MENDOZA JAULIS

Carolina Mendoza Jaulis gave birth to her son, Leonel, in the waiting home in Carmen Alto, Vinchos, Ayacucho. She walked one hour to arrive at the waiting home, where she waited comfortably for five days until her son was born in the health center. She was grateful to have health professionals assisting in the birth, and for teaching her about newborn care, including breastfeeding and hygienic diaper changing.
Health conditions have improved significantly among beneficiary communities through the construction of 45 water systems and over 2,300 in-home water connections, 2,300 improved latrines, and 2,300 vented cooking stoves. This infrastructure was built with the support of the beneficiary population, thereby fostering local ownership of the projects. Through our ongoing independent monitoring and evaluation system, we have been able to verify that the communities continue to maintain the infrastructure and use it regularly. One year after project completion, we confirmed that 93 percent of improved kitchens and 92 percent of the latrines installed are being maintained and used on a continual basis.

Twenty-five solar hot water systems were installed in schools in rural highland communities to promote healthy practices among children such as hand washing, bathing and brushing teeth regularly. In the community of Ranracancha in Ayacucho at over 4,000 masl, the local school teacher built a shower connected to the hot water system implemented by HGP. Her students are some of the few who can access a warm shower in this area where, at this altitude, cold temperatures often preclude bathing. The teacher feels strongly that it is difficult for children to study when they are dirty. She continued by saying, “Children came to school dirty, tired and sick since they did not have access to clean water. Now since the school has a warm shower, students come to school with their little towel and they anxiously wait in line to bathe. After bathing in hot water, the children are happy and have much more energy to continue studying.”

**SUMMARY RESULTS**

- Installed 25 solar water systems
- Installed 45 safe water systems
- Installed 2,300 in-home water connections
- Installed 2,300 improved latrines
- Installed 2,300 vented cooking stoves
TRAINING HEALTH PROFESSIONALS

Training for doctors, nurses, and other health professionals was implemented in 29 health care facilities, with a focus on strengthening mother-child care skills. Over 720 technical assistance visits and 42 participatory workshops have been held that were attended by healthcare professionals from regional health offices. At the same time, 190 health professionals participated in a new internship program at the Ayacucho Regional Hospital. Altogether, these activities have improved the quality of care provided to patients and placed each health center on a track of continuous improvement toward eventual self-sufficiency.

SUMMARY RESULTS

- Completed over 720 technical assistance visits
- Completed 42 participatory workshops with regional healthcare professionals
- 190 health professionals participated in Ayacucho Regional Hospital internship program

COMMUNITY PROFILE: DONATILDA PALOMINO

To monitor the health of children under five in each community, a local health promoter was elected among the mothers of each community. Each health promoter was trained in many different health topics and brought mothers together each week to discuss them. In the community of Nuevo Manrique, 33-year-old Donatilda Palomino was selected to be her community leader. Donatilda was in charge of organizing meetings of the twelve families in her community and teaching other mothers about hand washing, brushing teeth, cooking food rich in protein, and newborn care, among many other topics. At the weekly meetings, she also was in charge of weighing all the children and assuring they received the appropriate dose of iron supplement to combat widespread anemia. Donatilda was recognized by the national Ministry of Health for her leadership in her community. She was invited to participate in a three-day training session by the Ministry of Health in Lima as the representative for the entire region of Ica. For Donatilda, this was a life-changing experience that opened her eyes to the many possibilities that lie ahead for a woman that is well-trained and uses her leadership skills. Donatilda looks forward to continuing her studies and contributing more to her community and family in the years to come.
MATERNAL WAITING HOMES

The “Promoting Healthy Communities” program constructed ten maternity waiting homes to reduce the strikingly high maternal mortality rate. Pregnant women in Peru die because they lack basic access to emergency obstetric care, and pre- and post-natal maternal health services. According to the 2007 National Census of Indigenous Peoples, nearly 60 percent of the communities covered by the census did not have access to a health facility. By May 2013, more than 700 pregnant women nearing their due date had used the waiting homes constructed by HGP. The facilities are supported by regional healthcare workers and local governments, which have agreed to maintain the maternal waiting homes and cover their operating expenses.

SUMMARY RESULTS

- Constructed 10 maternal waiting homes
- Over 700 mothers have utilized them since inception

PROMOTING HEALTHY COMMUNITIES: PISCO

Along the arid coastal region of Peru, HGP implemented a second iteration of our “Promoting Healthy Communities” program in the province of Pisco, among people living in rural communities in the districts of Huánacan, Humay and Independencia. The program focused on reduction of child malnutrition rates, maternal-infant mortality rates, acute respiratory infections, acute diarrheic diseases, and prevention of tuberculosis and HIV.

“Promoting Healthy Communities” in Pisco was implemented from April 2010 until September 2012 in 58 villages, for approximately 3,000 families. Our partner organization was Caritas del Perú, an experienced local NGO. Through a combination of strategies, and in close partnership with local health authorities, the program achieved drastic reductions with a 43 percent decrease in anemia in children under the age of five and a decrease of 59 percent in malnutrition in children of the same age group. These results have had a great impact on the mothers who participated and now clearly recognize the improved health of their children.

The nutrition monitoring system in Pisco consisted of different control programs: anthropometric (size and weight) and hemoglobin control, provision of nutritional iron supplement to avoid anemia, and parasite control campaigns. This program monitored the growth and development of 1,265 children under the age of five. Fifty-five community health promotion centers were established and properly equipped to monitor children’s nutrition, and was led by a mother in her community.

SUMMARY RESULTS

- Anemia rates reduced by 43% in children under 5
- Malnutrition rates reduced by 59% in children under 5
IMPROVED INFRASTRUCTURE

In partnership with the local communities providing manpower and materials, more than 1,000 modern toilets and improved in-home sewage systems were installed. Additionally, 1,000 improved cooking stoves were installed to keep kitchens smoke-free.

In 2012, the “Promoting Healthy Communities” program undertook major improvements at five local clinics in Pisco by improving infrastructure and providing upgraded medical equipment. Three of the clinics previously treated children in the same room as reception and emergencies, but now the facilities have separate pediatric exam rooms through the HGP program. Children, once intimidated by the overcrowded facility, now look forward to going to the health center, and can attend motor skill development sessions on a regular basis where they have access to age appropriate toys and are in a safe, clean environment for childhood exploration and development. These classes are a key part of early education for these children. HGP also installed OBGYN equipment in these centers and constructed two isolated exam rooms for patients with tuberculosis.

Lastly, HGP trained healthcare professionals in twelve facilities to improve their management skills. Over 150 visits and capacity building sessions were organized to assist local governments in development of their action plans for health and nutrition.

SUMMARY RESULTS

- Installed 1057 modern toilets
- Installed 1094 improved kitchens
- Completed refurbishments at all 12 local health centers
- Completed major improvements at 5 local health centers
  - 3 Pediatric exam rooms constructed
  - 3 OBGYN exam rooms constructed
  - 2 TB exam rooms constructed

This specialized pediatric treatment room at a Pisco health center offers a safe, clean and fun environment while promoting childhood exploration and development.
Olga Manero Morales, 39 years old from the community of Cuchilla Vieja in the province of Pisco, benefited greatly from the health program. Her son Josue, who is now six years old, has grown much taller and no longer has anemia thanks to the iron-supplement program as well as the new protein-rich foods she learned to cook in the training sessions. Olga continues to raise guinea pigs, which were a component of the health program, since they reproduce quickly, occupy little space next to her house and provide an excellent source of quality protein for family meals. Olga notes that the most radical change in their quality of life has been due to the implementation of the improved stove in her kitchen that vents smoke out of their home. Olga is very proud of the changes she has implemented in her home due to the HGP program.
SUCCESSFUL SCHOOLS PROGRAM: PISCO

HGP implemented the “Successful Schools” program in Pisco’s 57 public primary schools (12,000 students, 600 teachers and principals and 3,000 parents) in coordination with our local partner, the widely-respected Instituto Peruano de Acción Empresarial (IPAE). The program was designed to improve students’ skills in reading, writing and mathematics by 20 percent.

Monitoring reports indicate that results far outpaced the goal with students improving their academic achievement over the tested baseline in mathematics by 40 percent and in reading and writing by 32 percent.

As part of the “Successful Schools” program, a special project was designed to train local teachers in the use of information and communication technologies in the teaching-learning processes. Over 600 school teachers in the districts of Pisco, Independencia, Huáncano, Paracas, San Andrés, and San Clemente participated in training, led by another local implementing partner, Business for Education (Empresarios por la Educación).

Beneficiaries that were interviewed agreed that HGP’s “Successful Schools” program had a lasting, positive impact on the elementary school students in Pisco. The school directors pointed out that all of the teachers participated in the new teaching methodologies; while parents appreciated that the whole community – students, parents, and teachers alike – was, for the first time, included in the education process. The school directors also recognized that the program had a unique aspect dedicated to children with special needs that gave parents the opportunity to be counseled on ways to properly educate these children. Going forward, the clear lines of communication now established between parents, teachers, children and school administrators will ensure that the program is sustainable and that the children of Pisco continue to thrive.

ELENA GUZMAN VELIZ

Elena Guzman Veliz, the principal of the elementary school, Republica Argentina, in the province of Pisco, has seen a drastic, positive change in children’s interest in learning at her school since the implementation of the HGP education program, “Successful Schools.” She repeatedly points out how the children get excited about the fun teaching strategies and instruments that were introduced by HGP. For example, children use their imagination in storytelling activities, classroom libraries provide much-needed learning materials, and mathematical games help children visualize how numbers are added and subtracted. Ms. Guzman tells us that several of these tools and strategies are still used daily in her classrooms. One unique aspect of the program was the participation of parents, who met regularly at school throughout the HGP program and discovered new ways to promote learning in their homes. For example, parents learned to allocate a corner for studying in their home that included a table, light, books, paper and pencils. This space makes a noticeable difference for children who have small, cramped homes.
EDUCATION TRAINING FOR TEACHERS AND PARENTS

In Pisco, 98 percent of public school teachers participated in the certification program for reading instruction taught by IPAE specialists. This is a certification to introduce new teaching strategies such as “Loose Letters,” which teaches how to read using loose letters instead of syllables; “Work With Your Name,” which uses the letters of the name of each student to learn to read; “Reading at School and in the Community,” where literature is posted in the school and in the community to promote reading awareness; and “Reading for Pleasure,” which encourages children to read as a hobby.

Our “Successful Schools” program resulted in 86 percent of the participating school principals obtaining a certification in education management. This certification included training principals on teacher participation, punctuality, work schedule and attitude towards children, as well as monitoring the performance of students.

HGP recognized the fundamental importance of the family in children’s education in Peru. That’s why the “Successful Schools” program worked with over 3,000 parents in a Home Curricula Workshop that included tactics such as “A Place to Study” and the “Storyteller.” “A Place to Study” was designed to offer students an adequate study area at home with appropriate lighting. “The Storyteller” encouraged mothers to read to their children often, using the traditional “bedtime story” as a vehicle of learning through which the mothers can teach their kids new words and phrases.

SUMMARY RESULTS

- 98 percent of public school teachers participated in the certification program for reading instruction
- 86 percent of the participating school principals obtained a certification in education management
- Over 3,000 parents attended Home Curricula Workshops

COMMUNITY PROFILE: KATRINA RAMOS

Katrina Ramos, 39 years old, has worked for the municipality of Paracas for 20 years. While she is an economist by training, she had never received any specific instruction in the development of public investment profiles.

Through the HGP capacity building program for local government representatives, Katrina completed a special course at the prestigious Peruvian National Engineering University on how to develop public investment profiles to meet the national government requirements. Due to this training, she and a colleague that also participated in the course have formed a special office at the municipality in Paracas that is solely dedicated to the formulation of public investment profiles. Katrina feels that without the special training she received through HGP, she would not be able to perform her current duties for the Municipality of Pisco.
The objective of the government capacity building program was to strengthen the management capacity of the local authorities in Ayacucho, Huancavelica and Ica with emphasis on planning and proper public investment management. Currently in many municipalities and regions throughout Peru there are public funds available for public projects, but there is a lack of the technical studies needed to apply the funds to the necessary projects. We recognized an opportunity for HGP to provide technical assistance to improve the quality of the public investment projects. The “Developing Local Potential” program assisted local governments in the development of a portfolio for 60 public investment projects at the value US$36.7 million. Of these technical profiles, 13 investment projects received public financing of over US$10.4 million by the close of the program. The investment profiles were focused on water and sewage systems, in addition to educational infrastructure. This technical assistance program was implemented in the field by three partner organizations: Agencia Adeventista de Desarollo y Recursos Asistenciales (ADRA), Apoyo Consulting and Malaga-Webb.

**Summary Results**

- 60 public investment projects valued at US $36.7 million mobilized
- 13 investment projects received public financing of over US $10.4 million

**Strengthening Leadership**

The “Developing Local Potential” program trained 105 public service professionals in the management of local public investments. Over 800 technical assistance sessions were offered and over 300 workshops were held on topics such as risk management, development planning, environmental management, municipal management, preparation of public investment projects, and participatory budgeting.

Additionally, 38 government officials participated in the Public Investment Certification program with certification from the Peruvian National Engineering University (UNI).

Workshops were held to promote participation of the public, alongside authorities, to determine the highest priority basic needs. Once these priorities were agreed upon among all the parties, each local government began to prepare public investment plans accordingly.

**Summary Results**

- Trained 105 public service professionals in the management of local public investments.
- Over 800 technical assistance sessions, and over 300 workshops were held with local officials.
- 38 government officials participated in the Public Investment Certification.
Hunt looks forward to using the Hunt Global Partnerships program implemented in Peru as a model for growth elsewhere; after all, the HGP vision is to improve the quality of life for those living in our area of influence in all of the countries in which it operates.

Through a combination of ongoing stakeholder participation, strategic partnerships and independent monitoring and evaluation, we have been able to achieve real, sustainable results over the first five years of HGP program implementation. We have learned lessons along the way and continue to improve, but we have carefully abided by our six principles and can now proudly report that the results of our model have been astounding. The statistics are conclusive and the personal stories from community to community express the local empowerment and true shared value that has been developed for the people in this region. Having served 124 communities and approximately 50,000 people in Peru, Hunt Global Partnerships is committed to providing sustainable, adaptable, accountable and transparent programs that yield real results and make a positive difference.