Partnerships for a better life worldwide

Quality Education for Children in East Africa

2007 Annual Report
Every child deserves an education and the opportunity to choose their future, regardless of the longitude or latitude in which they are born. Through education, every child can make their dreams a reality, help their families struggle less and help their communities become self-sustaining.

**Our Vision**

We envision African communities and families in which the children have the opportunity to receive quality education to define their futures.

**Our Mission**

Quality education will be made available by providing physical infrastructures for all children attending school, providing teaching resources and educational materials and scholarships/sponsorships for highly motivated or academically gifted children.

**Our Partnership Approach**

Our in-country program managers live and breathe the dream of creating better education where they live and work. We are grateful for the opportunity to help them accelerate their plans, without imposing Western beliefs and solutions. We respect and support local leaders’ proposed solutions in harmony with their cultures and communities.

Asante Africa Foundation, Inc is a 501 (c) 3 organization and all donations are tax deductible in accordance with IRS giving laws.
What started in 2006 as my personal commitment to a single nursery school and one child has flourished into an amazing team of caring people around the globe who care deeply about supporting quality education in East Africa.

From the beginning, we worked with local partners on what they felt was important to improve education for their children, and to this day remain vigilant for finding the right partnerships and projects that support local leaders’ vision. Each year we increase the amount of money we raise, improve our ability to keep operating costs extremely low, and enhance our ability to select and manage projects for success.

We are proud that the core values of the foundation have remained constant. We continue to hold a holistic view of educating children, recognizing that the safety and comfort of where they learn, and access to adequate materials and teachers are essential for education to take hold. We remain open minded in accepting the cultures we don’t always understand, listening to the community and focusing on our shared commitment to education. I am grateful to each talented Board member, dedicated volunteer, in-country partner and donor who brings this vision to life. In 2007 alone, we made a difference in the lives of more than 5,000 young people in East Africa.

We are tenacious about making sure that every dollar makes the maximum impact, as measured by number of students experiencing quality education. Our fundraising efforts have evolved from our initial approach of asking everyone we know to give money (you know who you are and we thank you very much), to a more comprehensive plan that includes events, grants, corporate sponsorships and partnerships to share funding of construction or provide technology, books or professional services. And of course we still ask everyone we know for money. We know that giving hearts know no geographic or social boundaries and we will continue to leverage our collective strengths to turn dreams to reality more quickly.

Asante Africa Foundation is here for the long haul—we are proving it in the United States where donors show their confidence in our work by renewing their sponsorship of students for another year of study or by repeat donations, and we are proving it in Africa where we are known for our respectful approach to supporting the village vision while providing the support needed to ensure the success of projects.

I look toward 2008 with excitement for this path, knowing we have much farther to go, and many people to help us get there. We are now “famous” in the villages where we work, which means more requests come to us each day, challenging us to increase our fundraising abilities, be more disciplined in our program management, evaluate our mission and stay true to our commitments to our donors. We are up to the challenge, thanks to caring and generous supporters who know that every part of helping children learn is important, and that each of us play a key role in delivering quality education in East Africa.

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**Our Commitment to Our Donors**

We will follow the Asante Africa Foundation Mantra:

- Do what we say we will do
- Be transparent in all that we do
- Operate as efficiently as possible
- Contribute maximum donor dollars into Africa
Charlie Waigi shared his wise views on this question during our Board members’ visit. Charlie is the Founder and Director of Jeremy Academy, a school we support just outside Nairobi, Kenya. He is a Williams and Princeton University alumnus who returned to Kenya to complete his career. He and his wife Theresia began building Jeremy Academy in 1999. They started by teaching two students in their home, and over the years expanded to classes for Kindergarten through 8th grade, plus a special education class.

Charlie believes strongly in the value of education in addressing all problems faced by a society. He believes that no matter what poverty, illness, violence or other problems people face, the only long-term solution is education. “If you educate the average citizen, they will use their enriched minds to collectively find the solutions to all of the other problems.”

Charlie sees education as the single most distinguishing factor in a society that is flourishing—that the measure of the average citizen’s general knowledge is the best indicator of whether a society will address its problems and take care of itself. That is why the focus on education is so important for improving the health, security and happiness of the people in East Africa.
Asante Africa Foundation is currently focused on working in East Africa, with projects in communities in the northeast part of Tanzania (Mto Wa Mbu and Ilkurot), and West Kenya (Narok and Limuru). As we strengthen our sustainable growth ability we intend to expand into the third East African nation of Uganda and potentially other neighboring countries.

Our holistic approach to quality education targets the root causes of children not attending school or not learning when they are there. It’s not enough to fill the pipeline with children by paying fees—they can’t learn if there is no place to sit, no teacher, no books, no food and no toilet facilities. Even the smartest student will not be successful in learning if their basic needs are not met.

We support projects that offer the greatest impact. Building a school serves thousands of children over the years. A sponsored child goes on to raise an educated family and lead their community in solving their challenges. Providing resources to a teacher creates a ripple effect of benefit across hundreds of students.

“When I was 9 years old, a nun came to our school and convinced me that I was smart and that I could have choices if I had an education. As a result, I went to college and became a teacher and now I am that person telling young people that they can have choices through education.”

Hellen Nkuraiya
Project Coordinator for Narok, Kenya
2007 Program Accomplishments at a Glance

In our holistic approach we fund projects that:

- **Create a safer place to learn** by building physical infrastructure (construction of schools, kitchens, dormitories) and improving basic health and sanitation services at the school (providing water sources, daily porridge, toilets).
- **Help teachers be better teachers** (supplies for the classroom, musical instruments, learning materials for the teachers).
- **Assist academically talented or highly motivated children** get into schools that they might not otherwise have an opportunity reach.

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<thead>
<tr>
<th>Category</th>
<th>2006</th>
<th>2007</th>
<th>Cumulative</th>
</tr>
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<tbody>
<tr>
<td>Constructed new classrooms</td>
<td>3</td>
<td>1</td>
<td>4</td>
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<tr>
<td>Repaired, upgraded classrooms</td>
<td></td>
<td>8</td>
<td>8</td>
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<tr>
<td>Completed dormitories and teacher houses</td>
<td></td>
<td>1 dormitory</td>
<td>1</td>
</tr>
<tr>
<td>Addition projects (water, toilets, kitchens)</td>
<td>6 toilets</td>
<td>1 water project</td>
<td>9</td>
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<tr>
<td>Built desks, beds and book shelves</td>
<td>70 desks</td>
<td>110 desks</td>
<td>228</td>
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<td>Delivered textbooks and library books</td>
<td>1100</td>
<td>1215 textbooks</td>
<td>&gt;4315</td>
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<tr>
<td>Delivered teaching materials (music, supplies, teaching aids, soccer uniforms)</td>
<td>600 lbs</td>
<td>1500 lbs</td>
<td>&gt;2100 lbs</td>
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<td>Sponsored children - day</td>
<td>23</td>
<td>23 continuing</td>
<td>31</td>
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<tr>
<td>Sponsored children - boarding</td>
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<td>4 continuing</td>
<td>14</td>
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<tr>
<td>Number of schools benefitted</td>
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<td>4 continuing</td>
<td>7</td>
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<tr>
<td>Estimated number of children benefitted</td>
<td>1070</td>
<td>4100</td>
<td>5170</td>
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Creating Safer Places to Learn

St. Mary’s Primary Boarding School, Kenya

The Need: Alleviate dorm overcrowding to make school possible for more girls. Many students were sleeping 4 per bunk bed.

The Project: Build a 38 bed dormitory at St. Mary’s Primary Boarding School, including bunk beds and electricity to enable nighttime studying.

The Results: In 2007, we began sponsoring girls to attend St. Mary’s and quickly discovered that together we could educate many more girls if there were more sleeping space. While they accommodated our first four girls at the beginning of the school year, we offered to build a new dormitory to make education a reality for more than 30 additional girls in the spring. Construction began in late 2006, and by Spring 2007 girls were moving in to the new facility.

Completed 2007 Projects

- Opened the Migungani Nursery School (built in 2006), with furnished classrooms. Provided daily porridge, clean water and sanitation. (130 students)
- Expanded the Jangwani Primary School, with 2 additional classrooms (4 in total), 40 desks and 1000 new text books. (800 students)
- Built St. Mary’s Primary School dormitory from ground up, including bunk beds to house 38 girls (660 students)
- Piped water to Kigongani Primary School from 2km away (1100 students)
- Repaired Ilkurot Primary School; 4 classrooms and completed one unfinished classroom (1109 students)
- Completed Jeremy Academy Class 8 classroom addition (300 students)

We recognize that schools need help meeting students’ fundamental needs in order to make education possible. Delivering education is about more than tuition, classrooms and teacher supplies. The first steps to successful education often come in the shape of plumbing pipes, cement blocks, and rainproof roofing.
Helping Teachers be Better Teachers

Ilkurot Primary School, Tanzania

The Need: Adequate learning materials and textbooks to enable students to keep up with grade level curriculum and pass testing into next levels.

The Project: Provide 1,000 textbooks for exam preparation.

The Story: Ilkurot Primary School was in the middle of annual exam preparation and had only one book for every 10 students. This critical set of exams was to determine whether the student would stop at Grade 7 if they do not pass, or have the opportunity to continue on to middle school. A student has only one chance to pass the exam.

Asante Africa Foundation was able to provide several hundred textbooks to allow each Grade 7 student to have their own books to prepare for the exams.

Completed 2007 Projects

• Built over 130 desks, which each seat 3 students, where they previously sat on rocks and dirt floors
• Delivered 1,000 textbooks for all grade levels and subjects to Ilkurot Primary School
• Delivered more than 600 lbs of teaching materials, soccer uniforms and children’s shoes across primary and secondary schools
• Continued to add musical capability to Jangwani Primary School with the addition of a piano

Soccer Team in New Uniforms

Musical Performance
Sponsored Students in 2007

- Sponsorship grew from 4 students in 2006 to 14 students in boarding school (7 in Primary Boarding School; 7 children in Secondary Boarding School) between Tanzania and Kenya
- Provided 23 nursery age orphans in Day School with uniforms, supplies, shoes

Esther, Tanzania Secondary School

The Need: Enabling Esther to focus on schoolwork, not working the night shift.

The Project: Providing sponsorship for Esther to attend boarding school, including tuition, room and board, uniform, supplies, and incidentals.

The Story: Esther, 15 years old and third in her class, worked nights as a cocktail waitress in exchange for lodging, causing her grades to drop. Our Tanzania program manager learned of this and asked us to sponsor her as a boarding student.

Esther now gets to class regularly, with more time for homework and getting the sleep she needs to be ready to learn. Her grades are improving, and she has a big smile as she speaks of her dream of being a doctor, a dream that cost less than US $700 a year!

So many of the educated community leaders and teachers were sponsored children themselves. They show us that investment in children today is the answer to a bright future for East Africa.

“I was the first child in my entire community to go to school, and it was as a result of an Italian man who wanted to sponsor a child’s education. Now, as an elder in my community it is my responsibility to share my knowledge so that we can all be better.”

Sabore Ole Oyie
Village Elder and Maasai Warrior
Strengthening the Foundation for Growth

In-country Board Meeting, Kenya

The Need: Develop infrastructure to enable program growth, maintain transparency to donors and ensure that we keep our commitments to the projects in Africa, while keeping costs below 10% of budget.

The Project: Continue to invest in the infrastructure of the organization, keeping costs at a minimum and relying on talented volunteers for professional leadership.

The Approach:

Inside the USA
- Maintain confidentiality of donors and analyze the most economical, easy, yet safest methods for donors to contribute, including stock, frequent flyer miles and monthly giving via PayPal
- Track and monitor ongoing and new programs through constant communication
- Refine financial and program management tools to manage against our annual plan
- Develop strategic plans, and manage objectives with monthly metric reviews

Program Specific
- Develop a scholarship application that includes assessment of academic ability, personal motivation and financial need
- Develop a project application process that emphasizes community contribution
- Refine metrics for measuring and monitoring our projects, both in country and in the USA

In Country
- Teach money management techniques to program and school managers for ensure success of present and future projects
- Establish dedicated bank accounts for in country funds transferred for programs
- Implement checks and balances, such as ensuring oversight of incoming funds by more than one person
- Distribute incremental funds based on successful completion of the milestones, rather than full funding at beginning of projects

Board of Governors at Migungani School, Tanzania

Board members at ribbon cutting for Ilkurot School, Tanzania
At Asante Africa Foundation, we are proud of operating in a results driven manner with strict project metrics and operational efficiency. You, our donors and advocates, can rest assured that your contributions are managed carefully and effectively.

**Highlights of 2007 Financials**

- Over $120,000 in cash revenue which is a tripling of revenue growth over year one.
- Over $13,000 of in-kind gifts and donations secured - primarily teaching aids, school supplies and professional services.
- Over 100% growth in program expenditures in all categories: safer places to learn, helping teachers be better teachers and child sponsorship.
- General and administrative expenses accounted for $0.02 (2%) of every dollar raised.
- Fundraising expenses were held to less than 2.2% of total funds raised.

We sincerely thank our corporate partners for their contribution of professional services. Without their generous donation of time and services, Asante Africa Foundation would not be able to fulfill its mission and achieve exceptionally low administrative costs.

Baker Botts Law Firm
Westminster Promotions and Marketing
Mohler, Nixon, Williams CPA Firm
Dewey Leboeuf Legal Firm
Allison and Partners PR
Asante Africa Foundation will always do their best to ensure that donor contributions go toward providing quality education in the developing world of East Africa, not toward bureaucracy or unnecessary domestic spending.

Asante Africa Foundation, Inc is a 501(c)3 organization and all donations are tax deductible in accordance with IRS giving laws.
USA-Based Leaders

The Board and senior management team are all volunteers and highly committed to the vision of providing quality education to the children of East Africa. This commitment comes from their extensive travel in the regions, personal perspectives and significant research on the challenges that face the children we serve. We are passionate about working through our in country partners to fulfill their vision within their culture, and not imposing Western solutions.

2007 Board of Directors

Erna Grasz, Founder, CEO, Board President
Mary Druce, Treasurer and CFO
Susan Olofson, Board Vice President and Acting Secretary
Christine Odero (Abernathy) , Director, IT and Cultural Advisor
Joel Aduma Abong’o, Director, Cultural Advisor

2008 Board of Directors

Erna Grasz, Founder, CEO, Board President
Susan Olofson, Board Vice President and Acting Secretary
Colin Higgins, CFO and Treasurer
Stephanie Jayne, Director, Programs
Jack Grove, Director, Fundraising/Development
Karen Yolton, Director, Fundraising/Development
Felice Swapp, Director, Operations and Program Management
Joel Aduma Abong’o, Director, Cultural Advisor

Kenyan Partners

- Hellen Nkuraiya - Project Coordinator for Narok, Kenya
- Chief Salaton ole Ntutu - Chief in the Magi Moto region
- Charlie Waigi - Founder and Project Coordinator for Jeremy Academy, Limuru, Kenya

Tanzanian Partners

- Asaneth Oola - Project Coordinator for Mto wa Mbo, Tanzania
- Duncan Oola - Director of Asante Foundation, Tanzania
- Donna Duggan - Project Coordinator for Ilkurot, Tanzania

Senior Advisors

Mark Newton, Senior Leadership, Technology and Program Management
Delores Bengston, Senior Leadership, Program Team for Child Scholarship
Christine Abernathy, Senior Leadership, IT and Cultural Advisor
As this annual report goes to press, we have already made great strides toward achieving program goals for 2008. We have set aggressive targets for impact in current and new communities, with more than 30 project requests received that add up to more than US $500,000. These projects are prioritized on our 2008 roadmap based on our program criteria, on site interviews, and probability for success in the requesting village. The maturity of our organization in 2007 has provided a strong base from which we believe we can achieve these aggressive goals, and continue to make great impact in improving quality education in East Africa.

**Anticipated Global Partnerships**

One way we are ramping up the impact of our donors’ dollars is by expanding our global partnerships, starting with a joint project with the Polish foreign ministry in 2008 on the construction of a new nursery/primary school for more than 400 children in the Narok region community of Maji Moto. The Polish Foreign ministry will fund the construction of the classrooms and student dormitory. Asante Africa Foundation will complete the inside of the classrooms and provide beds and toilets for the dormitory. Asante Africa will also provide housing for teachers, who travel great distances to be at this remote village school.

We are also pursuing partnerships with other not-for-profit organizations that provide solar power, books, computers and other technologies that improve the quality of education. We have donors from around the globe, and are beginning targeted fundraising with partners in Canada in 2008. By joining forces with like-minded and inspired people we will pool our hearts, minds and dollars to do much more together than any of us could do alone.

**Enduring Commitment to our Core Values**

While we get smarter about how to make the greatest impact, more disciplined in running this growing organization, and more creative about ways to raise money, we remain true to our founding values and intent. Every decision is held to a fundamental question: will this have a positive impact on the quality of education in the communities we serve? It’s not always easy, because of many competing needs in East Africa, but as one of our Kenyan partners, Charlie Wiagi, says, “If we educate the people, they can find the solutions to the challenges that come their way.”

As we enter 2008 we renew our commitment to our donors, partners and children of East Africa. We will continue to hold a holistic view of educating children, recognizing that the safety and comfort of where they learn, and access to adequate materials and teachers are essential for education to truly take hold. We will remain open minded in accepting cultures we don’t always understand, listening to the community and focusing on our shared commitment to education.

We thank all of you who join us in this good work, and look forward to making a tremendous impact in 2008.
Asante Africa Foundation is dedicated to giving every child the opportunity to get an education to help create sustainable, healthy communities, and we need your help. You can make a real, life-changing impact.

How you can support quality education for children in East Africa:

- Participate in fundraising: Join a team or host an event or assist with grant development
- Adopt a project: Pick a classroom, room full of bunk beds, or 1,000 textbooks, just to name a few
- Join the teen volunteer and fundraising team
- Donate online or by mail, both with cash and “in-kind” goods and services
- Ask your company about corporate matching
- Volunteer your time, energy and resources to share with others
- Spread the word to broaden our “Friends of Asante Africa” network
- Help us create alliances and partnerships
- Share our newsletters and information