

2019 ANNUAL REPORT

A few years back, we developed a set of values that felt right and righteous in the moment:

- **Be Bold...** boldness in the way we demand that local visionaries be recognized as vital to positive change in Sub-Saharan Africa
- **Build Community...** creating spaces for honest, challenging conversations around real issues like funder accountability and who speaks for whom
- **Fight for Fairness...** identifying marginalized groups and supporting them to achieve equity
- **Learn & Innovate...** never being satisfied with the status quo—especially our own!
- **Trust...** embracing the risks inherent in supporting new ideas and visionaries rather than trying to stifle them with restrictions



Our values informed our Theory of Change that you'll see on the inside of this report. It's our best approximation of the unique role Segal Family Foundation plays in African development.

Both our values and our Theory of Change have been tested time and again—and often we've fallen short. But we, as a foundation, choose to recognize our imperfections and commit to never stop trying to fix them, to never stop struggling alongside our partners in the pursuit of justice.

A handwritten signature in dark ink, reading "Andy Bryant". The script is fluid and cursive.

Andy Bryant, Executive Director

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223

Partners



63%

African
Leadership



\$100K

Median Budget of
New Partners



20

Impact
Investments in
Social Enterprises



\$12M

Grants from SFF



\$8.5M

Grants Leveraged
from Other Donors



\$2M

Capacity-Building
Resources



\$22.5M

Total Support

PARTNER JOURNEY



Discovery

Early-stage organizations—such as champions from our **Social Impact Incubator**—are introduced to the portfolio with a starter grant. They receive high-touch engagement to assess leadership, organizational health, and effectiveness throughout the year.



Acceleration

Our strongest locally-led partners are selected for the **African Visionary Fellowship**, which focuses on capacity building, mentorship, and exposure. Partners demonstrating organizational growth receive increased annual funding and leadership opportunities.



Mature Partner

Mature partners are eligible for multi-year funding, as well as generous promotion through our platforms and donor connections. In-country and cross-country learning helps organizations manage change and sustainably scale their impact.



Sunset & Graduation

When SFF funding ceases to be catalytic, donor engagement increases to pass partners on to larger funders. Graduating partners are linked to younger partners for peer support. We stand proudly behind the work of our alumni and welcome them to our events.

Photo: Bret Hartman / TED

THEORY OF CHANGE

Did we achieve this in 2019?

Visionaries

Visionaries are changemakers with ambition, vision, and a commitment to the communities they serve. Visionaries demonstrate that local solutions are the best solutions for improving the well-being of communities in Sub-Saharan Africa.

Tried out new ideas through our Social Impact Incubator & African Visionary Fellowship... sought evaluation & gathered feedback

Developed our own in-house Innovation Team to help us keep dreaming big

Donors

Donors are gatekeepers to the resources required by visionaries to change the world. Donors can proactively address the unbalanced power dynamic of the traditional aid paradigm.
 #changethegame

Really excited about our new disability partners:

- The Action Foundation
- Kyaninga Child Development Centre
- Uwezo Youth Empowerment
- Songambele
- The Toa Nafasi Project

Invested in orgs focused on children's safeguarding:

- C-SEMA
- Hakizetu Tanzania
- WoteSawa Young Domestic Workers Organization
- Young Strong Mothers Foundation

Nine program team members supporting partners every day

Launched SII-Rwanda & doubled the # of innovators we support through capacity-building

Cultivated a strong network of in-country consultants & advisors

Significant media mentions-

- Featured in 2 Devex articles about fighting top-down philanthropy
- African Visionary Fellowship mentioned in SSIR as a way to improve DEI

Liana was on CNBC! And KTN News Kenya!

Amplify the Work

Gave \$33K in Learning Visit credits so partners can learn from each other

Hosted 25 events in 6 countries!

Foster Community

Agency

* 200 NGOs ready to change the face of the continent! *

Visionaries increase their impact, revenue, and influence.

Donors prioritize investing in local and African visionaries.

Our Annual Meeting this year! 400 #SFFrockstars in the house

Trust

one of our values!

Foster Community

Had donor-sponsored dinners at the Annual Meeting for the first time

Real talk during "Setting a Vision for Funder Accountability" session with Peery Foundation & Safari Doctors

Progressive Philanthropy track convened funders who are changing the game

Curate Connections

\$8.5M in leveraged funding to our partners

- over 100 grants
- from 56 different funders
- to 79 organizations

★ Made 1,166 connections for our Annual Meeting! ★ and the average participant took 8 meetings!

Share Improved Practices

18 opportunities for team to promote grantee-centric practices

43% of grants are multi-year

100% of grants are unrestricted

Challenge the Status Quo

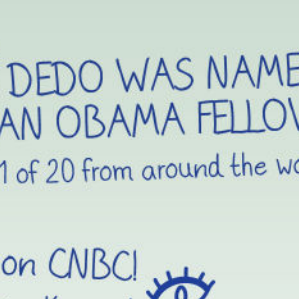
Took partners along to Skoll World Forum & African Diaspora Investment Symposium

Live recording of "What Grantees Want" podcast at Annual Meeting

Engage Open-Minded Funders

Robert Bosch Stiftung partially funding SII in Rwanda & Malawi

Cher-Wen spoke on a panel at the Izumi Foundation Partners Meeting



FIGHT for FAIRNESS!

Segal Family Foundation