

ANNUAL REPORT 2017





There Is Hope, Malawi

WELCOME

It's been 10 years since my father Barry Segal went on his first trip to Africa. Segal Family Foundation has grown tremendously in the past decade, yet Barry's two key observations from his time in Rwanda continue to shape our work on a daily basis. He built this foundation with a vision of investing in grassroots organizations run by talented leaders and encouraging organizations to work together.

In that same spirit, this year we launched a new initiative, the African Visionary Fellowship (see page 9). This fellowship is directly based on our belief that local solutions are the best solutions. Our exclusive two-year program offers capacity building designed for and by local visionaries themselves.

Likewise, our Social Impact Incubator has been finding under-the-radar changemakers with ambition, vision,

and the need for a little boost in Burundi and Malawi for years. This year, we began considering how to replicate the success we've had (see page 11) to grow our impact in additional countries.

Building capacity and enabling connections have always been a part of our model. We've seen the difference that this can make to our grantees. It's a privilege to work with all of these exciting partners, and we look forward to another bright decade.



Martin Segal
*Managing Director,
Board Chairman*

In Malawi, 2017



Visionaries

Visionaries are changemakers with ambition, vision, and commitment to the communities they serve.

We are a learning organization, seeking to iterate and innovate at each step of our engagement.

Donors

Donors are gatekeepers to the resources required by visionaries to change the world.



THEORY OF CHANGE

ABOUT SEGAL FAMILY

To be surrounded by so many inspiring, brilliant minds with a shared passion for work in Africa was both uplifting and inspiring. The sense of community, of family, amongst the Segal partners and foundation employees was an unexpected perk—truly unusual and extraordinary.

—Blair Demers, Education for All Children

At Segal Family Foundation, we believe in a world where development is steered by grassroots leaders and power is shifted into the hands of communities. We work across Sub-Saharan Africa and strive to be true partners to our grantees. We want to change the power dynamics inherent in traditional philanthropy and prove that a grantee-centric approach is not only more fair, but more effective.



See our community come together in our Annual Meeting video: <http://bit.ly/Segal2017>

BE BOLD. *We dream big and punch above our weight.*

BUILD COMMUNITY. *We create a space to inspire each other and celebrate one another.*

LEARN & INNOVATE. *We challenge the status quo... including our own.*

FIGHT FOR FAIRNESS. *We use our platform because we have power but others who are deserving do not.*

TRUST. *We believe in one another.*

Learn more at www.segalfamilyfoundation.org.

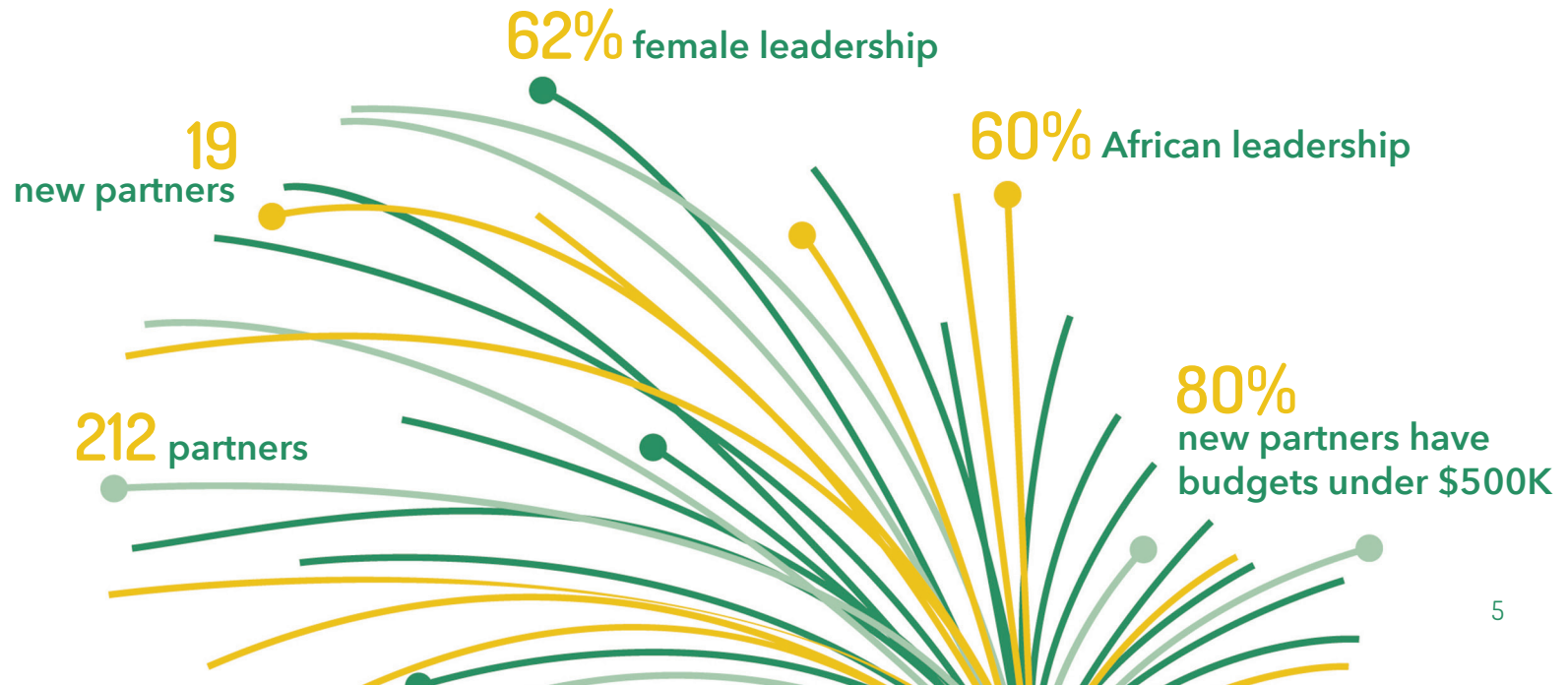


OUR PORTFOLIO

I've spent my corporate career building communities across cultures, so I believe I can sense commitment, loyalty, and mutual respect between organizations when I see them.

All these bonds were evident from your partners and your team.

—Bart Burstein, Pace Able Foundation





The Nyaka AIDS Orphans Project, Uganda

OUR IMPACT

Over the past eight years, we have joined many funder associations to help us become better at what we do. But none of them has been as effective as you have in making us better funders and introducing us to more worthy partners than you have. You've filled a void that really needed to be filled.

-Bonnie Potter, Lester Fund

- **\$11.9 million** in grants from SFF
- **\$5.5 million** in grants leveraged from other funders
- **\$1.3 million** in capacity building resources
- **\$18.7 million** in total support

On average, Segal partners see a **360% increase*** in their annual income after three years in our portfolio.

*This excludes SFF's funding.



Catch a glimpse of our partners' impact in four beautiful short films about our 2017 award-winners: www.youtube.com/segalfamilyafrica.

Our partners impacted the lives of more than **23 million** beneficiaries in 2017 alone.



AFRICAN VISIONARY FELLOWSHIP

I've learned best practices. We're talking about fundraising, we're talking about programming, and issues of governance. I am able to network with my fellow African visionaries.

Beyond that, I am able to network with other donors.

-Willie Mpasuka, Rays of Hope Ministries

We believe that stellar individuals leading exemplary organizations are best placed to devise contextual and sustainable solutions to local challenges. When we analyzed the revenue growth of our partners, however, we saw that organizations founded and led by expatriates grew twice as fast as those led by Africans. Local leaders at the forefront of development are not the focus of many donors' funding. We created the African Visionary Fellowship to disrupt this paradigm.

Beginning with an inaugural cohort of 23 fellows from across eight countries, our African Visionary Fellowship

offers tailored capacity building, mentorship, and the support of a community of like-minded changemakers. With added promotion and access to donor spaces, we aim to drive more resources to local visionaries and their organizations across East Africa.



Learn more from the HuffPost article "The African Visionary Fellowship: Why We Built It and Why You Should Support It" at <http://bit.ly/AVFarticle>. Hear from the Fellows themselves at <http://bit.ly/AVFellow>.



Makweleru, Malawi

SOCIAL IMPACT INCUBATOR

*SII is helping us bring more structure and clarity to our vision.
We were so keen to dive deep into the programming, but we have realized we need to have
proper organizational structures to effectively deliver impact.*

-Incub8, 2017 SII-Malawi Cohort

Our Social Impact Incubator (SII) was started when we came to Burundi in 2013. We met many funders who expressed a desire to fund local organizations but were frustrated by their attempts to find “trustworthy” leaders or “sophisticated” programs. We met local non-profit leaders who resented that funders forced them to become mercenary implementing partners, hitched to whatever aid trend *du jour* was foisted upon them.

This fragmented civil society space gave us an opportunity to help repair such divisions by identifying and nurturing local champions.

Fast-forward to 2017. Now in its second country and fourth cohort, SII has a bigger team and a larger vision. Collaboration has been embedded in every activity. Programming now includes sector-specific luncheons with partners, joint site visits with donors and investors, and the new Social Impact Champions Exposium as a vehicle for massive promotion.

As we celebrate this ecosystem, we are building learning and operational partnerships in order to scale SII to other parts of the continent where the highest need exists. We anticipate an exciting ride.



Biraturaba, Burundi

PARTNER IMPACT

I tell our staff and boards that Segal Family Foundation has a part of every project we do because you support our staff salaries and infrastructure. We could not do the work without your support! The trainings and support you give us is hard to measure, but the impact reaches even to Northeast Meru!

-Vickie Winkler, HEART

Over the past three years, **Unreasonable East Africa** has worked with 29 companies which then created nearly 400 jobs. *(Uganda)*

Trust for Indigenous Culture and Health distributed over 1,000,000 condoms in 2017. *(Kenya)*

78% of **West African Vocational Education** graduates have gotten jobs. Participants see a 2.5x increase in income three years after graduation. *(Nigeria)*

Rays of Hope Ministries is reaching 65,000 disadvantaged learners with educational support through afterschool programs. *(Malawi)*

Kajo Keji Health Training Institute has reached more than 38,000 people with community-based health education and treated more than 3,000 patients. *(South Sudan/Uganda)*

By making local schools their point of access to primary healthcare, **Healthy Kids/Brighter Future** scaled from reaching 15,000 kids to 40,000 kids in one year. *(Zambia)*

Over 70% of alumni from **AkiraChix's** codeHive program have been employed in the tech sector. 100% of these young women were previously out-of-school or unable to go to tertiary education. *(Kenya)*



PARTNER IMPACT

This is a huge opportunity that we cannot achieve on our own. We are very thankful that SFF is our early-stage partner providing advice, capacity building, and funding support.

—James Katumba, MCE Uganda

Shule Direct has reached more than 1,000,000 users since launching Tanzania's first locally-based e-learning platform. *(Tanzania)*

98% of girls reported that their hours of housework changed since they joined **Girl Up Initiative Uganda** and spoke up for their rights. *(Uganda)*

Using village savings and loan associations to support orphans and vulnerable children, **FVS-AMADE** reached 93,760 beneficiaries last year. *(Burundi)*

Since 2007, 2,251 youth—70% of whom are women—have completed **Ujima's** job-training program. *(Kenya)*

Uptake of **St. Francis Health Care Services'** family planning services increased by 176.2% among youth in 2017. *(Uganda)*

Over ten years, **Last Mile Health** has grown from a program of 17 community health workers to a coalition of partners deploying more than 2,900 CHWs. *(Liberia)*

The Ihangane Project has seen a 160% drop in mother-to-child HIV transmission since 2013 in Ruli. *(Rwanda)*

89% of **Kabubbu Development Project's** vocational students graduated over the last four years have secured employment. *(Uganda)*



COLLABORATION

They say it takes a village, and it clearly has taken the family that SFF has created to give us a start. We have a supportive board, of which two members are drawn from SFF's Kenya Leaders Network. We also have an office, courtesy of another SFF family member.

-Pauline Wanja, Future First Kenya

We're helping our partners build a community of trusted like-minded practitioners who can lean on each other and learn from each other.

FVS-AMADE Burundi integrated Spark MicroGrants' Facilitated Collective Action Process into their model.

Nineteen graduates from **Shining Hope for Communities'** Kibera School for Girls are applying to **Education for All Children's** program. **Education for All Children** is designing its alumni program with **Future First Kenya**.

IEFT is partnering with **Twende** to deepen its Entrepreneurship Program. IEFT also invited teachers from **Mainsprings** and **Tanzanian Children's Fund** to participate in its professional development workshops.

AGE Africa exchanged best practices with **Kenya Education Fund**, collaborated with **Dandelion Africa** on human resources, and provided monitoring and evaluation support to **Rays of Hope**.

AkiraChix and **Akili Dada** jointly applied for funding to work as a consortium to scale their models.



COLLABORATION

*Sometimes one feels one is ploughing rather a lonely furrow.
To be surrounded by so many people striving to make the world a better place
is something I will never forget.*
-Robin Witt, CHASE Africa

Mission: Restore invited **LifeNet International's** health partners to its surgical training event; **LifeNet International** will be leading part of the new nurse training track.

Shule Direct licensed its Learning Management System to support students and teachers at **Jifundishe**, **The Girls Foundation of Tanzania**, and **Umoja Tanzania**.

Graduates from **Kakenya Center for Excellence's** primary school program are being received at **WISER International's** secondary school.


D-Prize launched a joint competition with **Global Health Corps**, challenging GHC alumni to implement a proven health intervention in regions where they served. Following a successful pilot, **D-Prize** awarded seed funding to launch two health-focused distribution ventures.

We Share Solar provided **SAVIC** with a solar suitcase at their education center in Kakuma Refugee Camp.


Dandelion Africa began implementing **BeadforLife's** Street Business School model.

A woman with long dark braids, wearing a black top and a red beaded necklace, is speaking at a podium. She is holding a clear glass award in her left hand. The background is a green curtain.


Wendo Aszed

A man with a beard, wearing a blue suit, white shirt, and a yellow and black patterned tie, is speaking at a podium. He is gesturing with his hands. The background is a green curtain.

Twesigye
Jackson
Kaguri

A man with glasses, wearing a white shirt and a grey and white checkered blazer, is speaking at a podium. He is wearing a green beaded necklace. The background is a green curtain.

Dr. Tharcisse
Nshimirimana

A woman with short dark hair, wearing a patterned off-the-shoulder top, is speaking at a podium. She is smiling. The background is a green curtain.

Faraja
Nyalandu

HALL OF FAME

Rising Star Honorees

Highlighting exceptionally dedicated leaders and their steep trajectory in growing their impact

2012: Dr. Jacques Sebisaho, *Amani Global Works*

2013: Dr. Raj Panjabi & Peter Luckow, *Last Mile Health*

2014: Misan Rewane, *WAVE*

Humphrey Nabimanya, *Reach a Hand Uganda*

2015: Grâce-Françoise Nibizi, *SaCoDé*

2016: Solomon King Benghe, *Fundi Bots*

2017: Wendo Aszed, *Dandelion Africa*

Grassroots Champion Honorees

Recognizing individuals with deep connections within their communities

2014: Michelle Ostertag, *Rafiki wa Maendeleo Trust*

2015: Spès Nihangaza, *FVS-AMADE Burundi*

2016: Aaron Bukenya, *BESO Foundation*

2017: Dr. Tharcisse Nshimirimana, *Service Yezu Mwiza*

Angel for Africa Honorees

Acknowledging leaders who build partnerships and continually serve as a resource for others

2012: Cheryl Dorsey, *Echoing Green*

2013: Maggy Barankitse, *Maison Shalom*

2014: Kip Keino, *Kipkeino Foundation*

2015: Obed Kabanda, *ACODEV*

2016: Ange Muyubira, *Kaz'O'zah Art*

2017: Twesigye Jackson Kaguri, *The Nyaka AIDS Orphans Project*

System Innovator Honorees

Honoring organizations that have developed an innovative model

2014: Paul Falzone, *Peripheral Vision International*

2015: Stefanie Weiland, *LifeNet International*

2016: Julia Berman, *Muso*

2017: Faraja Nyalandu, *Shule Direct*



GRANTEE PARTNERS

Action for Community Development

Action For Fundamental Change and Development

Africa Bridge

Africa Yoga Project

AfricAid Tanzania

African Community Center for Social Sustainability

African Entrepreneur Collective

African Population & Health Research Center

African SOUP

AFRipads

Agahozo-Shalom Youth Village

AGE Africa

Akilah Institute

Akili Dada

AkiraChix Association

Amani Global Works

Anza

Arlington Academy of Hope

Art & Global Health Center Africa

Ashoka

BEADS for Education

BESO Foundation

Bicycles Against Poverty

Biraturaba

Blue Ventures Conservation

The BOMA Project

BRAC

Building Tomorrow

ChangeALife Uganda

Clinton Health Access Initiative

Crossroads Springs Africa

D-Prize

Dandelion Africa

Digital Divide Data

Dikembe Mutombo Foundation

EarthEnable

EDJA Foundation

Educate!

Education For All Children

Elohim Child Development Association

Father Alex You Memorial School

Foi en Action

Foundation for African Medicine & Education

Foundation for Community Development & Empowerment

Foundation Rwanda

Fount for Nations

Fountain of Life

Friends Women's Association

Fundi Bots

Future First Kenya

FVS-AMADE Burundi

Gardens for Health International

Gbowee Peace Foundation Africa

Georgie Badiel Foundation

Girl Child Health Initiative International

Girl Up Initiative Uganda

The Girls Foundation of Tanzania

Global Camps Africa

Global Health Corps

Global Minimum

GlobeMed

The Graça Machel Trust

Grassroots Development Initiatives Foundation-Kenya

Grassroots Economics

Gould Family Foundation

Habitat for Humanity

Harvest Initiatives

Hatua Likoni

Health Builders International

Health Integrated Multisectoral Services

Healthy Kids / Brighter Future

HEART Africa

HELGA

Hope Through Health

The Ihangane Project

Imbuto Foundation

Indigenous Education Foundation of Tanzania

IFRAD

Ipas

IPOSARUDE

Jacaranda Foundation

Jibu

Jifundishe

Jitegemee

Justice and Advocacy for Women and Children Uganda

Kabubbu Development Project

Kajo Keji Health Training Institute

Kakenya Center for Excellence

Kaz'O'zah Keza

Kenya Education Fund

Kepler

Kesho Kenya

The Kilgoris Project

Kindle Orphan Outreach

Kipkeino Foundation

Kitovu Mobile AIDS Organisation

Komera

Komo Learning Centres

KWEA

Last Mile Health

LifeNet International

LivelyHoods

Lwala Community Alliance

MacDella Cooper Foundation



GRANTEE PARTNERS

Macheke Sustainability Project
 Madiou Williams Foundation
 Mainsprings
 Maison Shalom
 Malaika
 Maranyundo Initiative
 Marie Stopes Uganda
 Maternity Africa
 Matibabu Foundation Kenya
 Mentor Coach Empower Uganda
 Microclinic International
 MindLeaps
 Mission: Restore
 Monduli Pastoralist Development Initiative
 More Than Me
 Mother Health International
 Moving the Goalposts
 Musana Community Development Organization

Muso
 New Hope Christian School & Orphanage
 New Sight Eye Center
 Nurture Africa
 Nurturing Minds
 Nyaka AIDS Orphans Project
 Nyansakia Church of Christ
 Off.Grid:Electric
 One World Children's Fund
 Ongoza
 Our Lady of Perpetual Support
 PACEMaker International
 Parc des Jeunes Entrepreneurs
 Partners in Health
 Partnership Schools for Liberia
 Pastoral Women's Council

PeerLink Initiative Uganda
 Penda Health
 Pepo La Tumaini Jangwani
 Peripheral Vision International
 Planned Parenthood Federation of America
 Population Media Center
 Powering Potential
 Princeton in Africa
 Projet Jeune Leader
 Rafiki Wa Maendeleo Trust
 Raising the Village
 Rays of Hope Ministries
 Reach a Hand Uganda
 Resonate
 Restless Development Uganda
 Robert Shitima Project
 Rockies Organisation
 Ruben Centre

Rwanda Girls Initiative
 Rwanda School Project
 Rwandan Orphans Project
 SaCoDé
 Sanergy
 SAVIC
 Schools & Teachers Innovating For Results
 Scientific Roets
 SCOPE
 Service Yezu Mwiza
 Set Her Free
 Shining Hope for Communities
 Shule Direct
 Soft Power Health
 SOUL Foundation
 Spark MicroGrants
 Sseko Designs
 St. Francis Health Care Services
 SteamaCo
 Straight Talk Foundation

Street Business School
 Tanzania Education Corporation
 Tanzanian Children's Fund
 TeachUNITED
 There Is Hope
 These Numbers Have Faces
 Tingathe
 Tostan
 Trust for Indigenous Culture & Health
 Tugende
 Tumaini International
 Twekembe Development Organization
 Twende
 UCBUM
 UGEAFI
 Ujima Foundation
 Umoja Tanzania
 Unreasonable East Africa

Urukundo Foundation
 Village Enterprise
 Village Health Works
 Village HopeCore International
 Vital Health Africa
 VITALITE Zambia
 W.E. Can Lead
 Wangari Maathai Foundation
 We Care Solar
 West African Vocational Education
 WISER International
 Women In Technology Uganda
 Young 1ove
 Youth Equality Centre
 Youth Net & Counseling
 Youth Social Work Association
 ZanaAfrica Foundation



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Katherine Anderson
Director of Operations



Sarah Gioe
Director of Communications



Virgile Bahujimihigo
Program Associate

In East Africa, our team is based in Kenya, Malawi, Rwanda, and Tanzania.

In the United States, our team is based in New Jersey and Massachusetts.



Antoine Chiquet
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Centres



David Auerbach
Co-Founder, Sanergy



Dolly Segal
Co-Founder, Focus For Health



Evelyn Omala
Impact Investor



Janis Simon
Co-Founder, Vital Health Africa



Matthew Simon
Attorney, Center for Science
in the Public Interest



Richard Segal
Advisor, Powering Potential



Susan Davis
Founder, BRAC USA

BOARD OF DIRECTORS



Barry Segal
Founder



Martin Segal
Chairman of the Board, Managing Director

Our board includes three generations of Segal family members and individuals with decades of experience in the non-profit and private sectors.

Segal Family Foundation

www.segalfamilyfoundation.org

