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
LEARN & INNOVATE

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

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

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

THEORY OF CHANGE

Find Local Visionaries
Build Relationships
Nurture Capacity
Amplify the Work
Foster Community
Curate Connections
Share Improved Practices
Engage Open-Minded Funders
Challenge the Status Quo (Including Our Own)

Visionaries increase their impact, revenue, and influence.

Donors prioritize investing in local and African visionaries.
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.

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


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.
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

OUR PORTFOLIO

19 new partners

62% female leadership

60% African leadership

212 partners

80% new partners have budgets under $500K
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.

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.
PARTNER IMPACT

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)*

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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
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.


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.
The Kilgoris Project, Kenya
COLLABORATION

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.

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
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 Benge, 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
Bicycles Against Poverty, Uganda
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
IPROSARUDE
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
Madieu 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
Ongoz
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 Organization
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
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.

Denise Stripling
Foundation Administrator

Gidibo Tindwa
Program Officer

Gladys Onyango
Director of Programs

Katherine Anderson
Director of Operations

Sarah Gioe
Director of Communications

Virgile Bahujimihigo
Program Associate
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.