



# A Child For All

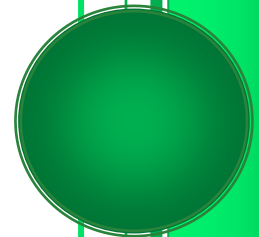
Bringing Hope to Malian Orphans



## A CHILD FOR ALL (ACFA) Annual Report 2013

ACFA Board of Directors

4/30/2014



## MESSAGE FROM THE DIRECTOR:

*Dear ACFA friends and supporters,*

*I can't believe it is that time of the year again, this year went by so fast!!!! We have completed yet another outstanding year in ACFA's life, and I could not be more proud to serve you . Thank you for your continued support of the vulnerable children of Mali. As I reflect on this past year, there are many things that I am thankful for: ACFA has accomplished so much as you can see by reading this annual report. In 2013, ACFA grew more than we had dreamed of: our budget grew as we were able to commence, thanks to your support, the construction of our newest complex in Zorokoro. Amongst other reasons, this project was possible because of CIRA's support. CIRA is a consulting and engineering firm in Mali. Mr. Seydou Coulibaly, the owner and Executive Director of CIRA , not only pledged but delivered. We have also strengthened our back office with a jump to Quickbooks software.*



*Emerging from its 2012 crisis, the year of 2013 commenced with allied operations to rid Mali from extremist Islamists and culminated with both presidential and legislative elections. ACFA continued to be blessed with support from all over the world. We've reached out to domestic as well as international partners: from Estonia's Tallinn University of Technology volunteering on the European continent, to businesses in Mali, such as CIRA and COGEB, and through foundations in the States. We have been blessed with so much support!!!! The support is easy to notice in the growth of our budget, the groundbreaking of the children's new home, and the performance of our children both academically, and in sport and skill learning experience. Indeed, three of our girls have qualified for the 2014 Capital city of Bamako's competition in Taekwondo. One of our children ranked number one in her class of forty-four students. Towards the end of the year, we met our goal of finishing the fence of the new dorm when Mr. Gary Klassen of Canada provided the funds to allow us to complete the first phase of the Zorokoro Project.*

*Thank you very much for your continued support and for being a part of this wonderful endeavor.*

Kadiatou Sidibe  
CEO

## MESSAGE FROM THE BOARD CHAIR:

*Dear ACFA friends and supporters,*

*2013 has been a challenging year in Mali, demonstrating the need even more to take care of Mali's vulnerable children. Thank goodness it is calm now in Bamako and we hope that this year brings some stability to the people of Mali. More importantly, ACFA's twelve children living in Bamako continue to thrive, and the initial stages of the Zorokoro complex are evident. It is exciting to see the well water serving the local villages, the outline of the dormitory for the children, and the fence surrounding the property at Zorokoro. This is only the beginning, and now, more than ever, ACFA needs to expand its reach as it seeks to help even more of Mali's vulnerable children.*

*ACFA's board continues to spend time on a long term strategy to fulfill its vision. We have added two new Board members and are reaching out to maximize the experience represented on the Board, which now includes Board members with experience in fundraising and financial planning. This careful planning will ensure that all of ACFA's plans become a reality.*

*Several Board members visited the children in 2013 and we are continually impressed with the great leaps the children are making in education, sports and emotional strength. We also appreciate greatly the support of companies and people in Mali.*

*We look to supporters – old and new – to assist in the journey to make Zoroko a reality. We continue to look to Malian communities in Africa, Europe and the U.S. We are reaching out to various organizations who understand that children are the future, and that children who have a home, education and stability can help bring a generation, and a country, to be contributing members of the world community. We especially are grateful for the continued support of our major contributor, the Segal Family Foundation. We continue to work hard for ACFA, and ask that you join this incredible journey!*

*Lisa Savitt*

Lisa Savitt  
Board Chair



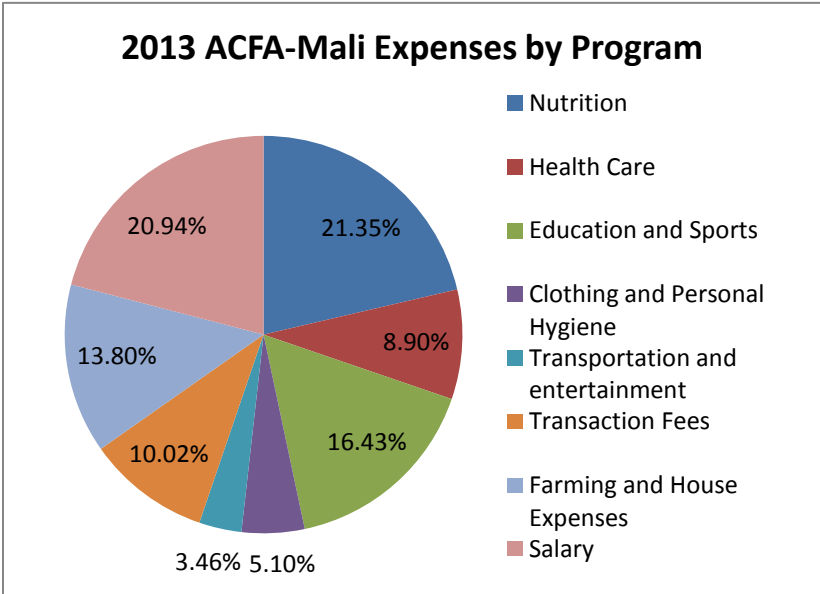
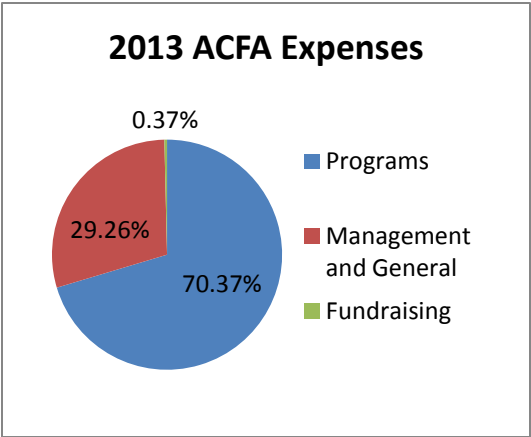
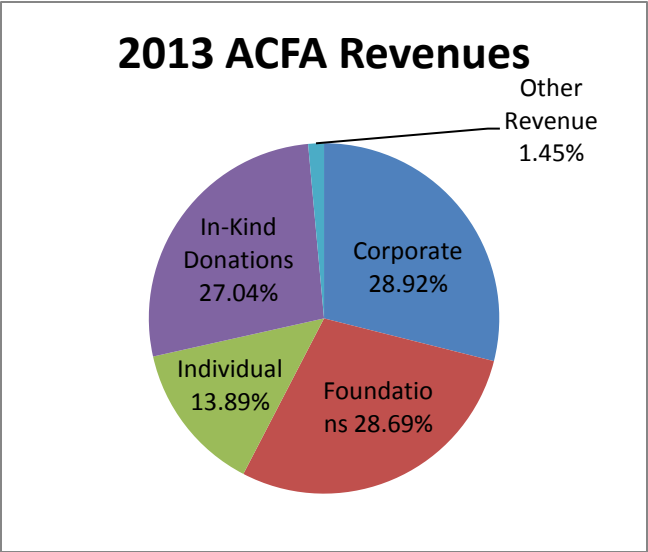


**BUDGET:**

**REVENUES:** This year saw a tremendous growth in ACFA’s budget. Though this represents a rapid increase, ACFA was ready and had actually planned for it. By the end of 2012, we launched our capital fundraising to support the construction of the Zorokoro Children Complex. The capital investment in Zorokoro is what explains our budget growth. We expanded internationally and continued to leverage our already robust domestic supporters. \$191,688 was invested in Zorokoro building and other equipment for the future house.

Our 2013 total revenue was \$181,499, of which \$49,079 (27%) was in-kind donations from both corporations and individuals. Corporations in kind donations consisted of material and labor donated for Zorokoro, professional trademark advice and accounting pro bono support. Of our total revenue, 28.9% was received from corporations, 13.89% was from individual donations and 28.69% from foundations. Other revenue representing 1.45% of our revenue in 2013 consisted of: sales of our agricultural project, silent auctions material, and other inventory items such as t-shirts etc.

**EXPENSE:** In 2013, 70% of our expenses were spent on our programs supporting the children. Management and general expenses, represented 29% of the 2013 expenses. We were fortunate to have the benefit of legal pro bono services to assist in filing for the trademark of our corporate name. Some of the general expenses relative to our previous years were due to fees we incurred in connection with the filing. In 2013, ACFA did not hold any special events although we were able to fundraise through our online donations and we had our foundation grant.



**EXPENSE - PROGRAM:** Turning to our program expenses, we realize that just as in past years, nutrition expenses represent the highest percentage - 21%, of the program expenses. Salary represents 20.9% of our program expenses. ACFA considers salary as a program expense because all of our personnel are in Mali and their work consists of taking care of the children and ensuring their well being on a daily basis. The 3<sup>rd</sup> largest share of the expenses was allocated to our education program, which indeed is an important program for ACFA.

## 2013 Accomplishments

ACFA achieved several of the goals it set in 2012, and is still working toward its longer-term goals, such as the completion of the Zorokoro Children's Complex.

Although the political climate in Mali has calmed significantly from what it was in 2012, ACFA and its children have still faced and overcome lingering challenges. ACFA's children have achieved many noteworthy accomplishments. For example, two of our children received their blue belts in Taekwondo, and three qualified for the championship competition. Several have excelled at their new vocational wood-cutting course as well.



In 2012, ACFA's children were transferred to a private school in order to improve the quality of their education. In 2013, this move has proven to be effective. Overall the children have performed much better academically and behaviorally. Diakassan ranked 1st of her class multiple times and Alassane and Fouseyni ranked among the top 10 of their class throughout 2013.

## Partnerships

ACFA has formed new partnerships and strengthened old relationships with organizations and individuals both in the U.S. and Mali. For example, Seydou Coulibaly of CIRA and Boubacar Keita of SIPROVET, have made good on their promise of significant in-kind donations for the construction of the Zorokoro Children's complex. Additionally, ACFA successfully became part of the Combined Federal Campaign, which will enable ACFA to have greater access to U.S. federal funds.

We once again strengthened our relationship with the Segal Family Foundation (SFF), including planning the first trip of an SFF representative to visit ACFA in Mali. Furthermore, SFF connected ACFA with Catchafire, who has provided us with a social media guru who has helped us improve our online presence and reach.

ACFA also stepped out of its traditional role of only working with ACFA-supported children to help a vulnerable child not under ACFA's care. We helped raise funds and find medical services for a 12-year-old Malian girl with serious ophthalmic conditions who is at risk of going blind. Because her conditions are ongoing, her eye care will remain a priority for ACFA.

## *Visibility*

ACFA received local media coverage in Bamako twice – first at a donations ceremony with CIRA, then at a donation ceremony with COGEB.

## *Leadership*

ACFA welcomed two extraordinary new Board Members this year!

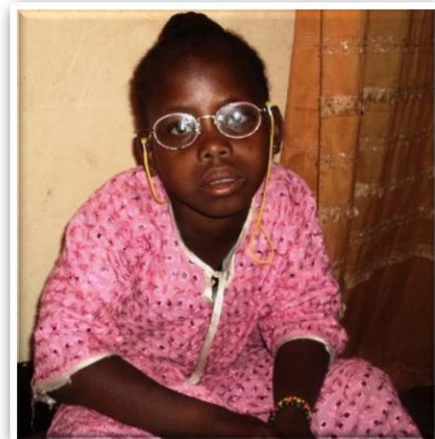
Tanisha Dozier is a student at Columbia Business School where she is pursuing a graduate degree in business administration with concentrations in strategy and corporate finance. Prior to business school, Tanisha served as a political aide in the Office of the Secretary of Defense within the Cost Assessment and Program Evaluation directorate. During her time at the Department of Defense Tanisha was responsible for military spending on infrastructure and operational activities on the African continent.

Maria Anne Thomas is the Chief Administrative Officer for the Collins | Johnson group. A native of Waterloo, Iowa, Thomas is a graduate of the University of Northern Iowa and holds a Masters of Business Administration in Finance from Ashford University. She resides in the District of Columbia, and enjoys water sports, spinning, and volunteering with youth and public service activities.

## *Fundraising & Finance*

ACFA's fundraising efforts were very limited in 2013, as we took a step back from finance to focus on strategy. In total, ACFA raised over \$181,499 in 2013, not including the \$7,858.50 we raised in May to help Fatoumata with her serious eye conditions.

ACFA made a hard push in 2013 to update its accounting practices by using transitioning to Quickbooks. Additionally, we brought in an accounting professional to ensure that our financial management stays on track and transparent.





## AS OUR CHILDREN GROW

Nobody can visit ACFA, see these children running around with smiles, and not be touched by who they are becoming. Despite coming from different families, all of ACFA's children have a common background. They all came from very difficult situations: missing parents, broken homes, etc. The children are aware of where they come from and greatly appreciate their current situation. As one could expect, some of them are doing better than others.



ACFA's family-like environment fosters a space where children get along, and consider each as brothers and sisters. Our credo is to respect each individual personality and at the same time make sure that they all get along and respect each other.

Throughout 2013, the children have given us many reasons to be proud of their achievements. In addition to improvement in their behavior, each of them has moved to the next grade at school. They are also excelling at sports. While Adama, Lassina, and Hassana are leading in basketball, Karotoumou, Diankassa and Kadiatou have qualified for the regional championship of Taekwondo.

Despite these achievements, some of the kids still experience behavioral problems. Steps are being taken to address this issue and special attention will be focused on these children. No efforts will be spared to make sure that each child reaches his or her full potential. For that, ACFA's board of Directors and staff in Mali are working hard to ensure that all partners supporting ACFA know that their investment is being used very responsibly in order to realize the organization's vision.

With your help, we can ensure a bright future for these kids!



## 2014 - THE WAY AHEAD

In 2012, Mali faced multiple crisis including a military coup, internal conflict, and food insecurity, among other continuing issues. Ten days after the March coup, the northern two-thirds of the country fell under the control of rebels, and 4 months later militant, radical Islamists took control. As a result, over 400,000 Malians fled their homes, in many cases being forced

to make the unthinkable decision to abandon their older children. This unrest has wreaked havoc on the most vulnerable and marginalized group of the population – the children. Over a year into the disarray, in the midst of all this upheaval, the children of ACFA have continued to thrive. With the recent elections in Mali there is restored hope among the various communities. During her June 2013 trip to Mali, the CEO of ACFA had the privilege of seeing that hope taking root. In no place is that hope more evident than in the children of ACFA.

In the year ahead the Board of Directors and staff of ACFA are resolute in building on the great success of the previous year and the new hope that is emerging in Mali in the wake of recent elections. As always, the first priority of ACFA will be to provide for the current children in our care. However, we clearly understand the need to scale the impact of ACFA while creating a sustainable model for growth and operations. In order to create a sustainable growth strategy and model, ACFA will focus on expanding its base of supporters and its overall ability to generate revenue from varied sources.

The cornerstone of ACFA's mission is to invest in the children's future. However, while serving the current population is critically important, it is limited in the impact it can have on children throughout Mali. To that end ACFA continues to focus on the Zorokoro Project. The entire Zorokoro project will cost roughly US\$1.5 million and will provide ACFA – and the surrounding community – with an autonomous school (first through ninth grade), dormitories (to accommodate 100 children), a library, a health center, a multipurpose room, and sports fields. Furthermore, the complex will serve as the center of community life, extending much needed services to the seven surrounding villages.



To all of our supporters and donors of ACFA, we say thank you for another successful year despite Mali's difficulties this year.

In this spirit, ACFA is doing everything it can to carry out its vision, which consists of creating a healthy environment and providing thorough education to develop responsible citizens. In addition to their general education, we will strive to foster our children's technical skills by providing professional and vocational training.

The Board is well aware that the goals and objectives put forth by ACFA cannot be achieved alone. Over the course of the next year, ACFA will continue to strengthen its community partnerships and seek out new partners who can help build a brighter future for Mali's children. Just as Mali is emerging and finding stability in the year ahead, ACFA will focus on nurturing our children, sustainability, and growing the impact of our work.