



A CHILD FOR ALL ANNUAL REPORT 2018



Bringing Hope to Mali's Vulnerable Children

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EXECUTIVE SUMMARY

Dear ACFA friends and supporters,

We have learned much from these past 10 years since opening the doors of ACFA for the vulnerable children of Mali. ACFA is proof that if given the opportunity, all children thrive, and we can lift them from the cycle of poverty and illiteracy. As you will notice through these pages, ACFA's children's lives have changed for the better and this is thanks to your support.

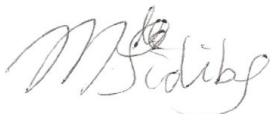
In 2018, ACFA's first two children passed the national exam, Diplome d'Etude Fondamental (DEF), and are now high school students who want to specialize in computer science.

Several of our children played major roles in sports both nationally and internationally. Diakassan was selected to represent Mali at the African Youth Games held in Algeria in 2018 and earned a bronze medal and a monetary award in fencing, marking ACFA's first international medal.

Recognizing the opportunity to enhance our fundraising strategies in the U.S., we have recruited new board members with these capabilities and have hired consultants to support us in those efforts.

In December 2018, ACFA Board chair, Lisa, and Board member, Marley, accompanied CEO Kadiatou on a site visit to Bamako. Spending time with the children was the highlight of the visit. Additionally, we met with numerous current and prospective supporters as well as government officials. Existing donors such as CIRA, SIPROVET, BNDA, and Foundation Orange, promised to increase their support to ACFA's efforts. Discussions were very fruitful, and we intend to leverage on these relationships to support our 2019 opening of the Zorokoro Children's Complex.

We hope that you can join us in reaching beyond our grasp this year to achieve greater accomplishments. This will allow us to create an even healthier, happier, and more prosperous environment for Mali's vulnerable children. Thank you for your continued support on our journey.



Kadiatou Fatima Sidibe,
CEO - Founder

MESSAGE FROM THE BOARD CHAIR

Dear friends and supporters,

2018 was a very fulfilling year for me as Chair of the Board of ACFA. I finally had the opportunity to visit Mali, meet our twelve wonderful children and see the progress we are making at the Zorokoro Children's Complex. We have had two sets of interns from George Washington University during two different semesters as well as new volunteers and three new Board members in 2018 – Jordan Molnar, Tricialand Hilliard and Brianne Thompson-Martin. Planning Board meetings is still somewhat challenging as our CEO and Founder is based overseas serving in the U.S. military and our administrative assistant is also overseas now because of her husband's military posting. Somehow, we manage to hold our monthly meetings with both of them participating, although we do occasionally hear some yawns during the meeting.

This past year we had an exciting fundraiser in Washington, DC at Shaw's Tavern featuring the famous African singer Djenba Seck. We thank her and her husband for coming to Washington, DC and agreeing to support ACFA. We were very lucky this year to qualify with MatchdotDollars to be assigned a fundraising coach. She was immensely helpful to us. We also had our first end of the year campaign which was a learning experience for us, and we plan to have one again this year. We participated in a number of fundraising campaigns including various Facebook birthday challenges, Giving Tuesday and the Combined Federal Campaign. Global Giving continues to be a source of donations for us, and we have continued our participation in AmazonSmile. We are also registered with the charitable site for wedding registries called A Good Beginning - <https://thegoodbeginning.com/cause/education/a-child-for-all/>.

We have a new part-time grant writer and she has proven to be a tremendous help in identifying potential grants and in writing the grant applications. We are grateful to also have a part-time Administrator whose work helping with the website, newsletters, and many little things is very much appreciated.

Early in the year Board member Marley and I attended the African Diaspora Network Conference on Innovation and Technology which was held in Mountain View, California. We learned about interest in leveraging technology in the African continent and opportunities for investment.

While we were in Mali, we visited with a number of our donors and also some potential donors. The reception we received was incredible and we look forward to continuing our partnership with these organizations in Mali and to starting new partnerships as well. This year we plan to make significant progress at our Zorokoro Children's Complex. We also met with a number of government Ministers as well as the Prime Minister of Mali, Soumeylou Boubeye – and our meeting was featured on Malian TV! We were impressed with the various initiatives the government is working on to build a better future for Mali and its citizens. The work we do at ACFA dovetails quite nicely with what the government is trying to accomplish. Finally, we have a new supporter at the U.S. Embassy in Mali who is helping in so many ways.

We also met with the architect and engineer for the Zorokoro Children's Complex. They are ready to continue the work on the Complex and the next phase to start building the school will begin soon.

We are always so appreciative of all our donors in Mali, the United States and around the world. It is time to give the children of Mali a better future and I am just so proud of what our non-profit is doing. I want to give a special thanks to our founder, Kadiatou Sidibe, for her vision and hard work, as well as to our Board members and staff. We are excited for the year ahead as we literally start to see real progress at Zorokoro.



Lisa Savitt, Chair of the Board

2018

Accomplishments

In 2018 ACFA saw a solid performance from our students academically, socially, and in athletics. Additionally, operations for ACFA expanded as we added new board members, established board committees, attended several national conferences and flew to Bamako to meet the children, monitor their progress, and advocate for the work ACFA is doing in Mali.

The Children

From 2017-2018 in academics, 9 out of 12 (75%) of our students increased their scores in school. They are taking writing, history, math, physics, chemistry, biology, geography, and more. This is a tremendous accomplishment as many of our children were not enrolled in school before they arrived in our program. Additionally, two of our boys passed the national exam to enter high school for the 2018-2019 school year. The children

continue to balance their schoolwork with athletics, which they are very passionate about. We offer the children access to fencing, taekwondo, and basketball. This year the children saw local, national, and international success.

Taekwondo: Astan, Koro, and Kadiatou all received gold medals for their divisions.

Fencing: Bily was recognized with a certificate of achievement for his success in fencing at an inter-school tournament in April. Diakassan qualified for the international competition, the African Youth Games in Algeria. She competed in fencing and received a bronze medal. In addition, Diakassan received two silver medals in local competitions in Mali.

Basketball: In November, Adama, Lassine, Alassane, Foussemi and Hawa won a basketball tournament at a local competition.



Fundraising and Operations

Regarding capacity and operations, ACFA expanded its work around outreach, development, healthcare, and education. Because of the increase in our scope of work, we added five new volunteers, two new board members, and a part-time grant writer.

ACFA has been actively fundraising all year. We rely predominantly on local fundraisers in the United States and individual contributions to run the program and start new projects. However, in 2018 we began increasing attendance at national conferences to meet potential new funders and partners.

In January 2018, two board members attended the annual African Diaspora Network Conference in Silicon Valley, California. This conference allowed us to connect with many influential business leaders, NGO's, and entrepreneurs in the African Diaspora. Attending the conference gave us more insight into new projects to move Zorokoro forward.

The ACFA board hosted a fundraiser in Washington, DC in June and raised about \$3,000. Famous Malian singer, Djenba Seck, performed and helped to raise awareness about our cause.

In December, two board members and Kadiatou visited Mali for one week. During their time in Mali they met with the children and staff on several occasions. This visit was integral in maintaining consistency in the programs for the children and addressing any staff concerns. They also met with a local

psychologist and doctor to schedule visits for the children. As the children become teenagers, ACFA plans to keep the staff working with the psychologist so they are better equipped to work with our children as they go through the transition of becoming young adults.

Other significant elements of this trip were our partner meetings and the site visit to our Zorokoro Children's Complex. We met with around twenty current and potential partners in Bamako who were very interested in learning about our mandate of helping vulnerable children in Mali and giving them opportunity for the future. The result of this was a submission of seven requests for funding, and the promise of expanding our work with new partners in 2019.

The site visit to the Zorokoro Children's Complex was exciting. It was significant for the board members to see the grounds and the progress that has already been made in building this complex. They toured the new dorm, viewed the solar panel system and the water tower, and the bathrooms that have been built in the first part of the dorm. They also visited the site for the farm.

2018 was a year of growth, change, and promise for ACFA. We laid a solid foundation for continuing and expanding our work into 2019 and expect to see significant changes soon. As always, we are so grateful for all of the volunteers, partners, funders, and advocates that share our vision for a better Mali and a better future for the vulnerable children that live there.

Status Report on the Children



The children are at an age where they are easily distracted and subject to peer pressure. As a result, more emphasis has been put on mentoring and tutoring for each child. The children had a successful academic year, compared to the previous year, where some experienced difficulties with their academic performance. Two of the children, Adama and Lassine who are twins and 16 years old, are the first children at ACFA heading to secondary/high school, having passed the national exam.

The children continue to excel in sports and extra curriculum activities. Alassane and Lassine are now rookies on their school basketball team in Mali's capital of Bamako. Astan (12), Kadiatou (12), and Korotoumou (14), all received gold medals during the national Taekwondo competition.

Astan wants to be a teacher. She has

two gold medals in Taekwondo and one gold medal in fencing. Astan, who is also one of the children who was having difficulties with her academic performance, is doing well in school. Thirteen (13) year-old twins, Fanta and Bily, participate in fencing and Taekwondo. Fanta would like to become a border agent when she grows up, plays basketball and also gets training in hair braiding. Bily has a blue belt in Taekwondo. He won 2 medals – a silver one in Taekwondo and a gold medal in fencing. Twins Alassane and Fousseni are doing well in school today and are taking advantage of tutoring as well as basketball classes. In school they have ranked as one of the top five (5) in their respective classes for the past several years. Fousseni and Alassane are both in 9th grade this year and they play in the junior basketball team of their school in Badalabougou. Both are taking woodworking classes.

Status Report on the Children

Kadiatou (12) and Diakassan (14) continue to excel in school and extra curriculum activities. Kadiatou earned two gold medals in taekwondo and two gold medals in fencing, while taking hair braiding. Diakassan, who has always excelled in school and sports, qualified for the African Youth Games regional fencing competition. In the summer of 2018 she traveled to Algeria for the Games as part of the Mali team and she won a bronze medal and a monetary award.

Sale (13) and Koro (14), brother and sister, are both thriving thanks to the support provided to them. In addition to school work, like all students, they receive tutoring and are taking Taekwondo classes. Sale is currently in

6th grade. He is a blue belt in Taekwondo and won one medal in fencing. He currently does vocational training in auto mechanics. Koro is currently in 8th grade and wants to be a news anchor. Hawa (12) is in 8th grade this year and is doing vocational training in hair braiding. She wants to be a journalist when she grows up.

In addition to exposing the children to sports and vocational training, ACFA is working with organizations in Mali to help address the children's mental health needs. ACFA hired a psychologist who meets with the children regularly, while being supported by a National mental health organization for therapeutic services.



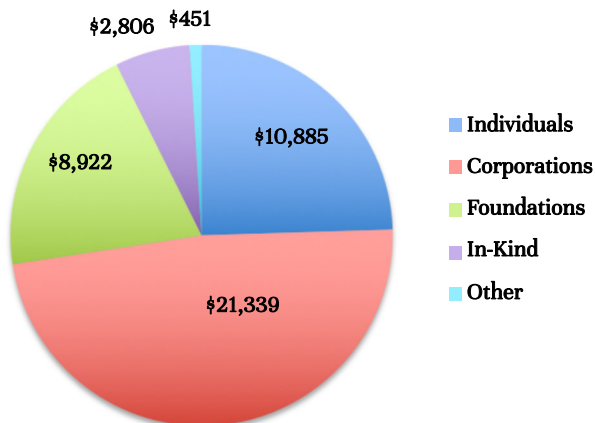
2018 Revenue

ACFA's revenue in 2018 was significantly lower than in 2017, with \$44,402 and \$52,581 respectively. This is due to a significant decrease in both foundation and individual donations in 2018. For foundation donations, the loss of Orange Foundation's monetary donation has left a negative impact on the organization's finances in 2018, but we hope they will donate in 2019 – they were enthusiastic when we met with them in December 2018. Like other non-profit organizations, ACFA adopted in 2018, the new required IRS reporting process. The change in revenue has had a negative impact on ACFA's liquidity, whereas ACFA has less funds available for operations, not because of funds being earmarked by donors but because of low donations received and high expenses. Although ACFA had a fundraiser in June 2018 with the Malian celebrity, Djenba Seck and her husband Sekou Kouyate donating their time and services during a concert, the organization

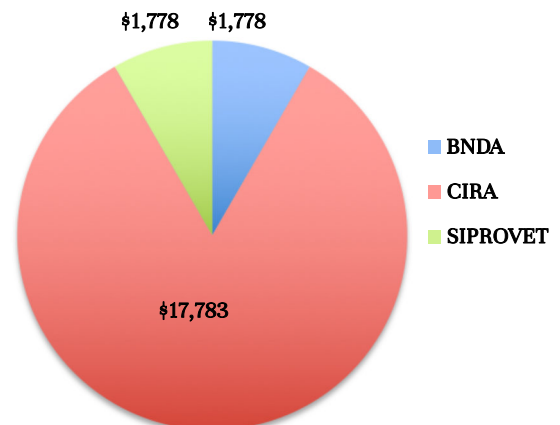
did not make any sales of items during this year's fundraising and therefore the entire revenue consists of donations, both cash and in-kind, dividends from the bank, and gains incurred due to change in exchange rates. Total contributions received were \$41,146, lower than the 2017 contributions of \$50,202 and were received from corporations, foundations, and individual donors around the world. In-kind donations totaled \$2,806(6% of revenue) and consisted of material such as clothes, shoes, toys, and food as well as in-kind donated services in accounting and marketing.

48% of ACFA's revenue was received from 3 corporations in Mali: CIRA, SIPROVET, and Banque Nationale de Development Agricole. CIRA in Mali, remains ACFA's largest donor with almost \$18K in donations in 2018, and having donated 83% of the total corporate donations for 2018.

2018 Revenues

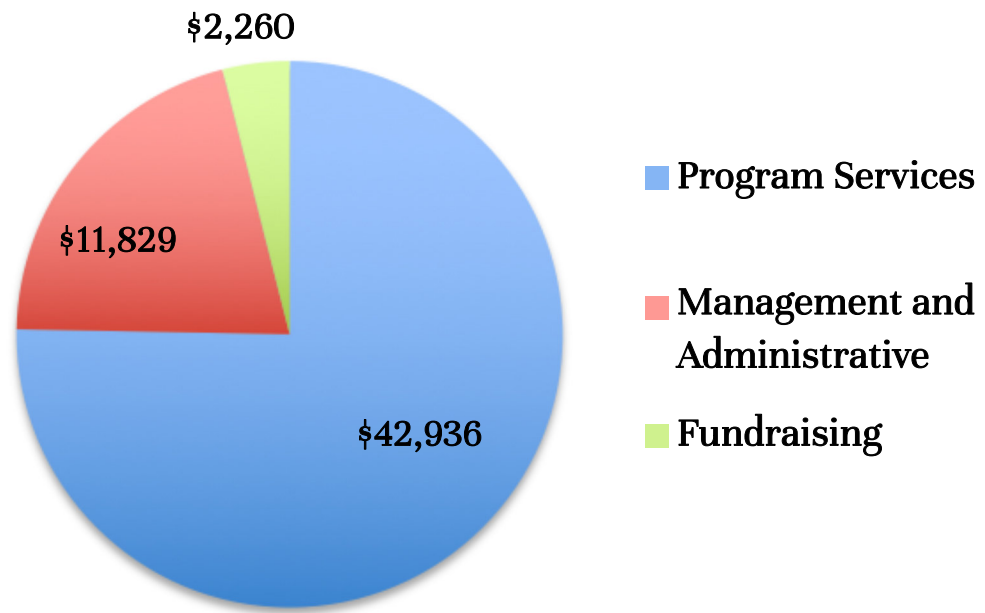


2018 Corporate Donations



2018 Expenses

2018 Expenses



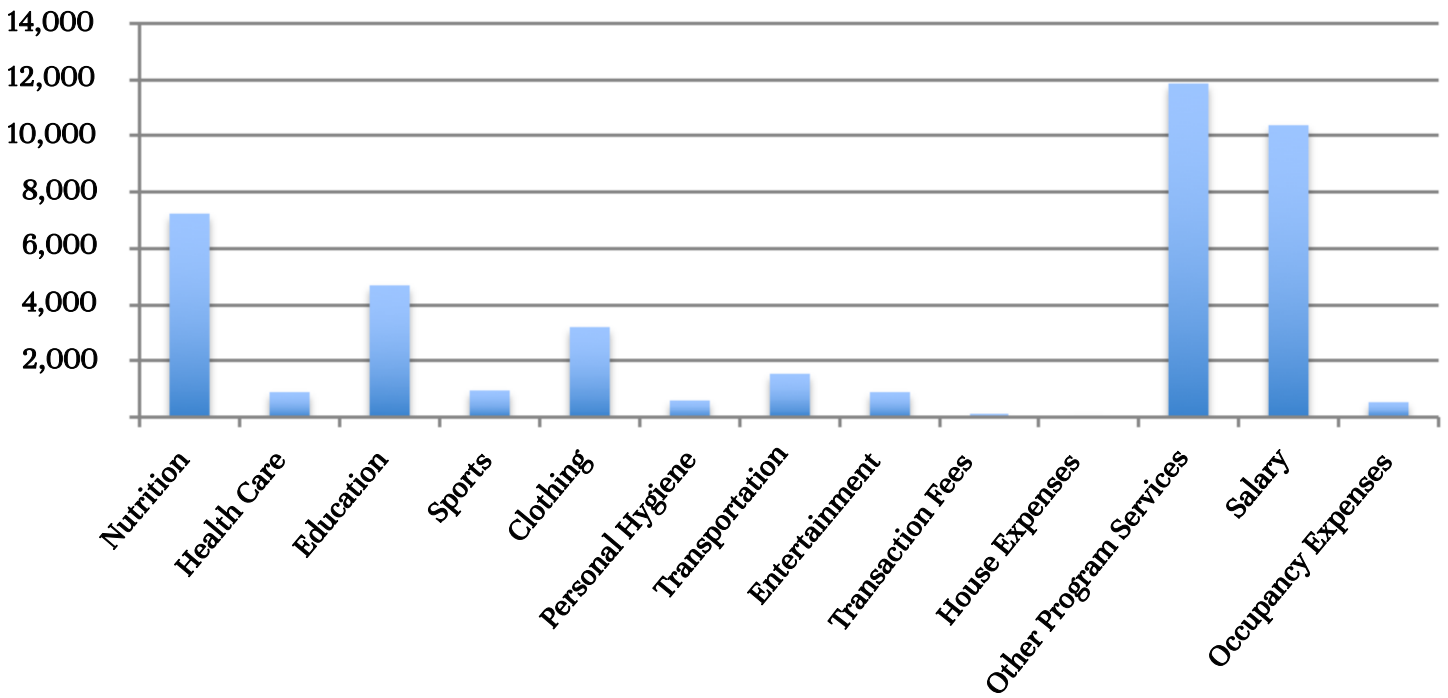
In 2018, ACFA spent 75% of its expenses in program services directly taking care of the children. Program Services include nutrition, health care, vocational and regular school, employees' salary and security and utility fees for the house where the children live. In 2018, ACFA restructured its accounts to match the new IRS required segregation of expenses and reporting by functional expenses. This adjustment lowered ACFA's management and administrative fees. The 2018 Management and Administrative fees for ACFA were \$11,829.

In 2018, 24% of the program expenses were spent on salaries, paying employees who care for the children on a daily basis. Nutrition and education consumed 17% and 11% respectively. Education fees included tuition to a private school, school supplies and uniforms, tutoring as well as the fees for year-round extracurricular classes, vocational training, etc. In 2018, two of ACFA's children passed the national exam DEF, and are now in high school.

2018

Program Expenses

2018 Expenses by Category



The category “Other Program Services” is where ACFA captures the fees associated with security at the children’s home in Bamako and at the Zorokoro Children’s Complex, the utilities at the children’s home in Bamako and other utilities such as communication support. Additionally in 2018, ACFA paid for the title fees of Zorokoro: this explains the relatively high fees of the “other program services”.

LOOKING FORWARD



2018

Future Plans

As we enter into a new year, the Board of ACFA has taken steps to begin the process for taking in 25 children at our Zorokoro Children's Complex. This is an ambitious project and undertaking and we continue our efforts to raise funds for the additional operating costs associated with this plan. While the first dormitory for 25 children is now built, we do need a number of items such as bedding and towels. We hope to raise the funds for these items or find someone in the Malian community to donate these items.

With support from our Board as well as invaluable volunteers, the committees that we formed last year were able to take on new initiatives in Healthcare and Development as well implementing a number of outreach activities. Through these efforts, in addition to preparing for another 25 children, this year we will be moving forward with our plans for the healthcare clinic at the Zorokoro Children's Complex, which includes identifying the right formula for how to run the healthcare clinic. We are also seeking funding for building the first classroom of the school that will be part of the Zorokoro Children's Complex. This year we will have a number of fundraising and outreach activities both in Washington, DC and Mali. These events include a fundraiser in May in Washington, DC, and a telethon in Mali, as well as an online campaign in partnership with Johnson & Johnson.

Last year several members of our Board had the opportunity to visit our children in Mali. This trip underscored the importance of our mission and the work we are doing. It also made the Board more aware of the need for additional support both in the U.S. and Mali. To manage the increasing workload, we have hired a part-time grant writer. We are currently exploring taking on a Director of Operations in Mali as well. The addition of these staff members will ensure that we have adequate support to meet our mission.

As our current 12 children continue to excel academically and athletically, the Board is working with the staff in Bamako to ensure that we are giving them the support and encouragement they need to thrive. We will continue with the educational tutoring, the vocational skills and sports activities in 2019.

We are so grateful for all that our donors have done for ACFA and we look forward to another successful year.



SUPPORT ACFA

www.acfacorp.org/donate