THESE NUMBERS HAVE FACES

2015 IMPACT REPORT
Dear Friends,

If you couldn’t already tell, These Numbers Have Faces prides itself on being consistently optimistic about the future of Africa. While we remain hopeful, we aren’t blind to the fact that the continent continues to face substantial challenges. We believe many of these problems boil down to a single factor: poor leadership. Issues of ethics, morality, and corruption from people in positions of power are some of the biggest contributors to violence, poverty, and inequality across the continent.

To solve these challenges, we believe Africa needs a new generation of ethical leaders. A new generation of African changemakers. Thanks to people like you, this new generation is on the rise.

2015 WAS HUGE. THERE’S REALLY NO OTHER WAY TO PUT IT.

Hundreds of investors helped us launch our brand new entrepreneurship program: The Accelerate Academy. Alongside some of our favorite corporate partners, we piloted a professional internship program to provide game-changing opportunities for our brightest scholars. On top of that, we raised 67% more in donations than ever before. Wow.

All combined, we were blown away to see our investors, partners, volunteers, students, and staff impact the lives of over 4,000 people throughout Africa in 2015.

The challenges Africa continues to face can be daunting, but together, we can do anything.

In partnership,

Justin Zoradi
Founder and CEO, These Numbers Have Faces
WHERE WE INVEST

- Rwanda
- DR Congo
- Burundi
- South Africa
- Uganda
In many communities in Africa, brilliant young students are thriving in high school and excited about their future. Without a pathway to University, their hard work and achievement is often squandered.

On average, a University education costs an African family 170% of their per capita income. This financial burden prices out some of the continent’s brightest students, further reinforcing cycles of poverty. We see this as a unique opportunity to select, empower, and invest in future leaders who don’t have access to University. These scholars represent the next generation of changemakers who have the power to uplift their communities and countries.

Our University Leadership Program couples a social impact tuition loan with leadership training, professional development opportunities, community service, and a supportive family of friends.

**ESTHER - RWANDA, 3RD YEAR, PUBLIC HEALTH**

1994 was a heartbreaking year for Rwanda when nearly 1 million people were lost in the Rwandan Genocide. It was a painful year for Esther’s family, too, when her father fled and her mother, diagnosed with HIV/AIDS, was left to raise their children alone. Despite her illness, Esther’s mother worked hard to pay for her daughter’s high school education, hoping that someday she could attend University.

Inspired by her mother’s resilience and the medical staff who helped keep her alive, when Esther became a These Numbers Have Faces Scholar she chose to major in Public Health.

Esther’s vision is to one day start her own health organization and inspire youth in her community to pursue healthy lifestyles and education.

“I want to help people first and think about myself later. There are many traumatized people in my country and I feel it’s my destiny to help them.” - Esther
THE ACCELERATE ACADEMY PROGRAM

Alongside our existing University Leadership Program, in 2015, we launched The Accelerate Academy. The Academy recruits, trains, mentors, and invests in the best young entrepreneurs in Rwanda - preparing them to thrive as business leaders.

We believe Africa’s prosperous future relies on the brightest young entrepreneurs to start the businesses that will employ and empower the continent.

THE SUMMIT
A 3-day business summit for 120 young entrepreneurs all vying for a spot as an Accelerate Fellow

THE ACADEMY
The top 25 are selected for 8 months of mentorship, training, and the opportunity to pitch at the Accelerate Finale

THE INVESTMENT
Groups of global investors join us for an exciting pitch event where the best business ventures receive seed capital investments

HOW DOES THE ACCELERATE ACADEMY WORK?

JEAN PAUL - RWANDA, LASER ENGRAVING ENTREPRENEUR

Jean Paul’s memories of childhood are making food deliveries for his mom’s restaurant. It was hard work, but he returned day after day, knowing this experience was preparing him for his dream of opening his own business.

After graduating from University with a degree in Telecommunications, Jean Paul started a company with his classmates. Without business experience, the company soon folded.

He found work at an IT company, but deep down he was an entrepreneur. Then he discovered The Accelerate Academy.

As part of the first class of Accelerate Fellows, Jean Paul started a laser engraving business, Genuine Laser Shop. Jean Paul has four employees who laser cut photos, logos, and marketing material on wood, leather, metal, and more.

His goals are to purchase more laser engravers, grow his staff and invest in their education. With support from The Accelerate Academy, Jean Paul’s vision is to mentor other young entrepreneurs in his community.

“In my community, most people are subsistence farmers, producing just enough food for themselves. My hope is to inspire others to become entrepreneurs and break the cycles of poverty.”

OTHER BUSINESSES STARTED BY ACCELERATE ACADEMY FELLOWS IN 2015 INCLUDE:

- POULTRY PRODUCTION
- WATER DELIVERY SERVICE
- ORGANIC BANANA FARM
- ONLINE COMMERCE
- A TRANSIT TICKETING MOBILE APP
- A CONFERENCE SCHEDULING APPLICATION
U.S. INTERNSHIP PROGRAM

The opportunity to travel to the United States and participate in a three-month professional internship permanently changes the trajectory of our students’ lives. We partner amazing American companies with our best and brightest scholars to propel Africa’s young leaders to the next level.

Jeanne d’Arc, Justin, and mother learning about the internship opportunity at Amazon’s Lab 126

Jeanne d’Arc - Rwanda, Computer Engineering Graduate

Jeanne d’Arc grew up in a house on the edge of a red dirt road. While the neighbor kids were busy playing, Jeanne d’Arc was studying.

Odds were stacked against her dream of going to University: family finances, cuts to government scholarships, a scarcity of women role models in tech fields. But Jeanne d’Arc didn’t lose hope. She became a These Numbers Have Faces scholar and graduated from The National University of Rwanda with a degree in Computer Engineering in May 2015.

Days after graduating, she boarded her first plane, bound for the Silicon Valley - the start of a 3-month summer internship with Amazon’s Lab126. Years at University provided her with basic skills and understanding, but her coworkers and mentors at Amazon invested in her potential, giving her confidence and cutting-edge tech expertise.

After her internship, Jeanne d’Arc secured a spot in The Accelerate Academy with a new vision: Tech Ride, a mobile app helping Rwandans purchase bus tickets from their cell phones. Partnering with one of the largest mobile network companies in Rwanda, Jeanne d’Arc has found an audience of 3 million subscribers to share her breakthrough transportation solution.

FOUR RWANDAN INTERNS WORKED IN FIELDS RELATED TO FINANCE, COMPUTER TECHNOLOGY, AND ELECTRICAL ENGINEERING

100% OF US INTERNS REPAID THEIR TUITION LOANS IN FULL

OUR 2015 PARTNER COMPANIES INCLUDE:
HOPE STARTS HERE REFUGEE INITIATIVE

Hundreds of thousands of refugees have fled their homes in DR Congo and Burundi due to ongoing conflict. For 20 years, these people have lived informal camps all across Rwanda.

Hope Starts Here gives refugee scholars an opportunity for education and empowerment through our University Leadership Program.

IN 2015, WE ADDED 27 REFUGEE STUDENTS FROM THE DR CONGO AND BURUNDI. WE NOW HAVE A TOTAL OF 39 REFUGEES IN OUR UNIVERSITY LEADERSHIP PROGRAM

BENSON - CONGOLESE REFUGEE, 3RD YEAR, FINANCE

In 1996, Benson and his family were forced to flee their home in the Democratic Republic of the Congo due to an ongoing civil war. Ever since, they have lived in the Gihembe Refugee Camp in Northern Rwanda -- a collection of mud huts housing 20,000 Congolese refugees.

Despite his circumstances, Benson was determined to go to University to study finance. However, with his family’s only income being a food allowance of 24 cents per day per child, his dream seemed impossible.

When These Numbers Have Faces opened Leadership Loan applications in Gihembe in 2014, Benson was accepted into the first class of scholars from the camp. A few days later he started his journey at The National University of Rwanda’s School of Banking and Finance.

From what he’s learned at University and These Numbers Have Faces’ trainings, Benson has gone on to teach financial literacy to 300 students at his former high school, and 100 youth in the Gihembe camp. He has even helped his parents start their own online savings account.

Benson’s vision is to start his own business and continue to teach others about the importance of saving. Instead of watching his community live from emergency to emergency, his hope is to see them live from dream to dream.
Educated women are the secret weapon in the fight against poverty. Through access to University, leadership trainings and entrepreneurship opportunities, young women in Africa are poised to lead the continent to a new era of peace and prosperity.

Our Women’s Empowerment programming for female University Students and Accelerate Fellows includes women-focused training, retreats, and mentoring.

In 2015, we added 19 women to our University Leadership Program, totaling 46 women. Six women graduated from University in 2015 with degrees in Psychology, Medicine, Finance, and Information Technology. They have inspired girls in their communities to pursue higher education.

In The Accelerate Academy, 10 women were chosen to be in the first class of Fellows. Their businesses are thriving! These young ladies are employing others, supporting their families, and building Rwanda’s economy.

“When I was in secondary school I became inspired by historical scientists like Einstein and Newton. At that moment, I wished to be part of the women who would participate in the advancement of science.

By the time I reached high school, I analyzed my community and found the need for electricity was paramount. I believe electricity is the backbone of development. I wish to be part of the great work that will develop my community.

As a refugee in the Gihembe Refugee Camp, I had no way to afford University. Despite this challenge, I worked hard and was determined, because I believe that the best inheritance is your knowledge.

Now I am a These Numbers Have Faces scholar studying electrical engineering at Kigali Institute of Science and Technology. I was the first female math teacher at Hope School in the Gihembe Refugee Camp (a volunteer-based school) and I have represented Rwanda at two international engineering competitions in India and Senegal.

I have become an example to other girls, showing them that they can study, work hard, and become something, like their brothers. I grew to be a leader and saw that I could positively influence the youth in Gihembe. My hope is that they will keep working hard, be determined and never lose their vision. That is what I tell them and show them through my own example.”

- Alice, 2nd Year, Electrical Engineering
**FINANCIALS**

**2015 REVENUE: $807,713**

**REVENUE SOURCES - $807,713**

$379,148  
**INDIVIDUAL CONTRIBUTIONS**  
MONTHLY & ONE-TIME CONTRIBUTIONS FROM FAITHFUL INVESTORS

$356,360  
**GRANTS**  
FOUNDATIONS, GRANTS, & CHURCHES

$72,205  
**CORPORATE PARTNERSHIPS**

**DEPARTMENT SPENDING - $685,218**

$444,573  
**PROGRAMMING**  
UNIVERSITY STUDENT PROGRAMMING, ACCELERATE ACADEMY, AFRICA STAFF DEVELOPMENT

$195,643  
**FUNDRAISING**  
US SALARIES, GRANT WRITING, EVENTS, TRAVEL, MARKETING, VIDEO, & MEDIA

$45,002  
**ADMINISTRATION**  
PAYROLL, HEALTH INSURANCE, OFFICE OVERHEAD, COMMUNICATIONS

**REVENUE GROWTH: 2008-2015**

*In 2015, These Numbers Have Faces invested heavily in fundraising initiatives to further grow our impact in Africa. One such initiative was securing a substantial grant 100% directed toward our development department. This significant investment in fundraising created 67% revenue growth from the year prior, enabling us to deliver more programs and services to Africa than ever before. As a result, we expect our overall fundraising percentage to shrink in 2016 as Africa programs expand.*
WHAT’S NEXT?

In partnership with amazing people like you, These Numbers Have Faces is creating substantial impact in Eastern and Southern Africa.

HERE IS A PREVIEW OF 2016 AND BEYOND

- The Accelerate Academy entrepreneurship program will continue to grow. In May 2016 we saw our first ever Accelerate Finale and invested $40,000 in 11 outstanding young entrepreneurs. We only see this program gaining steam as we host an October 2016 Accelerate Summit, the 8-month Academy for 25 new entrepreneurs, and a pitch event in 2017 with more seed capital investments.

- We are excited to continue to build our Rwanda program as the foundation to our impact throughout Africa. Rather than expanding to new countries, we prefer to bring Scholars and Fellows to Rwanda where they can access the full suite of These Numbers Have Faces programming. In the near future, this may include scholars from South Sudan as well as entrepreneurs from DR Congo, Uganda, and Burundi.

- The creation of a Future Lab post-graduate program will focus on answering the “what’s next” question as Students and Fellows exit our programs. It will assist with professional development, job placement, reinvestment support, and potentially offer shared services like accounting and marketing to Accelerate Fellows.

- We will continue to build on the success of our summer internship program by placing four more interns in the summer of 2016. We plan to double in 2017 with eight Rwandan graduates working with some of our favorite corporate partners in the US.

Thank you. With your continued support, we can launch the next generation of African leaders.

OUR NAME

Every day we hear terrible statistics that document the harsh reality of our world. We chart war, calculate disease, analyze famine, and graph slavery. Africa is often at the heart of these calculations as we’ve all seen the numbers about Africa that paint a negative picture of the continent.

THESE NUMBERS HAVE FACES

Our name expresses a world changing idea. We don’t see Africa as hopeless, we see it full of life and color, light and opportunity. While figures and data are important tools to measuring complex social issues, we believe that there are people behind the statistics. A number is difficult to connect with, but when we see those numbers as real people, we find a purpose that compels us to action.