THESE NUMBERS HAVE FACES
2016 IMPACT REPORT
Because of generous partners like you, 2016 was the best year in These Numbers Have Faces’ history. Alongside our inspiring staff, students, entrepreneurs and supporters like you, we impacted more than 10,200 people throughout Sub Saharan Africa!

As we go into 2017 with even larger goals to empower the next generation of African leaders, we’ve made some important organizational shifts to drive our impact further.

First, we made the decision to place our African headquarters in Kigali, Rwanda and direct our focus on students and entrepreneurs from RWANDA, the DEMOCRATIC REPUBLIC OF CONGO and BURUNDI.

Unfortunately, this began the process of closing our smaller programs in South Africa and Uganda. Although it was a difficult decision, this laser focus enables us to prioritize our investment with young people in East Africa.

Second, we’ve had some very exciting operational shifts in our Portland, Oregon headquarters. Tina Anderson, our International Programs Director for the last three years, has stepped into the role of Executive Director in our U.S. office. Her partnership with me as the Founder is designed to lead These Numbers Have Faces into the future. Tina will be heading the operations of our Portland office and managing our African staff, allowing me to take on a more prominent role in fundraising and vision casting.

Our commitment to local leadership and the empowerment of women has long been a priority for us. Because of these organizational shifts, we are proud to report our Africa headquarters are now 100% STAFFED BY LOCALS, with WOMEN leading our two largest programs.

None of this is possible without partners like you. Thank you! Our greatest joy comes from connecting African young people with faithful investors who give their time, talent, resources and connections.

Thank you for your commitment to the next generation of African leaders.

Warmly,

Justin Zoradi, Founder
These Numbers Have Faces
MEET MARIE GISELE

Life was simple and peaceful in her village in western Rwanda, but Marie Gisele doesn’t remember those days. She was 2 years old in April of 1994 when the Rwandan genocide forced her to flee with her sister to the neighboring DR Congo. After 12 years away from her family, raising herself in rainforests and refugee camps, she made a harrowing escape back to Rwanda to reunite with her mother.

Her experience away from school left her far behind in her studies, but Marie Gisele persevered and graduated near the top of her high school class. Because of supporters like you, she is now studying medicine in university and plans on becoming a doctor to impact her community.

UNIVERSITY LEADERSHIP PROGRAM

Our University Leadership Program couples a tuition loan with leadership training, professional development, community service and a supportive family of friends. Our scholars are not only at the top of their class academically, but they also demonstrate compassion and leadership for their communities.

OUR IMPACT

22 students graduated in 2016 with 102 total students enrolled in our University Leadership Programs.

In 2016, Students completed a total of 4,092 hours of community service in projects ranging from street youth outreach, to reproductive health trainings, to volunteering at medical centers.

WHY I INVEST

Embracing and supporting TNHF Scholars has been life changing for our family. Their stories have taught us not to feel sorry for them, but to understand their history, to see their hopeful eagerness, and to give back to the world. We are better human beings for their presence in our lives.

- Debi Dereiko, Impact Circle member
WOMEN’S LEADERSHIP INITIATIVE

Women are the secret weapon in the fight against poverty, yet less than 3% of African women attend university. Through access to higher education, leadership trainings and entrepreneurship opportunities, young women in East Africa are poised to lead the continent to a new era of peace and prosperity.

MEET ZITA
As a little girl, Zita watched her mom closely. After her father passed away, she saw her mother work long hours to support her three children and make sacrifices to give her family a better future. Her mother’s determination inspired Zita to be where she is today -- studying Computer Engineering. Upon graduation, Zita hopes to work for a technology company, improve the living conditions of her community and be a role model to girls across Rwanda.

OUR IMPACT

Women made up 75% of our U.S. Internship Program in 2016.

REFUGEE PROGRAM

In the past 20 years, hundreds of thousands of refugees from DR Congo and Burundi have fled to Rwanda, living in informal camps across the country. Your support has enabled the best and brightest refugee students an opportunity to pursue higher education and become leaders in their communities.

MEET EMMANUEL
Emmanuel was only 2 at the height of a violent civil war in DR Congo. Each time rebels pursued them -- attacked and set houses ablaze -- his family stuck together and miraculously survived. In 1996, they found shelter in the Gihembe Refugee Camp in Northern Rwanda, where they have been ever since.

Living off an allowance of 24 cents per day meant great sacrifices to Emmanuel’s family to pay for his primary and secondary education. Just when the thought of university tuition seemed impossible, Emmanuel became a These Numbers Have Faces scholar, studying Finance. His goal is to start his own business, help teach youth in the refugee camp, and become a positive leader in his community.

OUR IMPACT

In 2016, 37 refugee students were enrolled in our University Leadership Program, making up 36% of our total students. Refugee students completed 2,190 hours of Community Impact Projects serving nearly 6,000 people.
ACCELERATE ACADEMY PROGRAM

The Accelerate Academy recruits, trains, mentors, and invests in the best young entrepreneurs in Rwanda - preparing them to thrive as business leaders.

Beginning with the three-day Accelerate Summit, 100 of Rwanda’s brightest young entrepreneurs compete for one of 30 spots in the Accelerate Academy. The 30 Fellows receive hands-on business training, one-on-one mentoring, and the opportunity to pitch at the Accelerate Finale for seed capital investments.

MEET MUZAMIL

Growing up on the streets of Uganda, Muzamil learned the value of hard work. As financial struggles grew, however, Muzamil was forced to drop out of high school and move to Rwanda to live with his grandmother.

In order to pay for his studies, Muzamil decided to start his own business. He began experimenting with organic waste to create a better charcoal briquette for his grandmother’s restaurant. From piles of charcoal dust and banana peels, Bamnorah Charcoal Briquettes was born. A year later and now in his final year of high school, Muzamil is an Accelerate Fellow, has hired additional employees, and sells briquettes to several restaurants in Kigali.

OUR IMPACT

Accelerate Fellows received $30,000 in seed capital and 1,000 hours of one-on-one coaching in 2016.

Accelerate Fellows employed 52 people, impacting over 358 people directly.

WHY I INVEST

TNHF is solving one of the greatest needs in Rwanda—developing “Job Creators.” We must nurture and invest in those who have entrepreneurial talent to fuel an engine of growth for themselves, their families and the country.

VGS is honored to have been part of architecting the Accelerate Academy investments and providing knowledge, network and capital to the entrepreneurs.

- Greg Vestri, President, Vestment Global Services
MEET SAMANTHA & BERTHINE
Becoming a civil engineer was an uncommon goal for girls in their communities. While Samantha and Berthine lacked female engineering role models, that didn’t stop them from dreaming. In 2016, Samantha and Berthine were selected for summer internships at the Austin-based real estate development company, Aspen Heights. During their internships they learned engineering skills and business practices, helping them become the highly competitive engineers Rwanda needs.

U.S. INTERNSHIP PROGRAM
Each year, we partner innovative American companies with our best and brightest university graduates for three-month professional internships in the United States. Students return to Rwanda with a professional edge, a strong support system, and the confidence they need to be leaders in their communities.

2016 INTERNSHIP PARTNER COMPANIES:

SAMANTHA & BERTHINE - CIVIL ENGINEERING SCHOLARS

OUR IMPACT
In 2016, four interns worked in fields related to finance, computer technology and civil engineering.

In 2016, interns reinvested 100% of their Leadership Loans back into These Numbers Have Faces for future students.
FINANCIALS

2016 REVENUE: $1,058,541

REVENUE SOURCES - $1,058,541

$606,565
INDIVIDUAL CONTRIBUTIONS
MONTHLY & ONE-TIME CONTRIBUTIONS FROM FAITHFUL INVESTORS

$330,338
GRANTS
FOUNDATIONS, GRANTS, & CHURCHES

$121,638
CORPORATE PARTNERSHIPS

DEPARTMENT SPENDING - $933,205

$624,253
PROGRAMMING
UNIVERSITY STUDENT PROGRAMMING, ACCELERATE ACADEMY, & AFRICA STAFF DEVELOPMENT

$247,199
FUNDRAISING
FUNDRAISING SALARIES, GRANT WRITING, EVENTS, TRAVEL, MARKETING, VIDEO & MEDIA

$61,753
ADMINISTRATION
RENT, INSURANCE, SUPPLIES, OFFICE OVERHEAD & COMMUNICATIONS

REVENUE GROWTH: 2008-2016

4% GROWTH
65% GROWTH
114% GROWTH
-5% GROWTH
107% GROWTH
23% GROWTH
67% GROWTH
31% GROWTH

We believe God is alive, moving and working. We believe we’ve been invited to partner with Him, to join with others, to solve problems, and be a light in dark places. We believe there is no limit to what can be accomplished.

We believe our work is incomplete. We believe we are sowing seeds to be harvested by others. We believe there are countless more who will pick up where we leave off. This is liberation. This belief enables us to do something today and to do it well.

We believe the world needs people just like you. People who are inspired and empowered to confront the most pressing challenges of our time. While it’s tempting to wish for the heroes of our history, we believe all of us have been chosen for today.

OUR CORE VALUES
WHAT’S NEXT?

THERE ARE EXCITING THINGS IN STORE FOR 2017. THIS YEAR WE AIM TO:

• See 21 students graduate in 2017 from our University Leadership Program.
• Expand our Leadership Program in 2017 to include more refugees from Burundi and hopefully, South Sudan.
• Host our second annual Accelerate Finale Pitch Event in June and our third annual Accelerate Summit this October. We are thrilled to provide seed capital investments to current Accelerate Fellows and welcome new entrepreneurs into the program in 2017.
• Launch our Rwandan Post-Graduate program to assist graduating students to find internships & job opportunities.
• Welcome 5-6 interns to the U.S. this Fall to work with innovative American companies. This life-changing experience will help propel our students forward to become the young leaders Africa needs.
• Party down at our annual Summer Bash in Portland, Oregon, as well as smaller gatherings in WA, OR, CA & TX. (Let us know if you want an invite!)

WAYS TO INVEST:

Join an Impact Circle and build a relationship with a future African leader: thesenumbers.org/impact-circle

Hang out with us! We’d love to meet up for coffee or chat on the phone about ways you can get involved: info@thesenumbers.org

Be part of a life-changing experience in Rwanda! If you’re interested in traveling with us in 2017 or 2018, let us know! info@thesenumbers.org