TOGETHER WE RISE!

THESE NUMBERS HAVE FACES
2017 IMPACT REPORT

DANIELLA,
MEDICAL SCHOLAR
HELLO!

As we move into 2018, our Tenth Anniversary Year, I want to thank you for your generosity in 2017! Together, dedicated supporters like you, our wonderful staff, amazing scholars, and incredible entrepreneurs impacted more than 22,000 people in Rwanda and beyond.

2017 was a year of great blessing. Our Rwandan staff hosted our first organization-wide Christmas Party bringing together both our university scholars and our entrepreneurs. This gave all our program participants the opportunity to network, learn, and celebrate each other. We will do even more in 2018 to connect our students and entrepreneurs so they can become effective resources for each other. This will especially help our university scholars find good jobs after graduation and our entrepreneurs find excellent employees as they grow their businesses.

Your generous support enabled us to grow the number of scholars in our University Leadership Program from 86 to 98 – a 14% increase. Because of your contributions to Impact Circles, 16 scholars graduated from our Program – our largest graduating class to date! In addition, you provided the opportunity for 6 interns – the largest number yet – to come to the U.S. to gain valuable knowledge and skills while working with several innovative companies. What a tremendous way to build their professional experience, strengthen their resumes, grow their confidence, and make them even more valuable employees back home in Rwanda!

Through your support of our Accelerate Academy, we created a new cohort-based curriculum customized to the specific needs of our entrepreneurs, as well as helped us to implement an initiative to provide technical skill development.

Our commitment to local leadership and the empowerment of women remains strong. We are proud to report that our Rwanda office continues to be 100% staffed by locals, with a woman leading our team. How blessed I was to be in Rwanda in early 2018 to meet a number of our scholars and entrepreneurs. Their stories are amazing!

None of this is possible without partners like you. Thank you! Our greatest joy comes from connecting Africa’s young leaders with faithful investors like you who give their time, talent, resources, as well as access to their networks.

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

Best regards,

Jim Pressnell, Executive Director

These Numbers Have Faces

Table of Contents

UNIVERSITY LEADERSHIP PROGRAM

WOMEN’S EMPOWERMENT INITIATIVE

REFUGEE INITIATIVE

ACCELERATE ACADEMY ENTREPRENEUR FELLOWSHIP

AMERICAN INTERNSHIP FOR AFRICAN STUDENTS

FINANCIALS & CORE VALUES

WHAT’S NEXT

WE BELIEVE

EDUCATED, EMPOWERED, AND COMMUNITY-DRIVEN

YOUNG PEOPLE ARE THE BEST VEHICLES FOR SOCIAL CHANGE.

THANK YOU

FOR STANDING ALONGSIDE THE NEXT GENERATION OF AFRICAN LEADERS!
MEET FLORENCE

Florence and her family fled from a violent Democratic Republic of Congo to Mudende Refugee Camp, where she lost her parents at a young age and was adopted by the man who saved her. In spite of the turmoil and heartache of her early childhood and the challenges that come from life in a refugee camp, Florence never lost sight of her dream: to start her own auditing and accounting firm.

Last year, Florence successfully completed a summer-long internship with a Rwandan auditing company, giving her the opportunity to use her education and her leadership skills in a real-world setting. Because of your support, Florence will graduate in 2018 with a degree in finance, and soon after she will become a Certified Public Accountant. Florence is already using her strong leadership skills through her community impact projects, by empowering young girls through teaching them how to create a vision statement for their lives.

She is working hard to make her dream come true -- opening her own firm so that, as a leader, she can create employment opportunities for others, provide essential financial services within her community, and make a meaningful difference in the lives of those around her. Florence is creating impact for the next generation.

OUR IMPACT

16 students graduated in 2017 with 116 total students enrolled in our University Leadership Program.

In 2017, students completed 4,150 hours of community service, impacting over 9,000 people through projects including teaching and tutoring both school students and adults, providing financial services to those in need, volunteering at medical centers, and constructing a new neighborhood drainage system.

WHY WE INVEST

“We invest because the work that These Numbers Have Faces is doing in Africa is the most direct and impactful charity work that we have personally ever witnessed. We are truly empowering young adults in Rwanda to solve the issues that face their peers, their country and their region.”

- Cathy & Ty Wenglar, Impact Circle Donors
**WOMEN’S EMPOWERMENT 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 ESTHER**

“I want to help people first and think about myself later. There are many traumatized people in my country and I feel it is my destiny to help them.” – Esther

Esther’s family has experienced unthinkable trauma, which led to being raised by a single mother living with significant long-term illness. Esther is the middle daughter of three sisters. She is incredibly strong and amazingly resilient. Inspired by her mother’s strength and courage, together with the compassionate care provided by the doctors in her community, Esther will graduate this spring with a degree in Public Health. Her vision is to start her own community healthcare organization and empower youth in her community to go to school.

Everything Esther does encourages strength and self-confidence in others. Your support enabled and empowered Esther to create a powerful community impact project in which she counseled young women, showing them their full potential as strong, educated women. In 2017, Esther initiated a Debate Competition among our university scholars to encourage exceptional critical thinking and persuasive public speaking. This year, after graduation, she will be putting her education into practice by traveling to Rwanda’s rural communities to provide health education that equips and empowers people to manage the effects and care of non-communicable diseases.

**OUR IMPACT**

In 2017, 40 refugee students were enrolled in our University Leadership Program, making up 34% of our total students. Refugee students completed 2,200 hours of Community Impact Projects serving nearly 2,253 people.

---

**MEET SETH**

In 1996, Seth, his parents, and seven siblings fled the DR Congo because of conflict and violence. However, they soon learned that even their refugee camp, the Mudende Refugee Camp, was not safe. In 1997, marauders entered the camp slaughtered hundreds of people, including two of Seth’s brothers. Feeling unsafe and vulnerable, Seth and his family moved north to the Gihembe Refugee Camp where they have been for the last 20 years. Because Seth is a refugee and lives in Gihembe, many opportunities available to Rwandan citizens are not accessible to him. For example, with refugee status, one cannot get government loans or go to a state university. Jobs are also much more difficult to get. Though life has not been easy for Seth and his family, he sees the Gihembe refugee community as a classroom teaching him positive ways to think, act, and survive.

Seth’s confident hope and persistent perseverance have enabled him to attend university. He is graduating in 2018 with a degree in finance. Even more incredible is that Seth recently completed his CPA while still in university -- the youngest Rwandan ever! Because of your support, Seth is well on his way to fulfilling his dream of becoming an accountant, owning his own business, transforming the life of his family and his community -- and perhaps even one day being one of the most successful businessmen in Africa.

**OUR IMPACT**

In 2017, 46% of our University Program was women. Women Accelerate Entrepreneurs received 43% of the funding available at the 2017 Accelerate Finale. Women made up 67% of our U.S. Internship Program in 2017.

---

**REFUGEE INITIATIVE**

In the past 24 years, hundreds of thousands of refugees from Democratic Republic of Congo and Burundi fled to Rwanda, living in camps across the country. Through our Refugee Initiative, the best and brightest refugee students have the opportunity to pursue higher education and become leaders in their communities.

**MEET SETH**

In 1996, Seth, his parents, and seven siblings fled the DR Congo because of conflict and violence. However, they soon learned that even their refugee camp, the Mudende Refugee Camp, was not safe. In 1997, marauders entered the camp slaughtered hundreds of people, including two of Seth’s brothers. Feeling unsafe and vulnerable, Seth and his family moved north to the Gihembe Refugee Camp where they have been for the last 20 years. Because Seth is a refugee and lives in Gihembe, many opportunities available to Rwandan citizens are not accessible to him. For example, with refugee status, one cannot get government loans or go to a state university. Jobs are also much more difficult to get. Though life has not been easy for Seth and his family, he sees the Gihembe refugee community as a classroom teaching him positive ways to think, act, and survive.

Seth’s confident hope and persistent perseverance have enabled him to attend university. He is graduating in 2018 with a degree in finance. Even more incredible is that Seth recently completed his CPA while still in university -- the youngest Rwandan ever! Because of your support, Seth is well on his way to fulfilling his dream of becoming an accountant, owning his own business, transforming the life of his family and his community -- and perhaps even one day being one of the most successful businessmen in Africa.

**OUR IMPACT**

In 2017, 40 refugee students were enrolled in our University Leadership Program, making up 34% of our total students. Refugee students completed 2,200 hours of Community Impact Projects serving nearly 2,253 people.
ACCELERATE ACADEMY
ENTREPRENEUR FELLOWSHIP

The Accelerate Academy trains, mentors, and invests in outstanding 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 35 fellowships in the Accelerate Academy. The fellows receive hands-on business training, one-on-one mentoring with local coaches, and the opportunity to pitch their business at the Accelerate Finale for seed capital and entrepreneur loans.

MEET PASCALINE & CHRISTIAN

“If Mushrooms are one of the cheapest sources of protein and vitamins, then why aren’t more people eating them?” This is the question that Christian and Pascaline wanted to answer with their business. Christian and Pascaline joined the Accelerate Academy separately, then bonded over their love for mushrooms and the positive impact mushrooms could have on nutrition in Rwanda. They soon realized their chances of success would increase significantly if they became partners. And so they did. Together they created Nutrihub, a business focused on growing mushrooms and selling them to supermarkets. Working together as partners has enabled them to focus on their strengths and to create a wider impact for their business.

In 2017, Nutrihub received the largest investment -- $5,000 -- from one of our investors participating in our Accelerate Finale to grow and scale their business. Christian and Pascaline are indeed growing a successful social impact business that is creating jobs and nourishing the people of Rwanda with an excellent source of protein and vitamins. We are so thankful to all of you who invest in our entrepreneurs!

WHY I INVEST

“I love investing my time and energy working with Accelerate Academy entrepreneurs because of the ongoing impact it makes in their lives and in Rwanda. The Academy teaches a person to fish, rather than just giving them a fish. Having had several amazing mentors in my life, I now get to be the same kind of mentor in the lives of these young entrepreneurs, living out my faith in Jesus Christ in a very real, practical, exciting and rewarding way.”

- Jacob Grady, Accelerate Coach

Accelerate Fellows received $29,800 in seed capital and entrepreneur loans and 2,018 hours of one-on-one coaching in 2017.

Accelerate Fellows employed 297 people, impacting 11,372 people directly.

CHRISTIAN & PASCALINE, ACCELERATE FELLOWS
AMERICAN INTERNSHIP FOR AFRICAN STUDENTS

We partner innovative companies with our brightest university graduates for three-month professional internships in the United States. University graduates return to Rwanda with a professional edge, a strong support system, and the confidence they need to be leaders in their communities.

2017 INTERNSHIP PARTNER COMPANIES:

- FinancialForce
- Aspen Heights
- CONCANNON
- THESE NUMBERS HAVE FACES

OUR IMPACT

In 2017, six interns worked in fields related to finance, business administration, and software development. In 2017, interns paid back 100% of their Leadership Loans back into These Numbers Have Faces for future students.

MEET PASCALINE

Because of your support, Pascaline graduated in Summer 2017 with a degree in Computer Programming. FinancialForce, a tech savvy and creative company, offered her an internship working in San Francisco, one of the most tech-forward cities in the world.

During her internship, Pascaline saw first-hand what a compassionate, collaborative, and supportive work environment looked like. Through her internship at FinancialForce, Pascaline gained valuable software research and development skills, built a strong collaborative work ethic, and gained confidence in her work ability, making her a sought-after employee when she returned to Rwanda.

Now, with a U.S. internship under her belt, Pascaline is working in Rwanda as a Support Engineer for Kasha Rwanda Ltd. Kasha is an online company providing women’s health and personal care products in both urban and rural communities serving women of all socio-economic levels. Pascaline is using her knowledge and practical skills to provide IT network support that ensures Kasha’s online platform continues to serve their customers well. We are both thankful and proud of the way Pascaline is using all of the skills she learned as a student and intern to make a difference in the lives of women throughout Rwanda.

PASCALINE, COMPUTER PROGRAMMING SCHOLAR
FINANCIALS: 2017

REVENUE SOURCES - $754,667

$540,286
INDIVIDUAL CONTRIBUTIONS
MONTHLY & ONE-TIME CONTRIBUTIONS FROM FAITHFUL INVESTORS

$128,528
GRANTS
FOUNDATIONS, GRANTS, & CHURCHES

$85,853
CORPORATE PARTNERSHIPS

DEPARTMENT SPENDING - $821,540

$410,433
PROGRAMMING
UNIVERSITY STUDENT PROGRAMMING, ACCELERATE ACADEMY, & AFRICA STAFF DEVELOPMENT

$237,628
FUNDRAISING
FUNDRAISING SALARIES, GRANT WRITING, EVENTS, TRAVEL, MARKETING, VIDEO, & MEDIA

$173,479
ADMINISTRATION
RENT, INSURANCE; SUPPLIES, OFFICE OVERHEAD, & COMMUNICATIONS

IMPACT: 2017

16 GRADS

22,000 PEOPLE TOUCHED

$754,667 INVESTED

OUR CORE VALUES

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.

WHY I INVEST

“I invest because I see how impactful the organization has been on so many lives. Rwanda, historically, has been through more than most people can comprehend, but I see something special happening with its younger people and their drive to make Rwanda a leader not only in Africa, but around the world. For this reason, I am constantly motivated to jump in financially and with my time. I look forward to providing support to this group for years to come.”

- Brian Agnew, Donor & Accelerate Coach
WHAT'S NEXT?

THERE ARE EXCITING THINGS IN STORE FOR 2018. THIS YEAR WE AIM TO:

• Celebrate our Tenth Anniversary Year!
• Celebrate 15 scholars graduating from university.
• Grow the number of students in our University Leadership Program from 98 to 110.
• Host our Accelerate Academy’s third Finale Pitch and fourth Summit.
• Grow our new integrated Alumni Program to help our graduating scholars and entrepreneurs network, find meaningful internships, excellent jobs and outstanding employees, as well as give back to These Numbers Have Faces.
• Refine our Women’s Empowerment Program to be even more impactful for our female scholars.
• Launch “Bro Chat” as a forum for our male scholars to discuss topics specific to them as young adult males.

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 2018 or 2019, let us know! info@thesenumbers.org