



# The Mango Tree Annual Report 2017



“Without access to education, girls have little chance of becoming self-reliant - we are supporting them and giving them a brighter future.”

Consolata Achieng Norbert  
Director, TMT Kenya

Florence Odero with her granddaughter

# The Mango Tree 2017

Expanding our scope and building greater autonomy in Africa

In 2017, The Mango Tree Orphan Support Programme and our African partners continued with our strategy to broaden the scope and reach of our education work. This included community education and peer-to-peer knowledge exchange, more opportunities for skills-based training and new strategies for learning about innovative agricultural technology.

In the autumn of 2017 we published our five-year strategic plan, outlining our overseas development, fundraising, organisational development, governance and leadership objectives.

Our overall strategic aim is to expand our development work to reach more people with sustainable education and improved livelihoods. With over fourteen years experience delivering best practice orphan care development models, our overseas partners are now in a strong position to access funding from the international donor agencies operating in East Africa.

HIV rates remain alarmingly high in the areas where we work in Kenya (25.7%) so we are committed to continuing to fund targeted HIV campaigns and projects encouraging sexual behaviour change amongst young people.

Our HIV and sexual health awareness programmes have expanded again this year with 3,834 young people benefiting from workshops delivered in secondary schools and over 14,000 people receiving HIV awareness talks, testing services and access to free condoms.

Our long-term investment in education is having a significant impact on reducing poverty and building sustainable futures for disadvantaged children and young people, especially for girls, where the impact of our support has been significant. When a girl

is educated the benefits are widespread. Education received by girls is passed on within the family. Mothers, who can read and write, are better able to take care of their children. Women who have training and skills can earn a living and the income stays in the home. When women are educated, even to the end of secondary school, they are more likely to ensure that their own girls stay in school.

We have been empowering disadvantaged girls and young women for over fourteen years now. Our strategy is about removing the complex and multi-faceted barriers which prevent girls from poor, rural communities from being able to access education. We have invested significant funds in boarding school education in Kenya for hardworking, talented girls and the results have been staggering. 90% of those who have completed their secondary education went on to secure places in higher education. The majority are now in employment. Over the next five years we plan to build a girls secondary school in Mawego, so that good quality, secondary education is available right in the heart of this impoverished rural community.

The Mango Tree and our partners in Tanzania and Kenya would like to express our sincerest gratitude to all of our supporters for your encouragement, donations, volunteering, and individual fundraising efforts, without which none of this work would be possible.

This year's annual report contains many interesting case studies of young people who have benefited from our programmes, along with a special report on gender equality and some focus reports covering the development issues pertinent to the areas where we work. We very much hope that our work in Africa will continue to inspire your ongoing, regular commitment.

## Contents

The Mango Tree overview	04	Busting myths & finding solutions	11	Fundraising	16
Project highlights	06	Volunteer report - Alison Wood		Our Supporters	18
SPECIAL REPORT	08	Girl Power	12	Campaigns and challenges	
		Women in electrical engineering		Financial Report	20
		Bridging the gap	15	The Year Ahead	22
		The work of Kyela Polytechnic College		Strategy and priorities for 2018	

Cover images: Girls from Kabanga Primary School, Tanzania

The Mango Tree was founded in 2003 as a humanitarian response to HIV & AIDS in sub-Saharan Africa with a vision to empower children through education, improving their lives & communities.

## What we do

The Mango Tree educates, empowers and reduces inequality in poor rural communities in Africa. We assist children and their families to access and benefit from education and training, by adding value to existing provision and helping to remove the barriers which prevent them from succeeding.

We strive to make education more accessible, improve family and child health, introduce effective natural resource management, increase food security, reduce unemployment and ultimately lift poor communities out of poverty.

## Our impact

Since 2003, we have supported over 30,000 orphans and disadvantaged children, and their families in Kenya and Tanzania with education, school infrastructure, family-based foster care, health and welfare, HIV awareness and testing, clean water and sustainable agriculture.

## Our projects:

### Education and Skills for Life

Bursaries and extra tuition for orphans and vulnerable children in Kenya and Tanzania

### Girls for the Future

Reducing inequality in education for girls in western Kenya

### Sustainable Aquaculture

Empowering women and promoting sustainable resource management in the Lake Victoria region

### Act against AIDS

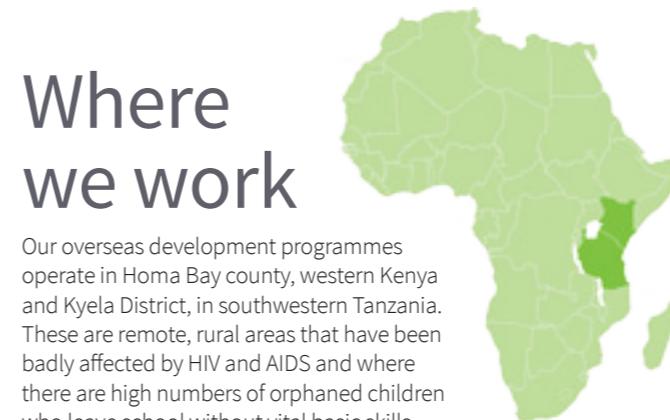
HIV/AIDS awareness and prevention in Kenya

### Education for All

Supporting access to vocational training for deaf young people in Tanzania

## Where we work

Our overseas development programmes operate in Homa Bay county, western Kenya and Kyela District, in southwestern Tanzania. These are remote, rural areas that have been badly affected by HIV and AIDS and where there are high numbers of orphaned children who leave school without vital basic skills.



## Kenya

- Over 25% of the population of Homa Bay county are now living with HIV.
- 73% of secondary school students claim to use no form of contraception.
- 2.6 million orphans and vulnerable children live in Kenya.
- 46% of the population live below the poverty line.
- 10.9 million people live in extreme poverty.
- 33% of girls in Kenya have been raped by the time they reach the age of 18.
- Only 19% of girls are enrolled in school in some rural areas.

## Tanzania

- 67.9% of the population lives below the poverty line. Poverty levels are higher in rural areas, with 80% of the country's poor living in those regions.
- 1.5 million adolescents are out of school.
- Almost two out of five girls marry before they are 18; and thousands of adolescent girls drop out of school because of pregnancy.
- 52% of the eligible school population is enrolled in lower-secondary education and fewer complete secondary education.
- Secondary schools suffer from a basic lack of infrastructure, educational materials, and qualified personnel.

# Project highlights 2017

## Education, Training & Employment

### Residential Training Centre

Since opening in August 2016, our training centre in Mawego has provided agricultural and IT training, gender empowerment workshops and holiday tuition to over 3,000 children and adults. We are planning to develop an IT hub, a community bank and an agricultural cooperative at the centre next year.

### Education and Skills for Life

We continue to support 4,000 orphaned children in school, college or university. This year, 193 of our sponsored students (101 in Kenya and 92 in Tanzania) graduated with certificates, diplomas or degrees.

## Health

### Act Against AIDS

Motorcycle taxi businesses (known locally as Boda Bodas) have been identified, through our work, as being a higher risk group. Sex for taxi fares is commonplace. Response to our sexual health education programme has been very positive and 155 taxi drivers have attended awareness talks on HIV prevention and received HIV testing. All of these men have joined our campaign and become ambassadors for behaviour change in their communities.

Our HIV awareness and sexual health education project in schools has expanded to include an additional 13 schools, 15 beach sites and 6 market places. 3,834 young people benefited from sexual health education workshops in secondary schools and over 14,000 people attended awareness talks on HIV prevention, HIV testing and condom distribution.

### Health Insurance

We are supporting our guardians and

We increased the number of placements on our work experience programme and offered careers advice for students deciding on further education.

### Girls for the Future

Our work to remove the barriers preventing girls from regularly attending school and to empower them to achieve in school has continued this year with bursaries for boarding school places, home-based care for those most at risk, peer-to-peer mentoring and girls' empowerment seminars.

### Kyela Polytechnic College

In Tanzania, enrolment numbers of privately

funded students at KPC increased by 90% to over 800 students with the introduction of an electrical engineering course. 50 secondary school leavers also enrolled on a new bridging course, which has enabled them to re-take exams and access further education.

### Girls' Secondary School

Our plan to build a girls' secondary school is fully underway with the purchase of land, development of architectural plans and a business plan for the three phases of the project. The school will provide good quality education and enrichment activities (such as sports, music, gardening, drama and sexual health education) for 360 girls.



community volunteers in Kenya to enrol with the National Health Insurance Fund (NHIF). 65% of volunteers and 55% of guardians are now NHIF cardholders giving them better

access to medical care from government health centres. This has reduced our expenditure on health and our visits to orphans in schools to provide treatment.



## Community Livelihoods, Rights & Advocacy

### Sustainable Aquaculture

Our Sustainable Aquaculture Project in the Lake Victoria region of Kenya has enabled 40 ex-fishermen and women to successfully re-introduce sustainable tilapia farming in an area where fish stocks remain seriously low. The project is increasing food security, raising income levels, improving the local ecology and empowering disadvantaged single-parent women who are vulnerable to sexual exploitation. Those farmers who have had three consecutive harvests report a 70% increase in household income.

### Dairy Goat-Upgrading

The Mango Tree, jointly funded by World Youth International, started implementing a Dairy Goat-Upgrading Project in Mawego, Rachuonyo District, Kenya. Supporting 82 households, constructing 14 goat pens and providing training on napier grass production and animal husbandry.

women who are taking care of orphans and/or are HIV+. We provide training in bee-keeping, honey processing, packaging and marketing. We plan to expand this project to include another 80 households in 2018, targeting disadvantaged families in new areas of Homa Bay County.

### Bee-Keeping

The production and sale of honey has boosted the incomes of 41 guardian homes (287 people) by 50%. These are men and

## Research & Development

Our new Research and Development Department in Kenya started conducting baseline surveys and specific gender research to look at the barriers preventing girls from accessing education and their vulnerability to HIV. A recent survey in Kenya has supported an application for statutory

funding. Our gender research has resulted in a deeper understanding of the issues affecting girls (see special report on page 8), as well as the development of a new Pad Production Project, which is making accessible, re-usable sanitary towels for secondary school girls.

# Education & the gender gap

Globally 30 million school-aged girls are not in education. Half of them are in sub-Saharan Africa. For those girls poverty remains the biggest barrier to an education.

Women and girls in Kenya continue to face severe discrimination in terms of access to education, employment and healthcare. Since Kenya introduced free primary education in 2003, enrolment rates have increased to 84%. However, in areas where poverty levels and gender inequality are high, as few as 19% of girls are enrolled in school. Even though primary education is free, families still have to pay for uniforms, books, transport and other expenses. Also,

when children attend school, they are not contributing to the family's income, making it difficult for poor families to justify sending a child to school. In many poor rural communities, girls are expected to marry early, join their husband's family and contribute to the running of the household.

Marriage and early pregnancy seriously undermines the educational ambitions of girls and those who get pregnant before



Girls participating in a sexual health education quiz run by Alison Wood at Kosele School School

the age of 18 are six times more likely to live in poverty. Men often dominate sexual relationships and women are not always able to practice safer sex even when they know the risks of pregnancy or HIV infection. A third of girls in Kenya have been raped by the time they reach the age of 18 and 22% of girls aged 15-19 report that their first sexual intercourse was forced.

In Kenya 1.6 million people are living with HIV. Homa Bay, where we work, is the worst affected county, with up to 26% of the population HIV+ and 65% of all new infections occurring in this county. A recent Kenyan health survey found that young women had significantly lower levels of understanding of sexual HIV transmission.

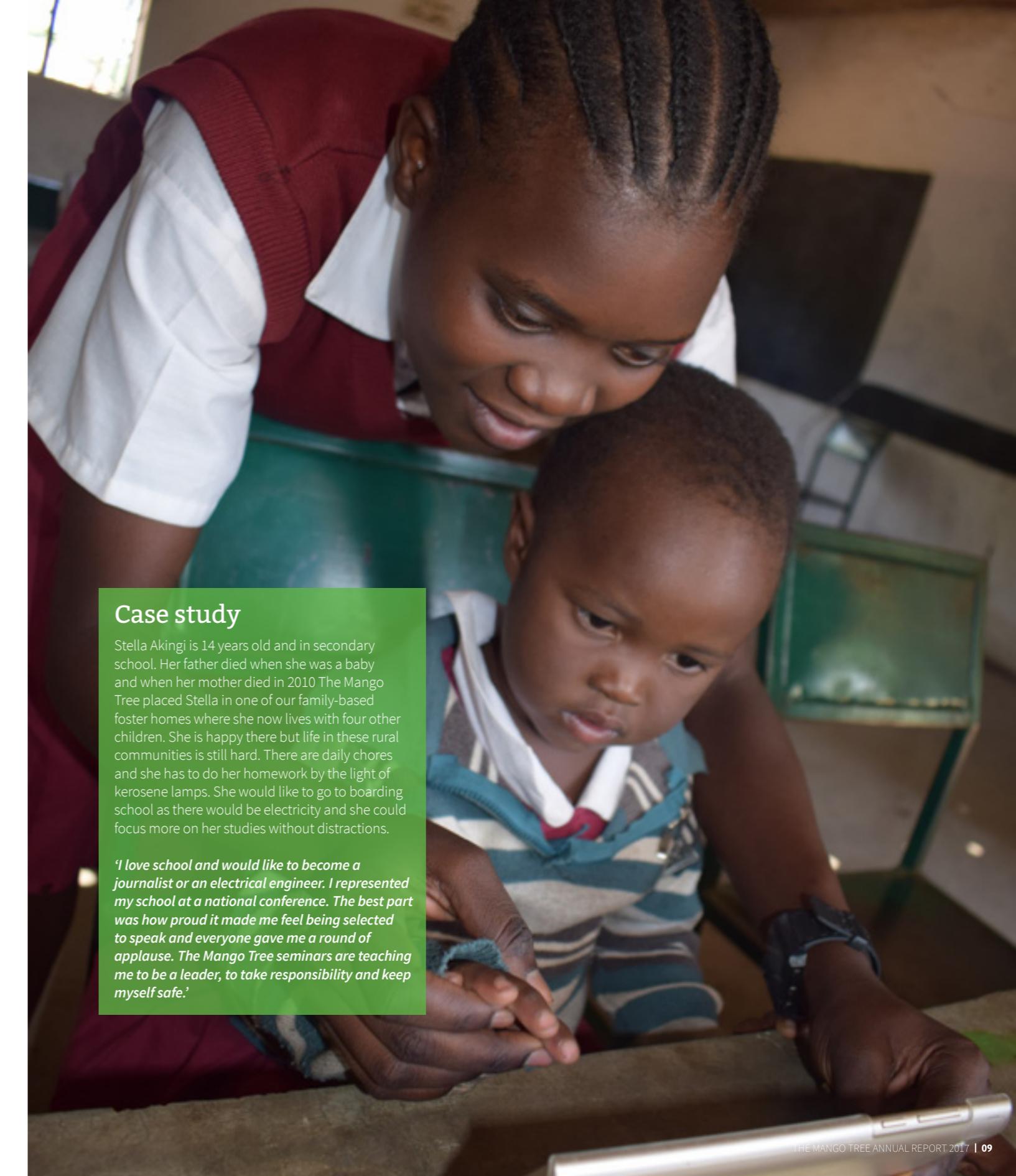
***"When we invest in girls there is a 'triple dividend' - it impacts their current life, their future life and the lives of their children."***

*Sarah Hendricks, Bill & Melinda Gates Foundation*

The menstrual cycle is poorly understood by both genders. The fact that missing a period could indicate pregnancy was simply not information either sexes had been taught and because of this many girls are unaware that they are pregnant until very late. Girls are able to list both male and female signs of puberty, but only the visible ones. Anything to do with emotional or internal physical changes are seemingly unknown.

Alison Wood, a university student working with The Mango Tree in Kenya, recently conducted some research into sexual awareness and activity in teenagers to identify reasons for the spread of HIV and barriers affecting girls in education. The inability to afford sanitary towels is causing low attendance rates and making girls vulnerable to sexual exploitation. Read her report on page 11.

References: Kenya National Bureau of Statistics (2015) 'Kenya Demographic & Health Survey 2014'; Kenya National AIDS Control Council (2014); Kenya AIDS Strategic Framework 2014/2015 - 2017/2018



### Case study

Stella Akingi is 14 years old and in secondary school. Her father died when she was a baby and when her mother died in 2010 The Mango Tree placed Stella in one of our family-based foster homes where she now lives with four other children. She is happy there but life in these rural communities is still hard. There are daily chores and she has to do her homework by the light of kerosene lamps. She would like to go to boarding school as there would be electricity and she could focus more on her studies without distractions.

*'I love school and would like to become a journalist or an electrical engineer. I represented my school at a national conference. The best part was how proud it made me feel being selected to speak and everyone gave me a round of applause. The Mango Tree seminars are teaching me to be a leader, to take responsibility and keep myself safe.'*



## Case study

Maureen Onyonda was 12 when her father died, leaving the family with no income. She and her siblings were forced to leave school. To earn money she and her mother ploughed fields for local farmers. Her mother got a job as a housemaid and Maureen was able to go back to school. But the following year a relative found her mother a job in Uganda leaving Maureen and her siblings alone. She registered with The Mango Tree and we supported her to finish her primary education. But pressures at home meant she struggled and her grades suffered. She was vulnerable to abuse and it was looking unlikely that she would be able to continue her education.

The Mango Tree education programme decided to send her to a local boarding school where she began to thrive. She graduated with good enough grades to qualify for a place at university where she studied Wildlife Management.

*"When my mother left I had to look after my siblings, we had little food and I often went to bed hungry. The Mango Tree helped me get back to school and move on to university. I'm so happy to have been able to study my degree course, and I'm now enjoying my internship with the Kenya Wildlife Service".*

## Our Impact

We have been empowering disadvantaged girls and young women in Kenya for over 10 years. Our main aim is to ensure girls are able to access education and training so that they can gain employment. We provide fees for education, but also add value through extra tuition, careers advice, work experience and volunteering opportunities, as well as providing family-based foster care for those children most at risk of dropping out of school.

The Mango Tree fundraises every year to support the education of over 2,000 orphaned girls. Those who have excelled at primary school have been able to secure places at well-respected local boarding

schools. We currently support 200 girls with special bursaries to enable them to make the most of this opportunity. Consolata tells us that, "being at boarding school means that girls are free from the burden of domestic chores and are fully able to concentrate on their studies. We support them with everything they need, from books and uniforms to sanitary towels. Over the next three years we are planning to build a girls' secondary boarding school in the heart of this rural community".

Our foster care homes are based in rural communities and are run by local women. Girls are supported by social workers and nurses and are regularly monitored by TMT staff. Consolata explains, "our homes all have clean water, kitchen gardens, access

to milk and meat, as well as female mentors who help the girls with their homework and provide them with guidance and support."

The Mango Tree also delivers a programme of sexual health education and HIV awareness in secondary schools and communities across Homa Bay county. This year we also started working closely with a group of 155 local motorcycle taxi drivers who have been identified as a group who are particularly at risk of contracting and spreading HIV. Since we started working in Kenya in 2006 an estimated 100,000 people have benefited from awareness talks on HIV prevention, HIV testing services and condom distribution. Over 12,000 secondary school children have benefited from sexual health education workshops in their schools.

## Busting myths & finding solutions

Alison Wood was a TMT volunteer in 2015 and returned to Kenya this summer to conduct research for her degree in International Development. Her work highlighted the problems girls face when they cannot afford sanitary protection. It has led to a new initiative supported by us to provide rural girls with skills and materials to produce their own reusable sanitary pads.

*"As part of my dissertation, I conducted research into sexual awareness and activity in teenagers in western Kenya, by running a series of sexual health education workshops in secondary schools.*

*It's a sensitive topic, but by talking openly I encouraged the students to talk freely about sex, contraception and HIV. These sessions exposed many myths, from queries of whether males could contract HIV from females to whether condoms caused cancer.*

*In our discussions around reasons why and why not to have sex, I was surprised, when talking to girls, that*

*poverty was often mentioned as a reason to have sex. In the area where The Mango Tree works it has become common practice for older men to offer school-aged girls sanitary products in return for sex. Many of the students were unaware that older men are more likely to be HIV positive.*

*Enabling a girl to finish her education improves her chances of escaping poverty, gaining employment and being independent. So I decided to help fight this inequality and help offer another way for girls to stay in education. I set up and ran a reusable sanitary pad-making*

*day in Edinburgh, to launch a new Pad Production Project. We plan to raise awareness of the issues and make supplies to send to Kenya so they can make their own sanitary pads. The Mango Tree is now fundraising to expand this project which will be exploring ways of encouraging local pad production and empowering girls so that they don't have to risk sexual exploitation or being left behind in their education".*

*You can watch a short film about the pad production day on our website: [themangotree.org](http://themangotree.org).*



Left to right:  
Eliza, Malia & Marina



# Girl Power

## Young women in Tanzania are breaking down the gender barriers in the science and engineering industries.

Worldwide, women are still remarkably under-represented in science, technology, engineering and mathematics (STEM) industries and university courses. Many African girls are actively discouraged from pursuing science in a school, assuming they are able to complete their secondary education at all. In Tanzania this is even more apparent where almost two out of five girls marry before they are 18; and thousands of adolescent girls drop out of school because of pregnancy.

Re-entering education after pregnancy is a real challenge, unless women have family or husbands who are supportive and willing to pay towards the costs. In June this year, John Magufuli, Tanzania's current president made the situation for young mothers even worse by announcing that no pregnant girl

would be allowed to study in a state school, nor re-admitted after giving birth. There were 69,000 teen pregnancies in Tanzania last year and child marriage is over 35%.

Eliza Kajange, from Ileje District is currently studying at Kyela Polytechnic College (KPC). She left secondary school a year early, after becoming pregnant with her son, Venance, now 5.

*"I couldn't stay at school with a baby so was stuck at home growing tobacco on my family's farm. As a single parent I want to learn skills that help me earn a living. I heard about KPC on Bomba FM Radio."*

Girls not only depend on securing funding to pay for vocational training but they also need the continued encouragement of their

families to prioritise an education and career, over marriage and children.

The 22 girls enrolled on the electrical engineering course at KPC feel that a diploma in electrical engineering will enable them to establish their own businesses giving them flexibility to work around family commitments. Work is plentiful as the government are investing in electricity in rural areas. They say girls are just as interested in these subjects as boys, they are just not encouraged in secondary school.

Marina Mrutu, from Same Village, near Moshi, always wanted to be an electrician.

*"I am good at fixing things, when I was young I was always trying to fix electrical appliances, especially lights and batteries. I am really enjoying my course and when I graduate I want to set up my own business"*

Eliza, Malia and Marina plan to surround themselves with positive people who will support them on their journey and the future looks bright. They have already made their peers, their tutors and their families proud.

### Case study

Malia Mwasumbi didn't get good enough grades at the end of secondary school to secure her a place at college. *"I lost hope and thought I was going to be left at home doing chores forever."* Her aunt in Kyela told her about Kyela Polytechnic College supporting young disadvantaged people to get back into education. At first her aunt had discouraged her from studying electrical engineering as she thought it was a male profession and wanted her to study Hotel & Catering but Malia was determined to become an electrical engineer.

*"I want to be an electrical engineer so I can become self-employed and have a career with flexibility and self-respect, and I can't be mistreated. I'm really enjoying my studies and feel full of hope for the future. I'm gaining good skills that I can use in my community and to help me earn an independent living."*





## Enterprise development

The KPC management team have been dynamic in looking at additional revenue streams to contribute to the running costs of the College which also compliment and support teaching.

### Matema Beach Hotel

KPC runs the hotel, where its Hotel Management students gain valuable experience in organising weddings and events, and also help in running a thriving restaurant.

### Kaganga Primary School

KPC secured a contract to build several new classrooms, providing valuable on-site work experience for students in masonry, carpentry and electrical engineering.

Construction students (top left to right) Idani, Emmanuel, Deogratius, Baraka, Henson and Gift with their tutors Mlewa Cassiano and Noah Mwamaluba

# Bridging the gap

In Tanzania it is estimated that over 1.5 million secondary school-aged children are not in education. Schools in rural areas lack basic infrastructure, educational materials and qualified teachers.

High numbers of young people fail to gain sufficient grades to enable them to transition into further education. There is high youth unemployment and thousands of young people lack the skills or ability to re-enter education.

KPC is encouraging young people back into college by supporting them to re-take exams and enrol on vocational training courses, giving them opportunities for employment and self-reliance.

*"KPC's bridging course is giving young people another chance to re-enter the education system. 50 students enrolled on our bridging course this year and we expect that they will join vocational training courses in 2018."*

*KPC Deputy Principal, Upendo Mwinuka*



## Kyela Polytechnic College

The Mango Tree constructed and equipped the Kyela Polytechnic College (KPC) in Kyela District, south west Tanzania in 2011 and 2012. Since then 553 students have graduated with a range of qualifications, the majority of whom are now successfully employed or self-employed.

KPC offers a wide range of training courses from carpentry, masonry and electrical engineering – to business management, IT and journalism. The new electrical engineering course, which was established with funding from The Samworth Foundation in 2016, has been hugely

popular and resulted in record numbers of students enrolling. Student enrolment was projected to be 643 for the 2016 academic year, but a 90% increase in the numbers of privately funded students meant that enrolment reached a total of 888 students and of these, 290 students (32%), were sponsored by funding from The Mango Tree.

This year the College also starting running a successful 'bridging' qualifying course (Kyela Open School Qualifying Test) giving secondary school leavers an opportunity to re-take exams so that they can continue into further education.

Students enrolled	2015	419	2016	512	2017	888	2018	1,377*
-------------------	------	-----	------	-----	------	-----	------	--------

\*predicted



## Case study

Emmanual Mwakilema did well at school but his family are poor subsistence farmers and couldn't afford to send him to college. The Mango Tree supported him under our student bursary programme to fulfil his dream to study journalism.

*"I am proud to be a KPC graduate and I worked hard to achieve my diploma and get a job. Being a journalist is a great responsibility, recently I investigated a child abuse case where a stepmother had scalded a child with hot water. We reported the story to start a debate as it's not easy for people to talk about such sensitive issues and children feel afraid to report abuse to the authorities. Rural areas in particular have poor child protection services and many children suffer from abuse. But I fight to get their stories heard".*

# Fundraising



## Donor events

We hosted two donor events to celebrate the 10th year anniversary of The Mango Tree's operations in Kenya. These were held at the stunning Rathbone Hall, Liverpool, and Sarasin's, over-looking St Paul's Cathedral, London. Many thanks to these organisations for hosting our events. These wonderful evenings gave us the opportunity to screen a film of our work in Kenya and thank many of our longstanding regular donors. Kenyan Directors, Consolata and Peter Kunyada, as well as one of The Mango Tree's former beneficiaries, George Oyoya, gave moving presentations about the impact of their work in Africa and the specific issues their people face in western Kenya.

George gave a testimonial about growing up as an orphan during the HIV/AIDS pandemic. He shared his childhood experiences and the benefits of being supported through his secondary and university education by The Mango Tree. With a degree in Education, George currently works in Somaliland and is

studying an online distance learning MA in Education and International Development at University College London (UCL). He is also a Trustee of The Mango Tree Kenya.

*"I had a fantastic time visiting the UK. It was a real privilege to meet some of the donors who sponsor orphans like myself to get an education. Sharing my story and personally thanking those people who attended was very special to me."*

Whilst in the UK Consolata, Peter and George also met some of our donors around the country, to personally thank them and talk about their work in Kenya. They met longstanding supporters Chris and Kay Barling, and their son Josh, who has since joined The Mango Tree as a UK volunteer, advising on major donor fundraising, social media and information management.

Left to right: Peter, Josh, Consolata, Chris, Kay & George



## 2017 income

### Individual donors

We received £137,547 from our highly-valued base of individual donors. £59,489 was from regular standing orders from 70 donors and £78,058 were donations from five generous individuals who donate annually.

### Trusts and Foundations

We received support from 16 Trusts and Foundations in 2017, raising £236,100 (over 40% of our income). This included repeat donations from The Samworth Foundation, The Waterloo Foundation, The Marr-Munning Charitable Trust,

The Oglesby Charitable Trust and St James's Place Foundation. We were successful with grants from four new Trusts and Foundations - Evan Cornish Foundation, Ashworth Charitable Trust, CB & HH Taylor 1984 Trust and the Humane Association.

### Corporate donors

We received £51,700 from partnerships with UK companies this year, including Aspect Capital Plc and Archibald Bathgate Ltd who have been supporting our work in Africa for many years. We also extend our thanks again this year to MMT Digital, who support the development and maintenance of our fantastic website as well as organising annual fundraising events with their staff.



## Farleigh Lower Sixth Challenge 2017

Nine boys from Uppingham School's Farleigh Lower Sixth, together with their tutors, carried out a sponsored cycle ride along a route designed to link elements of the life of King Richard III, the last Plantagenet King of England. The boys cycled to Fotheringhay Castle where Richard was born, the site of the Battle of Bosworth where he was killed in 1485 and Leicester Cathedral where he is now buried. Linking these places involved a ride of approximately 80 miles and was completed overnight as a test of stamina and teamwork. Thank you to Harry Haydon and all the boys, and their tutors, who participated in the challenge which raised over £1,300!

The Mango Tree has a longstanding partnership with Uppingham School. Their 800 students and staff organise lots of fundraising events every year. Their students also benefit from volunteer opportunities and overseas school trips with The Mango Tree to build links between African and UK students.

### Schools

We raised £25,963 from UK schools this year, mainly from Uppingham School's wide range of fun events organised by their 15 boarding houses, including Farleigh's cycle ride (below). We were also selected as Notting Hill and Ealing High School's charity who organised a stunning fundraising fashion show in July.

### Churches and Societies

This year we raised £5,105 from St Theresa's Catholic Church, Stroud; St Nicholas' Church, Burton; St Patrick's Church, Patterdale; St Michael's, Shotwick; the Royal Society of St George; and the Rotary Club of Uppingham who have donated £5,000 with the aid of a Rotary District Grant over two years.

## A legacy gift to The Mango Tree



Miss Clare Saunders, a regular donor since 2003, died in April. She showed a great interest in our work and especially enjoyed meeting up with our African partners, when they visited the UK.

Clare left the residue of her estate, including her house, as a legacy to The Mango Tree. She was particularly interested in our strategy to empower girls in education, so we plan to use the majority of this extraordinarily generous legacy to enable us to build a new girls' boarding school in Kenya.

If you are considering leaving The Mango Tree a legacy, please contact us and we will send you a copy of our Will Guide. This guide is also available to view from the Get Involved page on our website: [themangotree.org](http://themangotree.org)

# Our supporters

We raised £62,295 from online appeals during 2017 so a huge ‘thank you’ to all our incredible individual fundraisers who hosted events and took up personal challenges this year.



## Liverpool Nightrider

Thank you to all our cyclists who took part in three separate city Nightrider events this year in Liverpool, Bristol and London. In 2018, Nightrider will also be adding a 100km route around Glasgow, so if you’re local or would simply like to take on a personal challenge and help us raise funds for our work in Africa, please consider signing up for this very popular Nightrider event.

Noel Schorah cycled 100km through the night, in Liverpool raising over £1,500 towards our work in Kenya.

*“Liverpool Nightrider was an opportunity to complete a unique challenge and raise money and awareness for The Mango Tree, a worthwhile cause, doing great work.”*



## Pad Production Project

In the fight to tackle a shocking issue affecting girls in Kenya, TMT volunteer Alison Wood organised a fantastic new initiative which aims to raise awareness and promote re-usable sanitary protection made from recycled, donated material. In Edinburgh this October, 70 volunteers offered their time to help launch the project, and made 300 re-usable pads for secondary school girls.

*“I advertised it on my page and thought I’d come along and make some myself, even if you’re not that great a sewer, it’s a very simple production process, there’s loads of instructions, and I think it is a really good cause for everyone to support.”*

*Mairi Brown, volunteer at the first Pad Production Day*



## Gunge-raiser

MMT Digital staff raised money through their annual staff summer event at Rutland Water. The agency’s co-founders Ben Rudman and James Cannings headed up two teams to battle it out in a series of challenges including a three-legged race, a space hopper relay, a bungee run and tug of war. At the end of a highly charged day of well-fought challenges, Ben, as head of the vanquished team faced the gunge!

*“I am really proud we have supported The Mango Tree over the last 10 years. They are a charity that really makes a difference, the money they raise helps those who need it the most, and we will continue to support them in the years to come.”*

*Ben Rudman, CEO, MMT Digital & TMT Trustee*

## Donate to The Mango Tree for FREE when you do your Christmas shopping online



You can sign up to The Giving Machine and then use their website to access shops like Amazon and John Lewis online. It really is easy and free. Just go to [www.TheGivingMachine.co.uk](http://www.TheGivingMachine.co.uk) to set up a giving account and use the sign-up code 55666 to choose The Mango Tree as your charity of choice. Every time you make a purchase online you will be making a small donation towards our work.



## Community fundraising in Kenya

We have encouraged a strong sense of social responsibility in Kenya with many former beneficiaries now giving back as individual donors. Every year, The Mango Tree Family Association, comprised of tertiary students and former Mango Tree beneficiaries, hold community fundraising events or ‘harambees’ (collections) to raise funds for their fellow orphans who are starting secondary school. The funds are used to purchase mattresses, jerry cans, tin trunks, uniforms, toiletries and stationery.

# Finances

## Financial summary 2016-2017

Grant making to African partners	£425,119
Fundraising, communication & administration	£70,379
Financial management & governance	£11,063
Overseas capacity building	£6,378
<b>TOTAL INCOME</b>	<b>£539,660</b>
<b>TOTAL EXPENDITURE</b>	<b>£512,939</b>

## Income

£539,660 of charitable income was generated between April 2016 and March 2017. Our expenditure during the same period was £512,939. Investment in donor retention this year has meant that our annual income has remained stable. Trusts and Foundations and Family Trusts remain our largest income stream representing 43% of our income, an increase of 11% on the previous year. The significant proportion of this income stream (72%) is Family Trusts which were recruited by The Mango Tree through connections with the founding trustees and are dependent on these relationships.

Major donor income remains fairly consistent with former years. 14% of this year's income came from a number of sizeable individual donations from our long-standing base of supporters.

## Overseas expenditure

We spent 82% of our income overseas in grant making to our two African partners. The Mango Tree Kenya received £296,605, allocated across the year and the Kyela Polytechnic College received £128,514 to support vocational training bursaries for orphans and disadvantaged young people. 56% of our overseas grant expenditure this year was spent on education projects.

## UK expenditure

In the UK we spent £87,822. This was mostly on fundraising, communication and administration, but also included marketing, UK banking and financial management as well as overseas monitoring and evaluation.



UK Trusts & Foundations	43.7%
Schools	5%
Churches & Societies	1%
Corporates	10%
Appeals, online giving & CAF	11.5%
Individuals - regular giving	11%
Individuals - major donors	14%
Gift Aid	3.8%

Education	56%
Staff & overheads	18%
Agriculture	10%
Capital expenditure	7%
Health & welfare	5%
Monitoring & evaluation	3%
Volunteer costs	1%

Fundraising, comms & admin salaries	68%
Banking & financial management	13%
Overseas monitoring & evaluation	7%
Marketing & publicity	6%
UK events	4%
UK staff travel	2%



## Case study

Tobias Onyango Sero is the chairman of the fish farming co-operative supported as part of our sustainable aquaculture project. He is also a tailor with a small shop in the local market. Tobias and his wife Teresa have six children, all in school. They have three fish ponds giving them an income of £500 this year. They have used these funds to pay for school fees, renovate their house, buy four sheep and a better sewing machine. They have planted napier grass and tissue cultured bananas around their ponds and Tobias used the income from the bananas to buy material for his tailoring business.

*"Each branch of bananas fetches about £5 in the market and I have harvested over ten this year which gave me extra income to buy the material for my tailoring business "*

# Looking to the future



Students from Kabanga Primary School, Tanzania

In 2016 we worked closely with our partners to develop a five-year strategic plan which outlines our priorities and commitments between 2017 and 2022. Printed copies are available on request or can be downloaded from our website. Over the next five years, some of our key priorities are:

## Overseas projects

We are working towards a more sustainable overseas funding partnership model, which supports greater financial autonomy of our partners, reduces dependency on UK donor funds and allows The Mango Tree UK greater grant-making flexibility.

The main focus of our overseas grants will continue to be on enhancing the education of children and young people in Africa. We are particularly committed to projects which improve access to education and training for girls and women and support enterprise development and sustainable agricultural projects. We will continue to fund means-tested education sponsorship for orphaned children and young people who have lost one or both parents to HIV/AIDS and who were registered for support between 2003-2012. We also plan to start phase one of the construction of the girls' secondary school in western Kenya, launch a new enterprise development project in

Malawi and continue to deliver our targeted HIV awareness and education projects which add value to existing health and education services in Kenya.

## Fundraising and marketing

In the UK we will prioritise and broaden our fundraising with targeted fundraising in areas where we have the greatest capacity, links and resources and where income streams are diversified as much as possible for sustainability. This

## Priorities for 2018

- Build a girls' school in Mawego, Kenya to provide good quality education for up to 360 girls per year.
- Fundraise to support The Mango Tree Kenya to launch a new enterprise development programme in Malawi.
- Launch a new orphan-care education programme in Kenya, in partnership with Catholic Relief Services.
- Deliver a new HIV awareness project called 'Boda Boda' which works with motor-cycle taxi drivers in Kenya to tackle the spread of HIV.
- Support the sustainable handover of KPC to the Vocational Education Training Authority in Tanzania.
- Expand the residential training centre with an IT hub, a community bank and an agricultural co-operative society.

means investing in donor retention and more community fundraising as well as recruiting new major donors by building on relationships with our existing supporters. This year we are developing a strategy to partner with more schools and, starting with our BBC Radio 4 appeal in January, we plan to raise our profile in the UK, through participation with more national appeals and annual charity events.

## Organisational development and governance

The quantity of compliance information required for donors has increased significantly over the last three years. We will respond to this changing landscape by investing in and improving some of our existing information management, reporting and financial systems, in line with UK charitable and banking regulations. We will also continue to maintain a structure, which is flexible, with minimal bureaucracy and UK overheads. In addition, the board of trustees welcomed two new members, Megan Rathbone, and Ben Rudman, who bring fresh perspective and new skills and experience which will strengthen our work over the years to come.

## Case study

The eldest of six children, Tom Okoth was 13 when his father died of pneumonia in 2005. His mother farmed papaya to sell at the market but in 2007 a disease wiped out all their trees. Tom did well at school and got into Gendia High School but eventually lost his place because his family could no longer afford the fees.

*"I had lost hope but plucked up the courage to apply for support from The Mango Tree. They sent me to study at one of the best boarding schools in the area and I did really well in my exams. After I left school I spent a year volunteering with The Mango Tree at a local primary school so I could give something back. I have now completed my degree in Bio-mechanical Engineering at university in Nairobi, I plan on volunteering again for The Mango Tree next year and am really looking forward to the future."*



“I struggled to stay in secondary school and it was a long journey for me to get to university, I feel so lucky. Very few female orphans, like me, manage to get to university because girls face so many barriers.”

*Via Ibrahim*

*Via has been supported by The Mango Tree in Tanzania since she was nine years old at primary school.  
She graduated this year with a BA degree in Economics & Finance.*



Registered charity no. 1095767

The Mango Tree Orphan Support Programme  
57 Bisley Road  
Stroud GL5 1HF

UK Director  
**Emily Pearson**  
+44 (0) 1453 840 307  
emily@themangotree.org

Communications Manager  
**Emma Robinson**  
+44 (0) 7770 524664  
erobinson@themangotree.org

Chairman  
**William Fulton**  
+44 (0) 7712133514  
fultonw@gmail.com

**themangotree.org**

