

WE'VE BUILT A STRONG FOUNDATION



FOR GROWING OUR KIDS AND OUR ORGANIZATION



A CHILD FOR ALL
2022 ANNUAL REPORT

TABLE OF CONTENTS

Executive Summary: 2

Accomplishments: 5

Childrens' Status: 10

2022 Financials: 12

Future Plans: 17

A BRIEF HISTORY

Sometimes it takes a world to raise a child. Haunted by memories of children living and begging in the streets of her native Mali, CEO and Founder of A Child for All (ACFA), **Kadiatou Sidibe had a dream — not only to take vulnerable children in Mali off of the streets — but to provide these children with all the tools they would need to have a successful**

and fulfilling life.

And thus, in 2008, A Child for All was started as a U.S. non-profit with operations in Mali. ACFA began by providing a home to 12 children in the 3-room house where Kadiatou grew up. These children attended school for the first time, played sports, and had a roof over their heads and food in their bellies — and success was experienced almost immediately. The dream has become a successful reality in the fourteen (14) years since then. Within a few years, these children were doing well in school, and many were winning medals in taekwondo and fencing.

The impact of Kadiatou's vision continues to grow. ACFA has built the first phase of a significant complex — the Zorokoro Children's Complex — on five acres of land in the village of Zorokoro, which will eventually serve 100 vulnerable children and thousands of children and adults in the surrounding villages. With the first part of the dormitory built and 19 young children ages 3 to 6 years old living in this solar-paneled building with caring staff to look after them, ACFA is waiting to bring in more vulnerable children. The first two of three school buildings that will serve kindergarten through 9th grade are complete, with two kindergarten classes and a first-grade class already in operation. Parents from the surrounding villages eagerly try to have their children attend this school.

With the help of USAID/ASHA funding for commodities (books in English and French, computers, printers, furniture, etc.) and the generous donation of B2Gold, a community library and computer lab will open soon. A dining hall, sports complex, and health care clinic will be part of the Zorokoro Children's Complex — hopefully in the not-too-distant future.

What of the young children who started with ACFA? These children are now young adults. Many of ACFA's older children living in the Bamako Children's Home now attend vocational school as they approach young adulthood, and several are in high school after passing the rigorous national exam. Awa is learning to sew in the last year of high school. Diakassan is a fencing champion — not only in Mali but internationally. Several of the boys attend vocational school. All the older girls traveled with Kadiatou to India to participate in a leadership workshop sponsored by

Kickoff Solutions, which provides scholarships for girls to play sports.

This is a true success story.

We have had support from the community in Mali for many years — both in-kind donations of food and clothing and contributions of funds to help build the Zorokoro Children's Complex. This support continues, but, unfortunately, COVID and political instability in Mali impacted what the local community could do for ACFA in 2022.

There is much more to accomplish to help Kadiatou realize her dream and achieve ACFA's full potential. We need funding to finish building the Zorokoro Children's Complex. We need a steady stream of operating funds. Kadiatou hopes this success will be replicated around Mali so that no child has to live on the street, not knowing what the future might be, being exposed to danger and an uncertain future. **With the help of our donors and potential donors, let's continue this success story and help Kadiatou realize her dream.**



EXECUTIVE SUMMARY

With your contributions, ACFA has:

- ▶ Added nine new vulnerable toddlers who are living at the Zorokoro Children's Complex
- ▶ Added a first-grade class
- ▶ Added a first-grade teacher
- ▶ Added new funders, including B2Gold, whose funds are making the community library and computer lab a reality
- ▶ Enabled ACFA to hire a full-time Operations Manager in Mali
- ▶ Hired a special projects consultant fluent in French who served in the Peace Corps in Burkina Faso

With your continued support, ACFA will:

- ▶ Institute plans to train people from the local communities around Zorokoro to be librarians and computer instructors for the new community library and computer lab
- ▶ Hire additional teachers, including for a second-grade class
- ▶ Fund 6 more vulnerable children
- ▶ Add a much-needed dining hall
- ▶ Hire a full-time executive director in the U.S.
- ▶ Build and equip a STEM secondary school.
- ▶ Assist the older ACFA children in leaving ACFA and starting to build lives contributing to a stable Mali





ACCOMPLISHMENTS

We have built on our earlier successes. 2022 saw ACFA emerge from the COVID pandemic stronger than ever. Our older children in Bamako are starting to plan for their final stage with ACFA, with several teenagers enrolled in vocational school and others in high school. The older girls traveled to India with the CEO for the Kickoff Solutions Unify 2022 event.

The ACFA community school at the Zorokoro Children's Complex continues to grow, and the young children attending the school are not only learning to read and count, but also are learning about the environment as well. ACFA hired an Operations Manager in Mali, with experience with USAID Mali, and a background in education.

Finally, the Zorokoro Children's Complex dream of a community library and computer lab is becoming a reality.

The Children

By the end of the year, we had nine new children ages 3-6 years old added at the Zorokoro Children's Complex, totaling 19 children being cared for at the Complex.

Six more children will arrive in 2023.

The vision is to care for 100 vulnerable children at the Zorokoro Children's Complex and expand the model across Mali.

Education

Bamako

Ten of the eleven older ACFA children passed the "DEF" national exam to advance to high school.

In Mali, the "DEF" is a mandatory examination that certifies completion of lower secondary general education programs. This exam is a requirement for students wishing to pursue an upper secondary education. Some children who passed the DEF have switched to vocational schools where they study cooking, baking, tailoring, accounting, and metal and aluminum construction.

Zorokoro

We started the year with two kindergarten classes with 10 ACFA children and children from the surrounding villages. A summer school program was provided so the children would not forget what they learned during the summer break.

When schools in Mali opened the first week of October, a new first-grade teacher joined the two kindergarten teachers at the Complex school, and additional children from the village school started attending.

During the December holiday season, the children visited a forest reserve, “Kungo So,” and participated in educational activities focusing on improving degraded ecosystems.

Despite their importance, forests and other woodland vegetation are declining rapidly in Africa. The children observed the contrast between the Forest Reserve and the city of Bamako (which has pollution from old cars, poor water quality, etc.). They learned about animal and plant life in the forest.

Due to the exciting expansion of our student enrollment, by fall 2023, we anticipate the need for a second-grade class and possibly even another kindergarten class.

Community Library and Computer Lab

In 2022 ACFA continued to add commodities to the temporary library and computer lab. Books donated by Books for Africa finally arrived in a very large container, and many of those books are on the shelves for the ACFA children to use. We acquired books in English, French, and Bambara. The computer lab has computers and printers.

Most exciting is that we secured funding to construct the community library and computer lab, and ground was broken in 2022, and building is proceeding.

Sports

The older children continue their sports activities — taekwondo, basketball, and fencing. Diakassan is still winning competitions in fencing.

Kickoff Solutions

The non-profit Kickoff Solutions continued its scholarship program for the four older girls, Diakassan, Awa, Basan, and Hadidiatou, providing funds for playing sports and providing mentorship. Kickoff Solutions also held a four-day workshop called UNIFY in India for all the Kickoff Solutions scholarship recipients. With the help of the Indian Ambassador to Mali and the LawQuest law firm in Mumbai (which contributed their time pro bono), ACFA obtained visas for the four girls and Koro, ACFA's other teenage girl, who was invited to the workshop. The girls traveled to India with ACFA's CEO, Kadiatou. Over 50 girls from all over India, speaking many dialects, attended the workshops. Even though most girls were from India, our girls were praised for overcoming the language barriers and being engaged participants throughout the entire program.





Fundraising and Operations

Multiple actions were taken in 2022 to seek new donors for ACFA. Significantly, ACFA received a commitment from B2GOLD to fund the Zorokoro Children's Complex community library and computer lab construction.

Through the generous commodities grant from USAID ASHA in 2020, ACFA has continued to purchase books and other materials for the community library and computer lab. ACFA received many visitors in 2022, particularly during the six-week stay in Mali of ACFA's CEO Kadiatou, who led many visits by donors and potential donors to the Zorokoro Children's Complex.

ACFA finally dedicated the second school building, funded by the Orange Foundation Mali, and the inauguration took place in October. We continued our three fundraising campaigns on GlobalGiving, including participating in Giving Tuesday.

The Katz Foundation assisted financially in helping us pay for nutrition of all the ACFA children as well as children attending the Zorokoro Children's Complex school.

We hope to build a dining hall someday soon at the Zorokoro Children's Complex, as the children currently have their meals in the classroom or outside.

We finally reached a point where we could hire a new Operations Manager, Amadou Traore. From the minute Mr. Traore started, he became quite busy. He accompanied Kadiatou during her visit to Mali in meetings with donors, prospective donors, and partners such as the American International School in Bamako. This is another sign of the organization growing and the needs being met for the ACFA children as we continue to increase the number of children becoming part of ACFA.

We were also fortunate to gain several translators, social media volunteers, a new philanthropy and operations coordinator, and a grant writer. They have already proven to be a big help in serving our mission. While the Zorokoro Children's Complex school is in session, we are feeding over seventy children, including the ACFA children at the Complex and in Bamako and village children who attend the school. This initiative gives the children a fun and rewarding experience while teaching them about sustainable living. The Complex currently has about twenty-five sheep, and the children help to take care of them.

CHILDRENS' STATUS

2022 saw the addition of nine little children ages 3-6 years old to join ACFA at the Zorokoro Children's Complex. Kadiatou met the new children during her visit to Mali in October and November. Kadiatou and the new operations manager also worked on plans to provide all the ACFA children in Zorokoro and the village children attending the Zorokoro school a robust education even though the children are in kindergarten and first grade. Planning for the future as they progress is vital.

The academic year for the eleven older children in Bamako saw many changes. While 10 of the 11 teenagers had passed the rigorous exam to attend high school, seven elected to transfer to vocational schools. Those teenagers are learning tailoring, cooking and baking, accounting, and metal and aluminum construction. All the children continue to play sports. The five teenage girls also traveled to India with Kadiatou to attend the UNIFY workshops of Kickoff Solutions. This was very exciting for the girls as four of the five had never left Mali or been on an airplane. We now face the difficult task of planning to transition several older children out of ACFA as they age out of the mission.

At Zorokoro, we had a second kindergarten class as well as a first grade class. **By the end of 2022, there were 40 students total in the two kindergarten classes and 20 in the first-grade class, with many students attending from the surrounding villages.** The children learn the official Malian curriculum and progress in kindergarten and first-grade lessons. The children continue to help with the many sheep we have at Zorokoro, and they assist in cleaning up their playground and around the classrooms.

Our children and staff have had a relatively healthy year. There were instances of malaria and other illnesses, all of which were treated. We make sure that all the children, including the village children who attend the ACFA school, have the necessary vaccinations.

The teenage children continue to do well in sports, playing basketball and Taekwondo. Several teenagers engaged in fencing, and Diakassan continued receiving various medals in fencing competitions.

Watching cartoons is a fun time for the children and also a time of interaction between them under the supervision of the mother educators! The younger children learned to play soccer and perform local dances. They also play hide-and-seek, sing and recite songs, or walk around the yard, modeling and cooking imitation games.



2022 FINANCIALS

Revenue-Key Insights from 2022:

- ▶ Total Revenue for 2022 equaled \$206,721, reflecting record fundraising for ACFA.
- ▶ Foundations/Grants represent our largest \$91,003(44%) share of revenue.
- ▶ Corporate donations at \$52,613 represented 25% of the revenue.
- ▶ Individual and other donations at \$52,150 (25%) were virtually equal to the corporate donations.
- ▶ Other revenue sources included bank dividends, in-kind donations and the like.
- ▶ 63% of funds raised in 2022 are restricted to certain purposes, such as constructing the community library and computer lab. As ACFA expands and its operational expenses increase, we will need more consistent streams of unrestricted funds or funds that can be committed to operational expenses.

2022 marked our most successful fundraising year since inception.

Revenue more than doubled year over year from \$100,686 to \$206,721. 44% were donations from foundations and grants.

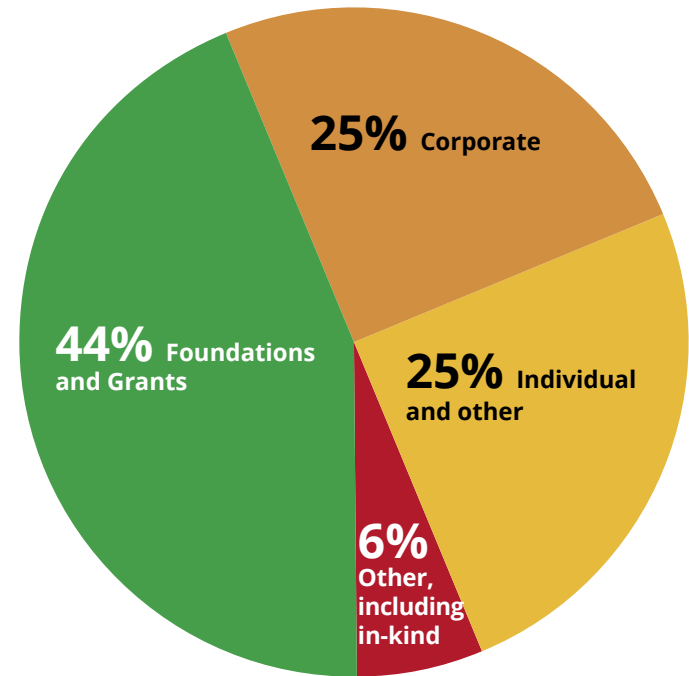
B2Gold, a mining company with operations in Mali and our newest corporate sponsor, committed over \$100,000 for construction of the community library and computer lab.

Such corporate partnerships from outside of Mali are a new aspect of our fundraising strategy so we are happy to engage our first large corporate partner based outside of Mali and will continue to engage other such sponsors moving forward. The Orange Foundation, GlobalGiving, The Katz Foundation, and The AALL Foundation are ACFA's other major foundation partners.

We saw a substantial increase in individual and other donations which jumped from \$29,132 to \$52,150. We plan to update our website, expand our social media presence, and leverage the network of our board to further drive revenue from individual donations.

We saw a slight but immaterial dip in 'Other Revenue'. While ACFA's increase in revenue has fueled an expansion in our operations, we face unique changes coming into 2023 in managing this expansion.

With additional children and facilities, we face challenges and costs at a greater scale and will require more unrestricted revenue or revenue earmarked for operations.

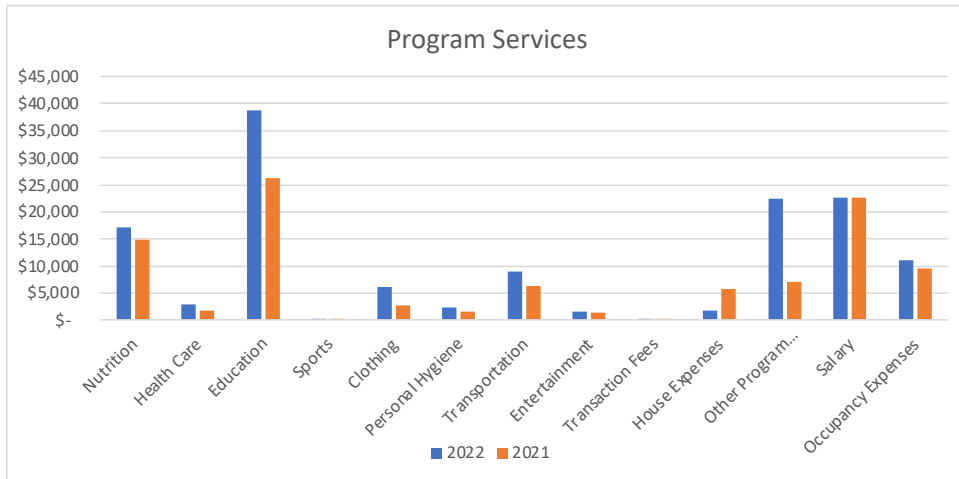


2022 FINANCIALS

Expenses-Key Insights from 2022:

- ▶ Total Expenses for 2022 equaled \$205,026.
- ▶ Program Services of \$157,788 remained the largest expense category at 77%.
- ▶ Management and Administrative expenses of \$40,623 were 20% of expenses.
- ▶ 3% of total expenses, or \$6,615, were related to fundraising including online donation fees, the CFC application and listing fees, and grant writing fees.

Expenses increased across all categories this year reflecting our expanding footprint and additional investments. While the majority of our funds will be spent on program services and direct investment in our children, the cost and complexity of our operations will scale with ACFA's growth. We will need to invest in management and administration heavily alongside program services.



The chart above compares ACFA's program expenses by category in the last two years. While most program expenses remained steady from 2021 to 2022, expenses related to 'Education' and 'Other Program Services' increased materially. Education expenses increased due to investments in our expansion of the Zorokoro Children's Complex school, including adding new teachers.

The other program expenses increased due to an invitation from Kickoff Solutions, which has provided scholarships for four of the older girls to play sports, and to have all five older girls travel to and attend a workshop in India. While Kickoff Solutions sponsored the trip upon their arrival, ACFA

covered the travel costs for the girls. We also added an Operations Manager in October of 2022.

ACFA expects expenses to increase with the addition of more children, and increased occupancy expenses. We continue to monitor risks related to inflation and political unrest.

We look forward to the potential that 2023 brings. We are ready to expand the scope and scale of ACFA's operations and understand the administrative and financial challenges in doing so. We are developing strategies to active sustain this operational growth without sacrificing the investment in our children. Modernizing our website and expanding our social media presence for search engine and donation optimization will help promote our cause and increase our visibility which we believe will drive more corporate partnerships and individual donations. We plan to expand donor outreach and explore partnerships with other service organizations to offer more programs for our kids and increase our visibility to attract administrative talent. We truly believe that 2023 is a pivotal year that will mark a major step in our growth. **ACFA has come this far thanks to your support and generosity, and we look forward to continuing to serve our children in Mali.**





FUTURE PLANS

ACFA is building a strong foundation for children.

Our older children living in the Bamako Children's Home are looking towards the future when they will leave ACFA and contribute to a stable Mali. We are looking at possible university scholarships for ACFA children who succeed in high school and want to continue higher learning. The planning for this continues as the teenagers continue with vocational studies or their studies in high school.

ACFA's future is very focused on the Zorokoro Children's Complex.

The future for Zorokoro include the following:

- ▶ Bring another six children to the Complex to join the other 19 children who live in the already-built dormitory, which will hold 25 children.
- ▶ Finish the construction of the community library and computer lab and plan for opening it to the larger community, including hiring a librarian, finalizing the purchase of additional books, including books and textbooks in French, purchasing software for the computer lab, and planning for classes for the computer lab.
- ▶ Continue to engage with the communities in the surrounding eight villages.
- ▶ Start an additional third kindergarten class, a first-grade class, and a second-grade class in the fall of 2023 at the Zorokoro school, including hiring additional teachers.
- ▶ Build a dining hall for all the children attending the school and hire additional personnel for the dining hall.
- ▶ Continue planning for building out of ACFA as we continue to grow.
- ▶ Enhance our existing partnerships and initiate new ones.
- ▶ Develop an environmental education and vocational program for the school, including raising funds for a vegetable garden.
- ▶ Have the CEO and Board members visit Mali and the ACFA children.
- ▶ Continue to plan for and search for funding for sustainable projects that will inject funds into ACFA periodically.
- ▶ Improve our communication with our constituents.
- ▶ Revamp the website for additional functionality.
- ▶ Complete the French portion of the ACFA website.
- ▶ Update ACFA's Strategic Plan to achieve these goals.

In closing, ACFA looks forward to taking the organization to the level needed to scale its operations.



US OFFICE: 21 Arbor Lane, Stafford, VA 22554

EMAIL: info@achildforall.org

PHONE: +(1) 540 659 6497

www.achildforall.org

www.facebook.com/ACFAAChildForAll/

www.linkedin.com/company/a-child-for-all/

www.instagram.com/achildforall/