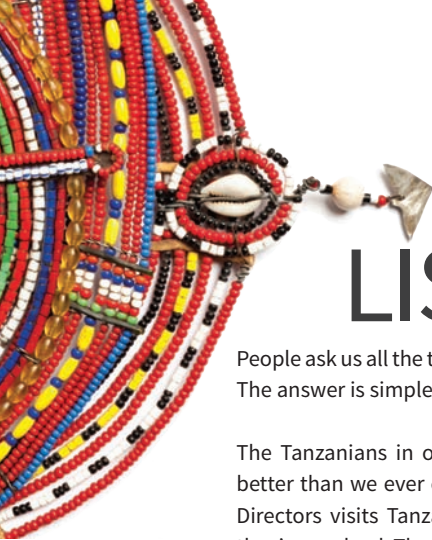




the focus
2019



THE ART OF LISTENING

People ask us all the time, “How do you decide what projects to take on?” The answer is simple: We listen.

The Tanzanians in our partner communities know their needs much better than we ever could. So every 18-24 months, the FoTZC Board of Directors visits Tanzania to listen to what those needs are, and how they’ve evolved. The conversations we have with village elders, community leaders, members of the government, and families living in these remote areas of the country guide all the projects we undertake, whether it’s a new borehole, teachers’ housing, or entrepreneurial support.

We’re going to keep listening, but we also want to keep you informed about the positive impact of your generosity. Keep reading to learn about the successes we’re having with our partners in Tanzania. If you ask us, it’s a story worth telling.

Asante sana,

Bonnie Clendenning
Board President,
Focus on Tanzanian Communities

Judi Wineland
Director, FoTZC
Co-Director, Thomson Safaris



FoTZC Board President talking with headmaster of Soit Sambu Secondary School



FoTZC board members listening to the concerns of villagers

WE WANT TO HEAR WHAT'S TOUCHED YOUR HEARTS...



“My husband Alan and I were truly touched by our visits in the Loliondo area—meeting students at the Sukuena Primary School, entering a Maasai boma, speaking with women entrepreneurs—all made a huge impression. We support FoTZC projects that benefit children and women because we could see how education, a healthier home environment and empowering women would make a significant difference in their lives.”

– Dorothy and Alan Blake, Henderson, NV

“While visiting primary and secondary schools in Tanzania, we were struck by the commitment and efforts of the teachers, staff, and partners like FoTZC working to provide accessible education for students. The students expressed their hopes and dreams, telling us about ambitions both noble and global. It was humbling and inspiring. It made us proud to support them through FoTZC!”

– Barb & Russ McFadden, Paso Robles, CA

“In 2007, our family visited the Ayalabe Primary School while staying at Gibb's Farm. Although school was not in session, about 30 students showed up to meet us and treat us to songs and a football match. The visit made a lasting impression. I contribute to help provide education opportunities to the local communities.”

– Hal Davis, Charlotte, NC

“The family atmosphere of FoTZC is delightful, and I actually feel a personal connection to Tanzania through the organization, echoing my visit there a number of decades ago. Asante!”

– Nick Tingley, Greenwich, CT



EDUCATION

REWRITING THE FUTURE FOR TANZANIA'S CHILDREN

“Pay attention...” It’s a phrase every teacher and student knows well, a way to single out the most important pearls of wisdom, the ideas where your focus is most essential.

It’s also how we at FoTZC have learned exactly what communities need to give their children a better start in life. Listening closely to parents, students, teachers, and community elders has led us to the right solutions for the Tanzanian communities with whom we work.





Over the past 22 years, we've heeded the call for:

- **More classrooms:** The 52 classrooms we've built have provided thousands of students the space they need to learn and grow.
- **Safe water and sanitary toilets:** Both are essential for good health. At Haymu Primary these facilities, funded in part by The Rotary Club of San Jose, CA, are helping to keep over 20 teachers and more than 400 students healthy and ready to learn.
- **More teachers:** New housing units have allowed the government to provide 58 additional teachers to remote communities, giving hundreds more students a chance to enrich their lives.
- **Student housing:** Without a place to sleep comfortably, many students can't pursue an education. Three dorms with room for 330 students are allowing them to spend more time learning instead of trekking miles to school or sharing overcrowded beds.

Listening works for students, and it's worked for FoTZC:

- **Haymu Primary** has gone from one of the worst to one of the best schools in the Karatu District. The rapid improvement has led dozens more parents to send their children to the school, which now educates 607 students.
- At **Soit Sambu Secondary**, the number of teachers for the 700 students has increased from 7 to 28, National Examination rankings have climbed, and dropout rates have plummeted.
- Two new teachers' housing units at **Sukenya Primary** prompted the government to send four more teachers. Since their arrival, student performance has improved substantially.
- Teachers living in the new **Robanda Secondary** compound in FoTZC-built housing have helped improve the school's National Examination performance to first in the district. They also have the "number one best student" in the entire Serengeti District.

We listened, and now more students are able to learn and excel – thanks to your support.



EMPOWERMENT

THROUGH COCOBA

What do women want? Good question: that's why we asked them.

Time and time again, women in remote communities in Tanzania told us that their answer is independence, opportunity, and a better future for them and their families. Through the **Community Conservation Banking (COCOBA)** program, FoTZC is helping these women forge their own paths toward all three.

Micro-loans, entrepreneurship training, and guidance in getting their small businesses off the ground have given these women a source of income. Not only does that help them provide for their loved ones, it gives them a voice in their communities. Now they're being heard in more ways than one.





COCOBA leaders Naisho, Nosiruiai, Naomi, Nosim, Anna, and Nairotia

THEIR SUCCESS STORIES ARE INSPIRING

Naisho, 28, has learned how to turn beekeeping into a successful venture. “Moving the hives from the trees to the ground means I can tend them without a man’s help,” she said. This new source of income helps her buy school uniforms and supplies for her four children.

Nosiruiai, 40, notes that “with FoTZC supporting COCOBA groups, women are able to provide more.” For her, that means providing a variety of healthy food for her eight children, when they used to barely have enough to eat.

Naomi, 21, a teacher at Sukenya Primary, says her COCOBA skills have given her the confidence to pursue construction of more durable housing for her community.

Nosim, 45, is proud that women like her are conducting businesses previously reserved for men, like buying and selling products at market.

Anna, 60, has learned enough through COCOBA to start a grey-water garden and raise chickens. With the money she makes from the eggs and produce, she’s paying her grandchildren’s school fees.

Nairotia, 40, is using the money she’s earned through her COCOBA-funded business to put her six children through school. Her daughter is even attending secondary school, “something I never dreamed would be possible.”



HAVE YOU HEARD THE BUZZ?

In Tanzania, beekeeping has long been important. But cultivating honey at scale to turn it into a profitable business venture wasn't something women had considered.

Since 2016, the COCOBA program has been training women in larger-scale beekeeping techniques. The program helps these women build and maintain ground-level hives, provides equipment, and teaches them how to store and brand their products.

The new apiaries they're building are safer (an improvement over climbing trees to access honey), more productive and, most importantly, entirely their own.





WATER

THE MOST BASIC NEED

Whenever we visit our partners in Tanzania, we ask them what problems they're facing.

Time and again we hear stories of mothers and daughters trekking hours each day just to find water for their families, of girls not able to attend school because of the miles they have to travel for water, and of preventable, water-borne illnesses sweeping through communities.

It quickly became clear that there was an undercurrent running through everything they said: the need for safe, readily accessible drinking water.

More boreholes (deep wells from which water is piped into large storage tanks, and eventually into community spigots) were a priority for villagers, so we asked you to invest in boreholes. And invest you did.

FoTZC has built 11 boreholes in our partner communities. The story of just one borehole at **Ganako Secondary School** shows what a difference they've made:

- The borehole and 20,000 liter water tank now provides safe drinking water, as well as water for grey-water gardening at the school.
- Students learn self-reliance through grey-water gardening, and are able to harvest vegetables three times a week to supplement their school meals.
- The school sells the water to the community and deposits the money in a borehole maintenance fund.
- Since the borehole's installation, student health and attendance has skyrocketed.

But clean water is just one element in maintaining healthier communities. Turn the page to find out what else your investments are building...



A TIMELESS STORY

Ask anyone what they hope for in life, and you're sure to hear one answer over and over: good health. For themselves, and for the people they love.

Some of our partners in northern Tanzania used to walk great distances just to access the most rudimentary healthcare. They told us that's why their children were falling ill from preventable diseases, and women were dying during childbirth – and we listened.

The **Sukenya Dispensary** now serves an average of 400 patients a month. Since opening in 2015, over 600 babies have been safely delivered.





THE NEXT CHAPTER: A MODERN HEALTH CENTER

We've heard about the amazing outcomes at the **Sukenya Dispensary**, and our partners in Tanzania told us they're hoping to do even more.

By upgrading the dispensary to a health center, almost 90% of the services available in a district hospital (the nearest is 25 KM away) could be provided. We've listened to our partner's greatest needs:

- A maternity ward
- An operating room
- A pediatric ward
- A laboratory
- An out-patient clinic for eye care, ear care, and physical therapy

Once we convert the dispensary to the out-patient clinic and complete building each of the other four units above, the Tanzanian government will supply the medical equipment and machines that the center needs to significantly raise the standard of care that the dispensary currently provides.

That will mean healthier lives for countless Tanzanians.



WE'RE LISTENING TO YOU, TOO

Without your generosity, none of these projects would be possible. That's why we're always listening to you; you're the future of Focus on Tanzanian Communities, and you're helping write new pages in the stories Tanzanians are telling us. We want you to know:

- We listen to what matters to you. A few years ago several donors told us they wanted to invest directly in the projects that felt most urgent to them. We listened, and now you can choose whether your investment supports education, health/water, women's empowerment, or simply "where it's needed most."
- Donors who fund an entire building can choose to include their name on the permanent dedication plaque.
- You let us know that you want as much of your donation as possible to go to the projects. Now, all administration and development costs are covered by board members and a generous foundation, so 100% of your investment goes directly to projects in Tanzanian partner communities.
- Periodic Board of Directors visits to Tanzania (paid for by each board member) help us assess the effectiveness of past projects and ensure that what FoTZC does is sustainable. It's during these visits that conversations with local officials, village elders, and community groups help guide future priorities.



Nakaki talks to FoTZC board members



Orkuyene village turned out to thank FoTZC for their new school when the board visited in November, 2018

FINANCIALS

Revenue and Expenditures for January 1, 2018 through December 31, 2018

BEGINNING BALANCE January 1, 2018 **\$178,493**

REVENUE

Cash Donations	\$293,004*
In-Kind Gifts (Thomson Safaris)	\$27,168
TOTAL REVENUE	\$320,172

EXPENDITURES

Projects	83%	\$267,167
6 boreholes and 3 rainwater harvesting systems		\$91,003
3 Houses for teachers and health care workers		\$85,135
COCOPA Training and Evaluation study		\$26,761
Latrines for COCOPA and Haymu Primary		\$39,535
On-site Project Management Fees		\$28,076
Administration & Development	17%	\$56,341
State Registrations and Tax Preparation		\$13,035
Marketing		\$9,734
Management Fees		\$24,489
Office Supplies, Bank Fees & Insurance		\$5,036
Website and Database		\$4,046
TOTAL EXPENDITURES	100%	\$323,508
ENDING BALANCE December 31, 2018 (less In-Kind Gifts)		\$147,989

DONORS

The FoTZC board and our Tanzanian partners are deeply grateful for your investment in Focus on Tanzanian Communities, as your generosity makes these projects possible.

Donations received between September 1, 2018 through August 31, 2019

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*All administrative and development costs are covered by board members and a generous foundation. This means that 100% of your investment goes directly to funding new projects in our Tanzanian partner communities.

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FOCUS
ON
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c/o Thomson Safaris
14 Mount Auburn Street
Watertown, MA 02472

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To overcome economic and social challenges in Tanzania by partnering with local communities to support education, health care, women's empowerment, and other sustainable community development initiatives.

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* Daniel is an employee of Tanzania Conservation Ltd., owned by Rick Thomson and Judi Wineland. Its mission is to protect wildlife and provide services to tourists and the local community. In addition to managing their farm in Sukenya, Judi and Rick dedicate a portion of Daniel's time to work for FoTZC.