



the focus



FOCUS
ON
TANZANIAN
COMMUNITIES

*Overcoming economic and
social challenges in Tanzania
in partnership with
local communities and
Thomson Safaris.*

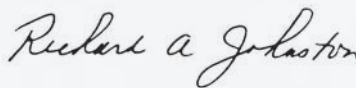
Dear Friends,

Thank you for your incredible support over the last year. As President of Focus on Tanzanian Communities (FoTZC), I am proud of the projects that we have completed during the last sixteen years. We strive to help our partner communities in Tanzania effectively realize their goals for education and sustainable development. We also work hard to be responsible stewards of our generous donors' gifts.

Because our projects and activity have significantly increased over the last few years, the Directors decided to hire an administrator to help raise additional funds and to manage and track our project implementation. In 2012, we hired Eliza Hatch as our Director of Development and Operations. Eliza has worked at Thomson Safaris since 2007, and has assisted FoTZC on a part-time basis with administrative work since 2009. She is completing her Master's of Public Health in International Health and is personally involved in philanthropy and international development. Last November, Eliza accompanied five FoTZC Directors on a trip to Tanzania to visit several of our projects. She shares her impressions of the trip along with four of the directors later in this report. Eliza is thrilled to take on a larger role at FoTZC, and we are pleased to have her on staff.

Beginning with this issue, our newsletter will now include some information typically found in an annual report, specifically, a snapshot of our revenues and expenditures and acknowledging our generous donors by name. Going forward, we would like to keep you updated on our activities by email. Please share your email address with us so that we can keep you informed on a more timely basis and reduce our environmental footprint. Be sure to bookmark our website, www.fotzc.org, where you can also make secure, online donations. We are excited to increase our impact in our partner communities in 2013 by taking on more and larger-scale projects. Please help us reach these ambitious goals by supporting FoTZC this year. Thank you for your continued dedication to Tanzania.

Sincerely,



Richard Johnston
President, Focus on Tanzanian Communities

Dear Friends,

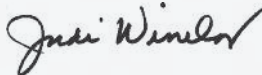
Thanks to your outstanding support, Focus on Tanzanian Communities (FoTZC) has accomplished an incredible amount over the past year. As co-founder of Thomson Safaris and a member of FoTZC's Board of Directors, I am proud of what FoTZC has achieved and I am happy to be able to introduce Thomson Safaris guests to our work.

At FoTZC, we understand the symbiotic relationship among tourism, conservation, development, and philanthropy, and we are invested in helping our partners improve their communities. Staying personally connected to these communities is important; it helps us to foster greater involvement and engagement in each community. This ensures that the communities' needs are met and that the solutions have a lasting impact.

Last fall, I traveled to Tanzania with four other FoTZC directors to visit our Tanzanian friends, inspect completed projects, and gather information on proposed projects. The site visits were enlightening, but the most important and moving part of our trip was our time spent with children, women, men, community elders, teachers, and school headmasters. These Tanzanians did not just tell us what their communities need, they also explained how much FoTZC projects have helped them, and how much they value having FoTZC as a partner. Building and caring for these well-rooted relationships enables us to ensure success on the ground and the efficient use of resources and funds.

In this report, we describe our projects completed in 2012, as well as our planned projects for 2013 and beyond. I ask you to please support FoTZC this year; we have a lot of ambitious projects that need your help!

Best regards,



Judi Wineland
Director, Focus on Tanzanian Communities



FoTZC Board Members Visit TANZANIA

In November, 2011, five members of our Board of Directors traveled to Tanzania, all at our own expense, to visit FoTZC projects and partners. In six days, we visited nine schools and three women's groups in eight villages across northern Tanzania. We had the opportunity to meet regional, district, and local politicians, local elders, school headmasters, teachers, students, and parents.

We visited all of the projects that we completed in 2011: brand new teachers' housing units at Orkiu Primary School, Soit Sambu Primary School, and Soit Sambu Secondary School; smoke-reducing stoves in Maasai bomas; and a cooking facility with high-efficiency stoves at Robanda Primary School. At these visits, we asked many questions to ensure that we made the right funding decisions.

We talked with elders, parents, and school heads to verify community involvement, to determine the impact of each project, and to discuss the community's goals for the future.

to completing the new projects in priority order for each community. We are in the process of building a girls' dormitory at Soit Sambu Secondary School, and plan to build a medical dispensary in the Oloipiri Ward, a 2-in-1

partners in Tanzania is essential to maintaining strong collaborative relationships with each community, and ensures that our projects are implemented according to specification. Our dedicated Board of Directors was able to

“I am thankful for the establishment of the women's groups; it is one step towards empowering our women. The women can now earn income and shoulder some of the financial burden for their families.”

— Loserian, Sukenya Village Chairman

Each community also discussed new project requests with us in order of importance and priority to the community. Throughout the trip, and upon our return to the US, we discussed how feasible and how sustainable each project would be, and tried to commit

teachers' housing unit at Oloipiri Primary School, and to provide for ongoing beading training for the four women's groups with which we partner in Loliondo.

Visiting our projects and meeting face-to-face with our

partners in Tanzania is essential to maintaining strong collaborative relationships with each community, and ensures that our projects are implemented according to specification. Our dedicated Board of Directors was able to



FoTZC Directors and accompanying family members in Tanzania meeting with prominent members of the Maasai community. Topics like water, education, economic development, and women's empowerment were discussed.

What struck you most about the Board of Directors Trip?



Lucy Karl Director

Two experiences stand out for me. The first was our visit to the girls' dormitory at Soit Sambu Secondary School. The girls sleep 12 to a cubicle, which consists of two sets of bunk beds with three feet of space in between. Despite their extremely difficult living arrangements, these young women are eager to learn and broaden their horizons. FoTZC's priority of raising funds to build more dorm space will enable these students to not only have less cramped sleeping arrangements, but also afford them better study space. The second was **our meeting with the women of the Enyuata Women's Collaborative, who spoke of their eagerness to continue to receive training** through FoTZC's program to improve their beading and marketing skills – skills which will allow them to earn additional income for school fees and other family needs. By contributing financially to their families, these women gain status within their communities and afford their daughters greater opportunity to attend secondary school instead of being married off at a young age.

Catherine Henn Director

Observing the deplorable crowded conditions under which boarding school girls have to live made me fully support FoTZC's fundraising priority: constructing a new, more spacious dormitory for these young women. Second, watching Maasai women organize and run a maize mill to which women villagers can take their sacks of grain to be ground instantaneously, rather than doing it laboriously by hand **convinced me that FoTZC's modest monetary investments in this project have made a tremendous difference in people's lives.** Finally, experiencing the difference between the interior air quality for Maasai homes which have new, smoke-reducing stoves, and homes that have traditional, open-hearth fires was a wonderful example of what a big difference small monetary donations and technological changes can make in bettering people's lives.

Constance Cork Director

The most striking thing to me was **observing what seems to be a profound cultural shift occurring within the Maasai community.** Maasai families are choosing to educate their daughters instead of having them marry young to receive a dowry. This choice creates an immediate economic hardship for any family, but collectively, over time, the community will benefit from higher education rates. This shift creates a need for well-built, community-supported schools with satisfactory housing to attract teachers, as well as adequate dormitories to house students.

Mary Loeken Director

I had not visited any FoTZC projects since I visited Tanzania with my family and joined the FoTZC Board in 2000. It was important to me to see the physical effects of our work, as well as its impact on the communities and the obstacles to these communities reaching their goals. **There is no substitute for visiting our projects in Tanzania and hearing from community members how these projects have helped and what needs remain.** It helped us learn from the communities how we can best partner to advance education and women's empowerment.

Eliza Hatch Director of Development & Operations

Two things really struck me during this trip. First was how long it takes to implement projects in Tanzania. Leading up to the construction of our projects, we do a great deal of meticulous planning. Detailed work goes into every project, and it was enlightening to witness the process first-hand. The second thing that impressed me was watching our dedicated, volunteer board members visit our projects. **They were able to connect with Tanzanians at each project and ask insightful questions about involvement and lasting benefits.** These processes ensure that our projects will be impactful for many years.

2012 PROJECTS

“In general, the question of infrastructure is a big problem. Even though the government is supporting us, the district itself is very big, and the government does not have enough money for everything. Because of your contributions, we hope that we will manage to overcome all of our challenges.”

— William Alais,
Oloipiri Ward Councilor



Stove Project



Ayalabe School Opening



Student at Ganako



Stove Project



Ganako Entrepreneurship Seminar

GANAKO SECONDARY SCHOOL

Entrepreneurship Seminar
Location: Karatu

The Harriman family, who is working to build *Michela's Room* at the Ganako Secondary School in honor of their daughter, worked with Dennis Hanno, the Dean of Babson College to start an entrepreneurship seminar. In March of 2012, FoTZC helped provide funding for Dean Hanno, seven Babson students, two Babson graduates, and four adults, including Kristen Wainwright and Rick Harriman, to teach entrepreneurship to 80 students. The seminars based at Ganako were quite successful. Students who were reluctant to speak in English at the start of the week were confident enough to present their business proposals in front of the group of 80 by the end of the week. The Harriman family is exploring the idea of making this seminar a more permanent program.

STOVE PROJECT

Phase One
Location: Loliondo

FoTZC funded the construction and installation of 50 smoke-reducing stoves. The expert stove-makers we funded have worked alongside local women to complete this project's first phase. Small teams of women have been taught how to construct and maintain the stoves; they are now able to build stoves and sell them at a profit. The learning process, however, was challenging. While the women took to stove construction quickly, they had a hard time with the idea of making a profit off of the stoves they built for other local women. We will likely partner with them soon on another phase of this project.

AYALABE PRIMARY SCHOOL

Two Classrooms
Location: Karatu

In 2009, we built two classrooms at Ayalabe and poured the foundations for three additional classrooms. In mid-2009, Jane Moore, a past guest of Thomson Safaris, began raising funds for two additional classrooms. Thanks to Jane's hard work, we completed and furnished these classrooms, and Jane, her husband, and two of their friends traveled to Tanzania to dedicate the classrooms in August, 2012. The dedication was attended by many community members, and the local Member of Parliament was the guest of honor at the celebration.



NEW FILM RELEASED!
Watch our new film at: www.fotzc.org/what-we-do

Upcoming PROJECTS

We are excited to announce our upcoming projects, and we hope that you will help us complete them! If you would like additional information on any of these projects, please email info@fotzc.org.

OLOIPIRI WARD

Medical Dispensary, Loliondo

In 2010, the Enyuata Women's Collaborative told FoTZC that their top priority was to build a medical dispensary (a walk-in clinic). The community members, village governments, and ward government all affirmed the dispensary as a community priority, as the nearest existing health facility is 20km away. The district and regional governments agreed to provide staff, supplies, and fund all of the dispensary's operating costs if FoTZC builds the dispensary building and staff housing. This dispensary will serve more than 6,000 people.

Estimated Cost: \$100,000

SUKENYA PRIMARY SCHOOL

2-in-1 Teachers' House, Loliondo

We constructed one 2-in-1 teachers' house for Sukenya in 2010, and the school was able to increase its teaching staff and its educational standards. In 2010, Sukenya was ranked 51st out of 59 schools in the district; in 2011 it jumped to 9th out of 59. The community has requested an additional teachers' house, as the Sukenya student body continues to grow.

Estimated Cost: \$45,000

ORKIU PRIMARY SCHOOL

Two Classrooms, Loliondo

In 2011, we completed a 2-in-1 teachers' house at Orkiu, enabling the school to add to its teaching staff. When we visited the school, we learned that it has half of the necessary classroom space for the student body. While half of the students are in class, the other half must wait outside on the cold, windy plateau, which can cause health problems for the students. We plan to construct two additional classrooms at Orkiu.

Estimated Cost: \$40,000

OLOIPIRI PRIMARY SCHOOL

2-in-1 Teachers' House, Loliondo

Oloipiri Primary School is a brand new partnership for FoTZC. The school has over 500 students and only nine teachers, so when the community asked FoTZC to build a 2-in-1 teachers' house, we agreed to help. The community is deeply invested in the school; they have begun raising funds for classrooms and teachers' housing, but due to recent droughts, they were not able to begin the teachers' housing and have not been able to complete construction of the classrooms. We look forward to helping this school grow.

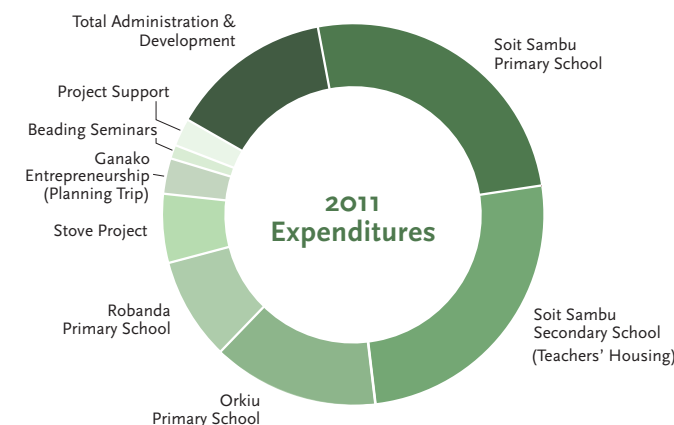
Estimated Cost: \$45,000

2011 FINANCIALS

REVENUE

Cash Donations	89%	\$154,061
In-Kind Donations (Thomson Safaris)	11%	\$19,209

TOTAL REVENUE \$173,270



EXPENDITURES

Projects	86%	\$137,571
Soit Sambu Primary School		\$40,742
Soit Sambu Secondary School		\$40,742
Orkiu Primary School		\$22,420
Robanda Primary School		\$13,924
Stove Project		\$9,242
Ganako Entrepreneurship		\$4,802
Beading Seminars		\$1,828
Project Support		\$3,871

Administration & Development	14%	\$21,967
State Registrations and Tax Preparation		\$14,495
Printing and Mailing		\$3,335
Insurance		\$1,994
Database Service/Maintenance		\$1,163
Legal Advice in Tanzania		\$500
Website Maintenance		\$480

TOTAL EXPENDITURES \$159,539

DONORS

Focus on Tanzanian Communities and our Tanzanian Partners are deeply grateful to our generous donors who make our work possible. Following is a list of donors from January 1, 2011 through December 31, 2011.

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We would like to thank our **retiring Directors, John Brock and Paulette McCarty**, for their many years of dedication to Focus on Tanzanian Communities. John and Paulette are part of the original founders of FoTZC and have provided wise counsel over the years.

Much appreciation goes to Wilmer Hale, LLP for their pro bono legal counsel.



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