



Orphans Africa
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ANNUAL FINANCIAL REPORT 2011

REVENUE

Direct Public Grants	\$ 25,000
Contributions	\$ 35,155
Special Events Income	\$ 38,572
Volunteer Program Services	\$ 4,210
Total Revenue:	\$102,937

PROGRAMS EXPENSES

Orphan Sponsorship	\$ 528
Scholarships	\$ 465
Marilynn Primary & Nursery School	\$ 3,866
Mwaji Secondary School	\$ 39,643
Isandula Center	\$ 6,205
OA Staff Support - Tanzania	\$ 2,016
Micro lending / Business Development for Widows	\$ < 1,617 >
Volunteer Teaching/Assistance Program	\$ 4,055
Other (feminine hygiene kits)	\$ 600
Total Programs Expenses:	\$ 55,761

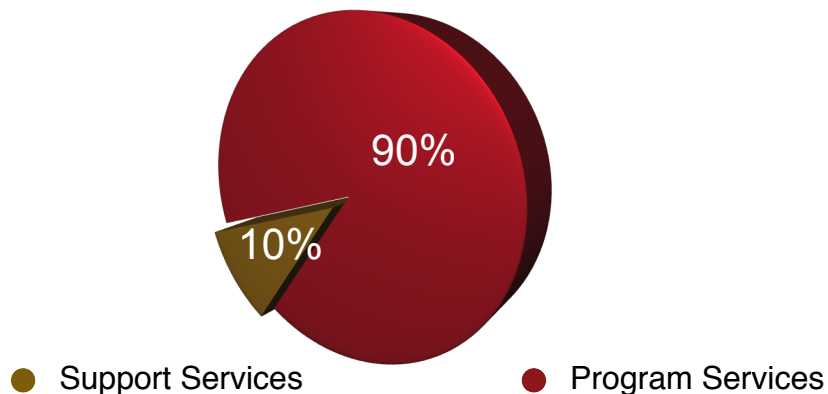
MANAGEMENT AND GENERAL EXPENSES

Bank Service Fees	\$ 2,143
Business Registration Fees	\$ 50
Postage / Mailing Service	\$ 1,253
Printing / Copying	\$ 1,548
Supplies	\$ 888
Travel / Meetings	\$ 97
Software	\$ 5,073
Website	\$ 382
Other	\$ 180
Total Management and General Expenses:	\$ 11,614

EXCESS OR DEFICIT FOR THE YEAR

	\$ 35,562
Net assets, Beginning of Year	\$ 1,019
Net Assets or Fund Balance, End of Year	\$ 36,581

**OVER THE PAST THREE YEARS, ORPHANS AFRICA HAS
 DEVOTED 90.0% OF ITS TOTAL EXPENSES TO PROGRAMS**



Financial Report Overview

What's new this year . . .

- OA received its first grant of \$25,000, specifically earmarked for the Mwaji Secondary School. This "Tangible Love Grant," provided by Community of Christ, is renewable for two subsequent years in decreasing amounts.
- Because of OA's continued growth (95 new donors just this year!), it was expedient to invest in software. OA's new software (eTapestry) has eliminated the need for multiple databases as it is multi-functional. Because of this, and because of its sophistication and power, OA now has the capability to handle accelerated growth with a sum savings in management hours.
- OA also invested in an auction software program that fully integrates with OA's existing database. This software helps to ensure a smooth check-in/check-out process, as well as easy post-auction accounting, again resulting in a sum savings in management hours for the auction committee as well as for the OA treasurer.

What's the same this year . . .

- All work performed by OA staff in 2011 was 100% volunteer. While this can't last forever, it's good to know that OA staff are "walking the talk," putting in anywhere from a few hours a month on evenings and weekends, to working 60+ hours per week.

Q&A . . .

- **Q: What kinds of scholarships does OA provide?**
 - A: We have two types of scholarships that we administer: 1) if an OA-supported orphan graduates from secondary school, OA may choose to send that orphan to a vocational school, teachers' college, or even to university; 2) occasionally OA may send an exemplary non-orphan individual to either a teachers' college or to university with the agreement that, after graduation, they will work for OA either at an OA school as a teacher or headmaster, or as an on-site manager for OA. Having educated personnel on-site in Tanzania is imperative for OA's success. (University costs \$300.00 USD per semester, or \$1800 for a full degree.)
- **Q: Why does the total for "Microlending / Business Development for Widows" reflect an income of \$1,617? Shouldn't OA be paying money out to the widows?**
 - A: In 2009, OA provided \$5,000 "seed money" to pilot a microlending project in which a group of widows would receive small loans to start small businesses. They would be accountable as a group for repayment of the loan. A portion of this loan was repaid in 2011, which is why OA shows a net income for that fund. Usually, money from the repaid loan is quickly turned around and re-loaned so the process can begin again. However, the program manager in Tanzania has resigned. While the program manager continues to collect the remaining debt, OA now lacks a qualified individual to administer the next cycle of microloans. Ideally, another program manager will be hired in 2012, and the monies re-loaned to more widows.
- **Q: Why are bank service fees so high?**
 - A: Each time OA wires money internationally bank-to-bank, it costs \$45.00. MoneyGrams are sometimes a good solution, costing as low as \$9.99, however, the fees rise depending on how much is sent -- the more money sent, the higher the fee. OA is currently investigating other secure ways of sending money internationally that do not cost as much. Also, bank service fees include all merchant fees incurred when processing credit card donations.