



The Mango Tree

Annual Report 2018



“Our work has led to huge educational, economic and wellbeing benefits for people in western Kenya and southwest Tanzania.”

Emily Pearson, UK Director



Welcome

Celebrating 15 years of orphan support through education and sustainable development

Welcome to this review of the impact which The Mango Tree Orphan Support Programme has achieved over the last 15 years. During this time, we have invested over £7million in East Africa and developed an internationally recognised model of community-based orphan care through education and sustainable rural development. We have provided direct access to education, training and livelihoods support to over 25,000 children and young people, and have had a significant impact on reducing poverty for disadvantaged families in areas where poverty rates continue to remain high. We estimate that this has led to educational, economic and wellbeing benefits for approximately 500,000 people in western Kenya and southwest Tanzania.

The Mango Tree's five-year strategy (2017 to 2022) includes a commitment to ensure that the orphans we currently support are able to complete their education through to tertiary, college or university to enable them to become self-reliant. This strategy is also designed to support the gradual expansion of our partners' development work in East Africa so that they are able to reach more people with sustainable education and improved livelihoods.

Over the past three years, we have been encouraging the development of social enterprises and partnerships, working to support good practice and sustainability, as well as supporting our partners to expand into new areas. In 2018 The Mango Tree Kenya opened a new programme in Malawi and it has raised sufficient funding to start the construction of the long-awaited girls' boarding secondary school in Mawego, Kenya.

The development of educational social enterprise models, such as the Kyela Polytechnic College, the girls' school and the farmers' training centre, are all projects which both encourage and support education for disadvantaged people, as well as generating income through fees, hiring of space and by providing important services to the community.

We are pleased to feature Lilypads, a reusable sanitary towel social enterprise, which developed out of the research by one of our volunteers, Alison Wood. The Mango Tree Kenya is partnering with Lilypads to support local women to set up small businesses selling reusable pads within their local communities, as well as providing education on menstrual health, sexual health and female empowerment. Read more about this great new social enterprise on pages 10 & 11.

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 over the past 15 years. We hope you enjoy reading about the areas where we are working and the stories of those people whose lives have changed immeasurably through your support of our work.

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Case study

Our cover photo is of 25 year-old Charles Kong'ana. The Mango Tree funded Charles' education for 10 years, since 2007. Last year he graduated from Eldoret Aviation College with a Diploma in Mass Communication. He is currently working at Sunset Radio in Homabay County as a radio presenter.

We are The Mango Tree



Our impact continues to transform the lives of:

30,000
people in rural communities

25,000
young people & vulnerable children

15,000
rural families affected by HIV/AIDS

Willie Fulton meeting with deaf students at KPC

Over the last 15 years, we've focused on where we can make the most difference.

2003 – 2006

We started in Tanzania as a response to HIV/AIDS, by providing food, immediate care and access to education for orphans. In 2006 we established a new orphan care programme in western Kenya.

2007-2011

Our focus shifted to sustainable agricultural development to support the resilience and self-sufficiency of guardians. We received \$1million from Google and decided to build two educational institutions. With a more strategic approach, our income begins to diversify.

2012–2016

We opened the Kyela Polytechnic College in 2012. Our orphans climbed Kilimanjaro with staff and donors and raised £50,000 as we celebrated our tenth year. Our long-term approach now involves innovative community-led projects, social enterprise and new partnerships.

2017-2022

Our five-year strategy outlines a more sustainable funding partnership model which supports greater financial autonomy and reduces dependency on UK donor funds. We begin constructing a girls' secondary school in Kenya and have opened a new programme in Malawi.



Our education work gives:

Children

Improved access to primary, secondary and higher education

Families

Improved health, well-being, income and nutrition

Communities

Stronger economies, better infrastructure and new educational institutions



Who we are

We work hand-in-hand with local people in remote, rural areas of western Kenya, southwest Tanzania and southern Malawi. Our head offices are based in the rural areas where we work. This ensures our resources and expertise are invested locally, where they are most needed.



Gail & Willie Fulton

"During our regular visits, we see at first hand the impact of The Mango Tree's work. We constantly remind ourselves that this has only been made possible by the loyal support of so many regular donors."



Consolata Achieng

"Without TMT this area, where I grew up, would have struggled. Now we are seeing stronger families able to live from the land, feed and educate their children - and the future of our community transformed."



Salatiel Mwakyambiki

"Six years of investment in vocational training and new academic courses has made KPC an education hub for Kyela, Rungwe, Busokelo and the whole southern highland zone."



Peter Kunyada

"TMT Malawi is already bringing hope to some of the many orphans and vulnerable, impoverished Malawians. Our integral approach will ensure a lasting impact for the entire community."



Kyela Polytechnic College

15 years of community based development projects

Education & Training

- Bursaries, extra tuition, fees, school uniforms and family health education
- Construction and funding for a vocational training college (KPC)
- A multi-purpose residential training centre running training, workshops, events & holiday tuition for local people
- A new girls' secondary school
- Water and sanitation projects in primary and secondary schools

Women & Girls

- Targeted educational support, family-based care & boarding school bursaries
- Sexual and reproductive health, including reusable sanitary pads

Health & Wellbeing

- Health education in schools and communities
- HIV testing
- Treatment and referral services
- Child protection and rights
- Home-based care and specific livelihoods projects for people living with HIV

Community Livelihoods

- Boreholes and water projects
- Agricultural and livestock projects
- Sustainable aquaculture
- Forestry and mango tree grafting
- Training and micro-finance

Education for development

Young people fight for an education in Homabay County, western Kenya



Homabay County, Kenya

Along the shores of Lake Victoria, Homabay County is home to 955,060 people. 48% live below the poverty line. The county has a rapidly growing population, falling food production, low resilience to climate change and poor resource management. Three quarters of the population is under 30 and about half under 15. The county is dominated by young people who rely on families who struggle to make a living. Youth unemployment levels are high and the HIV rates remain the highest in Kenya.

Climate change, rapid population growth and the decline in the local fishing industry are all taking their toll on the communities living in the County. Sand mining, brick making, firewood selling and charcoal burning are common forms of part-time labour for many people. These livelihoods are seriously damaging the local environment and the longer-term prospects of smallholders.

Homabay County has been underinvested for generations. Most homes have no running mains water or electricity, there are few constructed roads, very basic schools and hospitals, and a lack of local government outreach into rural areas.

Orphans and vulnerable children

Guardian families simply cannot afford to educate the orphans in their care. Household income levels are extremely low and the majority of guardians have limited education or formal training. Many were ex-fishermen and women who have been forced into casual labour, short-term employment or subsistence agriculture on rented land. All the orphans we sponsor have had significant gaps in their education as they have had to miss school for long periods of time.

Fighting for an education

Our research indicates that 15% of orphan children drop out of school before they complete secondary education. Orphan enrolment at secondary level is low, especially for girls, with only 15% of girls enrolling in some areas. The fight for girls to remain in education is particularly hard, especially for girls between the ages of 12-16 years. The most vulnerable drop out of primary or secondary school mainly due to teenage pregnancy or early marriage.

The difference in the quality of the education children receive between fee-paying and non fee-paying schools is stark. Fee-paying schools are far better but are unaffordable for the vast majority of families. The government-funded schools are poorly equipped with large class sizes and not enough teachers. Children do not perform well and tend not to be able to transition into further education. With no extra curricula provision in schools, little homework support from guardians or teachers, a lack of library services, no electricity for evening study (98% of homes) and a lack of integration between parents and schools, it is not surprising these children and young people have to fight hard to obtain an education.

Our impact

12 years of supporting education for orphans in Homabay County, Kenya

We have supported over 4,000 orphans living in Homabay County to access some form of education or training. In addition to fee bursaries, uniforms and materials for children and young people to stay in school, we also provide holiday tuition, health and wellbeing support and sustainable livelihoods for guardian families.

We target HIV orphans and those children who have suffered bereavement from parental death or trauma from child abuse and neglect. We also run specific projects for girls and young women to remove the barriers which undermine their education and development.



A girls' residential holiday tuition course in progress

Adding value

We have improved the school attendance, retention and performance of thousands of orphaned children who have had significant gaps in their learning, by providing extra curricula tuition, homework clubs, library services, careers advice and other activities. Every year we deliver a comprehensive residential holiday tuition programme which offers a range of extra academic classes, as well as sport, drama, art and music. This has helped to build the self-esteem and confidence of children and young people, as well as improving their academic performance.

Prioritising girls

We target girls and young women with activities which support greater participation and equality in education. These activities include sanitary towel awareness campaigns, school water and toilet construction projects, sexual health education, girls and boys school clubs and targeted girls homework support groups.

This year we will start to build a good quality girls' secondary boarding school which will raise standards of education across the County. The school will include an educational bursary fund for local disadvantaged girls.

An holistic approach to health and wellbeing

We deliver health education talks and workshops in communities and schools covering mother and child health, sexual health, nutrition, water and sanitation, parenting, child rights and disease control.

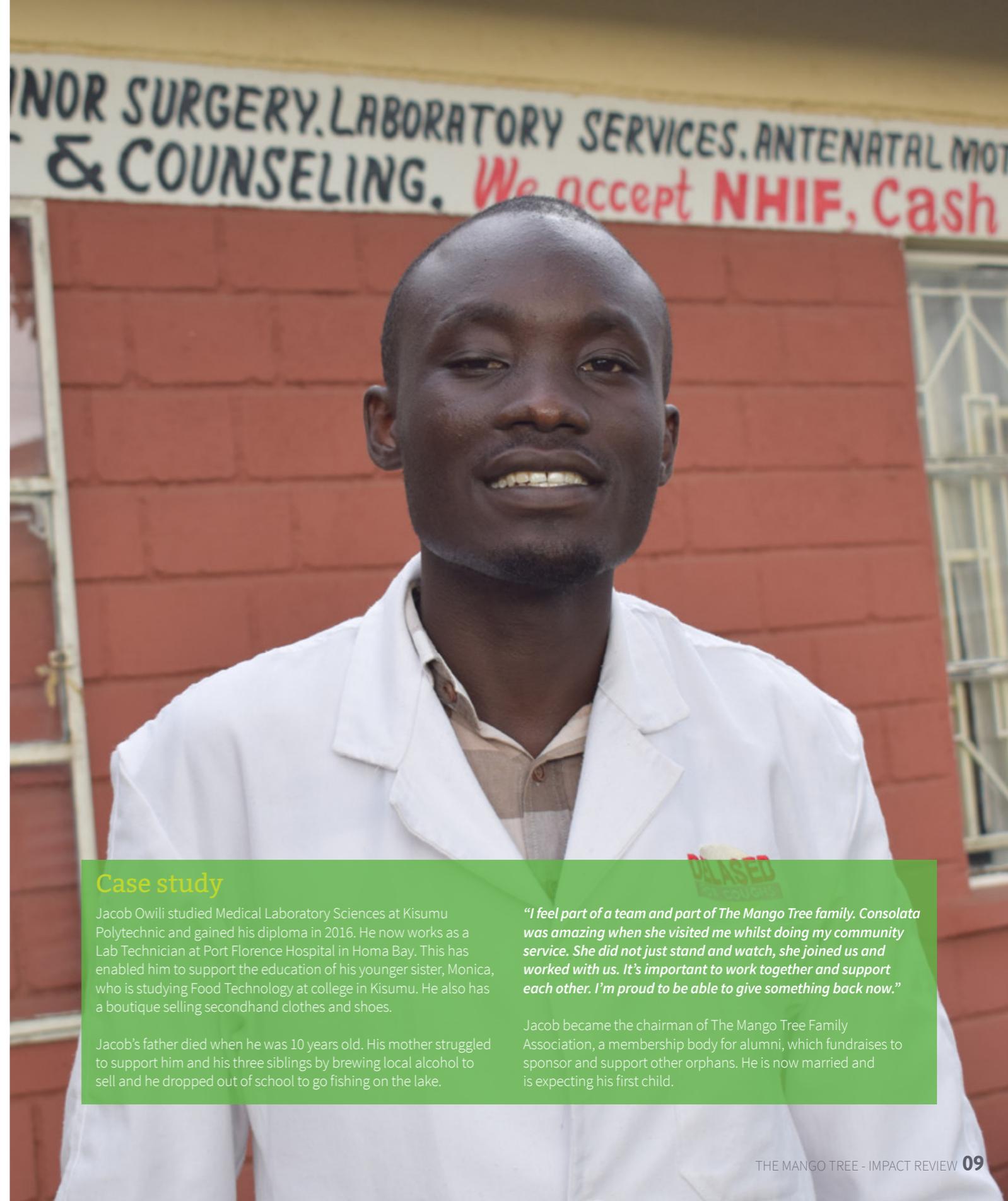
Tackling food poverty

2,250 parents and guardians, who are at risk of remaining trapped in poverty, are being supported with sustainable livelihoods such as goat breeding, community aquaculture, mango tree grafting, cassava, maize and banana production. They are expanding and diversifying their farm production. Smallholders are learning

about new appropriate technology and gaining more agricultural and animal husbandry knowledge. This is improving yields, household income, food security and family nutrition.

Building communities

We have developed a highly successful community service mentoring programme which offers work experience placements for sponsored students. They work on placements in schools, farms, community centres, foster care homes and at The Mango Tree offices. These placements provide valuable, practical work experience. They give young people new skills, careers advice and support. This adds value to government local education services and creates a culture of community social responsibility. These young people have now created their own networks of support through social media and The Mango Tree Family Association which raises local funds to support other Mango Tree sponsored orphans.



Case study

Jacob Owili studied Medical Laboratory Sciences at Kisumu Polytechnic and gained his diploma in 2016. He now works as a Lab Technician at Port Florence Hospital in Homa Bay. This has enabled him to support the education of his younger sister, Monica, who is studying Food Technology at college in Kisumu. He also has a boutique selling secondhand clothes and shoes.

Jacob's father died when he was 10 years old. His mother struggled to support him and his three siblings by brewing local alcohol to sell and he dropped out of school to go fishing on the lake.

"I feel part of a team and part of The Mango Tree family. Consolata was amazing when she visited me whilst doing my community service. She did not just stand and watch, she joined us and worked with us. It's important to work together and support each other. I'm proud to be able to give something back now."

Jacob became the chairman of The Mango Tree Family Association, a membership body for alumni, which fundraises to sponsor and support other orphans. He is now married and is expecting his first child.



Tackling period poverty

Developing partnerships to promote rural social enterprise

Our work to promote girls' education in Africa really took off after our BBC Radio 4 Appeal in January this year, which raised over £45,000 towards our girls' education programme. This now includes supporting a new project to improve access to reusable sanitary towels for girls and young women, as well as an expansion of our reproductive and sexual health education programme in secondary schools.

The reusable sanitary towel project grew out of the research work of one of our volunteers, Alison Wood, who visited our Kenyan programme in 2015 and 2016 to carry out research for her dissertation. After graduating from Edinburgh university, she co-established Lilypads, a social enterprise based in Edinburgh.

"All around the world, young women and girls face barriers to education."

Some of those barriers are obvious and openly debated: sexism, poverty, lack of infrastructure. But some, such as menstruation, are hidden as they are considered to be taboo."

In rural Kenya today, 65% of women are unable to afford sanitary products. Girls as young as twelve are making an impossible decision: have sex with older men in exchange for pads, resort to unhygienic alternatives to sanitary pads, or drop out of school. Such actions severely hamper the life prospects of young girls due to the risk of pregnancy or sexually transmitted diseases and the loss of valuable education time. No one should be disadvantaged or endangered

due to their period. Lilypads is now run by four University of Edinburgh students and graduates who are passionate about ensuring that women are not isolated or disadvantaged because of their period.

"Having experienced the difficulties that school girls in Kenya face to access sanitary products, we decided to set up an Enactus project, Lilypads. We then began research in our hometown, Edinburgh, and realised that period poverty and stigma are prevalent here. We are now in the process of developing a reusable sanitary pad and menstrual health education model in the UK too."

Lilypads aims to eradicate period poverty by selling affordable, reusable sanitary products and providing menstrual health education within schools. They have developed and run trials with their own reusable pad designs which are made of recycled materials including towels donated by hotels in Nairobi. This enables them to keep the cost of the pads low whilst simultaneously reducing waste.

The Mango Tree, together with Lilypads, has supported 32 local women in Homabay to set up small businesses selling Lilypads' reusable pad designs within their local communities. The project also provides enterprise training to these women, so that they acquire all the skills they need to sell the pads independently and



Case study

Financy Oketch is now a Primary School and Early Years Teacher but her own education was a struggle. She was dependent on her grandparents who were regularly unable to pay school fees or to buy sanitary towels so she was forced to miss a lot of school. The Mango Tree's support has meant she was able to complete her secondary education and she then took a volunteer community service position at Kongweno Primary School.

"I became interested in teaching as a career and was able to share challenges with my fellow TMT peers. We encouraged and supported one another."

She completed her training at Nakuru Teacher Training College in 2011 and was employed by a private academy. She used her income to fund a diploma in Early Years Education and is now a teacher at Vine Garden School in Nairobi.

"The girls I teach are the next generation and I'm passionate about supporting them to stay in school. Many girls drop out of secondary school due to pressures of domestic responsibilities and other barriers, such as lack of sanitary towels. I believe in the benefit of a full education and will carry on fighting for girls' education."

runs workshops focusing on menstrual health, sanitary products and female empowerment. They sell sanitary pads, educate girls about menstrual health in schools and create a support network throughout the local community for young girls and women.

Lilypads has now distributed free pads to over 100 disadvantaged girls. Their sanitary towels also eliminate the use of nearly two million disposable pads and reduces waste from hotels which would otherwise be destined for landfill. They plan to expand

to three other African countries and start projects in the UK.

"We envision a world without period poverty and are driven to ensure all woman and girls are able to reach their potential. Lilypads is providing a simple solution to a monumental issue and strives to end exploitation. Period."



You can find out more about the Lilypads project at: lilypads.org.uk



Alison and Mhairi from Lilypads talk to school girls in Kenya about their menstrual health



Photo left: Alison shows a reusable 'Lilypad'



“Further education was once just a dream but now I am planning to study for a masters degree in Finance so I can become an accountant.”

Eunice Ounda

Case study

After her father died from AIDS in 2004 Eunice was funded by The Mango Tree through secondary school and college. Her father had been a fisherman and her mother a fishmonger. Her mother had been left to support four children and seven cousins - they were left destitute, living in a one-roomed hut.

Eunice now has a degree in Business Management and works for a bank. She is married with two children, the eldest has just started primary school. Her husband John works for the County Council and they live in in Kakamega in a two bedroomed house with a kitchen and have a shamba (allotment) where they grow crops and keep chickens.

Eunice helped to fund her younger sister's university education who has now graduated as a statistician. She also continues to support her other siblings and cousins who are in vocational training or still in school. All but two of the 11 children and young people in Eunice's family have managed to get an education or some form of vocational training.

Eunice has also assisted her mother to expand her house to three rooms, so it includes two bedrooms and has made a borehole to irrigate her mother's shamba. She is an active member of The Mango Tree Alumni and was one of the founder members of The Mango Tree Family Association.

Case study



Ibrahima Mwamba left his village after secondary school and moved to central Tanzania to find employment. He worked on the ticket window for a transportation company before finding a job at a small restaurant.

“I really enjoyed working in catering and decided to try and get more training so that I could develop a career in hotel management.”

Ibrahima heard about KPC from one of his customers and decided to apply for a place on the Food, Beverage Services and Sales course.

“During my studies I got the chance to do work experience at a hotel in Zanzibar. It was one of the greatest experiences I have ever had. It was wonderful to be able to use the skills I had learnt and I really impressed the hotel manager.”

This work experience in Zanzibar gave Ibrahima extremely good experience and he went on to complete his studies and passing his final exams. He is now manager of Matema Hotel, which is under KPC management.

“Education has been the key to my success. It has given me the freedom to follow my dreams and find work doing something I love. I am very proud of everything I have achieved.”

Fostering new partnerships

Kyela Polytechnic College becomes a great community hub

Kyela Polytechnic College's (KPC) reputation is growing as its tutors and students are starting to participate in, and influence new exciting local development initiatives. The College is having a big impact on local communities. The widening choice of courses is enabling more young people to become self-reliant. They are contributing to a growing local economy.

Local businesses and organisations are regularly using the College to host their events and the management team has been approached to facilitate the College's participation in new social enterprise projects. KPC has become a respected local institution known for its experienced staff and well-run courses. The management team has made links with a number of other development agencies which provide help

for disadvantaged young people, supporting their participation and adding value to their learning experience.

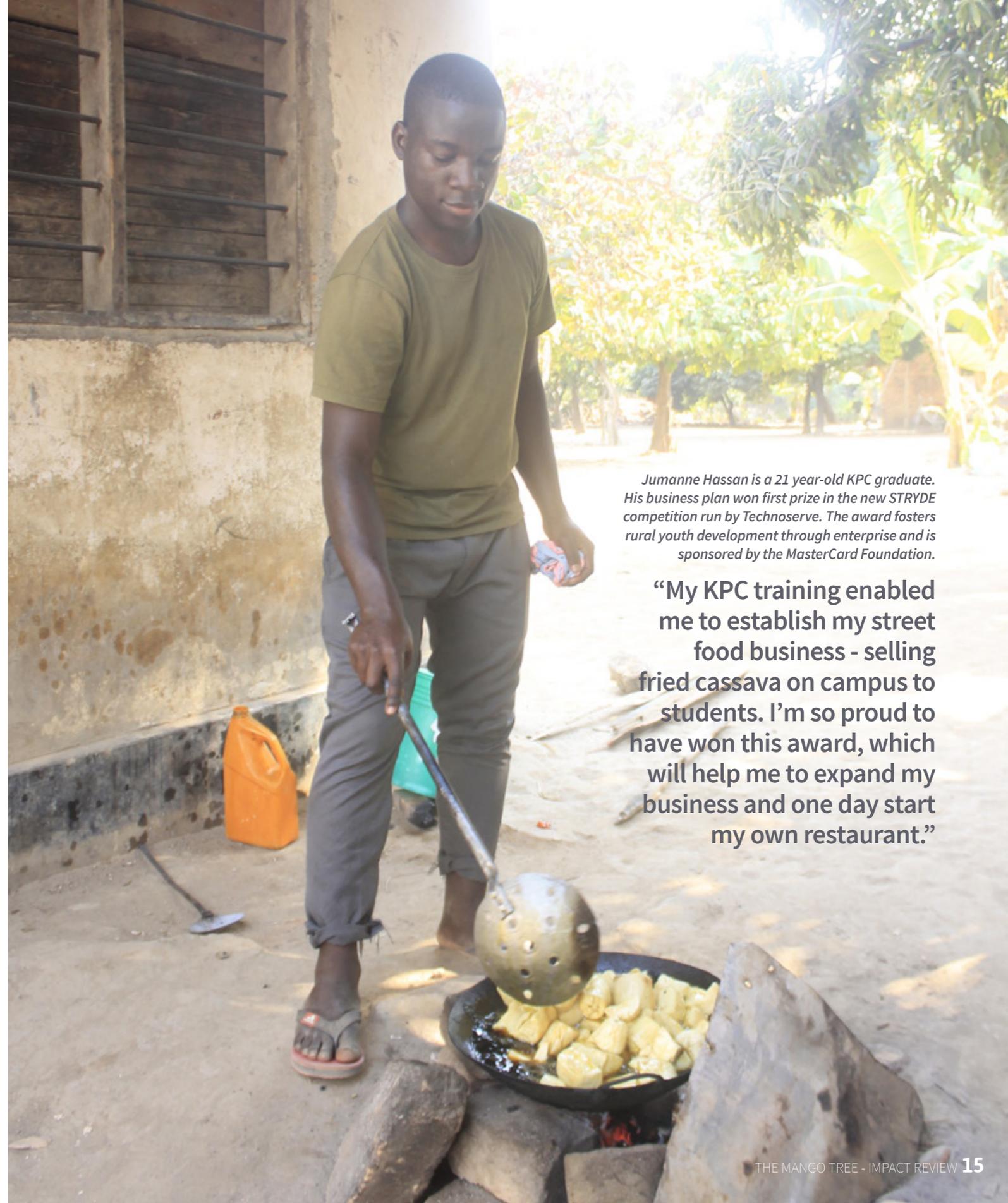
STRYDE

Strengthen Rural Youth through Development of Enterprise

STRYDE is an enterprise development programme funded by The MasterCard Foundation, Canada, which provides small grants aimed at helping young people establish businesses. A group of six KPC tutors has received training from STRYDE to support the delivery of this entrepreneurship-training programme. More than 600 potential young entrepreneurs have received entrepreneurship-training so far, including 15 deaf students. 33 of these young people have won a business planning competition and have been awarded grants to establish their own local businesses.



Greetings from KPC's class of deaf students



Jumanne Hassan is a 21 year-old KPC graduate. His business plan won first prize in the new STRYDE competition run by Technoserve. The award fosters rural youth development through enterprise and is sponsored by the MasterCard Foundation.

“My KPC training enabled me to establish my street food business - selling fried cassava on campus to students. I'm so proud to have won this award, which will help me to expand my business and one day start my own restaurant.”

ENGINE

Enabling Growth through Investment and Enterprise Programme

ENGINE is a new project funded under USAID's *Feed the Future Fund*. It focusses on improving business development opportunities through improving access to finance, as well as working with local Government to improve policies and regulations that encourage the growth of small and medium enterprise (SME), and enliven local investment. KPC is one of the local delivery partners and also participated in the Kyela District needs assessment.

Kyela District Council

Since the start of 2018, KPC has been working increasingly closely with Kyela

District Council. Together they aim to support the construction of a range of government-funded education capital projects. The College's masonry, carpentry and electrical engineering departments were recently commissioned to work on the construction of new classrooms and furniture for Uhuru and Kafundo primary schools. These contracts are hugely valuable to KPC as they bring in additional revenue, as well as providing the students with fantastic work experience to showcase the students' new skills. These projects also contribute to raising the College's profile and reputation and give students vital networking opportunities to be recognised as trusted professionals.



Case study

Joseph Matakaimba was raised by his mother after his father died when he was very young. As a child he had watched the engineers from the Electricity Company (TANESCO) whenever they were working in his community. He hoped that one day he would be an engineer like them. After completing his primary education he failed to find a vocational course until he heard about Kyela Polytechnic College through a friend and applied.

"I started my studies at KPC in 2013 and graduated in 2015 when I passed my National examination and was awarded National Vocational Award (NVA) level II."

Soon after graduating Joseph started working on odd jobs alongside more established electricians, and volunteered to help solve electrical problems in people's houses. He got his first independent contract in 2016, which went really well and helped him to get other work. The income Joseph now earns enables him to support his younger brother who is at Bagamoyo Art College, buy five hectares of land to grow rice, support and care for his elderly widowed mother and take care of his wife and child.

"I am proud of my education and my work and am an enthusiastic ambassador for KPC. Last year I encouraged six secondary school students from my district to apply and now they are all studying at the College. I am planning to go back and take my level three exams next year."



"The qualifications I gained at KPC have given me a good reputation and my business has really taken off."

Joseph Matakaimba, KPC graduate

“We want to empower people & communities to create lasting change.”

Consolata Achieng,
TMT Kenya Director



Fighting rural poverty

Expanding programmes to Mwanza and Neno Districts

Malawi remains one of the poorest countries in the world despite 50 years of peaceful independence. More than half of the country's 17 million people live below the poverty line and Malawi continues to score poorly on major health indicators for maternal, infant, and under-five mortality. 85% of households engage in agricultural activities and most rely almost exclusively on rain-fed subsistence farming that is particularly vulnerable to cyclical droughts, most recently in 2015 and 2016. These challenges are compounded by high rates of deforestation and population growth.

Only 55% of girls and 69% of boys successfully pass the final year primary school exam. With such low transition rates between primary and secondary school, there are literally thousands of secondary school-aged children out of school, working on their families' farms.

Mwanza District, in southern Malawi, has a population of 140,000. The agricultural economy for many years depended upon the production of citrus fruits (tangerines, lemons and grapefruit). Mwanza is one of the few areas of the country where the climate is favourable for fruit production. However, over the years, due to lack of investment, this industry has almost entirely collapsed.

In 2013 Mwanza was split into two areas, Mwanza and Neno Districts, under the government decentralization initiative. A railway line constructed between Nampula to Mulanje now cuts the area in half. The railway line has had a significant social and economic impact on the District. Between 2013 and 2016, many people along that railway line corridor received cash compensation for their land being appropriated, but there is little infrastructural investment or development. Poverty levels have risen drastically in the last ten years, with teenage marriage, high birth rates and high unemployment levels

all reaching crisis point. The cost of living rose because of the increased demand for food during the railway construction period and Mwanza became a corridor for truck driving which has led to increased prostitution and high levels of HIV/AIDS. In 2004 it was estimated that 15% of children in the Mwanza District were orphans.

A new programme in Mwanza

After an initial visit to Neno and Mwanza in February this year, The Mango Tree Kenya decided to conduct a detailed household survey to assess the situation for orphans and vulnerable children. Peter Kunyada and Florence Mkagula, along with a child protection officer from the social welfare department, met and interviewed village heads, community volunteers and primary school teachers, along with 28 orphans and vulnerable children from across 11 villages. Following a review of their findings and recommendations, The Mango Tree UK awarded TMT Kenya a seed grant to open a small office in Mwanza town. The Mango Tree Malawi have since registered 250 orphans and vulnerable children who they have supported to enrol in school.

This new programme will find ways to support local and regional economic growth in Mwanza District by empowering rural people and investing in agricultural development. It will support co-operatives, micro-finance and social enterprise initiatives – particularly to revitalise the production of tangerines and other fruit trees. It will also assess the viability of animal farming, such as goats, pigs, poultry, bee-keeping and micro-finance.

Consolata explains, “*whilst we will ensure that these children will go to school regularly and boost their learning with extra tuition and peer-to-peer learning, we will also invest in projects that empower people and communities to create lasting change.*”

Fundraising

Celebrating over 15 years of support

Since 2003 The Mango Tree has raised over £8million towards education and sustainable livelihoods in East Africa. We have spent £7,786,954 in Tanzania, Kenya and Malawi, and £420,608 (5%) in the UK.

We are extremely grateful to all our donors, who have given regular support and invested in the educational futures of all those children and young people that we have assessed and registered, over the past 15 years. This includes schools, colleges, universities, companies, trusts and foundations, churches, local groups and individuals. **THANK YOU!**

Companies & Partnerships

Our highly valued relationships with corporate partners have raised 20% of our income, which has provided vital support for our capital projects, as well as gifts-in-kind, and volunteer time on business management and IT.

Google Inc. donated US \$1million to The Mango Tree in 2010, through the Tides Foundation. This amazing award has enabled us to invest in

building a much-needed vocational training college in Tanzania and now we are starting to build a girls' secondary school in Kenya.

In 2015, MMT Digital re-designed our new website. Today, they continue to host our website and their staff regularly support our fundraising work.

"MMT is proud to be associated with The Mango Tree and all of the fantastic opportunities they create. Our continued and evolving engagement with them is a testament to the impact they have and the important work they are doing."

James Cannings, Co-Founder, MMT Digital

Rod and Ann Walker of the Archibald Bathgate Group have been very generous long-term donors for our work in both Tanzania and Kenya. In 2012, after joining our sponsored climb of Kilimanjaro, Rod wrote:

"Six years ago I climbed Kilimanjaro with 12 of our orphans. Since then, one has qualified as a dentist, one as a banker, another owns an events company and several have become teachers. The Mango Tree has been the catalyst for these remarkable achievements."

Rod Walker, Archibald Bathgate Group



Rod Walker with 12 year-old sponsored orphan, Benter, on Kilimanjaro - August, 2012

Sponsored events promote community action both in Africa and the UK to raise funds and awareness. In August 2012 The Mango Tree trustees, staff, donors and 12 orphans climbed Kilimanjaro and together they raised over £50,000!

Individual donors

The Mango Tree has built up a strong base of individual regular donors over the past 15 years. Our greatly valued donors have provided more than £500,000 of sustainable funding which gives us flexibility, funding for core costs and has helped us to build a Mango Tree community in Africa and in the UK.

In addition, income from our standing order donations has raised nearly £2 million from a core group of loyal supporters. Our committed individual donors represent the heart and soul of The Mango Tree. **Thank you all so much!**

"My father John was a longstanding supporter of The Mango Tree. He donated two Toyota Landcruisers and drove them out to Kenya and Tanzania. In 2015 I made a publicity film to support the charity and in memory of my father. It was so inspiring to see first hand all the wonderful work Consolata and her team are doing."

Nick Murphy, individual donor



John Murphy and John Kay present Consolata with a donated Toyota Landcruiser in 2006

Schools & Community

Our prized partnerships with schools is about building longstanding relationships, both to raise funds for school fees for orphans, but also to support overseas volunteering and cultural exchange programmes.

Since 2003 Uppingham School has raised £250,000 through a multitude of inspired events. During this time, we have facilitated volunteering opportunities for many of their students, several of whom have gone on to study international development

In 2018, Notting Hill and Ealing High School invited us to attend a fashion show, organised to help raise funds for girls' education. We are now exploring new ways in which we can further support cultural exchange and volunteering opportunities linked with our new girls' secondary school project in Kenya.

Trusts & Foundations

Family Trusts, UK Trusts and Foundations represent 37% of our combined income over 15 years. They are the backbone of our income, providing us with a strong foundation as well as a good reputation in East Africa and the UK.

The Samworth Foundation and The Oglesby Charitable Trust are two Family Trusts, which have supported The Mango Tree since the early days with very substantial grants towards both capital projects and education costs. These funds, together with the Google grant, enabled us to construct the Kyela Polytechnic College in Tanzania. In 2018, The Samworth Foundation awarded us a further substantial grant towards the construction of the girls' secondary school in Kenya, which is now being built.

The Waterloo Foundation has supported our sustainable livelihoods work in Kenya for the past four years with grants towards our sustainable aquaculture projects. An additional grant from the Waterloo Foundation in 2018, will continue to enable low-income former fishermen and women to re-engage in sustainable fish farming, providing a rise in family nutrition and income levels and improved natural resource management.

The Bloom Foundation, along with The Marr Munning Trust funded the construction of our residential training centre in Mawego. This has enabled us to run seminars, provide extra tuition for student programmes during the holidays, and gain rental income from hiring out the centre to other local organisations.



Kate Vokes, of the Oglesby Charitable Trust, visits Kenya with her family in 2014

Annual Appeals

Through our participation in online and national appeals, your annual support has helped us raise £164,792 since 2013. The Big Give Christmas appeals have raised £100,036 and our two BBC Radio 4 appeals have raised a total of £64,792. Appeals provide us with funds for specific new projects. They also help us attract new supporters, encourage people to get involved and help raise our profile in the UK.

Funds raised from appeals have enabled us to pilot new ideas such as sustainable aquaculture, fund education fees for orphans as well as helping to support the development of a new social enterprise called Lilypads, which is tackling the problem of period poverty both here in the UK, and in western Kenya (see pages 10 & 11).



Suranne Jones recording our BBC Radio 4 Appeal, at Broadcasting House, London, Jan 2018

“The Mango Tree gave me opportunities I’d never even dreamt of - like climbing Mount Kilimanjaro to raise money to support other orphans like me.”

Samjo Saadat, Tanzania



How you can help



Your support really matters

Every donation, big or small, makes a real difference to the people and communities where we work. Regular donations are especially important as they enable us to plan ahead and give the financial security needed to provide consistent support. Here are some of the ways your donation will directly help:

£20

School books and resources for a child

£100

Seeds, banana plants, fish food or a cow

£500

A girl's boarding school education for a year

£1000

Extra tuition for 1000+ students a year

Make a one-off donation:

Send a cheque: payable to: 'The Mango Tree Orphan Support Programme' to: 57 Bisley Road, Stroud, Gloucestershire GL5 1HF

Make a bank transfer: The Mango Tree Orphan Support Programme, HSBC Bank, Sort code: 40-29-08, Account number: 42429101

Donate online: at themangotree.org or justgiving.com/mangotree

Make a regular donation:

You can set up a monthly, quarterly or annual donation by visiting our website and printing off our downloadable standing order form or you can request a 'SO Form' by emailing us at info@themangotree.org

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



Sign up to The Giving Machine at: TheGivingMachine.co.uk and then access retailers like Amazon and John Lewis through the website when you're doing your Christmas shopping online.

It's easy to set up a Giving Machine account - just use the sign-up code **55666** to choose The Mango Tree as your charity of choice. Every time you make a purchase online we will receive a donation at no extra cost to you.

Keep in touch

Join our mailing list using our website sign-up at: themangotree.org, or by emailing: emily@themangotree.org and we'll keep you up-to-date with our latest newsletters and reports.

Making a difference

The Mango Tree facilitates and supports enriching volunteer opportunities in Africa

Over the past 15 years, over 100 volunteers from the UK have taken up placements with The Mango Tree in Kenya and Tanzania.

Many of our volunteers have been existing or former Uppingham School students

and have all supported our work in a wide variety of ways, such as teaching English, practical farming and construction projects.

The programme supports our values around inclusion and diversity as well as supporting cultural exchange - helping to break down barriers between people

from different cultures and environments and enabling young people to learn from each other. Over subsequent years, many student volunteers have re-visited TMT, some have returned to take up internships, or to conduct research with our support and then gone on to pursue careers in international development.



Olivia Christy-Miller

“I learned an enormous amount on my volunteer placement in Kenya. My eyes were truly opened to the challenges and progress you have made in education, health, farming and HIV awareness. The Mango Tree’s community based approach is incredibly important and I have huge respect for everything you and your team do, day in and day out.”

Photo left: Olivia with Jacob, TMT Alumnus, first funded by The Mango Tree in 2008 who is now working as a gatekeeper

George Pease

“My time at Kyela Polytechnic College in Tanzania taught me so much, apart from learning how to cook Ugali, a daily KPC lunch staple for hundreds of students. I was asked to teach the College’s daily English Language class, which was a daunting prospect at first. Certainly being thrown in at the deep end was a big challenge but the rewards were well worth it! I got to know myself better and I began to understand a new culture, which was both fun and fascinating.”

Photo right: KPC’s Chef Maharagy and George Pease taking a well-earned break from cooking, Tanzania, April 2018

Millie Thompson

“My volunteer placement at The Mango Tree Kenya in August 2018 was one of the most interesting, eye opening experiences I’ve ever had. The Mango Tree supported me to conduct some baseline research for my undergraduate dissertation, on HIV in Homabay. The stigma of HIV is still huge in this area. The Mango Tree provides door-to-door testing and counselling, and I felt privileged to be able to join the trusted Mango Tree HIV nurse, as she conducted her work in different communities.”

Photo: Millie Thompson with two TMT Kenya staff members, Geoffrey Othim and Basil Osuku



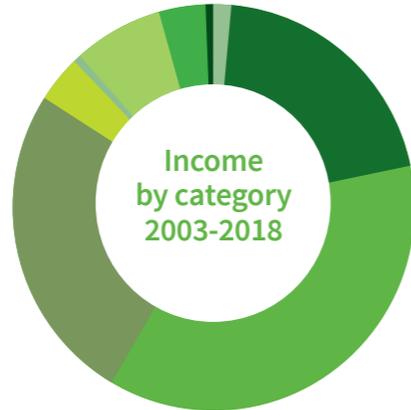
“I was welcomed into the community with open arms.”

George Pease

Finance

Income

Since 2003 The Mango Tree has raised £8,129,236. We have worked hard to ensure we maintain a wide range of income streams so that we remain financially strong and secure. We are also building sustainability through investment in educational social enterprise organisations. This is no small task for a small UK charity which is committed to maintaining low overheads. The majority of our income continues to come from Family Trusts, UK Trusts and Foundations as well as a core group of Major Donors with whom we maintain strong relationships. UK Trusts and Foundations represent the highest income category (37%), whilst Major Donors, individual annual one-off donations and funds generated through our appeals represent 25% of our income.



UK Trusts & Foundations	36.6%
Major donors, Individual donations & Appeals	25.7%
Corporates	20.4%
Standing orders	7.2%
Gift Aid	3.8%
Schools	3.6%
Churches & Societies	1.5%
Legacies	0.6%
Interest	0.6%

Financial summary 2003-2018

TOTAL INCOME	£8,129,236
Grant making to African partners	£7,366,346
Fundraising, communication charity administration & database	£344,244
Financial management & governance	£49,889
Overseas capacity building	£26,475
TOTAL EXPENDITURE	£7,786,954

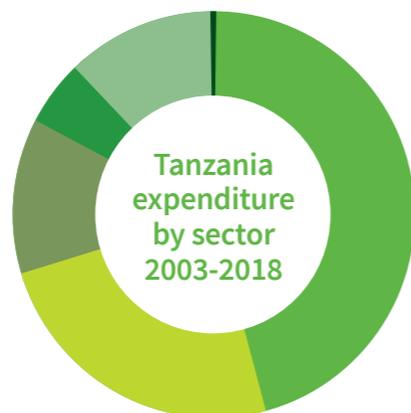


Education & Training	53.0%
Operational Costs	18.0%
Health & wellbeing, HIV & Water	11.0%
Agricultural projects & micro-finance	12.0%
Education training centre & Girls school project	5.0%
Relief/food aid (2005/6)	1.0%

Expenditure

Over the past 15 years we have made charitable grants totalling £7,366,346 to fund orphan care educational programmes in Kenya, Tanzania and Malawi. This represents 95% of our total expenditure. In the UK we spent £420,608 (5%) on fundraising, communication and administration, including events and marketing, UK banking, financial management and overseas monitoring and evaluation.

Since 2003 The Mango Tree UK and our donors have invested over £4million (70% of our total expenditure) on capital and education costs.



Education & Training	46.0%
KPC Capital Investment	24.0%
Health & wellbeing, HIV & Water	12.0%
Operational costs	12.0%
Agricultural projects & Home-based care	5.0%
Relief/food aid (2003/4)	1.0%



Munitazi Ipopo cleans her rice after threshing. Kyela, August 2017

Rice production in the Kyela region was boosted by a bumper harvest in 2017. This area's local economy remains largely dependent on the agricultural sector. However, small rice producers in the District don't necessarily see the benefits of this. Market fluctuations, due to intensive rice farming on a corporate scale, mean many local people still struggle to make a living from their farms.

4 year-old Faith Safunana,
from Chasesa Village, Malawi



“The Mango Tree is a shining example of how to encourage young people to realise their potential. The difference TMT makes is quite remarkable.”

Julian & Catherine Roskill, donors since 2003

The Mango Tree Orphan Support Programme (Registered Charity No. 1095767)

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