HOPE SHINES INVESTS IN THE FUTURES OF AT-RISK CHILDREN AND THEIR FAMILIES IN RWANDA BY PROVIDING PROGRAMS THAT INITIATE CHANGE AND ACT AS A ROADMAP TO BREAK THE CYCLE OF POVERTY
A Letter from our Executive Director

- To our incredible supporters and Hope Shines family,

As with any year working in a nimble and smaller scale nonprofit, 2018 proved to have many challenges. Those challenges were certainly not insurmountable and overall, we made some great strides in the long-term development of young Rwandese children who live under difficult circumstances. Our mission to improve and enhance the lives of these children, served as our baseline for all we did in 2018 and for all we are doing in the future of Hope Shines. On behalf of everyone at Hope Shines and our talented team in Rwanda and the beautiful child souls we serve, thank you for doing your part in supporting us!

We knew that working with less financial resources would certainly influence what we were able to do in 2018. We’ve come to anticipate this every year, not because we don’t feel we can improve in this area, it’s that human development takes a lot of resources and dedicated people to operate the programs that are creating a shift in the mindsets of the children. The challenges are there and we can meet them head on with the right support. Hope Shines has always approached each year with a goal of setting our objectives clearly, prioritizing our needs, then doing as much as possible with what we have. 2018 was a year no different for us in that respect.

Our financial goals for fundraising fell short this year, however, what we did invest in will shape our future financial sustainability for years to come. That said, we still require greater support from donors and grantors if we want to impact more children in 2019. But, we are doing great things. We developed more scale to our social enterprise arm, which serves to impact the community and provide funding for programs. We also refined our largest program, the LEAD after-school program, so that we are able to extend the program from 3 days to 4 days per week in 2019. Co-operative groups were formed by our families to offer more wrap-around support, all of which was incubated from the encouragement by Hope Shines. And our people resources allowed us to train new staff and fill in the need gaps to help us operate at a higher and more efficient level.

Finally, our children are progressing into becoming greater people with brighter futures. Everyday our doors are open at the learning center is another day that a child in Hope Shines can get the care they need and the love and confidence that is necessary to shine into the future as happier and healthier Rwandese citizens.

We are excited to be more poised for better outcomes in 2019 and beyond and feel that our foundational efforts to this point will display greater promise to the children and families we support. Thank you for a wonderful yet challenging yet teachable 2018 year! I am beaming with pride in what we continue to do and of our great people working alongside us to make that happen. See you at the next event or online or in person and thank you for loving on Hope Shines!

With Love,
Dan Gladden
**INTERDEPENDENT MODEL**

**Hope Shines**
- Identify the most at-risk youth in the community
- Design & provide programs and resources to address the unique needs
- Execute innovative life enhancing programs
- Measure our impact and adjust
- Constantly evaluate the changing needs of the children and families
- Garner strategic support in the community and around the globe

**The Children**
- Commit to and attend all programming offered by Hope Shines
- Give 100% effort in everything you do
- Represent your family, community and Hope Shines each day
- Optimize and utilize the Learning Center space as a resource

**The Families & School**
- Commit to the encouragement & support of the children
- Communicate progress & changes in the child and family life
- Reinforce and mentor the child reflective of programming objectives
- Be an active participant in the Parent Teacher Association (PTA)
- Share best practices and resources and help one another
CORE TEAM

Dr. Stephanie Chu, D.O. - Health & Wellness Lead
Jean Bosco Byirembo - Dance Teacher
Dan Gladden - Executive Director
Egide Nyirigira - Facility Assistant
Cecile Umumukiza - After School Program Teacher
Phillip Mulare - Rwanda Country Director
Epiphanie Ahishakya - Lead Cook
Theogene Ntakirutimana - Rwanda Facility Manager

Governance BOARD

Ada Smith Jackson
Chelbye Mcintyre
Sara Foster Fabiano
Joanne Dixon
Eric Sobie
Candice Parker
BASIC NEEDS FOR EDUCATION

Designed to address all barriers children face to stay in school. Includes provision for students’ school fees, school uniforms, school supplies, shoes, socks, underwear, book bags, and annual health insurance that ensures they can be treated for any illness that could prevent them from attending class. In 2018, together we were able to have 100% attendance rate in school and children were better prepared to succeed in the classroom because of these basic provisions!
LeAD. (LIFE ENHANCEMENT & ACADEMIC DEVELOPMENT)  
AFTER-SCHOOL PROGRAM

Keeps students engaged all year-long through an interactive curriculum taught at our learning center. LEAD enhances their academics by building confidence and their knowledge base and it develops their life skills through healthy living workshops. The program keeps children positively engaged and out of trouble all while learning to strive to reach their fullest potential. In addition, students are fed highly nutritional meals at each session now totaling over 150 days per year! Children are exposed to the arts taught in this program, which builds trust, confidence, and helps them discover hidden talents. Sessions in drumming, singing, gymnastics, and dance all make up our Saturday Arts curriculum. Children feel part of a family and they lean on one another for advice and encouragement. Discipline is instilled through job tasks such as cleaning their classroom, preparing for meals, and cleaning dishes after.
Let’s Eat!

Eating is a necessity at Hope Shines and we incorporate this into our After-School program. Due to malnutrition and the threat of growth stunting in children that much of this demographic faces, we know that a full belly of highly nutritious foods will lead to better performance in the classroom and improved health outcomes. In 2018, Hope Shines Rwanda served 6,240 hot cooked meals and 5000 liters of fresh filtered water to 36 kids! Each day, children also got a multi-vitamin to enhance their vitamin intake and round out their overall nutrition!

With food costs in Rwanda increasing each year by an average of 5%, we provide this provision through our after-school programming and maintain a garden on site to help offset these food expenses. The children’s health has improved and now they are in school more often and have recorded less visits to the doctor. We are also able to continue to provide an assortment of meal options unique to individual religious beliefs at the center! Amen!
REVENUE GENERATION

HOPE SHINES SOCIAL ENTERPRISE PROJECTS (GREENHOUSE VEGETABLE PRODUCTION AND RECYCLED SOAP) CONTINUED TO PRODUCE REVENUE THAT WAS USED TO OFFSET EXPENSES FOR THE YEAR. NEW FINANCIAL RESOURCES WERE ALLOCATED TO THE DEVELOPMENT OF KIZA RECYCLED BATHING SOAP. OUR FOCUS ON SEEKING LONG-TERM FINANCIAL SUSTAINABILITY WILL REMAIN AND SOCIAL ENTERPRISE PROJECTS WILL PLAY A LARGE ROLE IN THIS SUCCESS.

KIZA BENEFITS:

- **Employment Opportunities:** Provide the families of the children from lower socio-economic backgrounds employment opportunities, therefore improving their livelihood.
- **Sanitation:** Reduce bacteria by 92% through proper hand-washing with recycled soap.
- **School Attendance:** Disrupt the absenteeism issue with children simply by providing hygiene education through hand washing.
- **Community Improvement:** Save, sanitize, and supply recycled soap to communities that need it by repurposing discarded soap from hotels.
- **Environmental Impact:** Protect the environment by reducing the amount of soap waste that is deposited in landfills each day by the hospitality industry.

The recycling process involves collecting discarded soap, breaking it down into pieces, and melting it to form bars of soap. These bars are then cut and labeled before being sold in Rwanda and other countries.
RECYCLED BATHING BAR

1 bar
Net weight: 125 g

Ingredients:
Repurposed and sanitized hotel bar soap.

KIZA

Building healthier families with a (re)purpose.

Made in Rwanda
RS 387:2018
$57,675* in total revenue
* $8,496 was carried over to 2019

$69,902 in total expenses

$40,679 spent in Rwanda (71%)

Allocation of 2018 Expenses

Programs/Projects 65%
Fundraising 23%
Administration 12%

2018 Finances

WHERE THE MONEY GOES

Fundraising
23%
Event and Donor related expenses

Administration
12%
Salaries, in-kind service support, rents, and marketing

Programs
65%
All programs and social enterprise, salaries, and tax expenses
HOW WE MEASURED

Basic Needs for Education
- 89% children promoted to the next grade level in school
- 36 school bags, shoes, socks, underwear, 72 school uniforms were distributed to the children
- 36 children enrolled in annual health insurance
- 100% of children enrolled attended school

LEAD After-School
- 87% attendance in program
- 6,240 meals served to children during the program
- Served 5,000 Liters of CLEAN water to children all year
- Yearly testing average was 64% (Credit Level)
- Dance troupe performs year-round for a fee, which offsets program expenses.
- 4 parents trained and employed in this program

Fundraising
- Most revenue originated from the United States (HQ)
- Total revenue = $67,675 (includes $10,000 of in-kind service support)
- Total revenue only covered 83% of expenses
- Events made up $22,846
- All other revenues came from grants, vegetable sales, and personal donors

Social Enterprise Projects
- Recycled Soap (Kiza) was branded and 60+ hotels partnered with Hope Shines to supply the project
- Multi-national hotels Marriott, Radisson, and Hilton partnered with Kiza
- 6 staff were hired to manage and produce recycled soap at our facility
- Initial Kiza paperwork and facility operations were approved by Government
- 4 Kiza staff are parents of the children

Fundraising by Channel:
- $12,843 24%
- $13,814 25%
- $19,999 36%
- $22,846 44%

TOTAL REVENUE: $67,675

All other revenues came from grants, vegetable sales, and personal donors.
Hope Shines families are some of the poorest and most in need in the city. We work with the government to stay current on who could benefit the most from our platform and we recognize that improving the family life also improves the child’s.

Family household incomes improved slightly in part because we have hired and trained 8 family members to work in our learning center and social enterprise projects!

Our platform has also incubated unforeseen co-operatives. We now have a full year-round functioning PTA (Parent-Teacher-Administration) group that assesses the family life of all Hope Shines families as well as a Savings and Loan group that allows the 21 members to borrow money after paying into the group. This helps them pay debt and create small business enterprises!

Future family support will come in the form of enhancing and scaling these co-ops, developing long-term sustainable livelihoods, hiring more family as staff in our growing social enterprise, and administering job skills trainings for entrepreneurial minded people.
What Do the Parents Have to Say?

How was life before Hope Shines?
"Life was very bad before Hope Shines"

What has changed for you and your child?
"My child’s discipline and health have improved"
"My child is now able to get school supplies that I cannot afford"
"My child is not turned away from school anymore"

How have these changes affected life in general?
"Our family can now save money and provide more food"
"Our confidence has improved and we are more hopeful"
"Now we do not have the added pressure to keep our kids in school"

How can Hope Shines support you more?
"I have other children that need to be added to the program"
"Help my family get electricity at our home"
"I would like job skills training and seed capital for starting a small business"

- 2018 Family Surveying
2019 GOALS

- Greater Performance in School
- Social Enterprise Growth
- Skilled Board Expansion
- Establish New Revenue Generating Platforms
- Strengthen Partnerships
- New Social Worker Program