

KUWA NA
ujasiri
I HAVE COURAGE

2017-18 ANNUAL REPORT
UNDER THE SAME  *tree*

PREVENTING EXTREME POVERTY AT ITS ROOT

Contents

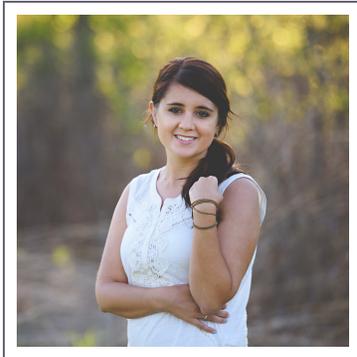


- 02 Our Team**
Get to know our 2017-18 Team
- 04 Message from the Executive Director**
by Kaitlyn Gresham
- 05 Message from E. Africa Area Director**
by Tom Angote
- 07 Highlights**
A glance at our favorite moments from 2017-18
- 08 Our Program Model**
A look at our programs and strategy
- 09 New Programs and Partnerships**
Introducing 2 new programs
- 10 Kuwa na Ujasiri**
Our 2017-18 feature story: Betty Muthoni
- 12 Financial Data**
2017-18 incoming and outgoing funds
- 12 Donor Spotlights**
Get to know some of our amazing supporters!
- 13 Outcomes**
A summary of what was accomplished in 2017-18
- 14 A Look Ahead**
Where we are going, and how you can help

about
OUR TEAM

Under the Same Tree's leadership is comprised of individuals whose passion for our mission is matched with experience, professional education, and training. We work hard to match our passion and vision with thoughtful strategy and proven methods. Our team of leaders consists of paid staff, as well as dedicated volunteers, and is continuously growing!

OUR 2017-2018 TEAM



Hannah Teller
Executive Director



Tom Angote
Kenya/E Africa Area Director



Christy Horton
Director of Development



Harriet Namulondo
Uganda Program Manager



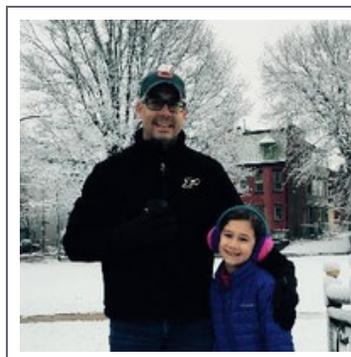
Olivia Lindstrom
2017-18 Intern



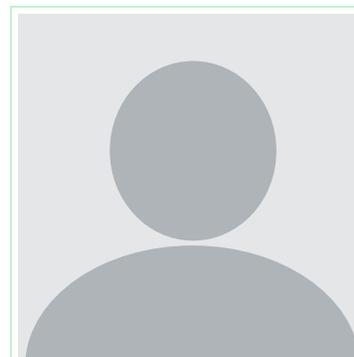
Heather Moyer
Donor Relations Manager



Bailey Cox
2018 Intern



Rob Petrovich
Marketing Strategist



To Be Announced!
Haiti Program Manager



“If one suffers, we all suffer.
Togetherness is strength, *Courage* .”

- Jean Bertrand Aristide

A MESSAGE FROM THE *executive director*

Kaitlyn Gresham

Dear Friends, Sponsors, and Supporters,

I am truly humbled to present you with this report filled with data and stories from our 2017-18 year. As many of you know, we began our 2017-18 fiscal year just after I returned from 5 months in Nicaragua where I was adopting our daughter. There were many things we were nervous about! What kinds of medical issues and bills would we be encountering due to her disability? What kinds of setbacks was Under the Same Tree facing due to my prolonged time spent out of country? Pursuing the adoption of Valeria in the midst of leading an organization to a place of growth was a HUGE leap of faith. But I'm here today to tell you to run towards that thing that requires all the courage you possibly have and more. Run towards that beautiful thing that scares you.



Gather your faith and run, because though our 2017-18 year has been a challenge, we have been given a seat to witness incredible things. Our daughter, who we were told may never walk, who we were told has cognitive delays, is walking independently and is scoring at or above normal ranges for cognition. She continues to have needs that require daily management and attention, we have lots of therapies and specialist visits, but my family is so happy to have arrived at our "new normal." 2017-18 was a year of unprecedented growth for Under the Same Tree! Early in the year, we recognized the need to make some brave "asks," and we have seen you all rise to the invitation. We doubled our incoming annual donations, doubled our staff, and doubled our number of programs globally. We see consistent, continued success among the families we have served for over three years in East Africa. We are poised to accept new families in the coming year, and to work with new partners in new geographic locations.

We speak often of the Rwandan proverb from which we get our name, which calls the community to gather each year to examine what has happened in the past year - successes and challenges - and to look ahead together into the next year. This report is part of the way in which we live out that challenge.

Thank you for gathering with us.

A MESSAGE FROM THE



E. Africa Area Director
TOM ANGOTE

The families at Under the Same Tree have seen so much positive change this past year! The economic empowerment program has helped them to be financially independent, increased their resiliency, and has provided for their families in times of economic difficulties. Their participation in the program has enabled them to have their own businesses which are now prospering and generating income to support their families. From this, their quality of life has improved and has enabled them to become self-sustainable. They are now able to live in better neighborhoods, healthier environments, and are able to provide food and clothing for their family. The program members say that these small loans have helped end the cycle of poverty. Their children's quality of life has changed due to school sponsorship and they are now able to have better access to education.

One program member, Neema Munguskiza, says *“By receiving microfinance loans, I am able to cater for my financial needs and educate my girls. When a girl receives only 8 years of formal education, she is four times less likely to be involved in an early marriage. This means that girls will be able to complete their education and get a fair paying job or even further their education”*.





Highlights

SOME OF OUR FAVORITE MOMENTS

- MAY** Welcomed Director of Development, Christy Horton to our team!
- AUG** Spent time in Kenya and Uganda conducting evaluations and spending time with the families we serve there.
- OCT** Held our first trivia fundraising event.
- DEC** Welcomed Donor Relations Manager, Heather Moyer to our team!
- FEB** Traveled to Haiti to lay foundations for new partnership.
- APR** Launched an Artisan Co-op with women from the Saint Louis refugee community at the Tower Grove Farmers Market

Our Program Model



From a Web of Poverty to a Cycle of Empowerment..

We come alongside people who are innovative, resourceful, and hard-working who are trapped in a web of poverty, and empower them to create sustainable sources of income.

Poverty-related vulnerabilities are interconnected, and the web is nearly impossible to escape. By addressing the source of the web, we prevent families from experiencing the traumatic effects of poverty, and they are able to move from a web of poverty into a cycle of empowerment and entrepreneurship.



Program Model

1. Training and business planning
2. Creating business owners and entrepreneurs
3. Setting the next generation up for success

We fund lending pools that individuals are able to borrow from to invest in a business that is tailored to the needs of their community. We prioritize single mothers with no other way to support their family. Our program members are trained in small business management and finance, we work with them to develop a business proposal, give them access to start up capital, and then monitor their progress as their business grows. While in our program, we provide a child sponsorship stipend to ensure that the children of our program members are set up for future success while their parent is able to focus on working towards present stability. As the startup capital is repaid, it is lent out again and again, creating sustainable and maximized impact.

PROGRAMS AT A GLANCE



NAIROBI, KENYA

- 11 Families (11 adults & 25 children) served in the slums and informal settlements surrounding Nairobi, Kenya.
- Program Established: 2014
- Partner Org: Grace Covenant Church of Umoja, Kenya



KIBOGA, UGANDA

- 10 Families (10 adults & 23 children) served in the town of Kiboga, Uganda
- Program Established: 2016
- Partner Org: Care for Orphans and Community Development (CAFOCOD) Uganda



HAITI

- 8 Families to be served nationwide in 2018-19
- Program Established: 2018
- Partner Org: Rapha House
- This exciting new program is in the initial planning phase, and will help provide sustainable futures for girls rescued from trafficking.



SAINT LOUIS, MO, USA

- Artisan Co-Op pilot program established among refugee community in South Saint Louis in late 2017.
- 5 women from Syria, Afghanistan, and nearby countries engaged in co-op whereby artisan products were made and sold at local craft fairs and farmers markets.

***To see our plans for program expansion, turn to page 14!**

INTRODUCING:

New Programs & Partnerships



**RAPHA
HOUSE**
[LOVE-RESCUE-HEAL]

PARTNERSHIP WITH RAPHA HOUSE, HAITI

We are so excited to be partnering with the phenomenal work of Rapha House in Haiti! Rapha House addresses the issue of human trafficking and exploitation worldwide through rescue and prevention. Under the Same Tree will be partnering to help the families of girls rescued from these situations to build sustainable sources of income so that once reunited with their families, these girls face a more safe and stable future.

To learn more about the work of Rapha House, visit www.raphahouse.org

REFUGEE ARTISAN CO-OP

- In partnership with several ministries in the Saint Louis area, Under the Same Tree has launched a refugee artisan co-op, focused on creating community and opportunity for women who have been granted resettlement as refugees from countries such as Syria, Afghanistan, and Iraq.
- Our 2018 market season launched in April, and a group of these ladies have been selling products that they gather and make together at the Tower Grove Farmers Market in South Saint Louis on Saturday mornings.



Kuwa Na Ujasiri

BETTY'S STORY





Each year, we highlight and celebrate the story of an individual who is on a path of empowerment through Under the Same Tree. Throughout our 2017-18 year, we have been sharing Betty's story in hundreds of meetings, conversations, and presentations.

Betty is quiet and sweet. She's a good friend and likes to make jokes. When we met Betty in early 2015, she was living with her son, Collins, in one tiny room made of corrugated metal. They were living in the dark, with no windows and scarce electricity. Sewage would flood under their door whenever it rained, and Collins was in the hospital frequently with stomach and respiratory illnesses. During her pregnancy with her second child, Betty was told she might have breast cancer, but lacked the funds to be properly screened and diagnosed.

Betty learned to do intricate beadwork from her neighbor, Irene, and they decided to try to start a business together so that they could build better lives for their children. They were referred to Under the Same Tree through their local church, and began faithfully attending trainings and meetings. They were able to launch their business, and now even make the bracelets that we sell at events.

With her increased income, the first thing Betty did was move into a bigger, well-lit apartment in a better part of her neighborhood. Betty was able to be evaluated, and was found to be cancer-free, and her kids are also healthy and in school! Through economic empowerment, the tragic effects of poverty are actively being prevented in the life of this family.

Watch Betty's feature video at:
<https://tinyurl.com/utstbetty>

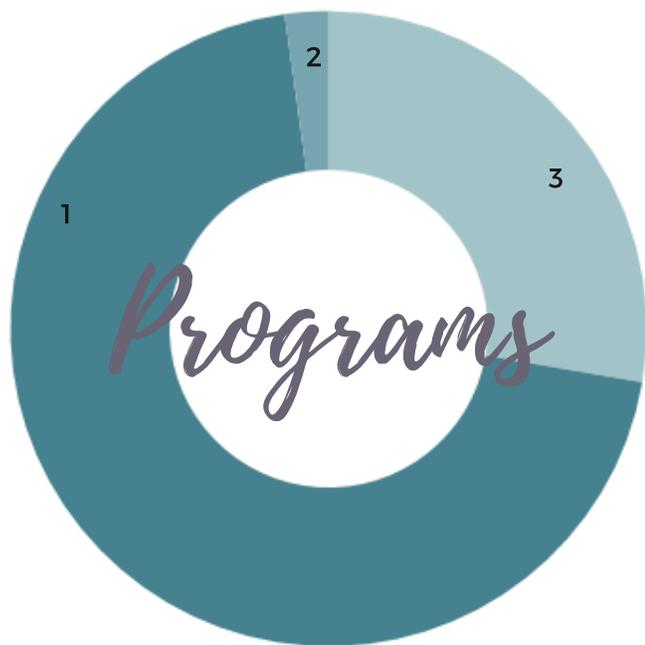


Financial Data

Our sustainability model enables much of our program funding to be continuously sustained from the repayment of small business loans! We work to recruit donors who give directly to our operations fund in order to ensure that donations to our programs go directly to the families we serve.

Total Raised: \$46,289

Total Used: \$38,207



- 1. Economic Empowerment Program: 70.1%
- 2. Artisan Co-op: 2.2%
- 3. Child Sponsorship: 27.7%



- 1. Airfare: 4%
- 2. Online Donation Processing: 4.9%
- 3. Conferences: 2.2%
- 4. Insurance: 4.3%
- 5. Printing and Supplies: 10.8%
- 6. Website: 0.8%
- 7. Salaries: 73%

DONOR SPOTLIGHTS

These are just a few of our amazing donors and supporters!



Jimin Yeo

Jimin Yeo is a faithful supporter and donor for Under the Same Tree. She has the gift of generosity and is passionate about her faith in Jesus. She loves the work UTST is doing in caring for widows and orphans since this is what the Bible tells us to do. Jimin's words encourage us and her ongoing support strengthens the resolve of UTST staff.

Recently Jimin and her husband moved to Massachusetts from the St. Louis, MO area. Her husband is an engineering manager and Jimin is a Certified Public Accountant. They make their home with their six-pound puppy and are also currently expecting their first child.

Jimin defines her role with Under the Same Tree as spiritual and financial, but states she wants to help any way she can. Under the Same Tree is so thankful for her support and passion!



Erin Hershey

Cory and Erin Hershey met in college and have been married for three years. They have been sponsors to Kaylee, age 9, in Nairobi, Kenya even longer. Kaylee's favorite subject is science and she wants to be a doctor when she grows up.

Through sponsorship, the Hershey's are giving Kaylee the opportunity to attend school while her mother builds her business and income. Cory and Erin both feel strongly that the Lord requires generosity and feel they are required to give back. They said it has "been wonderful watching Kaylee grow and reading updates on her life."

MONITORING AND EVALUATION

How and why we track our results

Monitoring and evaluation is a process by which organizations track the impact and measure the effectiveness of their programs. At Under the Same Tree, we do this in a number of ways. Our monitoring and evaluation measures and methods include repayment tracking, meeting attendance, in-home visits, interviews, profit & budget tracking, and self-evaluations. This data is collected on a quarterly and annual basis. Because of our preventative approach, we measure both increases in family stability AND decreases in family vulnerabilities.



MEASURED OUTCOMES

A summary of the outcomes and results we have measured in the lives of the 23 families served by Under the Same Tree in our 2017-18 year.

- 22 of 23 families overall remained engaged in programs and reported increased quality of life.
- 19 of 20 families in East Africa launched or expanded income-generating business and repaid loans from 2016-17.
- 2 Children graduated high school
- 47 Children were kept in school
- 1 teen pregnancy resulted in a safe delivery
- 4 families moved into better living situations
- 100% of families reported increase in family income and quality of life
- 100% of families did not experience homelessness
- 100% of families felt that they had enough to eat
- 100% of families did not experience poverty and sanitation -related diseases OR were able to afford prompt and adequate treatment
- 100% of families did not experience the need to leave their children with orphanages or extended family
- 100% of families did not experience prostitution or human trafficking
- 7 families were able to care for orphaned children
- 1 family reclaimed children left at orphanage

DONOR SPOTLIGHTS, CONT.



Danielle Amann-Stewart

Danielle Amann-Stewart is a sponsor, volunteer, and future traveler of Under the Same Tree. She will be traveling with UTST within the next year and cannot wait to meet the families! When asked why she supports UTST, Danielle stated it is "because of what they stand for and what they do. They aren't walking into a new place and giving money, clothes, and then go back home. They took the time to understand the culture and what poverty means.

The St. Louis Community is very important to Danielle. She works for the St. Louis Cardinals and spends a significant amount of time mentoring four girls. Danielle believes in building on their strengths, learning from each other's differences, and says she gains more from them than they do from her. Danielle is very close to her family and cherishes her memories growing up on a farm.



Amanda Andrus

Faithful donor and volunteer, Amanda Andrus, has been serving with Under the Same Tree from the start. "From the first time, I heard Katie share the vision of Under the Same Tree, I loved the emphasis on relationships and true partnership. This is an organization that values listening: listening to collaborate on initiatives, but just as importantly, listening to know and enter into the participants' stories...

It's such a privilege to follow along with their stories and hear how, through the work of UTST, God is empowering and providing for families--who then turn and help their neighbors! These are beautiful examples of His love in action." Amanda lives in downtown St. Louis, MO with her husband and two sons, Jackson and Caleb. She provides in-home childcare and most days you will find her chasing after small children. Amanda's core life goals are to love God and love people well. She finds these life goals correlate well with the work of UTST.

Our Vision



Phase 1: Planting A Seed (2014-17) Completed!

- Grow staff capacity to 2 US and 2 International
- Establish East Africa hub (Kenya-Uganda) with over 20 families served
- Establish Saint Louis based Refugee Artisan Co-op
- Total Needed: \$189,120 (Completed!)

Phase 2: Growing Strong Roots (2018-20)

- Grow staff capacity to 4 US and 4 international
- Launch UTST Mentorship Collective
- Establish first program in Caribbean hub (Haiti), serving 10-12 families.
- Increase capacity of East Africa hub to 35 families
- Total Needed: \$260,679

Phase 3: Branching Out (2021-2025)

- Grow staff capacity to 5 US and 5 international
- Establish physical US office space
- Establish 1st program in Central America hub, serving 6-8 families
- Add Northern Tanzania to East Africa hub, serving 6-8 families
- Total Needed: \$591,879

Phase 4: Bearing Fruit (2026-28)

- Grow staff capacity to 6 US and 8 International
- Add Rural Ethiopia to East Africa Hub, with livestock lending
- Have established programs and partnerships in 3 global hubs: East Africa, Central America, and Caribbean.
- Total Needed: \$470,327



2018-19 Goals

Goal 1: Staff Salaries

Our biggest need currently is to secure the funding needed to give our US staff a livable wage, and to fund our new staff member in Haiti. We currently need **\$2760 in monthly donations** to fund US staff salaries, and **\$400 in monthly donations** to fund new Haiti staff position

Goal 2: Five New Families in East Africa

In 2018, we will add 5 new families to our programs in Kenya and Uganda. These will all be families who care for orphaned children in the community, or are at risk of having to give up their children to live at orphanages.

In order to add these families, we need to secure at least **8 new sponsors**, providing a total of **\$2800** annually.

Goal 3: Mentorship Collective

- In 2018-19, we will be launching the UTST mentorship collective - an exclusive group of people who contribute to our budget monthly or annually, and are able to become a one-on-one mentor to one of our entrepreneurs. We are seeking to recruit **5 participants** in 2018-19.

Goal 4: Church and Corporate Partners

We are seeking to initiate sustaining, collaborative relationships with **4 new church or corporate partners**.



636-233-2226

info@underthesametree.com

www.underthesametree.com