



# 2022 ANNUAL REPORT OUR PROGRESS IS GROWING FUTURES

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### THE STORY

### OUR PROGRESS IS GROWING FUTURES

**In 2017 a group of Canadians**, following multiple trips to Malawi, Africa, combined forces with a determination to use their resources to support the people of Malawi. Through personal research and direct interactions, it was apparent that in Malawi — one of the world's poorest nations — girls' education is the path forward towards growing futures.

Mobilizing like-minded Canadians and aligning with a dedicated team of Malawians, a clear vision was adopted for a boarding school that would provide free, high-quality education in a safe learning environment exclusively for girls from backgrounds of extreme poverty. Kuwala Christian Girls School was born from that vision and have achieved the goal of 120 students – a beacon of light and opportunity in one of the most impoverished areas of Malawi.

2022 saw advancements in building out the infrastructure including staffing houses for the employees. The effects of climate change has really accelerated the need for on-site teacher housing could be high due in part to poor travel conditions and washed out roads during the rainy season. Teachers have to commute great distances under poor conditions to get to the Campus. The vision, however is becoming a reality through

the ongoing construction of high-quality facilities and continually expanding education offerings. In 2022 funding and the construction of the second class room block with a new science lab is under way. Kuwala Christian Girls School continues to establish itself as a school providing a high-quality education in a safe atmosphere with high academic scores in the national exams.

Based on a model of volunteer-driven work in Canada, a growing base of donors, and a continuous focus on value, cost control, we are changing lives; we are growing futures.

The image (above right) were taken circa 2017. In a few short years we have built a 'green' campus (2022- right bottom.















perimeter fencing

from 35 acres last year.

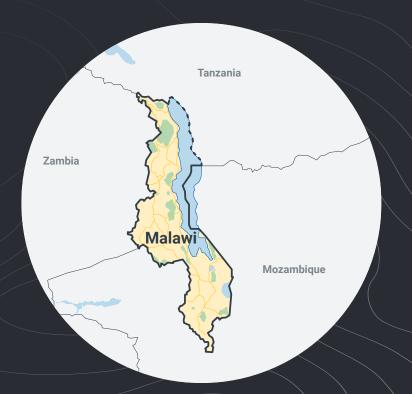
Farmland development

### **ABOUT MALAWI**



Known as the warm heart of Africa, Malawi is located in south central Africa with the majority of the population being subsistence farmers growing maize for food on small plots of land in Malawi.

One of the most **Christian dominant** communities in Africa, Malawi is also one of the poorest with **50% of the population living below the poverty line** and 70% living on less then \$1.25 per day. **48% of the population is under age 14** with 10 million children under age 20.



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## **REASONS TO INVEST IN KUWALA**

Kuwala maintains a unique low cost management structure of the charity while maximizing the value of our **working partnerships** across **Canada** and **Malawi**. The Canadian operation provides funding and professional business management and the Malawian board provides over-site, ensuring operational excellence.



To help with our fundraising Kuwala has a new website with a call to action for donations using Canada Helps.

**Donate now** 





All girls at Kuwala come from extreme poverty. These girls are most at risk of pregnancy and child marriage. Our Canadian charity provides tuition for each girl in Malawi to receive a quality education in a safe environment. Our progress is working.

We are growing futures.



### THE CHALLENGE



## WHAT GIRLS FACE IN MALAWI

Girls in Malawi suffer disproportionately. Young girls face poverty, gender bias, starvation and child marriage. When girls attend school, they delay marriage and children by several years. Girls not in school typically marry early often as young as 13 and begin having children.

## **KUWALA HELPS**

Staying at the campus through high school gives girls more choices, they learn independent thinking which empowers them to break the poverty cycle. We believe the solution is that simple. Your donations go directly to helping build the Campus and support an all girls school in Malawi.

### VISION + MISSION



Kuwala is teaching the girls to become young leaders in their communities. Student, Modester.

### VISION

To empower Malawian girls through a Christian-based, meaningful education, to equip them for success, and to strengthen their communities for present and future generations.

## **MISSION**

Kuwala Christian Girls School is an accredited high school that operates within a biblically based learning community. A school where girls receive a quality education, become independent thinkers, discerning decision-makers, and change agents in their communities locally and globally, as faithful followers of Christ.



Part of Kuwala's mission is to teach values of independent thinking, for example celebrating International Women's Day.

### **CORE VALUES**









Empowerment – We provide and encourage the gift of knowledge with a Christ-centered education based on a biblical world view.

Compassion – We are committed to excellence and the development of Godly character by providing a safe, caring, living and learning environment.

**Community** – We want to inspire and equip the girls to serve in the local and global community.

Stewardship – We are faithful to the purpose of the resources entrusted to us for the accomplishment of our goals.

### CANADIAN BOARD MEMBERS



Mark Kinzel
President & Chair
Mark is located in Winnipeg and is the Vice-Chair of IG Wealth Management.
Mark.kinzel.kuwala@gmail.com



**Myles Boonstra**Vice President & Vice-Chair

Myles is a senior professional engineer currently serving as the Director of Environmental Sustainability and Energy for Shared Health in Manitoba.

myles.boonstra.kuwala@gmail.com



Susan Wiegner Treasurer

Susan is retired from the financial services market as a senior Vice-President of Information Services.

susan.wiegner.kuwala@gmail.com



**Donalea Remillard** 

Secretary

Donalea is a credit analyst at a financial service company and lives in Winnipeg.

donalea.remillard.kuwala@gmail.com



**Darryl van Herksen** 

**Director, Digital Marketing** 

Darryl is an account manager at Web Wizards, a software development and web based company in Winnipeg, and consults on brand development.

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**Robert Granke** 

Director, Fundraising

Robert is a retired executive director of Canadian Lutheran World Relief. He has led many humanitarian world initiatives. He lives in Winnipeg.

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**Ruth Hessmann** 

Director, Outreach

Ruth is a retired elementary school teacher who worked with Parkland School Division and stays connected by tutoring throughout the year. She lives in Nanaimo, BC.

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Marsha Cosman

Director

Marsha is a e-commerce strategist, consultant, author, and entrepreneurial educator.

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### MALAWIAN BOARD MEMBERS



**Memory Mdyetseni,** B.Arts in Biblical studies, and an Education minor, African Bible College, Malawi.

### Director

15 years experience as School Managing Director responsible for policy and general management. Memory's leadership and professional experience are exceptional. She has been on the Kuwala Board since inception and is instrumental in guiding the direction of academics and administration in a consultant capacity.



# **Henry Mdyetseni,** P. Eng. Director

Henry has over 16 years experience as a Schools Operations Director with his expertise and commitment to quality workmanship. He is instrumental in the growth of the Kuwala campus and grounds while also being a board member.



**Esther Kawale,** M.Sc. and Strategic Management Chairperson of the Board

Esther is working as a programs Manager with Agricultural Commodity Exchange for Africa.



# Martha Chizuma Director General, Anti-Corruption Bureau, Malawi

Martha Chizuma is the current Director General of the Anti Corruption Bureau in Malawi, the first ever female to hold the position in the country. The Bureau is mandated to fight corruption through prevention, public education and law enforcement She holds a Masters in Law from UK and Bachelor in Law (Hon) Degree from Malawi. Martha has won several awards in recent years including being woman of the year and personality of the year, female public servant of the year. In 2021 Martha was named one of the 12 Anti Corruption Champions across the globe by the US State Department.



**McLuwen Kachipanda,** MBA (ESAMI), CPA (Malawi) with accreditation from the FCCA, ACCA

### Treasurer

McLuwen Kachipanda is a Country Procurement Manager at JTI Leaf Malawi Limited. McLuwen has 22 years work experience in Accounting & Finance, Financial planning, Internal controls and Audit.



# **Rev. Blessings Chikakula**Paster, Director

Minister at MATOLA CCAP, Dowa District - Central Malawi. Blessing has degree at African Bible College, LL, Bachelor of Arts and Biblical Studies.



# Isaac Kalebe, BAH, MBA (UNIMA), ACII Director

Isaac Kalebe is a commercially astute chartered insurer and an experienced business executive with over 18 years' experience in FMCG, risk management, public funds management and administration in Malawi, Zimbabwe and South Sudan.

# MESSAGE FROM THE DIRECTOR OF EDUCATION

On behalf of Kuwala Christian Girls Secondary School in Malawi, I would like to thank the donor community, Board Members, friends, and partners in Canada and the USA. Kuwala Malawi is so grateful for the partnership and relationship that is growing every year between us.

The trust and commitment each one of us is pouring towards this project of educating girl children in Malawi. The past year I have seen Kuwala grow in board membership; now, we have added three more active and trustworthy members. The past year I have seen parents and community members trusting Kuwala more than before. The main attributing factors are the results of the first Malawi School Certificate of Education results and what our alumni are doing with their education. These girls are doing different economic activities like businesses, some running nursery schools, etc. Secondly, they have seen Kuwala building more structures for example, classroom number 2 and staff houses and other buildings and projects like farming and maize mill. All this shows that Kuwala has come to stay. Teachers are happy and still looking forward to seeing more staff houses being built.

The surrounding community believes in evidence based progress. They have seen Kuwala planting many trees and emulating the same example that they have come to believe in planting trees in their surrounding villages. They have come to appreciate the importance of sending a girl child to school. As a way of giving back, our students continue to hold special classes for kids under ten years old every Wednesday. They teach the kids to read and count and play with them, strengthening the relationship between us and the community.

Kuwala continues to offer jobs to the community, which solves part of the economic problems around the villages. In addition, Kuwala is a school that solves the problems of 120 students and makes thousands smile through its ripple effects.

God Bless

Memory Mdyetseni Kuwala Board Member, Malawi



# MESSAGE FROM THE LEADER OF CONSTRUCTION DIRECTOR - 2022

2022 year has been busy at the Kuwala campus. In progress or planned are the following projects stretching into 2023:

#### 01 | Staff house number two

This is a staff dwelling house with two bedrooms, a living room, kitchen, shower, toilet and pantry Started in March 2022, was completed by November the same year and was occupied in January 2023. Yet to be completed is power connection to the grid.

### 02 | Staff duplex number one

This is a semi-detached each side with two bedrooms, a living room, kitchen, pantry, shower room and toilet. It has been occupied by March 2023 with one male and one female staff member.

## The completion of the two projects have achieved these major things:

- Security for our staff members who used to travel
   4km on unsafe paths at sometimes awkward
   hours and unfavourable weather.
- Increased security and safety for the campus as then are more eyes and hands observing and helping situations.
- Better delivery from the teaching staff with a more convenient, secure home and access to power and water.

### 03 | Maize mill installation

The maize mill project started in July 2022 and was

completed by end of February 2023, much to the delight of the surrounding community. Comprising of a shelling unit and a grinding unit running on 22kw 3pole electric motors.

#### Benefits of maize mill

- · Making an income for Kuwala and Mill Manager.
- Reducing the distance the school had to go to get grinding services, thereby cutting the cost of transportation and processing times.
- Easy access to bran, a by-product of shelling which will be used as fodder for animals and biomass for the bio-gas plant.
- The biggest beneficiary is the community, who used to go long distances to get shelling and grinding services, primarily women, the community is delighted, and Kuwala's reputation has been dealt a huge boost.

#### 04 | Bio-gas production unit

Started in December 2022, and completed in April 2023. This project involved constructing pits 25m×5mx1.5m each to accommodate two sets of 38m3 and 4m3 bio-digesters to replace firewood and LPG. The bio-gas has started and will achieve:

• Cost cuts as the cost of LPG is very high.

- Environmental sustainability by eliminating the use of firewood, recycling of food waste and reducing the emission of greenhouse gas, safe disposal of waste. The by-product slurry will be used as fertilizer for crop production.
- Job creation as we have already recruited two attendants to manage the system.

### 05 | Farm launch and expansion

We launched the farm by cultivating 5 Acres of food crops. Corn, beans, groundnuts and towards the end of 2022, an additional Acres were acquired, with 49 acres being operational in 2023.

## The farm is a strategic addition to the school as it will:

- Enhance food security by producing food at low cost through sustainable agricultural.
- Create an income line as excess produce will be sold to the community.
- Create jobs, we have already hired a farm manager and security guard, and we are always hiring temporary labour to perform tasks at any time.
- Learning centre for students who participate in farm activities and the community who visit the farm.



**Henry Mdyetseni,** Malawi Kuwala Board Director

### In progress are

- Teacher Duplex number two will be completed by august 2023.
- Technical Workshop for learning manufacturing and maintenance of wood, metal, and basic construction. This project is expected to complete by August 2023.
- Science laboratory to be completed by September 2023, which will enrich the teaching of Physics, Chemistry and Biological sciences.

### **OUR FOCUS**

Our focus is on accessible education for girls from rural areas and low-income families who would not afford this quality of education otherwise. The student must also have a desire to learn.

Kuwala achieves focus by providing a safe and healthy environment for its students, excellent care, and oversight. Our focus on a high standard of teaching results in a quality of education for the girls. Our partners in Malawi are dedicated and serve on the board to oversee the school's plans and operations. It's the Malawian board that is our secret to success. By empowering them, we all make the right choices.

There is no doubt that Kuwala is making a difference in the lives of these girls as they grow into young women. Our board has a strong vision. The mission has fresh ideas on how to improve education with access to new technology and the Internet. We are keen to consider ways to make it possible for students to take the next step towards post-secondary education and vocational training.

Our Canadian board comprises of volunteers; each with a passion for girls' education. A range of business, financial, engineering, legal, marketing, philanthropic, and academic skill sets make the team highly effective in carrying out the Charity's vision and mission.

Kuwala is a school where potential students apply with parental sign-off to attend full-time where meals, room and board are provided through sponsorships. Malawian students are taught by Malawian teachers.



### STUDENT SUCCESS

Meet Tamandan. I come from a family of five siblings. I want to go to secondary school as the teachers are well qualified.
When I was accepted, I could imagine myself putting on a lovely school uniform. I enjoy planting trees at Kuwala because the trees make our campus look beautiful.

I like playing chess and volleyball, and these activities improve my capacity to think through situations. I enjoy reading and singing, and on Saturdays, we have fun entertainment activities.

Tamandan

### **EDUCATION**

Our education stream is consistent with the National Malawian School curriculum with all students participating in the national exams required to achieve passing grades. The school is designed to offer a secondary education program for Malawian Forms One through Four (consistent with grades 9-12 in Canada).

Beyond the core education, our students learn how to live and operate in a fully modern environment with most of our students for the first time experiencing secure housing, modern washrooms, bedrooms, regular meals through our cafeteria, access to electricity, and a modern school curriculum. Additional development in the areas of horticulture and sports compliments their overall development.

The school has 13 classes: English, literature, Chichewa language, mathematics, physics, chemistry, history, geography, social studies, biology, agriculture, Bible studies, and computer studies. All students in junior secondary school take Form One and Two.

In Form Three and Four, students continue to take the required courses in; agriculture, biology, mathematics, English language and literature, and Chichewa language and literature. Students then select their elective courses in: chemistry/physics, geography/history, social studies, and Bible studies.

Kuwala's teachers are
Malawian certified to
deliver the Forms of
the curriculum.

Upon completion of Form 4, students write MSCE exams (Malawi School Certificate of Education). Successful Kuwala students are awarded the MSCE Certificate. **Our first graduating class had a 93% pass rate vs the national average of 58%** 



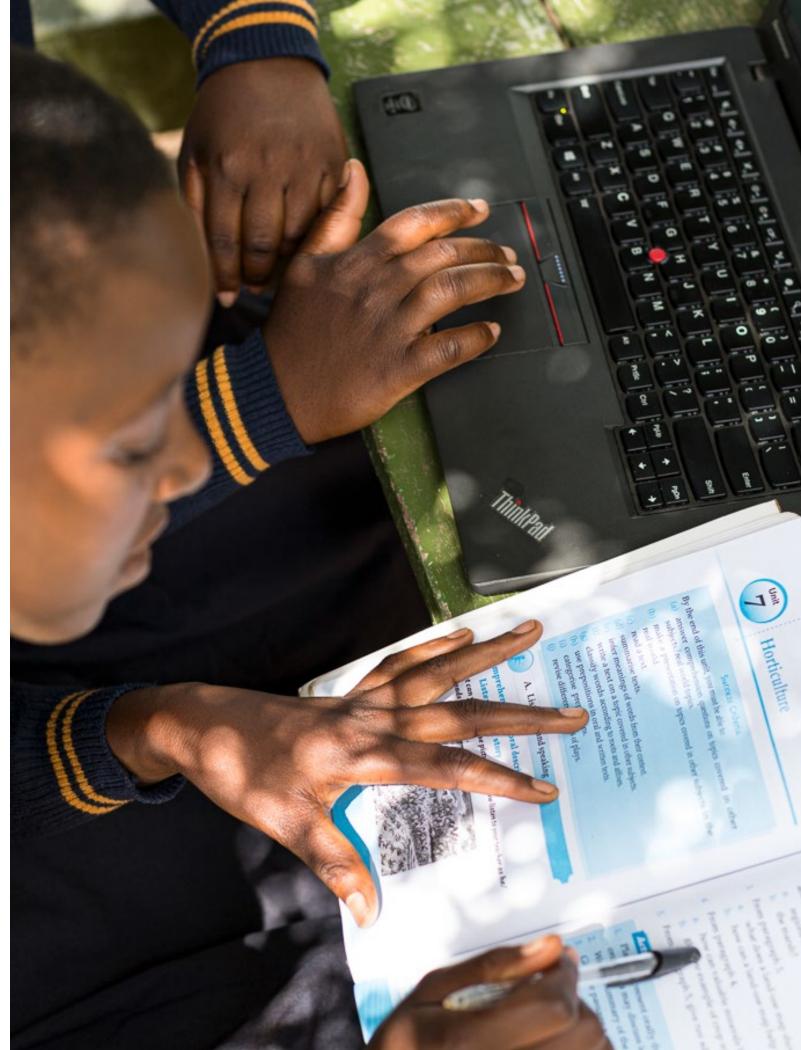
### INNOVATION

**The vision of a laptop per student** has been accomplished including setting up a computer network called, ARES — *African Ruggedized Education System*.

As a registered school within the Malawian **Ministry of Education** and our dedication to science and technology, we are creating an awareness of Kuwala's reputation as a school of excellence. We focus on delivering the core national curriculum; we also teach sustainable life skills as evidence of the greenhouse and our third round of donated laptop computers scheduled for delivery in 2023 with a dedicated computer science lab. We believe all students and staff need to have computer literacy skills. It is rare in Africa to have this level of technology in a public or private school. Awareness about Kuwala's progressive approach to education is starting to become noticed within the academic community in Malawi.

We are expanding the ARES computer network and have incorporated flat-screen display to further support learning using multi-media. Working with a rapidly broadening team of partners, we are now seeking to bring together science, education and greenhouse farming utilizing mentorship and training from Canada via digital support. From a barren land in 2017 to a centre of innovation today, the changes are significant. We have advanced the STEM teaching methodology (Science, Technology, English, and Math). The core Malawian curriculum with the application of the knowledge to build a better campus, includes growing and selling our food. Our Malawian education partners are committed to adopting and introducing new programs so that students receive the best opportunity for success outside of the classroom.

To support the future growth of the Campus we are preparing to expand our distant education training by using **Starlink**, which is forecast to be available in Malawi in 2023. Kuwala is on the wait list!

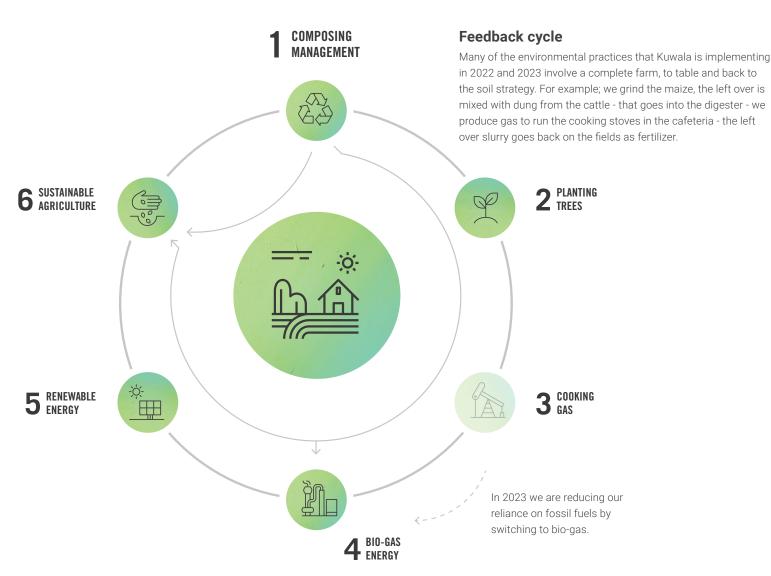


### **ENVIRONMENTAL SUSTAINABILITY**

From day one, Kuwala has been **respecting** and **renewing** the environment while **teaching** our students their **responsibility** as environmental custodians. Today, with climate change it's become necessary in order to function.

Kuwala places sustainability at the heart of teaching, learning, operations, infrastructure and community. The rural campus intersects between sustainability and equity, community, and health. Girls are not only learning to eat healthy; they are learning to grow healthy food in a sustainable way. They are not only learning how to care for themselves in an environment that has running water and sanitation, they are learning where the water comes from, how precious it is and how to protect and conserve it. Teachers and staff are also learning how to lead and create this culture. The experience our students gain is for life, and as they return to their villages, they become the leaders that teach the next generation.





# **01** | Composing and waste management

All compostable waste is collected and composted on site. The resulting nutrient-dense soil is returned to the land to support further growth.

#### 02 | Tree planting

Hundreds of trees have been planted on site and girls have taken their efforts to surrounding communities planting additional trees and demonstrating sustainable action through the Campus Outreach Program.

# 03 | Cooking with propane is a better option than trees.

Propane burners have been added to the new commercial kitchen. Propane is more energy-efficient and safer than open-fire cooking with wood. Cooking with gas also reduces deforestation.

### 04 | Bio-gas energy

In 2023 the best option for energy is the introduction of the bio-gas initiative. This will reduce or remove the need for propane. Bio-gas will also be used later for heating water. In addition, the bio-gas slurry is then used for fertilizer in the gardens, orchards, and greenhouses.

## **05** | Renewable energy resources

Kuwala has developed a roadmap for dependable and renewable power including plans to install a larger backup power system and a campus-scale photo-voltaic solar field (solar is already part of the campus electrical grid). This project will be critical to achieving a clean dependable power.

# 06 | Sustainable agriculture and farming

Expanding on our gardens and greenhouses, Kuwala is making plans to establish a sustainable Farm! This initiative includes acquiring additional lands for agriculture, chickens, cattle, and maize grinding. The goal is to make Kuwala fully sustainable and self-sufficient while developing learning and employment opportunities.

### ALIGNMENT WITH SUSTAINABLE DEVELOPMENT GOALS

# Kuwala is about making transformative change happen.

The content of this publication has not been approved by the United Nations and does not reflect the views of the United Nations or its officials or member states.



# Ensure healthy lives and promote well-being for all ages.

Kuwala provides a safe and healthy environment for its students with excellent care and oversight. As a result, girls receive and grow healthy food on campus, have access to clean water, and learn how to take care of themselves and others in a healthy way. This basic and essential learning stays with them for life.



# Achieve gender equality and empower all women and girls.

Gender equality is a principle objective in forming Kuwala, ensuring women and girls have an opportunity to become educated. The students then apply their skills and knowledge toward a vocation of their choice.



# Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all.

This is our mission! We are a school where girls, with no other options, receive a quality education, become independent thinkers, discerning decision makers, and change agents in their communities locally and globally.



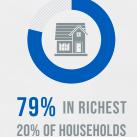
# Make cities and human settlements inclusive, safe, resilient and sustainable.

A fundamental principle is for Kuwala to build, operate and develop its infrastructure and programs using local labour. In addition, there is a demonstrated commitment for Kuwala to be a leader within the community, promoting inclusive hiring, a safe environment, resilient and sustainable practices.



# INEQUALITIES IN EDUCATION ARE EXACERBATED BY COVID-19

IN LOW-INCOME COUNTRIES,
CHILDREN'S SCHOOL COMPLETION RATE IS





20% OF HOUSEHOLDS

# DESPITE IMPROVEMENTS, FULL GENDER EQUALITY REMAINS UNREACHED



## THERE IS HOPE...

FEWER GIRLS ARE FORCED INTO EARLY MARRIAGE

• • •

MORE WOMEN ARE IN LEADERSHIP ROLES

**BUT WE HAVE A LONG WAY TO GO** 

Source: The-Sustainable-Development-Goals-Report-2020

### **2022 YEAR IN REVIEW**

2022 was a busy year as construction continues. We continue to expand our computer donations from Canada including Thinkpads® and headsets to facilitate learning English and computer skills.

The laptop donations from Canada has resulted in a computer science lab to teach basic computer skills and this program has been expanded to the teaching staff. Our goal was to provide a laptop to every student and now this is a reality. In Malawi, providing this level of education in computer literacy is rare and is a huge competitive advantage to these girls when they enter the work force after graduation.

As we completed 2022, the Campus continues with its environmental stewardship to plant trees and gardens and to utilize the greenhouse to produce products for the local market in the village. The school has also initiated the planting of an orchard with mangos, lemons, guavas and peaches. In keeping with our environmental stewardship, and sustainability model we purchased under utilized land next to the Campus and work has started on the farm including tree breaks to improve soil conditions and reduce erosion from rain runoff during the rainy season.

# Other significant upgrades were accomplished in 2022, including:

• Established grades 9-12 (Forms 1-4) to classify as a full secondary school. Enrollment: 120 students

- More upgrades were made to the Solar power system with a major purchase slated for install in 2023.
- Second classroom block was completed.
- · Basework for future science lab completed.
- Kuwala employs approximately 30 employees and hired 4 alumni Pioneer Students.
- Initiated Campus trades workshop with a donation of DeWalt power tools.
- Initiated maize mill for community outreach program completed in 2022.
- Commissioned two staff duplexes for teachers and their families to live on-campus. First one completed in 2022.
- Seedling reforestation program and orchard expansion with grafted trees to foster fruit production.
- Initiated bio-gas project to reduce dependency on natural gas.
- Completed soccer pitch and seeded goal posts.
- Delivered hand tools with Canadian delegation visit to build on-campus trades workshop.



### **2022 IMPACT STATEMENT**

All girls at Kuwala come from extreme poverty. These girls are most at risk of pregnancy and child marriage. Our Canadian charity provides tuition for each girl to receive a quality education in a safe environment. The Campus provides:

- A balanced curriculum that exceeds Malawian education standards.
- Safe boarding with access to essentials including a bed, modern plumbing, and electricity.
- Nutritional food program supplemented with fresh vegetables grown on campus.
- An on-site clinic with a nurse to provide access to timely health care.
- Computer skills development, one laptop per student + teacher.
- Extracurricular including faith-based community activities, sports, greenhouse tending, and tree planting.



### **MULTI-YEAR PLAN**

Looking forward to our next five years, none of us would have predicted the amount of **progress** and the **impact** on the **future**.

# Completed capital projects in 2022 included the second classroom and the introduction of another group of 60 students expanding our overall student population to our target of 120.

Planned capital projects for 2023 include: the science lab with associated equipment, workshop, two more staff duplexes, expanded solar power infrastructure, and the grand opening of the maize mill house.

As we expand our infrastructure we will need to plan for a tractor to maintain the roads and complete repairs after the rainy season. In addition, with 120 students and approx 30 employees we will need to invest in a mini-bus to help with transportation needs.

We wish to develop innovative educational opportunities by leveraging technology and computers to build growing links with Canada. There will be occasions for distance learning, and we are searching for ways to expand our environmental stewardship where technology might play a role. To help leverage technology and develop skills that are needed in Malawi; Kuwala has invested and shipped in a number of power tools to the Campus in 2022 with funding secured to construct a work-

shop in 2023 to teach the girls some of the basics in the trades by using power tools safely.

To sustain the Campus, food security is an objective. We are looking to purchase additional farm land in 2023 to have 49 acres under production with an opton to purchase another 15 acres. Note: Campus occupies 30 acres,

**Our objective is** to become nationally recognized in Malawi as a school of excellence. Our path is clear:

- Provide a free quality education for teenage girls in Malawi.
- Provide room and board at the campus, so they stay in school.
- Remove the socio-economic factors that lead to teenage pregnancy.

When the girls graduate, they have independent thinking skills and can advocate for themselves and others in the community. It is the path out of poverty. The vision of success is to turn this into a development model for other foundations and charities to follow.

### **FUNDED**

### **INITIATIVES-SEEKING FUNDING**

- **01** | Science lab **\$57,000** est
- **02** | Duplex No.2 **\$60,000** est
- **03** | School farm ,49 acres **\$59,000**
- Maize grinding facility\$25,000 est
- **05** | Continued expansion of solar power \$75,000
- Technical workshop\$40,000 est

- A | Staff duplex No.3 \$60,000 est
- B | Staff duplex No.4 \$60,000 est
- C | Administration and training centre \$120,000 est
- D | Farm expansion, additional 15 acres \$20,000 est
- E | Farm animal program and buildings \$41,500 est
- F | Dedicated staff bio-gas \$10,000 est
- **G** | Farm tractor, **\$40,000** matching grant of \$20K secured.
- H | Mini-bus, \$50,000 matching grant of \$25K secured.
- 1 | 2nd well farm irrigation, \$10,000 est

### 2022 FINANCIAL SUMMARY INSIGHTS

DESCRIPTION	\$CND-20	\$CND-21	\$CND-22
Total support and revenue	342,002	466,589	\$909,574
School operating expenses	140,183	218,009	\$264,124
School construction	97,833	153,729	\$375,859
Management and general expenses	21,259	21,480	\$30,325
Fundraising expenses†	276	18,576	\$22,418
Total expenses	259,275	411,794	\$690,095
Net income	82,727	54,795	\$219,479
Total assets	106,520	151,501	\$376504
Total liabilities	5,672	5,671	\$5,671
Net asset balance	100,848	145,830	370833

**Numbers are from 2021-2022 audited statement**. Management expense ratio is calculated from management. General expenses and fundraising expenses divided by total support and revenue [x 100] to obtain a percentage. Donations are almost doubled and school operating expenses increased as this was our first full year with 120 students. FINANCIAL NUMBERS REPORTED BY INDEPENDENT 3RD PARTY AUDIT.

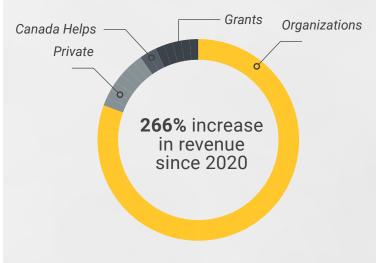
We have been approved by **CAF Canada** which means that **US donors can donate** to CAF America as a donor advised fund (i.e. designate that the funds go to Kuwala). By donating to CAF America they get a **tax receipt**. CAF America forwards the donation to CAF Canada which passes it on to Kuwala.

LINK TO CAF WEBPAGE

### INSIGHT

Kuwala is actively building the sustainability of our donor base. More donors means a decreased risk of yearly fluctuations in revenue. Donors are defined as: individuals and organizations.

2021 Donors #	2022 Donors #	ors # % Increase	
96	101	<b>5.2</b> %	



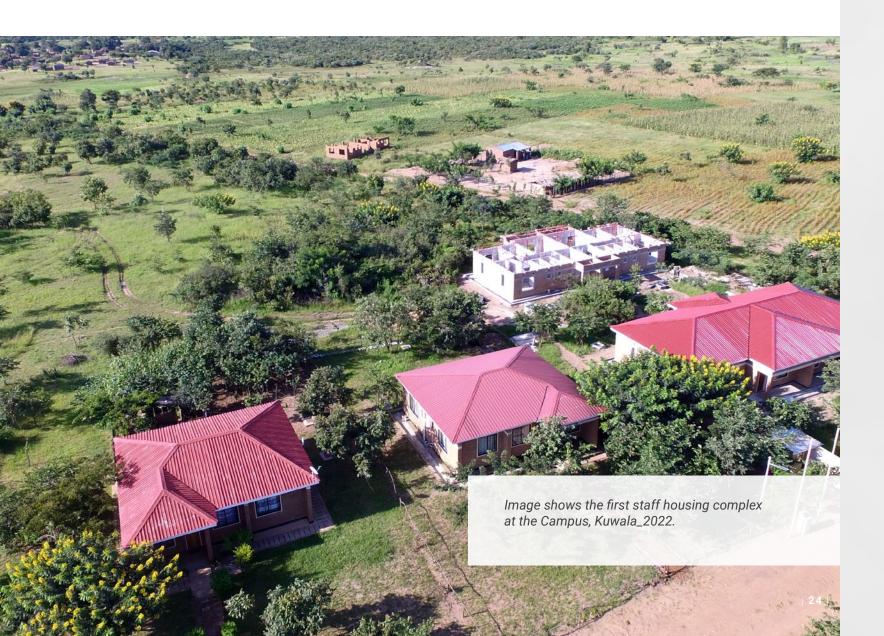
Revenue **\$909,574** 





# INFRASTRUCTURE DEVELOPMENT | 2017-22 CAPITAL PROJECTS

Since our beginning in 2017 Kuwala has raised donations to complete \$1,274,000 of capital projects with an additional \$294,500 raised towards projects currently underway. The table summarizes our campus development projects for the period from 2017 through 2022.



## **Capital Projects Completed (2017-2022)**

Land	\$40,000
Hostel 1 (60 students)	\$95,000
Classblock 1 (with 3 classrooms)	\$85,000
Classblock 2 (with science lab)	\$85,000
Temporary cafeteria and kitchen	\$5,000
Staff house, 1	\$50,000
Staff house 2	\$50,000
Duplex 1	\$60,000
Maize mill	\$25,000
Sewer system with bio-digester	\$60,000
Water well	\$25,000
Water tower	\$65,000
Pumphouse	\$10,000
Composting toilets	\$15,000
Site office	\$17,000
Greenhouse 1	\$12,000
Fence with entrance gate	\$35,000
Site vehicles	\$60,000
Design & engineering services	\$30,000
Electricity service	\$60,000
St. Peter's Assembly Hall	\$109,000
Hostel 2	\$95,000
Greenhouse 2	\$12,000
Guesthouse	\$15,000
Farmland	\$59,000
Total expenses	\$1,274,000

All funds converted to Canadian dollars.

## SALES AND MARKETING

# Digital Ecosystem Our long-term strategy is to keep build-

ing our content and use push and pull marketing tactics to funnel potential donors to the website. Our website is our single source of truth and it's where the conversion funnel occurs: interest, awareness, credibility, and donation.

### Social Media

Goal is to build an international community of like minded people that lead to advocacy of girls education in Malawi.

**FACEBOOK** Stories and photo essays. Some paid media.

# essays.

**TWITTER** Stories and photo

**RAW CONTENT** 

Digital Asset

Govern-users

**Templates** 

# **INSTAGRAM** Photo-essays.

**COMMUNITY + PROMOTE CONTENT** 

**Website** 

APIs/URLs from the CMS.

Single source of all content. Other touch-

points pull content from this source using

**CALL-TO-ACTION** 

### YOUTUBE Interviews at the Campus. Impact statements.

LINKEDIN Updates at the Campus.

**FIELD**NOTES

**Blog Engine** 

# STORIES FROM FIELD

### **Email**

Act as an aggregator for content to subscribers. Content snowballs taken from:

**Direct Mail campaigns** 

Content comes from website, business

development consultant helps craft the

message and support direct mail campaign with followup. Initiative to start in 2022.

- Monthly meetings
- Newsletter content in blog engine

### Ads

### **Digital**

Google AdWords, Text to donate Web Ads. and SEO

### **Events**

Zoom campaigns Invite only events (after Covid)

### **Traditional**

Handwritten post card & phone call campaign [Donor thank you].

### **Audience Journey**

PRIMARY AUDIENCE **OVERALL GOAL** 

**AWARENESS** 

CONSIDERATION

**DONATION** 

LOYALTY

**ADVOCACY** 

Each arrow has a strategy

PROMOTE



All media moves audience through the journey map towards an annual repeat

### **COMMUNICATION + DIGITAL TRANSFORMATION**



CRA Charitable Registration № 800640062 RR001

Kuwala sends out a monthly newsletter to a managed email list that has leveraged content from the website. In Feb-2021 the Canadian board also decided to start producing a print-ready version called "Stories from the Field" to reflect the reading audience's wishes better. The print version offers a better reading experience on the iPad® or can be printed for those wishing to read from a hardcopy.

### A cross-functional Canadian and

Malawian team meets monthly to story-board ideas, write, and edit to support the newsletter initiative. In Malawi, photos are taken to support the articles and assembled back in Canada with a publication date of the last week of every month.

In 2022, we created a bound-print version for the 12 months and is available on Blurb for print-on-demand.



























### SOCIAL MEDIA COMMUNICATION

As part of our ongoing digital transformation, we continue to leverage the content we create for the monthly newsletter to push out to our email list, Facebook, Twitter, Instagram, and Linkedin. This strategy establishes a cadence of frequency and more impressions than a single media channel traditionally offers. Our goal is to increase brand awareness and to show we are active.

### Insight

Our main target audience is most active on Facebook so this platform organically grows as our audience becomes connected to our cause. Linkedin is a platform for business professionals and we didn't have a presence before 2000. Typically each month 12 posts / social media channel are scheduled (144 posts/year/channel).

Number of followers	f		(O)	in
Year 2022	998	29	80	28
Year 2021	463	24	73	12
Year 2020	87	05	41	_

### **CAMPUS SECURITY**

Covid-19 and Cholera are challenges in terms of the African pandemics but the Kuwala campus **stayed safe** by being **proactive**, taking **precautions**, and **helping** the community.

### **COVID-19 Update**

Although not well documented, COVID-19 has community spread in Malawi. The Kuwala campus stayed safe by taking precautions, such as physical distancing, wearing a mask, keeping rooms well ventilated, avoiding crowds, frequent hand washing, regular temperature checks by the on-site nurse. The Campus is mostly a self-contained bubble, so there is less exposure to the general population. To date the campus has not experienced a serious Covid outbreak.

# Security of the Campus is more than just an attitude; it's community action.

At Kuwala, the management team takes the personal safety of the girls seriously. These girls are the future leaders of their communities and are on loan to us. The on-site supervision includes: professional security team, a matron that stays with the girls in the hostel, and on-campus teachers living on the property means the girls are never without adult

supervision day or night.

The personal security team is only part of the overall security system. In addition, the Campus has property fencing, a secure entrance, a guardhouse, and nighttime lighting.

### Community outreach

Perhaps not as well known is the community pride in the Campus. In a few short years, the surrounding community has seen positive changes and economic benefits due to the Campus hiring local tradespeople and a greening of the environment.

The campus on several occasions has been a beacon of light to help the local community in times of need with supplying extra food staples such as flour and the newest addition slated to open in 2023, the Maize Mill.

The outreach of the student programs and the St. Peter's Assembly Hall became a benefit to the surrounding rural community when is came onstream in late 2021 and will continue to do so for years to come, answering the need for hosting community events. The best security is often an invested neighbour.



### MCIC PARTNERSHIP

**Kuwala** is a member of the **Manitoba Council for International Cooperation**. MCIC values are echoed in our charity: a just world, voices for change, and supporting each other to be global citizens.

MCIC provides Kuwala with opportunities to engage with fellow Manitobans on various issues and approaches to international development, including the possibility of access to an annual grant for international development provided by the Province of Manitoba.

Through MCIC, Kuwala connects to numerous members that include many familiar development alliances and networks and thousands of Manitobans who support the vital vision of a just world as we strive towards achieving, for example, the sustainable development goals as set by the United Nations.

MCIC supports networking and capacity development in members and partners for more significant impact, engaging the public to be active global citizens, international cooperation through funding, and maintaining and strengthening organizational wellness.

For more information on the mission and vision of MCIC, please visit the website. <a href="https://www.mcic.ca.">www.mcic.ca.</a> Image right: community leaders planting trees with the help of Kuwala's Community Outreach program.







In partnership for a better world through Education | Sharing | Action



### MESSAGE TO FAITH-BASED ORGANIZATIONS

As a Christian school, we work to provide an environment based on values to establish a foundation for a successful life and nurture our students to reach their full potential. We teach to the Malawian national curriculum, and all students take religious studies which is part of the national program.

Students are guided by a syllabus-based textbook to read a verse from a Good News Bible. After reading the verse, the teacher asks the students to paraphrase in their own words the meaning. Different groups present their thoughts and the teacher clarifies using a teacher's guide what the verse means. The teacher also recognizes those who were close to the correct meaning of the verse.

Students also read stories from the Bible, and the teacher asks questions to see if the students understand the stories.

The school schedule has extracurricular activities such as: prayers every Friday and Monday after classes, sports (netball, volleyball, football, and frisbee) and other indoor games including chess, draft, and Bawo.



Kuwala is helping girls shine.



## **OUR SUPPORTERS | FAITH-BASED**

Education That Transforms Lives,
Now Endorsed By The North
American Lutheran Church.



Empowerment through education is a universal language, and the North American Lutheran Church (NALC) proudly **endorses Kuwala Christian Girls School as a Recognized Ministry.** This endorsement from a core group of supporters is one of many faith communities supporting Kuwala. The School's vision to impart knowledge, nurture faith, and inspire change in the lives of young girls aligning with NALC's mission strategy, making this a harmonious partnership dedicated to serving the future leaders of our global community.

The NALC, with over 400 congregations across the United States and Canada, doesn't extend this recognition lightly. Recognized Ministries are meticulously chosen for their alignment with NALC's mission, firm commitment to accountability, and proven financial integrity and stability.

By joining forces with Kuwala Christian Girls School, we're celebrating a beacon of hope, where young girls receive a top-tier education while developing steadfast faith. Together, we are cultivating a future rich in potential, bright in promise, and grounded in spiritual strength.

Celebrate with us this momentous occasion as the NALC recognizes Kuwala Christian Girls School as an official Recognized Ministry. Your support helps us build a future where every girl has the opportunity to change the world.

Kuwala Christian Girls School - Endorsed by The North American Lutheran Church. Here's to shaping a future, one girl at a time.



**If your faith** based organization would like to adopt Kuwala as their world outreach program, Kuwala provides regular progress reports to your congregation and the direct impact their donation is having. Our communication to you is important.

### **SERVICE TRIP TO MALAWI - 2024**

The service trip to Malawi on June 4th to 10th, 2024 is an immersive cultural exchange experience that offers participants the participants to engage in meaningful service work aimed at improving the lives of girls and their **families** in one of the poorest nations in the world.'

Join us on an incredible journey to one of the friendliest nations in the world, where we will engage in an immersive cultural exchange experience where you will go behind the scenes to see the real Malawi. You'll have the chance to make a substantiative impact through activities such as our art program, setting up computer technology, developing Workshop Skills, and participating in Sustainability Projects.

This trip is more than just an adventure—it's a transformative experience that will challenge you to think critically, form new ideas, and truly appreciate your life's privileges and opportunities. By educating girls in Malawi, you'll contribute to the betterment of their families, villages, and country, while empowering them to shine and achieve their full potential. Throughout the journey, you'll have the opportunity to interact with local people, learn about their customs and traditions, and gain a deeper understanding of the challenges they face.

In addition, engaging in service work will allow you to develop practical skills and deepen your knowledge of sustainability in action and contribute to meaningful and lasting change in the lives of those we serve.

The service trip to Malawi is a life-changing event providing a deeper understanding and appreciation of the world around you. It's an experience of a lifetime that is not found in a glossy brochure or a fancy hotel. It lies in the moments that challenge us, inspire us, and leaves an indelible mark on our souls. It is the people we meet, the lessons we learn, and the growth we undergo. The sum of our experiences shape us, and the memories we carry forever. Embrace this opportunity to serve others and illuminate the path ahead. Come join us on the 4-June-24. Email us at info@kuwala.org with your intentions.



**Kuwala Christian Girls School** 

P.O. Box 23070, McGillivray PO, Winnipeg, Manitoba R3T 5S3 Canada Revenue Agency Charitable Registration Number: #800640062 RR001



### **CREDITS**

Kuwala's Canadian board of directors is an all volunteer board and we are proud to lend a hand to help girls in Malawi receive an education. While some expenses are necessary to run an international charity we do our best to keep the sales, marketing, and business operations in-house. This Annual report you are reading, the monthly newsletters, and the website are made possible by the Canadian and Malawian team working together to create the content. All the board members in Canada and Malawi help contribute to Kuwala's success but there are also non-members creating the monthly content that make all this possible.

The names to the right offer their help to make this all possible.

THANK-YOU.

# Non-board members involved in content creation

- Leslie Kinzel Writing
- Margaret Murray
  Writing + editing + design
- Madison Kinzel Video editing
- Cory Walpole, Release Media
  Social media program
- Chimwemwe Katola

  Photographer, Malawi

