Overcoming economic and social challenges in Tanzania in partnership with local communities and Thomson Safaris.
Dear Friends,

It has been a banner year for Focus on Tanzanian Communities (FoTZC) and the communities with which we work! With your support, we opened our biggest project to date, a medical dispensary (a small health clinic) serving four Maasai villages that previously had little or no access to healthcare. We also launched COCOBA (Community Conservation Banking) in Loliondo, a microfinance program which will help Maasai women start conservation-minded businesses. In addition, we built a 2-in-1 teachers’ house at Oloipiri Primary School and two classrooms at Orkiu Primary School.

As a Board, we’ve had spirited discussion about conservation and the importance of ensuring our projects help preserve the natural environment in Tanzania, which is, after all, what brought us all to Tanzania in the first place. At the dispensary, we installed solar power and a windmill-powered borehole which provides clean water to both the dispensary and the local community. COCOBA will provide the tools and ongoing support the local women need to start environmentally-conscious businesses by teaching them business skills as well as the value of conservation.

Thomson Safaris’ guests come to Tanzania to see wildlife and landscapes, but many end up falling in love with the people they meet. Many of these Thomson guests then choose to give back to Tanzania by donating to FoTZC, which allows us to work with our partner communities to help them meet their needs. The success of this model is based on the interdependency of the communities, conservation, and tourism.

Please join us by making a gift that will help bring to fruition the life-changing projects described in the following pages. You can donate online (including securities) or use the enclosed envelope to send your gift. As always, we appreciate your support.

Asante sana,

Constance Cork
President, Focus on Tanzanian Communities

Judi Wineland
Director, Focus on Tanzanian Communities
Director, Thomson Safaris
We would like to thank...

Two of our founding members are retiring from the Board of Directors in early 2016. We truly appreciate their passion, vision and leadership over the past two decades.

Catherine Henn
Catherine was General Counsel for a national newspaper and has applied her skills and guidance to FoTZC legal and governance matters since 1996. She always brings clarity to seemingly challenging issues. We will miss Catherine’s focus and eloquence and thank her profusely for her nearly 20 years of service to FoTZC!

Richard Johnston
Rich, a former partner at Wilmer Hale, was on the 1996 trip to Tanzania that was the catalyst for creating FoTZC. He served as President of the FoTZC board from our founding until January 2015. Through his office, and with his assistant, Irene Stuart, Rich handled FoTZC’s administrative and legal work until 2009. His thoughtful approach and clear vision has guided FoTZC to where we are today. Rich, we will miss you!
Soit Sambu Secondary School

Boys’ Dormitory

The entire FoTZC Board has been impressed by the students, teachers, and headmaster of Soit Sambu Secondary School on our multiple visits over the last few years. The students are outgoing and well-spoken, which is all the more impressive considering that English is their second, or often third, language.

FoTZC built a 2-in-1 teachers’ house at Soit Sambu Secondary in 2011, which enabled the school to request more teachers to accommodate the rapidly growing student body—465 students are currently enrolled. In 2013 we built and furnished a girls’ dormitory and latrine to address the dire needs of 160 girls who were living in a space built for 48. The school’s growth between 2011 and 2013 has exceeded expectations. This school is well-run by an energetic, clever, and entrepreneurial headmaster, Mr. Aziz Kaduma (who, by the way, looked fresh out of college in 2011). He has a vision for the school and is effective at raising significant support from community members and other organizations. This is important because Soit Sambu Secondary is one of the only secondary schools in the Loliondo area. Seventeen of the Form Four graduates from 2014 have continued onto high school, and Soit Sambu Secondary received
an award from the Tanzanian government as the most improved school in academics and infrastructure.

Shortly after opening a new dining hall in 2015, the boys’ dormitory burned down in an accidental fire; the boys had to move into the brand new dining hall as they had nowhere else to live. This news troubled us, as we know how hard the whole community has worked to build the school, and the cost of replacing a dormitory is not something the community can finance quickly or easily. Therefore, when the school, district government, and the Member of Parliament for the area requested that we build a new dormitory for the boys, we quickly agreed.

We have committed to building and furnishing a new boys’ dormitory at Soit Sambu Secondary School, and we want to break ground in early 2016. This will allow the boys to move in by April, giving them a place to live, and making the dining hall available for student use during the rainy season. We are proud to support this inspiring school.

We hope you'll help Soit Sambu this year; it’s an incredible school, and we would love to give the boys a place to live soon!

In 2016 our school will not enroll as many boys due to the shortage of dormitory space, so many qualified boys will remain at home instead of continuing to secondary school.”

— Aziz Kaduma, Headmaster, Soit Sambu Secondary School

FUNDING NEEDED | ESTIMATED COST: $132,000
Sukenya
Medical Dispensary

Up and Running!

After five years of planning, a lot of fundraising, and many discussions with all of the stakeholders, the Sukenya Medical Dispensary is open and providing greatly-welcomed clinical care! A special thank you to the Drollinger Family Charitable Foundation for providing the funds for the challenge match which brought the dispensary to completion. In addition to the dispensary facility, we built housing for the staff, toilets, an incinerator and a placenta pit, installed solar power, and installed a windmill to power a pump in the borehole drilled by Thomson Safaris. Both the dispensary and staff housing are equipped with a rainwater catchment system which supplements the water from the borehole. This area of Loliondo is extremely dry – water is a perpetual issue, and sourcing water nearly always tops the list of community priorities.

We are particularly gratified by how many people are using the dispensary. In some rural areas, new health projects are difficult to launch because the local population is resistant to using modern medicine. Consequently, the launch of health projects in rural areas frequently include concerted efforts to increase facility usage; not so in Sukenya! In the first four
months of operation, the three staff members have seen an average of 526 patients per month from a population of approximately 6,000. Similar facilities are considered very busy if they see 200 patients in a month. To date, 21 babies have been delivered at the dispensary.

According to Thomas Nchimbi, one of the dispensary staff members, the most common ailments being treated are diarrhea, pneumonia, typhoid, brucellosis, pelvic inflammatory disease, and eye complaints. Many of the pregnant women visiting the dispensary for antenatal care have anemia caused by worms or malaria. Thomas and the other staff members provide each patient with some basic health education; however, some of these conditions are a result of longstanding cultural practices. We hope that through education and access to care, the prevalence of these diseases will decrease. The women in the community are grateful that they no longer have to walk 13 miles each way to have these common ailments treated.

"We are very thankful to FoTZC for this gift to the community, bringing services closer to the people."

— Stephen Kebwe, Deputy Minister of Health

The community has requested that FoTZC build another 2-in-1 staff house so the government can provide more staff to treat the incredibly high number of patients visiting the dispensary. We plan to build this new housing in late 2016 or early 2017.

FUNDING NEEDED | ESTIMATED COST: $90,000
A decade after Michela Harriman passed away, Michela’s Room, a dining hall and community center at Ganako Secondary School in Karatu is really taking shape. The Harriman family completed the first phase of construction, and Michela’s Room is the beautiful centerpiece of Ganako. They are now gearing up for the next phases of the project, which are two-fold.

The first part of the plan is to complete the infrastructure for Michela’s Room. The largest and most important part of this phase is to drill a borehole to provide the school with sufficient water. With more than 700 students, the community water system and rain-water tanks can’t supply all of the water the school needs. The new borehole will distribute water to various parts of the school, including the new kitchen, which is also part of this phase of the project. The kitchen will be fueled by a new bio-gas system, and will have ample hand-washing space, as well as secure food storage, enabling the school to purchase food when prices are low.
Over the past two years, FoTZC has partnered with the Harriman family and Babson College. Babson has run three Babson Entrepreneurial Leadership Academy (BELA) courses at Ganako, and has two courses scheduled for 2016. These courses are a one-week immersion in entrepreneurial thought and action. To date, 292 secondary school students from Karatu have participated in these seminars. Babson plans to continue these courses in future years.

In addition, working with the Harriman family, Babson is planning to open an Entrepreneurship Center in Karatu; two Babson graduates will receive two-year fellowships to live in Karatu to foster entrepreneurial thought and action. These two graduates will work with the local schools, the Tanzanian Chamber of Commerce, and aspiring entrepreneurs as consultants, trainers, and mentors.

“We are happy to be a part of the projects at Ganako, and we hope we can help the Harrimans raise the funds needed to complete these transformational projects.”

— Rick Harriman

FUNDING NEEDED | ESTIMATED COST: $150,000*

In an economy that does not produce nearly enough jobs, the BELAs help aspiring students to create their own jobs and provide core skills in creative problem solving that can be used in all aspects of their lives.”

— Rick Harriman

*FoTZC has committed $20,000 towards the Total Estimated Cost of $150,000
Partnerships

Our partnerships with you, our donors, the communities, and other stakeholders with whom we work are critical to our success. We wanted to highlight some of the “behind the scenes” partnerships for you.

Thomson Safaris
Our longest-standing partnership is with Thomson Safaris. FoTZC was co-founded by Judi Wineland, the founder and Director of Thomson Safaris, along with six Thomson Safaris guests after a trip to Tanzania in 1996. Judi has served on the Board of FoTZC since our founding and she contributes invaluable expertise on just about everything Tanzania-related.

The partnership with Thomson Safaris is extremely important to FoTZC. The majority of you reading this learned about FoTZC while visiting one of our projects with your Thomson Safaris guide. Many of you chose to donate to FoTZC after seeing our projects first-hand. We are grateful to Thomson Safaris for introducing you to us – without you, the Tanzanian communities we partner with would not have their needs met!

Thomson Safaris also provides logistical and ground support in Tanzania. The Thomson Safaris guides care deeply about our work, and they frequently stop by our projects to check that everything is working as it should be. Thomson also often donates transportation and accommodation to FoTZC staff and vendors in the field, for which we couldn’t be more thankful. Additionally, Thomson Safaris provides office space and materials for
the US-based FoTZC staff. All of this combined adds up, and is the reason our administrative costs are low, so that more of your donation goes directly into projects.

**Acme Construction**
We have worked closely with Hans and Jane, the owners of Acme Construction, since 2009. They bring a tremendous amount of experience and knowledge to each of our projects, which help us to improve the final product. In fact, they designed the 2-in-1 housing model used by most of our projects. Acme is a big part of our success in Tanzania.

**Jane Moore**
Jane traveled to Tanzania with Thomson Safaris in 2005, and in 2009 she was still thinking about the Tanzanian children she met on her safari. She contacted us and has become one of our most dedicated fundraisers; she calls her initiative Pencils and Dreams. She hosts fundraising events in her home several times a year, entirely at her own expense, and tirelessly works to fund school-based projects.

**Babson Entrepreneurial Leadership Academy**
FoTZC was introduced to the Babson Entrepreneurial Leadership Academy (BELA) at Babson College through the Harriman family (see Ganako, p. 7-8). BELA is working with FoTZC, the Harriman family, and Thomson Safaris to set up entrepreneurship training seminars in Tanzania. They have completed four week-long seminars at Ganako Secondary School in Karatu in which top secondary school students are trained on how to start small businesses. Babson and the Harriman family are planning to set up a permanent entrepreneurship center in Tanzania in the coming years.
We are pleased to announce our upcoming projects. We hope that you will help us and our Tanzanian partners complete them! For additional information on these projects and on how you can participate, please contact us at info@fotzc.org

**COCOBA**

COCOBA training began in late October. The women are learning how to run the COCOBA program to ensure that their lending groups will continue to thrive after their training is complete. One-third of the women will work on beading, a third will learn beekeeping and start a honey business, and a third will learn leather tanning and start selling leather goods. Pivoting from bricks-and-mortar projects to services required us to dig deep into the details of how the program will work and to develop new frameworks for setting goals, monitoring progress, and evaluating success. We are eager to meet with our COCOBA women in 2016 and to see their progress.

**SUKENYA PRIMARY SCHOOL**

**2-in-1 Teachers’ House**

We built a 2-in-1 teachers’ house at Sukenya Primary in 2010, and we are thrilled to be back at such a successful school breaking ground on a new 2-in-1 teachers’ house late in 2015. The students of Sukenya are motivated, engaging, and goal-oriented: some students have told us that they want to become doctors, nurses, teachers, pilots, and one student said he wanted to be President! The school currently has 400 students and eight teachers, and this new house will allow the school to request additional teachers from the government. We look forward to meeting the teachers in their new housing next year.

**ORKUYENE PRIMARY SCHOOL**

**2-in-1 Teachers’ House**

Orkuyene is a new village in Loliondo. The community has started to build a new primary school so that their children don’t have to walk almost two hours each way to attend Oloipiri Primary School. Two hours is a long way for anyone to walk, but in an area with resident wildlife it’s particularly dangerous. The village has built two classrooms and an office, and they have asked FoTZC to build a 2-in-1 teachers’ house, which is the last building they need before the school can be formally opened. We are grateful to Jane Moore and her Pencils and Dreams initiative for fundraising for this project with us!
### 2014 Financials

Revenue and Expenditures for January 1, 2014 through December 31, 2014

#### Revenue

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<th>Source</th>
<th>Amount</th>
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<td>Cash Donations</td>
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#### Expenditures

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<th>Category</th>
<th>Projects</th>
<th>Percentage</th>
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<td><strong>Total Expenditures</strong></td>
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**Total Revenue** $282,256

**Total Expenditures** $382,792
Focus on Tanzanian Communities and our Tanzanian partners are deeply grateful to the generous people who make our work possible. Following is a list of donors from January 1, 2014 through September 30, 2015.
Much appreciation goes to Wilmer Hale, LLP for their pro bono legal counsel.

Cover photo: Eliza Hatch