



Strategic Plan  
**2019-2021**

## Summary

In a world of growing conservation challenges and an urgent need for effective and lasting solutions, Maliasili exists to enable talented local conservation organizations to become more effective at what they do, overcome their challenges, and achieve greater impact.

Working with a portfolio of carefully selected partner organizations, we provide long-term, customized support to strengthen key domains impacting organizational performance such as:



## Track Record

Since our founding eight years ago, Maliasili's work has focused on eastern and southern Africa. During this formative period we have developed an increasingly mature set of organizational support tools and methods; a track record of significant impact in helping a diverse range of leading local organizations accelerate their growth and impact; and an overall value proposition based on a unique blend of technical conservation knowledge and organizational capacity development skills.

## Scaling our Impact

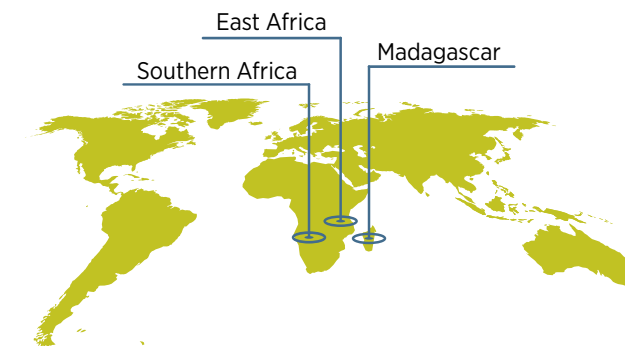
We believe we now have a unique offer with the potential to scale our impact in response to growing demand and new opportunities, while continuing to refine and strengthen our existing model and investments.

## Three Key Strategic Choices

This strategic plan constitutes a period of transition and growth for Maliasili, as we position ourselves for impact on a wider scale.

### 1. Geographic Expansion

We are shifting from a strictly Africa-focused organization to one with a wider purview and mission.



We are starting a new expansion into Madagascar over the next three years, which will provide key lessons for adapting our model to new regions in the future.

### 2. Funding Flows

We will place greater emphasis on influencing conservation funding patterns, so that our portfolio partners can more easily access the resources that will enable them to grow and achieve their goals. This involves playing more of a connecting role between funders and local organizations, and developing new mechanisms to enable funding to reach our partners.



### 3. Resourcing our Growth

In order to deliver on these goals and support the needs of a growing portfolio, we will refine our revenue model and invest in building an outstanding and diverse team that can sustain the planned growth and expansion.



2019 - 2021

Maliasili's major goal over the next three years is to support the growth and development of an expanding portfolio of local conservation organizations across eastern and southern Africa, **adding a total of 15 new partner organizations during this period.**



We will place greater emphasis on phasing down the level of our support to partners after 3-4 years and once they have reached clear benchmarks for organizational capacity.

Our other key goal focuses on influencing funding, including through the development of new funding mechanisms, and we aim to catalyze at least \$5 million in new investment in our portfolio over the next three years.

Central to Maliasili's ability to deliver on the ambitions of this strategic plan is addressing the two most critical resourcing needs: people and money.

Improved recruitment and team development, and a diversified revenue model that combines philanthropic investment with fee-for-service income are core priorities for the next three years.



Our growth targets call for raising a total budget of at least \$2.5 million by 2021.

## Introduction

The earth's fabric of life and biological diversity faces unprecedented pressures from human population growth, habitat conversion, illegal wildlife trade, infrastructure development, weak governance institutions, and other impacts of people on their environment. This historic loss of natural wealth threatens not just nature but human well-being, and the capacity of the planet to sustain life in all its forms.

Today's conservation challenges create an urgent need for effective, practical, and scalable solutions. The most effective conservation initiatives often arise from local groups of people- communities, activists, and entrepreneurs- with the roots, the vision, and the motivation to develop creative and lasting solutions. However, many of these organizations are driven by passion and necessity, but have had insufficient investment in the management, tools, and training that enable well-run, highly effective organizations.

Maliasili exists to help these kinds of conservation organizations become more effective at what they do, to overcome growth barriers, and to achieve greater impact. We support the development of high-potential local and national organizations that have the right combination of grassroots relationships, visionary leadership, and unique insights to be able to achieve impact on a growing scale.

Our belief is that more effective conservation organizations that are leading change in their communities and their societies will play a key part in accelerating the pace and scale of impact in conservation globally.

Over the past eight years of working primarily in Africa, Maliasili has developed a unique combination of technical expertise, which blends conservation strategy with skills relating to organizational performance, leadership and management. Working with a carefully selected portfolio of leading African organizations, Maliasili has been able to significantly accelerate the growth and impact of a diverse set of organizations working in four African countries.

With an established track record and growing reputation for driving results, Maliasili now seeks to leverage its capabilities to expand conservation impact in Africa and around the world. Ultimately our long-term vision is to transform conservation practice by accelerating the growth and impact of outstanding local organizations that are delivering solutions for both people and nature.





## Background

Maliasili was founded based on a set of core premises:

- The most important conservation work in Africa today blends a focus on strong local rights over land and natural resources; economic incentives for stewardship over these resources; and effective local governance institutions.
- Achieving lasting change and impact depends on the abilities of local organizations that are deeply connected and committed to their communities, landscapes, and societies, and have the unique blend of skills, local insights, and creative problem-solving needed to deliver results.
- While local organizations often are able to develop innovative conservation approaches and achieve local successes, they tend to struggle to build and grow organizations that can sustain and scale their work. Local leaders and field-based scientists often lack the networks, resources, strategic focus, professional management skills, and experience needed to build successful organizations.

Maliasili set out to address these issues by becoming a specialized support agent for outstanding local African conservation organizations. By providing targeted support to the development of these organizations and their leaders, we can accelerate their impact.



## Growth and Achievements

- **An outstanding portfolio of African conservation organizations:** Maliasili has grown from a handful of local partner organizations based primarily in Tanzania, to supporting a diverse portfolio of about 16 organizations across four countries (Kenya, Tanzania, Namibia and Zambia).
- **Refined and practical tools for organizational growth:** An initial focus on supporting local partners through strategic planning and communications has broadened to include approaches to improving board governance, management systems, fundraising, and facilitating partnerships and collaboration.
- **A leadership development program driving networks and collaboration:** A growing leadership development program recognizes that leadership is essential to driving and sustaining organizational effectiveness.
- **Strategic expertise:** Maliasili has become a recognized expert in strategic planning, having developed more than a dozen strategic plans for our partners as well as strategic plans for funders of African conservation.
- **Leveraging funds for African conservation organizations:** We have helped to secure and leverage over \$7 million in funding for our partners.
- **Growing our own team:** Maliasili has grown into a team of roughly a dozen staff members in five countries.



“

*The impact of our work with Maliasili on strategic planning and developing an organization-wide work plan has been transformative, in terms of the clarity around our key goals and what we need to do in order to achieve them.”*

—Tuqa Jirmo, Chief Operating Officer, Lewa Wildlife Conservancy





## Impact

Support to our portfolio of local partners has enabled some of the region's leading conservation and natural resource organizations to accelerate their growth and impact.

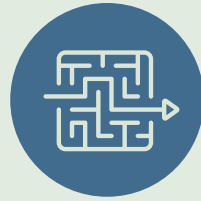
Notable examples include:

- **Working with Lion Guardians from 2013-2015 to develop their first strategic plan** and guide their transition from a field-based project to an organization that is now a global leader in human-wildlife conflict mitigation and community-based conservation.
- **Supporting the Ujamaa Community Resource Team** to more than double their budget over a five-year period, add key new staff positions to bolster management and planning functions, and focus their strategy. This enabled them to greatly scale up their field-leading methodology for securing indigenous communities' land rights in northern Tanzania to nearly one million hectares, and helped them get international recognition including being awarded a Goldman Environmental Prize in 2016.
- **Working with Mwambao Coastal Community Network** to advance from a small start-up organization with a compelling vision but few resources, to an organization with a budget more than 20x greater than five years previous. This has enabled them to become the leading organization facilitating community marine conservation initiatives in key sites such as Pemba Island off the coast of Tanzania.
- **Working with a growing set of national and local community-based organizations** that are leading Kenya's conservancy movement, which is now supporting locally-led conservation efforts on roughly six million hectares around the country, from the Maasai Mara to Amboseli.



## Value Proposition

Maliasili offers a unique combination of skills, experiences, and competencies.



**We integrate technical expertise** in natural resource-related subjects, such as community-based natural resource management, community land tenure, and natural resource policy, with deep experience with organizational development tools and processes. This combination of skills allows us to facilitate organizational processes revolving around strategy, collaboration, and management while also leveraging our subject-matter expertise.



**We understand the needs and contexts** of local, grassroots organizations, and what will help those organizations improve in practical ways. Our team members have built organizations themselves in Africa and elsewhere, and we understand what it takes and the challenges encountered in processes of organizational growth and change.



**We take a long-term approach**, customizing our support, and developing strong relationships with our partners built on trust and reciprocity.



**At a wider scale, Maliasili possess a unique ability to connect** highly effective local conservation organizations with funders and international organizations that seek to support and invest in those kinds of local efforts.

## Growth Opportunities

The skills, tools, approaches, and products Maliasili has developed around organizational development and leadership, facilitation, strategy, and communications are applicable beyond the fairly narrow suite of African contexts within which Maliasili currently works. Given the scope of conservation and rural development needs and the emergence of locally-rooted organizations working to develop new conservation approaches, the growth opportunities to expand both within Sub-Saharan Africa and beyond are significant.

A related opportunity is the growing support for the kinds of locally-led, community-driven conservation models that Maliasili seeks to promote. The past year has seen a growing emphasis on indigenous and community-led conservation, including important high-level policy decisions in international forums and new financial commitments, such as a total of \$459 million pledged towards indigenous conservation initiatives by US foundations at the 2018 Global Climate Action Summit.<sup>1</sup> This support is being driven by a growing recognition of the importance and urgency of strengthening community-led conservation in order to reach global goals related to biodiversity conservation and climate change.

Another opportunity for Maliasili is a renewed focus on organizational capacity and effectiveness amongst funders. A number of leading private foundations are placing greater emphasis on the

kinds of long-term investments in organizational capacity in order to achieve greater, system-wide impact,<sup>2</sup> and as embodied by the Ford Foundation's strategic decision to invest \$1 billion over the next five years in strengthening the organizational performance of roughly 300 of its grantees.<sup>3</sup> If these investment models generate further interest within the conservation field, it will create wider demand for Maliasili's services and expertise.

Realizing these opportunities will depend on Maliasili marketing its value proposition to the global conservation field as a go-to source of support for talented local organizations.

We believe it is possible to replicate our model effectively in new areas with the support of additional partners and collaborations, which we can leverage to provide the infrastructure, local intelligence, and relationships required for successful geographic expansion.

1. See: <https://news.mongabay.com/2018/12/global-agreement-on-conserved-areas-marks-new-era-of-conservation-commentary/>

2. See: <http://si12982.pcdn.co/wp-content/uploads/2017/09/RockPA-ScalingSolutions-WebVersion.pdf>

3. <https://www.fordfoundation.org/work/our-grants/building-institutions-and-networks/>

## Risks

The major risks and constraints Maliasili faces are putting in place the resources- human and financial- that we need in order to scale. We have proven our ability to deliver impact through our work with our partners, but still require improvements in recruiting and training the staff that we need, which involves a fairly unique and broad blend of skills and experiences within our team members- and the diversified funding portfolio needed to grow. Our ability to evolve and refine our business model based on a combination of funding sources and cost-sharing with our local partners is critical to sustained and scaled impact.

Another important consideration in our strategy is the growing risks to conventional NGO operating models, in Africa and globally, in conservation and more widely within civil society. Local civil society organizations are increasingly vulnerable to the current climate of political nationalism and rollback of democracy that is impacting countries around the world, including in parts of eastern and southern Africa. This leads to more restrictions on the ability of non-profit organizations to access foreign funding, and also generally more restrictive or even repressive measures to limit civil society activities and influence. These trends should encourage more creative thinking around organizational structures and operating models; one important measure is revenue models that are not excessively dependent on foreign aid and which seek to build in greater financial resilience through diversification and stronger ties to sustainable business ventures. Maliasili is keenly attuned to these factors in our portfolio construction and partner selection.

## Growth Model

Maliasili's vision of growth is based on replicating the type of portfolio and support model that we have developed over the past eight years in Kenya and Tanzania, where around 80% of our partners work. By working with a group of roughly 5-10 key local organizations in these countries, we have helped a diverse set of organizations achieve substantial growth in their capacity and impact. We have also helped these organizations strengthen their collaboration with each other, helping to build stronger national conservation movements and networks in key areas.

Rather than significantly growing the number of organizations in the countries where we are established, we see greater opportunities in replicating this model based on a national portfolio of 5-10 key local organizations in other countries. We will continue to support and cultivate a strong portfolio of organizations in East Africa, and consolidate our progress there, but provide greater focus on exploring opportunities to catalyze impact in additional geographies as well and as a new model for replicating our work.

## Vision

### 2050 Vision of Transformation:

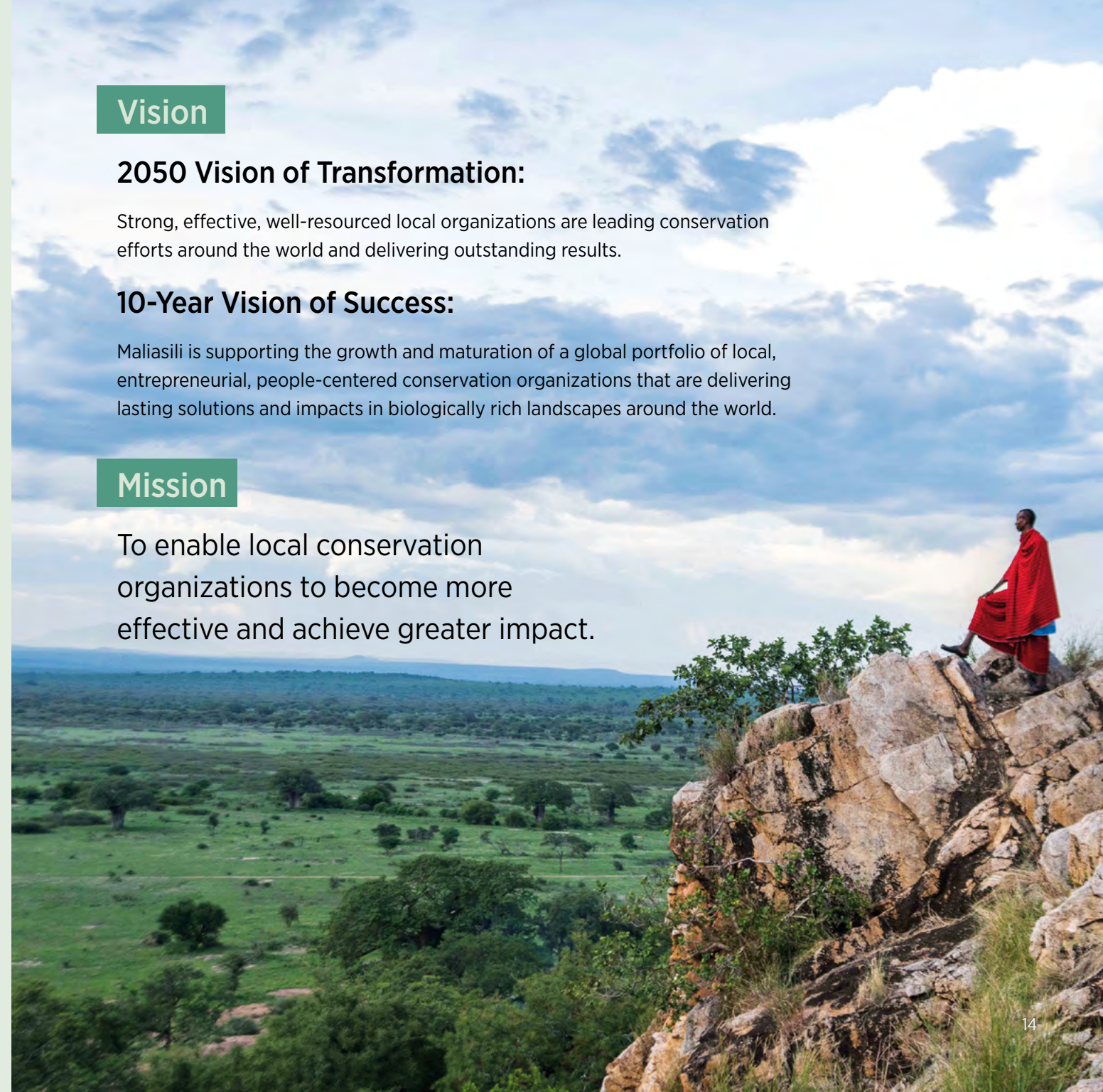
Strong, effective, well-resourced local organizations are leading conservation efforts around the world and delivering outstanding results.

### 10-Year Vision of Success:

Maliasili is supporting the growth and maturation of a global portfolio of local, entrepreneurial, people-centered conservation organizations that are delivering lasting solutions and impacts in biologically rich landscapes around the world.

## Mission

To enable local conservation organizations to become more effective and achieve greater impact.







## Our Values

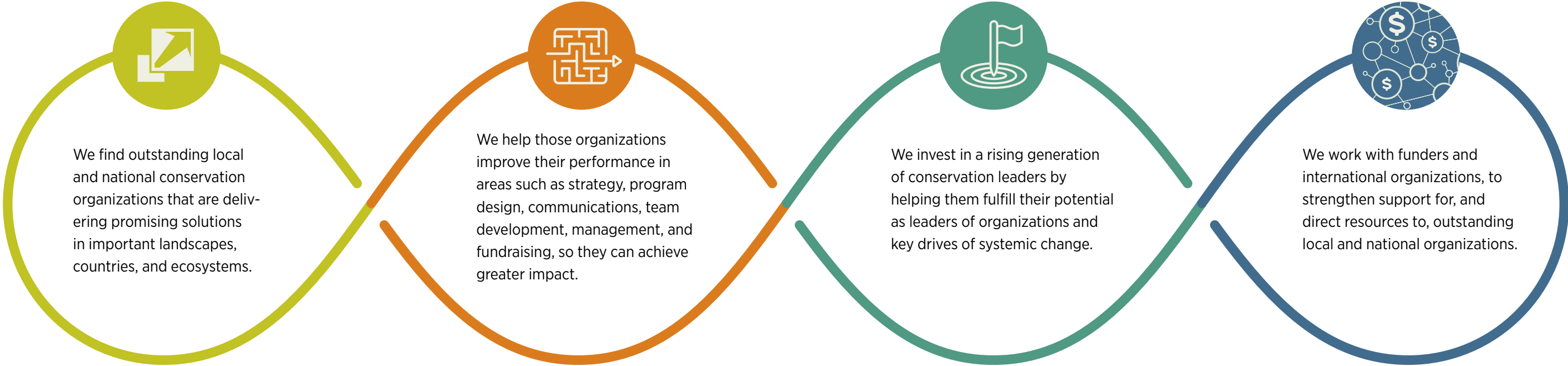
The following five values guide our decisions, actions and how we approach our work.

- **Our success comes from our partners' impact.** We are ultimately about conservation impact, which is delivered by our partners' work and achievements. Our role is to help them do more and do it better.
- **Make the complex simple.** In everything we do we strive to create practical, tangible, action-oriented solutions. A key to that is simplicity and clarity.
- **Put people first.** When people are supported, when they feel valued, when they are heard, they are able to reach their full potential. Maliasili's own work depends on outstanding individuals working as an effective team, and we believe conservation is all about the values, interests, and actions of people and how they relate to nature.
- **Survive. Laugh. Adapt.** The challenges we face are great, so we must be resilient, have fun and not take ourselves too seriously, learn from failure, and work to constantly iterate and improve our practices.
- **Walk the Talk.** One of Maliasili's great strengths is that most of our advice to our partners is based on our own experience as a growing organization with an ambitious vision. We understand the realities of building and managing an entrepreneurial organization and we expect our own organization to be a model of effective management, teamwork, and all the practices we seek to teach our partners.



# Theory of Change

Maliasili achieves impact in four fundamental and interconnected ways:



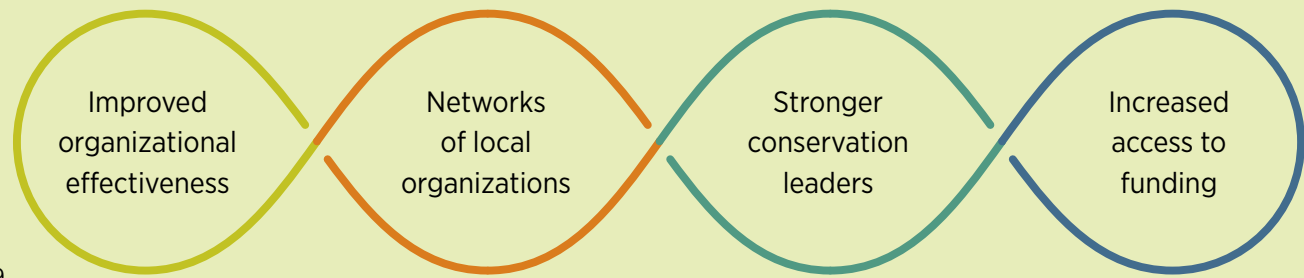




# GREATER CONSERVATION IMPACT



We believe that if we can build a growing portfolio of high-impact local organizations; help them accelerate their growth and impact by becoming more effective, strategic, and efficient organizations; and influence funders to direct a greater share of resources to the best local organizations, then we can achieve transformative impact on conservation in Africa and globally by enabling high-potential local organizations to achieve so much more.



Stronger, more effective local organizations



More funds and support to local organizations



GREATER CONSERVATION IMPACT





## Goals & Objectives

**GOAL 1:** Grow a curated portfolio of talented, effective local organizations and accelerate their impact in delivering field-leading conservation solutions in critical landscapes.

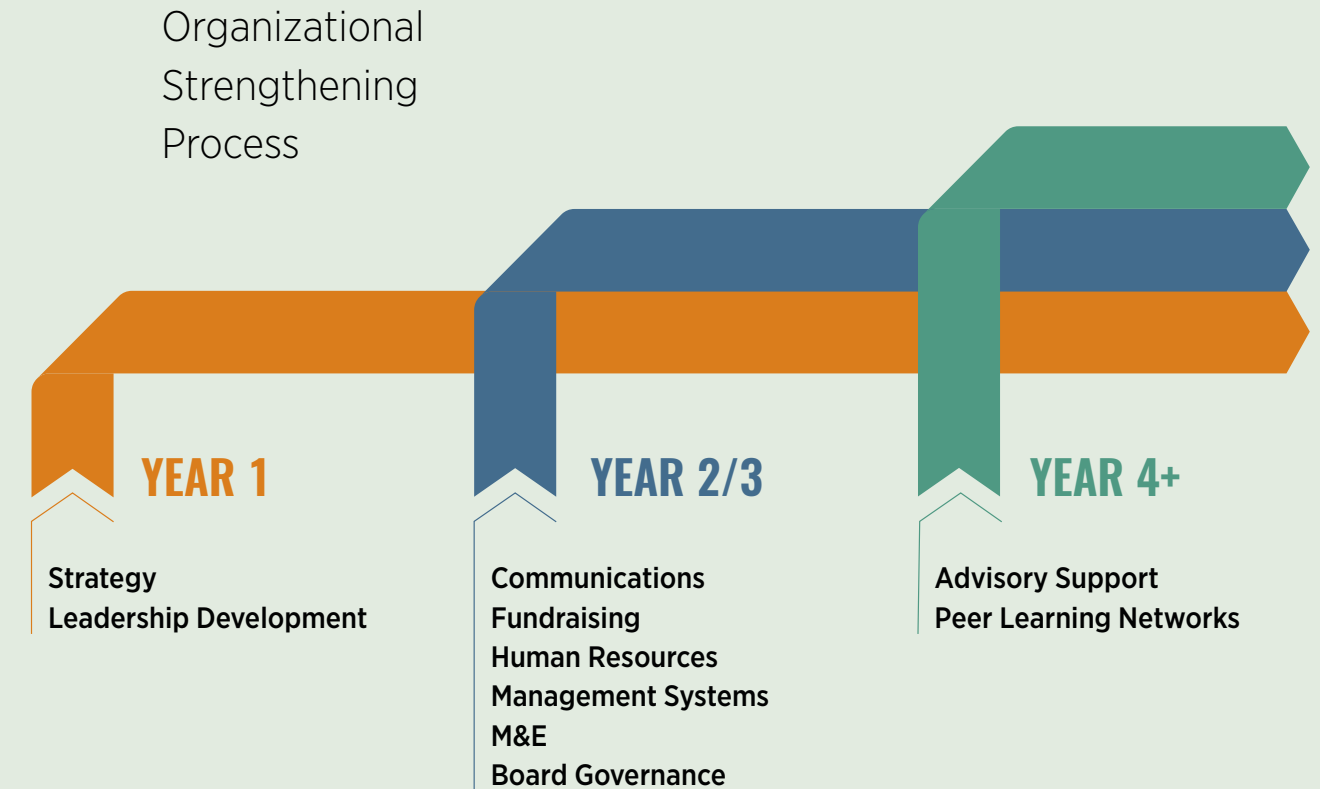
Maliasili's major goal over the next three years is to support the growth and development of an expanding portfolio of local conservation organizations across eastern and southern Africa, adding a total of 15 new partner organizations over this period.

Our key strategies to achieve this goal are:

- **Increasing our focus on phasing down** the level of our support to existing partners once they reach certain benchmarks for organizational performance; and
- **Developing more efficient and cost-effective methods** to support our portfolio through new collective trainings and leveraging our leadership development program for pipeline development.

To date, we are still providing intensive partnership support to the majority of the organizations in our portfolio, but we aim to scale down this support as we have met organizational development performance targets and shift to a more advisory level—recognizing the diminishing returns of sustained organizational capacity building. Shifting more partners into advisory support will free up resources to add new partners and expand our reach.

Over the next several years, while continuing to focus on eastern and southern Africa, we will become more intentional about expanding our geographic footprint into new areas where there is the right combination of conservation opportunity, high-potential local partners to invest in, funding opportunities, and strategic collaborators whose infrastructure and networks we can leverage.





## GOAL 1 | Objectives:

- **Portfolio Growth:** Add 15 new partner organizations to Maliasili's active portfolio by 2021. (Current baseline is 16 active partners and 2 advisory partners)
- **Portfolio Management:** Implement a more consistent portfolio management timeframe and partner support process, including phasing down from 'intensive' to 'advisory' support for an average of three partners per year, based on consistent standards and established benchmarks.
- **Portfolio Support Efficiency:** Increase service delivery efficiency to optimize Maliasili's capacity for service provision and improving cost-effectiveness, through peer-based training and other methods.
- **Geographic Expansion:** Over the next three years, scope expansion opportunities in areas and remain open to expansion opportunities if driven by strong partnerships with funding attached. In 2019 we will begin to trial our expansion beyond eastern and southern Africa through a three-year grant with the MacArthur Foundation to establish our work in Madagascar.

### Criteria for Geographic Expansion:

- + **Conservation Upside:** Momentum and opportunity to achieve globally important conservation outcomes.
- + **Anchor Collaborators:** Presence of aligned collaborating organizations that will support our expansion in a given geography through working with us to identify and screen potential partners; access funding; and draw on existing infrastructure in new sites.
- + **Partner Potential:** Presence of interesting, dynamic local organizations to support and invest in, within a wider civil society context of entrepreneurial energy and influence.
- + **Country Portfolio Design:** Presence of the right organizations to significantly accelerate conservation impact within a country.
- + **Demand:** Demand for Maliasili's services and engagement from potential partners, funders and potential collaborators.
- + **Future Staffing:** Availability of local talent to build our team and needed capacity over time.
- + **Funding Opportunities:** Availability of funds to launch and sustain work.

- **Leadership Program:** Strengthen and replicate our leadership programs (e.g. African Conservation Leadership Network- ACLN) through continued cohorts of ACLN, strengthening ACLN as a network of regional conservation leaders, and additional spin-off or adapted leadership programs modeled on ACLN.

- **Facilitating Collaboration:** Support the development of collective impact strategies at a landscape level that can create a support network for portfolio partners and amplify their ability to achieve landscape-scale impact.





## GOAL 2: Secure or leverage an additional \$5M of funding over the next three years to portfolio organizations in order to scale their impact.

An increased focus of our work under this strategic plan is to influence patterns of conservation investment so that funding better supports leading local conservation actors, including the organizations in Maliasili's portfolio. Our aim is to catalyze a substantial increase in funding flowing to the most effective local organizations, in order to help these kinds of organizations overcome the significant resource constraints that they chronically face. Maliasili will use its capabilities in communications and convening to influence funding patterns and practices. We will work with different funder market segments, such as private philanthropists and foundations, and deploy a range of key strategic partnerships to support this area of work.

Our key strategies to achieve this goal are:

- **Documenting and communicating** the impact of our local partners and similar organizations, and as such highlighting the return on investment to these types of organizations.
- **Building our communications** channels and media linkages to promote locally-led conservation solutions.
- **Facilitating convening events** that connect funders to high-impact local organizations.
- **Developing new funding mechanisms** that enable private funders to aggregate and deploy capital to our portfolio in a more efficient and impactful way.

## GOAL 2 | Objectives:

- **Funding Mechanism Development:** Develop and deploy new financing mechanisms for directing increased amounts of funding to our portfolio, such as an aggregated fund and a structured approach to fiscal sponsorship and expenditure responsibility grantmaking.
- **Marketing our Portfolio:** Effectively market the value and impact of Maliasili's portfolio partners' work and impacts to increase funding and recognition, using a range of communications and media tools, and convening events to connect partners to funders. This will leverage our strong and diverse networks and collaborations, and in the near-term include an increased focus on revitalizing our social media content, strengthening media linkages, and building the visual and narrative content to document our portfolio's impacts.
- **Consulting:** Leverage Maliasili expertise and values to influence international conservation organizations and funders through paid consulting projects that help influence the wider field, as well as build networks and pipeline opportunities. Priorities for consulting assignments shall be:

### Criteria for Consulting Assignments

- + **Drive** more enabling money from international conservation groups to effective investments in portfolio organizations.
- + **Adopt** improved partnership models: long term support, technical and networking support.
- + **Improved** value and support of organizational development in local organizations.
- + **Improve** Maliasili brand strength and visibility.
- + **Support** revenue diversification and financial viability for Maliasili.



## Implementation & Resourcing

Central to Maliasili's ability to deliver on the ambitions of this strategic plan is addressing the two most critical resourcing needs: people and money. Improved recruitment and team development, and a diversified revenue model that combines philanthropic investment with fee-for-service income are core priorities for the next three years.

### Team development

Maliasili must continue to acquire new talent as well as refine and build skills and expertise internally. Maliasili's impact and reputation are shaped on the front line of partner engagement by the Portfolio Managers, who manage the relationships and service provision with portfolio partners. This position draws on the skillsets of management consultants and executive coaches, but also leverages knowledge of the context and technical requirements of community-based conservation.

Given the combination of skills required for this critical role, Maliasili is committed to sourcing the best talent available while also recognizing that ongoing training and professional development is an essential component of building our team to meet the needs of our partners and expand our reach.

Building the size and the capacity of the team is a critical first step to achieving greater growth and impact. To address this challenge, we will pursue three strategies:

- **Developing strong recruiting relationships** with relevant academic or professional training institutions in Africa and globally.
- **Creating a new Portfolio Associate position** for recruiting young, high-potential professionals and building an internal talent pipeline. This position will support the Portfolio Managers, learning the skills and techniques for effective partner support.
- **Investing in internal professional development and training**, including a more intentional focus on peer learning within the existing team as well as procuring external training and capacity building for the team.

An additional challenge that Maliasili will continue to face is the remote nature of our team. The members of our small team are located to cover a significant and expanding geographic scope, which means operating remotely over a wide range of time zones. This operating environment requires extra investment and intent in order to build a cohesive and collegial team culture. Three efforts will help us overcome this challenge:

- **Refining our suite of internal communications technologies** to optimize connectivity and team interaction, and adopting new communication technologies and systems (e.g. customer relationship management) as needed;
- **Dedicating resources for convening the team in person** at least three times per year, allowing team members to connect to build relationships and further develop our strategic approach to partner support;
- **Prioritizing management** across the team to provide guidance and accountability to remote work.

All of these efforts align with the guidance that we would give our portfolio partners to invest in human resources as the most important asset that any organization has for achieving its mission.



### Resourcing & Fundraising

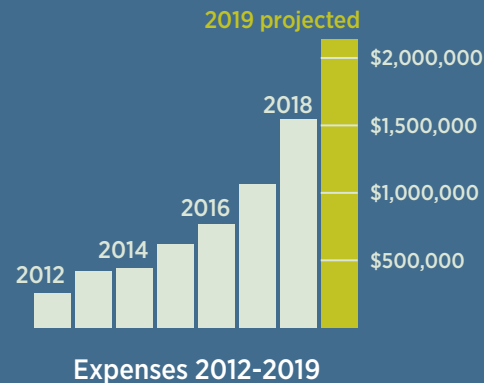
Despite strong overall growth in revenue and expenditure over the past five years, including exceptional core support from our seed funding partner, Acacia Conservation Fund, Maliasili's funding has been insufficient to meet the demand from potential partners and capitalize on existing opportunities. This calls for significant refinement of Maliasili's revenue model, and an increased emphasis on fundraising, including a range of new strategies that will help deliver an increased growth in revenue over the next three years.





## Budget Trends and Projections

Maliasili has grown rapidly- more than doubling the annual budget from 2014 to 2017. Overall budget growth has been fairly consistent in recent years at roughly 25%-35% annually. This strategic plan calls for a fairly continuous rate of annual budget growth, with a goal of reaching around \$2.5 million in expenditures by 2021.



The key strategies for reaching these growth goals will involve building a more resilient and diversified revenue model, with funding from a variety of sources.

- **Securing core private philanthropic funding, including through sustained strategic partnerships with aligned funders, will remain central to our near-term growth.**

- + **Objective:** Roughly double private foundation and philanthropic funding from \$650K in 2018 to \$1.2M annually by 2021, through developing new strategic partnerships and improving our outreach and cultivation of private funding partners.

- **Maliasili will place much greater emphasis on assisting partners to raise funds to cover costs of capacity building, including Maliasili support.** This can be done by designating funds for capacity building within larger grants, identifying funders to specifically support our work with a partner organization, and working in closer collaboration with partners to raise funds. This source of funding has grown significantly over the past three years and we will continue to grow it as our portfolio expands.

- + **Objective:** Grow partner co-funding revenue from roughly \$150K to \$450K annually by 2021, from portfolio growth and improved collaborative fundraising with partners.

In addition to these key funding targets, we will build relationships with public development agencies and improve our understanding and engagement with this group of funders, as we look towards ways to access these larger amounts of funding from public agencies in the future.

## Communications & Marketing

Communications is one of Maliasili's strengths, which we need to leverage in order to further improve our marketing, brand recognition, and messaging in order to support our revenue and growth goals. We will place a stronger emphasis on using our communications to gain visibility and attract resources to our portfolio, in line with our goal of increasing funding to our partners, while also playing a key role in our own expanded fundraising efforts.

Four core goals will guide our communications and support the other components of this strategy.

- **Support Maliasili Fundraising.** Communications products play a central role in Maliasili's fundraising, by creating the products that we are able to share with funders and use to document our impact, and the impact of investments in our work. Our communications need to continue to showcase our unique approach, model, and impacts through compelling formats and media. We need to target priority funder audiences while broadening our appeal to new audiences as our revenue sources diversify.

- **Drive More Funding to our Partners.** A key focus of our strategic plan is to shift overall conservation funding 'markets' in Africa so that our partners are able to capture a greater proportion of the funds invested in conservation in the region. To do this, Maliasili has a key role to play in showcasing our partners' impacts, work, and opportunities for further growth and achievement, and helping them gain greater attention and recognition.

- **Enhance the Quality and Effectiveness of Maliasili's Partner Support.** Our top strategic priority is always to ensure we are effectively supporting our partners' work and growth. Communications can play a key role in strengthening our services and support to our partners, and in finding new tools and efficiencies for our portfolio support.

- **Support Geographic Expansion and New Partnerships.** As we expand our reach to new geographies, starting with a greater focus on southern Africa and Madagascar in 2019, we have a greater interest in expanding our brand recognition and reaching new audiences.

To learn more about these accomplishments or to be a part of our future successes, please visit [maliasili.org](http://maliasili.org)

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#### OUR PORTFOLIO

We work with the best African conservation organizations:  
[maliasili.org/portfolio](https://maliasili.org/portfolio)

#### INVEST IN US

When you invest in Maliasili, you invest in our entire conservation portfolio:  
[maliasili.org/invest-in-us](https://maliasili.org/invest-in-us)

#### CONTACT US

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