A Million to One: Changing the Odds

Ubuntu Education Fund 2014 Annual Report
Dear Friends,

Think, for a moment, about everything that it took for you to get to where you are today—all the investments that your family, friends, and teachers made in you. The list seems endless when you really start to reflect on it. The hugs, pep talks, and advice; the vaccines, Band-Aids, and doctor appointments; the pre-school classes, SAT prep tutors, and university seminars. It’s overwhelming to try to remember just how many people supported you along the way, because none of us can say that we have achieved success entirely on our own.

Now, consider a child orphaned by HIV, growing up in a home constructed with aluminum scrap metal; hunger, inadequate healthcare, and a grossly unequal education system overshadow so many of her dreams. The odds are stacked against her, a million to one. Wouldn’t it logically take the same investments for this vulnerable child to move from point A to point B? Wouldn’t it probably take more?

At Ubuntu, we believe that not only does breaking the poverty trap for one child take a million interventions but also that our cradle to career approach is the only way to achieve sustainable development. We are committed to empowering 2,000 of South Africa’s vulnerable children with the same love, resources, and opportunities so that they too can realize their potential.

Sixteen years on, Ubuntu graduates, pioneers of their families, have proven that the impossible is possible. With our support, they are re-writing not just their own stories but also the industry narrative of what disadvantaged communities can accomplish.

Thank you for helping us change the odds,

Jacob Lief
Founder & CEO

Malizole Banks Gwaxula
Founder & Senior Advisor
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The Ubuntu Centre, a testament to our long-term commitment to the children of South Africa, embodies our belief that access to world-class healthcare and education is a right, not a privilege. At our state-of-the-art health and educational campus, life-changing transformations occur every day.
The heartbeat. Hearing it changed everything as love, fear, and the realization that she was giving life to another human being washed over her. More than anything else, this mother-to-be was determined to save her child from the virus that had overshadowed her life: HIV. Thobeka followed every piece of advice, however small, that Ubuntu’s doctor prescribed, attending medical appointments, ultrasounds, nutritional consultations, counseling sessions, and support group meetings. Nine months later, her baby was born HIV-negative, an accomplishment that Thobeka will be proud of for the rest of her life.

**OVERCOMING THE ODDS**

1 in 3 pregnant mothers in Port Elizabeth’s townships **are HIV+**

South Africa ranks **1st in the world** for the number of people living with HIV/AIDS and **2nd in HIV-related deaths**

**INTEGRATED HEALTHCARE SUCCESSES**

100% of HIV+ mothers in Ubuntu’s Prevention of Mother-to-Child Transmission program gave birth to HIV- children

96% of HIV+ Ubuntu clients adhered to treatment regimens compared to only 57% of people living in the region
Today, Hlelo wants to be, all at once, half fashion designer, half biologist, and half President. Sure, with three halves, she’s probably biting off more than she can chew, but it’s not every day that children like Hlelo imagine a life for themselves outside of the townships. Together with her caretaker, Ubuntu’s Early Childhood Development educators, medical team and case worker, mitigated the myriad challenges—hunger, family instability, and learning disabilities—in Hlelo’s life. Today, this big dreamer is healthy, happy, and excited for her future.

90% of Ubuntu toddlers attained critical developmental milestones in literacy, numeracy, fine and gross motor skills, cognition, language acquisition, and socio-emotional capacity.

Each student received 300 hours of transformative, play-based programming.
Every day, the world tells girls to be quieter, to be smaller. But, in the face of a million “nos,” Lithakazi has found her voice. She attends a support group at Ubuntu, where young women encourage each other to move beyond the dangers of township life, to value themselves, and to reach for the impossible. Inspired by their strength, Lithakazi feels braver and more confident in her ability to realize what seems so unattainable for girls growing up in Port Elizabeth’s townships—a university degree. Ubuntu’s counselors, case workers, and educators will support her dream every step of the way.

OVERCOMING THE ODDS

68% of South Africans live in poverty with 56% relying on government grants

1 in 3 girls experience sexual violence before turning 18

HOUSEHOLD STABILITY & EDUCATION PROGRAMS SUCCESSES

Each student received 490 hours of after-school programming that bolstered their academic performance and improved fundamental life skills

Ubuntu stabilized 86% of vulnerable clients’ lives in just four years, tracking them towards healthy independent futures
How many of our best ideas are dreamed up by espresso-fueled brains? Monwabisi understands the potential in a cup of coffee. A year ago, he didn’t know what a latte was. Today, just months after his father’s passing, Monwabisi supports his family by making macchiatos. Ubuntu’s new barista initiative, just one of our many job readiness trainings, taught him how to create latte art, make cappuccinos, and manage a coffee shop. Determined to provide more for his siblings than he had growing up, Monwabisi is brewing up plans to open his own café after he finishes his market research, of course.

OVERCOMING THE ODDS

South Africa ranks second globally in inequality

Youth unemployment hovers at 80%

1 in 3 high school students do not graduate

JOB READINESS PROGRAM SUCCESSES

Each Ubuntu client received 150 hours of career guidance, communication skills development, employability workshops, and job placements

80% of initiative graduates found employment through Ubuntu’s corporate partnerships
People love to share their problems with their hairdressers. Fezeka Mzalazala was apt at the role of impromptu therapist to the women in her salon chair, but 13 years ago it seemed inconceivable that she would one day work to alleviate the burdens of an entire community. Yet, however improbable, she became Ubuntu’s Senior Programs Manager. Years of intensive mentorship empowered Fezeka to pursue a university degree and enabled her to help lead an internationally recognized organization. Her voice is now a blueprint for social development around the world.

Overcoming the Odds

Only 9.3% of senior management level positions in South Africa are held by African women.

In South Africa, women make 65¢ for every $1 that men earn.

100% of Ubuntu’s senior management level positions in South Africa have been filled by African women.

Through BUILD, we have eliminated our pay gap and achieved gender parity at an organizational level.
A Million to ONE:

A child’s life shouldn’t be left to chance.

- 1 in 3 pregnant mothers in Port Elizabeth’s townships are HIV+
- In sub-Saharan Africa, 1 in 2 children reach adolescence unable to read, write, or perform basic numeracy tasks
- 68% of South Africans live in poverty with 56% relying on government grants
- South Africa ranks second globally in inequality
- Only 9.3% of senior management level positions in South Africa are held by African women

African women 9.3%

90.7% men
A Million to ONE:

Changing the odds takes a community.
NOTE: PROPERTY AND EQUIPMENT
At June 30, 2014, property and equipment consists of:

<table>
<thead>
<tr>
<th>Property</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land and buildings</td>
<td>$ 5,833,185</td>
<td>$ 5,756,485</td>
</tr>
<tr>
<td>Equipment</td>
<td>992,167</td>
<td>969,321</td>
</tr>
<tr>
<td>Furniture and fixtures</td>
<td>224,010</td>
<td>240,404</td>
</tr>
<tr>
<td>Motor vehicles</td>
<td>92,989</td>
<td>80,002</td>
</tr>
<tr>
<td></td>
<td>7,142,351</td>
<td>7,046,212</td>
</tr>
<tr>
<td>Less: Accumulated depreciation</td>
<td>1,129,025</td>
<td>954,286</td>
</tr>
<tr>
<td></td>
<td>$ 6,013,326</td>
<td>$ 6,091,926</td>
</tr>
</tbody>
</table>

FINANCIALS
Ubuntu Education Fund, Inc. and Affiliates
Year Ending June 30, 2014

COMBINED STATEMENT OF ACTIVITIES

PUBLIC SUPPORT AND REVENUE:

<table>
<thead>
<tr>
<th></th>
<th>2014 Unrestricted</th>
<th>2014 Temporarily Restricted</th>
<th>2014 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$ 1,390,037</td>
<td>$ 25,567</td>
<td>$ 1,415,604</td>
</tr>
<tr>
<td>Grants</td>
<td>1,192,292</td>
<td>76,973</td>
<td>1,269,265</td>
</tr>
<tr>
<td>Special event revenue</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(net direct expenses of $740,872 in 2014 and $621,400 in 2013)</td>
<td>1,334,729</td>
<td>-</td>
<td>1,334,729</td>
</tr>
<tr>
<td>Donated services</td>
<td>291,023</td>
<td>291,023</td>
<td></td>
</tr>
<tr>
<td>Other income (loss)</td>
<td>66,587</td>
<td>66,587</td>
<td></td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>140,905</td>
<td>(140,905)</td>
<td>-</td>
</tr>
<tr>
<td>Total public support and revenue</td>
<td>4,415,573</td>
<td>(38,365)</td>
<td>4,377,208</td>
</tr>
</tbody>
</table>

EXPENSES:

<table>
<thead>
<tr>
<th>Services</th>
<th>2014 Unrestricted</th>
<th>2014 Restricted</th>
<th>2014 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>2,436,515</td>
<td>2,436,515</td>
<td></td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general services</td>
<td>890,052</td>
<td>-</td>
<td>890,052</td>
</tr>
<tr>
<td>Fundraising</td>
<td>850,533</td>
<td>850,533</td>
<td></td>
</tr>
<tr>
<td>Total supporting services</td>
<td>1,740,585</td>
<td>1,740,585</td>
<td></td>
</tr>
<tr>
<td>Total expenses</td>
<td>4,177,100</td>
<td>4,177,100</td>
<td></td>
</tr>
</tbody>
</table>

CHANGE IN NET ASSETS:

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets, beginning of year</td>
<td>7,090,355</td>
<td>655,981</td>
</tr>
<tr>
<td>Net assets, end of year</td>
<td>$ 7,328,828</td>
<td>$ 617,616</td>
</tr>
</tbody>
</table>

COMBINED STATEMENT OF FINANCIAL POSITION

CURRENT ASSETS:

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$ 1,526,240</td>
<td>$ 980,323</td>
</tr>
<tr>
<td>Current portion of grants receivable and contributions, net</td>
<td>534,351</td>
<td>659,031</td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>81,019</td>
<td>96,194</td>
</tr>
<tr>
<td>Total current assets</td>
<td>2,141,610</td>
<td>1,735,548</td>
</tr>
<tr>
<td>Long-term portion of grants receivable and contributions, net</td>
<td>39,457</td>
<td>144,560</td>
</tr>
<tr>
<td>Property and equipment, net (see Note)</td>
<td>6,013,326</td>
<td>6,091,926</td>
</tr>
<tr>
<td>Security deposits and other assets</td>
<td>14,500</td>
<td>14,500</td>
</tr>
<tr>
<td>Total current assets</td>
<td>8,208,893</td>
<td>7,986,534</td>
</tr>
</tbody>
</table>

CURRENT LIABILITIES:

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$ 252,707</td>
<td>$ 237,295</td>
</tr>
<tr>
<td>Capital lease obligation – current portion</td>
<td>3,488</td>
<td>-</td>
</tr>
<tr>
<td>Current portion of deferred rent</td>
<td>830</td>
<td>2,073</td>
</tr>
<tr>
<td>Total current liabilities</td>
<td>257,025</td>
<td>239,368</td>
</tr>
<tr>
<td>Deferred Rent</td>
<td>-</td>
<td>830</td>
</tr>
<tr>
<td>Commitments</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

NET ASSETS:

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
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<tbody>
<tr>
<td>Unrestricted</td>
<td>7,328,828</td>
<td>7,090,355</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>617,616</td>
<td>655,981</td>
</tr>
<tr>
<td>Total net assets</td>
<td>7,946,444</td>
<td>7,746,336</td>
</tr>
</tbody>
</table>

56% INCREASE IN CASH SURPLUS, WHICH ENABLES UBUNTU TO MANAGE FUNDRAISING SEASONALITY AND STILL MEET PROGRAMMATIC OBJECTIVES

REPRESENTS THE UBUNTU CENTRE IN SOUTH AFRICA, OUR STATE-OF-THE-ART HEALTH AND EDUCATION FACILITY

ONGOING INVESTMENT IN CRITICAL INFRASTRUCTURE AND CORE SUPPORT SERVICES

$850,533 INVESTMENT IN FUNDRAISING RESULTED IN $4.4M OF REVENUE ($1 INVESTED = $5.19 REVENUE)
ANNUAL CAMPAIGN DONORS

GIFTS OF $100,000 OR MORE
Anonymous (1)
Alta Bank Limited
Bertha Foundation
The Boeing Company
The Drago Family
Kelsey and David Lannond
Loni and Gary Cohen
Kathleen and Edward Ludwig
Fabiola and Andrew Rolfe
Elena and Scott Sheller
Townsend Foundation
Sue and David Vinia
Vito Foundation

GIFTS OF $50,000 OR MORE
Anonymous (1)
Angelo Greenman Chairman’s Fund
Discovery Fund
The ELMA Philanthropies Services (U.S.) Inc.
FICO
Kara and Richard Gronnede
The Khoury Foundation
Kirsh Charitable Foundation
Laura and Stuart Litwin
Mimi and Peter Haas Fund
Pfizer Inc.
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Tiziana and Ramez Sousou
The Thomas A. & Margaret B. Wunsch Family
Vital Projects Fund, Inc.

GIFTS OF $25,000 OR MORE
Caprice Boureik and TJ Conforti
Amy and Ed Braemer
Coega Development Corporation
Dr. Ann Coxon
Fiona and Stanley DruckerMillner
Josef Ehrl and Paula Egeen
The Elizabeth Taylor AIDS Foundation
Enel Green Power South Africa
Isabel Etchedgui
Experian Information Solutions, Inc.
Stephanie and Aaron Goldman
Helen & William Mazer Foundation
Independent Franchise Partners, LLP
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Cynthia and Dan Kiefer
Laura and Stuart Litwin
Michael & Susan Dell Foundation
Mimi and Peter Haas Fund
Patricia and Peter Murphy
Mutual and Federal
Piper Inc.
The Rivendell Foundation
Santa Maria Foundation
Stephen Schaffer
Tatiana and Ramirez Soussou
Terre des Hommes
International Federation
Tammy and Philip Vadasz
Vital Projects Fund, Inc.
Jennifer and Michael Whitman
The Wunsch Family

GIFTS OF $10,000 OR MORE
Anonymous
Apeel Charitable Trust
Avignon Capital Limited
Anthony Charles Bull
Charles Blackслam
Patricia and Oliva Calder
Lori and Gary Cohen
Continental Tyre SA (Pty) Ltd
Douglas and Daniel Altman
Kathleen and Henry Eissler
Lori Felds and Martin Risinger
Claire and Jeff Fisch
Gay Men’s Health Crisis, Inc.
Goldman Sachs Matching Program
Danielle and Brian Goo petit
Amy and Michael Gordon
The Hadley Trust
Jill and Kenneth Iscel
Ibindo Trust
Jami and Bill Voge

GIFTS OF $5,000 OR MORE
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Amy and Ed Braemer
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International Federation
Tammy and Philip Vadasz
Vital Projects Fund, Inc.
Jennifer and Michael Whitman
The Wunsch Family

GIFTS OF $5,000 OR MORE
Anonymous (1)
ABC Home
Ad for Africa
AngloGold Ashanti Limited
The Atlantic Philanthropies Director’s Employee Designated Gift Fund
Chris Augoustatos
Backside Family Foundation
Lois Blum Finnbogadottir
Natasha and Robert Bourca
Broadway Cares/Equity Fights AIDS
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Countess Elisabeth de Kergorlay
Freiherr Fuku
Samanthah and Johnnie Frankel
General Atlantic
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The Rumi Foundation
Stanley and Sea Lewis Family Foundation
Tides Foundation
Warburg Pincus International LLC
Warby Parker
Dawn and Mark Webster
Mary and Jeffrey Zents

GIFTS OF $1 OR MORE
Anonymous (1)
Anonymous (2)
Anonymous (3)
Anonymous (101)
GIFTS UP TO $1,000

“Ubuntu Education Fund is an amazing organization that actually ensures its people are taken care of.” — William Jefferson Clinton, 42nd President of the United States

GIFTS UP TO $1,000
Anonymous (10)
Antonia Aaron
Penny Abeywardena
Karim Aboutaam
Cheryl and John Adams
Ghina Adnaki
Anna Adler
Sarah Adler
Lois and Martin Agran
Roberto Alcaraz
David Aldea
M Alexieva
Joseph Aletha
Yamandou Alexander
Steven Aksamihika
Ruth Alland and Erik Schickedanz
Robert Allen
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Eduardo Almonte
Danielle Alperin
Carla Alpert
Suzanne Alpert
Jay Alson
AmazonSmile Foundation
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Kely Anderson
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Ar Asrak
Azeem Ansar
Barbie Antonis
Erin Atkins
Aprino Foundation
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Carolyn Arkin
Sara Ariots
Megan Armstrong
Janny and Charles Arvinson
Eric Ashton
Alexandra Ashel
Andreasneet Ashel
Atheni Ashel
Reisa Asimos
Caroline Aulieran
Ubuntu Education Fund ambassador Michael Franti performed at the 15th anniversary gala in London.
IN-KIND DONORS

Ubuntu is grateful to those who donated their time or resources to support our vital work in Port Elizabeth. These contributions have allowed us to fundraise effectively, provide quality materials, and focus our attention on addressing the needs of our community.

45 Park Lane, The Dorchester Collection
ABC Home
Access Management Nelson Mandela Bay Stadium
Actavis
Bryan Adams
Alphabet City Brewing Company
Chelsea Altman
Alecia Chakour
Cecconi’s West Hollywood
Kristina Budelis
Braai Time
Black Rat Projects
Bidvest Steiner
The Beverly Hills Hotel
Belmond Mount Nelson Hotel
Bell Pottinger Private
Becton, Dickinson and Company
Barloworld
Avión
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Colin Cowie Celebrations
Colony Hotel Port Elizabeth
Colleen Importers
The De Beers Group
FW de Klerk
DeFrancis Cartoone
Dj Cypher & Brendan Bartels from Origin
Dolma Loft
Edco Limited
Joseph Elphing and Paulo Eapen
Extraordinary Journeys
Fat Barrel Wines
FICO
Claire and Jeff fluor
Nancy Fouts
Michael Frant & Spearhead Gallery-MOMO
Mark Girgis
Glam Squad
Misha Gobei
Stephanie and Aaron Goldman
Goldman Sachs Community TeamWorks
Google Grants
Amy and Michael Gordon
Gotham Hall
Great Neck Games
Anna Halliday and Philip Beatty
Hally’s
Hands On Technologies
Hotel Chantelle
Hu Kitchen
I Can Create Ltd
The (Inner)Workroom
InterSys Ltd
Isleford Dock Restaurant
JAB Productions
Jamestown Premier Chelsea Market LP
Amanda Jaffe
Just Baked
Kia
Ken Forrester Wines
Simon Kirby
Eric Krasno
Landhaus
Landhaus Bakes by Nikki
Latham & Watkins LLP
Le Tour London
Leopard Print Ltd
Dina and Larry Lichtman-Smith
Lindsey and Jacob Lieb
Janice and Frank Lipman
Loud Communications, LLC
Luni
Michael Lynton
Madella Restaurant
Magdalena, The Sand Animator
Stu Mahan
Mann Made Media
Hugh Massie
McDonald’s Port Elizabeth
MDA Architects
Ian Van Marvey
Mercury Print Productions, Inc.
Morriss Truck
Sandra and Philip Myburgh
Nissan Eastern Cape
Pertwee, Anderson & Gold
Pick N Pay Eastern Cape Region
Pure Evil
Deputy President Ramaphosa
Sue Rankin and Alan Bennett
Sona Rele
Republic of South Africa,
Department of Health
Fabiola and Andrew Rolfe
Roundhouse
The Rumi Foundation
SA Wines Online, Ltd.
Samara Private Game Reserve
Katherine Scott
Search Online Consulting
Selgro Studios
Simply Soevoto Encha
Singro LLC
South African Airways
Sovereign Car Hire Services Ltd
Spec-Savers South Africa
Sports Invest UK Ltd
Staples
Starr African Rum
Stormfleet Productions LTD
Sunshine Sachs
the recipe
Ciko Thomas

PATRON
Archbishop Desmond Tutu
Nobel Peace Prize Laureate

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Barclays PLC
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Private Investor
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Entrepreneur Philanthropist
Deborah Sharefield
Property Development and Entrepreneur
Scott Shiefer
Tiger Global Management
Ciko Thomas
Nedbank Group
Philip Vassilou
Legumunt Limited

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Menzikulu Dlima
Private Doctor
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Founder & Senior Advisor
Jordon Levy
Chief External Relations Officer
Jacob Lieb
Founder & CEO
Tarny Mhkimhuku
Chief Financial Officer
Jana Zindell
Chief Programs Officer
Gcobani Zonke
Deputy President

“Ubuntu’s leadership is not afraid to challenge traditional development thinking. We run Ubuntu as efficiently as a private sector business with strict governing structures, strong accountability, and complete transparency.” —Andrew Rolfe, Managing Director, TowerBrook Capital Partners, Ubuntu Education Fund Board Chairman

Board Member Bill Vogel and his wife Jami visited our centre to commemorate over a decade of partnership with his firm, Latham & Watkins, LLP. Fifteen years ago, they invested seed capital in Ubuntu and have since provided pro-bono legal aid.

Design: DeFrancis Cartoone
Photography: Tim Harris
Printing: Kirkwood Printing

Ubuntu’s leadership is not afraid to challenge traditional development thinking. We run Ubuntu as efficiently as a private sector business with strict governing structures, strong accountability, and complete transparency.” —Andrew Rolfe, Managing Director, TowerBrook Capital Partners, Ubuntu Education Fund Board Chairman
Ubuntu Education Fund is a non-profit organization that provides world-class health and educational support to the orphaned and vulnerable children of Port Elizabeth, South Africa. Ubuntu’s mission is simple, all-encompassing, yet radical: to help raise township children by providing what all children deserve—everything.

SOUTH AFRICA
Ubuntu Education Fund
5 QeQe Street
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