

ETHIOPIAID CANADA

ANNUAL REPORT 2016-17



"If you want to go fast, go alone. If you want to go far, go together"
- African Proverb

ETHIOPIAID

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NOTE FROM THE INTERIM CHAIR & DIRECTOR



Dear Ethiopiaid Supporters,

Thank you for the wonderful generosity you demonstrated to Ethiopiaid in 2016! With your support this past year, we have amplified our impact to heal, transform lives and empower women in Ethiopia, creating greater sustainable change through our partners on the ground.

We are pleased to announce that in 2016, we increased the amount of funds sent to our local partners by 30 percent from the previous year! In March, at the height of one of the worst droughts Ethiopia has experienced since the 1980s, your response to our appeal for life-saving relief and community rehabilitation in Afar region was extraordinary. Including drought relief, our Program Updates section describes in further detail how every valuable dollar donated has helped achieve large-scale improvements for women and girls in rural and urban communities.



According to Dr. Claeson, Director of the Global Financing Facility, our approach of funding local organizations represents less than 1% of worldwide international development funding, whereas 99% of funds are managed by out-of-country organizations! With our network of partners assisting the most vulnerable and marginalized in communities around Ethiopia, Ethiopiaid Canada will continue to invest in skills training for young women, strive toward eliminating obstetric fistula in Ethiopia, improve economic opportunities for women with disabilities, and strengthen maternal and child health. With your support, we are confident these goals are within reach.

With sincere gratitude for your generosity,

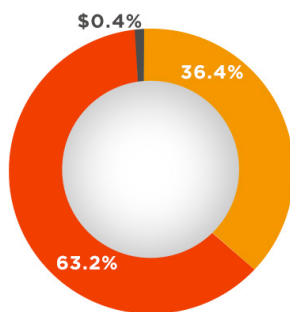
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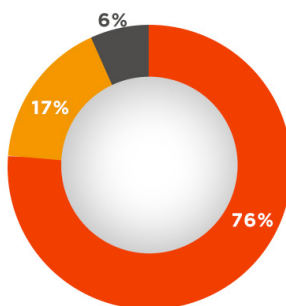
Olivier Bonnet
Executive Director, Ethiopiaid Canada

Robert Gowan
Interim Chair, Ethiopiaid Canada



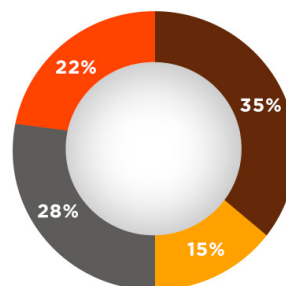
HOW WE RAISED EACH DOLLAR

- Grants \$190,294
- Donations \$330,600
- Interest \$1,889



HOW WE SPENT EACH DOLLAR

- Project Commitment \$632,979
- Fundraising and Communications \$142,647
- Administration \$52,878



THE PROGRAMS YOUR DONATIONS SUPPORTED

- Maternal & Child Health
- Economic Empowerment
- Education for All
- Emergency Drought Relief



ETHIOPIAID PROGRAM FOCUS

Increase access to quality maternal and child health care services

- Training midwives; supporting health extension workers; providing life-changing obstetric fistula repair surgeries and care free of cost

Improve educational and/or sustainable employment opportunities for vulnerable women and adolescent girls

- Technical and vocational training for underserved women; education for young children with disabilities; access to college level education for marginalized young women

Expand women's access to economic opportunities and assets

- Small loans and business skills training for women with disabilities or women with children with disabilities

At Ethiopiaid Canada, we believe sustainable change is inclusive and locally sourced.

Ethiopiaid Canada is a charitable international development organization committed to empowering vulnerable people in Ethiopia to live healthy and productive lives. We seek lasting change by supporting interventions driven by local partners. At the core of our work is a desire to reduce poverty and improve the lives of those living in poverty by increasing opportunities and resources available to them. Our programming focuses on increasing access to maternal health services, reducing barriers to education, and supporting women's and girls' empowerment through access to education and employment.

VISION AND MISSION

Our vision is an Ethiopia free from poverty in which every person has access to quality education, health care and a life of dignity. Our mission is to break the cycle of poverty by enabling local communities to realize their potential. We aim to contribute to Ethiopia achieving its target of becoming a middle-income country no longer reliant on foreign aid.



PROGRAM UPDATES

"Ethiopia is in the grip of a devastating drought sparked by the worst El Niño in a generation. 400,000 children are severely malnourished. In the various pastoralist regions of Ethiopia, livestock were the first affected by the drought because of the lack of adequate grazing land."

Paul Schemm, The Washington Post, 02.22.16



2016 began with an alarming drought, affecting millions of people across several regions of the country.

On October 9th, 2016, Ethiopia declared a state of emergency following months of often violent anti-government protests. The protests initially began over land rights, they later broadened into calls for more political, economic and cultural rights.

The constitution affirms that the Nations, Nationalities and Peoples of Ethiopia are strongly committed, in full and free exercise of their right to self-determination, to building a political community founded on the rule of law and capable of ensuring a lasting peace, guaranteeing a democratic order, and advancing their economic and social development. This new and pre-occupying challenge for the country that has seen double-digit economic growth this past decade is also an opportunity for the government to create a system ensuring more public participation.

HEALING FISTULA AND PELVIC ORGAN PROLAPSE PATIENTS

Our partnership with Women and Health Alliance (WAHA) for women suffering from obstetric fistula in Gondar evolved this past year. Ethiopiaid Canada expanded its reach in remote communities in the north of Ethiopia: altogether 197 women received the surgery, care and psychological counselling they desperately needed to recover their dignity! Sixty-nine women received surgery and care for fistula injuries, and another 128 women were treated for pelvic organ prolapse (POP).

"Nothing can equal the gratitude of the woman who, wearied by constant pain and desperate with the realisation that her very presence is an offence to others, finds suddenly that life has been given anew and that she has again become a citizen of the world."

John Chassar Moir, Professor of Obstetrics and Gynaecology at The University of Oxford

Like fistula, POP is another hidden and tragic affliction affecting women who encounter obstructed child birth, weakening pelvic floor muscles, displacing one or more organs, and causing urinary and/or fecal incontinence.

Once treated and healed at Gondar's Fistula Centre, 23 women received livelihood skills training in the Dabat crafts training and production centre (formally inaugurated in March 2016), and began earning a regular income. A new life lay ahead for these women who had suffered immensely!

Fistula patient, Gondar



Maternal health advocates



Basket weaving, Dabat Centre



Our goal for 2016 had been to treat 200 patients at Gondar's Fistula Centre. However, the political instability in Gondar between August and October 2016 made travel and meetings difficult and sometimes unsafe, while public services were closed. As a result, activities specifically related to maternal health advocacy were postponed. Despite this, 197 women were still treated: a remarkable achievement by WAHA.

On the right is an extract from a letter of gratitude from Dr. Mulu Muleta, WAHA's Chief Surgeon and Country Representative, thanking our donors.

March 21, 2016

"Dear friends,

I am writing to express my deepest thanks for your donations to Women And Health Alliance International Ethiopia. With your faithful financial contributions and your compassionate support, you are playing a key role in reducing the number of obstetric fistula victims in the Northern part of Ethiopia.

There is no way to fully express my gratitude for your generosity. Thanks to you, women who had been stripped of their last shred of dignity are able to heal and lead happier and fruitful lives. Be it for young women who can look forward to a brighter future or for old ones who can finally have peace of mind, you are the cornerstones of their recovery.

You are giving each and every woman something

absolutely priceless: hope. You are giving her back the dignity she had so unfairly lost, turning dead end roads into open boulevards.

There is still a long way to go to eradicate obstetric fistula from Ethiopia. The generous gifts from donors like you give us the financial and moral support needed to continue our mission.

Thank you again for what you are doing for women with fistula. You have become part of their lives and of ours.

With warm regards,
Dr. Mulu Muleta"

Country Representative , Women & Health Alliance
Ethiopia

STRENGTHENING MATERNAL, NEWBORN AND CHILD HEALTH IN AFAR REGION

Our first collaboration with Amref Health Africa began in 2015. In the region of South Omo, your donations trained 29 new midwives. Twenty-one of these women have already graduated from the Arba Minch Health Sciences College through the Amref Health Africa project. Just one midwife can provide care for 500 expectant mothers and safely deliver 100 newborns every year.

Afar experiences the second highest level of maternal mortality in Ethiopia, with a ratio of 717 maternal deaths for every 100,000 births. In Canada there are 6.1 maternal deaths for the same number of births. Approx. 127 newborn babies in Afar region will die before the age of five for every 1,000 live births, well above Ethiopia's (88) and Canada's (4.9) national averages respectively. Compounded by poor health infrastructure and lack of clean water in health facilities, Afari women also face gender inequalities which impact their right to health. Finally, harmful traditional practices such as female genital mutilation and child marriage are still all too common.

Ethiopiaid expanded its collaboration with Amref Health Africa in 2016 to support

"Focusing Canada's international assistance on the full empowerment of women and girls is the most effective way for our international assistance to make a difference in the world."

Marie-Claude Bibeau, Minister of International Development and La Francophonie

a new 4-year comprehensive maternal and child health care program in Afar region. The project is funded in part by the Canadian government and its goal is to reduce maternal and child deaths in Afar region through an integrated three-pronged approach that includes three outcomes: 1) Improved delivery of essential health services; 2) Increased usage of essential health services; 3) Increased consumption of nutritious foods and supplements.

The project will deliver essential health care services in 100 villages in Afar. We expect that 230,000 women will benefit directly, and that altogether, 744,498 people in the region will have access to care that simply did not exist previously.

This is what the Executive Director of Amref Health Africa, Anne-Marie Kamanye had to say about our new endeavor: "Partnerships and collaboration such as the one between Amref Health Africa in

Canada and Ethiopiaaid allow us to avoid duplication of efforts and ensure that communities we work with can effectively tackle challenges around maternal and child health."



Meareem Dawud, one of 16 women training to be a midwife in Afar region

LEAVE NO WOMAN BEHIND

SUSTAINABLE LIVELIHOODS FOR DISABLED WOMEN AND MOTHERS WITH DISABLED CHILDREN

Our partner Cheshire Services has been actively promoting social inclusion and acceptance for children, youth and women living with disabilities for over 50 years. The project includes physical rehabilitation, educational support, stigma reduction, micro-loans for women with disabilities in Harar municipality and in neighbouring districts and communities.

In 2016, you enabled us to achieve the following:

- Deliver skills training and microloans to 61 women with disabilities and women with disabled children
- Provide physical aids (crutches, orthopaedic shoes, orthotic devices, wheelchairs, vision and hearing devices) for 311 children and adults with disabilities
- Provide support and incentives to 218 children and youth with disabilities (many of them girls) to continue attending school
- Build 5 ramps and 40 adaptive toilets in schools to accommodate children with disabilities
- Conduct awareness training to 165 communities on the needs of people with disabilities.

Uneducated and unemployed women with disabilities are often trapped in poverty. The establishment of rural savings and credit cooperatives is part of the government strategy. However, few women join them, because women generally have limited access to assets that make them eligible. Few also have skills to engage in income-generating activities; as a result, government schemes often cater to the needs of men.

Ethiopiaid supports Cheshire's Sustainable Livelihood Program which specifically targets women who do not have access to credit. Based on community agreed criteria, poor and vulnerable women are selected by their communities to participate in livelihood improvements activities. They receive a small loan and training on the basics of income generation and on a specific income-generating activity of their choice.

Cheshire staff provide continual technical support (market information, business management, book keeping, cooperative management, etc.) as selected women embark on their new business venture.

In 2017, Ethiopiaid's focus will be to expand this successful program, and increase the number of women with disabilities who access loans from credit cooperatives.



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Left: A girl smiles in Harar
Above: Cheshire Services inclusive kindergarten classroom

ELIMINATING BARRIERS TO EDUCATION AND EMPLOYMENT

Access to Higher Education

In 2016, Ethiopaid Canada took investments in women's education to the next level. In a world of increased access to higher education, we know that young women in less developed countries are falling behind. To equip smart and ambitious women who lack only the means to obtain a higher education, the chance to stand out in an increasingly competitive job market, we partnered with Hope College of Business, Science and Technology in Addis Ababa.

With a strong staff of 40 professors teaching in eight different disciplines, Hope College boasts a student enrollment of 1,100 full time and 300 part-time students. Students obtain diplomas in highly employable areas such as business, technology and social sciences, which are key areas of focus for the government. Once qualified, Hope College graduates find jobs in government or private sectors quite easily and quickly.

The College plans to obtain University status and introduce an MBA course, nursing and environmental studies, and expand international collaborations to offer even more sponsorships to less advantaged women. In 2016, Ethiopaid Canada committed to supporting higher education for 10 girls at the College. We will begin sharing stories and raising funds for currently sponsored students in the fall of 2017. Your support would help sponsor

"The seeds of success in every nation on Earth are best planted in women and children."

Former President of Malawi Joyce Banda

students for the full duration of their courses (3 or 4 years).

In March, Olivier Bonnet met with two sponsored students, Sahale and Haymanot, who confirmed just how valuable an investment in their education has been thus far:

"In the future, once I have created my own business, I want to help others – I am so inspired by Ethiopaid and other organizations helping women!" -Sahale, Management Student at Hope College

Some students come from distant towns, such as Sahale who grew up in Gondar. Sponsored girls get a free lunch, free photocopying services and occasionally free stationary. Some have been able to find jobs on campus. Due to the increase in the costs of living in Addis, Hope College would like to provide allowances (covering clothes, transport and daily sundries) to girls who come from other regions to facilitate their ability to complete their studies.

"In the future, once I have created my own business, I want to help others – I am so inspired by Ethiopaid and other organizations helping women!"

Sahale, Management Student at Hope College



Hope College of Business Science & Technology



Catering Students

FROM THE STREET TO A NEW CAREER LEARNING A TRADE

In 2016, Ethiopiaaid Canada funded a new tailoring training, run by our partner Hope Enterprises. It began in November 2016, despite delays due to government approval and licensing, location and the state of emergency. Twenty women have now completed their first 4-month course!

Located in Hope Enterprises' Vocational Training Unit in Addis Ababa, the classroom has 10 sewing machines, with 2 women per machine. Two expert trainers teach all techniques related to patterns, textile lay-out, garment cutting, machine functions (manual and electrical), sewing operations and ironing. The women's skills are assessed on 2 occasions, after which they obtain certification.

Skills training in this industry is particularly important and advantageous for women since government and private garment industries are currently flourishing in Addis and in other cities. Through this project, several women even obtained cooperative training opportunities in the government to learn on bigger machines. Hope is looking at the possibility of investing in a small loans cooperative to help women start their own businesses.

With your support, we also provided technical vocational training to 33 girls, and altogether 109 youths who became certified trainees in 2016. Twelve hotel kitchen operation graduates found employment in the hotel industry. They are now productive and autonomous members of society!



● ● ●
Tailoring trainer and trainee



● ● ●
Baridou and other tailoring trainees



Women pick up water-filled containers from an APDA water truck delivery to Afar

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DROUGHT RELIEF IN AFAR REGION

Last year, several regions of Ethiopia faced the worst prolonged drought in 30 years. In February, Ethiopiaaid Canada launched an emergency appeal for help. Donors gave overwhelming support, raising \$30,000, causing a swift response on the ground which ultimately saved thousands of lives. We partnered with Afar Pastoralist Development Association (APDA) to send trucks carrying 14,000 litres of water over distances of up to 180kms to reach the most remote and affected districts in Afar. Water was supplied to 200,000 people.

In districts where malnutrition had reached 24% of households, your donations bought 50kg bags of lentils and two goats for each family. In its second phase, two-hundred and seventy-five of the most destitute families - who had lost their entire herd - received a chance to start over with 10 breeding goats each. Collectively, with the support of donors to all Ethiopiaaid sections, your immediate and generous actions swiftly restored the autonomy of 800 families (approx. 10,000 people) who had become entirely dependent on international aid. APDA's drought response project has proven to be a very effective approach to re-establish traditional solidarity mechanisms at the community level.

Thankfully, in August 2016 the long-awaited seasonal Belg rains finally came. With the heavy rainfalls, however, waterborne diseases began to affect communities. Afar pastoralists who rely on their animals for subsistence lack the resources required to deal with changes in their environment. Acute watery diarrhea (AWD) set in, and by the month of November this reached an epidemic scale. Again, we asked for your help and your support was immense. One donor gave \$30,000 in an immediate response to the AWD epidemic! Combined with this significant donation, Ethiopiaaid Canada supported a team of 60 community health workers, deployed to all affected areas to screen for illnesses, provide immediate treatment, distribute soap and purification tablets, and inform communities about how to cope with the outbreak. 1,560 persons were treated over a 4 month period, and the lives of approx. 5,000 people were saved.

In 2017, drought remains a serious challenge in Afar and other regions of the country. Ethiopiaaid Canada continues to monitor the situation.

Afar salt labourers walk through the salt plains with their camels



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OUR SUPPORTERS IN FACTS AND FIGURES

Thank you to all our individual donors, foundations and corporations!

You donated a total of **\$330,600** for critical and life-saving programs in **2016**. Compared to 2015, this amounted to an additional **\$85,216**. In 2016, we also increased the amount of funds sent to our local partners in Ethiopia by 30 percent!

In 2016, we received \$119,500 in major gifts from a few donors!

"I visited Ethiopia a few years ago, and as a result really wanted to help women there. I am so grateful that I can do this through your organization. Thank you for what you are doing!" Nachiko, from British Columbia

At the end of 2016, our total monthly donations amounted to **\$64,493!**

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A Special Legacy for Ethiopiaaid



"When I travelled to Ethiopia on business in the late '90s, I knew little about the country. It wasn't long before I fell in love with the people, the culture, the scenery and the history – everything, I thought, but not so. The plight of many Ethiopians, who lack sufficient resources in food, clean water, health care, employment, is hard to watch, as is the damage done to many from war wounds or stepping on discarded land mines. After I retired, I volunteered at the new Ethiopiaaid Canada office in Ottawa and learnt about the great need for treating fistula in women and training local doctors to perform the surgery. So, Ethiopiaaid became one of the organizations to which I am leaving a legacy, which I am confident will be used to make a lasting difference to these women and perhaps also be used for other much-needed assistance."

Theodora Newton

STAFF



Olivier Bonnet
Executive Director

In the course of 2016 there were several changes in the office. Lina Kastner, who took care of our administration, left us in May. We benefited greatly from a six-month internship with Mignote Metafaria, who managed gifts processing, trained volunteers, helped develop our online marketing and produce our fundraising appeals.



Jennifer Naidoo
Development & Communications Officer

At the end of October, we hired Jennifer Naidoo as our Development and Communications Officer. Jennifer is responsible for digital and print communications and works alongside Olivier Bonnet, Executive Director, to raise funds for our projects in Ethiopia. Our team of two is small, supported by several amazing volunteers, so the impact of your donation is big!

VOLUNTEERS



Thank you to all our volunteers who spent many hours last year helping Ethiopiaid on work committees, and multiple other tasks such as gift processing and tax receipts, social media, research and communications, administration, technology and systems:

Leah, Tim and Filsan (CUSO International); Anne-Marie and Kevin (Amref Health Africa); Ruth and Sylvie; Mignote, Kelly, Frena (pictured left to right), Eden, Supriya, Angela and Yusra; Theodora, Stacey and Patty. Thanks for your invaluable support and advice! Very BIG thanks also to Trevor Cole, teacher/photographer in Ethiopia who let us use his fabulous portrait images in our material (check out the credits!), and to our designer Tammy, who has been so generous with her time and done amazing work for us this past year. Last but not least, thanks to our volunteer Board of Directors!



Board of Directors

Robert Gowan, Interim Chair
Betty Hope-Gittens, Director
Mahlet Seifu, Director
Pierre Barbeau, Director
Erica Dorvault, Director
Alexandra Chapman, Director

Valerie Browning, Director
of Afar Pastoralist
Development Association
(APDA), with her adopted
son and an Afari woman



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ETHIOPIAID CANADA

STRATEGIC PLAN 2017-2020

In 2016, Ethiopiaid developed its first 4-year Strategic Plan, led by a Fundraising Committee of several experts, and adopted by the Board of Directors in July of that year. With this, Ethiopiaid aims to reach financial self-sufficiency over the next few years. Grants from the UK, provided since 2010 to subsidize fundraising and administrative costs, will thus progressively decrease annually as our ability to raise funds increases in Canada.

Guided by its strategic plan, Ethiopiaid Canada chose to make long-term investments to increase its capacity to grow, diversify and secure revenue. An audit of the direct mail processes was conducted to inform fundraising strategies and donor stewardship needs. The team engaged its Franco-Canadian supporters by providing a French-language website, and significantly improved its online presence, which

will remain the most cost effective and efficient avenue for a growing number of donors. Several long-term investments were also made in direct mail (such as bulk envelope purchases, and more cost-effective printing, postage and storage contracts) which will result in a direct reduction in fundraising costs over the next few years.

Finally, after several years of operating with a team of one person, with additional short term or temporary contract staff, Ethiopiaid invested in a stable team of two full-time staff in October. A part-time book-keeper, familiar with NGOs and CRA regulations, also provides accounting support and assists with financial management. Several investments were made internally to also improve information management and technology, so as to increase efficiencies and maximize limited staff time and resources in the coming years.

In 2016, our fundraising costs exceeded what had been budgeted. In February, an unplanned large-scale appeal for drought relief was issued, to respond to the crisis affecting several regions of Ethiopia. It was followed up by another appeal in November for a cholera epidemic in Afar region. Due to unfavourable currency exchange rates following the Brexit announcement, the UK grant unfortunately came to less than what had been budgeted. Efforts to diversify sources of funding in 2017 will focus on Canadian government funding opportunities, due to favourable new International development policies and funding made available specifically for small non-profits, such as Ethiopiaid Canada.

The excess of revenue over expenses is detailed in our audited financial statements that are available on our website. Our projects cross fiscal years, so any "excess" is absorbed to cover project expenses incurred in the following fiscal year or subsequent years. As all charities are required to do, we report additional financial information to the Canada Revenue Agency in our annual information return. For more information, please contact Ethiopiaid Canada.