

The  
*new face*  
*of AIDS*  
in rural Kenya



*Thanks to support from SOTENI, Elizabeth's parents, both HIV+, are alive and able to support her.*



2008 Annual Report



## 2008 Founder's Report

Friends,

I'm so pleased to celebrate our 6th anniversary with you and to share our progress. After all, it is your donations of time, talent and treasure that have propelled us this far.

People sometimes ask me how SOTENI began—where our roots are. As an epidemiologist working both here and abroad, I saw two lessons driven home again and again that strongly influenced the founding of SOTENI.

First, the greatest weapon we have against epidemic and pandemic disease is education. Vaccines and support are, of course, critical elements, but the practical information about how to avoid contracting and spreading infectious disease is by far the most cost-effective and efficient tool that we have.

Second, strong local leadership and broad community support drive effective programs. Too often, charities and government organizations waste their time and dollars by trying to impose solutions on at-risk populations. SOTENI takes the opposite approach. Community residents in our Villages of Hope envision the programs and services that will best meet their needs, and SOTENI helps make their visions a reality.

These two beliefs are at the core of SOTENI, and they have allowed us to succeed and grow in ways I couldn't have imagined just six years ago.

In 2008 SOTENI advanced our mission by strengthening programs; building the capacity of our staff, volunteers, and partners; and diversifying our sources of funding. A number of specific examples are included in this report.

*Sisi sote*—all of us, together—can build on SOTENI's successes to expand our impact, both locally and globally. Thank you again for joining the SOTENI network.

With gratitude and hope,

A handwritten signature in blue ink, appearing to read 'Vic'.

Victoria Wells Wulsin, MD DPH, SOTENI Founder

## Our Mission

To prevent the spread of AIDS by helping vulnerable people build self-sustaining communities. We cultivate local leadership, educate those most at risk, and share resources from around the world.

## Our Approach

SOTENI is dedicated to helping orphans and other vulnerable people who have been most affected by the HIV/AIDS pandemic in Africa. We use an innovative model for care, prevention and capacity building called SOTENI Villages of Hope (SVH). Locally elected management committees provide leadership for each SVH, and they determine the needs and project priorities for each community. SOTENI supports them!



SOTENI operates four Villages of Hope in rural Kenya that touch the lives of more than 10,000 orphans and other vulnerable people.

Our programs enhance the well-being of individuals and entire communities.

- 1) SOTENI Kenya Headquarters-Nairobi;
- 2) SVH-Mituntu; 3) SVH-Mbakalo;
- 4) SVH-Ugenya; 5) SVH-Kuria.

### Six Guiding Principles

#### S USTAINABILITY

through local leadership, infrastructure development and economic solvency.

#### O PPORTUNITY

to better the lives of AIDS orphans and other vulnerable people through SOTENI Villages of Hope.

#### T RAINING

of persons with HIV/AIDS and other stakeholders to lead the fight against AIDS.

#### E PIDEMIOLOGY

to design, evaluate and replicate programs that reduce the incidence and/or severity of HIV/AIDS.

#### N ETWORKING

to harness the “time, talent and treasure” of others to help build healthier communities within the Villages of Hope.

#### I NTERDEPENDENCE

that connects and enriches us all as we work to heal the effects of AIDS and stop its spread in our lifetimes.

## SOTENI International Board of Trustees

Victoria Wells Wulsin, MD DPH,  
Founder and Chair  
Rose Khasiala Amolo, MS  
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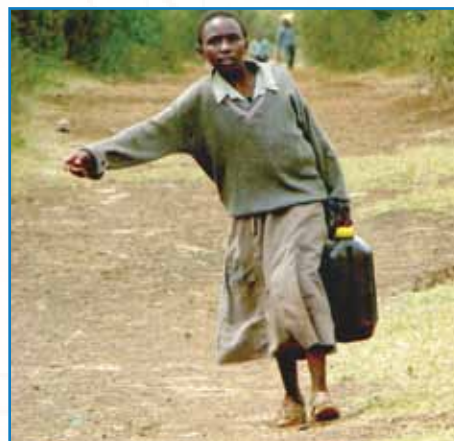
## Cornerstone Accomplishments

- 1) Through a grant from MAC AIDS FUND, we strengthened our flagship program, AIDS Barefoot Doctors (ABDs), in both Mituntu and Mbakalo. We trained twelve ABDs—community health workers—who are providing home care, education, pain relief and moral support to nearly 1,000 people living with AIDS and their family members each month. ABDs also lead bi-monthly wellness and education sessions in the community.
- 2) SOTENI identified more than 1,000 orphans and vulnerable children in SVH-Mbakalo through a comprehensive needs assessment. As a result, in 2008 with the help of community partners, life-sustaining aid began flowing to these “at risk children.” Aid includes psychosocial support, food, basic medical services, tuition and home improvements.
- 3) Through a two-year grant from the Danish Development Agency, SOTENI and other local partners began a Women’s Empowerment Program in Mituntu. Last summer, 24 women participated in capacity building workshops that included sessions in business management, entrepreneurship, human rights, HIV/AIDS and gender issues. Since September, the 24 have trained nearly 750 other women in the region. The project’s goal is to enable women to begin sustainable micro-businesses in their communities.
- 4) Our dispensary in Mbakalo is thriving and becoming more sustainable, despite having no electricity! Last fall, SOTENI purchased a solar refrigerator that enables extended storage of critical vaccines and other medicines. More than 300 people with opportunistic infections and other needs visit the dispensary monthly. Most require anti-malarials, antibiotics, antihistamines or analgesics. Patients often walk miles to receive care.



## Other Key Program Accomplishments

- Through donor support, SOTENI planted more than 400 banana plants in Ugenya. Once mature, these plants will be a sustainable source of food for thousands of people.
- SOTENI participated in the planning and implementation of a one-day medical camp in SVH-Mituntu. Physicians and other clinicians provided care for more than 6,000 people.
- Coordinators in our four Villages of Hope now have laptops, thanks to the generosity of SOTENI donors. This improved communication will enhance staff productivity and the efficiency of our programs.
- Two more “at risk” children are now part of SOTENI’s Sponsorship Program, bringing the total to 38. Sponsors provide \$600 USD per year, which pays for tuition, school supplies, uniforms and other essential items. Without sponsors, these children would not ever go to high school and most likely experience lifelong poverty.
- The people of SVH-Mbakalo will soon have ready access to clean, safe water! Today, they walk miles daily to fetch it or else they resort to using water from streams and rivers fouled by animals. In 2009 - 2010, fresh water will be minutes away thanks to the Lake Victoria North Water Services Board, the Gender Sensitive Initiatives organization, the Kenya Water Services Trust Fund and SOTENI. The massive project will bring 20 hand-pump wells and 20 spring water pipes to the Mbakalo area and 15 three-door latrines and 12 rainwater-harvesting tanks to its local schools. Watch for details on SOTENI’s website!



# Statement of Activities

Year ended 12/31/08 subject to final audit

Income		
Contributions, Gifts, Grants	\$ 148,170	
Investment Income	\$ 1,672	
<b>Total Income</b>	<b>\$149,842</b>	
Profit from Sales of Inventory	\$ 1,184	
<b>Gross Profit</b>	<b>\$ 151,026</b>	
Expenses		
Program Delivery Expenses	\$134,988	80.6%
Administrative Expenses	\$ 16,985	10.1%
Fundraising Expenses	\$ 15,505	9.3%
<b>Total Operating Expenses</b>	<b>\$167,488</b>	<b>100.0%</b>
Other Income/Expenses	\$ 10,087	
<b>Total Expenses</b>	<b>\$ 177,574</b>	
Net Increase (Decrease) in Net Assets	(\$28,220)*	

# Financial Position

Year ended 12/31/08 subject to final audit

Assets	
Current Assets	\$ 62,127
Long Term/Fixed Assets	\$ 523
<b>Total Assets</b>	<b>\$ 62,650</b>
Liabilities and Equities	
Liabilities	
Current Liabilities	\$ 4,190
Long Term Liabilities	\$ 0
<b>Total Liabilities</b>	<b>\$ 4,190</b>
Equity	
Retained Earnings	\$ 86,681
Net Income	(\$28,220)*
<b>Total Equity</b>	<b>\$ 58,460</b>
<b>Total Liabilities and Equity</b>	<b>\$ 62,650</b>

\*Assessment: SOTENI's income fell by nearly \$40,000 in 2008, resulting in a year-end shortfall of over \$28,000. The Board and staff of SOTENI recognize that the current global economic crisis mandates that the organization put a priority on fundraising in 2009. They also plan to closely monitor expenses in order to return to full fiscal health in 2009.

# Benchmark Analysis


## Administrative Expenses

	Excellent	Very Good	Good	Fair	Poor
Administrative Expenses*	< 15%	15%-20%	>20%-25%	>25%-30%	>30%
SOTENI-10.1%					

**Conclusion: We Keep Administrative Expenses Low**

\* Administrative efficiency is determined by using administrative expenses calculated as a proportion of total expenses.

## Fundraising Expenses

	Excellent	Very Good	Good	Fair	Poor
Fundraising Expenses*	< 10%	10%-15%	>15%-20%	>20%-25%	>25%
SOTENI-9.3%					

**Conclusion: We Keep Fundraising Expenses Low**

\* Fundraising effectiveness is determined by using fundraising expenses calculated as a proportion of total expenses.

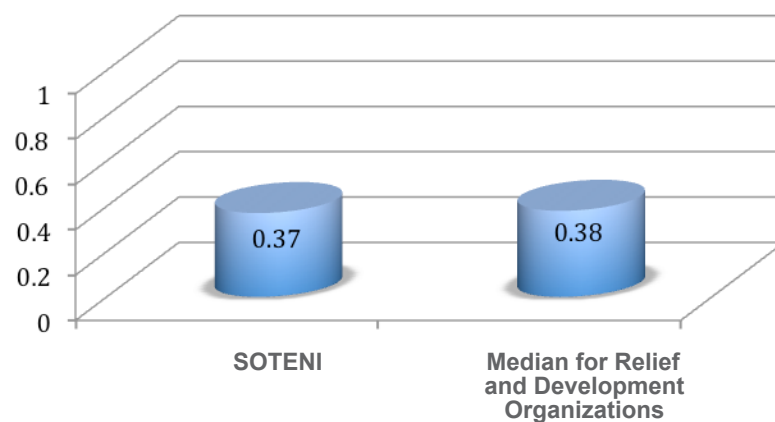
## Fundraising Efficiency

	Excellent	Very Good	Good	Fair	Poor
Fundraising Efficiency*	\$0.00-\$0.10	\$0.10-\$0.20	\$0.20-\$0.35	\$0.35-\$1.00	>\$1.00
SOTENI-\$0.105					

**Conclusion: Our Fundraising Efficiency Is Solid**

\* Efficiency is calculated based on the amount a charity must spend to raise \$1 (lower is generally better). Fundraising Evaluation System obtained from Charity Navigator.

## Working Capital Ratio



**Conclusion: Our Ongoing Liquidity and Stability Are Solid**

\* Working Capital Ratio is based on a calculation of current assets as a percentage of annual operating expenses. Balance Sheet Evaluation Metric obtained from Charity Navigator.



## 2008 SOTENI Champions

Every non-profit organization depends on the generosity and support of its donors and volunteers. There is no way to appropriately recognize the contributions of the hundreds of SOTENI supporters who have joined our cause over the past six years. However, here in our Annual Report, we'd like to celebrate the exceptional contributions of two SOTENI supporters: Katie and Sloan Strike, mother and daughter team (pictured above with Edward Wanyonyi, SOTENI Kenya program manager). We honor the Strikes with the title of SOTENI Champions.

### **The Strike Story**

Katie and Sloan Strike joined the SOTENI cause more than four years ago. Since then they have helped to actively shape what we have become. While she was still in high school, Sloan (now in her senior year at Harvard) created the SOTENI Sponsorship Program which provides critical educational, medical and nutritional support to individual children. Not content merely to found the program, Sloan actively followed up with sponsors through the years, providing updates and keeping them involved in the lives of the children they were supporting.

Katie Strike has provided the same level of constant support. Most recently, Katie spent three weeks in Kenya working alongside our interns and staff. She conducted interviews and wrote reports updating the health and educational needs and status of our sponsored children. Like Sloan, Katie was not a tourist in Kenya—she was a vital contributor, rolling up her sleeves and doing whatever was needed to help fulfill the SOTENI mission.

SOTENI succeeds because of the passionate support of people like Katie and Sloan Strike. Their contributions are an inspiration to us.

We thank you, Sloan and Katie, and we honor you as true SOTENI Champions.



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