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A LETTER FROM THE CEO

Dear Indego Africa Supporters,

What an incredible year!

Together with your support, we deepened our impact among artisans in Rwanda and Ghana, broadened our influence in refugee camps, and showcased the integrity of our brand.

As our organization grows in size and scope, so does our commitment to empower more artisan women, youth, and refugees across Africa.

Why?

The artisan sector is the second largest employer in the developing world. Yet the majority of artisans are women who live in rural communities without access to the markets, skills, and tools they need to run successful enterprises.

We are dedicated to changing that.

Indego Africa partners with artisan women in Rwanda and Ghana to create a range of handcrafted products using local raw materials and techniques. Since 2007, we've provided artisans with the innovative designs, on- the-job skills training, and global market placement they need to earn income and grow their businesses.

Economic inclusivity is at the heart of Indego's mission.

We invest in generations of women from poor, rural communities because we have confidence in their ability to achieve (and exceed) their goals. All they need are the resources.

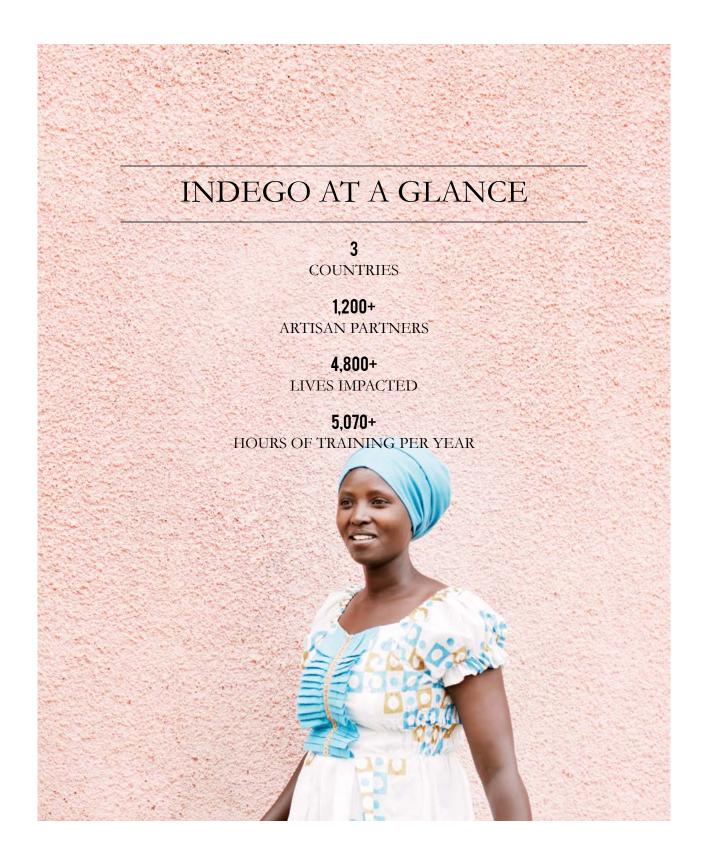
Our Economic Inclusion for Refugees program at the Mahama Refugee Camp – the first export market-driven livelihood program for refugees in Rwanda – has already trained 100 Burundian women and integrated them into Indego's international supply chain. We are now poised to expand this program to the Kigeme Refugee Camp and provide Congolese refugees with the same opportunity to become part of the global artisan economy.

The lessons we have learned along the way are part of a larger puzzle, and we are grateful for those who have committed to learning alongside us. Leveraging our model and support, we hope to replicate our proven success in artisan enterprise development and create employment opportunities for more young people and refugees in Africa.

With gratitude,

Karen Yelick, CEO

Maron Defelich



OUR GLOBAL TEAM



From New York, to Kigali, to Kumasi, Indego Africa prides itself on maintaining a truly global team. The consistent and open dialogue we maintain with our partners allows us to incorporate feedback into our programs and adjust our model to best meet artisans' needs. From product design and sales fulfillment, to education and fundraising support, we consider every aspect of our work to be a global collaboration!

This year, we integrated:

new artisans from Rwanda & Ghana into our global value chain including,

61

In 2015, we expanded our 19 operations into Ghana, following through on our founding vision to develop a scalable model for economic and educational empowerment across Africa. COOPERATIVE LIST NORTHERN GHANA Stella Bolga Tibehgu Taaya SOUTHERN GHANA Awhiaa Wood Carvers Association Brass Casting Cane Weaving Association Mavis Bolga Mudcloth

Since 2007, Indego's mission to empower 232 women artisans in Rwanda through employment opportunities 44 and education has grown exponentially. 43 COOPERATIVE LIST GREATER KIGALI AACBraversCocoki Ibanga *Ibyishimo* ΙΚ̈́U Kaliza Same Sky Umurimo Umutako Umutima NORTHERN PROVINCE Handspun Hope Ibaba 35 Ngwino 70 SOUTHERN PROVINCE Gatagara 66 12 EASTERN PROVINCE 45 Akeza Covanya Enrico Ubumwe Enrico Urungan 94 Gahembe 185 Huguka *Imirasire* Isano Sarah Twiyubake Umuco 45

After the genocide against the Tutsi in 1994, the government of Rwanda encouraged the formation of cooperatives as a means to build a sustainable future for its people. Cooperatives were formed across industries, including the agriculture, finance, transportation, and artisan sectors. As vehicles for reconciliation and reconstruction, cooperatives in Rwanda have not only encouraged people to peacefully work together, but have also been instrumental in addressing vulnerability and poverty in communities across the country.

NOT YOUR AVERAGE SUPPLY CHAIN



From local, raw materials to handcrafted, finished products, we support the integrity of artisan-made goods and create opportunities for the women who make them.

Indego Africa showed me the value of my craft and trained me how to do it better. I believe I can do anything now because I am secure, independent, and loved by my cooperative. We are all working together for a brighter future."

> Marie Murangeneza Cocoki Cooperative, Rwanda

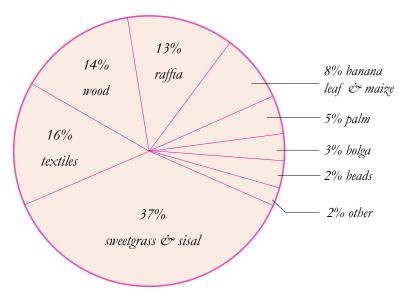
LOCAL MATERIALS

We help preserve traditional craft by sourcing natural fibers from the communities where we work.

Local is durable. We strive to be as ethically-responsible and environmentally-friendly as possible in the production of all of our products by sourcing our materials from local markets and farms. We use a range of natural fibers indigenous to the countries where we work like sweetgrass, palm leaf, bolga straw, banana leaf, and organic yarn that is hand-spun and hand-dyed using local plant, flower, and vegetable material.



W. MATERIALS



This year, we sold **9,633** units made from locally-sourced, natural

* September 2017 September 2018

TIME-HONORED TECHNIQUES

We celebrate handmade work by investing in rich cultural traditions and diverse artisan skills.

Craft matters. Each of our products is carefully handcrafted using time-honored, heritage techniques. From raffia-weaving and woodcarving, to hand-embroidery and wool-spinning, we collaborate with our artisan partners to create products that support their incredible talent, showcase the storied history and beautiful craftsmanship of traditional African artistry, and celebrate Indego's dedication to high-quality, modern design. Our artisan partners take pride in the production of our handcrafted products, and their skill ensures the reliable quality of our brand.

97%

of our artisans have learned new technical skills since working with Indego

From a single materialbased product assortment, to a cohesively designed collection that showcases bur partner's diverse talent, Indego's brand spans more than a decade of artisan skill, traditional craft, and modern design.







Sisal is a sustainable natural fiber carefully cultivated from the agave plant's long, green leaves. Known for its strength, durability, and texture, sisal is extracted, sun-dried, brushed, and baled by local farmers across Rwanda before artisans consciously craft the material into handwoven baskets and bags. Because sisal groves generate mostly organic waste, leftover materials are used to support rural economies by producing animal feed, electricity, and fertilizer.

Locally-grown and gathered, **sweetgrass** is a natural fiber widely used by female weavers across Africa. The abundance of raw sweetgrass in Rwanda has made it an integral element of the long-practiced craft of basket-weaving and an important part of the country's culture. Rwandan women are taught how to weave baskets from their mothers and grandmothers, carrying on a tradition that has been passed down from one generation to another.

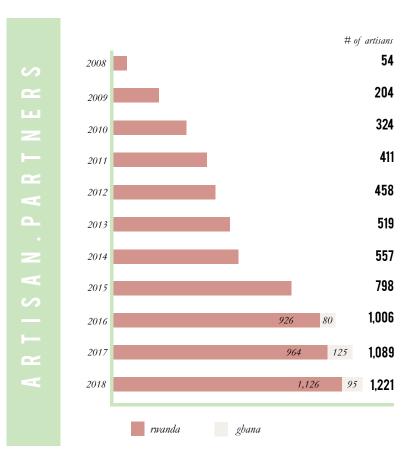


TRANSPARENT PARTNERSHIPS

We're creating jobs for artisans and educating women & youth across Africa.

Our artisan partners have big dreams and big plans. We invest 100% of our profits into their education because we believe in their ability to achieve (and exceed) their goals. We entrust them with the innovative designs, skills training, and market opportunities they need to start careers and grow their own businesses.

It is because of the long-term, transparent relationships we build with our artisan partners, that we can deliver beautiful and consciously -crafted products to customers around the world.



Empowering a woman has a powerful multiplier effect. Women on average invest **90%** of their income in the wellbeing of their families. For our artisan partners, that means creating better opportunities for generations of Rwandans and Ghanaians to come. Our partners use their income and education to support an average of **4 dependents each** – that's over **4,800 lives impacted!**

83%

of our artisan partners always have enough to eat and feed their families

95%

of our artisan partners can afford to send all or most of their children to school

99%

of our artisan partners have health insurance for their entire families I want to see my children have a better life and go to school because I didn't get that chance. My dream is to empower my entire family."

Genevieva Ndayikingurukiye Akeza Cooperative Mahama Refugee Camp, Rwanda



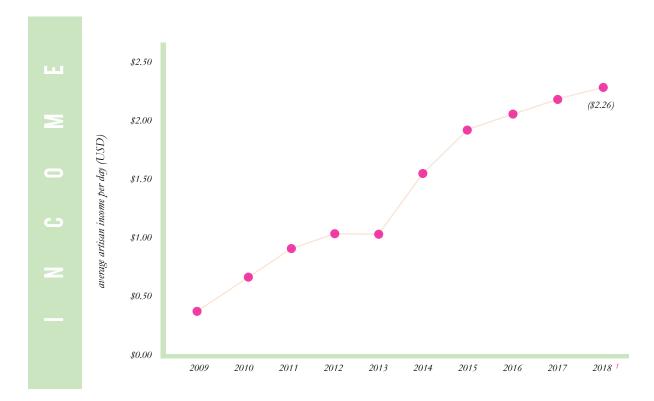
SUSTAINABLE IMPACT

We're carving out an ethical space for artisans in the retail industry and creating a more sustainable world for all.

Indego is here to stay. We reduce waste in our production process by using recycled (and upcycled) materials, repurposed fabric scraps, and other salvaged textiles across our product lines, we schedule large batch cargo shipments from Africa to New York in order to reduce our carbon footprint, and we pay our partners fair, consistent wages for their work. On average, our partners earn 40% of the wholesale price of our items, versus 5-10% in traditional retail. That's enduring impact.

86%

of our artisan partners have used Indego Africa's trainings to better manage their cooperative or outside business



According to the World Bank, approximately **25%** of Ghanaians and **60%** of Rwandans live below the international poverty line of **\$1.90 per day**. Most Rwandans in rural areas still earn less than **\$1.25 a day**.

We're committed to helping improve our artisan partners' economic and social well-being by taking a holistic approach to empowerment. In response to their feedback and ideas, we often provide special workshops and seminars to better address our partners' needs. Examples include sexual health and domestic violence trainings, savings and loans workshops, and regular, integrated yoga classes that focus on mental health and occupational wellness.

in (

of our artisan partners in Rwanda have participated in special workshops to improve their quality of life **70**%

of our artisan partners have a bank account

83%

of our artisan partners use mobile money

85%

of our artisan partners save money for the future

According to the World Bank, only **45%** of women in Rwanda and **54%** of women in Ghana own an account at a financial institution or with a mobile money service provider.

9 1 %

of our artisan partners have increased their income since working with Indego Africa

100%

of our refugee partners have a cooperative bank account with the Bank of Kigali in Rwanda Most refugees living in camps face limited job opportunities, often inadequate shelter, increasing food prices, and precarious access to legal services and social protections, which keep them largely unbanked and unable to make financial investments. Indego Africa is committed to facilitating their access to financial tools and services by assisting in the setup of business bank accounts. Read more on Page 19!



IN GOOD COMPANY WITH REFORMATION

As our artisan community and production capacity grows, so does our commitment to ethical fashion. This year, we expanded our bag collaboration with leading eco-friendly clothing and accessories label, Reformation. We are thrilled to continue partnering with a sustainable company whose supply chain values are so well-aligned with our own. Our carefully-selected collection of handwoven bags for Reformation helps consumers around the world make informed, conscientious decisions about the products they buy.

PLASTIC-FREE PACKAGING

At Indego Africa, we seek the highest standards of ethical and environmental responsibility in the production and fulfillment of our collections. In 2017, we made the decision to go plastic free and ship all of our products using 100% recyclable boxes and tissue. Our commitment to sustainability follows the lifecycle of our products- from harvesting local, natural fibers, to hand-dyeing and manufacturing, all the way to packaging, shipping, and product care.



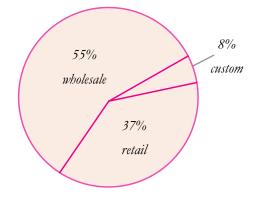
MARKET ACCESS & SALES GROWTH

In 2017, we placed high-volume orders with:

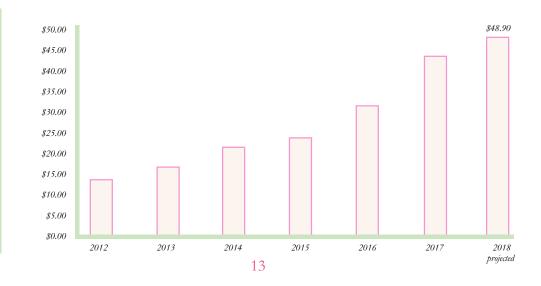
wholesale clients

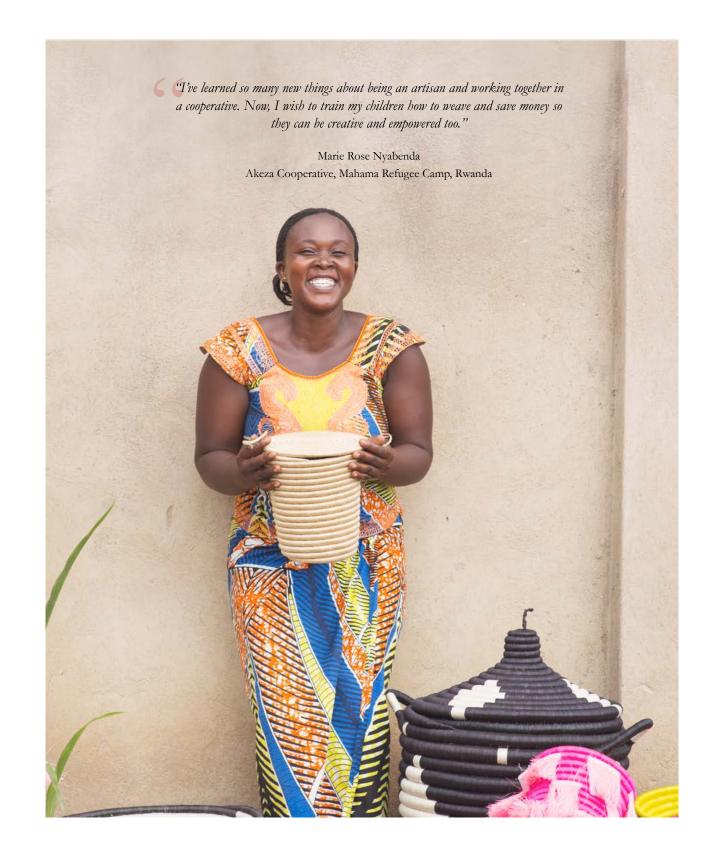
& fulfilled sales across: states

countries









ENTREPRENEURSHIP PROGRAMS

VOCATIONAL & **BUSINESS TRAINING**

6 'I wanted to learn a skill so I could care for myself without having to rely on others for money. Now I am proud to be counted among professional artisans and able to make my own decisions. I feel independent and have earned the respect of my family."

> Sylvia Agyiri Tibehgu Taaya Cooperative, Ghana



Our Vocational & Business Training program helps unemployed young women in Rwanda and Ghana enter the artisan workforce and achieve sustainable economic independence. As instructors and mentors, our experienced artisan partners train young people in traditional craft techniques. Indego Africa provides these women with the business education they need to manage their own enterprises, keep track of their finances, and put savings and growth plans into action. We ensure our graduates are equipped with the skills of their trade, and offer the support they need to join a cooperative or launch an artisan business of their own.

1 0 0 %



I was so young when we started training and working with Indego Africa. That opportunity has helped me get things I needed that I could never afford before. Today, things are only getting better and better!"

> Console Turabumukiza Gahembe Cooperative, Rwanda

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ECONOMIC INCLUSION FOR REFUGEES

This training has completely changed my life. I am proud of my cooperative and feel confident in my weaving skills. I am thankful because my world has changed for the better."

Octavé Mutetiwabo Akeza Cooperative, Mahama Refugee Camp, Rwanda

Our Economic Inclusion for Refugees program addresses the unique livelihood and financial challenges refugee women face. By providing female refugees at the Mahama Refugee Camp in Rwanda with artisan skills, business training, and market access, Indego is helping them integrate in their host country's labor force and achieve long-term economic security for themselves and their families. Read more on Page 19!

100%

of refugees generate income as integrated members of Indego's global supply chain

We are grateful to the **Same Sky Foundation** whose generous support has been crucial to the success of

RWANDA REGISTERS AN INFLUX OF ~1,000 NEW REFUGEES PER MONTH.*

145,524

Refugees in Rwanda**

47.1% (Burundi)

52.5% (Democratic Republic of Congo)

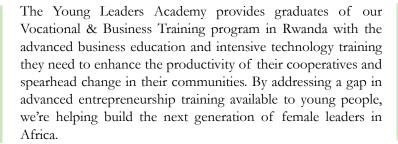
0.4% (Other Countries)

*based on UNHCR data from January - August 2018 **as of August 2018

YOUNG LEADERS **ACADEMY**

(1) Learned both practical and digital skills during YLA, but the training really helped me implement new ideas at Cocoki. We're using social media now to market our products and become more competitive."

> Ali Nzabarinda Cocoki Cooperative, Rwanda





82%

6.4 %

The Young Leaders Academy is generously supported in part by the Ann B. Zeis Scholarship Fund which was established by Marta and Jeff Zeis to help honor the memory of their daughter, Ann Bernadette Zeis - a passionate supporter of Indego Africa. This fund helps carry on the legacy of this remarkable young woman by providing artisans with the knowledge and skills they need to grow their own businesses and improve their communities.



6 "My perception on business practices has really improved. For example, before YLA I was afraid of taking out a loan to start my own business, but today I understand the process and am confident I can succeed."

> Goreth Umugwaneza Ngwino Cooperative, Rwanda

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TECHNOLOGY TRAINING FOR THE WORKPLACE

I am happy and confident because I've become competitive in the job market. I learned a lot from TTW about setting goals and prioritizing tasks. Today, I can successfully complete any computer exam!"

Séraphine Uwizeyimana, Rwanda

Our Technology Training for the Workplace program provides young college graduates in Rwanda and Ghana with technology training, job application guidance, and business soft skills to help them enter and succeed in the workforce. It is part of our growing mission to provide digital entrepreneurship resources and opportunities for young people in the broader communities where we work

workshops

100%

63%

of graduates are employed by the end of each five-week workshop

YOUTH & FEMALE UNEMPLOYMENT*

According to the World Bank, youth account for 60% of all unemployed Africans. In most African countries, including Rwanda and Ghana, youth unemployment occurs at nearly 2x the rate than that for adults.

Young women feel the sting of unemployment even more sharply. The African Development Bank found that in most countries in sub-Saharan Africa and all of those in North Africa, it is easier for men to get jobs than it is for women, even if they have equivalent skills and experience.

2.4% adult unemployment
4.9% youth unemployment
4.5% male youth unemployment
5.3% female youth unemployment
1.3% adult unemployment
2.1% youth unemployment
1.5% male youth unemployment
2.6% female youth unemployment

*International Labour Organization estimates for 2017

ECONOMIC INCLUSION FOR REFUGEES

Today, an unprecedented **65.6 million people** around the world have been forced from home because of persecution, conflict, violence, or human rights violations. Among them are nearly **22.5 million refugees.**

After fleeing violence and insecunity, the opportunity to work and earn a living is one of the most effective ways refugees can rebuild their lives in dignity and peace.

Indego's Economic Inclusion for Refugees program addresses the unique livelihood and financial challenges refugee women face by providing them with the training, skills, and opportunities they need to build long-term careers in the global artisan industry.

As conflicts develop around the world, refugees continue to live in precarious situations; savings become depleted, social support networks weaken, and access to economic opportunities remains limited. With growing refugee populations from Burundi and the DRC, the government of Rwanda has adopted among the most progressive policies worldwide to support refugee self-reliance - particularly for women who make up more than half of the country's 151,000 refugees & asylum seekers.

In 2016, Indego developed and implemented a concrete commitment

to support refugees in Rwanda by integrating them into our global supply chain and investing in their education.

Our Economic Inclusion for Refugees program facilitates economic empowerment for female refugees through onsite artisan skills training, business education, and international market access. By equipping female refugees with the skills, resources, and tools to become successful artisan entrepreneurs, Indego is playing a powerful role in expanding livelihood opportunities and boosting economic development for refugees across Rwanda.

MAHAMA REFUGEE CAMP

Since 2016, Indego Africa has provided **100 female refugees** at the Mahama Refugee Camp in Rwanda with the vocational training, business education, and international market placement they need to achieve sustainable economic security for themselves and their families. These women formed their own artisan cooperatives, Akeza & Umuco, and continue to partner with Indego to create beautiful, handwoven products for purchase.

Akeza craft technique: Sweetgrass weaving

\$6,732

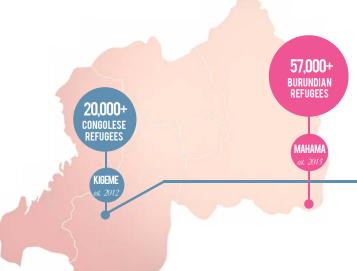
urchase orders ince formation in 2016*

Umuco craft technique: Banana leaf weaving

\$3,405

burchase orders since formation in 2018*

* through June 2018



"Refugees have skills and talents that only need a chance to grow and flourish. Within each piece lies a story of history and culture, and the opportunity for a person who has fled war and persecution to offer something of beauty to the world."

Filippo Grandi, UNHCR

PREVIEW: Kigeme Refugee Camp

In 2018-2019, Indego Africa will bring its Economic Inclusion for Refugees program to the Kigeme Refugee Camp in Rwanda. We look forward to providing Congolese women with the livelihood opportunities they need to grow their own artisan husiness.



Mahama Refugee Camp, Rwanda

FINANCIALS

STATEMENT OF ACTIVITIES

for the year ending December 31, 2017

REVENUE AND SUPPORT		
Gross Product Sales Revenue	\$409,273	
Gross Income From Fundraisers	17,036	
Contributions	302,229	
Other Income, Including FX Loss	(1,051)	
TOTAL REVENUE	$\frac{(1,031)}{727,487}$	
TOTAL REVENUE	727,407	
EXPENSES		
Cost of Goods Sold	286,088	
Functional Expenses:		
Program Services	529,616	
Management & General	30,548	
Development	38,595	
TOTAL FUNCTIONAL EXPENSES	598,759	
	,	
TOTAL EXPENSES	884,847	
SURPLUS/DEFICIT	(\$157,360)	
STATEMENT OF POSITION		
for the year ending December 31, 2017		
ASSETS		
Cash & Investments	\$72,166	
Accounts Receivable	45,317	
Product Inventory	97,800	
Fixed Assets	0	
TOTAL ASSETS	215,283	
TO THE MODE TO	213,203	
LIABILITIES		
Accounts Payable	31,636	
Other Current Liabilities	5,000	
TOTAL LIABILITIES	36,636	
TOTAL LIADILITIES	30,030	
ACCUMULATED SURPLUS	178,647	
TOTAL LIABILITIES AND ACCUMULATED SURPLUS	\$215,283	

DONOR ACKNOWLEDGMENTS

\$20,000+

Christopher & Susan Birosak Puneet & Nandini Mansharamani The International Foundation

\$10,000 - \$19,999

AllPeopleBeHappy
Foundation
Ann B. Zeis Fund
Jeff Vorchheimer
Journey Charitable
Foundation
Matthew Mitro
Same Sky Foundation
Cordes Foundation

\$5,000 - \$9,999

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Katharine Crost
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Selom Tetteh
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\$2,500 - \$4,999

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\$1,000 - \$2,499

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Aid for Africa Arthur Grandy Benjamin Stone Catherine Chao Deirdre & Alex King Eric Vorchheimer Hayley Doner Joyce Mushaben Kevin Carnahan Lauren Janosy Nancy Gendimenico Paula Bobak Petrillo Klein & Boxer LLP Robert Herrmann Rotary Club of McLean, Virginia Sally Randich

The April Fund

\$500 - \$999

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Guy Tudor
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JustGiving
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Luke & Annette Beshar
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Michael Arietti
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Susan Krantz
UNHCR
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\$150 - \$499

Allen Mitro Allison Taylor Andrew & Susan Marting Daniel Sacks **Durrell Family** Foundation **Edward Conrads** Elise Stephens Elizabeth Wilkie Etta & Mark Rosen Geoffrey Stone Gregory Gilchrist Gregory Moroney Jakob Oster Jill Harris Josepha Soufer

Kaivan Shakebe Kathryn AuBuchon Kathryn McCormack Laura Ward Lorraine Cohen Lorraine Vorchheimer Lynnette Kelly Marcella Halter Margie Trumpour Mariana Meyerson Marilyn Halter Mary Kennedy Michael Holley Michelle Tenny Nancy DeSantis Network for Good Nicole Pitter-Patterson Peter Conrad Rhona Ramsay Stephen Paras Susan Dickinson Theodore Burke Terry White Tim & Sara Thomas William Craven

Corporate Matching

AmazonSmile
Foundation
Bank of America
Chevron
Goldman Sachs
Google
Morgan Stanley

Thank you to the **127 grassroots supporters** who also helped make our work possible this year!

Indego Africa's 2017 financials reflect the Independent Auditor's Report performed by The Curchin Group, LLC. A full copy of this Audit Report and Indego Africa's 2017 Form 990 are publicly available at indegoafrica.org/financials.

BOARD OF DIRECTORS

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We would like to extend a special thank you to our volunteer Regional Boards in New York City, Miami, Washington D.C., San Francisco, Los Angeles, and Boston for their continual fundraising efforts and support!

STAFF

RWANDA

Modeste Ngabonziza Chantal Musabimana Godwin Musonera Emelienne Nyiramana Yves Nshiyimana Erica Rwagitinywa

GHANA

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Karen Yelick Deirdre King Brittany Barb Shelby Quackenbush Annie Lopez Sarah Duffy

METHODOLOGY

The Social Impact Assessment

At Indego Africa, we are committed to measuring our impact. Each year we conduct a Social Impact Assessment, gathering quantitative and qualitative information on the ongoing progress of our artisan partners and publishing the results. Our annual Social Impact Reports allow us to assess the efficacy of our programs, identify areas for improvement, and transparently communicate the results of our work to our supporters around the world.

As we grow and scale as an organization, this data serves as a powerful tool to ensure that our programs are fully and successfully serving the needs of our artisan partners. While this Report focuses on metrics collected from our annual Social Impact Assessment, we have also included data from program-specific surveys conducted at the beginning and end of each of our education program semesters.

Historical data gathered in Rwandan Francs was converted to U.S. Dollars utilizing the average FX rate for each year.

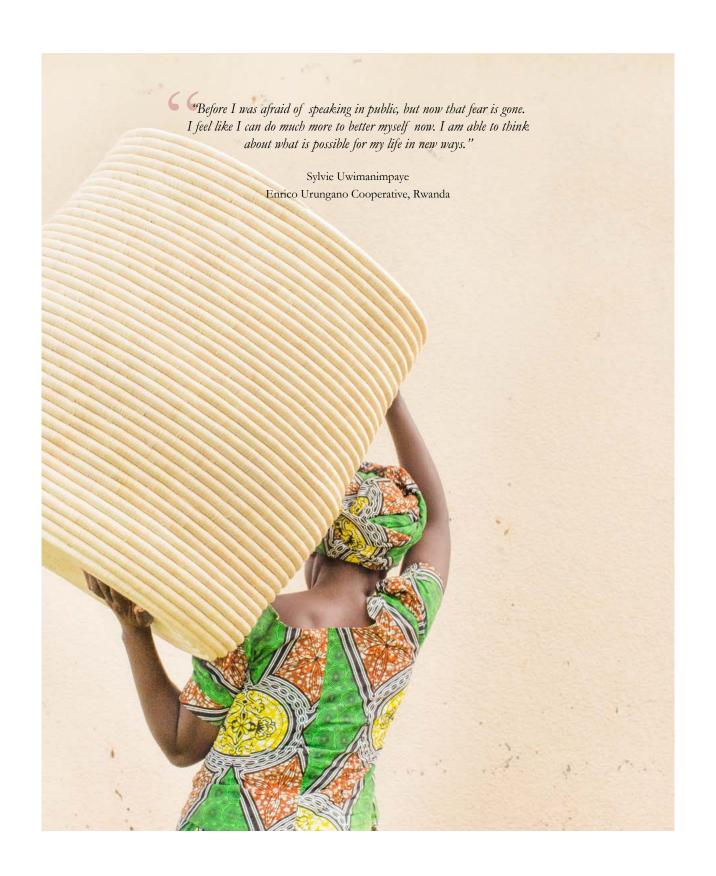
The data used for this Report can be found in our 2018 Social Impact Appendix. To request a copy of this Appendix, please send an email to info@indegoafrica.org.

How it Works

Our 2018 Annual & Social Impact Report includes the results of comprehensive interviews with 319 artisans across 16 of our partner cooperatives in Rwanda and Ghana!

Indego's on-the-ground team in Rwanda traveled to 12 of our partner cooperatives to conduct our Social Impact Assessment and gather quantitative metrics and qualitative indicators (such as confidence and self-perception) from 294 women. Our team in Ghana also collected social impact data, surveying 25 artisans across 4 artisan groups.

Three of Indego's newest cooperatives were added to our Social Impact Assessment this year: Enrico Urungano (Rwanda, est. 2017), Akeza (Rwanda, est. 2016), and Tibehgu Taaya (Ghana, est. 2017). We have isolated the metrics of these new groups in our "Average Artisan Income Per Day" graph on Page 11, to demonstrate the differences between these young cooperatives and our longer-term partners who have had more time to benefit from economic and educational opportunities.



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