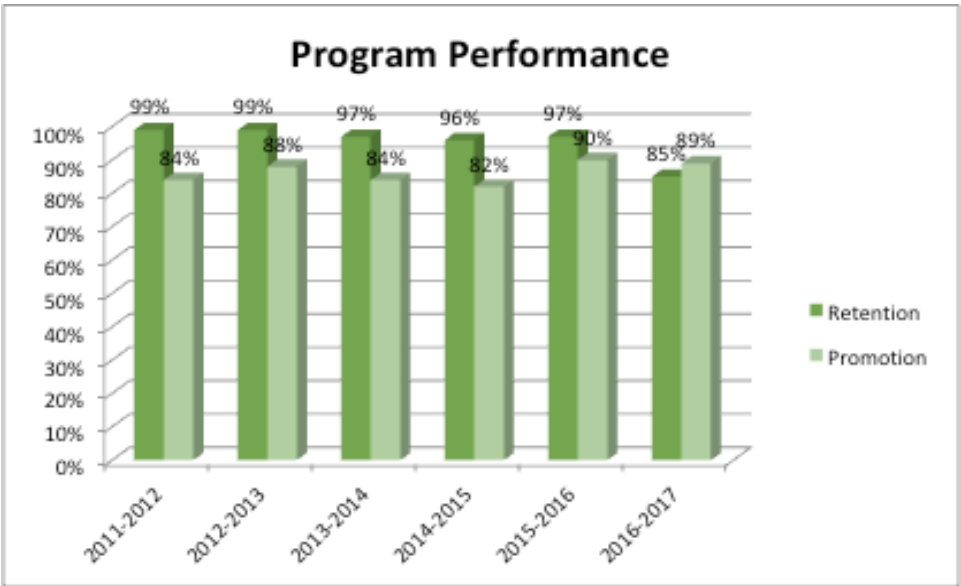
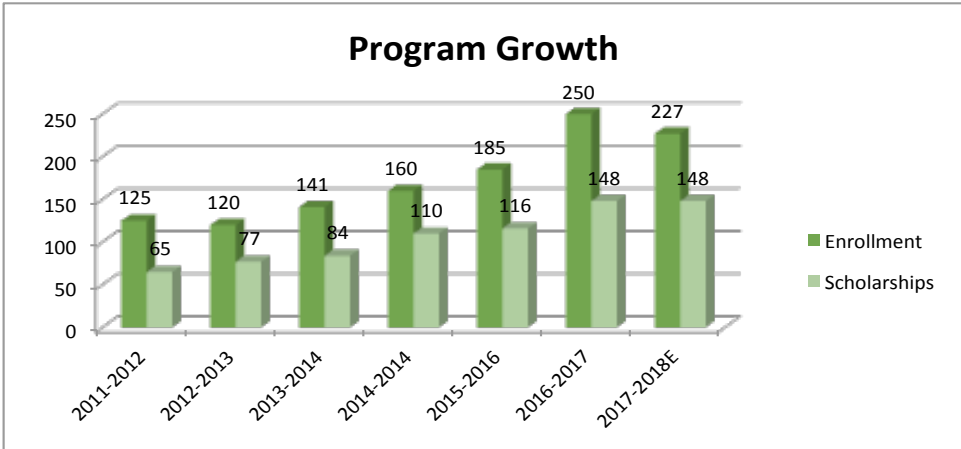


Haitian Educational Initiatives 2017 Annual Report



Executive Summary

In 2017 the number of scholarship students remained constant at 148 children. Enrollment in our after-school support programs surged 67% as more students sought to support their school studies with additional tutoring and mentoring. Our popular Summer Camp was enjoyed by 180 children, a decline from our record high participation of 200 children. Overall enrollment in our programs declined from 250 to 227 children due in large part to an extended teachers’ strike. As the children affected by the strike did not attend school, some students chose to leave the program. Overall, we continue to see the impact of HEI and our partners in Haiti. In a country where only 40% of students progress beyond 5th grade and a mere 5% graduate, we are creating a new reality. This school year, 89% of our scholars were promoted to the next grade and our program retention rate stands at 85%, a tremendous achievement!



HEI continues to be committed to efficiency, accountability and transparency. As a result, we achieved a 'Platinum' rating from *GuideStar* indicating the highest level of transparency for a non-profit. The addition of an Executive Director has increased our administrative expense, but has also allowed our Founder and Program Director to focus her energies on growing and enhancing our programs in Jacmel. Our strategy to create a fundraising event calendar generated awareness, grew our donor base and doubled prior year income, but we could not offset the loss on non-renewing grants and Hurricane Matthew donations. Consequently, 85 cents of every dollar went to programs in Haiti.



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A Letter from the President

Dear Friends of HEI,

Haiti's appearance in the headlines again has provided an opportunity to reflect on the Haiti that we know and have come to love.

A beautiful country situated at an unfortunate juncture of 'Hurricane Alley' and an active earthquake zone, Haiti is never far from natural disaster. Haiti's corrupt and dysfunctional governments provide little relief to cushion the population from calamity.

That means they've had to rely on themselves. Following the earthquake in 2010 and Hurricane Matthew in 2016, global media overlooked the initiative of individuals and community groups who frantically rescued the injured and provided shelter to thousands of misplaced and orphaned children before international aid finally arrived.



We teamed up with two of those groups. Our Founder first encountered during the 2010 earthquake relief effort. They are resourceful, resilient and committed to providing some stability and education to children who have absolutely nothing so that they, in turn, can contribute to a more hopeful future for their community.

'Big Aid', of course, stepped in to provide food, resources and expertise in response to recent disasters and, while not uniformly successful, has been an indispensable source of assistance for Haiti. Our approach, on a smaller scale, is different.

HEI's objective is to build a sustainable platform for tuition funding and mentoring that will continue its mission for the foreseeable future. That means empowering – not replacing – reliable local partners who identify children with the greatest need, devise locally relevant strategies to assist them and execute our programs.

HEI's role is to help design the programs through constant dialogue with our partners, and to coach our partners so they can broaden their

funding sources and deepen their impact through collaboration with other local relief and education providers. We monitor our partners to ensure that our donor funds are properly applied.

This approach has shown remarkable results. In the following pages we report on the high retention and grade promotion rates achieved by 227 students in a nation where only 5% graduate from high school and illiteracy approximates 40%. We also report on our after-school programs and skill training appropriate for the local economy.

We've accomplished that while keeping our administrative expenses to a minimum. In 2017, 85% of our funding went directly to our programs – after providing for the addition of our new Executive Director, Melody Wagstaff. As our Haiti programs and our US fundraising have grown, Melody's expertise is facilitating intensified focus on all our activities. Our program efficiency and transparency have resulted in our 'Platinum' rating by *GuideStar*, the highest rating available.

The addition of an Executive Director has permitted a division of labor among our executive team more appropriate for our growth and intensifying mission. Susan Whitcomb, our Founder, directs our Haiti programs in close coordination with our local partners. Bill Duncan applies his deep financial expertise to the role of Treasurer. As President, I work closely with Susy, Bill and Melody and ensure our accountability to our Board of Directors.

We've been very fortunate to strengthen our Board in recent years and are welcoming our latest addition, Nelson North, to our Annual Meeting. Nelson brings considerable experience in both the business and non-profit sectors. After an international business career, he led the Connecticut Audubon Society as Executive Director. There he played a central role in halving its financial deficit and delivering grant supported science education programs to over 30,000 inner-city children. Nelson's expertise and advice will be invaluable to our endeavors.

Fundraising will be a central focus of the Board in 2018. The expiration, at year-end 2016, of a very generous grant from an institutional donor left an income gap that was only partially remedied in 2017. The extraordinary surge of individual donations



following Hurricane Mathew 2016 naturally tapered off, underscoring the necessity of a stepped-up fundraising effort to sustain our programs. We are enormously grateful to our individual and institutional donors for your confidence in our work, and ask that you consider renewing and even increasing your support in 2018.

With the myriad problems of poverty and educational deficiency that need to be addressed in our own country, it is natural to ask why we also look abroad to help. Without minimizing the domestic need, we're motivated to assist our Haitian neighbors – with whom our history is so interwoven – because our program is so impactful. Our Haitian children confront starkly binary scenarios: go on to school and a path out of poverty, or remain locked in illiteracy, destitution and exploitation that is the worst in our hemisphere.

HEI's spend per student is a small investment for truly transformational results. By funding and empowering our energetic Haitian partners to help themselves, we offer a hopeful way forward for the communities in which they live.

With deep appreciation for your support,

A handwritten signature in black ink, reading "James H. Whitcomb, Jr." in a cursive script.

James H. Whitcomb, Jr.
President



Our Partners and Programs

We work with two Haitian led organizations: Fondation Jean Bellande Joseph (FBJJ) and Cercle Amis des Enfants en Situations Difficiles (CASED). As lawyers, teachers, school administrators, and dedicated caregivers, our partners are excellent role models for the 227 children in our programs.

Fondation Jean Bellande Joseph (FBJJ), Cayes-Jacmel

The Joseph family foundation operates in the semi-rural village of Cayes-Jacmel, located about 15 minutes east of Jacmel. Led by Claude Saint Hilaire (President, right) and Paul Brunet Joseph (Director, below right), eight members of the Joseph family and their associates have provided leadership and important services to their community since 2007. FBJJ's 67 children primarily come from subsistence farming families in the mountain and coastal regions of Jacmel. This region suffers from food insecurity as crops have been destroyed by drought followed by Hurricane Matthew. The distance between area schools makes after school gatherings impractical, consequently FBJJ has designed these programs:



- **Scholarships for 67 children to 19 area schools:** These funds cover tuition, uniforms, backpacks, shoes, books and school supplies. FBJJ pays the fees, completes the paperwork, and oversees attendance and academic outcomes.
- **Weekly meals for 67 children:** For many we supply the only cooked meal they eat all week. Good nutrition helps children resist disease and perform better in school. These children eat only a cornmeal mush augmented occasionally with a vegetable or fruit. FBJJ provides a meal of rice and beans, fried chicken or beef stew, and a vegetable or plantains with fruit juice.
- **Weekly computer literacy classes for 30 children aged 9-19:** Computers donated by Greens Farms Academy allow students to learn Microsoft Word, Excel, and to use the Internet.



- **Weekly needlework and dressmaking classes for children aged 9-19:**

The garment industry has been a long tradition in Haiti and tailoring is a proud accomplishment. Our students learn sewing, embroidery, and crochet to prepare for anticipated new jobs in factories and sewing cooperatives. We also teach jewelry-making, bead curtain-making and traditional crafts to children aged 3-8. Paper flower making for use in parades, weddings and other celebrations is a popular industry in Haiti.



- **Emergency food kits:** We made two distributions of food kits through FJBJ this year: 67 food kits were distributed in March when fall floods and winter drought caused severe food shortages in this area of Haiti. The kits, which contain enough rice and beans, spaghetti and cooking oil to feed a family of 6-8 people for one month, enable school children to maintain their health and concentration in class. We made a second distribution of kits in November, feeding a total of 535 local residents.

- **Summer camp for 70 children 3 days a week in July and August:** Our camp provided children with remedial reading, art, cooking, sports, and environmental conservation classes. Daily meals supply crucial nutrition. Instructors also built on the foundations of dressmaking, crafts, computer literacy and dance that the children enjoyed during the year.



Cercle Amis des Enfants en Situation Difficile (CASED), Jacmel

CASED is a child advocacy organization founded in 2008 to protect vulnerable children from abuse and has 12 chapters across Haiti. Before the arrival of foreign aid, CASED gathered children in the streets and fed them, encouraged them, and taught them their rights. The Jacmel chapter aids children in prison, prosecutes abuse cases in Haitian courts, conducts anti-violence campaigns in local schools, and offers art, music and games on Saturdays for the neediest children. CASED members Rosemilka Ancioun (Administrator) and Remus Lauture (Administrator, lawyer, and teacher) and their staff of six teachers designed these activities for 158 children:



- **Scholarships for 81 children to 40 local schools in 2016-2017:** As with FJBJ, these scholarship funds equip the children with everything they need to enroll in school.
- **After school tutoring for 77 children:** Four sessions run Monday-Thursday in two locations: our headquarters in central Jacmel and a satellite location in a local high school for children in distant neighborhoods. These locations provide the academic support necessary to help Creole-speaking students keep up with their assignments and learn the French they need to pass school exams.
- **Friday and Saturday computer classes for over 20 children:** Students are learning Word, Excel, and use of the Internet on computers donated by Greens Farms Academy and generous individuals. The Internet has great potential to supplement their learning materials.
- **Summer camp for 110 children:** Our children took art, music and sports classes and continued developing their computer skills. Weekly field trips to local sights provided welcome escape from the crowded urban slums. Summer camp reinforces the achievements of the academic year and encourages retention in the scholarship and after school programs.



Our Financial Picture

Through our expanding donor base in the Northeast and our partnerships in Haiti we were able to continue our education and feeding programs for 227 children in the Jacmel area of Haiti.

The 2017 Income and Expense report on the following page is quite different from the 2016 statement for a couple of reasons. In 2016 Haiti was ravaged by Hurricane Matthew and, through the added generosity of our donors, we were able to respond to the emergency hygienic and food needs of our school children and their families. Our donor friends opened their pocketbooks in 2016 to allow us to provide additional food and supplies to more than 2,400 people. HEI's 2016 income statement includes \$39,000 received from individual donors the month just following Hurricane Matthew. Fortunately, there was no such catastrophe in Haiti last year, and the lower level donations to HEI in 2017 reflect that reality.

Also, in late 2016 HEI received two one-time grants – one for \$22,000 to fund a part-time executive director, and the other for \$25,000 to fund a specific program in Haiti. Using the first grant we were able to hire Melody Wagstaff as our first executive director. During the year she focused on expanding our donor base through the use of special events and the results have doubled our income from that source. Melody has also taken on other administrative duties allowing others to focus more closely on our Haitian partners and the students they serve. While grants and foundation gifts declined in 2017, as was expected, we began to utilize new and different developmental tools and practices which will carry into 2018 and beyond. Naturally, we will continue to explore new grant-making opportunities whenever possible.

HEI continues to focus on improving the quality of education of our student base, while at the same time paying attention to the nutritional needs of the children. We increased the funding to one of our partnerships in 2017, while at the same time we paused a portion of our funding of the other partner to assess the effectiveness and efficiency of the way they meet the educational needs of their young student body. For that reason the total program expense in 2017 declined slightly.

The Board believes that HEI plays a small but important role in helping young children in and around Jacmel to achieve a level of education that they might otherwise not be able to attain. To do this we must maintain

and expand our donor base to a level consistent with our program expenses in Haiti. While we do not yet have the sustainable donor base to support the ongoing operations we desire, we are hard at work to expand and deepen our loyal contributors.

Importantly, we wish to thank the many generous people who include HEI in their charitable giving plans, and also the institutional donors whose support is so important to us.



Financial Results

INCOME AND EXPENSES SUMMARY

FISCAL YEAR ENDED DECEMBER 31, 2017

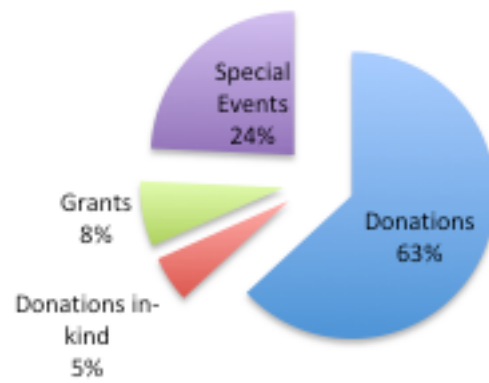
	2017	2016
	\$	\$
Income		
Donations	38,521	81,877
Donations in-kind	3,198	1,726
Grants & Foundations	4,500	57,050
Special Events	14,809	7,558
Interest	16	13
Total Income	61,044	148,224
Expenses		
Programs		
CASED	41,297	55,771
FBJJ	55,948	54,279
Total Program Expenses	97,245	110,050
Fundraising Expense	3,083	2,818
Administrative Expenses	32,461	7,994
Total Expenses	132,789	120,862
Net Surplus	(71,745)	27,362

BALANCE SHEET AS OF DECEMBER 31

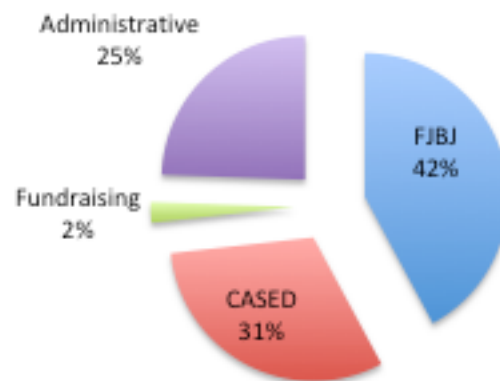
	2017	2016
	\$	\$
Current Assets		
Cash	19,269	89,532
Inventory	200	1,000
Total Assets	19,469	90,532
Current Liabilities		
Accounts Payable	50	120
Payroll	1,139	379
Total Current Liabilities	1,189	499
Charitable Funds		
Restricted Funds	638	43,020
Unrestricted Funds	17,643	47,013
Total Charitable Funds	18,280	90,033
Total Liabilities & Charitable Funds	19,469	90,532

Analysis of Income and Expense

Income 2017: \$61,044



Expense 2017: \$132,789



Board of Directors

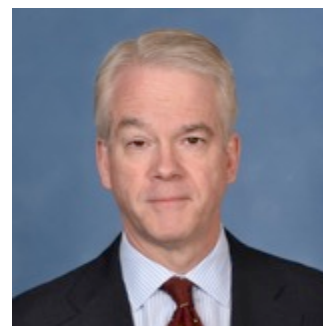
Susan Whitcomb, Ph.D., Founder

Susan founded HEI in December 2010 after serving as a volunteer teacher with Global Volunteer Network in Jacmel. She taught English and French to adults recovering from the earthquake and also assisted in childcare facilities in the city. She has taught at Purchase College and the University of Saint Joseph, where she also directed the Honors Program. Susan served on the Board of Directors of the A Better Chance program in Ridgefield, CT and is a docent emerita at the Morgan Library in New York. She earned her B.A. from Wellesley College and Ph.D. in English Literature from Yale University. She lives in Southport, CT.



Jim Whitcomb, President

Jim is a Managing Director at Westbury Group, an investment banking firm headquartered in Westport, CT. Previously with firms such as The Chart Group, Lehman Brothers and predecessor firms of JPMorgan Chase, Jim has advised corporate clients on mergers, acquisitions and corporate finance in markets around the world. He served as Director, President and Treasurer of The Southport Conservancy, a non-profit organization dedicated to the preservation of an historic Connecticut village. Jim was educated in England at Rugby School, received a B.A. in History from Williams College and an M.B.A. from the University of Virginia's Darden School of Business. He and his wife live in Southport, CT.



Abigail Franklin, Secretary

Abigail has 25 years of senior management experience in fundraising and marketing with organizations such as The New York Academy of Medicine, New York Common Pantry in East Harlem, NY, The Ms. Foundation for Women, Columbia University and the Brooklyn Academy of Music. She is a graduate of Wellesley College and holds a graduate degree from Yale School of Drama.



Bill Duncan, Treasurer

Bill is a retired executive of JPMorganChase where he held a variety of management positions over a thirty-five year career. He sits on the Board of Directors and the Audit Committee of Conair Corporation, Stamford, CT and has served as Director of International Studies at Stony Brook State University's College of Business. As a volunteer, Bill served as Chairman of the Finance Committee and Junior and Senior Warden of Christ Episcopal Church, Greenwich in the 1980s. In 2008 Bill was elected to the Vestry of Trinity Church, Southport and has served as Treasurer and financial advisor. He was also on the Board of Directors and Chairman of the Finance and Audit Committees of Lighthouse International, NYC. Bill and his wife, Peggy, live in Southport, CT.



Gerard Azor, Jr., Liaison to the Haitian-American community and the Haitian diaspora

Gerry is Sales Manager for Cardinal Health. He is also the Vice-Chairman of the United Haitian-American Society of Connecticut and the Executive Director of the Haiti Relief Fund. He has been a leader in the Haitian-American community for over 30 years, organizing numerous activities in the tri-state area. He serves as an advisor to many Haitian-American media outlets. Gerry studied Business Management at Sacred Heart University. He lives in Fairfield, CT.



Joanne Delone

Joanne has over eight years of experience in working with the nonprofit sector in providing clinical, management, program development, fundraising, and event planning services. She is a Clinical Therapist with Bridges-Community Support System and Graduate Resident Coordinator at Fairfield University. Joanne is also the Co-Founder of Haitians Building Unity (HBU). Joanne earned her B.A. and M.A. in Community Counseling at Hampton University and an M.A. in Global Development and Peace at the University of Bridgeport. She lives in Fairfield, CT.



Joan O'Connell

Joan O'Connell brings 40 years of experience in computer software. She recently retired from a career in software sales and consulting. Joan graduated from Boston College, and lives in Darien, CT, with her husband Rick Agresta. She is a member of the Technology and Communications Committee of Project Redwood, spends too much time on a computer, and is always reading more than one book.

**Margaret Farris**

Margaret Farris is an Associate Director of Insights and Analytics at Millennium Hotels and Resorts. Prior to this she held the position of Business Development Analyst at Cadwalader, Wickersham & Taft. Margaret holds a B.A. in Political Science and Government from Brown University. She resides in New York City.

Nelson North

Nelson North recently retired as Executive Director of the Connecticut Audubon Society. Prior to this he enjoyed a successful career in domestic and international sales management. A committed volunteer, he has chaired fundraising campaigns for The Ruffed Grouse Society, Ducks unlimited and the Coastal Conservation Society. In addition, Nelson has chaired the Fairfield Harbor Management Commission and served as the Senior Warden of Trinity Episcopal Church. A graduate of Suffield Academy, he earned a BS from the University of Maryland and was honorably discharged from the U.S. Air Force. Nelson and his wife, Peg are residents of Southport.

Contact Information

Haitian Educational Initiatives
re-building Haiti, child by child



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