



Starfish®

GREATHEARTS FOUNDATION
LIFE, HOPE AND OPPORTUNITY

Annual Report

2017



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The Starfish Parable



An old man had a habit of early morning walks along the beach. One day as he looked down the shore he saw a human figure moving like a dancer. As he came closer he saw that it was a young woman and she was not dancing but reaching down to the sand, picking up starfish and very gently throwing them into the ocean.

“Young lady, why are you throwing starfish into the ocean?”

“The sun is up and the tide is going out, and if I do not throw them in they will die,” she replied.

“But there are millions of them, what difference can it possibly make?” he asked.

The young woman listened politely, paused and then bent down, picked up another starfish and threw it into the sea, past the breaking waves, saying “It made a difference to that one!”

Adapted from Loren Eiseley's 'The Star Thrower'



Vision, mission and values

Our vision of success

Children in South Africa are valued, protected and empowered to realise their dreams.

Mission

Starfish supports children orphaned or vulnerable in South Africa by working in partnership with community-based organisations.

Values

Starfish believes:

- In providing holistic care to children orphaned or made vulnerable.
- In serving and being a voice for children in a manner that reflects professionalism, integrity, innovation and creativity.
- That every individual in our global community can make a positive contribution.
- In communicating to its donor base with transparency, integrity, professionalism, excellence and accountability.



We support over 12 000 children through 19 community based organisations.

CEO's Report

Starfish is pleased to share the results of 2017, with thanks and credit to the many Greathearts who share in a vision of children in South Africa who are valued, protected and empowered to realise their dreams.

This year we supported over 12 000 children through the Wellness Programme in partnership with 19 community based organisations. The programme offers a package of holistic services including early childhood development, daily meals, home visits, counselling, after school supervision and material support.

Our mobile clinics (Wellness Wagon) further complemented the programme as they were able to offer primary health care services to over 4000 children.

It is appreciated that the health of parents has a direct impact on child wellbeing, and that by supporting patients to adhere to their ARV medication, Starfish is able to help alleviate the orphan crisis. At the end of last year we signed a multi- year agreement with Right to Care (Global Fund), with an ambitious target to support 65 000 patients on treatment by March 2019. Starfish has achieved 87% of the year to date target, indirectly benefitting 12 000 children. By working closely with the Department of Health, Starfish is confident that the target will be achieved.



Another exciting partnership was established with Friends in Ireland, working with seven community based organisations in the Kokstad-Eastern Cape region, supporting over 1000 children. The aim of the programme is to strengthen the management capacity of the centres through focused training and mentoring, so that they are able to provide quality child care and to become independently registered and functioning entities by 2019. This has been a heart-warming journey and a testimony to a community living for today in the hope of a brighter tomorrow.

Despite the economic and political downturn Starfish managed to raise sufficient funds with projected growth to year end March 2018. We are sincerely grateful for all support, appreciating too the value of probono partners which has enabled Starfish to achieve an 80% programme and 20% operational cost ratio. As part of an earned income strategy, we are also proud to share the Starfish Story- an interactive Ebook available for download from Apple Store. Starfish has a number of lifestyle- friendly campaigns and invites you to get on board- become a sporting Greatheart, monthly donor or host a Dinner of Hope!

In the spirit of Ubuntu- we thank you. "We are what we are because of who we all are". Our success reflects the support and goodwill of so many committed and inspired individuals. And to an amazing team- thank you for being the best!



Belinda te Riele
Belinda te Riele



Current reality



South Africa is experiencing the largest HIV and AIDS epidemic in the world, with a 12.2% national HIV prevalence rate. Approximately 29.7% of the country's 18.5 million children are affected by HIV, with over 3 million children left orphaned. 63% of children are living in poverty, where the monthly per capita income is less than R923, with 21% and 13% of children living far from any health facility or primary school, respectively.

The socio-economic impact of the epidemic has resulted in social degeneration evident in the growing number of children left orphaned or vulnerable (OVC), fragmented extended family system, deepening poverty, gender inequalities and the lack of accessible government resources and services (Child Gauge, 2016).

Although South Africa has made some progress in reducing maternal and child mortality, the challenges faced due to poverty, HIV and

the shortage of health care workers have significantly impacted progress. Key causes of maternal death include non-pregnancy related infections, namely AIDS (50%), complications of hypertension and pre-existing medical conditions such as diabetes and cardiac illnesses. 40% of all maternal deaths are avoidable.

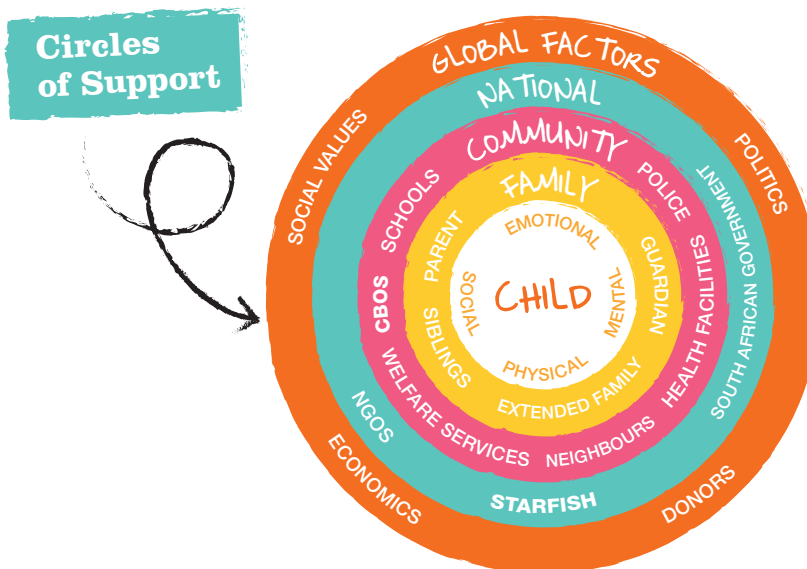
The most common causes of under-five deaths are AIDS-related, including TB (40%), diarrhoeal diseases and death during the neonatal period, which is due largely to low birth weight, infections and birth asphyxia. Seven out of ten child deaths are preventable (SAHR, 2013).

It is in response to this that Starfish developed the Wellness Programme, which aims to prevent maternal and child mortality and morbidity with a keen focus on primary health care.

Our response

Starfish is a grant manager invested in improving the conditions of children orphaned or vulnerable in South Africa, by working in partnership with community-based organisations (CBOs).

Our key objectives are to improve the health and wellbeing of children and to strengthen the institutional capacity of community-based centres.



What we do:

- Mobilise funds and resources for CBOs
- Grant management - identify CBOs and programmes, conduct due diligence, monitoring, reporting
- Provide training and mentoring (organisational development, child and youth care, primary health care)
- Facilitate strategic partnerships
- Provide strategic guidance and programme support for outcome-based reporting in health, education and child protection services

Flagship programmes

1 The Wellness Programme

The Starfish Wellness Programme aims to improve the health and wellbeing of children by providing a comprehensive package of care services.

Examples of services provided to children include daily meals, early childhood development, after school care programmes, home visits to ensure a safe home environment, material support such as school uniforms, stationery, toiletries and mobile clinic (Wellness Wagon).

The Wellness Wagons based in KwaZulu-Natal and Eastern Cape offer primary health care services such as HIV testing, TB screening, health education, monitoring of Road to Health booklets to ensure immunisations are up to date, top toe checks and over the counter medication.

Starfish is pleased to share the following results of the last year:

- Support provided to 11 782 children through 19 CBOs in seven provinces
- 4730 children received daily meals
- 1158 children attended ECD centres
- 3043 children were actively engaged in after school care programme activities (life skills, sport, homework)
- Care workers conducted 4143 supervisory home visits
- 4344 children were consulted through the two Wellness Wagons
- 1686 children HIV tested, 28 children tested positive and initiated on ARVs
- 5373 children TB screened



"The wellness wagon is closing the gap for service delivery between the communities and DOH. It reaches far communities where the mobile clinic from DOH cannot reach."

Sentiments expressed by CBOs:

"We are also able to reach the forgotten children in the communities."

"Children with health problems are identified early and referred to the clinics."

"We rate Starfish 5/5. Through the help and support of Starfish, Thy Kingdom Care Centre has been able to reach out to orphaned and vulnerable children within our community. Thank you Starfish for your efforts and contributions! "

2 Adherence Support Programme

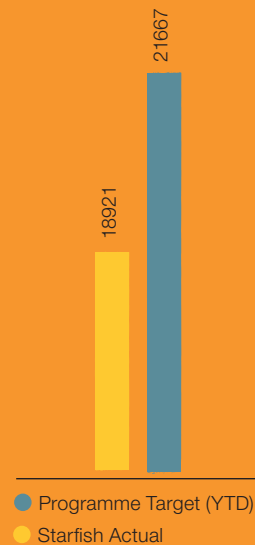
The adherence support programme through Right to Care (Global Fund grant) is a preventative programme that encourages health promoting behavior by supporting patients to adhere to their ARV treatment plan.

The health of parents has a direct impact on child wellbeing, appreciating that by keeping parents alive we help to alleviate the orphan crisis. The programme aims to provide treatment adherence support to 65 000 patients over a three year period (Apr 16-Mar 19), by establishing adherence clubs and support groups in Sedibeng (Gauteng) and Gert Sibande districts (Mpumalanga).

To date Starfish has managed to partner with 31 health facilities, reaching 24 380 patients, indirectly benefitting 12 003 children. A total of 176 representatives from community-based organisations and the Department of Health were trained on the South African National Adherence Guidelines.

The Starfish team is proud to have achieved 87% of the year to date target.

Number of new patient enrollees April 16 - March 17



3 Capacity Building Programme

The Capacity Building Programme aims to strengthen the sustainability of community-based organisations, by strengthening their institutional capacity.

Last year Starfish partnered with Friends in Ireland to provide training and mentoring to seven CBOs to enable them to become registered and independently functioning entities.

Achievements in the past year include:

- 882 children supported with care services
- Seven CBOs trained and mentored in two of the eight organizational development modules, Governance and Project Management
- Seven ECD practitioners have commenced with the NQF Level 4 ECD qualification to strengthen their knowledge and skills in early childhood development
- The CBOs are now able to manage their monthly food procurement process



Below are a number of quotes from CBO managers and careworkers who benefited from the Starfish training.

"The training will assist our organisation to improve on its mandate"

"I got more information about the board's role"

"The trainer was a good trainer and very humble"



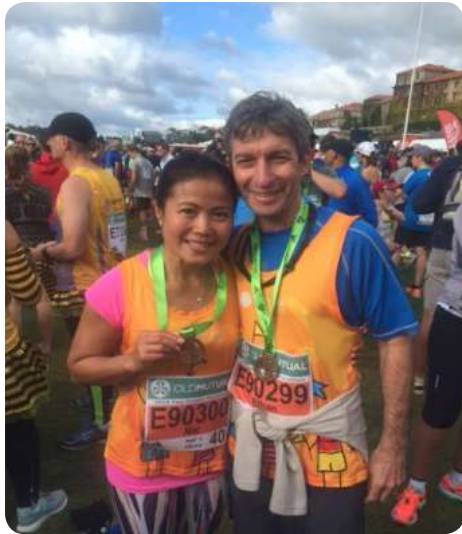
CBO members attending Governance training



CBO member completing organogram

Fundraising Report

Many thanks to all our donors, corporate partners, trust and foundations, international aid agencies, and individuals. Your contributions have collectively raised over R11 870 000 which has enabled Starfish to provide sustained care to just over 12 000 children.



Our lifestyle-friendly fundraising campaigns give individuals the opportunity to support the cause in ways that are easy, hassle-free and fun. Each campaign allows supporters to use their passion, talents and interests to raise support from their friends, family and colleagues.

Starfish and the children we support would like to thank our Greathearts who have participated in various sporting initiatives like the Two Oceans Marathon, Comrades Marathon, Cape Town Cycle Tour and 947 Cycle Challenge.

A big thumbs up to the Comrades Marathon – Amabeadiiebeadie Charity for your ongoing support.



We are delighted to share that Starfish raised R670 000 through the Race for Charity platform, with the support of 87 Greathearts.

Given the current economic and political challenges in South Africa, raising funds has become increasingly more difficult.

As a result, Starfish initiated an earned income strategy with the launch of The Starfish Story, an interactive Ebook, available for download on iOS for iPad, from Apple Store.

Starfish values the power of partnerships and the generosity of individuals - our monthly donors and Greathearts for going the extra mile, thank you - thank you!

Get involved - join us on social media platforms - visit our website, sign up for our newsletter, become a monthly donor or a sporting Greatheart because together we can make a difference!



Get Involved...



Host a Dinner of Hope



Become a Sporting Greatheart



Secure my Future

- Individual Giving
- Corporate Payroll
- Global Giving



Corporate Social Investment (BBB-EE)

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NPO Registration No. Section 21
Company No. 2003/002865/08 Non-Profit Organisation
No. 039-447-NPO VAT Registration No. 4490217140



Financial Overview



Income sources have remained consistent, with international aid, trust and foundations contributing 60% of total income for 2017.

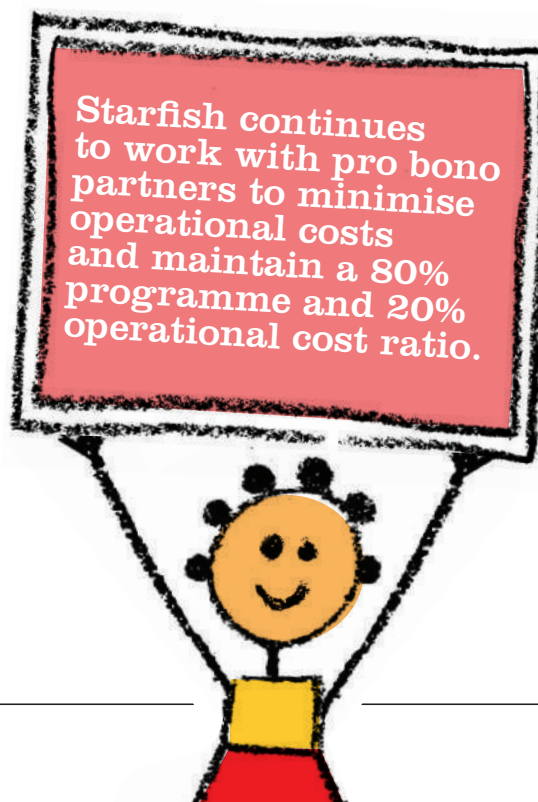
The organisation signed multiyear contracts with two key donors - Right to Care and Friends in Ireland, to the value of R20,593,891 over a period of three years, ending March 2019. Collectively these grants account for 48% of the annual budget, comprising 37% support to operational costs.

In addition to international aid, the organisation has committed funding from Starfish United States of America and United Kingdom, contributing 29% of total income.

Local fundraising efforts will be focussed on events, campaigns, corporate CSI and individual giving, with a contribution of 22% to total income.

The operational reserves have increased by 47% in 2017, with a further projected growth of 30% by Year End March 2018. Starfish continues to work with pro bono partners to minimise operational costs and maintain a 80% programme and 20% operational cost ratio.

Based on the above, management is confident that the organisation is able to meet the income budget requirements for the 2018 financial year.



STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDED

31 March 2017	2017	2016
	R	R
ASSETS		
Non-current assets		
Property, plant and equipment	432 601	467 495
Current assets	6 277 345	5 838 158
Inventory	69 961	66 302
Accounts receivable	359 317	594 300
Cash and cash equivalents	5 848 067	4 467 876
Total assets	6 706 946	5 595 973
EQUITY AND RESERVES		
Capital and reserves	4 385 808	3 393 593
Accumulated funds	4 385 808	3 393 593
Current liabilities	2 324 138	2 202 380
Accounts payable	233 105	414 834
Deferred revenue	2 091 033	1 787 546
Total equity and liabilities	6 709 946	5 595 973

Financial Overview



STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED

31 March 2017	2017	2016
	R	R
Funds earned	11 655 608	23 969 619
Interest received (bank)	213 990	164 845
Total income	11 869 598	24 134 464
Operating expenditure	3 244 362	3 474 437
Net fund before project disbursements	8 625 231	20 660 027
Project disbursements	7 633 016	20 531 156
Net surplus for the year	992 215	127 871

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED (2003/002865/08)

31 March 2017	2017	2016
	R	R
Cash flows from operations	11 890 586	23 662 474
Cash received from events and donations	127 871	127 871
Balance as at 31 March 2016	3 393 593	3 393 593
Net surplus for the year	992 215	992 215
Balance as at 31 March 2017	4 385 808	4 385 808

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED

31 March 2017	2017	2018
	R	R
Cash flows from operations		
Cash received from events and donations	11 890 586	23 662 474
Cash paid to suppliers and employees	(2 986 456)	(6 341 989)
Projects approved and financed	(7 633 016)	(20 532 256)
Cash generated from operations	1 271 112	3 211 671
Interest received	213 990	164 845
Net cash from operating activities	1 485 102	(3 046 826)
Property, plant and equipment acquired	(104 911)	(174 041)
Net cash from investing activities	(104 911)	(174 041)
Net change in cash and cash equivalents	1 380 191	(3 220 867)
Cash and cash equivalents-beginning of the year	4 467 876	7 688 743
Cash and cash equivalents-end of the year	5 848 067	4 467 876



Donors

With acknowledgement and thanks

ABSA	Steyn Family Trust
RMB	Seaboard Overseas Limited
Ackerman Foundation	Sizwe Ntsele Gobodo
Air Traffic and Navigation Services	Right to Care
Bidvest Car Rental	Friends in Ireland
Busby	Bain & Company
Cape Town Cycle Tour	Burley Boys
Central Edible Oils (Pty) Ltd	Coca-Cola
Clickatell	ITNA
Johannesburg Stock Exchange	Connold and Associates
Clientele	Deloitte and Touché
Comrades Marathon Association	Ebony + Ivory
Different Life	Ian Laxton
Investec	Nedbank
Leo Shipping	Newsclip
Mass Supply	Schindlers Attorneys
Twiga Communications	Striata
National Lotteries Commission	Switch Designs
Old Mutual Two Oceans Marathon	Ambassadors
Pick n' Pay	Bruce Whitfield
Retroviral Digital Communications	ProVerb
SA Underwriters	
My School Card	



Gallery



Comrades



94.7



Story to inspire

Lucy and Palesa – a partnership bringing hope to a child-headed household

Lucy Pitsane is sixteen years old and lives with her five siblings and their unemployed father in a two-roomed shack in Sebokeng in the Vaal Triangle, close to the industrial heart of Vanderbijlpark.

Lucy is the effective head of the household and the shack is far too small for them to live remotely comfortably. The front room is the kitchen/living area and the back room is the sleeping area, containing three beds, which the six-person family shares. Outside a single toilet serves several families on the plot.

A tiny vegetable garden, protected from the birds by an orange plastic cover, supplements their meagre diet.

Lucy is supported by Thy Kingdom Child Care Centre, which is one of the organisations supported by Starfish Greathearts Foundation. All told, Starfish and its beneficiaries assist more than 12 000 orphaned and vulnerable children across South Africa and give them a chance to have a normal, safe life and a future free from abuse, crime and poor education and health.

Palesa Rosette is the care-worker assigned by Thy Kingdom to assist Lucy. "Lucy is a lovely, warm and caring child. She is currently in grade 10, but her schoolwork used to be hampered by several factors: she is effectively the head of the family and has to look after her five younger siblings; the shack is so small and crowded that she cannot do her homework properly and there is a constant battle to feed the family."

Things have changed dramatically ever since Thy Kingdom intervened. "Lucy is our focus in the family," explains Palesa. "Previously, the family often went to sleep without any food, but now we provide them with food parcels and Palesa gets a hot meal every day after school. She also has a proper school uniform and is helped with her homework under supervision at Thy Kingdom, so her school performance has improved."

But the programme initiated in 2013 by Thandi Khanyile and her team at Thy Kingdom includes more than material assistance. "I am essentially a mentor to Lucy. I am on constant call in case she needs me. Initially, she was very shy but that has changed. We work hard to protect these vulnerable teenagers from the risks of physical and sexual abuse, drugs, crime and negative peer pressure. All of these evils are constant problems in the townships," says Palesa.

Lucy is not the only child being cared for by Palesa. The care-workers, some of whom were sponsored to attend a care-giver training course and receive a small stipend from the funds allocated by Starfish, care for between 30 and 35 children each. "The work is hard but I find it rewarding. It's so good to see the difference we can make to the lives of people like Lucy."

Thy Kingdom does not operate in isolation in Sebokeng. "We have forged partnerships with Starfish Greathearts Foundation as well as with the childrens' schools, their teachers and the local government social workers. Together, we are definitely making a difference," says Thandi. Young Lucy Pitsane would no doubt agree with that.

Endorsements & donor reference

"Starfish Greathearts is an important advocate for South Africa's most vulnerable children, giving those affected by HIV/AIDS the real possibility of leading decent and dignified lives. I wholeheartedly support this organisation's work and encourage you to do the same."

Archbishop Emeritus Desmond Tutu

Starfish Greathearts Foundation is distinguished by a blend of expertise, experience and integrity. We appreciate our partnership and highly commend the organisation.

**Charl Fredericks (Programme Manager),
NRASD – Global Fund Programme**

"Looking back on the four years of excellent collaboration with Starfish we highly appreciate the clear and reliable processes and policies as much as the swift and open communication from all levels of the organisation. Additionally we would like to highlight the professionalism and experience of the entire Starfish team while explicitly mentioning the then responsible project manager. Starfish has been very reliable and a good partner to us at any stage of our collaboration - ready to go out of their way"

**Katharina von Allmen, CEO Aids & Child
Foundation- Zurich**



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039-447-NPO

PBO Number

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Belinda de Riele	(Chief Executive Officer)
Haroon Saloojee	
Mpho Sedibe	
Elizabeth Frederick	



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