

# MALOTO

## ANNUAL IMPACT REPORT 2021

#WHYMALOTOMATTERS  
#MALOTOMEANSTODREAM



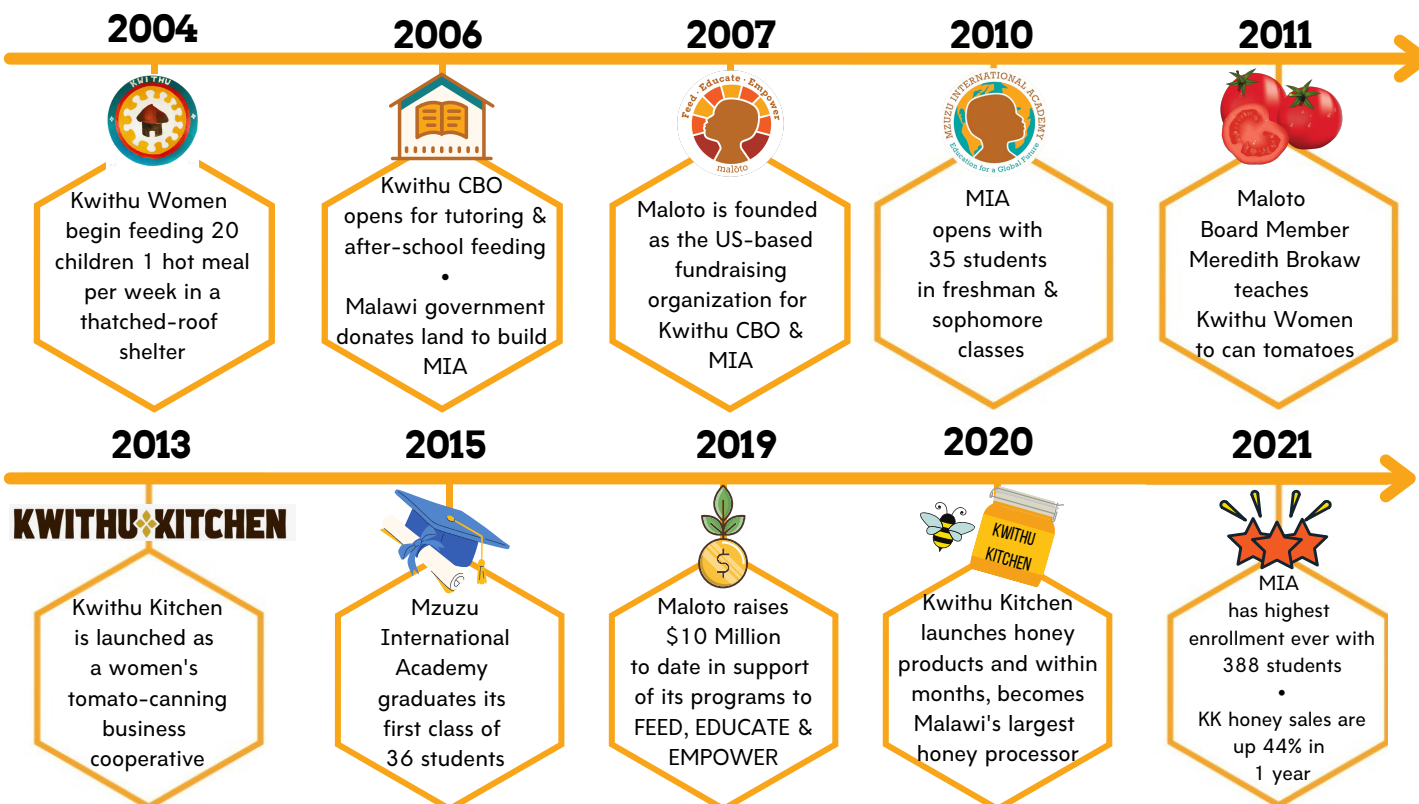


## MISSION

We seek to transform the lives of vulnerable populations in Malawi living in extreme poverty by providing women and children with the opportunity to reach their full potential in an actively sustainable way.

## VALUES

Maloto values the insights and knowledge of local communities. We work directly with local partners to ensure development is relevant to people's lives and therefore sustainable.



## LETTER FROM OUR FOUNDER

Dear Friends,

Like many of you, we never imagined Covid would still be a challenge almost two years later. First and foremost, I want to send my heartfelt wishes that you and your loved ones are well.

While Omicron struck Malawi along with the rest of the world, thankfully cases were much less severe among our community. The majority of our staff have been vaccinated, which is a gift in the developing world where many have struggled to gain access to the vaccines.

Despite these challenging times, we have much good news to share with you across all three of our programs. At **Kwithu CBO** we are directly helping 324 vulnerable children (up from 20 in 2004) and over 150 women. At **Mzuzu International Academy**, we now have almost 400 students (up from 35 in 2010). **Kwithu Kitchen** is buying honey directly from more than 500 beekeepers. These three programs cumulatively are employing more than 200 people. And that's not all:

- Eight Kwithu Scholarship students graduated college over the summer, bringing the total number of Kwithu Scholarship college graduates to 17. I feel this is such an important marker of success.
- Kwithu Kitchen's sales, driven by honey, continue to boom. Year-over-year honey sales are up 44%. Last fiscal year, Kwithu Kitchen's sales topped \$250,000, and we have an aggressive sales target of \$325,000 for this fiscal year.

Lastly, we are thrilled to finally be moving full steam ahead with our **GALA in New York on May 12, 2022**. Despite the recent Omicron developments, we remain optimistic that many of our friends and supporters will look forward to gathering together in the spring. While the world has changed, we do know that the power of in-person connection is hard to replace. We are excited to engage with our existing supporters and broaden our circle to bring new friends to our cause.

As always, please accept my continued and heart-felt expressions of gratitude for all that you do for Maloto.

Tawonga Chomene! Thank you!



Dr. Anna Msowoya-Keys  
Founder & President



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# IMPACT



## FEED

- **700+** children reached thru after-school tutoring and feeding programs

## EDUCATE

- **60** 3-4 year-olds in Early Childhood Education classes
- **388** students at Mzuzu International Academy (MIA)
- **37** Scholarships for gifted Kwithu CBO children to MIA
- **109** Scholarships for vulnerable Kwithu CBO children to local government primary & secondary schools
- **20** Scholarships for MIA graduates to attend university
- **185** MIA Graduates since our first graduates in 2015
- **100%** Graduation Rate of MIA students
- **17** Maloto Scholarship students have now graduated from college, including 8 from our original group of 20 children.

## EMPOWER

- Kwithu is now supporting 4 women's groups with various income-generating activities, including financial literacy training to improve the outcome for financial sustainability.
- Following its launch in 2020, Kwithu Kitchen (KK) Honey has not only become Malawi's largest supplier of honey, KK sales grew by 44% over the same period in 2021.
- Kwithu Kitchen has been developing several new products in 2021, including mango & tomato jams, ketchup, hot chili sauce and dried mango chips.
- KK has received a grant from the Gov of Flanders to work with over 30 beekeeping clubs to increase their honey production from 3 to 15 tons over a 3-year period. This will substantially increase their incomes and provide KK with a reliable source of high-quality honey.

## Maloto

**Dr. Anna Msowoya-Keys**

*Founder & President*

**Liza S. Nugent**

*Executive Director,*

*Vice Chair of Board*

**John Keys**

*Chief Operating Officer*

**Ana Rodriguez**

*Financial Manager*

## Board of Directors

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*Secretary*

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*Emeritus*

**Meredith Brokaw**

*Emeritus*

**Gina Paoloni**

*Emeritus*

**Rose Allen**

*President, Young Prof Board*



## Kwithu CBO

**(Community-Based Organization)**

**Dr. Anna Msowoya-Keys**

*Founder & President*

**Prosperina Mphande**

*Chairperson*

**Blessings Msowoya**

**Women & Youth Program**

*Coordinator*

**Wezzie Nyirenda**

*Project Coordinator,*

*Education & HIV/AIDS*

**Frank Kondowe**

*Accountant*

**Vanessa Baloyi**

*Early Childhood Dev Teacher*

## Kwithu Kitchen

**Dr. Anna Msowoya-Keys**

*Chief Executive Officer*

**John Keys**

*Business Advisor*

**Lusungu Mfinda**

*Production Supervisor*

**Nelson Longwe**

*Chief Financial Officer*

**Kingston Mhango**

*National Sales Manager*

**Alex Banda**

*Senior Technical Advisor,*

*Beekeeping*

## Kwithu Women's Group

*Founding Members*

**Dr. Anna Msowoya-Keys**

**Joyce Mazunda**

**Prosperina Mphande**

**Jacintha Jere**

**Jane Ghambi**

**Lorencia Kanyinji**

**Irude Hara**

**Maureen Mwalughali**

**Racheal Silungwe**

**Martha Chikoza**

**Victoria Phiri**

**Stella Gondwe**

## Mzuzu International Academy (MIA)

**Harrison Kalua**

*Chairperson of the Board*

**Stefano Piumatti**

*School Principal*

**Glyn Lewis**

*Head of Primary School*

**Noel Chinyama**

*Head of Finance*

**Patrick Phiri**

*Head of Administration*

## FINANCIALS:

| REVENUE                            | 2021        | 2020        |
|------------------------------------|-------------|-------------|
| Individual, Foundation & Corporate | \$1,155,241 | \$1,410,989 |

### EXPENSES

|                              |                    |                    |
|------------------------------|--------------------|--------------------|
| Program Services             |                    |                    |
| •Kwithu Kitchen              | \$185,457          | \$182,817          |
| •Kwithu CBO                  | \$227,959          | \$252,628          |
| •Mzuzu International Academy | \$472,466          | \$485,123          |
| •Malawi Emergency Assistance | \$ 0               | \$ 35,250          |
| •Other Program Services      | \$ 0               | \$187,028          |
| Core Mission Support         | \$174,519          | \$173,185          |
| Fundraising                  | \$ 52,367          | \$ 96,040          |
| <b>TOTAL EXPENSES</b>        | <b>\$1,112,768</b> | <b>\$1,412,071</b> |

|                                    |           |            |
|------------------------------------|-----------|------------|
| Change in Net Assets               | \$42,472  | - \$ 1,082 |
| Net Assets - Beginning of the Year | \$91,329  | \$ 92,411  |
| Net Assets - End of the Year       | \$133,801 | \$ 91,329  |

Maloto's nonprofit status has also been rated by the following independent organizations:

**Guidestar:** [www.guidestar.org/profile/54-2096241](http://www.guidestar.org/profile/54-2096241)

**Charity Navigator:** [www.charitynavigator.org/ein/542096241](http://www.charitynavigator.org/ein/542096241)



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Libby & Cutler Whitman



## **MALOTO Means to DREAM**

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