

# *Tringa Hope*

*2021 Annual Report*





### Our Mission:

Iringa Hope works among the villages of rural Iringa, Tanzania to alleviate poverty. We establish village based micro finance cooperatives called SACCOS. The SACCOS make small loans to farmers and shop keepers which gives them access to the things they need to earn a living. We also form village based agricultural co-ops called AMCOS. The AMCOS provide access to agricultural inputs and help with training and marketing. Our work includes training, education, organizational assistance, legal assistance, and the capital to get started. The members of the village co-ops learn how to plan and manage their finances, improve their farming practices, increase their incomes, and improve their lives and that of their families.



Dear Friends -



It was in 2010 that we established the Iringa Hope Micro Finance Institute (the IHMFI). Our goal was to use the IHMFI to provide education, training, and professional services to a network of cooperatives located in rural Iringa. We did this because we believed that people would work and improve their lives if only they could get the education and training, the financial resources, and the access to markets that they needed. Now, as we enter the year 2022 we can see that this is indeed true.

This past year has been a difficult one for our members (as it has for everyone) as the pandemic shut down markets, restricted our training sessions, disrupted shipping, and generally made life much more difficult. Still, our staff in Iringa continued to provide members with information, advice, and assistance on a myriad of issues. We are very proud of the way the IHMFI staff has adjusted and continued their work in this challenging environment.

This past year we once again tried to hold a celebration of the first “ten plus one” years of Iringa Hope. Unfortunately the pandemic made it impossible to do so. Instead we offered our supporters a summary of the many achievements of the first ten plus one years of the IHMFI. (You will find many of these items in this report.)

Of course our main focus at Iringa Hope is to help our members make their lives better and better. Just ask any of the co-op leaders and they will tell you, “Iringa Hope’s only goal is to help our members improve their lives. If we do this we are successful. If not we are failures. There is no other goal at Iringa Hope.”

As our members like to tell us, “You are changing our lives.  
God Bless You!”

A handwritten signature in black ink, appearing to read 'THH', written on a white rectangular background.

Dr. Thomas Hendrickson



## This Past Year We Completed Work on our Market Center

The Market Center was completed late in the year. It contains -

- Space dedicated to direct marketing of our member's crops
- Training space
- Areas for meeting with vendors, suppliers, and buyers
- Office space for our expanding staff at the IHMFI

This coming year we expect to begin

- Scaling up our marketing efforts
- Reducing the cost of our member's input supplies by purchasing them early and storing them until needed
- Providing our members with additional education and training on new equipment and technology for their farms



In November Bishop Gaville held a Blessing of the new Market Center

# A Few Facts About The Past Ten Plus One Years

Looking back over the past ten+1 years we find that -

- Our support has been great.
  - We have had over 200 individuals, foundations, churches, etc. support us.
  - Our cumulative overhead rate has been LESS than 1%
  - We are still in possession of 82%+ of all of the funds donated to us.
- The Iringa Hope network in Tanzania is
  - 100% self funded (We send them NO funds for their ongoing work. We only send funds to expand.)
  - 100% self governed. (There are 189 elected officers, over 300 elected committee members, and 9 full time, paid staff.)
  - Representing over 23,000 people
- We have made 16,998 loans
  - Our overall repayment rate is about 95%
  - Our on time repayment rate is about 84%
  - Our average loan has been \$357

This year we held our first training class for our new sales force.



Despite the pandemic, our headquarters building has been very busy with training classes, leader's meetings, and visitors.





# A Few Facts About The Past Ten Plus One Years

Looking back over the past ten+1 years we find that -

- Our members have earned almost \$8,000,000 from their loans. They have used these funds to
  - Pay for 10,480 years of secondary school
  - Pay for 1,878 years of trade school/ college
  - This year they will send over 2,000 children to school with their profits
- Our members have also created a variety of new and expanded businesses in their villages.
  - They have created over 1,650 jobs
  - This income has helped another 10,000+ people escape the extreme poverty of rural Iringa
- This year we have
  - 2,874 families enrolled in our SACCOS (Savings and Credit Cooperative Societies)
  - 1,565 families enrolled in our AMCOS (Agricultural and Marketing Cooperative Societies)
- Among these members are
  - 54% female heads of household
  - 36% youth

As our network has grown and developed we have also developed our staff in Iringa.



Although the daily operations in Iringa are 100% managed by our members, we continue to play an active role in mentoring and advising our staff.



# A Few Facts About The Past Ten Plus One Years

Looking back over the past ten+1 years we find that -

- We have provided our members with
  - 320 week long training sessions
  - 775 day long village seminars
  - 986 call-in radio shows
  - Plus hundreds of special sessions on new tools, techniques, crops, etc.
- We have trained members on
  - Agronomy
    - Giving advice on seeds, tilling, fertilizers, sprays, etc.
    - Training on proper harvesting, storage, testing, etc.
  - Small business planning and management
    - Budgeting and saving
    - Planning ahead and tracking changes
  - General issues in health, sanitation, and nutrition

We continue to provide classes in the members' villages, last year we averaged 3 classes in each village.



We also hold large, week long training classes for our elected leaders twice a year.





# We Now Have 38 SACCOS and 26 AMCOS

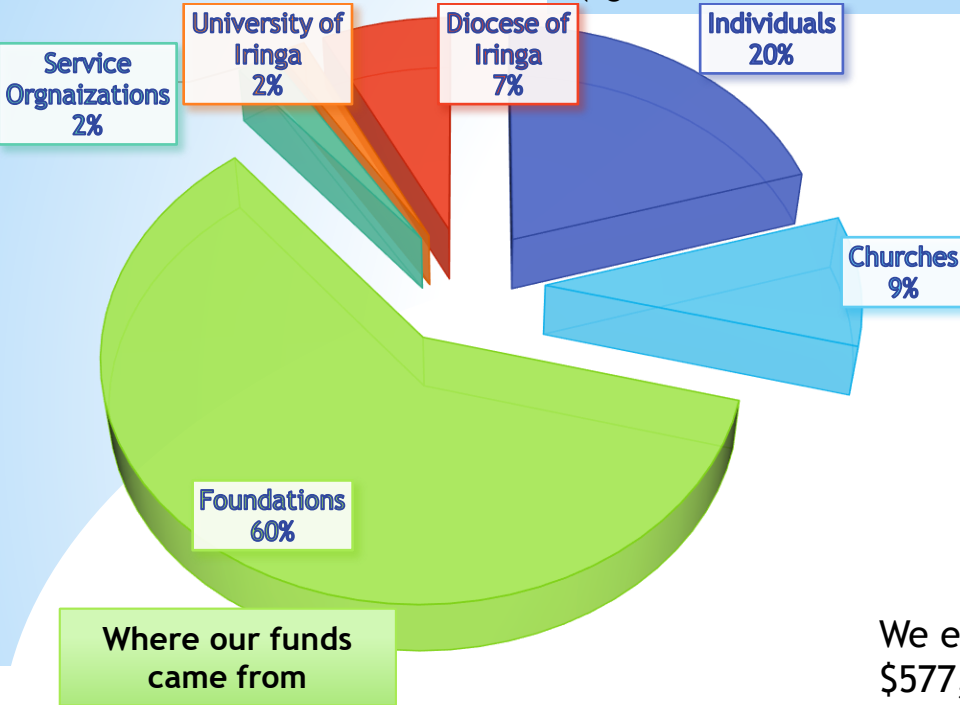
		IRINGA HOPE SACCOS AND AMCOS MEMBERSHIP STATUS TO NOV, 22,2021									
						GENDER					
S/NO	SACCOS NAME	AMCOS NAME	VILLAGE	NUMBER OF MEMBERS		SACCOS		AMCOS		SACCOS/AMCOS	
				SACCOS	AMCOS	MALE	FEMALE	MALE	FEMALE	NO.YOUTH	YOUTH%
1	MUUNGANO SACCOS	JITEGEMEE AMCOS	KITAPILIMWA-MGERA	62	57	24	38	31	26	25	40.32258
2	MPOKI SACCOS	NG'URUHE AMCOS	POMERINI	130	88	50	80	55	33	40	30.76923
3	UPENDO SACCOS	UPENDO AMCOS	KITOWO	109	108	55	54	53	55	30	27.52294
4	OUR SAVIOR SACCOS	MKOMBOZI AMCOS	ILAMBILOLE	117	89	64	53	54	35	24	20.51282
5	KIPONZELO SACCOS	LUGONGO AMCOS	KIPONZELO	79	53	51	28	27	25	30	37.97468
6	TUMAINI IFUNDA SACCOS	IFUNDA AMCOS	IFUNDA	30	30	13	17	13	17	16	53.33333
7	MARINE- UGESA SACCOS	UGESA AMCOS	UGESA	141	62	89	52	34	28	43	30.49645
8	MGAMA SACCOS	GREEN AMCOS	MGAMA	73	73	53	20	53	20	30	41.09589
9	SHALOM SACCOS	UKWEGA AMCOS	UKWEGA	81	42	64	17	39	3	20	24.69136
10	LULANZI SACCOS	LULANZI AMCOS	LULANZI	97	82	49	48	44	38	40	41.23711
11	IPALAMWA SACCOS	IPALAMWA AMCOS	IPALAMWA	100	45	57	43	34	11	30	30
12	HEKIMA SACCOS	KIDUGALA AMCOS	KIDUGALA	155	75	119	36	49	26	25	16.12903
13	YORDAN SACCOS	NDULI AMCOS	NDULI	134	76	64	70	30	46	18	13.43284
14	NGELERI SACCOS	IPOGOLO AMCOS	IPOGOLO	74	50	33	41	23	27	38	51.35135
15	MWATASI SACCOS	MWATASI AMCOS	MWATASI	49	19	19	30	9	10	29	59.18367
16	MAGOZI SACCOS	MAGOZI AMCOS	MAGOZI	59	35	9	50	30	5	30	50.84746
17	TULIPAMWINGA SACCOS	TULIPAMWINGA AMCOS	ITULI - NJOMBE	141	68	90	51	34	34	24	17.02128
18	SONGAMBELE SACCOS	SONGAMBELE-UHAMBULE A	NJOMBE	100	106	56	44	64	43	19	19
19	TWITANGE SACCOS	ISIMANI AMCOS	ISIMANI	74	42	38	36	22	20	25	33.78378
20	IDAMBA SACCOS	LWAFI AMCOS	NJOMBE	70	63	40	30	39	24	19	27.14286
21	UKALAWA SACCOS		UKALAWA -NJOMBE	40		29	11			21	52.5
22	TUMAINI JIPYA SACCOS	TUMAINI JIPYA AMCOS	KILOLO	45	28	19	26	16	12	16	35.55556
23	BOMALANG'OMBE SACCOS	MTWIVILA AMCOS	BOMALANG'OMBE	73	72	42	31	43	29	25	34.24658
24	JENGA MKIMBIZI SACCOS	MKIMBIZI AMCOS	MKIMBIZI	132	35	42	90	9	26	28	21.21212
25	TUNGAMALENGA SACCOS	TUNGAMALENGA AMCOS	TUNGAMALENGA	63	61	23	40	21	40	18	28.57143
26	IHEMI SACCOS	IHEMI AMCOS	IHEMI	125	63	80	45	27	36	35	28
27	TUJIENDELEZE SACCOS	MKWAWA AMCOS	MKWAWA	56	43	29	27	21	22	14	25
28	PAWAGA SACCOS		PAWAGA	59		38	21			20	33.89831
29	MBOLIBOLI SACCOS		MBOLIBOLI	32		12	20			12	37.5
30	KITASENGWA SACCOS		KITASENGWA	20		13	7			10	50
31	DIRA SACCOS		IRINGA	45		32	13			23	51.11111
32	KANIKELELE ITULI	MUUNGANO AMCOS	NJOMBE	136		66	70			26	19.11765
33	USOKAMI GROUP		KILOLO	21		15	6			8	38.09524
34	MAGUBIKE GROUP		IRINGA DC	42		12	30			19	45.2381
35	UHOMINYI GROUP		KILOLO	16		9	7			16	100
36	MLAFU GROUP		KILOLO	20		8	12			13	65
37	BALALI GROUP		KILOLO	27		11	16			6	22.22222
38	ITUNGI GROUP		KILOLO	26		11	15			12	46.15385
39	NGA'NG'ANGE GROUP		KILOLO	21		14	7			4	19.04762
				<b>2874</b>	<b>1565</b>	1542	1332	874	691		<b>36.36714</b>



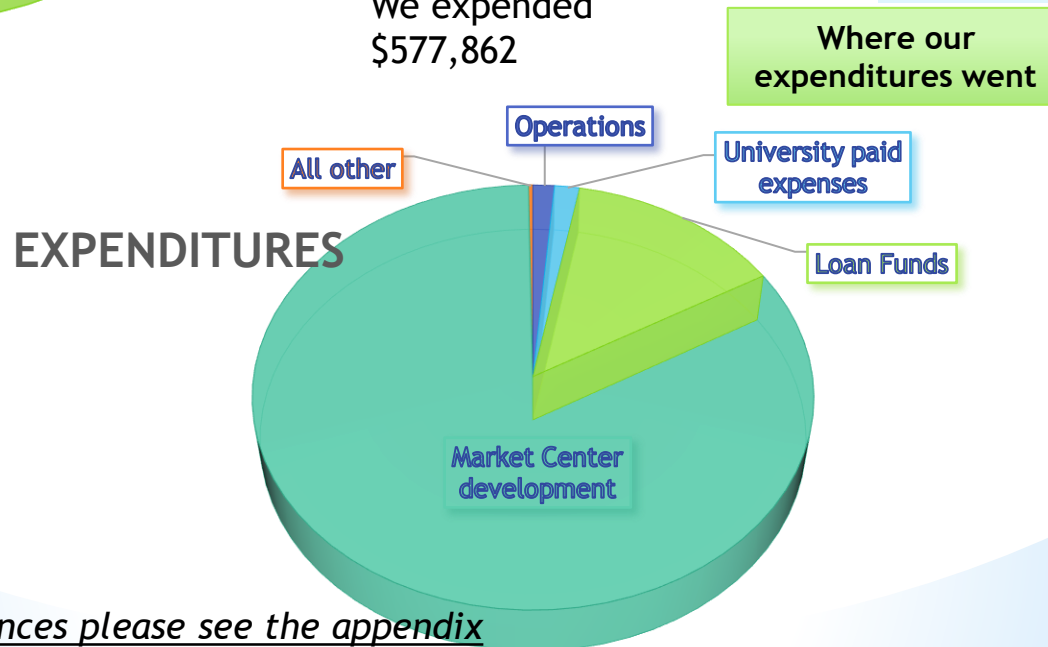
This past year we received \$572,756 in new funds

## A Summary Of Our Finances

(figures include sums received in Iringa as well as in the US)



We expended \$577,862



Notes:

- Iringa University paid the salary and benefits of our Director. They also granted us use of equipment and facilities free of charge.
- Our board paid for all mailings, communications, promotions, etc.
- We completed a grant from the Peter J King Family Foundation for the development of our Market Center.
- The Iringa Hope MFI is an independent, international non profit in Tanzania.
- The 2021 operating cost of the MFI was \$56,700. This is not reflected in these numbers since it is paid for by the members of the various co-ops.

Once again all of our US overhead expenses were paid by our board – meaning that 98+% of your donations went directly to supporting and growing our village network!

**Iringa Hope's total overhead expenditures represent less than 2% of our budget**

*For details of our US finances please see the appendix*



Our staff continues to be well prepared to meet the needs of our members.



The IHMFI Staff In Iringa Is Managed By Itiwani Luhwago (third from the left). She Is Overseen By Our Director Prof Enock Ugulumu (far left). Among our staff are bankers, agronomists, and business consultants. We also have experts in Tanzanian Cooperative rules and regulations, business management, and cooperative growth and management.



# The Officers And Board Members Of Iringa Hope, USA

**Collectively We Represent:**

- Over 150 Years Of International Experience
- Backgrounds In The Direction And Management Of Both Businesses & Non-Profits
- Many Decades Of Involvement In The Iringa Area



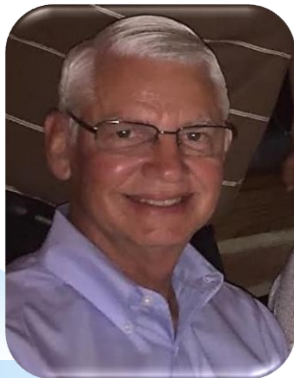
**Rev. Paul Harris**  
Founder and  
Director



**Dr. Kent Olson**  
Vice President  
and Director  
Since 2012



**Ms. Caryn Josephson**  
Joined the board as a  
Director at the end of  
2019



**Mr. Norm Siekman**  
Director Since 2017

*You can contact us at [iringahope1@gmail.com](mailto:iringahope1@gmail.com)*



**Dr. Thomas Hendrickson**  
Founder, President and  
Director



**Mr. Dean Hoffrogge**  
Treasurer Since 2015

Our mailing address is :

*Iringa Hope*

PO Box 21055  
Eagan, MN 55121



In 2021 Iringa Hope continued to change and grow, always with the goal of serving our members better and better. Due to the pandemic I have not been able to meet with our leaders the past two years. I have missed doing this. It is always inspiring to meet and talk with the leaders who give of their time and talents to help their fellow members and their communities.

At our training sessions I usually remind our leaders that the Bible tells us that “He who would be first must first be last” and remind them that their job is to serve the members of their co-ops, not to feel important. But I probably do not need to remind them. I think they know this and act accordingly.

I also have missed not meeting with our members and hearing their stories. They never fail to impress me with how, with just a little help, they are able to change their lives and the lives of their families.

Recently someone told me that they thought it was great how Iringa Hope was following the Biblical injunction to help “the least of these,” but I am not so sure. At times it seems to me that perhaps we are the “least of these” when it comes to our dedication to our families and spirit!

*From all of the members of the Board of Directors, my wife Sandy and myself and the people of Iringa Hope I want to say “Thank you. You have changed many lives.”*

**God Bless You**



**Dr. Thomas Hendrickson**

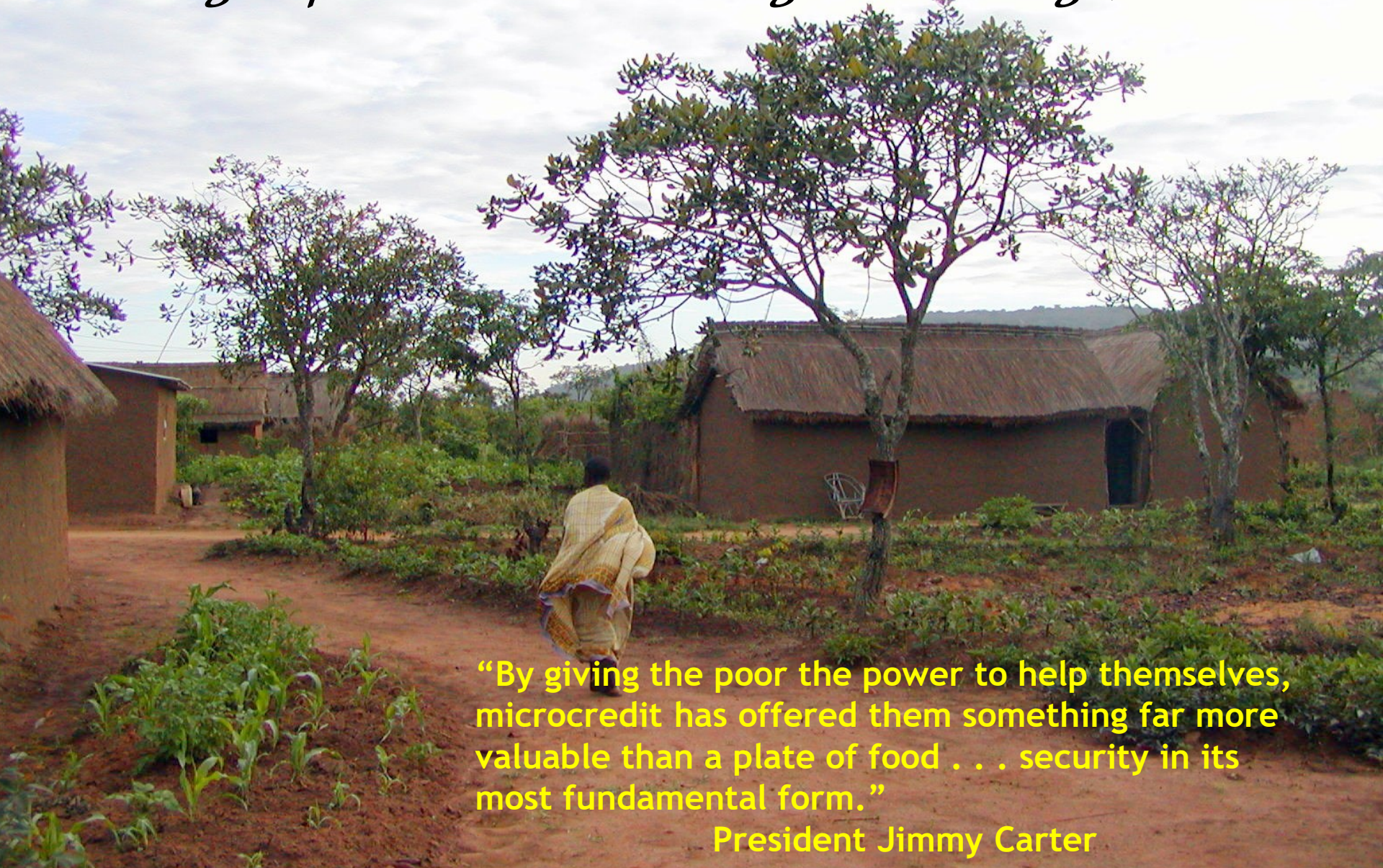


**“You have changed my family’s life!  
God Bless you!!”**



# OUR VISION FOR THE FUTURE

*Is To Bring Hope To Our Partner Villages In The Iringa Area*



**“By giving the poor the power to help themselves, microcredit has offered them something far more valuable than a plate of food . . . security in its most fundamental form.”**

**President Jimmy Carter**



# Appendix

In keeping with our 501(c)3 status, Iringa Hope prepares an annual income and disbursement schedule for our US organization.

Our US filings represent the sums shown here under the heading “Iringa Hope, USA.” The amounts shown under the heading “Tanzanian Activity” represents amounts received directly in Tanzania and used for the purposes shown.

## Iringa Hope Statement of Activity 2021

	Iringa Hope USA	Tanzania Activity	Total
<u>Revenue</u>			
Individual Contributions	116,322	-	116,322
Church Contributions	50,137	-	50,137
Foundation Grants	344,000	-	344,000
Service Organizations	11,650	-	11,650
Investment Income	2	-	2
University of Iringa Grants	-	9,115	9,115
Dioceses of Iringa and Njombe	-	41,530	41,530
	<hr/>		
Total Income	522,111	50,645	572,756
<u>Expenses</u>			
U.S. Operating Expenses	5,467	-	5,467
MFI Operating Expense	-	2,400	2,400
University Paid Expenses	-	9,115	9,115
AMCOs Development	-	-	-
Joint SACCOs Loan Funds	39,130	-	39,130
Village SACCOs Development	39,967	-	39,967
IDC Buildings	-	-	-
Market Center Building & Equipment	441,063	39,130	480,193
Other	1,590	-	1,590
	<hr/>		
Total Expenses	527,217	50,645	577,862

### Notes-

1. The income reported in the US does not include amounts received in Iringa by the MFI and used there
2. The only US expenses are for postage, phone calls, etc. There are no US salaries, travel expenses, rental, etc.
3. Since we receive most of our funds in the last quarter of the year our disbursements tend to differ from our income