

The background of the entire page is a photograph of a large, modern, white, tiered structure, likely a stadium or a large convention center. In front of the structure, there are many tall, silver flagpoles. The sky is overcast. A large red diagonal shape cuts across the lower half of the image, creating a dark grey area for the text.

AOG HIGHLIGHTS

2016 - 2019

Social Enterprise Model For Youth
Empowerment In Rwanda.



CEO Statement

Dear AOG client/volunteer/partner/friend,

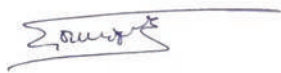
we are grateful to you for your generous support to AOG. Please join us to celebrate significant strides made in Social Enterprise (SE) development as well as in contributing to delivering SDGs in Rwanda. Over the last three years (2016-2019), AOG has contributed: (1) directly to SDG 1, 4, 5, 10, 12, and 17 through supporting 124 social enterprises and 206 social entrepreneurs and (2) indirectly to all SDGs through creating 1566 new jobs for people and enabling supported SEs to serve 101,229 people across Rwanda.

In the second half of 2015, both the donation from HE Paul Kagame and the Commonwealth Young Leader's Award by HM Queen Elizabeth II enabled AOG to launch its first Social Enterprise Development Programme for youth (aged 16-30) in Rwanda. To implement that programme AOG partnered with Unloc – a UK-based social enterprise specialized in developing young potential. As a result, the first cohort of aspiring social entrepreneurs started learning in September 2016.

In 2018, AOG partnered with Social Enterprise Academy (SEA) International to launch the SEA Rwanda hub. Through our globally accredited learning programmes, the hub helps organizations, businesses and individuals to adopt social enterprise models in order to optimize their impact and sustain their profit.

Moving forward, AOG will continue to join hands with other ecosystem actors (Government, Non-profits, Businesses, and Social Enterprises) to shape the future for social entrepreneurs and their social enterprises in Rwanda.

On the behalf of the entire AOG board, team and volunteers, allow me to show my heartfelt gratitude to you all stakeholders. Thank you for supporting Rwanda's social entrepreneurs through AOG. You can find more details on our websites: www.actsofgratitudede.org, www.socialenterprise.academy/rwanda



Jean d'Amour Mutoni
Co-founder and CEO





BACKGROUND

Acts Of Gratitude (AOG) is a Rwanda-based social enterprise co-founded by 13 young social entrepreneurs in 2011. AOG is registered with the Rwanda Governance Board (RGB) as a national Non-governmental Organization (NGO) since 2014. Starting in 2015, AOG decided to focus its programs on social enterprise development in Rwanda. That focus enables AOG to tackle youth unemployment and contribute to achieving other SDGs by solving key social challenges in local communities. Another big emphasis of AOG is put on women empowerment to make them real drivers of positive change.

WHO WE ARE

Our Vision 2030

To build a community of 10,000 AOG-supported social entrepreneurs in Rwanda.

Our Mission

To support social entrepreneurs through learning/training, co-working, consulting, connecting and funding in order to make them real drivers of sustainable, positive change in Rwanda.

Our Values

We are Grateful, Passionate, Resourceful, Ethical, Collaborative and Results-oriented.

Our target groups & clients

Youth (aged 16-30), Women, Social entrepreneurs, NGOs, Businesses, & Other organizations.

Our impact arm

We currently have two programs:

(1) Ingenzi social enterprise program: a 12-week practical training that helps youth (aged 16-30) to turn their ideas into social enterprises ready for funding & implementation. All participants graduate from the program with necessary confidence and five business communication tools: Business Plan, Business Model Canvas, Elevator Pitch, PowerPoint presentation and a Theory of Change.

(2) Social Enterprise Academy: The Social Enterprise Academy Rwanda Hub provides learning programs. We work with individuals and organizations interested in starting and/or strengthening social enterprises for sustainable development. Our popular programs include: Impact Measurement, and Journey to Social Enterprise (for traditional businesses and NGOs).



OUR VIABILITY ARM

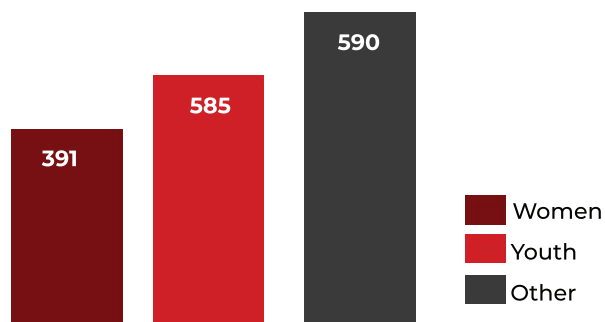
As a typical social enterprise, AOG generates part of its revenue via:

- (1) **Co-working space:** affordable, quality private offices and shared working spaces for social entrepreneurs.
- (2) **Skills Training Center:** 21st century skills necessary for one to compete in the rapidly changing world. Examples: touch/mastertyping, public speaking, and advanced excel.
- (3) **Consultancy:** on tapping into opportunities such as applying for grants and scholarships as well as developing business plans and other tools for social entrepreneurs and business people.
- (4) **Coffee shop:** near future project to help users of our space get refreshments next to them.

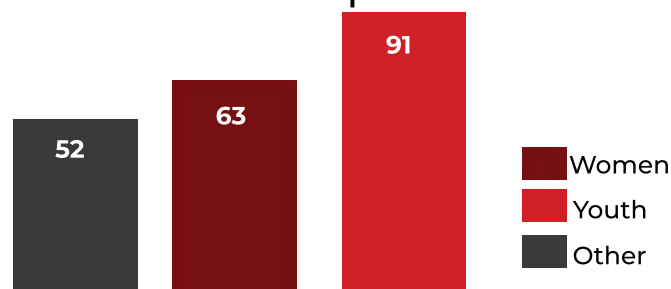


OUR IMPACT RESULTS

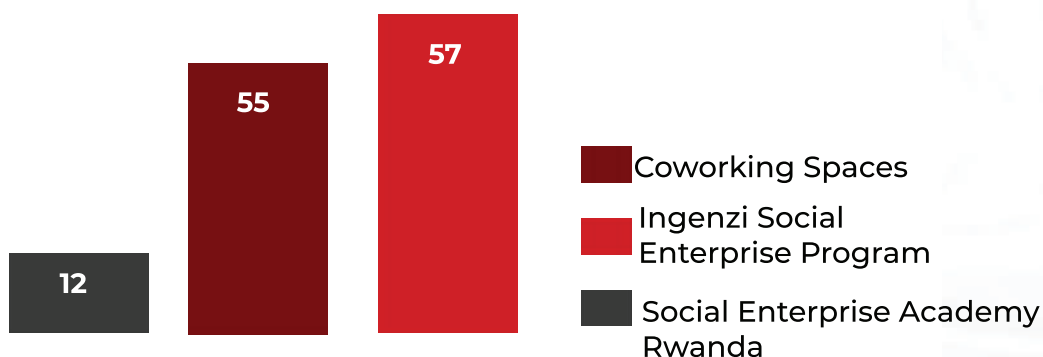
1,566 Jobs Created



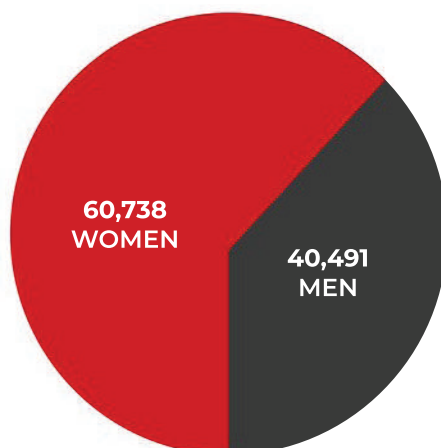
206 Supported Social Entrepreneurs



124 Supported Social Enterprises per AOG Program



101,229 People Served



OUR IMPACT STORIES

Uwukuli Liliane, Founder and MD at Bt David Clinic Ltd



“ The Social Enterprise Academy programmes provided me with the knowledge to transition my clinic from a traditional business to a typical social enterprise in order to optimize our impact in the community.” _Liliane Uwukuli.

Benefactor (Bt) David Clinic is a Social Enterprise located in Nyamata, Bugesera and working to increase access to quality healthcare services at an affordable price to small and middle-income citizens in rural Rwanda. Bt David Clinic (BDC) started in 2012 as Ivuriro Kira dispensary before becoming a clinic in 2016. Today BDC provides various medical and para-medical services, including: general medical consultation, gynecology, pediatrics, internal medicine, immunization, minor surgery, laboratory, dentistry, echography/ultrasound, family planning, and health education. In 2019, BDC launched its social impact arm called ‘Benefactor David Impact (BDI)’ which empowers teen mothers through apprenticeship and social entrepreneurship in order to enable families escape poverty and get sustainable access to quality healthcare. Furthermore, BDI has a wide scale community impact programming that takes the form of screenings for non- communicable diseases at large sporting events, and provides sexual and reproductive health trainings for young women. All free of charge.

MOST RELEVANT SDGs



HIGHLIGHTS

15

Jobs created for youth

19

Jobs created for women

26,139

People served

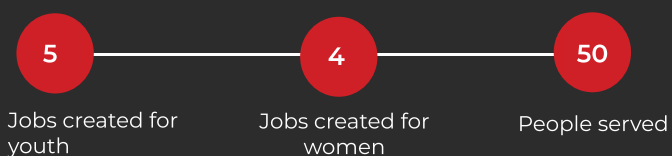
OUR IMPACT STORIES

Benimana Nadège, Founder and MD at Nadol Ltd



Nadege is the Founder and Managing Director of Nadol House and Interior design ltd. She is a graduate of Ingenzi Social Enterprise Program second cohort. To start the interior design social enterprise, the inspiration came after realizing that it was hard to find the job of her dreams at the completion of her university studies. She was interested in designing since she was in her secondary school. In the meantime, she was fully dependent on her husband as most of the mothers are in their families. Also, she had a friend who got pregnant at her young age, and the life was not easy for her as a single mother. “Starting from there, I thought of something that will help me to be financially stable, but also help those single mothers who actually do not have any one caring for them”. _Benimana Nadège

HIGHLIGHTS



MOST RELEVANT SDGs



OUR IMPACT STORIES

Jean Claude Mwenedata, Founder and
CEO at Mount Kigali Youth Center



“Ingenzi Social Enterprise program helped me to gain confidence to market my Social Enterprise and also develop my communication skills. I have been able to create jobs for 5 other young people at Mount Kigali Youth Center”
-Claude Mwenedata

Mount Kigali Youth Center (MKYC) is youth-led social enterprise that recruits street kids, trains them in tailoring and employs graduates to make toys and children friendly objects for sales in hotels, restaurants, markets and other venues.

HIGHLIGHTS

5

Jobs created
for youth

3

Jobs
created for
Women

100

People served

MOST RELEVANT SDGs



OUR IMPACT STORIES

Ngamba Bigirimana Jean Damascène, Founder
and Managing Director at HealthEdu Ltd



My name is Ngamba, a graduate from Ingenzi Social Enterprise program, first cohort. Due to the skills I learned from the program, I started and am running my social enterprise called HealthEdu Ltd. We are an online health education platform. So far, we have signed 30 MoUs with different health specialists to deliver Continuing Professional Development (CPD) courses to Healthcare Professionals across Rwanda. As of today, HealthEdu employs 6 young people. To date, we have helped 2400 health professionals to access quality CPD trainings. Trained professionals get credits required for their periodical practice license renewal. Ingenzi was the very first program where I learnt how to identify and meet customers needs. The program also helped me to know how to design my thinking so that I make a research to know the problem and come up with a solution

HIGHLIGHTS

MOST RELEVANT SDGs



6

Jobs created for
youth

2

Jobs created for
women

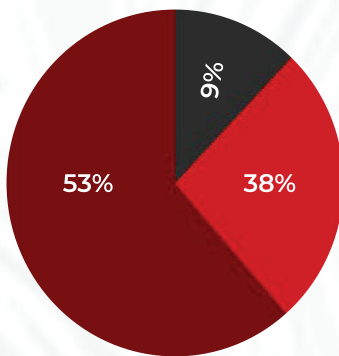
2,400

People served

FINANCIAL SUMMARY

Income

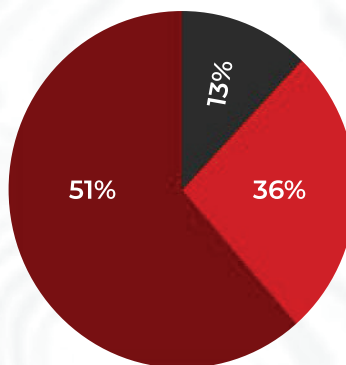
FY 2016 - 2017



■ AOG Viability Activities
■ Previous Balance
■ Volunteer Contribution

\$6,787.10

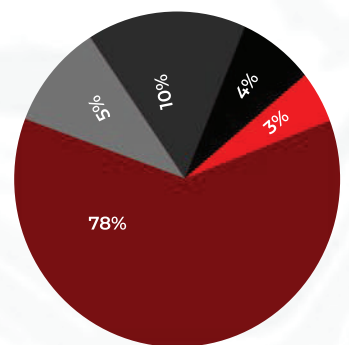
FY 2017 - 2018



■ Previous Balance
■ AOG Viability Activities
■ Volunteer Contributions

\$7,909.30

FY 2018 - 2019

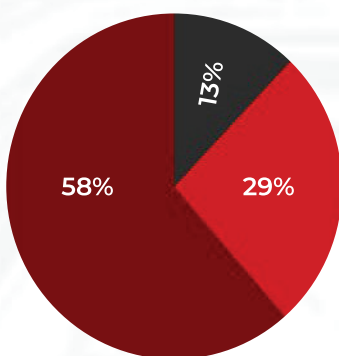


■ AOG Viability Activities
■ Queen's Commonwealth Trust/UNLOC UK
■ External Anonymous Donations
■ Social Enterprise Academy
■ International/Scottish Government

\$63,742.60

Expenses

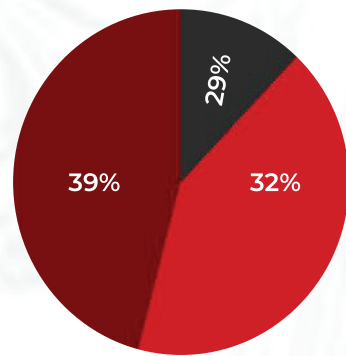
FY 2016 - 2017



■ Salaries
■ Operational Costs
■ Impact Programs

\$9,790.00

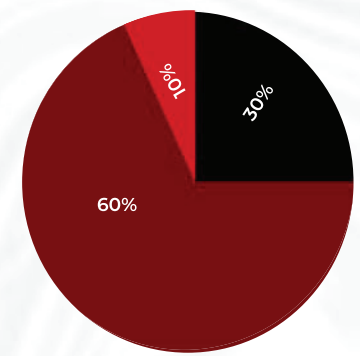
FY 2017 - 2018



■ Operational Costs
■ Salaries
■ Impact Programs

\$8,115.70

FY 2018 - 2019



■ Operational Costs
■ Impact Programs
■ Salaries

\$45,138.70

THE TEAM



Jean d'Amour Mutoni
CoFounder & CEO



Jean Paul Nyiribakwe
Program Manager



Alphonse Rugigana
Finance &
Administrative Manager



Francois Nkurunziza
Communications &
Learning Officer



Rose Nyinawumuntu
Accountant



Joyeuse Manishimwe
Admin Assistant



Jean de Dieu Ndayikeza
Monitoring, Evaluation &
Learning Associate



Rosette Mutesi
Partnership &
Fundraising Associate



Sanny Aline Ntaganira
Communications
Associate



Cyusa Ian Berulo
Recruitment &
Logistics Associate



Eugene Sinjyeniyo
Security Officer



Esperance Ufitumukiza
Janitor



OUR GRATITUDE GOES OUT TO

**H.E. Paul Kagame, President of the
Republic of Rwanda**



We express our deep gratitude to His Excellency Paul Kagame, President of the Republic of Rwanda for believing and supporting our mission of giving back to the community. He has been our biggest individual donor since 2015. With his donation, we were able to launch 'Ingenzi Social Enterprise Programme' for youth aged 16-30.

OUR GRATITUDE GOES OUT TO

HM Queen Elizabeth II



We are grateful to Her Majesty Queen Elizabeth II for recognizing AOG work in 2015. The Queen's Young Leaders' Award opened global gates and partnerships for AOG.



OUR GRATITUDE GOES OUT TO OUR KEY PARTNERS & CLIENTS

