Name of Organization: DevXchange International   Name of Applicant: Gail Hudson

Title: Project Lead Member Address: PO Box 224, Barrie, Ontario, Canada, L4M 4T2

Telephone: 705.326.3926    Email: gail@ablekidsrehab.org

Charitable Registration:846885523 RR0001 Year founded: 2006     Able Kids: 2013

Date: September 30, 2018

Dear Mr. J. Ronald Gibbs:

Please accept this submission in application for a grant award from the Greygates Foundation. DevXchange International respectfully requests a grant in the amount of $3,000.00 for operating costs to support our Able Kids Rehab/Clinic Project.  As a development exchange organization, we have accrued the support of Canadian volunteers to work alongside Indigenous organizations and their humanitarian efforts to improve the lives of the marginalized. With over 30 development projects in various sectors and has raised over $3,800,000.00, we seek to develop and advance educational programs for all ages and abilities.

As a groundbreaking initiative in Malawi, the Able Kids Rehab Project was developed to provide children with physical and/or intellectual disabilities with an opportunity to have free quality education and therapies. Since 2016 they have received full administrative and technical support from our board of directors and have raised over $60,000 to date. Able Kids Rehab is the result of one man’s relentless devotion to giving to those who could have a life worth living if given the means to do so. By empowering families through educating program staff/volunteers/participants and counselling parents, Victor Musowa and his associates are impacting the community at large. The continued effectiveness of The Able Kids Rehab Clinic and School is largely dependent on all facets of care; the nutritional program is the foundation our all programs as food scarcity in Malawi is a serious deterrent to the development of children. By funding the nutritional program, children are not only guaranteed food throughout the day but rather, they are enriched to be at their best to receive education and therapy services. Specialized equipment is also necessary for the children to use, locally made wooden chairs, desks and standing frames help many who have never seen the world from an upright position. However, being used 6 days per week results in frequent equipment repairs and/or need for replacement. Lastly, employee wages. Able Kids Rehab has a group of dedicated, devoted, well-trained associates who welcome the children with open arms 6 days per week. Currently, our staff includes 1 Rehabilitation Technician, 1 Specialist Teacher, 1 Physiotherapist (part-time), 2 Teacher Assistants, 2 Therapy Assistants, 1 Cleaner/Cook, 1 Caregiver and Victor. The 9 are full-time.  Working part-time we have a Doctor, Nurse and occasionally a Social Worker. By outlining the various needs we invite you to choose an area where you would like your support to go, if you choose Able Kids Rehab as a benefactor.

Currently serving 70 children, with 500 families on the waitlist throughout Blantyre and surrounding area, the grant could provide the Rehab/Clinic the means to serve as a model for similar initiatives throughout the country.

Thank you for your consideration of our request.  I look forward to following up with you in the following weeks to answer any questions you may have as well as discuss the merits of our proposal. Please feel free to contact Melody Sargent at info@devxchange.org or by telephone at 1.800.434.1238.

Sincerely,

**Gail Hudson**

Gail Hudson

**A Description of our Organization**

DevXchange was founded by Tom and Beth Fellows following 30 years of experience in international humanitarian work.  Increasing inquiries by friends and family as to how they could become more involved in humanitarian work spawned the idea of creating a charity that would “help people help people”.  The Fellows noted more and more people wanted to volunteer their time and expertise and have a direct relationship with overseas partners who were on the front line of helping people in need. In 2006, a competent group of individuals joined with them to form a Board and start the registration process.  Beth and Tom are now retired and live in Belize, but continue to work with local development groups in Belize and check on DevXchange projects around the world. Beth also continues to serve on the Board of Directors.

The organization has a three-tier structure that is comprised of project lead members, a leadership team and a support staff.  Each of these membersis integral to the overall function of the organization as, the voluntary contributions of their skills in fields such as education, business, finance, marketing, and international development are the engine driving change in more than 27 countries around the world.  Their roles are as follows: Our project lead members act as a liaison between DevXchange and the implementing partners. They are responsible for all aspects of their project and act as the administrative arm of DevXchange enabling us to keep our overhead next to nothing.

The support staff of DevXchange are volunteers or part-time workers. They show a dedication and enthusiasm to help lead members with all the policies and procedures for effectively managing an overseas project.

**A description of the specific project**

The particular project this grant is targeting is called “Able Kids Rehab Project,” in Malawi. Children in Africa are facing significant barriers to education with a lack of schools and teachers available. For children with disabilities, the struggle is even more complicated. Thanks to the Able Kids Rehab project the school/clinic can make sure children with disabilities are receiving a high-quality education, therapy, and nutritious meals.

Imagine being a parent of a child with a disability in a country where there are not only an alarming lack of schools to educate your child, but where stigma suggests that your child does not even deserve an education. Imagine barely being able to feed your family, and wondering how you will continue your income-generating activities when you have to simultaneously care for your child with a disability, and government assistance for those with disabilities does not exist.

In Blantyre, Malawi, thanks to the vision and tireless devotion of one man and also our implementing partner, Victor Musowa, children with disabilities are receiving a high-quality education, therapy, and nutritious meals. And it’s not just traditional school-aged children who attend this school. Recognizing the critical role of early intervention therapy, this school, the Able Kids Rehab Project, admits children as young as four months.

The clinic/school has imported educational ideas from other parts of Africa and the United States and Canada, enabling Victor and his staff to take a much more ambitious and innovative approach to the development of early literacy and numeracy skills in the populations that they serve. Rarely across the entire subcontinent can you find a 6-month-old with disabilities that are already in a rehabilitation program. Seldom in most countries in sub-Saharan Africa can you see any organized services for pre-school children with disabilities, but, at the Able Kids Rehab school, you can.

Victor and his associates are also empowering families to help each other. To promote sustainability, he has developed an innovative training program in which mothers of children currently enrolled in the school train mothers of children on the waiting list on educational and therapy techniques that they can perform with their children at home while they wait for a spot in the school. Victor conducts teacher training at several local primary schools so that when his students transition to “traditional” school, they receive appropriate support from their teachers.

For many of Malawi’s 18 million residents’ food security, HIV/Aids and extreme poverty are part of everyday life. Children with disabilities fall far down the line when it comes to being a priority or even a consideration for funding. because food security is a predominant issue in Malawi, the importance of the nutrition program at Able Kids is critical to further development.  It has been found that the feeding program has significantly improved the learning ability of many of the malnourished children. The nutrition program ‘eats up’ half of the budget annually.  Other areas that require funding are day-to-day expenses, rent, utilities, and wages for the staff at Able Kids; Victor works as a volunteer. Please see below our annual operating budget.

**Able Kids Rehab Project Annual Operating Budget**

|  |  |  |
| --- | --- | --- |
| Item | Purpose | Cost |
| Nutrition Program | To provide regular nutrition to children Monday-Friday (70-80 children) that are currently enrolled. Also, provide a nutritious meal to the children in the Saturday program who are currently on the waitlist (typically 100-130 children show up on Saturdays) | $15,000 Annually CAD  $1250 monthly usually paid quarterly or bi-monthly |
| Rent | $400/month | $4800 Annually CAD  $400 monthly paid quarterly |
| Desks & Chairs, Standing Frames, braces | Custom made for children with mobility issues | $2000 CAD  Once annually |
| Staff Salaries and Allowances | Specialist Teacher, Rehab Technician, Cook, other staff/volunteers | $6000 CAD Annually  Staff are paid monthly. |
| Miscellaneous | Includes utilities, annual Medical and NGO Memberships etc. | $2200 CAD Annually when requested |
| Total |  | $30,000 CAD |

* **Description of the organization’s typical income sources, allocated by percentage (e.g., 40% from foundations, 10% from individuals, 3% from government, etc.)**

**Audited Financial Statement of DevXchange and Annual Report see attached files.**

Able Kids has a relatively small dedicated group of donors that have been touched by the work that Victor is doing. These donors are friends, acquaintances and 2 churches that met and got to know Victor when he was a student at Georgian College in Orillia, ON in 2005-2006. These people have followed his tireless journey to help children with special needs since his return to Malawi in 2006, and from the inception of Able Kids in 2013.

Our biggest supporter is a foundation in California called Central Coast Children Foundation CCCF). CCCF and its founder Harvey Pressman has been a champion for Able Kids since Able Kids opened in 2013. That being said, Harvey’s Foundation is in the first stages of phasing out. CCCF has funded various projects around the world for over 20 years and was set up to finish when Harvey was at a time in his life when he could slow down and enjoy other interests. CCCF will stop funding Able Kids in the next year or so, this is why we are so hopeful to find other donors to step in where CCCF has stepped back. With the sun setting of Central Coast Children’s Foundation, we realize now is the time to reach out to other potential organizations to share our story and look for a donor/s who wants to be part of a tiny miracle currently happening in Malawi. In the past CCCF has funded up to 60% of our annual budget, however, with the phasing out of CCCF they currently provide up to 40% of the annual budget (to a maximum of $12,500.00), this is granted once we have raised the same amount, which has been very challenging.

Our primary fundraiser is called ‘Lunch Money’. Each year since Able Kids opened we would approach our funders to support this initiative. Because the food budget is about 50% of our annual budget we wanted to provide our donors with an experience, not just an ask. 2 years ago we decided to host an Able Kids Picnic where donors are invited to spend a few hours on an afternoon in July hearing an update about Able Kids directly from Victor. Attendees enjoy a BBQ and have the opportunity to bid on Malawian art in a silent auction. The picnic is well attended by about 55-75 people and we usually raise between $4000-$6500.  This is our main fundraiser and is met with a matching grant from CCCF.

Able Kids also has several supporters that donate monthly, and 2 churches that donate $1000 per year.

0% of funding comes from the government.

**Additional Information about Able Kids Rehab**

**Website:**[www.ablekidsrehab.org](http://www.ablekidsrehab.org/)

**Facebook page:** Able Kids Rehab

**DevXchange page:**<https://devxchange.org/campaigns/able-kids-malawi/>

**Enclosures with this application are as follows:**

* Cover Letter
* Completed Application Questions
* Able Kids Annual Budget
* DevXchange Audited Financial Statement (attached file)
* DevXchange Annual Report (attached file)