

# Ethiopians Learn to Avoid HIV

*Job Skills and Loans Help Increase Family Incomes*



*Young people attend an HIV prevention class at Ethiopian Addis Kidan Baptist Church in 2005.*

## Overview

HIV continues its steady spread through rural Ethiopia, but effective prevention education can counter the virus while prevalence is still relatively low. This program trains youth, community leaders and community members to avoid infection and to teach others to do likewise. Thousands of people will learn to change dangerous behavior and seek HIV counseling and testing.

## Expected Life Change Results

An investment of \$47,719 expands Ethiopian Addis Kidan Baptist Church's HIV prevention education program to four additional communities, along with the church's vocational training and microloan program. Expected Life Change:

- ▶ 1,800 youth commit to avoiding behavior that puts them at risk of HIV infection and 1,000 receive voluntary counseling and testing, after 200 youth are trained as peer educators in HIV prevention
- ▶ 1,200 adults gain understanding of HIV and AIDS and seek counseling and testing
- ▶ 960 family members benefit from increased income as a result of vocational training and microloans
- ▶ 3,200 people impacted – some in multiple ways – at a cost per life changed of \$14.91

## What We Like About This Project

This project empowers grass-roots communities with practical skills to prevent the spread of HIV, particularly among young people. Vocational training and microloans offer help to poor families affected by AIDS. Project leaders are trusted by local community members. The project combines innovative approaches with best practices, expanding a successful program by engaging additional partners and volunteers. The training curriculum deals comprehensively with issues of human sexuality often considered taboo.

## Project Profile

### Organization:

Ye Itypphia Addis Kidan Metmekawian Betekrstian (Ethiopian Addis Kidan Baptist Church)

### Grant amount:

\$47,719

### Geneva Global ID:

1-NG2T-0806

### Project duration:

15 months

## Expected Performance

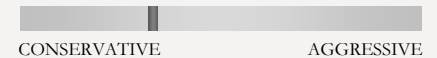
### DELTA SCORE

Measures relative grant effectiveness



## GRANT PROFILE

Reflects aggregate project risk



*Please refer to the FAQ at the end of this document for an explanation of the Delta Score and Grant Profile.*

## Project Location



## To Fund This Project

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## SECTOR PERSPECTIVE

### HIV and AIDS

Every 10 seconds someone dies of AIDS and two more people are infected. Africa remains the epicenter of the disease, but infection rates are climbing fast in India, China and Eastern Europe.

There is evidence for hope. Working together, national and local community leadership reversed the spread of HIV and AIDS in Uganda, Senegal, Kenya and districts of Zimbabwe by employing a home-grown behavior change strategy: “ABC” (abstain, be faithful, use condoms). This prevention strategy works best when integrated with care for those already infected and those who have lost parents or livelihood to the disease.

Geneva Global recommends initiatives that:

- Mobilize resources of local community and faith-based organizations to provide ABC prevention education
- Deliver community-based care to those infected with HIV and affected by the loss of parents, relatives or social structures
- Integrate prevention and care

“The ABC approach is the only proven method of reducing HIV infection in a general population. Yet the majority of donors continue to fund HIV-prevention programs that are piecemeal, unsustainable and ineffective. Stopping AIDS requires principled commitment to what works, not an ideological agenda.”

**Mark Forshaw**  
Geneva Global  
Sector Manager

## Need — *The Problem and Effects*

Recurrent drought impoverishes the rural areas that are home to 85% of Ethiopians. Left unchecked, increasing HIV prevalence among poor farming communities can trap people in a cycle of poverty and AIDS, particularly as the disease kills key community members who hold agricultural knowledge and farm management skills.

“Without the involvement and ownership of the community, [HIV prevention and AIDS care] is a futile exercise. The fight against AIDS and the preventive, care and support interventions have not yet brought intended changes, mainly due to inadequate ownership and empowerment of the community at large. Therefore, community capacity should be built to enable communities to identify problems in their respective localities and to develop and implement their own plans to the intent of ratifying social norms and regulations,” according to a December 2004 plan for national HIV and AIDS response by the Ethiopia Ministry of Health.

A 2004 Ministry of Health study covering the years from 1982 to 2003 showed a continuing gradual rise in HIV prevalence nationwide, reaching 4.4% in 2003; UNAIDS put Ethiopia’s HIV prevalence at 4.4% in 2001. In urban areas, HIV prevalence has reached a plateau at very high levels, but it continues to show a gradual, steady rise in rural Ethiopia, according to the Ministry of Health. Data for rural areas indicate an HIV prevalence rate of 2.6%, suggesting an opportunity to counter the virus’ spread while its prevalence is relatively low.

Few surveys have been conducted in rural areas, the Ministry of Health reported. In addition, the agricultural sector has been largely overlooked by nongovernmental organizations (NGOs) with programs related to HIV and AIDS, according to research presented at the 2002 Africa-Asia Agricultures Against AIDS conference in Bangkok, Thailand.

### Local service alternatives

Menjar, a town of 14,882 in the East Shoa district of Amhara region, is one of the region’s localities hardest hit by HIV and AIDS, according to the East Shoa district HIV Prevention and Control Office. The district HIV office reports only one other organization involved in HIV prevention, the Tesfa Goh People Living With AIDS Association.

Alemketema is a town of 14,322 in the North Shoa district of Amhara. According to Alemtsehay Yemane, Geneva Global research analyst, area organizations providing care and counseling for people with AIDS and technical support to the district include Mension Fur Mension, Tesfa Goh, Hiwot Ethiopia, Virgins Association and the district HIV Prevention and Control Office.

With each town’s population exceeding 14,000, the need for HIV prevention efforts exceeds the capacity of existing local organizations, according to Daniel Gebre, director of the East Shoa district HIV office and Adamu Wondemtekahu, director of the North Shoa district office.

Holesire is a remote town in West Shoa district with a population of 10,000 and no electrical power. Other than Ethiopian Addis Kidan Baptist Church, the district HIV Prevention and Control Office is the only agency engaged in HIV prevention.

Shilafafe is a remote town in South Wello district with a population of 13,421 and no electrical power. The district HIV Prevention and Control Office is the only other organization engaged in HIV prevention.

Ethiopian Addis Kidan Baptist Church surveyed 100 members in 20 of its 62 churches to assess community knowledge and attitudes regarding HIV prevention. The survey indicated urgent need and critical lack of services in the four areas served by this project.

**Local Perspective**

“I know very well the four project areas where Ethiopian Addis Kidan Baptist Church proposes to do HIV and AIDS projects. The number of people affected by HIV in these areas is immense. I have known Ethiopian Addis Kidan Baptist Church for the last five years and worked very closely in HIV prevention activities. The need to provide prevention education is very urgent and important, both in the church and outside in the communities. I strongly recommend ... this project,” says Tadele Mamo Gebremariam, HIV and AIDS coordinator for Evangelical Churches Fellowship of Ethiopia (ECFE), Addis Ababa. ECFE received funding through Geneva Global in 2002, achieved project goals, and again received funding through Geneva Global in January 2006.

**Vision — *In Their Own Words***

“I often find myself confronted with the reality of full-blown AIDS cases and destitute orphans among us. Family members, youth, relatives and others come with shattered hopes and no energy to face the next day. However, I can bear witness that through counseling, teaching and support, many have changed behaviors. I see young people striving to protect themselves and their peers, and people living with HIV experiencing emotional, spiritual and physical healing as they are transformed by the power of truth and reality. I become encouraged when those who are vulnerable change their behavior and protect themselves,” says Dr. Sisay Sinamo, chairman of the Ethiopia Addis Kidan Baptist Church development board.

**Strategy — *How to Meet the Need***

Founded in 1973, Ethiopian Addis Kidan Baptist Church has established 62 churches and 20 preaching points across Ethiopia. With the outbreak of the AIDS epidemic, the church has included HIV prevention education in its program, aimed at helping people change behavior through practical life-skills training. In the last three years, three urban churches and two rural churches have offered HIV education.

**HIV prevention education:** The church’s peer education programs focus on preventing HIV among youth. Peer trainers ages 18 to 29 undergo 10 to 12 days of training in basic prevention education and facilitation skills to form clubs and share resource materials. Youth are encouraged to seek HIV counseling and testing, and clubs and accountability groups provide care for infected people.

This initiative took place in five churches over the last three years: Gullele Addis Kidan Baptist Church, Mekanisa Addis Kidan Baptist Church and Arat Kilo Addis Kidan Baptist Church in Addis Ababa, as well as Debre Berhan Addis Kidan Baptist Church and Mehale Meda Addis Kidan Baptist Church in the rural Amhara region.

In 2005, the Addis Ababa churches reached 7,190 youth. In particular, the Mekanisa church implemented an aggressive HIV prevention program funded through Geneva Global. At all five churches, a reported 2,642 sought HIV counseling and testing, though many others may not have been tallied because of underreporting. Because these communities lack other recreational or educational activities, these programs attracted adults as well as youth.

This training is based on curriculum prepared by the Addis Ababa-based Evangelical Churches Fellowship Ethiopia (ECFE). Topics covered include counseling on HIV and AIDS, helping people change behavior, and providing care and support. Participants also gain skills in training, leadership, club administration, facilitation and Bible-based life skills. Trainees learn to train others, form clubs, help other youth pledge to premarital sexual abstinence and make home visits to follow up and provide encouragement. Each trainee reaches out to another 10 to 15 youth over the course of a year.

In 2002, Ethiopian Addis Kidan Baptist Church opened a resource center in Addis Ababa to provide young people with accurate information about HIV prevention. In the absence of a public library or other such venue, this center serves multiple purposes to help youth develop, and is visited by more than 100 young people daily.

**HIV and AIDS education for community leaders:** Using the ECFE curriculum, community leaders are trained in two seven-hour sessions focusing on basic HIV and AIDS information, behavior change and communication, care and support for the infected and leadership skills. In 2005, the program’s initial year, 3,199 leaders were trained at Mekanisa church and 10 at Gullele; 853 received voluntary HIV counseling and testing.

## References

“HIV and AIDS awareness levels in the community were low, compounded by ignorance and poverty. ... Reliable and consistent information was lacking in the community. However, due to the Mekanisa Addis Kidan Baptist Church’s HIV and AIDS program, the community is now well-versed and has a support mechanism to change their behavior. The beneficiaries interviewed revealed that the HIV prevention education, care and support programs had renewed them. Caring for and loving HIV-positive individuals meets critical needs among the community. HIV prevention education and prevention of mother-to-child transmission, in partnership with the All African Leprosy and Rehabilitation Training Center (ALERT) Hospital in Addis Ababa, has helped a significant number of community members. Furthermore, helping to mitigate HIV and AIDS impacts through alternative means of earning a decent living through microcredit opportunities is effectively addressing the identified need. The project leader Tsegaye Legesse is loved by the community. Some of the beneficiaries call him ‘Father.’ During the site visit we saw his respect for and commitment to the beneficiaries,” *says Alemtebay Yemane, a Geneva Global research analyst who visited the program in January 2006.*

**Vocational training and microcredit:** Since 2003, Mekanisa and Debre Berhan churches have provided vocational skills training and microloans. In 2005, 147 people at the two churches received loans; 145 repaid the loans for a repayment rate of 99%. The Mekanisa project had a 100% repayment rate in the first quarter of 2006. Data has not been reported for similar programs at two additional churches. All four churches have used vocational and microcredit training materials prepared by Southern Baptist Church of Addis Ababa. The average annual interest rate is 8% for a 12-month loan. Timely repayment of loans qualifies beneficiaries for follow-up loans. Repaid loans are also used to fund credit for new borrowers.

To qualify for loans, beneficiaries must have undergone HIV prevention education and committed to avoiding risky behavior. Beneficiaries must be unemployed and form accountability groups encouraging each other in responsible financial practices such as loan repayment, as well as in avoiding behavior that puts them at risk of HIV. Groups meet monthly, and each member is required to save \$0.20 to \$0.25 per month. Beneficiaries must guarantee loans either by providing collateral or through the guarantee of a second party. They must have a plan for starting a business and have a permanent address.

Trainers include Yonas Ashagari, program coordinator, who has a master’s degree and extensive experience in animal husbandry. Bezuayehu Abebe has a master’s degree in mechanical engineering, and advises beneficiaries on business planning. Vocational training lasts three to six months, depending on skills being taught. Microcredit training is provided over three days, covering topics such as savings, interest rates, forming self-help groups and managing money. Trainers provide feedback after beneficiaries develop business plans.

## Proposed Action — *What This Project Will Do*

This project will focus on churches in four communities identified in a survey of Ethiopian Addis Kidan Baptist Church members, who identified areas particularly in need of health services and HIV prevention education. In addition, these churches have been involved in community discussions on HIV and AIDS. Church members, particularly youth, have volunteered to facilitate small group discussions.

The four churches are:

- Holesire Addis Kidan Baptist Church
- Menjar Addis Kidan Baptist Church
- Shilafafe Addis Kidan Baptist Church
- Alemketema Berhan Addis Kidan Baptist Church

In each locality, committees will be established including members of the community, church and project team. The committees will develop plans and project designs.

**HIV prevention education:** In this project, 200 youth peer educators will be trained and will in turn reach out to additional 2,500 youth. Of these, 1,800 will join accountability groups and sign pledges to avoid behavior putting them at risk of infection. A total of 1,000 youth, who may or may not join accountability groups, will seek HIV counseling and testing.

Training is held seven hours a day over 10 or 12 days, with follow-up sessions every three months. Curriculum for this training was developed by Evangelical Churches Fellowship of Ethiopia (ECFE), Addis Ababa, and has been used by five churches associated with Ethiopian Addis Kidan Baptist Church as well as 20 churches belonging to ECFE’s HIV prevention program. Users of the ECFE curriculum report considerable success reducing stigma and encouraging people to seek HIV counseling and testing as well as make their HIV status public.

Beginning in the fourth month of the project, peer educators from each church will reach



## Reference

“I have visited the Ethiopian Addis Kidan Baptist Church development programs in the different localities several times [and] spoken to the beneficiaries and the project leaders. ... [The] development program is effective as it mobilizes and equips community members to tackle their own problems. It has made significant impact by involving communities in the prevention and care of HIV and AIDS. ... The project leaders ... are well-respected and valued in the communities. ... Community [members] openly ask and comment on any issues that are relevant to the project. ... Youth are highly attracted and engaged in the program. They are so innovative and creative in the way they mobilize other youths as well as adults,” says *Dr. Yared Mekonnen, executive director of LIA (Life In Abundance) Ethiopia. The Addis Ababa organization provides free training to Ethiopian churches in development work such as health initiatives. The organization received funding through Geneva Global in 2003 and achieved project goals.*

“AIDS is a social problem that is becoming a serious development challenge in Ethiopia. Unless youth, their families, communities, government officials are mobilized to combat the problem in strategic ways ... AIDS’ impact [can] not be mitigated. Therefore, Ethiopian Addis Kidan Baptist Church’s commitment to educate and mobilize the youth and the communities at large is timely and commendable. ... There is no risk associated with the project; the mobilization of church communities would greatly contribute to effectively address [HIV and AIDS],” says *Eden Afework, a postgraduate student in theological studies on HIV and AIDS at Ethiopian Evangelical Graduate School, Addis Ababa.*

out to a new church every three months. In total, the four churches will reach a total of 12 new churches over nine months, providing training on HIV prevention, encouraging people to seek counseling and testing and helping establish accountability groups.

**Resource centers:** Each of the four churches will provide an office and a room to be used as an HIV and AIDS resource center, providing the community with information and skills. This grant will provide televisions and DVD players for each center, and electrical generators for the two communities that do not have electricity. Multimedia formats are particularly critical in districts such as South Wello and West Shoa, where officials estimate literacy rates to be 37% or less. Educational resources will be provided by the National Resource Center in Addis Ababa.

**HIV and AIDS education for community leaders:** A total of 300 community leaders will undergo two days of training on basic HIV and AIDS information, behavior change and communication, care and support for the infected and leadership skills. Training will be based on the ECFE curriculum. At three-month intervals, Ethiopian Addis Kidan Baptist Church staff will provide a daylong refresher training and follow-up to review plans and initiatives, as well as develop solutions to problems.

**Vocational training and microcredit:** This grant will provide vocational training for 100 people and loans for 80. In order to qualify, beneficiaries must have undergone HIV prevention education and committed to avoid risky behavior. They will join accountability groups, attend monthly meetings and save money regularly.

In the more populous community of Menjar, 20 people will be trained, including four each in sewing, woodworking, electrical work, computer skills and agricultural production. These 20 are expected to gain local employment. The remaining 80 beneficiaries will be trained in animal husbandry and beekeeping as well as accounting and entrepreneurship skills, and if qualified will receive microloans to start or expand businesses. Loan recipients must develop viable business plans, provide guarantees for loans and have stable presences in the community. Loans will range between \$100 and \$300, averaging about \$173 each.

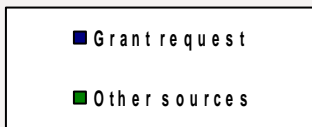
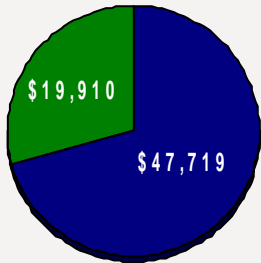
All 100 beneficiaries will receive two days of further training in AIDS awareness and HIV prevention based on the ECFE curriculum.

**Hiring project officer:** A project officer with HIV monitoring skills will be hired and trained. The implementer will seek a woman for this position, adding diversity to the predominantly male staff. This grant will cover 100% of the project officer’s salary for six months, decreasing quarterly until by the end of the 15-month project period, Ethiopian Addis Kidan Baptist Church is covering the entire salary. This initiative will continue indefinitely, with the project officer as a full-time staff member.

## Budget: \$67,629

Total budget for this project is \$67,629, of which this grant will cover \$47,719. The remaining \$19,910 will come from Ethiopian Addis Kidan Baptist Church and other sources. Geneva Global keeps donors' names on file, but does not publish them in reports.

### Project Budget



Item	Grant request	Other sources	Total
Microcredit loan fund	13,873		13,873
Project officer salary	2,427	9,662	12,089
AIDS resource center building		9,248	9,248
Outreach to four localities (accommodations, transportation, training materials)	5,989		5,989
HIV training for 200 youth (food, classroom rental, textbooks)	4,825		4,825
Vocational training	4,370		4,370
Furniture for AIDS centers meeting rooms	3,723		3,723
Four TVs, four DVD players, two electrical generators	3,514		3,514
Implementers transportation to project sites	3,000		3,000
Trainers transportation, accommodations	2,254		2,254
HIV training for 300 community leaders (food, accommodations, transportation)	1,488		1,488
Business and HIV training for 100 adults (food, classroom materials)	1,256		1,256
Meetings with other churches and partners	1,000		1,000
Printed materials for AIDS resource centers		1,000	1,000
<b>Total</b>	<b>47,719</b>	<b>19,910</b>	<b>67,629</b>

## Evaluation Metrics

Geneva Global's forecast of results is located on the first page of this report. At the conclusion of the project, Geneva Global will issue a report comparing actual results to:

- 200 youth gaining understanding of HIV and AIDS as a result of training to become peer educators, as indicated by an Ethiopian Addis Kidan Baptist Church report tallying trainees and summarizing surveys before and after training
- 1,800 youth avoiding behavior that puts them at risk of HIV infection, as indicated by an implementer report tallying attendance in accountability groups, as well as number of youth signing pledges of abstinence before marriage and faithfulness after marriage
- 1,000 youth receiving voluntary HIV counseling and testing, as indicated by an implementer report summarizing reports from health clinics
- 1,200 adults gaining understanding of HIV and AIDS and seeking counseling and testing, as indicated by an implementer report tallying attendance in accountability groups and summarizing reports from health clinics
- 960 family members benefiting from increased income as a result of vocational training and microloans, as indicated by surveys of beneficiaries before and after training showing gains of 20 percent in family income, increases from one daily meal to two and families becoming able to afford education for 100 children

### Changed Lives

“I had great fears and worries about HIV. I never had the courage to open up and discuss the topic of HIV with my husband. I was even afraid to tell my friends that I worried about my HIV situation, because I thought they would suspect I was infected. I did not have the courage to go and get tested, fearing that I would not be able to handle the outcome. For years I worried by myself. The HIV prevention training at the Mekanisa Addis Kidan Baptist Church changed my attitude and opened my eyes. I got the courage to go for an HIV test. And after finishing the training, I volunteered to teach others who are fearful of HIV and AIDS,” says Aster Taddess, 32, of Addis Ababa.

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## Geneva Global Services

**Project discovery.** In consultation with field experts, Geneva Global finds superior programs that correct situations of the greatest human need.

**Field investigation.** References are checked with independent sources who know the organization.

**Site visit.** Before recommending a project, a Geneva Global staff person or Geneva Global Network member visits the site to verify the information we gather.

**Desk research.** Best practices and other reference information are used as yardsticks to measure the project.

**Peer review.** During research, information gathered and the description prepared must pass three quality control checks.

**Expert review.** A Geneva Global sector manager checks findings and recommendations.

**Deal structure.** A Geneva Global researcher confers with the implementer to reach agreement on expected results, timetable and criteria for evaluation, use of funds and budget.

*When you fund this project, Geneva Global will:*

**Document the agreement.** Before money is sent to the project, a Memorandum of Understanding is signed that details expected results, timelines and acceptable uses of funds.

**Assist with international funds transfers.** As you require, Geneva Global will simply provide wire transfer instructions or will handle the entire process on your behalf.

**Obtain receipt of funds.** Geneva Global confirms when grant funds arrive with the implementer.

**Check progress.** Early in the project, usually about 90 days, Geneva Global confirms that the program is proceeding according to plan. The lead analyst is available to the implementer for advice and consultation throughout the project.

**Measure results.** Shortly after conclusion of the project, Geneva Global collects data from the implementer and compiles a concise analysis of project outcomes and lessons learned. For every project you fund, you will receive a Geneva Global Results Report.

# Depth Analysis

**Urgency:** Without timely intervention, HIV will continue to spread in these rural communities. Score: medium.

**Need:** Preventing HIV is a matter of life or death to youth and adults in these four communities. Score: high.

**Extent:** HIV prevention education provides significant transformation to beneficiaries, but may require follow-up to reinforce the prevention message. Education also offers hope to those who are HIV positive. Score: medium.

**Permanence:** Vocational training and help starting or expanding businesses can have long-term benefits. People who seek HIV counseling and testing can change their habits based on the outcome of the test. Score: medium.

**Intensity:** Ethiopian Addis Kidan Baptist Church has a presence in each of the project areas, and will have regular contact with beneficiaries. Score: medium.

# Risk Analysis

**Concept:** This project plays an important role in the region and sector by modeling an effective, low-cost and replicable HIV prevention program. The implementer has a successful track record with similar initiatives in other locations. Vocational training and loans help mitigate the economic impact of AIDS. Risk: low.

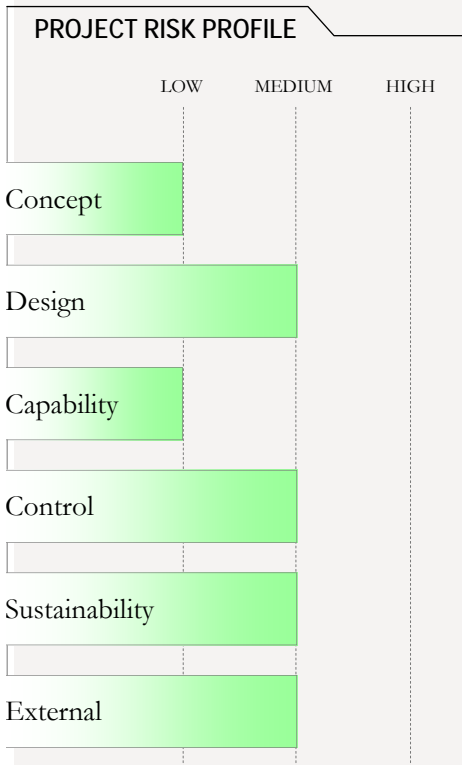
**Design:** This project works in partnership with the Evangelical Churches Fellowship Ethiopia (ECFE), using the organization’s sound and well-established HIV training curriculum. Entrepreneurs are given business training as part of a program that has been successful, if only for three years. This project is an expansion for Ethiopian Addis Kidan Baptist Church; however, it represents a startup effort for churches in the four new project areas. Risk: medium.

**Capability:** Program relies on volunteers to give training in HIV prevention. However, leaders are well-qualified and experienced in their respective fields; staff works closely with ECFE. Risk: low.

**Control:** Ethiopian Addis Kidan Baptist Church has stable management, secure fund transfer methods and independent governance. However, it lacks externally audited financial statements. Risk: medium.

**Sustainability:** Ethiopian Addis Kidan Baptist Church is working to dedicate 2% of its income to HIV-related activities. This financial support will help scale up the program and remove the need for external support in the long run. This support is expected to begin by the end of 2006. Risk: medium.

**External risk:** Political unrest and signs of instability persist in the wake of the 2005 election. Risk: medium.







**Kenya**

**Population:** 70 million  
**Population younger than 15:** 45%  
**Average annual population growth rate:** 2.2% (compared with 1.2% in the U.S.)  
**Urban population:** 16%  
**Languages:** Amharic, Tigrinya, Oromigna, Guaragigna, Somali, Arabic, other local languages, English (major foreign language taught in schools) (CIA World Factbook)  
**Life expectancy:** female 43, male 42  
**Maternal mortality (deaths per 100,000 live births):** 850 (compared with 17 in the U.S.)  
**Infant mortality (deaths per 1,000 live births):** 110 (compared with 7 in the U.S.)  
**Under-5 mortality (deaths per 1,000 live births):** 166 (compared with 8 in the U.S.)  
**HIV prevalence (ages 15-49):** 4.4% in 2001  
**People with HIV:** 1.5 million in 2001  
**HIV-infected children (0-14):** 120,000 in 2001  
**AIDS orphans:** 720,000 in 2001  
**HIV-related deaths (annual):** 120,000 in 2001  
**Literacy (15 and older):** female 34%, male 49%  
**Gross national income per capita:** \$110  
**Population living on less than \$1 daily:** 23%  
**Population living on less than \$2 daily:** 79%  
**Malnutrition among children under 5:** 47% (compared with 2% in the U.S.)  
**Mothers ages 15-19 (births per 1,000 females):** 90 (compared with 50 in the U.S.)  
**Children in the labor force:** 57% (2001, compared to 0% in the United States)  
**Religions:** Christian 55%, Muslim 35%, traditional ethnic 10% (World Christian Database)  
**2005 U.N. Human Development Index rank:** 170 of 177 countries

HIV and AIDS data are from UNAIDS. All other data are from the World Bank unless otherwise noted.

# Organization

## Ye Itypphia Addis Kidan Metmekawian Betekrstian (Ethiopian Addis Kidan Baptist Church)

Addis Ababa, Ethiopia

**Founded**  
September 1973

**Affiliations**

- Evangelical Churches Fellowship of Ethiopia, Addis Ababa
- Life in Abundance, Addis Ababa
- Compassion International Ethiopia, Addis Ababa
- Christian Relief Development Association, Addis Ababa
- Partnership for the Environment, Addis Ababa
- Baptist General Convention of Texas, Dallas, Texas
- International Miners' Mission, London, United Kingdom
- Baptist World Alliance, Falls Church, Va.
- All African Baptist Fellowship, Accra, Ghana
- Mustard Seed Foundation, Nairobi, Kenya

**Active programs**

Description	Inception year	People helped, most recent year	Staff
Water	2006	14,881	2 full-time, paid 10 volunteers
Health	2005	1,400	2 local volunteers 30 foreign volunteers
Environment	2005	1,500	8 volunteers
Income generating activities	2003	307	4 full-time, paid 20 volunteers
Vocational training	2003	685	4 full-time, paid 20 volunteers
HIV and AIDS	2001	7,124	3 full-time, paid 7 part-time, paid 5 volunteers
Child development	1998	2,175	35 full-time, paid 116 volunteers

**Overall organization revenue sources (income) and spending (expenditure) in U.S. dollars**

<b>Income</b>	<b>2003</b>	<b>%</b>	<b>2004</b>	<b>%</b>	<b>2005</b>	<b>%</b>
Ethiopia-based donor*	304,854	88	363,729	82	429,836	82
Other donations	36,108	10	68,791	15	68,772	13
Other income	6,750	2	14,184	3	27,394	5
<b>Total</b>	<b>347,712</b>	<b>100</b>	<b>446,704</b>	<b>100</b>	<b>526,002</b>	<b>100</b>
<b>Expenditures</b>	<b>2003</b>	<b>%</b>	<b>2004</b>	<b>%</b>	<b>2005</b>	<b>%</b>
Child development	178,136	56	225,376	49	249,105	48
Social club activities	20,153	6	99,814	22	113,359	22
Other programs	10,990	3	12,149	3	20,479	4
Salaries	32,308	10	46,842	10	49,447	10
Administration	80,620	25	71,013	16	80,134	16
<b>Total</b>	<b>322,207</b>	<b>100</b>	<b>455,194</b>	<b>100</b>	<b>512,524</b>	<b>100</b>
<b>Surplus/(deficit)</b>	<b>25,505</b>		<b>(8,490)</b>		<b>13,478</b>	

\*Geneva Global keeps donors' names on file, but does not publish them in reports.

**Financial statements**

Prepared: Annually, year ending Dec. 31  
 Reviewed by: Executive Board  
 Externally audited: No

Complete bank wire transfer  
 on file at Geneva Global: Yes

## Profile

Ermias Zenebe is a graduate in pastoral ministry of theology from Evangelical Theological College, Addis Ababa, Ethiopia. He has also studied training of English language teachers at Kotebe Teachers Training College, Addis Ababa. He is enrolled in the public administration and development management department at Addis Ababa University, Addis Ababa. Ermias served on the board of his local church, Mekanisa Addis Kidan Baptist Church, before becoming general secretary of Ethiopian Addis Kidan Baptist Church. He is instrumental in initiating and implementing the church's development programs, particularly those related to environment and health.

## Leadership

### Governance

An Executive Board meets six times yearly to implement policies of the annual General Assembly and to review financial statements. Members are:

- Tsehayweta Tadesse, chairman (Compassion International Ethiopia, Addis Ababa)
- Abera Mekuria, vice chairman (Total Ethiopia)
- Asrat Mulu (True Love Waits coordinator, Evangelical Churches Fellowship Ethiopia, Addis Ababa)
- Dereje Getanehe (LIA [Life In Abundance] Ethiopia, Addis Ababa)
- Ayele Ashebo (evangelist, Kembata region, Ethiopia)
- Agedew Abi (administrator, Mekanisa Addis Kidan Baptist Church, Addis Ababa)
- Bijore Hogago (farmer)

### Policies

Related parties in management or governance: No  
 Staff and/or Board reflect the spectrum of ethnic groups or tribes: Yes  
 Women in supervision or management: Yes

### Leaders

Responsibility	Name	Title	Years of related experience	Years with organization	Years in current role
General oversight	Ermias Zenebe	General secretary	6	2	2
Training	Dr. Sisay Sinemo	Development board chairman	4	2	1
Program coordination	Yonas Ashagari	Program coordinator	13	1	8 months
Finance management	Nebiyu Haile	Finance expert	3	2	2
Coordination of spiritual education program	Abejehu Damene	Head of spiritual education department	17	17	1
Oversight of income generation projects	Birknesh Amde	Income generating activity coordinator	8	10	4

## Who is Geneva Global?

Geneva Global works for donors. We are not fund-raisers for charities. We do not promote our own projects. Rather, we are a service for thoughtful donors who want measurable results from the money they give. Geneva Global provides independent research, insightful analysis and grant management so our clients can invest where their giving changes the most lives. In short, we help you accomplish more with the money you give.

## What is a *Delta Score* and how is it calculated?

The Delta Score is a universal measurement that makes it possible to compare projects, regardless of type or location. The Delta Score calculates the depth and breadth of Life Change from a project and compares it to the most common form of international giving, child sponsorship. The scoring system is calibrated so a Delta Score of 1 equals successful sponsorship of one child. This means a project with a Delta Score of 7 is expected to produce seven times more Life Change than if an equivalent amount of money were spent on child sponsorships.

## What do you mean by *Life Change*?

One of the most serious flaws in traditional philanthropy is the lack of ways to measure success. How do you know whether your contribution did any good? Geneva Global uses Life Change to measure success in giving. We define Life Change as a direct, material and measurable difference in the quality of a person's life. A life is changed when an AIDS orphan is integrated into a loving family, when a mother achieves economic security by starting a small business, when an infant's life is saved by a vaccine, when a girl completes her education or when a slave becomes free from bondage.

## What is the *Risk Adjusted Range*?

The comparable term in investing is "volatility." Every project involves risk. We assess up to seven categories of risk. The Risk Adjusted Range shows the range of likely Delta Scores for the project based on the combined risk. A project with low total risk will have a very narrow Risk Adjusted Range (for example, 7 to 9 with a Delta Score of 8), while a project with high total risk will have a broader Risk Adjusted Range (for example, 4 to 12 with a Delta Score of 8).

## What is the *Grant Profile* and how is it determined?

We only recommend projects that, based on Geneva Global's extensive experience, have acceptable levels of risk. However, tolerance for risk varies among donors. The Grant Profile is a simple way of summarizing the total risk associated with a project. What is your personal giving style? Do you have an appetite for courageous projects that operate in difficult and even dangerous situations? Or do you value stability? Geneva Global finds, researches and recommends projects that range from daring to stalwart. The Grant Profile is an at-a-glance indicator of which giving style best matches the amount of risk for a particular project.

## Who pays for Geneva Global's research?

Investigating projects in foreign countries is difficult and costly. The benefits, however, are tremendous. Geneva Global clients discover they are able to obtain 10 and sometimes as much as 30 times the results compared to traditional methods of giving. The increased results far outweigh the modest professional fees Geneva Global charges. Contact your Geneva Global advisor for fee details and information about all the services you receive.

## Whom do I contact to fund this project or ask questions?

Contact your Geneva Global advisor.  
If you don't have an advisor, please contact  
Joan Cortright in Client Services:  
**866-7-GENEVA** (toll-free in the U.S.)  
**610-254-0000**  
[JCortright@GenevaGlobal.com](mailto:JCortright@GenevaGlobal.com)

