Starfish supports children orphaned or vulnerable in South Africa by working in partnership with community based organisations.
An old man had a habit of early morning walks along the beach. One day as he looked down the shore he saw a human figure moving like a dancer. As he came closer he saw that it was a young woman and she was not dancing but reaching down to the sand, picking up starfish and very gently throwing them into the ocean.

“Young lady, why are you throwing starfish into the ocean?”

“The sun is up and the tide is going out, and if I do not throw them in they will die,” she replied.

“But there are millions of them, what difference can it possibly make?” he asked.

The young woman listened politely, paused and then bent down, picked up another starfish and threw it into the sea, past the breaking waves, saying “It made a difference to that one!”

Adapted from Loren Eiseley’s ‘The Star Thrower’
<table>
<thead>
<tr>
<th>Contents</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Our parable</td>
<td>3</td>
</tr>
<tr>
<td>Vision and mission</td>
<td>5</td>
</tr>
<tr>
<td>Chairperson’s report</td>
<td>6</td>
</tr>
<tr>
<td>CEO’s statement</td>
<td>8</td>
</tr>
<tr>
<td>Current reality</td>
<td>10</td>
</tr>
<tr>
<td>Our response</td>
<td>11</td>
</tr>
<tr>
<td>Starfish key competencies</td>
<td>12</td>
</tr>
<tr>
<td>Flagship programmes</td>
<td>14</td>
</tr>
<tr>
<td>Key programme updates</td>
<td>17</td>
</tr>
<tr>
<td>Outcome indicators</td>
<td>19</td>
</tr>
<tr>
<td>Footprint and impact</td>
<td>20</td>
</tr>
<tr>
<td>Starfish highlights</td>
<td>21</td>
</tr>
<tr>
<td>Fundraising</td>
<td>22</td>
</tr>
<tr>
<td>Get involved</td>
<td>27</td>
</tr>
<tr>
<td>The team</td>
<td>28</td>
</tr>
<tr>
<td>Board of directors</td>
<td>28</td>
</tr>
<tr>
<td>Finance director’s report</td>
<td>29</td>
</tr>
<tr>
<td>Auditor’s report</td>
<td>30</td>
</tr>
<tr>
<td>Financials</td>
<td>32</td>
</tr>
<tr>
<td>Gallery of fame</td>
<td>37</td>
</tr>
</tbody>
</table>
Vision and mission

Our vision of success

Children in South Africa are valued, protected and empowered to realise their dreams.

Mission:

Starfish supports children orphaned or vulnerable in South Africa by working in partnership with community based organisations.

Values:

Starfish believes:
- In providing holistic care to children orphaned or made vulnerable.
- In serving and being a voice for children in a manner that reflects professionalism, integrity, innovation and creativity.
- That every individual in our global community can make a positive contribution.
- In communicating to its donor base with transparency, integrity, professionalism, excellence and accountability.

Starfish Greathearts is an important advocate for South Africa’s most vulnerable children, giving those affected by HIV/AIDS the real possibility of leading decent and dignified lives. I wholeheartedly support this organisation’s work and encourage you to do the same.” - Archbishop Emeritus Desmond Tutu
Chairperson’s report

On behalf of the Board, it gives me great pleasure to report on the exciting progress made by Starfish. I am pleased to present my first report as Chairman in a year that has been testament to the resilience, stability and expertise of management and employees.

As a Board, we are conscious of the impact of the ever-evolving social, economic, political and environmental factors and how these impact on the work of Starfish. We continue to reflect on this and have built a robust strategy to ensure that we are growing a strong and sustainable organisation, with a strong vision and values-driven culture.

We are passionately committed to our vision that children in South Africa are valued, protected and empowered to realise their dreams. Our mission is to support children orphaned or vulnerable by working in partnership with community-based organisations in South Africa.

We focus on three areas to achieve this:

- To increase access to health, education and child protection services to children
- To strengthen the capacity of community based organisations (CBO’s)
- To better manage support programmes to children orphaned or vulnerable
- To raise funds and mobilise resources to support community-based organisations (CBO’s) working with children

Reflecting on the first 20 years of democracy in SA, it is clear that the changes have been significant given the massive challenges we faced prior to 1994. There is much to be celebrated, but much still needs to be done and there continues to be a role for Starfish to play in making a difference to the lives of children, and contributing to the creation of a better life for all.

The Board is balanced, and diverse, and is comprised of respected professionals in multiple professional areas of expertise from governance, medical, fundraising, marketing and human resources. As a board we take governance, compliance and ethics very seriously.

The Board continues to ensure good governance, compliance and oversight.

We are confident that the organisation has sound systems, processes, and policies to ensure that the Starfish strategic objectives and goals are achieved. Our committees of the Board, i.e. Governance, Social and Ethics; Finance and Risk; Remuneration; Fundraising, Marketing and Programmes are well established and functioning soundly.

The Board has reviewed the audited financial statements, concluding that Starfish is a going concern with great prospects to make a difference in the years ahead.

We are also pleased to have two very supportive Patrons: Bruce Whitfield and Tebogo “ProVerb” Thekisho whom we would like to thank for their ongoing advocacy of Starfish.
Looking forward, we have approved the Starfish strategy, as well as the refreshed vision and mission. This is underpinned by the recognition that a values-based approach in leading the organisation is imperative if we are to safeguard the integrity of the organisation and position it appropriately in a rapidly transforming environment.

We have a stable management team and a sustainable growth strategy, and this will continue to stand us in good stead into the future.

Finally, I would like to acknowledge the hard work and commitment of the executive, management, and staff of Starfish. Their contributions to the realisation of our vision and shared goals are much appreciated, and I am pleased that they have been so successful this year.

We are deeply grateful to our donors who continue to give in support of the work of Starfish.

Thank you to my fellow directors for their contributions, insights and commitment to the affairs of Starfish. I am deeply grateful to our non-executive directors for their passion, advice and unwavering support throughout the year.

Shirley Zinn

“I am very grateful for the opportunity that you have provided for me. Education is the best gift that one can ask for.”
- Nombulelo Daweti, grade 11
We take this opportunity to reflect on the past four years- the best of years and the worst of years; sharing our key achievements, challenges and strategic intentions for the year ahead.

Since 2010 Non Profit Organisations in South Africa have been facing a financial crisis with significant donors withdrawing funds. South Africa is considered a middle-income country, with funding constraints further exacerbated by the collapse of the US and European financial markets and continued challenges in securing government funding. This has resulted in a number of organisations cutting services to beneficiaries, having to restructure, refocus and grapple in navigating a way forward through seemingly uncertain times.

We are sincerely grateful to all our supporters who helped us weather these storms of change, with Starfish emerging stronger and more strategically focussed to better support children orphaned or vulnerable in South Africa.

Starfish currently supports over 11,000 children working in partnership with 33 community based organisations nationwide.

This year Starfish developed two flagship programmes, namely the Capacity Development Programme which aims to bridge the skills shortage, to help strengthen the institutional capacity of community based organisations to better manage health, education and child protection services; and the Starfish Wellness Programme which focuses on the health and wellbeing of children. This is supported by our recently launched mobile clinic, fondly called the Wellness Wagon- on the road to health, which offers a variety of primary health care services.

We recognise that there is still much to be done, with over three million children orphaned in South Africa and millions more vulnerable to the impact of TB, HIV, malnutrition, poverty and growing inequalities. We look forward to strengthening our response, extending through an infinite family of support to reach a greater number of children.

The good news is that South Africa is considered a giving nation, evident in increased corporate social investments, generous donations from high net worth individuals and members of the public who recognise that together we can make a difference- one child at a time.
Starfish values the power of partnerships, simply expressed in the African proverb- “if you want to go far...go together”. This spirit is echoed in our soon to be released song “Get Together”, with thanks to the great-heartedness of a group of local artists and producers.

We hope that you are equally inspired by the Starfish parable and invite you to put your voice behind the cause- for children in South Africa who are valued, protected and empowered to realise their dreams.

Our thanks to you!

Belinda te Riele

“If you want to go far... go together”

African proverb

“You support me like any parents. Those blankets are so softly smooth like a sponge. And the school bag that you have given me, it helps me put my books safely. The uniform you have given me, it help me change not to have the one pair to wash and wash.”

- Zitha, Grade 9
South Africa is experiencing the largest HIV and AIDS epidemic in the world, with a 12.2% national HIV prevalence rate. Approximately 21% of the country’s 18.5 million children are affected by HIV, with over 3 million children left orphaned. In addition TB prevalence rates are on the rise with children contributing 15-20% of the total TB disease burden in South Africa (Yezingane Network, 2013). 58% of children are living in poverty, where the monthly per capita income is less than R604, with 24% and 15% of children living far from any health facility or primary school, respectively.

Although South Africa has made some progress in reducing maternal and child mortality, the challenges faced due to poverty, HIV and the shortage of health care workers have significantly impacted progress. Key causes of maternal death include non-pregnancy related infections, namely AIDS (50%), complications of hypertension and pre-existing medical conditions such as diabetes and cardiac illnesses. 40% of all maternal deaths are avoidable.

The commonest causes of under-five deaths are AIDS-related, including TB (40%), diarrhoeal diseases and death during the neonatal period, which is due largely to low birth weight, infections and birth asphyxia. Seven out of ten child deaths are preventable (SAHR, 2013).

“Working with kids who have been through the same situation as me helps me to heal while I help them. I’m taking back teamwork to let love lead and to leave my past behind. I believe this is a new beginning for me.”
- Fikile-caregiver

“I appreciate what Star-Fish has done for us with this trip and it was amazing to be on top of the clouds [in an aeroplane].”
- Hazel, caregiver
Our response

Starfish partners with community based organisations to strengthen the health and wellbeing of children.

Current reality

Children orphaned or vulnerable

- Over 3 million children orphaned
- 82,000 children living in child headed households
- Malnourishment, HIV and childhood illnesses - key drivers of under-5 mortality
- Diarrhoea - leading cause of death in children
- 58% children live below the poverty line
- 7/10 child deaths are preventable (Child Gauge, 2013)

Current reality

Community based organisation’s challenges include:

- Issues of sustainability & access to funding
- Lack of systems and processes
- Donor & programme reporting - finance, narrative, stats
- Limited accountability
- Limited management capacity
- Lack of skills development
- High staff turnover
- Lack of succession planning
- Governance / board issues - roles & responsibilities

Our response

Wellness Programme

To safeguard the physical, mental and social-emotional wellbeing of children, by improving access to health care services, food and nutrition.

- Mobile clinic
- Child care services provided by care workers
- Distribution of material goods
- Complementary programmes

Our response

CBO Capacity Development

To help strengthen the institutional capacity of CBOs.

- Due diligence and risk proofing
- Training and mentoring in:
  - Finance
  - Monitoring and reporting
  - Integrated Management of Childhood Illnesses
Starfish competencies

Starfish has an established monitoring, evaluation and reporting team with a database and system able to gather, integrate, analyse and present data for all reporting requirements. This requires that each community based organisation submits a monthly statistical report, which records the number and type of services delivered per child, plus a quarterly narrative and financial report.

At the quarterly site visits, the Starfish programme manager spends time with the community based organisation jointly reviewing the results of the quarter, giving feedback on the reports and developing an agreed action plan for continued improvement in the quarter ahead.

In this way, Starfish can ensure that the programme objectives, implementation plans and deliverables are achieved.

Our key strengths lie in:

• Grant management
• Project management
• Capacity development, through on site support and coaching via phone, email, and Skype.

With over 10 years’ experience we:

• Support over 11 000 children (annually)
• Deliver innovative, sustainable and cost effective programmes
• Demonstrate professional reporting and financial accountability
• Boast strategic public and private partners
• Demonstrate excellent governance
• Operate within a 20 (ops): 80 (programmes) cost ratio
• Create shared value with a social return on investment
Starfish value add

Pre-assessment

Starfish conducts a pre-assessment with each CBO, challenges are analysed and plans for improvement jointly developed. Focus areas include:

- Capabilities-skills and knowledge in finance, MER, and Integrated Management of Childhood Illnesses (IMCI)
- Systems and processes
- Stakeholders - staff, community and child participation
- Child health status

Intervention

Starfish provides the following support:

- Training, mentoring on-site coaching
- Developing institutional systems and processes
- Building referral networks - linking CBOs to local services
- Funding
- Material goods
- Wellness Wagon - Mobile Clinic

Post-assessment

Starfish conducts a post-assessment on the following:

- Capabilities-skills and knowledge in finance, MER and Integrated Management of Childhood Illnesses (IMCI).
- Systems and processes
- Stakeholders-staff, community and child participation
- Child health status

Desired reality (impact)

Children in South Africa are valued, protected and empowered to realise their dreams.

Starfish value chain

<table>
<thead>
<tr>
<th>Strategy and business plan</th>
<th>Fundraising</th>
<th>Identify CBOs</th>
<th>Select and contract CBOs</th>
<th>Wellness programme</th>
<th>Capacity development programme</th>
<th>Monitor</th>
<th>Evaluate</th>
<th>Report</th>
<th>Finance/audit</th>
<th>Marketing</th>
<th>Annual report</th>
</tr>
</thead>
</table>

“I have realised that my background doesn’t and won’t determine my future and that I can be anything in life. My aim is to do any career that involves tourism and giving back to the community”

- Nombulelo Daweti, grade 11
Flagship programmes

The Wellness Programme

The Wellness Programme aims to safeguard the physical, mental and social wellbeing of children to maximise their learning potential.

Key objectives include:

• To strengthen health care service delivery to children
• To increase the knowledge and skills of careworkers with a focus on primary health care
• To facilitate and strengthen local health referral systems
• To facilitate a coordinated response to child care

The programme comprises four integrated parts:

1. Wellness Wagon (Mobile Clinic)

The Wellness Wagon was initiated to help mitigate some of the challenges to accessing health care, which include long queues at health facilities, inadequate staffing and medical resources, school absenteeism and children unaccompanied by adults not being taken seriously by health officials.

The mobile clinic is staffed by a professional nurse and driver stationed at key points within the communities in which we work, forming an integral part of the broader provincial Department of Health network and referral system.
2. Child care services provided by care workers

Health, education and child protection services are provided by care workers who receive a stipend. Care services include for example: administration of ARV and TB medication, HIV/AIDS adherence support, home-based care, transport to school, school fee exemptions, counselling, access to vital documents and grants.

3. Distribution of material goods

Starfish provides material goods, which include for example: blankets, food, school uniforms, educational resource packs - books and toys.

4. Complementary programmes

Food Security – establishing food gardens and providing nutrition education

**Intended outcome**

Improved health and wellbeing of children

---

**Capacity Development Programme**

The aim of the programme is to help strengthen the institutional capacity of CBOs through a combination of training, mentoring and on site coaching services.

Provided directly by Starfish:

- Due diligence and risk proofing
- Training and mentoring in:
  - Finance
  - Monitoring and reporting
  - Integrated Management of Childhood Illnesses

The CBOs are identified and selected based on a number of criteria, including location with reference to the 18 priority districts as identified by the Department of Health. A participatory baseline assessment is conducted on each CBO, where areas of strength and opportunities for further development are jointly identified. A capacity development plan is subsequently charted which forms the basis for targeted training and support, and is monitored on a quarterly basis.
## 3 year statistics
January 2011 - December 2013

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of site visits</td>
<td>144</td>
</tr>
<tr>
<td>Number of districts represented</td>
<td>22</td>
</tr>
<tr>
<td>Number of children reached</td>
<td>33,141</td>
</tr>
<tr>
<td>Provinces represented</td>
<td>9</td>
</tr>
<tr>
<td>Number of children received a daily meal</td>
<td>11,799</td>
</tr>
<tr>
<td>Number of children received school uniforms</td>
<td>63</td>
</tr>
<tr>
<td>Number of children received school stationery</td>
<td>3,337</td>
</tr>
<tr>
<td>Number of children enrolled in ECD programmes</td>
<td>3,048</td>
</tr>
<tr>
<td>Number of home visits conducted</td>
<td>10,588</td>
</tr>
<tr>
<td>Number of children provided with after care</td>
<td>8,769</td>
</tr>
<tr>
<td>Number of community based organisations</td>
<td>3,325</td>
</tr>
</tbody>
</table>
Key programme updates

Global Fund Programme (2010 – 2016)

The Global Fund Programme aims to fight AIDS, tuberculosis and malaria. Key programme activities include training of care workers, HIV testing and TB screening of children, facilitation of adherence support groups and the provision of home-based care to HIV positive patients.

Objectives
To fight AIDS, tuberculosis and malaria.

Achievements
- 136 Home Based Care (HBC) workers trained in frail care
- 99 care workers trained in child care modules
- 58 CBO management staff trained in management modules

Home Community Based Care (HCBC) Management Capacity Building Programme (2010 – 2013)

Starfish in partnership with the Department of Social Development (DSD) and the Canadian International Development Agency (CIDA) rolled out a management capacity building programme that targeted 16 community based organisations in the Ehlanzeni district, Mpumalanga.

Objectives
To improve the skills and knowledge of HCBC managers to better manage their organisations to provide quality services to children orphaned or made vulnerable.

Results
- 42 CBO management representatives trained in 11 management modules
- 3,469 children received health, child protection and educational services
- 519 mentoring visits conducted by Starfish

“...We are grateful to Starfish for helping us help such shining stars as Thabo to sing their song in this lifetime as they break cycles of poverty in their families.”
**PEPFAR (2010 – 2012)**

Starfish partnered with PACT under the PEPFAR grant to provide capacity building to 10 CBOs in the Eastern Cape.

**Objectives**

To train 100 child and youth care workers from 10 CBOs in partnership with the National Association of Child and Youth Care Workers.

**Achievements**

- 84 Care workers trained
- Over 5 000 OVC supported

**Some feedback from care workers**

“We have learnt how to intervene on the children’s behalf and how to approach the family ….”

“We have learnt that as a CCW you must love, respect and be trustworthy to children, as well as how to gain their trust…”

“We have learnt how to be self-aware, understanding your own emotions about a situation, being sensitive to families’ socio-economic status…”

“The Starfish programme made us better people than we were. I faced challenges but I saw that I am not alone and it gave me courage and made me realise that the challenges are there to make us bigger and better people. Thank you for giving us light in our lives. I’ll take with me the memories to be my sunshine after the rain.”

- Busi, Careworker
## Outcome indicators

<table>
<thead>
<tr>
<th>Ultimate Outcome</th>
<th>Children in South Africa are valued, protected and empowered to realise their dreams</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Intermediate Outcomes</strong></td>
<td><strong>Outcome 1:</strong> Strengthened ability of CBOs to provide services to children <strong>Outcome 2:</strong> Improved health and well-being of children</td>
</tr>
<tr>
<td><strong>Immediate Outcomes</strong></td>
<td><strong>Outcome 1.1</strong> CBOs are financially supported to provide services to children <strong>Outcome 1.2</strong> ECDs are better equipped to facilitate structured play for motor skills development, coordination and movement <strong>Outcome 1.3</strong> Improved skill and knowledge of careworkers to provide care to children <strong>Outcome 1.4</strong> Improved CBO management capacity in Finance and MER <strong>Outcome 2.1</strong> Children orphaned or made vulnerable are identified and receive support services <strong>Outcome 2.2</strong> Children receive nutritious meals <strong>Outcome 2.3</strong> Children know their HIV status <strong>Outcome 2.4</strong> Children have strengthened immunity against infections and diseases <strong>Outcome 2.5</strong> Children’s growth progress align to developmental milestones <strong>Outcome 2.6</strong> Children receive grants - financial aid <strong>Outcome 2.7</strong> Children are better equipped to attend school</td>
</tr>
<tr>
<td><strong>Programme activities</strong></td>
<td><strong>Outcome 1.1.1</strong> CBOs are assessed and approved for grant funding <strong>Outcome 1.2.1</strong> CBOs receive ECD kits, toys/book libraries <strong>Outcome 1.3.1</strong> CBOs are trained in the Integrated Management of Childhood Illnesses. <strong>Outcome 1.3.2</strong> CBOs receive Child and Youth Care Worker training through accredited training providers <strong>Outcome 1.4.1</strong> CBOs trained/coached in Finance &amp; MER <strong>Outcome 2.1.1</strong> Children are identified &amp; registered by CBOs <strong>Outcome 2.2.1</strong> Children receive a daily meal/food parcel <strong>Outcome 2.3.1</strong> Children are HIV counselled and tested <strong>Outcome 2.4.1</strong> Children are immunised as per the DoH guidelines <strong>Outcome 2.5.1</strong> Children’s height/weight is measured and assessed <strong>Outcome 2.6.1</strong> Grant applications are submitted for children requiring financial aid <strong>Outcome 2.7.1</strong> Children receive school uniforms/stationery. <strong>Outcome 2.7.2</strong> Children attend after school care programmes <strong>Outcome 2.7.3</strong> Children attend early childhood development centres</td>
</tr>
<tr>
<td><strong>Starfish Interventions</strong></td>
<td>Funding Material goods Training, mentoring, on-site coaching Developing institutional systems &amp; processes</td>
</tr>
</tbody>
</table>
## Footprint

**January 2014 - December 2014**

<table>
<thead>
<tr>
<th>No</th>
<th>Province</th>
<th>No. CBO</th>
<th>No. OVC</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Kwa-Zulu Natal</td>
<td>7</td>
<td>2,750</td>
</tr>
<tr>
<td>2</td>
<td>Eastern Cape</td>
<td>6</td>
<td>2,553</td>
</tr>
<tr>
<td>3</td>
<td>Gauteng</td>
<td>5</td>
<td>1,649</td>
</tr>
<tr>
<td>4</td>
<td>Mpumalanga</td>
<td>5</td>
<td>1,936</td>
</tr>
<tr>
<td>5</td>
<td>Limpopo</td>
<td>3</td>
<td>609</td>
</tr>
<tr>
<td>6</td>
<td>North West</td>
<td>2</td>
<td>981</td>
</tr>
<tr>
<td>7</td>
<td>Free State</td>
<td>5</td>
<td>1,379</td>
</tr>
<tr>
<td></td>
<td><strong>TOTAL</strong></td>
<td><strong>33</strong></td>
<td><strong>11,857</strong></td>
</tr>
</tbody>
</table>
Starfish highlights
January 2014 - December 2014

1. 11,857 children supported
2. 33 community based organisations supported
3. 4,340 children received daily meals
4. 2,382 children received food parcels
5. 307 children received school uniforms
6. 319 children received school stationery
7. 23 CBO representatives received finance training
8. Wellness Wagon launched
9. 14 Careworkers trained in the Integrated Management of Childhood Illnesses

Wellness Wagon launched
14 Careworkers trained in the Integrated Management of Childhood Illnesses
23 CBO representatives received finance training
307 children received school uniforms
319 children received school stationery
2,382 children received food parcels
4,340 children received daily meals
33 community based organisations supported
11,857 children supported
Fundraising

Starfish has diverse sources of funding accessed through corporate donations, trusts and foundations, international aid agencies and individual giving.

Income contribution 2014

Our lifestyle-friendly fundraising campaigns give individuals the opportunity to support the cause in ways that are easy, hassle-free and fun. Each campaign allows supporters to use their passion, talents and interests to raise support from their friends, family and colleagues.

“The Starfish camp made us feel like kings and queens, it gave us hope again to believe in ourselves once more. The programme transformed our lives in a big way.”

- Queen, Careworker
Greathearts

Our Greathearts continue to raise funds for Starfish by participating in various sporting initiatives.

Thanks to the Comrades Marathon - Amabeading charity and our 100 Greathearts who raised over R500K for Starfish this year. We look forward to 2015, the 90th Comrades Marathon, and invite you to “Be a Part of It - Bamba lqhasha”!

We are also grateful to the growing support base of cyclists taking to the road in the Cape Town Cycle Tour and Momentum 94.7 Cycle Challenge. Thank you and we hope you will spin-along with us again next year.

Dinner of Hope

Our Dinner of Hope campaign commemorates World AIDS Day - 1st December. This year celebrity supporters include ProVerb, Bruce Whitfield and Edith Venter who will each host their own dinners in support of Starfish.

Cook up a storm and invite your friends to a Dinner of Hope.

Secure my Future

Our individual giving campaign is supported by many people who donate to Starfish each month. We rely on this support as a sustainable income stream to continue our work. With up to 40% tax rebate this is an affordable way for individuals to support a cause close to their hearts.

Starfish is also supported by the MySchool Card, Smart Shopper and U-Count loyalty programmes.

Put YOUR voice behind the cause

Starfish is soon to release a new song - Get Together, which is a call to action for people to use their personal power as the key to love and transformation. The Starfish version is sung by a collection of South Africa’s leading artists, including our patron ProVerb.

This song will be available for download and all proceeds go to Starfish!
Recent events

Starfish swing at Nirox

Craft for change
Paint for change

World AIDS Day pin badges

You can make a difference in a small but meaningful way.

Order pin badges (R20 each) for your school or company and commemorate World AIDS Day with Starfish.

e-mail sainfo@starfish.za.org or call 082 771 3136
Jump on the wagon and support Starfish!
Get involved

**Dinner of Hope**

Host a dinner or cocktail party for a cause! One night of delicious food and great company will fill a child’s heart with hope. **Register your dinner at dinnerofhope.co.za**

**Culture 4 kids**

Let your creativity run wild. Invite your friends and host an art auction.

Your best artwork could be a painting, a bonsai or even a tower of cupcakes - your creations are all artworks!

**Greathearts**

**run | walk | swim | cycle**

We are searching for the spirit of the Greatheart, someone who wants to go the extra mile for a cause.

These people challenge themselves to raise funds for children who are left orphaned or vulnerable.

**Secure my future**

Make a once off or monthly contribution to help a child believe in tomorrow.

“For the very first time, we will be able to go to school in our uniforms and look just like the children who still have parents.”

- Lerato, age 10

**Donate R30**

SMS ‘Health’ to 42646
The team

Chief Executive Officer
Belinda te Riele

MER Manager
Melissa Chetty

Fundraising Manager
Lorin Edgar

Finance Manager
Elizabeth Fredrick

Administrator
Lindiwe Moyo

Programme Manager
Nqobile Shabalala

Programme Manager & Grant Writer
Emma Rutherford

Social Worker
Memory Ndonga

Finance Officer
Vathiswa Sigenu

Governance

Board of Directors

Chairperson
Shirly Zinn

Chief Executive Officer
Belinda te Riele

Non Executive Director
Jan Roesch

Non Executive Director
Sbu Manqele

Non Executive Director
Haroon Saloojee

Non Executive Director
Keith Wimble

Non Executive Director
Tanya Cohen

Non Executive Director
Chris Meyer
Financial overview from the Finance & Risk Committee

It pleases the finance committee of Starfish Greathearts Foundation to report that the financial outlook of the organisation has improved significantly, despite the economic challenges experienced by corporates and consumers in South Africa, together with a shift in global grant allocations. The operational reserves have improved to R2.2 million, from R1.2 million in 2013, on the back of significant cost reductions implemented, increased pro bono services received and reserving of unrestricted funding.

Funds earned decreased by 29% on prior year due primarily to re-imbursive grants which declined by 48% as a result of the close-out of the USAID and CIDA grants, combined with delays in the disbursement of the new NRASD grant. The decline was offset by a positive trend in fundraising activities in South Africa and internationally. Pro bono services were accounted for as revenue and a corresponding expense for the first time in 2014, making comparison of year-on-year expenses difficult. Excluding these anomalies, operating expenses decreased by 31% as summarised below.

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating expenditure</td>
<td>4 376 693</td>
<td>4 628 301</td>
</tr>
<tr>
<td>Less Pro bono services</td>
<td>-1 191 745</td>
<td>-</td>
</tr>
<tr>
<td>Comparable Expenses</td>
<td>3 184 948</td>
<td>4 628 301</td>
</tr>
</tbody>
</table>

Looking forward, Starfish has an established operational base to build on with all compliance and governance matters well under control. It offers the organisation the opportunity to address the strategic challenges alluded to before, by strengthening its internal fundraising capabilities from corporate and individual donors, in order to reduce dependency on global grants. This will enable Starfish to continue supporting all its community based organisations whilst increasing the visibility of the organisation and the key role it plays in South African society.
Independent auditor’s report

To the directors of Starfish Greathearts Foundation

We have audited the summarised financial statements of Starfish Greathearts Foundation, set out on pages 5 to 8, which comprise the statement of financial position as at 31 March 2014, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended.

Directors’ responsibility for the financial statements

The company’s directors are responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards and the requirements of the Companies Act of South Africa, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor’s responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.
Basis for qualified opinion

In common with similar organisations, it is not feasible for the company to institute accounting controls over cash collections from donations prior to initial entry of the collections in the accounting records. Accordingly, it was impracticable for us to extend our examination beyond the receipts actually recorded.

Qualified opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements present fairly, in all material respects, the financial position of Starfish Greathearts Foundation as at 31 March 2014, and its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards and the requirements of the Companies Act of South Africa.

Other reports required by the Companies Act

As part of our audit of the financial statements for the year ended 31 March 2014, we have read the Directors’ Report set out on page 3 for the purpose of identifying whether there are material inconsistencies between this report and the audited financial statements. This report is the responsibility of the respective preparers. Based on reading this report we have not identified material inconsistencies between this report and the audited financial statements. However, we have not audited these reports and accordingly do not express an opinion on this report.

Deloitte & Touche
Registered Auditor
Per: M. Ajoodha
Partner
September 30, 2014

“The content of the training was informative and on-point, and had a positive effect on how to run your organisational finances”
# Financials

**Starfish Greathearts Foundation**

**NON-PROFIT COMPANY**

2003/002865/08

**FINANCIAL POSITION 31 March 2014**

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-current assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>246 620</td>
<td>165 862</td>
</tr>
<tr>
<td>Current assets</td>
<td>4 944 960</td>
<td>5 838 158</td>
</tr>
<tr>
<td>Inventory</td>
<td>18 058</td>
<td>0</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>110 155</td>
<td>1 158 474</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>4 816 747</td>
<td>4 679 684</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>5 191 580</td>
<td>6 004 020</td>
</tr>
</tbody>
</table>

<p>| | | |
|                      |        |        |
| <strong>EQUITY AND RESERVES</strong> |    |        |
| Capital and reserves  | 2 700 826 | 2 703 977 |
| Accumulated funds     | 2 700 826 | 2 703 977 |
| Current liabilities   | 2 490 754 | 3 300 043 |
| Accounts payable      | 198 566  | 602 099 |
| Deferred revenue      | 2 292 188 | 2 697 944 |
| <strong>Total equity and reserves</strong> | 5 191 580 | 6 004 020 |</p>
<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Funds earned</td>
<td>16 235 696</td>
<td>24 024 540</td>
</tr>
<tr>
<td>Interest received (Bank)</td>
<td>75 840</td>
<td>57 783</td>
</tr>
<tr>
<td><strong>Total income</strong></td>
<td><strong>16 311 536</strong></td>
<td><strong>24 082 323</strong></td>
</tr>
<tr>
<td>Operating expenditure</td>
<td>(4 376 693)</td>
<td>(4 628 301)</td>
</tr>
<tr>
<td><strong>Net funds before project</strong></td>
<td><strong>11 934 843</strong></td>
<td><strong>19 454 022</strong></td>
</tr>
<tr>
<td>disbursements</td>
<td>(11 937 994)</td>
<td>(18 191 217)</td>
</tr>
<tr>
<td><strong>Net (Deficit)/ Income for the</strong></td>
<td><strong>(3 151)</strong></td>
<td><strong>1 262 805</strong></td>
</tr>
</tbody>
</table>
## Statement of Changes in Equity for the Year Ended 31 March 2014

<table>
<thead>
<tr>
<th></th>
<th>Accumulated Funds</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>R</td>
<td>R</td>
</tr>
<tr>
<td><strong>Balance as at 31 March 2012</strong></td>
<td>1 441 172</td>
<td>1 441 172</td>
</tr>
<tr>
<td>Net surplus for the year</td>
<td>1 262 805</td>
<td>1 262 805</td>
</tr>
<tr>
<td><strong>Balance as at 31 March 2013</strong></td>
<td>2 703 977</td>
<td>2 703 977</td>
</tr>
<tr>
<td>Net deficit for the year</td>
<td>(3 151)</td>
<td>(3 151)</td>
</tr>
<tr>
<td><strong>Balance as at 31 March 2014</strong></td>
<td>2 700 826</td>
<td>2 700 826</td>
</tr>
</tbody>
</table>

“Starfish is the only partner who teaches us (CBOs) how to improve, so we have better organisations.”
## Statement of Cash Flow for the Year Ended 31 March 2014

<table>
<thead>
<tr>
<th>CASH FLOW FROM OPERATIONS</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash received from events and donations</td>
<td>17 265 957</td>
<td>23 239 545</td>
</tr>
<tr>
<td>Cash paid to suppliers and employees</td>
<td>(5 140 557)</td>
<td>(5 032 515)</td>
</tr>
<tr>
<td>Projects approved and financed</td>
<td>(11 937 994)</td>
<td>(18 191 217)</td>
</tr>
<tr>
<td><strong>Cash generated from operations</strong></td>
<td><strong>187 406</strong></td>
<td><strong>15 813</strong></td>
</tr>
<tr>
<td>Interest received</td>
<td>75 840</td>
<td>57 783</td>
</tr>
<tr>
<td><strong>Net cash from operating activities</strong></td>
<td><strong>263 246</strong></td>
<td><strong>73 596</strong></td>
</tr>
</tbody>
</table>

## Cash Flow from Investing Activities

<table>
<thead>
<tr>
<th>CASH FLOW FROM INVESTING ACTIVITIES</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property, plant and equipment acquired</td>
<td>(177 972)</td>
<td>(200 983)</td>
</tr>
<tr>
<td>Proceeds on disposal of property, plant and equipment</td>
<td>51 789</td>
<td>90 182</td>
</tr>
<tr>
<td><strong>Net cash from investing activities</strong></td>
<td><strong>(126 183)</strong></td>
<td><strong>(110 801)</strong></td>
</tr>
<tr>
<td><strong>Net change in cash and cash equivalents</strong></td>
<td><strong>137 063</strong></td>
<td><strong>(37 205)</strong></td>
</tr>
<tr>
<td>Cash and cash equivalents - beginning of year</td>
<td>4 679 684</td>
<td>4 716 889</td>
</tr>
<tr>
<td><strong>Cash and cash equivalents end of year</strong></td>
<td><strong>4 816 747</strong></td>
<td><strong>4 679 684</strong></td>
</tr>
</tbody>
</table>
The Wellness Wagon in action
The gallery of fame

Stakeholders

National Action Committee for Children Affected by HIV and AIDS (NACCW)
NGO PULSE
South African National Aids Council (SANAC)
YEZINGANE Network
Eastern Cape Early Childhood Development Forum
Eastern Cape Health Coordination Forum
Eastern Cape Provincial Action Committee for Children Affected by HIV and AIDS

Donors

Aids and Child
Carrol Boyes
Comrades Marathon
Global Fund - NRASD
Group Risk Management Services
Investec
ITNA
Lloyds
Makro
My School Card
SA Underwriters
Selbys Productions
Steyn Family Trust
The IQ Business Group
Total Gaz

Pro Bono partners

ABSA
Avios
Deloitte and Touche
Ebony and Ivory
Newsclip
Schindlers Attorneys
Striata
Switch
Twiga Communications
Starfish stories

Lebogang’s Story

StarFish has helped me in more than one way, from food parcels to school, psychologically and emotionally. They’ve helped me understand who I am and what I want.

They have instilled confidence and hope in my life. I have so much to offer the world. I believe that my greatest gift is being able to appeal to many hearts. I speak to people’s heart and I encourage them, I make sure that I leave them waiting to change the world. My experiences have allowed me to empathise with other people, to be able to speak without judgment and to be patient with myself and other people. I am open to different kinds of people and they are therefore able to confide in me. (age 21)

Nombulelo’s Story

As orphan in KwaZakhele Township, with nowhere else to go, Nombulelo came to the Ubomi Obutsha Centre in 2002. Life at Ubomi was a turning point for her and for the first time she could dream and have hopes for her future. Thanks to the support she received at Ubomi, Nombulelo graduated school, found a job and moved out of the community. In recognition of the difference that Ubomi made in her life, Nombulelo returned to the centre on June 16th 2013 to get married.

She says; “I came back to the place where my life changed, to start the next exciting chapter of my life. This is a testimony to the impact that Ubomi had on my life.”