

Foundation for African Medicine & Education



2017 Annual Report

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2017 Board of Directors in the US

Frank Artress, President Karatu, Tanzania	Graham Pierce, Director Red Rock, Texas
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Craig Wainscott, Chairman Seattle, Washington	Katharine Crawford, Director Orinda, California



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A special thank you to Moon Lai Photography!

A message from Frank & Susan, Co-Founders

For nearly a decade, we have been working to “grow” and sustain a medical facility that is an integral and vital part of our community and region in rural Tanzania – a medical service that is dynamic and responsive to patient needs but also focused and intentional about what we do and where we go. In a setting where the needs will exceed the resources more often than not — where the usual safety nets simply do not exist, this is an enormous challenge. Thanks to YOU, our partners and friends, we were able to rise to the occasion again this year, filling an enormous gap in our district and region.



If we had to summarize 2017 in just a few words, those words would be *focus* and *future*. To ensure that FAME remains a vital organization going forward, our management team at FAME Medical, with the help of board members Graham Pierce and Frank Lee, began the year with a strategic planning process designed to guide our future development as an organization and hospital. The process was organized and facilitated by organization development consultant, Susanne (Susie) Rheault, and resulted in a “road map” if you will, for the next five years. We have tried to capture that road map in the following pages, detailing this year’s accomplishments across patient services and highlighting key strategic priority areas that will require greater attention and resources. While any strategic conversation involves establishing priorities and points of focus, it also entails dialogue around maintaining quality in existing domains of excellence. For us, this means insuring that our outpatient and general inpatient services withstand the test of time, reflect continuous quality improvement and are capable of responding to the most pressing needs of our community.

Recognizing the vital role our supporters and partners play in supporting the development of FAME’s work in Tanzania, our hope is that this report will not only capture an exciting year at FAME but also speak to the global collaboration that has inspired and informed FAME’s work from the beginning. As we work toward a sustained service that will continue to transform lives and healthcare delivery in our corner of Tanzania, we need your continued support more than ever. YOU have helped us reach where we are today. It is with YOU that we look forward to moving boldly into the future.

With Deepest Gratitude Always,

Frank & Susan

A message from new Board Member Katharine Crawford

There are people you meet in life that touch your heart and make an everlasting impact. And so it was with my senior year college roommate, Susan Gustafson. We were strangers, matched randomly and together for only ten short weeks, but I would always remember her calm demeanor, kindness and support (already demonstrating her aptitude as a psychologist) during my incredibly stressful sprint to graduation. Fast forward 27 years to a multi-page article in the Sunday edition of the San Francisco Chronicle about a couple who had travelled to Tanzania for a celebratory climbing adventure on Mt. Kilimanjaro. As a result of their life-altering experience on the mountain, this couple, Dr. Frank Artress and his wife, Susan Gustafson, co-founded the non-profit, Foundation for African Medicine and Education (FAME) and abandoned their comfortable existence in California to move to Tanzania and build a hospital. As I read the story, I immediately recognized that this was my extraordinary friend from college.



Since reuniting with Susan, meeting Dr. Frank, and learning about the organization, I have enjoyed supporting their efforts and watching FAME's remarkable growth. This past November I had the opportunity to spend time at FAME in Tanzania, and now truly appreciate all that it represents. I've had professional and personal exposure to some of the finest medical care facilities in the U.S., and can say without exaggeration, that proportionally, FAME rivals these institutions in terms of its community impact. The services available to FAME's patients are life-changing, not only in terms of personal health, but also through the positive impact on individuals' ability to work and support themselves and their families. Such empowerment helps to lift communities like the Karatu district out of poverty and allow its citizens to enjoy an improved quality of life. In the almost ten years since the opening of FAME Medical, it has created a new model of best practices and standards in Tanzanian healthcare, thereby dramatically and positively affecting the healthcare sector in Northern Tanzania.

It's important to note that sustainability and inclusivity are key goals of FAME's mission. The majority of the FAME team, from the medical personnel to the housekeepers, the administrators and the groundskeepers, are Tanzanian and fully committed to the future of this tremendous organization. Volunteer medical personnel from around the world cycle through FAME to teach and mentor in their specialties, pitch in with primary care and eagerly learn about medicine in a developing country. The volunteer medical professionals work side by side with the Tanzanian medical professionals, thus providing a mutually rewarding relationship of expertise and humanity.

When my friend Susan offered me the privilege of joining the FAME Board I couldn't imagine doing anything more meaningful at this point in my life. Many of us have unfulfilled philanthropic intent, and I can assure you that your support of FAME, at whatever capacity, will make a significant and invaluable difference in the life of someone you'll likely never meet, someone who lives in circumstances that are at times unfathomable and someone who is incredibly grateful for any access to healthcare and the opportunity to be healthy. Thank you for including FAME as a beneficiary of your generosity.

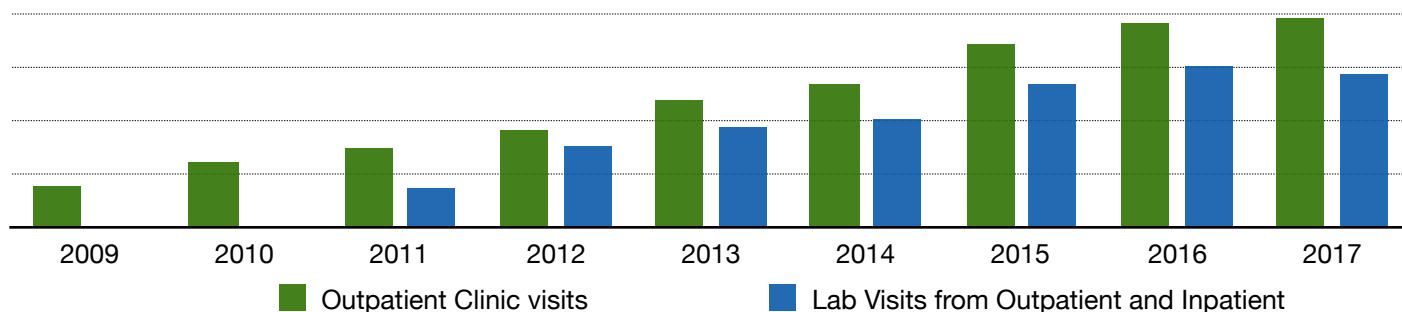
A handwritten signature in black ink, appearing to read 'Katharine Crawford'.

Maintaining Quality Across All Departments at FAME Medical

Outpatient Department

With government facilities in a position to provide only the most essential of services, and for-profit entities beyond the means and reach of the average person in our catchment, FAME Medical is filling an enormous gap. We are not only working to meet the primary healthcare needs of an entire community, we are continually striving to get better at what we do. We are also bringing key specialty services to patients who would otherwise die or suffer life-long disabilities. The unique role we play in our district was particularly evident this year with patients coming from further and further away for our outpatient and diagnostic services, our acute care and inpatient services, and our specialty clinics.

25,565 Outpatient Visits in 2017



Top 5 Diseases in Children Under Five

Acute Respiratory Infection & Pneumonia
Skin Infections
Diarrheal Disease
Urinary Tract Infection
Ear infection

Top 5 Diseases in Adults and Children Over Five

Acute Respiratory Infections
Hypertension
Gastrointestinal Disease
Urinary Tract Infection
Diabetes Mellitus

Diagnostic Services



Lab Tech, Mussa, drawing blood from patients

In 2017, FAME served nearly **18,646** patients in our lab – a 90% increase in patient lab visits from 2012. Our patient profile has remained fairly constant over the years and 2017 is no exception: 36% are women of childbearing age and 10% are children under age five.

Also, in 2017, FAME performed **168** blood transfusions, using blood from the zonal bank or from relatives who volunteered to give replacement units for their loved ones. Severely anemic patients, especially women who have had postpartum hemorrhaging, generated a large demand for blood this year – as did accident victims and patients requiring complex surgery.

18,646
Visits to our Laboratory



Angela at work in our lab

Radiology Department

1,388 X-rays
&
35 CT scans



Dr. Stephano Badyana w/ volunteer internist Dr. Katie Williams, reviewing an X-ray



Dr. Gabriel Kissima and volunteer surgeon, Dr. Jean Gillon, with burn patient

Top 5 Reasons for X-ray

Cough/Probable TB

Severe or Chronic Pain

Difficulty Breathing

Fall-related Injury

Injury from Motor Traffic Accident

This year was a particularly exciting one for our Radiology Department. We installed a system enabling us to store, organize and transmit our X-rays and CT scans digitally. Now our team can view and discuss X-ray and CT images from computer terminals on campus and collaborate with radiologists abroad to make complicated diagnoses!

Many thanks to eRad, Dr. Wells Martin, the Kansha Foundation and long-term volunteer extraordinaire, Dr. Ke Zhang, for making this possible!



Volunteer, Dr. Ke Zhang, installing eRad system

Inpatient Department

924 patients admitted to our General Ward

Of these, nearly 20% were under the age of five, most facing life threatening diseases

Top 3 Reasons for Admission in Under-Five Children

Pneumonia & Acute Respiratory infection
Diarrheal Disease
Anemia

Top 3 Reasons for Admission in Adults and Children Over the Age of Five

Gastrointestinal Disease
Hypertension
Diabetes Mellitus

Largely preventable and treatable diseases such as malaria, pneumonia and diarrhoea cause the death of 270 children under 5 years of age every day. There are wide socio-economic and geographical disparities in child mortality, largely due to inequities in access to, and use of, health services.

— Unicef Tanzania Maternal & Child Health Fact Sheet, 2017



Social Worker, Angel, addressing the needs of mother and her sick child in the ward

Specialty Clinics

1,867 patients served through specialty clinics



Women attending cervical cancer screening

Cervical Cancer Program

In 2017, FAME partnered with Prevention International: No Cervical Cancer (PINCC) to launch a multi-phase training program for select staff on the early detection of cervical cancer and treatment of precancerous cells using thermocautery and Loop Electrical Excision Therapy (LEEP). As a result of our social workers' community outreach, **1,015** women were screened over two training periods. Fifty-eight women were identified as having pre-cancerous lesions and were treated. Five women with suspected cervical cancer were referred to the Ocean Road Cancer Institute in Dar es Salaam – the

only specialized facility for cancer treatment in Tanzania. Like FAME, PINCC employs a capacity building approach. As a result, these services are now included and available through our RCH Clinic on a regular basis.

Healthy Heart Check-ups

In 2017, 300 primary school students were screened for rheumatic heart disease by volunteer cardiologist, Dr. Reed Shnider and Internist, Dr. Syed Nazeer Mahmood. Of these, 12 children met criteria for follow-up echocardiograms performed at FAME Medical. Children who are positive for this diagnosis are at risk for life threatening infections to the heart. For only 45 cents per month, this risk can be dramatically reduced with a monthly penicillin injection.

Neurology Program

In 2017, 552 patients were seen during our bi-annual neurology clinic. Many thanks to Dr. Michael Rubenstein for spearheading this program and partnering with the University of Pennsylvania Residence Program, the Hospital of the University of Pennsylvania (HUP) and Children's Hospital of Philadelphia (CHOP). Six residents participated in the program this year, bringing expertise in adult and pediatric neurology, movement disorders and epileptology. People with neurological conditions represent a very underserved population in Tanzania. Thus, we had patients coming from as far away as Dar es Salaam and Tanga for consults. In addition to clinic drop-in days, the neurology team, along with FAME staff, conducted a drop-in and follow-up clinic at previously identified low-resource dispensaries located in some of the most remote parts of the district.

For an inside look at our Neurology Program, read Dr. Thu Vu's reflections on her experience at FAME on the next page.

A Sense of Shared Mission by Dr. Thu Vu

Of the experiences I had in residency and the stories I tell over and over again, my time in Karatu is the one I reference the most. I cannot even truly enumerate all of the things that I learned there, which ranged from clinical skills and reasoning, to the business of medicine and public health. The rotation I spent there was truly formative in my style of practice, making me a better neurologist, teaching me the importance of healthcare quality and safety, and allowing me to contribute to social good through teaching and clinical care.

Learning to practice in a resource-limited environment was a test of clinical skills including physical exam, localization of lesion, triaging of problems and prioritization of testing. We could not simply rely on other experts or advanced diagnostic testing. For the patient with hand weakness that came in, with large burn scars covering his right arm, we were forced to think carefully and ascertain the localization of his lesion based on examination alone, without the assistance of imaging or EMG. In the realms of treatment, we had to consider the whole patient carefully, including the social context in which they lived, and tailor treatment accordingly — what is the distance this patient would need to travel to obtain their medications? Do they understand that they need to take this medication every day? Every patient came with a piece of critical thinking, rather than rote protocols to follow and panels to order.



Dr. Thu Vu, Dr Michael Rubenstein and Ali Mendelson

The frustrations of local healthcare delivery were educational as well. In an environment like this, it can be very easy to slip into a learned helplessness, an apathy of "well, we did what we could." I have been in other resource-limited areas of the world in which this is true, but not at FAME. FAME embodies the true spirit of quality improvement and patient safety initiatives, which is quite simply asking the question repeatedly, "What can we do better?" I felt that at FAME, I learned more about the best ways to approach healthcare quality and safety improvement from the ground up, and doing so in a cost-effective fashion. I think that these larger systemic initiatives in trying to deliver quality care to patients may have the most impact on the region, perhaps even more so than just seeing individual patients -- it sets a standard for the area which other local hospitals will try to emulate in order to compete.

Seeing patients in this way, carefully considering each case one-by-one, and maximizing resources to do the most good for each patient, enabled us to feel like we were truly doing the best we could for each patient. Often times in residency, one can lose a sense of personal accomplishment -- there is always another consult to see, another call night, another rotation. However, at FAME, the mission of education and patient care, put into perspective by our medical leaders Dr. Rubenstein and Dr. Artress, made all of us who went feel like we had truly done good in the world, that we had made a difference in the lives of the people living in and around Karatu, and made a difference in the lives of the staff working there. That sense of shared mission is clearly evident in everyone there, and it renewed my sense of hope and ambition in my chosen profession. If there is a solution to residency burnout, this feels like one of them.

Global health opportunities were one of the reasons I chose to train at Penn, and my time at FAME with Dr. Rubenstein and Dr. Becker went above and beyond my expectations. What FAME has been able to accomplish in its community has been nothing less than remarkable, and the visiting resident rotation is a program that I feel strongly should be nurtured and expanded as we continue to serve that community and build up a standard for neurologic care in such areas.

Moving Boldly Into The Future

Strategic Priorities 2017-2022



In order for us to maintain quality of care at FAME Medical, we strive to be very intentional about where we can be of the greatest service. As a learning organization, we are committed to maintaining and improving upon what we already do well — those programs and services that are fundamental to FAME's mission. However, we also recognize that we cannot excel at everything. In order to get clarity around our potential for impact going forward, we embarked on a strategic planning process early this year. The following six Strategic Priorities emerged, representing the key areas where we are putting our focus, energy and resources now and over the next five years.

- Maternal & Child Health
- General Surgery
- Education & Capacity Building
- Continuous Quality Improvement
- Organizational Sustainability
- Financial Sustainability

In the following pages, we will try to capture and illustrate the progress we made in each of these six areas in 2017.

Maternal & Child Health At FAME Medical

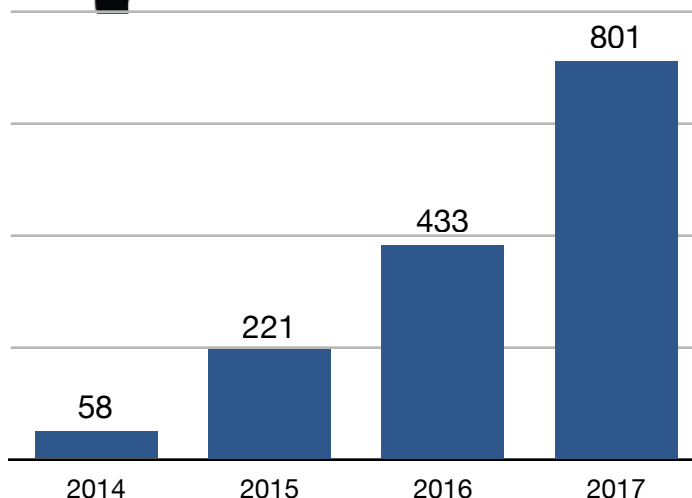
“Only 24 percent of Tanzanian women begin prenatal care before the fourth month of pregnancy, and 26 percent do not seek care until at least the sixth month of pregnancy.”

Prenatal Program

Making every effort to insure a healthy pregnancy for the women we serve, FAME continues to offer women four prenatal visits, two ultrasounds, essential lab tests, prenatal vitamins, relevant health education and any necessary treatment during pregnancy, all for just \$2.20. In 2017, we had **801** new enrollees to this program, an 85 percent increase over 2016. Of these, 18 percent came from outside our district.



Prenatal Program Enrollees



Nurse Joyce doing a routine baby check in RCH Clinic

Newborn Care & Under-Five Vaccination Program

Making every effort to insure a healthy pregnancy for the women we serve

173 new enrollees
a 19% increase over 2016

Family Planning Program

357 new enrollees
a 95% increase over 2016.

The top three preferred methods of contraception include the implant, the IUD and injectable (Depo).



Nurse Digna, conducting an education session with new mothers

Maternal & Child Health At FAME Medical



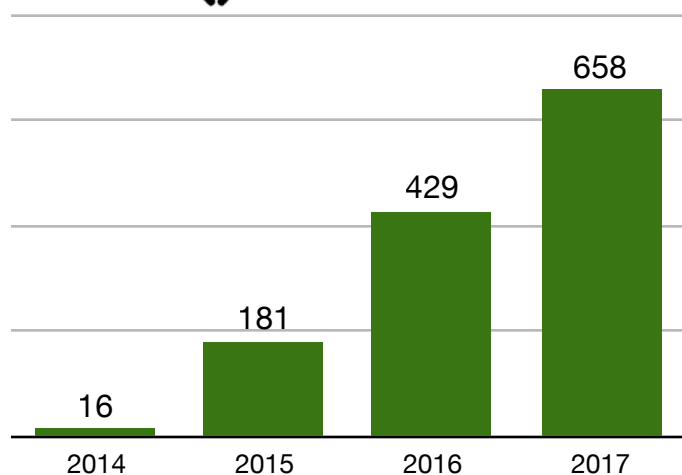
Labor & Delivery Services

Community response to our Labor & Delivery service this year speaks volumes about the need for quality obstetric care, particularly emergency obstetric care, in our district and region. Given the grim statistics for pregnant women and newborns in rural Tanzania, we are very excited about the growth of this program.

Our team delivered **658** babies in 2017, including 10 sets of twins — a 53 percent increase over 2016. Of these, 243 were C-sections.



Deliveries



Statistics like these speak to why Maternal and Child Health is a strategic priority area for FAME. The situation is urgent. But with your help, FAME is making a difference for the women and families in our community!

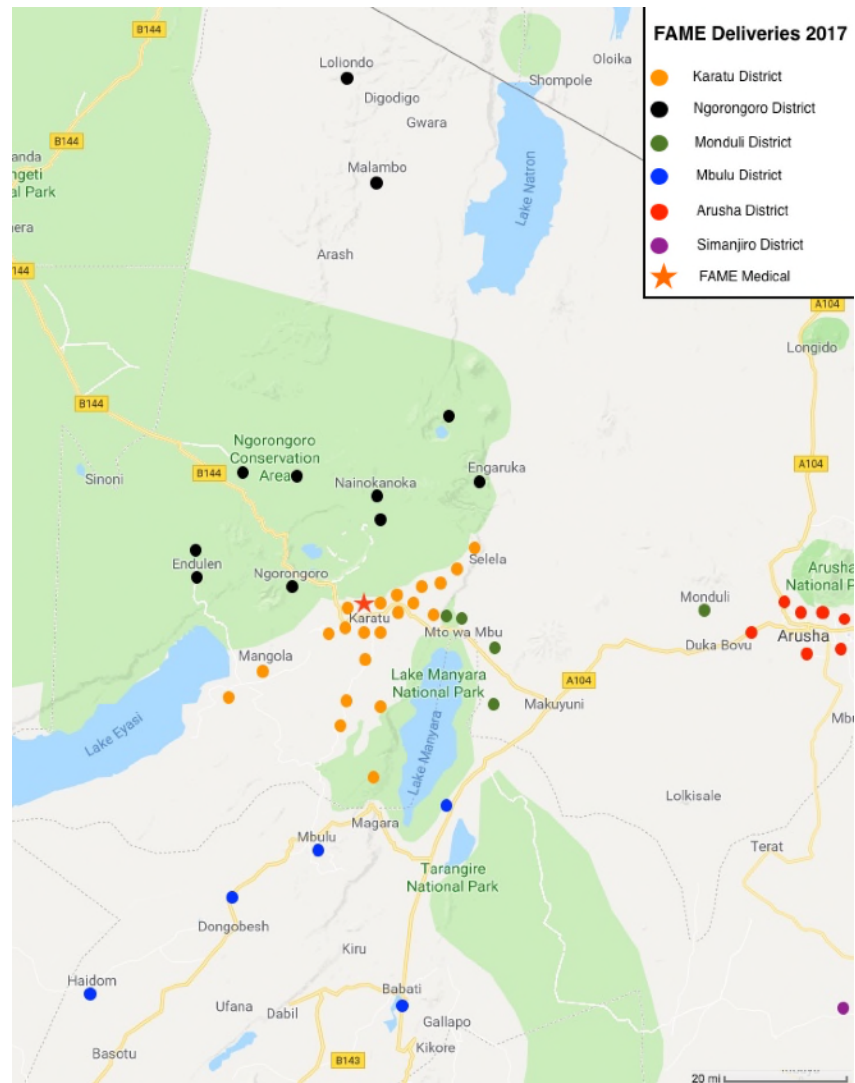
"In Tanzania, a woman dies every hour of every day from complications of pregnancy and childbirth."

"Approximately 39,000 newborns die each year before they reach the age of one month, and one-third of these die the first day of birth."

A New Maternity Center for FAME Medical

In 2017, not only did our deliveries grow by double digits, we extended our geographical reach. A full 26 percent of women delivering at FAME this year came from outside our district, traveling as far as 174 miles over unpaved roads to reach us. This is due, in part, to the obstetric emergency services we provide, including safe staffing levels, blood transfusion and surgical capabilities.

“Tanzania has one of the highest maternal mortality rates globally, with an estimated Maternal Mortality Ratio of 556 per 100,000 live births.”



Map showing villages from which women are traveling to deliver at FAME Medical



Construction of new Maternity Center underway

Recognizing the enormous needs our pregnant women are facing in the district and region, and the space constraints we are facing in the current Labor Ward, five very special people came forward this year to fund a new and expanded Maternity Center at FAME Medical.

Our heartfelt thanks to **Don and Ruth James, John Larsen and Gale Picker, and Marshal Merriam!**

Construction is well underway. Scheduled to open in 2019, this new space will take us from our current space of 9 beds and 2 delivery rooms to 24 beds with 4 delivery rooms!

General Surgery at FAME Medical

“Every year, 17 million people in low and middle-income countries lose their lives to surgically treatable conditions, such as appendicitis, bowel obstructions, burns and obstructed labor.”

Nearly 20 percent of deaths in Tanzania are the result of diseases that can be treated with surgery. It is with this in mind, that we included General Surgery as a Strategic Priority area upon which to focus our energy and resources.

With critical infrastructure now in place and a team ready to build and broaden their skills, FAME is poised to expand its surgery program, thereby filling an enormous gap in in our district and region.

376 major surgeries

Of these, **243** were C-sections

1,710 minor procedures

Of these, **78%** involved wound or burn care.



Dr. Lisso and Dr. Msuya performing surgery



Nurses transporting a patient for emergency surgery

Building Partnerships

Since late 2017, we have been exploring potential partnerships with surgical training institutions in the US and Europe – a process that has led to ongoing discussions with the Creighton University Global Surgery Fellowship Program. Our goal is to host a long-term General Surgeon/Fellow charged with taking our team to the next level of surgical expertise.

Our aim is to expand our capacity for time-sensitive, general surgical emergencies, as well as elective surgeries that can prevent life-long disabilities.

Infrastructure In Support of Development



New water storage tanks adjacent to FAME Lab



Our new incinerator

Growth in programs and services in a growing hospital setting like ours invariably puts pressure on critical infrastructure. Thanks to long-time partner, *Marshal Merriam*, we were able to complete three 100,000 liter water storage tanks at FAME this year. We are very grateful to supporters, *Gary and Jo Butler* as well —for their very generous pledge to fund a second borehole for FAME. This will enable us to keep pace with our growing water needs and provide important insulation should our only other ground water source ever become compromised.

We also built a higher capacity, hotter burning incinerator to safely deal with increases in medical waste.

Many thanks to multi-talented volunteer, *Nancy Allard*, for her enormous help in bringing these projects to completion while at the same time working with our Facilities Manager and construction team to build the new maternity center and new volunteer duplex! Nancy's extraordinary dedication and work ethic keep major projects like these focused and on schedule.



Housekeepers Yustina and Suzana carrying laundry from the labor ward

Education & Training (Capacity Building) &

Continuous Quality Improvement (CQI) IN 2017

As we do our best to maintain a high quality of care across departments AND intensify our efforts on the maternal and child health and general surgery fronts, we look forward to injecting even more energy into our capacity building efforts. Likewise, we will need to build up quality assurance systems that ensure a standard of care that is evidence-based and contributes to continuity of care regardless of the FAME provider. For this reason, Education and Training and CQI were introduced as Strategic Priorities three and four this year. Our culture of life-long learning and our medical volunteer program uniquely position FAME to provide on-campus multi-day trainings relevant to the most pressing needs of our patients. In 2017, we conducted intensive trainings in emergency obstetrical and newborn care, while at the same time utilizing our volunteers to conduct teaching sessions focused on their areas of specialty. We hosted 61 volunteers from a wide variety of professional backgrounds. Of these, 37 were specialist doctors and nurses from overseas medical communities.



ALSO training in action with Dr. Pendo Mlay

- ◆ **21** nurses participated in simulations and scenario-based education focused on a review of Chronic Obstructive Pulmonary Disease (COPD) and cardiac care resuscitation.
- ◆ **15** nurses completed a 2-day training on caring for terminally ill patients.

Trainings in 2017

- ◆ **16** nurses completed training in Helping Babies Breathe, bringing the total number of nurses trained to 44.
- ◆ **6** doctors and nurses completed training in Advance Life Support in Obstetrics (ALSO), bringing our total trained to 34. Three government healthcare providers joined us for this training.



Volunteer Dr. Stephanie Garbern running training simulations

Volunteer Program

With the help of Volunteer Coordinator, Alex Girard, FAME exceeded the number of volunteers ever hosted in a single year at FAME. In all, 61 volunteers shared their time, energy and expertise with us on the ground in Tanzania this year. Of these, 37 were specialist doctors and nurses from overseas medical communities. Our panel of on-line consultants had another very active year as well, stepping up to the plate again and again to help our clinical team deal with complicated cases. We are grateful.



Volunteer Dr. Syed Nazeer Mahmood doing a heart check up

Many Thanks to our 2017 Visiting Volunteers

Verena Moreno, MD, Pediatrics
Katie Williams, MD, Internal Medicine
Jean Gillon, MD, Surgery
Sue Orloff, MD, Surgery
Susan Schaefer, MD, Ob-Gyn
Stephanie Garbern, MD, Emergency Medicine
Elleson Schurtz, MD, Surgery
Michael Rubenstein, MD, Neurology
Nan Lin, MD, Pediatric Neurology
Jamie Podell, MD, Neurology
Chris Perone, MD, Neurology
Abby Owens, Nurse Practitioner
Brad Snyder, Nurse Practitioner
Liam Carroll, MD, General Medicine
Mary Ann Zetes, MD, Pediatrics
Barb Dehn, Nurse Practitioner
Carolyn Apple, MD, Emergency Medicine
Loie Sauer, MD, Surgery
Virginia Hanson, MD, Ob-Gyn
Melissa Miskell, MD, Ob-Gyn
Karin Petersen, MD, Family Medicine
Jim MacTavish, MD, Emergency Medicine
Nicola Barnshaw, Non-Medical Program Support
Rebecca Barnshaw, Non-Medical Program Support
Noa Weinstein, Non-Medical Program Support
Keith Donald, MD, Surgery
Elyse Donald, MD, Internal Medicine
Olivia Herrington, Non-Medical Program Support
Emma Duge, Non-Medical Program Support
Kathy Vance, Registered Nurse
Howard Silk, MD, Pediatrics
Paul Weinberg, MD, Pulmonology

Margreete Johnston, MD, Pediatrics
Lindsey Gikas, Registered Nurse
Sara Fridinger, MD, Pediatric Neurology
Neena Cherayil, MD, Neurology
Becky Brown, Non-Medical Program Support
Blair Andrew, MD, Radiology
David Morris, MD, Ph.D., Diabetes Specialist
Diane Wilson, Non-Medical Program Support
Katharine Crawford, Non-Medical Program Support
Rachel Hartline, MD, Family Medicine
Rebecca Pfaff, MD, Family Medicine
Reed Shnider, MD, Cardiology
Sara Cochrane, MD, Ob-Gyn
Syed Nazeer Mahmood, MD, Internist
Ke Zhang, Ph.D, IT Infrastructure Support
Jeanne Artress, Accounting
Duane Koenig, MD, Surgery
Nancy Allard, RN/Architect
Joyce Cuff, Ph.D., Laboratory Support
Terry Cuff, Non-Medical Program Support
Alex Girard, Volunteer Coordinator
Aisling Casey, Biomedical Engineering
Sarah Feng, Biomedical Engineering
Karen Sundin, Non-Medical Program Support
Erhard Kiffner, MD, Surgery
Glen Gaulton, Ph.D., Infectious Disease



Wrapping up work on the new volunteer duplex

Our heartfelt thanks to Dr. Ron and Patsy Lowry for providing much needed housing for our growing volunteer contingent!

Our new long-term volunteer duplex, the Wingo-Lowry House, is nearly complete!

Organizational & Financial Sustainability

FAME strives to provide communities in the Northern Highlands of Tanzania with a unique healthcare experience – one that is comprehensive, dynamic and responsive to our patients' needs. FAME has experienced tremendous growth over the years, especially since 2015 – the first full year of our Maternal and Neonatal Health program and Reproductive and Child Health services. To meet this challenge head on, FAME launched a strategic planning process in early 2017. This resulted in us hiring our very first US-based staffer, Director of Global Partnerships, Roanne Edwards, who partnered with our Executive Team to roll out a multi-year Strategic Plan specifically for Fundraising and Communications.

Key to our Strategic and Fundraising plans is safeguarding FAME's operational and financial sustainability well into the future. In order to maintain quality services and maximize our social impact, we are continuing to hone our operations model in

Tanzania. This includes a fee for service model that is inclusive AND covers over 20 percent of FAME's annual hospital operating costs. We are also pursuing funding strategies that will allow us to raise the essential core funds we need to expand our priority programs and organizational capacity. This will require continued investments in highly



Dr. Assenga busy at work in the Ward

qualified staff, training and education, internal systems, and monitoring and evaluation of programs. Ultimately, we seek to ensure that FAME remains as strong as ever, especially as we hit new heights in growth and prepare to open a maternity center in March 2019. With a more robust and diversified funding base, FAME will be even better positioned to respond to future challenges inherent in operating a world-class hospital in rural Tanzania.



Receptionist Mary registering outpatients

Fundraising 2017



Susan with Elaine Penner & Kandi Hawkins at event in Beatrice, NE

2017 was another exciting year on the fundraising front, with FAME founders, Frank and Susan traveling to the US twice this year and individuals stepping up to host events during both their fall and spring visits. Our deepest gratitude to the following individuals and couples for being there when we needed you!

Graham Pierce & Karen Knight, Austin, TX

Jeanne Artress, Redding, CA

Marie Nicholson, Rita Rossman & Mike Schoonover, Escalon, CA

Bill & Harriet Harris, Newport Beach, CA

David & Beth Finch, Afton, MN

Drs. Mark La Rose and Monica Norwick, Waconia, MN

Peter & Katie Mondavi and David & Lisa Meaney, San Francisco, CA

Dr. Duane and Vi Koenig, Beatrice, NE

Frank Lee & Carol Hall, Chestnut Hill, MA

David & Jeanie Steinmetz, Wyckoff, NJ

Leila Kight, Miami Beach, Florida

Tara Greenberg, Portland, ME

Ken Simonson & Jan Solomon, Washington, DC

IZUMI Foundation and Eaton Vance Investment Counsel, Boston, MA

Thanks to Christy Turlington Burns and our very special partnership with Every Mother Counts, our Maternal Health Program received wonderful exposure in an ABC Nightline piece that aired in June of 2017.

If you missed it, you can still check it out by going to our website.

We are grateful to Christy and Every Mother Counts for their continued support and for giving us the opportunity to share FAME's work with others as Christy raises awareness about maternal health around the world.



Frank and Susan with Christy during FAME visit

Our Supporters Making It All Possible

We are always in awe of our loyal **INDIVIDUAL** donors and friends, of which we had **810** this year. By stepping up again and again to help, you are making FAME's work possible in rural Tanzania. It takes an entire community to build a clinic and hospital like FAME Medical. The impact of your cumulative giving has allowed us to hire dedicated and talented healthcare workers and build the infrastructure necessary to deliver on lasting social change. Simply put, you have enabled us to reach where we are today and we are grateful!

And to our foundation and principal partners, we appreciate your enormous commitment to FAME's mission. In a funding environment characterized by a high level of competition and scarce resources, you have played an invaluable role in helping FAME in many ways to transform our community's experience of healthcare. And we have done our very best to deploy these precious resources wisely by placing a premium on transparency, governance and results. For providing invaluable grant support and being our partners in mission, we offer our deepest gratitude to the following:



Frank, Susan and Roanne with Izumi Team at Boston event.

Izumi Foundation
Segal Family Foundation
Every Mother Counts
T&J Meyer Family Foundation
Friends of FAME Netherlands
Kansha Foundation
Marcy Gringlas and Joel Greenberg
via Seed the Dream Foundation
Cowan Slavin Foundation
DeMund Private Family Foundation

Marshal Merriam
John Larsen and Gale Picker
Don and Ruth James
Bill and Harriet Harris
Bob and Sarah Gould
Dr. Duane and Vi Koenig
Dr. Carolyn Apple
Prudence Hay
Frank Lee and Carol Hall
Stephen and Lizabeth Raynes

Many thanks also to those of you who donated critical medical supplies this year. And to our dedicated staff at FAME Medical, who inspire us every single day with their dedication, hard work and compassion.

Finally, we would like to acknowledge the Tanzanian Ministry of Health, Community Development, Gender, Elderly & Children and their Regional and District Representatives for continuing to support our efforts in the District of Karatu.

Financial Report & Summary

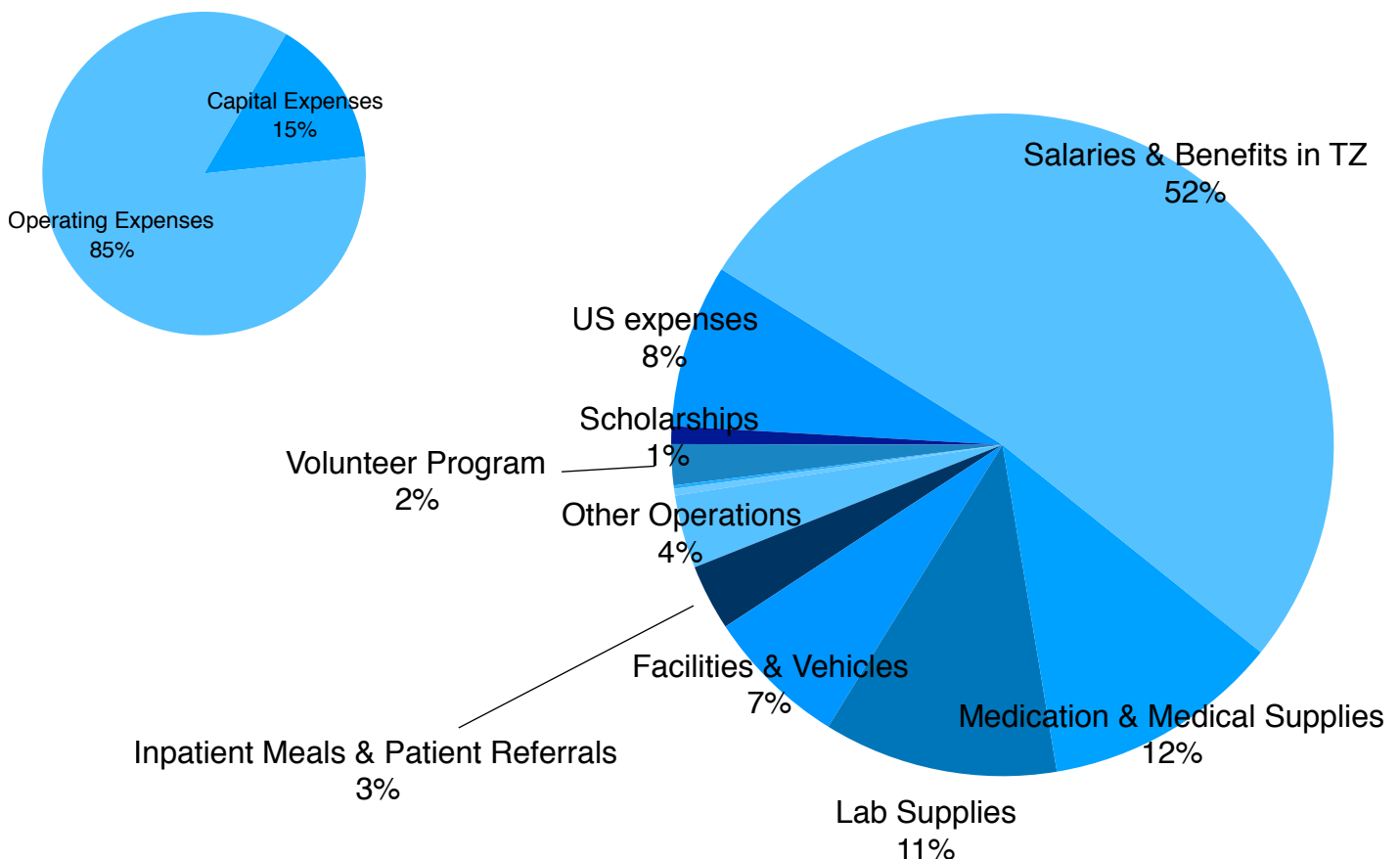
Statement of Operations

Revenues for FAME US for the year ending December 31, 2017, totaled \$1,650,773. Of this, contributions of \$1,177,618 were received from 810 donors. Grants totaled \$422,000 from five foundations. Volunteer Program Fees to offset program costs in Tanzania totaled \$42,966. Interest income for the year was \$8,189.

FAME (Tanzania) was successful in fundraising as well, receiving \$8,688 in unrestricted donations and \$147,309 for our new maternity center. Patient fee income from the outpatient clinic and inpatient facility increased from \$350,037 in the prior year to \$378,550 in 2017, an increase of 8%. Patient fees for service covered 21% of the operating costs at FAME Medical with donor support covering the other 79%. Sale of our used generators brought in \$12,045 and interest income for the year was \$81. The total amount that FAME (Tanzania) raised was \$546,673.

Operating expenditures for FAME (USA) and FAME (Tanzania) combined were \$1,989,573. Of this, fundraising expenses and administrative costs were 5.8%, while salary & benefits, medications, medical supplies and lab supplies combined accounted for 75% of all operating expenses.

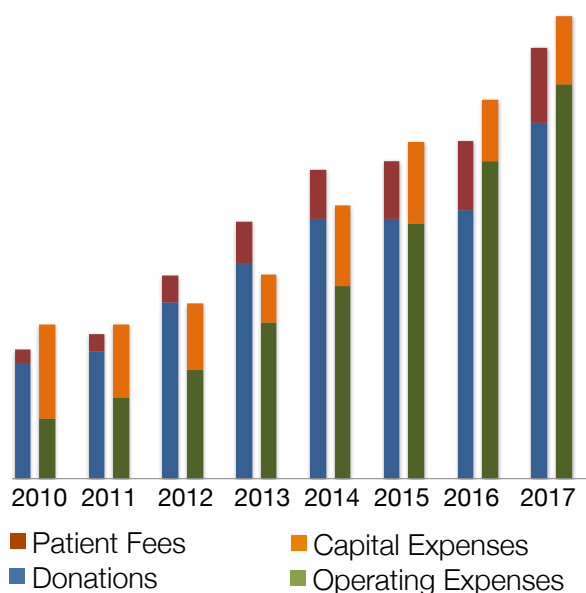
Total capital expenditures for the year were \$350,269. This represents 15% of total expenditures and mainly went towards the maternity center, long-term volunteer housing, medical equipment, electrical infrastructure and our Filemaker custom medical records system.



Financial Summary 2017

Statement of Activities for FAME US and FAME Tanzania

FAME's financial growth in the last nine years



Support and Revenue

Donations by designation received in the US

Unrestricted	851,259
Grants	422,000
Maternity Wing	150,000
Maternal Health	3,581
Well Drilling	20,000
Patient Referral/Special Care	6,500
Volunteer Housing	95,810
Medical Equipment	3,100
Scholarship	17,625
Cervical Cancer	7,593
Neurology	7,750
Sponsored Consultants in Tanzania	14,400

Total Donations at FAME US 1,599,618

Donations by designation received in TZ

Unrestricted	8,688
Maternity Wing	147,309

Total Donations at FAME TZ 155,997

Other Revenue

Patient Fees for Service in Tanzania	378,550
Volunteer Program Fees	42,966
Sale of used generators	12,045
Interest at FAME TZ	81
Interest at FAME US	8,189
Total Other Revenue	441,831

Total Income for FAME US & TZ 2,197,446

Operations Expenses

Tanzania

Salaries & Benefits	1,030,457
Medications & Medical Supplies	229,683
Lab Supplies	228,297
Facilities & Vehicles	138,198
Inpatient Meals & Patient Referrals	64,149
Other Operations	72,279
Program Support	6,680
Continuing Education	3,266
Volunteer Program	39,746
Scholarships	17,403

Total Expenses TZ 1,830,158

US

Program Support for TZ	44,072
Administration	11,558
Fundraising Expenses/Travel	34,372
Salaries & Benefits	69,413

Total Expenses US 159,415

Total Operating Expenses 1,989,573

Capital Expenditure

Maternity Center	135,719
Volunteer Housing	57,960
RCH Building	10,369
Water System	27,609
Electrical Infrastructure	40,170
Medical Equipment	30,443
Incinerator	6,821
Filemaker Customization Software	23,909
Car	6,984
Other	10,285

Total Capital Expenses 350,269

Total Expenses for FAME US & TZ 2,339,842

Statement of Financial Position for FAME US

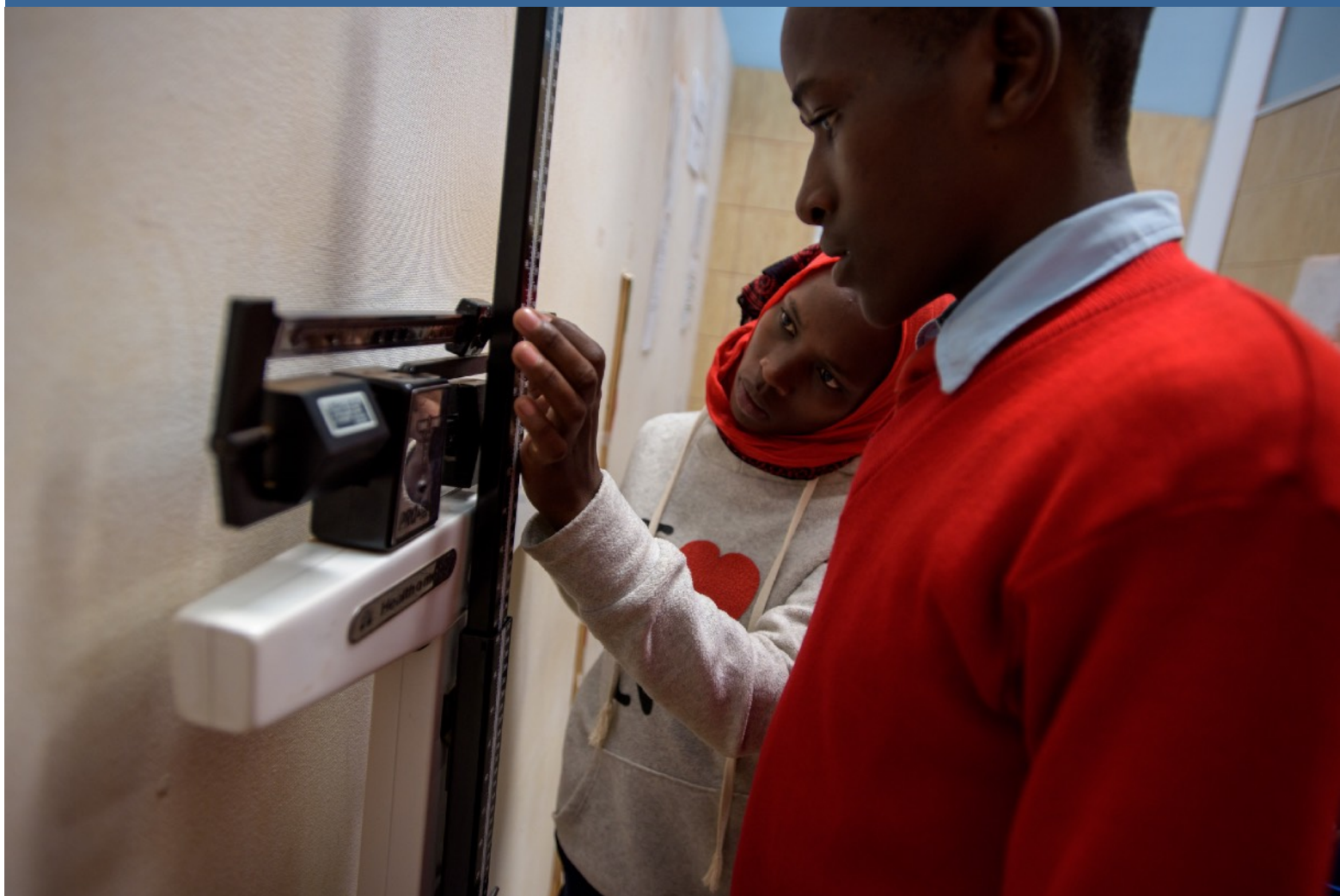
Assets	1,039,338
Total Assets	1,039,338
Unrestricted Assets	496,330
Designated Funds	543,008
Total Net Assets/Fund Balance	1,039,338

Total Net Assets 1,039,338

*All numbers are in US Dollars and an average exchange rate of 2235 TShillings was used for expenditures in Tanzania



Foundation for African Medicine & Education



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