

ANNUAL REPORT

20
22



CONTENTS

FOREWORD	3
ABOUT US	4
IMPACT	5
TEAM	6
REACH	8
OUR STORY	10
CATALOG	12
2022 MILESTONES	16
VOLUNTEER PROGRAM	18
LOOKING FORWARD	19
FINANCES	20
PARTNERS	22
AKNOWLEDGEMENTS	24

FOREWORD

Dear partners, stakeholders, customers, and friends,

Looking back on our first full year of operation, I realize that the better part of this letter will be expressing gratitude. This was a year of huge growth for our team, production, reach, and impact, and it was possible only because of a network of generous and committed partners.

In 2018, when Eamon, Sudi, and I built our first prototype wheelchair, I believed that it was possible to create something much bigger, which would help change the nature of the assistive tech industry in East Africa and help move us toward a truly accessible and inclusive society. This year, we made our biggest steps ever toward that vision.

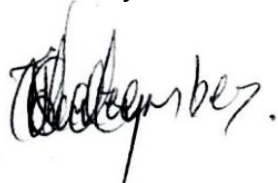
This year I was thankful for the opportunity to for the first time revisit people who had been using our devices for a year or more. It was an opportunity to learn how we can improve our devices in future iterations and also a chance to hear amazing stories about the impact our current devices have had on their lives and their families.

I was thankful to visit the United States for the first time this year as part of the Mandela Washington Fellowship, where I spent six weeks with a cohort of young Africans learning about effective entrepreneurship and activism. I also attended an assistive technology conference, in the United States this year, where my eyes were opened to a broader set of possibilities than I had previously imagined. It's thanks to the US state department, the Segal Family Foundation, the Closing the Gap Conference, and my friends and family that I was able to go on these journeys, and the lessons I brought back will guide Kyaro into the new year.

I would like to thank all our partners and stakeholders whose collaboration has enabled us to reach and impact more people with disabilities. Special thanks to Segal Family Foundation, Child Support Tanzania, Authentic Clay, Li-TAFO, The Desk and Chair Foundation, Sibusiso Foundation, Karagwe Community Based Rehabilitation Programmes, Songambe Initiative, PLDF, and each and every person we have worked with in 2022.

My deepest gratitude to my whole team: Eamon, Elibariki, Landelin, Magdalena, Malika, Milka, Nelson, Nepomuseni, Richard, and Sudi for the dedication and creativity it has taken to build our organization. I would like to extend this gratitude as well to all our friends and families who have always been supportive of Kyaro and of us.

Sincerely,



Colman Ndetemba
Co-Founder and CEO

ABOUT US

Kyaro Assistive Tech is a Tanzanian NGO that designs, manufactures, and delivers assistive devices to individuals with disabilities in East Africa.

Our mission is to make assistive devices that are **affordable**, **appropriate**, and **appealing** so our users feel confident using, and are proud to own their devices.

Assistive devices are tools that allow people to access not only physical spaces, but social spaces as well. The right assistive device can help someone move freely, join local communities, and access public services. For many, it can have a transformative impact on their quality of life.



Unfortunately, assistive devices are difficult to find in many parts of East Africa, and those that are available are designed in wealthy countries to fit different needs. The common disabilities, budgets, environments, and architecture in East Africa require different types of devices that no one has designed. We are changing that. We design assistive devices in collaboration with users to ensure that they meet their needs.

Ultimately, we want people to have the autonomy to take control of their lives, the dignity and confidence to engage with the world, and the community support they need to pursue their long-term goals.



IMPACT

Thanks to an outpouring of philanthropic support and a series of large orders from other nonprofit organizations, we were able to scale our impact far beyond our expectations for 2022.



\$134,000

ANNUAL BUDGET

up from \$23,000 last year



216 WHEELCHAIRS

DELIVERED

up from 36 last year



10 TEAM

MEMBERS

up from 5 last year



4 NEW

VOLUNTEERS

up from 2 last year

TEAM



Colman Ndetembea
CO-FOUNDER & CEO

While he was still studying engineering at Mbeya University of Science and Technology, Colman began designing Kyaro's first product—the multipurpose wheelchair. When he graduated in 2019, he began working on Kyaro full time, and within a year had opened our first workshop in Arusha.



Eamon O'Brien
CO-FOUNDER & COO

Eamon worked with Colman on the first iterations of Kyaro's multipurpose wheelchair in 2018, while studying at Olin College of Engineering. Today, he continues to oversee the design of new devices and manages Kyaro's volunteer program and American partnerships.



Sudi Muli
CHIEF CLINICAL CONSULTANT

Sudi has been an occupational therapist for over 10 years. Kyaro is an expression of his lifelong dream to start a company that could bring quality assistive devices to his patients' communities. He believes that innovative assistive devices will drastically improve therapy, rehabilitation, and accessibility for people with disabilities.



Malika Pyarali

HEAD OF COMMUNICATIONS

Nelson was the first person brought in when Kyaro was founded, and made our first few orders by hand. Now, he oversees a team of four other technicians. After being exposed to the field of assistive devices, he is excited to use his skills in metal and woodwork to help his community.



Nelson Imenuel

CHIEF TECHNICIAN



Magdalena Simba

CHIEF TAILOR

Milka joined the Kyaro team in early 2022, and manages Kyaro administration & financial activities. She also acts as a workshop manager and is responsible for managing workshop activities in collaboration with the technicians and tailor.

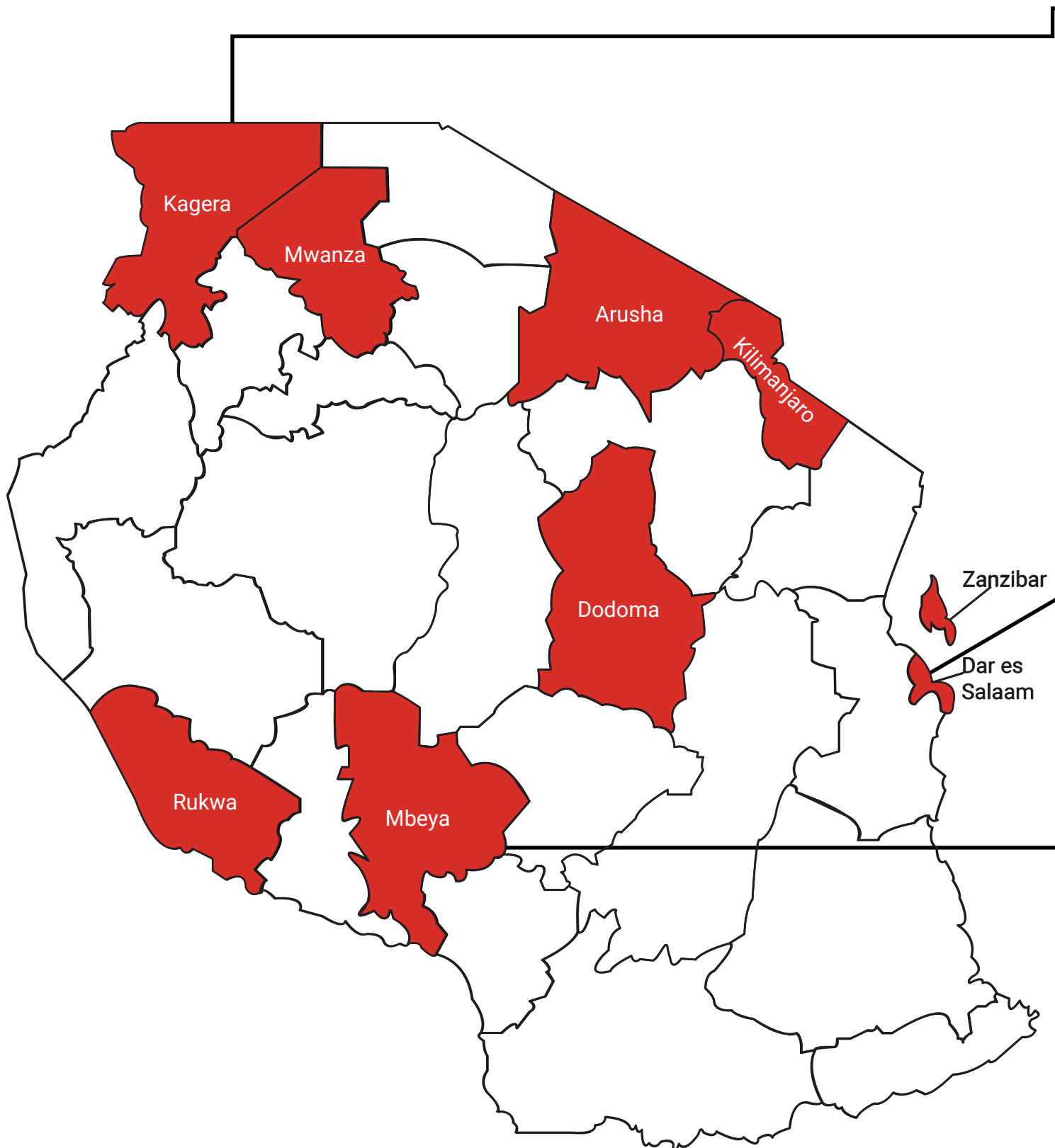


Milka Peter Merick

FINANCE OFFICER

REACH

So far, we have delivered over 300 devices across 9 regions in Tanzania. Here are a few stories from around the country.





At the age of 11, Aiden was bitten by a snake and, due to delayed treatment, had to have both of his legs amputated. For some time, his only means of mobility was crawling. However, with the help of a new wheelchair, local leaders worked with his family to get him back into school.



Tunsume was one of the first people we ever delivered devices to. In 2021, her family purchased a wheelchair and gait trainer from us. Up until that point, her father had carried her to and from school each day, but now Tunsume rolls there in style. Upon revisiting her this summer, we were thrilled to find that she was still using her chair to get to school and see her friends, and had even gained the strength to walk a little on her own using her gait trainer!



Children with disabilities are often denied access to quality education. Kinaoni Primary School is an inclusive school in Chunya, Mbeya, where children with varying abilities learn in classes together. The school purchased 5 appropriately fitted wheelchairs from Kyaro for their students who previously had no means of mobility.

OUR STORY

The story of Kyaro began when Sudi Muli started his career as an occupational therapist in Arusha, Tanzania in 2010. As he worked, he found he was frequently limited by the equipment available to him and his patients. Over the following years, he built his own devices to fill the gaps, but wished there was a way that assistive devices designed for the needs of his patients could become widely available across Tanzania.



Twende

In 2018, Sudi connected with Colman and Eamon through a program at the Twende Center for Social Innovation. Together, they designed the first iteration of the multipurpose wheelchair for use at Jaffery Academy Special Education Needs unit in Arusha. The multipurpose wheelchair combined the functions of a wheelchair and a standing frame, a common piece of physical therapy equipment.

Feedback Rounds

After the program, Colman distributed five multipurpose wheelchairs to villages across Tanzania to collect feedback. As he spoke to families and revised the design, he found a huge unmet need for assistive devices including but not limited to wheelchairs. He and the other founders began working with people from across Tanzania to develop new assistive devices that would fill other common needs, with the goal of making Kyaro a hub for all kinds of assistive tech options in Tanzania.

At the beginning of 2022, we partnered with the Segal Family Foundation, an organization that funds innovative projects in Africa to enact positive change at a grassroots level. With this support, we were able to increase our organizational reputation and impact, design new products, improve manufacturing quality and speed, and increase our geographic reach.



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Arusha Workshop

In 2021, we joined Small Industries Development Organization (SIDO) through its incubation program. We opened our workshop and hired our first technicians. In the summer, we partnered with Olin College of Engineering in the United States to bring students passionate about using engineering for social good to Tanzania. These students worked with us to launch our website and design new manufacturing processes for our products.

Today

Kyaro now employs 10 Tanzanians full time, and we manufacture 30 to 40 assistive devices every month. As we move into the next year, we look forward to rapid growth as we make assistive tech available to more of Africa.

CATALOG

While wheelchairs make up the bulk of our sales, we have a growing range of devices to address the needs of people with disabilities in East Africa. Ultimately, we want Kyaro to be a one-stop shop for Africans looking for assistive devices, where people can find what they need or be directed to a source that already provides a quality option.



Active Wheelchair

TZS 420,000 \$180



The Kyaro active wheelchair is designed to give users mobility in rugged environments at an affordable price. It's a durable, maneuverable chair capable of taking users anywhere they want.

- Sized to user
- Made from locally sourced materials for easy repair and maintenance
- Choice of 4 colors and patterns
- Customizable to include table, and posture support cushions

Multipurpose Wheelchair

TZS 680,000 *\$290*



The multipurpose wheelchair incorporates the features of three pieces of equipment into one device. It is a bench, a standing frame, and a rugged postural support wheelchair.

- Made from locally sourced materials for easy repair and maintenance
- Can accommodate wide range of postural support needs
- Easy to adjust and switch between functions
- Great for outdoor, indoor, urban, and rural use

Tricycle Wheelchair Attachment

TZS 250,000 *\$110*

This attachment for our three-wheel wheelchair turns your chair into a hand-powered tricycle, giving you the flexibility to use pedals for long outdoor trips, and remove them for tighter indoor spaces.





Standing Frame

TZS 210,000 \$90

Our standing frame allows a user to maintain a standing position without needing to support their full weight. This exercise is an important step in the process of developing the ability to walk.

- Sized to user
- Made from locally sourced materials for easy repair and maintenance
- Can accommodate wide range of postural support needs
- Promotes joint and bone development

Gait Trainer

TZS 210,000 \$90

The Kyaro gait trainer is the first gait trainer ever designed for use in African countries. It is a useful tool for people working toward the ability to walk.

- Sized to user
- Made from locally sourced materials for easy repair and maintenance
- Can accommodate wide range of postural support needs
- Promotes joint and bone development





Tilting Table

TZS 700,000 \$300

The Kyaro tilting table is used to improve muscle endurance and provide support to a user in an upright position. Therapy with this device provides lower extremity weight bearing, which helps to improve bone density and joint development. A manual crank allows our tilting table to be adjusted to any angle between horizontal and vertical.

Finger Splint

TZS 8,000 \$3



Wrist Splint

TZS 8,000 \$3



Elbow Immobilizer

TZS 20,000 \$9



The Kyaro splints support and protect injured bones and joints to help them heal. The splints also help with pain and swelling and protect the injured area from more harm.

2022 MILESTONES

This was an incredible year for Kyaro and we are grateful to have met so many people who care about our mission and supported us with their time, expertise, money, and encouragement. With this support, we have been able to design new products, increase the speed and quality of our manufacturing, build our marketing and fundraising capacity, and reach many more people in need. Here are some notable highlights of the past



In March, we officially opened an office at Pangani St. in Arusha. This office will serve as a workspace for Kyaro's administrative and managerial staff as well as be an outlet for customers to visit and learn more about our services.



This summer, we featured in the in-flight magazine of Precision Air (Paa Tanzania), in an article about the work organizations such as Kyaro are doing to increase access to assistive devices.



In August, the Marion Institute partnered with us to become our fiscal sponsor. This allows donations from American donors to be tax-exempt, even though we are registered as an NGO in Tanzania. This is a big step for our fundraising and will open up many funding possibilities for us in coming years.



In October, we partnered with Karagwe Community Based Rehabilitation Programme (KCBRP) to provide 113 wheelchairs to people with disabilities in villages in Karagwe and Bukoba. This was our biggest delivery yet, and proved that our manufacturing capacity has grown by leaps and bounds since 2021.



This year was also our first time delivering devices to the island of Zanzibar. Through a collaboration with House of Hope Zanzibar, we delivered 4 wheelchairs to children who will now be able to move around more independently and even attend school.



One of our goals is to make devices that our users feel confident using and are proud to own. That is why, this year we started using colorful African kitenge fabrics on our wheelchairs. These fabrics are a common part of Tanzanian fashion, and a source of cultural pride. Since we introduced this option, it has been by far the most popular look for our wheelchairs.

VOLUNTEER PROGRAM

In 2021, we invited two American college students to come to Tanzania on an unproven adventure to help build capacity for Kyaro, which at that point had no legal status, no office, and only a handful of completed orders. The summer that followed was so productive, fun, and educational for everyone involved that we knew we have something great on our hands. This year, we invited four engineering college students to join us for a second volunteer program.



Two of them worked to redesign current Kyaro products to be quicker and cheaper to manufacture. they also met with craftspeople, physical therapists, and social workers to learn the context of their work. One volunteer worked on our fundraising materials, building on the work of a 2021 volunteer to make to make pitch decks and other documents. Another participated in deliveries to take pictures (including the ones on this page) across Tanzania that we will use in our communications materials for years to come.

We will run our volunteer program again in 2023, and are excited to see what they accomplish!

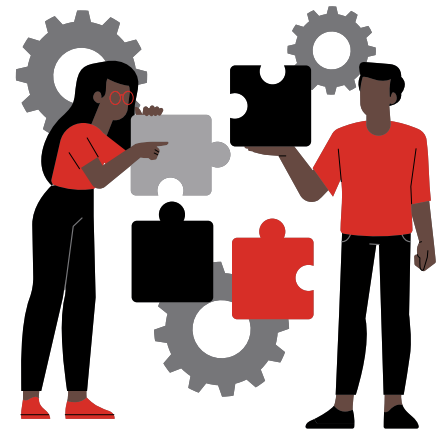
LOOKING FORWARD

As we take the next step in our growth as an NGO, we hope to reach more people who need our devices, improve our existing devices, streamline production, and develop new products. We have mapped out an action plan that will help us achieve these goals.



As our reach expands to meet the needs of more people with disabilities in Tanzania, we want to purchase a company vehicle that would allow us to conduct assessments and deliveries in a more efficient and timely manner, enabling us to reach more customers and to follow up with existing customers more frequently and affordably.

In 2023 we want to reduce our dependence on foreign support to do the engineering and design for our products. To start this process, we are launching a summer internship program for Tanzanian engineering students interested in assistive technology. These students will work with our current engineers and our American volunteers to learn about our collaborative design process and products. We hope that we will eventually be able to bring some of these interns on board full time, so that we can have a permanent Africa-based design team.



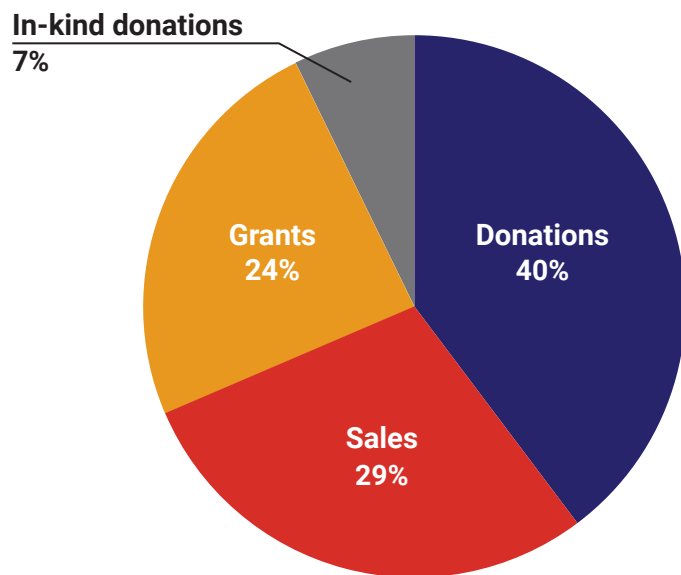
Our orders are already pushing the limits of our current workshop space, as we need more storage, space, tools, and staff to meet demand. This year we will be relocating to a larger workspace that we will be able to design from the ground up. It will include a more organized workflow, more storage, and comfortable workspace for volunteers and other non-technician team members.



FINANCES

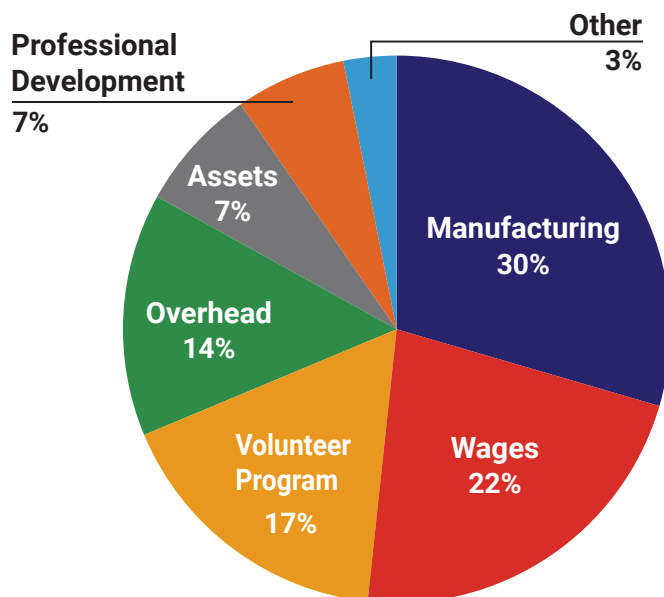
At the beginning of the year, we made projections for how Kyaro might grow based on an estimate of our 2022 annual budget and an optimistic estimate. Our cautious estimate was an annual budget of \$45,000 (still a very respectable size for a brand new Tanzanian organization). Our Optimistic projection was \$60,000. We finished 2022 with an income of USD 130,000 - more than five times that of 2021!

Income (\$130,000)



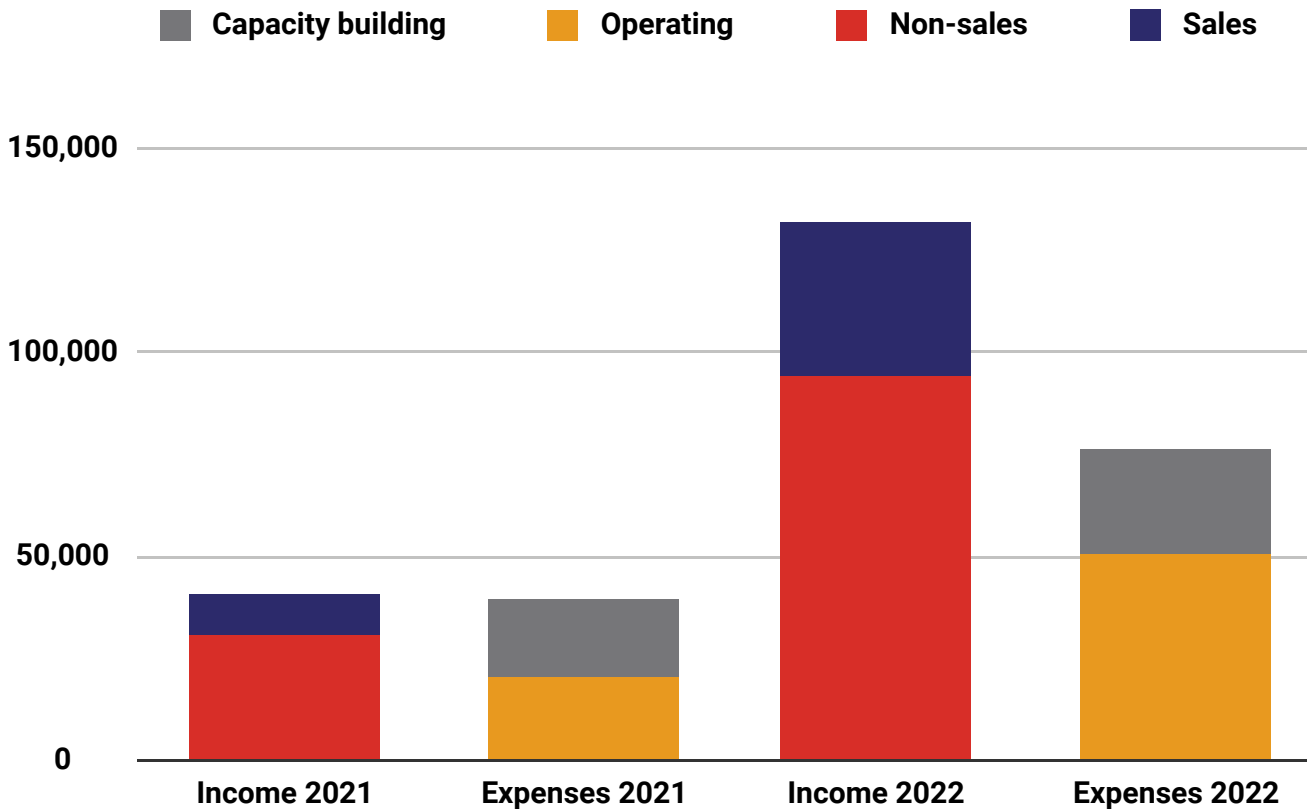
We received several large donations this year which will allow us to make big investments to make us more efficient in 2023. We also received grants from two American family foundations, which is particularly significant because they both typically provide recurring support each year.

Expenses (\$75,000)



The tools and materials associated with manufacturing our devices was our largest expense category. Another notable area was the volunteer program, which may appear disproportionately large. This is because many of the expenses related to it were incurred in the US, where prices are much higher.

Income and Expenses 2021 Vs 2022



For us, this plot shows the most important metric for our success. It has always been our goal to run Kyaro in such a way that if donations and grants suddenly dried up, the organization would be able to continue on at the same size based solely on sales revenue. Grants and donations are intended to cover only capacity building expenses that allow us to grow. We have not yet reached this point, but we have gotten much closer compared to 2021 by making our manufacturing more efficient. In 2021, 49% of our operating expenses were covered by sales. This year, it was 75%. We think we can realistically reach this self-sustaining state in late 2023.

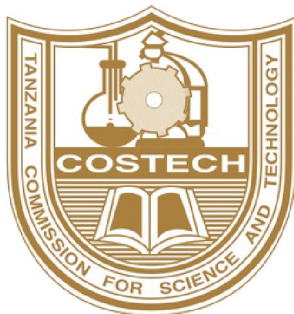
PARTNERS



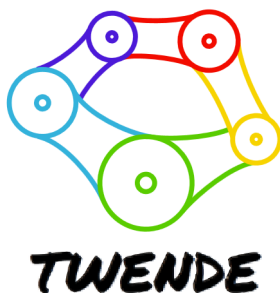
The Segal Family Foundation is unique for its devotion to working with local leaders in Africa to enact positive change at a grassroots level. They fund small, innovative initiatives and we are honored to be counted among them.



The Marion Institute is an American non-profit focused on building healthy, equitable communities worldwide. They are our fiscal sponsor in the United States, which allows us to collect tax-deductible donations from Americans.



The Tanzania Commission for Science and Technology is a government organization that ensures utilization of knowledge-based products through coordination and promotion of science, technology and innovation for social-economic development. Kyaro received grants twice from COSTECH.



Twende is a Tanzanian-based NGO, that provides design thinking education and workspace access to help Tanzanians design tools or inventions that can help them and their communities. Kyaro started as the result of a Twende program that united Tanzanian and International engineering students to design solutions to local issues.



Songambebe is a Tanzanian NGO that promotes and encourages good health, education, wellbeing and social inclusion for people with disabilities in Tanzania. They help us to find isolated people who will benefit from our devices.



Small Industries Service Organization (SIDO) is a government organization that provides services aimed at facilitating the establishment of small industries focused on increasing the value of the resources in Tanzania. They provide us with a free workspace for our manufacturing.



Authentic Clay is a non-profit based in Kenya that works to promote the inclusion of children and young people with disabilities. They sponsor free wheelchairs for children in need which we deliver each month.



The Sibusiso Foundation works with people living with disabilities in Tanzania. They provide services like special education programs, counseling of family members, rehabilitation facilities, as well as carry out awareness campaigns about the rights, needs and situation of people with disabilities. They sponsor wheelchairs for several of the people they support each month, and chose Kyaro to provide them.

ACKNOWLEDGEMENTS

Looking back at our year, we see numerous people who have supported us in many ways, big and small. There is a lot of work to do to make East Africa a more equitable place for people with disabilities, but thanks to this support we have begun to make important progress. We know that we are headed for another exciting year in 2023.

We would like to express our gratitude for the generous support of our donors and volunteers.

Contributions above \$10,000

- Charles and Maureen O'Brien
- Rick and Anne Waltonsmith
- The Segal Family Foundation

Contributions above \$1,000

- Sean O'Brien
- Anne O'Brien
- Patrick O'Brien
- Dave Shuster
- The Cotswold Foundation
- The Oak Hill Fund

Other Donors

- Pascal Ntandu
- Joylin Kombe
- Kate Farmer
- Rebecca Nyeleshi
- Thomas Weir
- Jonah Spicher
- Lilith Wamba
- Einoth Justine

Volunteers

- Carlota Ramiro de Huelbes
- Genevieve Mancuso-Jackson
- Gia-Uyen Tran
- Kelly Yen
- Louisa Edwards
- Luke Raus

To Breaking Barriers and Providing Access in 2023!

