



# TRIAD TRUST

TRAINING TO REDUCE THE INCIDENCE OF AIDS-RELATED DEATH



TRIAD Trust is a private, not-for-profit organization serving local leaders and their communities in the areas hardest-hit by HIV/AIDS. Established in 2007, TRIAD Trust was born out of the belief that global crises can be resolved with local resources. TRIAD Trust was founded on the principle that local leaders are the agents to sustaining social change and fostering healthier communities. The focus of TRIAD Trust is to reduce the transmission of HIV by providing local leaders with the necessary training, mentoring, and support to create, implement and sustain their own not-for-profit and income-generating health and life-skills education-based organizations. Unlike many foundations, non-profits, and NGOs, TRIAD Trust creates new, sustainable employment opportunities designed to keep these vital local leaders in their own communities.

The TRIAD Trust plan of action, called *TRAIN to SUSTAIN*, combines urgently needed HIV, health, and life-skills education with social entrepreneurship, microfinance, and the venture capital spirit. *TRAIN to SUSTAIN* has four phases: identify community needs and potential leaders within areas hard hit by HIV/AIDS; train identified leaders to create their own community-engaging organizations by providing them with professional development, training and infrastructural guidance; implement culturally-relevant HIV, health, and life-skills education curricula designed to specifically attack and conquer the root of the HIV/AIDS pandemic; and the final phase, TRIAD Trust withdraws direct training and financial support while maintaining ongoing access to the latest medical resources.

With global health and HIV experts, Olympic medalists and professional coaches, former Peace Corps volunteers, Fulbright Scholars, professional performing & visual artists, journalists, and educators, the TRIAD Trust consortium's areas of expertise include *Medical*: Education and Training, *Performing Arts & Sport*: Leadership and Life-Skills, and *Media*: Journalism, Photography, and Film.

In January 2010, TRIAD Trust's first sustainable partner organization was registered in South Africa as a Section 21a not-for-profit organization. Located in the Nkomazi region of the Mpumalanga Province (350 miles east of Johannesburg), TRIAD South Africa (d.b.a TRIAD Nkomazi Rush) is a health- and life-skills education-based organization. In addition to offering the only professionally organized, locally managed youth sport league in the Nkomazi region, TRIAD Nkomazi Rush offers school-based interactive performance workshops, employment opportunities, professional development, and capacity building facility development. The focus is educating children, young adults, and adults with a comprehensive understanding of HIV/AIDS, empowering them with the necessary life-skills to make healthy and informed lifestyle choices, while advancing sport and sportsmanship among all ages.

With more than 50% of the population between the ages of 18 and 34 HIV positive, an 80% unemployment rate, and more than 15,000 orphans<sup>i</sup> and vulnerable children<sup>ii</sup>, the current situation in Nkomazi provides TRIAD Trust and its partner, TRIAD Nkomazi Rush, with an excellent opportunity to "beta-test" the *TRAIN to SUSTAIN* plan and impact the target community. Out of the 15,000 orphans and vulnerable children in the Nkomazi region, it is estimated that more than 5,000 are between the ages of two and eight. These children will be entering the program within the next three years, so it is critical that TRIAD Nkomazi Rush is prepared to manage the influx of these young children. To prepare, TRIAD Nkomazi Rush must identify, engage, and train young leaders currently between the ages of 15 and 20 to become future employees of and stakeholders in TRIAD Nkomazi Rush.

It is TRIAD Trust's responsibility to prepare the TRIAD Nkomazi Rush to be self-sustainable by 2013. It is crucial that TRIAD Trust takes a proactive strategy in promoting the TRIAD Nkomazi Rush domestically and internationally, building long-term partnerships, providing proper professional training and development, and creating a strong fundraising program. With the assistance of TRIAD Trust, TRIAD Nkomazi Rush will be directing its fundraising program at four groups: long-term invested private donors, local sponsorship, corporate partnerships, and grants and government funding. In the future, TRIAD Nkomazi Rush is open to the idea of offering specific professional services and training on a contractual basis. As of April 2010, TRIAD Trust provides 90% of the overall financing of the annual operational and administrative budget for TRIAD Nkomazi Rush, while the local leaders secure the remaining 10%. In 2011, TRIAD plans to provide 60% while the local leaders secure 40%. In 2012, TRIAD plans to provide 40%, while the local leaders secure 60%. TRIAD Trust predicts that in April 2013, the TRIAD Nkomazi Rush will be self-sustainable, and TRIAD Trust will withdraw direct training and financial support of the TRIAD Nkomazi Rush, while maintaining ongoing access to the latest medical resources.

<sup>i</sup> An orphan is defined as a person under the age of 18 living without adult supervision (a child-headed household)

<sup>ii</sup> A vulnerable child is defined as a person under the age of 18 at risk of becoming an orphan



**Funding Forecast** (\*Fiscal Year April 1-March 31)

<b>Funding Plan</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>
Private Donors	\$150,000	\$160,000	\$170,000
Local Sponsorships	\$15,000	\$20,000	\$20,000
Corporate Partnerships	\$65,000	\$70,000	\$80,000
Grants and/or South African Lottery	\$20,000	\$30,000	\$30,000
<u>Government Funding (South Africa)</u>	<u>\$25,000</u>	<u>\$35,000</u>	<u>\$35,000</u>
<u>Total Funding</u>	<u>\$275,000</u>	<u>\$315,000</u>	<u>\$335,000</u>

<b>Direct Cost of Funding</b>	<b>2010</b>	<b>2011</b>	<b>2012</b>
Private Donors	\$10,000	\$12,000	\$12,000
Local Sponsorship	\$5,000	\$5,500	\$5,500
Corporate Partnerships	\$7,000	\$8,000	\$8,000
Grants and/or South African Lottery	\$0	\$2,000	\$2,000
<u>Government Funding (South Africa)</u>	<u>\$3,000</u>	<u>\$3,000</u>	<u>\$3,000</u>
<u>Subtotal Cost of Funding</u>	<u>\$20,000</u>	<u>\$30,500</u>	<u>\$30,500</u>

**Break-even Analysis** (April 2010-April 2011)

Average Monthly Revenue Break-even \$22,035

**Assumptions:**

Margin of Error/Unexpected Cost/Currency Flux 20%  
 Average Administrative Cost (TRIAD Trust USA) 20%  
 Average Program & Education Cost (TRIAD Nkomazi Rush) 60%

**Program & Education Cost** (Brief Overview of April 2010-April 2011)

Executive Leadership Program Cost	\$23,706.86
Interactive Education Program Cost	\$102,329.09
Health & Medical Education Cost	\$21,779.88
Sports Program Cost	\$68,191.26
Admin & Supplies (for programs)	\$3,600
<u>Transportation, Clinics, &amp; Facility Development</u>	<u>\$20,815.06</u>
Total Program & Education Cost	\$240,422.03
<u>Unexpected Program Cost (15% of Projected P&amp;E Cost)</u>	<u>\$36,063.31</u>
<u>* Total Including Margin of Error (15% of Projected P&amp;E Cost)</u>	<u>\$276,485.34</u>