



FIGHTING FOR FAIRNESS:

The Impact of the Segal Philanthropies

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ON THE COVER: Segal Family Foundation partner JSBM, Burundi
THIS PAGE: Focus for Health 2022 Partner Summit, New Jersey

Letter from Our Founder, Barry Segal

I got involved in philanthropy because a lot of things bother me—things like corporate greed, profiting off prisons, and the failure of institutions to protect children from abuse, to name a few. I also feel fortunate to be in a position where I can use my wealth to help those who don't have the same opportunities I did. After the sale of my company Bradco, my wife Dolly and I went on a trip to Africa in 2008, and that was the start of Segal Family Foundation. As a businessperson, I felt that my money could have the greatest impact in Africa. It's hard to make big changes in the world, but every time you help lift a child out of poverty and give them access to education, you contribute to improving our world.

After establishing Segal Family Foundation, I founded Focus for Health (formerly Focus Autism) and in 2021, Focus Central America. Since 2007, through my personal charitable giving and my three foundations, I have given over \$160 million to 957 partner organizations who are doing work in more than 59 countries. All three foundations invest in developing strong teams in the places we give so people who understand the culture and context can find the best leaders and organizations to drive social change. These teams try to find grassroots organizations with small budgets and with leaders who have personal connections to the issues that they are working on to improve quality of life. I believe that the groups we support are making a huge difference in the world, and the money we give is the most effective.

I wish that more wealthy people would share more of their fortunes and invest in making life



better for others, especially children. I got my own kids involved in this work and have developed a talented staff who are deeply passionate about making a difference. This work will be able to continue long after I am gone.

I asked the team to put together this report in the hopes that other people will care about what we're doing and follow our lead. Even if people don't do it the same way, we need more people working together, so that more will be accomplished.

A handwritten signature in black ink that reads "Barry". The signature is fluid and cursive, with a long, sweeping tail on the letter 'y'.

Barry Segal

The Segal Philanthropies

The Segal Philanthropies are made up of three entities: Segal Family Foundation, Focus for Health, and Focus For Central America, all founded by Barry Segal to make the world a better place. Prior to creating Segal Family Foundation, Barry Segal started and ran a business, Bradco Supply, which distributed roofing materials to contractors. By the time Barry sold Bradco, it had 150 locations across the United States and \$2 billion in sales.

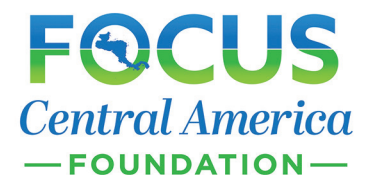
In 2006, he met a woman named Anne Heyman, the founder of Agahozo Shalom Youth Village in Rwanda. Anne's influence on Barry was enormous. She spent about half of her time in Rwanda, where she worked with orphans and vulnerable children. He visited the village with his wife, Dolly, and that trip formed the basis for his interest in Sub-Saharan African development and specifically in helping kids. The result is Segal Family Foundation.

A few years later, Barry met a woman on a plane with an autistic child. His curiosity was sparked by their story, and he began to learn about developmental disabilities, leading him to start Focus Autism. As he and his team learned more about the gaps and injustices in the U.S. healthcare system and the social determinants of health in the U.S., he broadened the mission, and in 2015 it was renamed Focus for Health.



As SFF and FFH's grantmaking practices matured, the team started wondering if their approach would work in other regions of the world. Barry decided to replicate the model in Central America after seeing so many stories of immigrants fleeing their homes in Central America to undertake dangerous and often fruitless journeys to places like the United States.

The result: Focus Central America was created in 2021. Just 18 months into its existence, FCA has successfully hired a local team and developed relationships with over 60 grantees in the region. By empowering small, locally led organizations with Segal Philanthropies' unique brand of trust-based giving, the impact has already been very positive.



Our Philosophy

We believe in backing the bold ideas of local leaders. Equity is our founding principle, and we've spent years developing a more just, localized approach. We believe philanthropy should promote self-determination within communities, not work against it. Stellar local leaders, with their intimate understanding of local problems and solutions, are central to everything we do. We hope that through unrestricted funding, useful capacity support, and engaging other funders, our grantee partners can have the resources and networks they need to lead the development of their communities. Here are the tenets of our philanthropy:

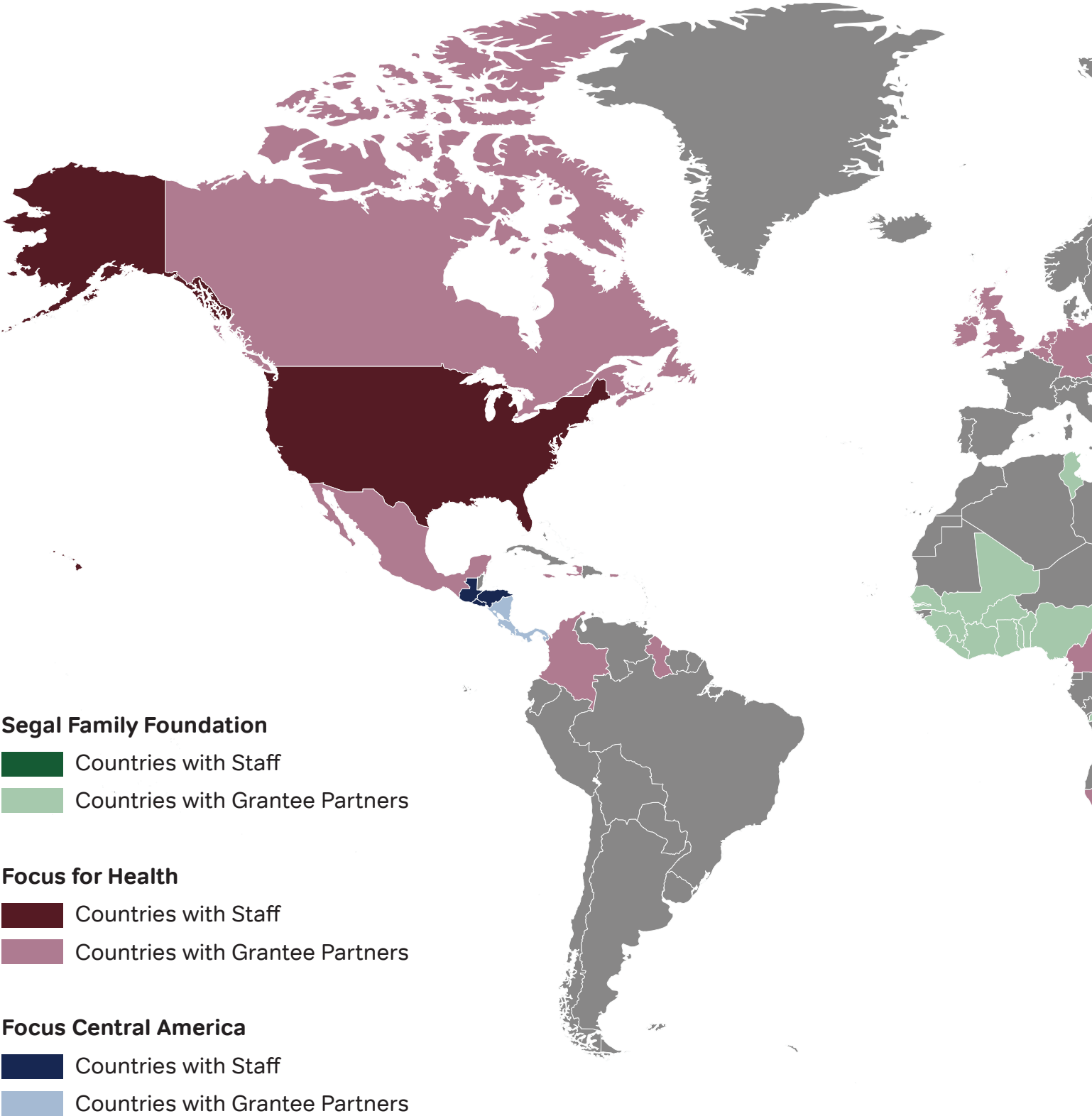
- **Flexible Funding:** We offer our partners grants for general operations. We believe that unrestricted funding is vital for an organization's health and growth.
- **Unburdensome Reporting:** We require one annual report from each partner which focuses on overall organizational health and a set of mutually agreed-upon milestones. We strive to make our reporting streamlined and efficient so partners aren't spending more time on reporting than implementing.
- **Celebration and Promotion:** We want to celebrate our partners' remarkable work and also give them platforms for promotion to new networks and funders. We do this through our media and our convenings that focus on celebrating the incredible work of our partners.
- **Building Community:** Globally, we bring together our family of partners—grassroots NGOs, service providers, and donors—to build relationships and create synergies.

- **Building Capacity:** We provide our partners with access to capacity building resources to strengthen their organizational health, adding value beyond just our grantmaking dollars.
- **Influencing Philanthropy:** We engage in different networks with like-minded funders to learn from each other, partner together to support impactful organizations, and advocate for better practices in grantmaking. We encourage collaboration not just within our portfolio, but also within the philanthropic sector.

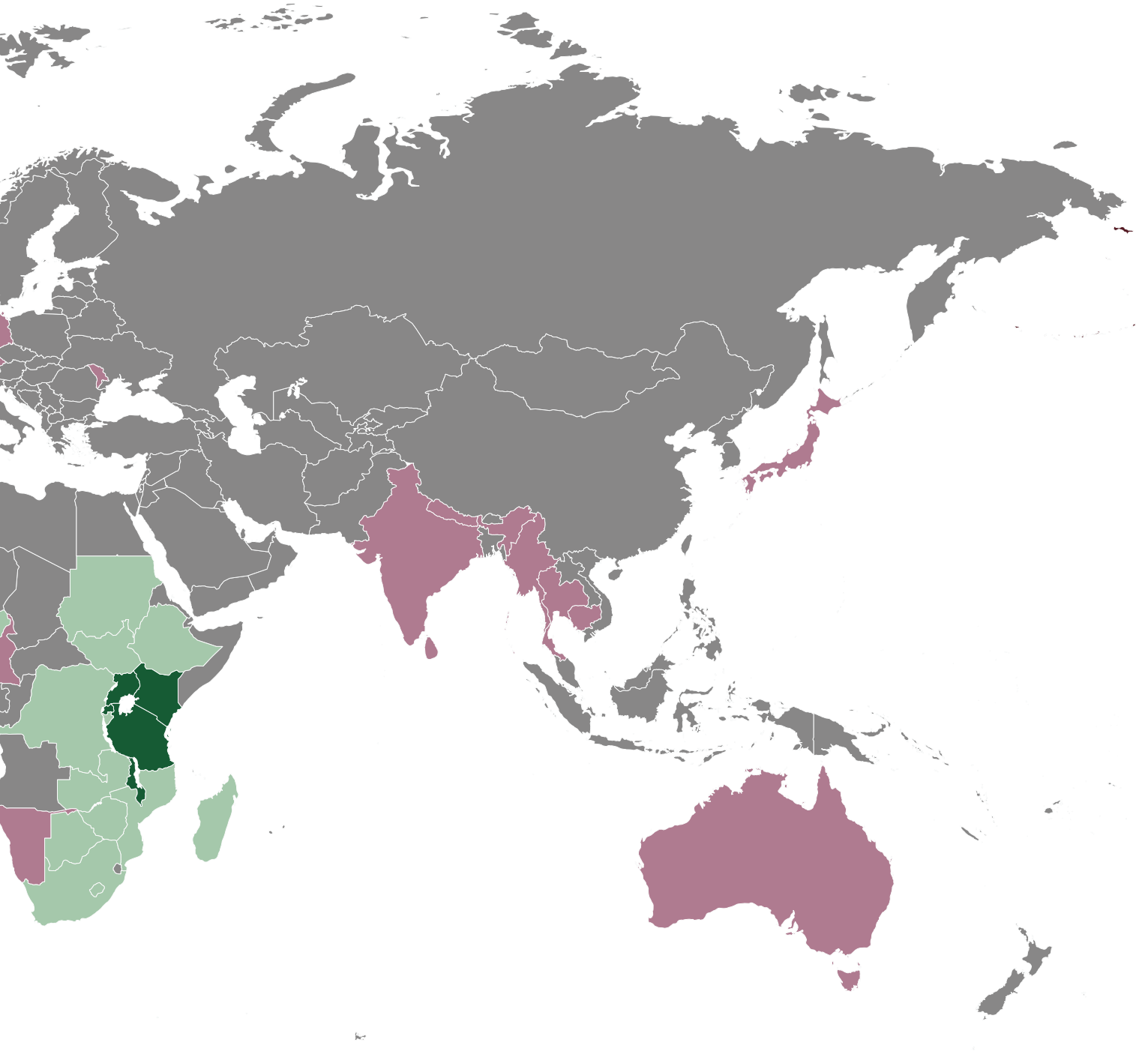
We're not perfect, but we're getting better every day—and we'll never ever give up. We're proud of our journey and of our partners that continue to grow. Big change takes time. We're here for it.

**Collectively,
we continue to grow
our impact each year.
In 2022, we provided
\$22 million
in unrestricted funding to
more than 580 organizations,
with an average grant size of
\$20,000.**

The Scope of Our Impact



The Segal Philanthropies have funded in 60 countries worldwide.



In 2022, the Segal Philanthropies provided \$22 million in unrestricted funding to more than 580 organizations.

Segal Family Foundation

When Barry Segal started Segal Family Foundation (SFF) more than 15 years ago, he wanted to find and fund awesome organizations across Sub-Saharan Africa and connect them to one another. Fast forward to today and SFF has an even more expansive vision: to build the most influential network across Sub-Saharan Africa, placing local visionaries at the helm of development.

This vision is now more relevant than ever as the rest of the world—funders like ourselves, as well as corporations and governments—look to Africa for resources, inspiration, and leadership. The continent is ripe with potential as its population continues to grow while the rest of the world slows down. This growth will either

be a tremendous boon for Africa’s economies as a huge cohort of young people grow into productivity or a powder keg if those same youth lack opportunities. The past few years have certainly shown us that the future is uncertain. Yet, SFF continues to look forward with hope because we know what is possible. SFF has seen their partners get up over and over again, despite the obstacles and challenges they have faced.

Over the years, SFF has built a small but mighty team mostly based in our focus countries in Sub-Saharan Africa. Our all-African grantmaking team and extensive local networks equip visionary doers and donors with the resources and connections they need to advance positive change. Further, our grantmaking is prodigious.



In 2022, SFF was named the second largest U.S. grantmaker in Sub-Saharan Africa by amount of grants given. Historically, we've given more than \$139.5 million in grants to 680+ organizations across the continent. You can read more about SFF's reach here.*



In 2022 alone, SFF granted **\$17.9 million** to **385 exemplary African organizations.**

Of these, **110** were new partners with average budgets under **\$300,000—** reflecting our desire to invest in early-stage organizations that have the potential for great social impact.



\$22,000
Average grant size



10,000,000
Patients served by health partners



200,000
Students offered learning opportunities by education partners



25,000
entrepreneurs and farmers served by livelihoods partners

*TO READ THE ARTICLE,
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SFF PARTNER SPOTLIGHT

Lwala Community Alliance



Lwala Community Alliance has been one of SFF's strongest partners for over a decade as they evolved from a small, place-based organization to a national healthcare player in Kenya. Today Lwala is co-led by SFF advisory board member, Julius Mbeya, and former SFF staff.

Lwala has grown to be a major influencer for healthcare in Kenya. They are working closely with the Kenyan government to have their community health model adopted for scale,

reaching millions of households. The reason for this interest in adopting their model is that they have achieved remarkable results. They have reduced under-five child mortality by 300% since 2012. They have also increased contraceptive prevalence among women in their communities that surpasses the Kenya national average. This work is supported by Lwala's fundraising, which has increased from less than \$100,000 in 2007 to \$6 million in 2022, along with an additional \$7 million donation from Mackenzie Scott in 2021.

SFF PARTNER SPOTLIGHT

Spark Microgrants

In 2010, Barry made a \$1,000 grant to Sasha Fisher. She had just graduated from university and was moving to Uganda to start doing community development projects for her new organization, Spark Microgrants. She began helping vulnerable and marginalized communities plan and advocate for their own vision of development with small grants of just a few hundred or a few thousand dollars. Barry's support was her first.

Twelve years later, Spark has a \$5.5 million annual budget, 66 employees, and 14 current foundation partners. In 2021, Spark launched the \$6 million Advancing Citizen Engagement project—in collaboration with the Government of Rwanda, the Government of Japan, the World Bank, and Comic Relief. ACE will pilot a nationwide implementation of Spark's model that will strengthen citizen engagement and improve the lives of 76,000 people across 249 villages.



“SFF has felt like a family from day one and I know I can call anyone at the foundation with any question and they will be beyond supportive.”

“Barry made a \$1K donation which was the first gift to Spark kicking off the idea to get tested. We passed that \$1K forward to a

community in Rwanda that launched a local business with it and since then Spark has grown to reach over 700 villages across six countries. Just this week, a report showed that every dollar invested in Spark's village grant program garners a 28x return*—so his \$1k went far! Barry's belief to give everyone a shot without asking a ton of questions, without the skepticism, and rather to give many words of encouragement and the resources to test ideas has really paid off.

—Sasha Fisher

Spark's budget next year will be over \$8 million, and we're working with governments to scale the village grants program we run nationally.”

—Sasha Fisher, Co-Founder & Executive Director, Spark Microgrants

***TO READ THE REPORT,
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Focus for Health

Following the success of Segal Family Foundation, Focus for Health (FFH) was founded by Barry Segal because of his desire to change the underlying structures in the U.S. that perpetuate harm to future generations. Established originally with an emphasis on health disparities in children, Focus for Health has since expanded our attention to include the social determinants of health that are the main drivers of health inequity in the U.S. Currently, Focus for Health funds a range of organizations, but the core tenets of Barry's giving hold true—we support women and BIPOC leaders with lived experiences, organizations with small budgets, and those who are often overlooked for funding.

Historically, we've given more than \$13.1 million to 200+ organizations. While the majority of our funding focuses on organizations working in the U.S., our reach is global through grants we

have made over the years to organizations in an additional 45 countries. This support includes innovative global approaches to the prevention of child sexual abuse and proactive organizations that address the needs of the autism community in under-resourced areas.

Today, our grantmaking is concentrated on groups working for racial equity and against childhood sexual abuse, with support for organizations focused on autism remaining at the heart of Barry's personal giving.

**In 2022 alone, FFH granted
\$3 million
to 134 organizations.**





“Barry is the quintessential champion for the underdog, and all of the organizations Focus for Health supports have a mission to make the world a better place for everyone.”

—Jennifer Shore, Executive Director
Focus for Health

FOCUS for HEALTH



\$23,078

Average grant awarded



82%

Partners that are female-led



75%

Partners that are BIPOC-led



61%

Portfolio dedicated to diversity, equity, and inclusion



23%

Portfolio focused on gender-based violence and sexual assault

FFH PARTNER SPOTLIGHT

Fathers' UpLift

In 2019, a member of the FFH team saw a news story about a group out of Dorchester, Massachusetts doing work to help fathers who were previously incarcerated form better relationships with their children. After reading more about their work, a meeting was set up in early 2020 with the team at Fathers' UpLift (FUL) and an unrestricted grant for \$25,000 followed. Fathers' Uplift's co-founder, Charles Daniels, made plans to come to NJ to meet Barry and the FFH team in person that March, but COVID changed those plans. Fathers' Uplift quickly pivoted their model to allow for virtual growth, and their curriculum on how to engage fathers became a nationally recognized model. In 2022, Fathers' UpLift served over 2,000

fathers and family members, 93% of whom report an improved quality of life due to FUL's services. 87% of fathers served by FUL are currently engaged in their children's lives.



“The success of the fathers and families we serve goes beyond the household; it translates into poverty reduction, lower incarceration and recidivism rates, improved educational outcomes, and improved self-esteem.”

—Charles Daniels

Fatherless children are more likely to be incarcerated, to abuse substances, to develop behavioral health disorders, to experience teen pregnancy, and to one day be single mothers or absent fathers themselves. The work of Fathers' UpLift doesn't just change lives today; it forever changes generations, especially for Black and Brown fathers and their families.



FCA PARTNER SPOTLIGHT

Akjun Pa Le Qatinimit



Water filter distribution at local schools

One of the groups that caught the attention of Barry during his trip to Guatemala was Akjun Pa Le Qatinimit, a rural health clinic and onsite pharmacy, for whom FCA had been the first foundation to offer financial support. The organization, with a budget of only \$65,000 had previously only received individual donations through their U.S.-based sister non-profit, Wachalal. Founded by an American doctor, Dr. Zachary Self, and led by a nurse, Josefina Self from Suchitupéquez, Guatemala (the community served), Akjun Pa Le Qatinimit was bringing health care and water filters to a large district with only two doctors when they received their initial grant of \$10,000, allowing them to purchase new

lab equipment, a maternal fetal monitor, an ultrasound probe, and a catheter training model to improve the care they are able to provide to their sickest patients. When Barry met their founder in September 2022, he was so impressed that he offered an additional \$5,000 grant, which is being used as a scholarship fund for medical trainees. The first recipient of this scholarship is already enrolled in medical school.

In 2023, as FCA continues their support and works to leverage new support, the clinic aims to grow their team and expand its hours to 24/7/365 in order to provide their patients with better access to life-saving medical care.

Focus Central America

Barry's model of philanthropy was so successful that in 2021, he decided to begin Focus Central America (FCA) to fund small, grassroots organizations that directly address the systemic causes of poverty and immigration push factors in the region. The resolve to help ensure that no one was forced to leave their home country to seek access to basic human dignities, was reinforced during a meeting with Central American immigrants living in New Jersey and hearing their stories of struggle to not only reach the U.S. but to then survive and thrive here. Additionally, Barry Segal (86 years young) visited Guatemala in August 2022 with his wife Dolly. They met with local FCA staff and went on site visits. These interactions informed the mission of FCA: to empower and finance local people in Central America to address the needs of their communities.

Since our inception, FCA has funded 62 grantee partners in Central America with grants totaling \$1 million. These organizations have been identified and vetted by our staff in Central America with support from our small team in the U.S.

**In 2022 alone, FCA granted
\$872,000
to 60 partners.**





“The basic elements of the Segal Philanthropies—finding grassroots leaders in local communities who are operating with minimal financial support and have the trust of their communities—should effectively transfer to the region.”

—Barry Segal, Founder
Focus Central America

FOCUS

Central America

— FOUNDATION —



\$14,533

Average grant awarded



\$189,700

Median budget of partners



72%

Partners with budgets under \$500,000



82%

Locally-led partners



6 countries

Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama

SEGAL PHILANTHROPIES' CROSS-CUTTING THEMES

Prevention of Sexual Abuse

Every year, millions of children face sexual abuse and exploitation around the world. At least 120 million girls under the age of 20—about one in ten—have been forced to engage in sex or perform other sexual acts, although the actual figure is likely much higher (UNICEF). The prevalence of the issue demands action and attention around the world, and the Segal Philanthropies are committed to working with experts that prioritize the prevention of sexual abuse.

Research has consistently demonstrated that sexual violence prevention programs in conjunction with policy reform are effective in both reducing the incidence of sexual violence as well as mitigating the long-term consequences of sexual trauma. Currently, we fund 28 organizations worldwide who work

“I am not saying we can completely end this thing but by bringing awareness to people and teaching community members to be more skilled at understanding abuse, bystanders will become advocates, not accomplices.”

—Barry Segal

directly to interrupt sexual violence in over 31 countries.

- **Segal Family Foundation:** SFF supports local changemakers that have a clear mission to care for the most vulnerable. For example, SFF's 2022 winner of the inaugural Barry Segal Fighting For Fairness Award, C-Sema, is instrumental in protecting children from violence in Tanzania. Kiiya Kiiya, the founder of C-Sema, pioneered the formation of the National Child Helpline in Tanzania. 'Sema' is Kiswahili for 'speak.' C-Sema provides children with platforms where their voices are heard.
- **Focus For Health:** While developing content for the FFH webpage*, the FFH team found organizations that were working to interrupt sexual abuse in faith-based communities. Sacred Spaces became the first organization funded in the prevention of faith-based institutional sexual abuse, and since that time the focus of this initiative has expanded to include other organizations that deal with larger issues of gender-based sexual violence across many contexts, including Unchained At Last, which is addressing child marriage in the U.S., and SWAN, which is an organization that protects the one in four women who experience sexual assault while serving in the U.S. military.

- **Focus Central America:** FCA has plans to grow our support of organizations working in anti-human trafficking and the prevention of sexual abuse in Central America, particularly in Costa Rica, Panama, and Belize, as these are major issues in the tourism areas. FCA proudly supports Fundación Rahab, an organization that works tirelessly to facilitate dignifying changes in the quality of life of individuals and families who are victims of human trafficking and the sex trade in Costa Rica.

Additionally, all three foundations prioritize the safety of youth and the prevention of sexual violence along with other vulnerable people in their grantee communities via their safeguarding policies. The foundations have a zero-tolerance approach to abuse and exploitation of vulnerable people. All grantees, regardless of their area of focus, are responsible for adhering to this policy.

“Focus Central America stands out for their attention to needs in a very human way and not as a figure or statistic in the relationship.”

**—Mariliana Morales Berrios
Fundación Rahab**

***TO VISIT THE SITE,
SCAN THIS CODE.**



SEGAL PHILANTHROPIES' CROSS-CUTTING THEMES

Racial Justice

The social justice movements and upheaval of the 2020s have brought much-needed attention to enduring endemic injustices related to race. Some of this attention came in the form of challenging pressure on the philanthropy sector to prioritize a space for mainstream discussions about racial justice. The Segal Philanthropies welcomed this prompt. Each foundation is firmly committed to racial justice and to grantmaking designed to promote equity. This emphasis is embedded within the operating framework of the foundations themselves: our staffing, advisory boards, and boards of directors all include representatives of the communities that our grantee partners work with. Our

“Our grantmaking model is simply the formal recognition that SFF, and indeed international development, works best when it places maximum agency in the hands of proximate leaders—from our staff to our grantees to the subject matter experts who support both.”

**– Andy Bryant, Executive Director
Segal Family Foundation**

grantmaking and operations also reflect this commitment to racial justice:

- **Segal Family Foundation:** SFF has been moving more agency closer to the communities it serves for over a decade. As of 2022, 84% of our grantees are locally-led organizations. These organizations are identified, vetted, and nurtured by our entirely African grantmaking team. We develop personal and active relationships with our partners that are built on trust, respect, and a shared commitment to long-term collaboration. This progress hasn't gone unnoticed. SFF regularly engages other philanthropists interested to learn from our experience in shifting power within the organization.
- **Focus For Health:** Focus For Health is fully committed to grantmaking designed to address racial inequalities, with an emphasis on organizations addressing health inequities in communities of color. In the wake of George Floyd's murder, FFH joined the "Answer the Uprising" initiative and pledged \$1 million to organizations reimagining the criminal justice system. Genesis Be, founder of Strive Till I Rise and People Not Things, and Dr. Sabha Abour, co-founder of the Black Village Foundation, joined forces with the FFH staff and through their

networks and expertise, the diversity, equity, and inclusion portion of FFH's giving is 61% of our total portfolio, amounting to almost \$2 million annually going to changemakers leading the way to racial justice.

- **Focus Central America:** As the newest foundation, FCA is incorporating lessons from the SFF and FFH experiences as we navigate growing our operations in one of the most vulnerable regions in the world. FCA is firmly committed to hiring country-based leaders, partnering with community-driven organizations, and empowering women, indigenous, and other marginalized voices in the region.

“Countries that are more egalitarian have better health, while countries with wide income gaps between rich and poor have worse health. This is why, even though the United States is the wealthiest nation on earth and spends more per capita on health care than any other country, the U.S. suffers the worst health of all wealthy developed nations.”

— Barry Segal

Focus for Health 2022 Partner Summit, New Jersey



Closing Letter from Board Chair, Martin Segal

People often ask how our family got started in philanthropy. The reason is because my father, Barry Segal, is an incredibly successful entrepreneur with a big heart who can never sit still. After he sold his stake at Bradco, everyone in the family knew he would need to find something substantial to occupy his time and energy. My father's philanthropic endeavors have always sprung from personal, human connections. Barry's common thread of believing and investing in people—including Sasha Fisher, Anne Heyman, Mariliana Morales Berrios, and immigrant communities from Central America—has impactfully touched millions of lives of people around the world.

In addition to the tremendous staff members of the three foundations, Barry's children (my siblings and I) are active contributors on the various boards overseeing the vast array of initiatives our father spearheads. Among his children and grandchildren, all of us have our different areas of interest, but we all share our father's passion for using our resources to improve the lives of others. I sit on all three boards, while my siblings Janis, Sharon, and Richie, each serve on two boards or advisory councils. Two of Barry's grandchildren—Matt and Jason—are also involved. As the three foundations and three generations of the Segal family work together to generate greater impact, we are hopeful that our commitment to philanthropy and unique style of giving will encourage others.



We've come a long way. We understand that we still have a lot to learn, and we know that many of our peers are also doing great work. But we are very proud of what our incredible partners and dedicated team are accomplishing to make life better for so many people. Please join me in celebrating our philanthropies' collective impact.

With gratitude,

A handwritten signature in black ink that reads "Martin Segal". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Martin Segal

