

2023

# ANNUAL REPORT



UNTOLD+

# A MESSAGE FROM THE U.S.



## DEAR FRIENDS,

One of my favorite authors, Eugene Peterson, describes the Christian faith as “a long obedience in the same direction.” As we approach our 17th year working to embrace and equip people to live a life beyond AIDS, I feel so connected to that description. Our calling as a ministry has always been to seek our brothers and sisters in their greatest time of need. No matter how long we have been doing the work or how many clients I meet or stories I hear, each graduate feels like a miraculous sign of God’s faithfulness.

As I reflect on 2023, I am brimming with gratitude for the unwavering support and dedication of our partners, team members, and clients. The long, and sometimes exhausting, journey of doing the work would not be possible without each of you. I hope you come away from this report with a deep sense of belonging—you, our partners, are the engine behind Untold’s long obedience in the same direction, and we cannot thank you enough.

**MOLLY HEACOCK**  
U.S. MANAGING DIRECTOR

“Thank you for your trust, partnership,  
and commitment to the vision.”

## DEAR FRIENDS AND PARTNERS,

In 2023, we examined ourselves internally and found ways to reorganize, revamp, and work more efficiently. We’ve really leaned into technology to do this.

Programmatically, one of the new, exciting ways we are supporting our clients is through our Adolescent and Young People (AYP) pilot. It is gaining momentum and opening doors to serve a new demographic.

Plus, we spent most of 2023 planning for the expansion of Untold into South Africa. The onboarding of two South African staff members, Claude and Miemie, is a true testament that the work has finally kicked off. We are slated to open two new centers in South Africa in 2024.

Thank you for your trust, partnership, and commitment to the vision of creating a world where no story is cut short or silenced by AIDS. Together, we will continue to embrace and equip our clients and the 300+ highly dedicated staff that support our program.

**FRANCIS ODOUR**  
EAST AFRICA MANAGING DIRECTOR



# A MESSAGE FROM AFRICA

ABOUT

# UNTOLD

## VISION

WE BELIEVE IN A WORLD  
WHERE NO STORY IS CUT  
SHORT OR SILENCED BY AIDS.

## MISSION

WE EXIST TO EMBRACE  
AND EQUIP PEOPLE TO  
LIVE A LIFE BEYOND AIDS.

## APPROACH



THROUGHOUT A NINE-MONTH PROCESS,  
WE WORK TO EQUIP CLIENTS PHYSICALLY,  
SPIRITUALLY, EMOTIONALLY, AND ECONOMICALLY.



## A NEW PILOT FOR A CHANGING HIV LANDSCAPE

### BACKGROUND

Throughout the duration of our ministry, Untold has targeted adult populations to strengthen family units. When adults are equipped, children are no longer at risk of losing one or both parents to HIV/AIDS. However, with the highest HIV-burden shifting from adults to young people in Sub-Saharan Africa, Untold piloted an **Adolescent and Young People (AYP) Program** for 15-24 year olds that operates in tandem to our adult program. These young people will be parents in the near future - we want to help them build strong families from the start. As of the end of 2023, we have expanded this pilot into the majority of our urban centers.

### THREATS TO HIV+ YOUTH

- 1 GENDER-BASED VIOLENCE
- 2 DECREASED ACCESS TO TESTING
- 3 UNPLANNED PREGNANCY
- 4 SUBSTANCE MISUSE
- 5 LACK OF INTERVENTIONS AT SCHOOL

# AYP

Adolescent and Young People Program

### AYP LEADERSHIP

GEORGE OTIENO  
AYP COORDINATOR

George, who is HIV-positive, has navigated a long road when it comes to stigma. Having been born with HIV, George knows the challenges the young people he oversees face. **“There are people in my life who played crucial roles in my self-acceptance,”** he said. To this day, he is still growing, personally and professionally, through his role. **“Working with young people is what I was called to do. Having been a young person not too long ago, whenever we face adversity in life, we look for an easy way out. Through interacting with them, I learn more about how to help them stay and find solutions,”** he said.

**“When we started the AYP Program, we knew our focus was on taking care of parents, but what happens if this parent grows weak? Who will take over as head of the family? We believe that if young people are equipped, they can eventually take over as head of the family. By empowering them, we ensure continuity in the provision of the family.”**

GEORGE OTIENO  
AYP COORDINATOR

### AYP HIGHLIGHTS

ART THERAPY

MOTIVATIONAL SPEAKERS

OVERNIGHT CAMPS

PEER MENTORS

PRACTICAL EDUCATION

# STACY

NAIROBI, KENYA

## AGE 19

### WHY SHE JOINED UNTOLD

- + To receive the warmth of a family
- + To gain empowerment skills
- + To understand why God allowed her to be born HIV-positive

“

The one-on-one sessions have been wonderful for me. I have come to realize that God has a good plan for my life, that I can be noble, and I can be used by the Lord. Since June, I joined a church. I stopped taking alcohol and other drugs. I have enjoyed attending the beauty empowerment seminars. Currently, I am going to my friend's salon, where I can practice what Untold has taught me.

”





“THE STRONG BONDS WE’VE FORMED EXTEND BEYOND THE PROFESSIONAL REALM, MAKING OUR TEAMWORK NOT JUST PRODUCTIVE, BUT ALSO INCREDIBLY FULFILLING.”

LIBBY NDAMBO, TA COMMUNICATIONS



# AFRICAN TEAM UPDATE



67  
TRIBES  
REPRESENTED



293  
TEAM  
MEMBERS

7  
MARRIAGES



27  
BABIES BORN  
(INCLUDING 2 SETS OF TWINS)



146  
WOMEN  
ON TEAM

44%  
OF LEADERSHIP  
TEAM ARE WOMEN



52  
SCHOLARSHIPS GIVEN  
FOR TEAM MEMBERS TO PURSUE HIGHER EDUCATION





3

COUNTRIES



11

REGIONS



119,643

CHILDREN NO LONGER AT RISK OF BEING ORPHANED

104

CENTERS

+



9,548

FAITH DECISIONS

97% OF CLIENTS ACHIEVED VIRAL SUPPRESSION



39,506

GRADUATES





### 2023 U.S. TEAM RETREAT



NEW HIRES



BABIES BORN

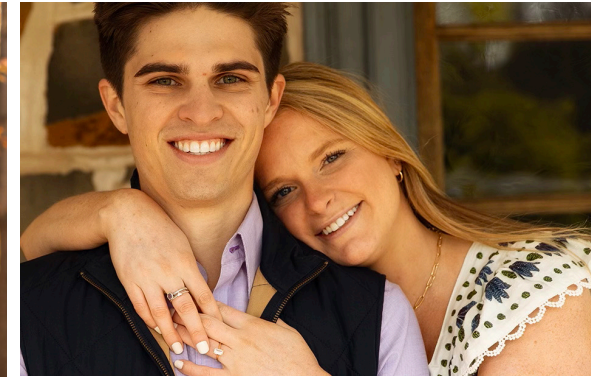
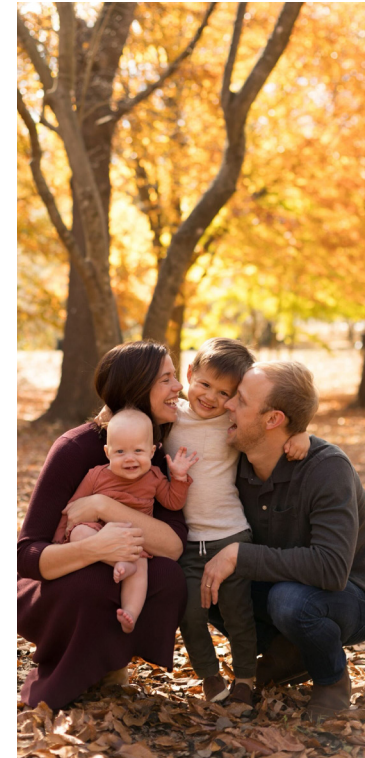


ENGAGEMENT

### TEAM MEMBER SPOTLIGHT

MADLINE BAKER, DIRECTOR OF DONOR ENGAGEMENT

"We are more alike than we are different" is a common saying within Untold. If you have met me before, you know that I am a mom to a sweet two-year-old, and she is my whole world. I am also a wife, sister, daughter, and friend. In January, I took a trip halfway around the world [on an Untold Impact Trip] and met other incredible hard working mothers, sisters, daughters, and friends, who are doing the best they can to take care of themselves and love their families deeply. We praise the same God, and we know God is good. With our identities rooted in this, our differences simply fell into the backdrop."







In 1997, Paul was a 31-year-old newly ordained pastor and father of five with a passion for shepherding people. He led his growing church for years and had great success in planting new churches.

Some years later, after an internal church dispute, Paul had to make a crucial decision to leave the church and return to farming. In retrospect, Paul sees this as a wise decision because he was able to spend time with his family before his wife tragically passed away in 2014.

Her death shocked those around her—rumors ran amuck that his family was under a curse for leaving church ministry. His late wife's family bought into the

That feeling of rejection subsided as he was equipped to live out his passion of pastoral work within the program. Throughout the nine months, he helped lead devotion during seminars and group therapies.

**“I loved [group] therapy; the sessions gave me an opportunity to support others and strengthened me. I met new friends whom I share life with. Getting the opportunity to speak the word of Jesus during the sessions fulfilled me,” he said.**

## GRADUATE STORY

# PAUL MAKAU

gossip and separated his family by taking two of his children away from him.

Just two years after his wife's death, Paul began to feel sick. Since constant illness was outside of Paul's norm, it led him to get tested for HIV. “I was shocked that I was positive and felt like my life had come to an end. I felt sad that I would leave my children on their own,” he said.

Despite Paul's pastoral gifts, his sense of community in Nairobi dissolved after his HIV diagnosis. In 2023, he was introduced to Untold through a community hospital. Paul was initially drawn to the program to forge new friendships, as he felt sidelined and rejected.

Untold has given Paul the opportunity to expand his skillset to include soapmaking. He now sells his homemade products for supplemental income. Being part of a savings group has allowed Paul to dream big. The loans he has received from the group have allowed him to purchase equipment for his farming business.

**“It is unsafe for most of us outside of Untold. The community can be harsh and discriminating. We have found a safe and enriching space, full of love and empowerment,” Paul shared at his center graduation, excited for the next chapter of his life.**



**TO OUR PARTNERS,**

**WE ARE ABLE TO BEAR WITNESS TO STORIES**

**OF TRANSFORMATION THROUGH THE COMMITMENT**

**AND GENEROSITY OF PEOPLE LIKE YOU.**

**THANK YOU!**



**MEET THE  
DUNPHYS.**

In Untold's near 16 years of ministry, **BILL AND BARDEEN DUNPHY** have witnessed the ebbs and flows each season has brought. They have remained steadfast in their commitment to embrace and equip people to live a life beyond AIDS.

**What impact did going on an impact trip have on you?**

**B+B:** Both of us were very impacted by the commonalities that we have [with clients]. We met a client and struck up a conversation with her. Through that conversation, we realized what we both care about most is our love for our kids and wanting the best for them. That moment really broke down any preconceived thoughts and made us realize that we are more alike than we are different.

**Did you experience any special moments with our staff?**

**B+B:** At the end of the trip, we were in Uganda to be part of staff retreat. All 300 staff were in the middle of singing a song written at last year's staff retreat, when the power went out in the building. Despite this, the staff didn't miss a beat—they just kept right on singing. To us, it represents their commitment to this cause of helping other people live a life, not with AIDS, but beyond AIDS.

**What advice would you offer someone who is considering partnering with Untold?**

**B+B:** Ask yourself, why wouldn't we help? How can we help this person who has a condition that they can successfully live with if they're just taught? They can make a really big impact on their family and community.

**What initially drew you to Untold, and what makes you passionate about our mission to this day?**

**B+B:** We have known Justin Miller since he was 10 years old. I [Bill] worked with his dad. At a very early age, Justin set himself apart as somebody who thought a little bit further ahead. Then, we were at a Willow Creek Leadership Summit where all the pastors were challenged to do something beyond the walls of their immediate church. They were talking about the AIDS epidemic and the impact it was having globally. The way I think about it is, at that moment, Justin and Zach [his friend] turned toward each other and said, we have to do something about this. We wanted to support a cause that we truly believed in, and if we know the people who are working toward those causes, we're like, yeah, we'll support!



**AIDS  
SAID  
I WAS  
WORTHLESS.**

**I SAY  
I HAVE ENDLESS  
POTENTIAL.**

2022-2024

# CAMPAIGN GOALS

1

**Establish Untold in South Africa**  
and launch centers in Johannesburg.

**PROGRESS**

Hired our first two South African staff with plans to launch our first two centers in 2024.

2

**Invest in a permanent home**  
in Nairobi that serves as an office and training center.

**PROGRESS**

Acquired three acres of land in Nairobi and will begin construction on our new campus in 2024.

3

**Build a world-class innovation team in East Africa**  
to create new ways to serve our clients.

**PROGRESS**

Hosted our first African team innovation challenge and will hire a full-time innovation manager in 2024.

4

**Open multiple new centers**  
in communities throughout East Africa.

**PROGRESS**

Opened 17 new centers in East Africa since the launch of the campaign.

5

**Graduate 25,000 more clients**  
hitting the milestone of 50,000 graduates.

**PROGRESS**

Graduated more than 14,500 new clients since campaign inception.

The AIDS SAID campaign has received \$18.7 million in gifts and commitments as we continue to press on towards our goal of \$26M by the end of 2024. Throughout this campaign, our clients reminded us that their diagnosis does not dictate the direction of their lives and that there is much life yet to be lived.

**\$18.7 MILLION**  
GIVEN OR  
COMMITTED



# BOARD + FINANCIALS

## SHANNON MILES, CHAIR

Co-Founder of BELAY and NoFo Brew Co

## CHRIS CLIMO, VICE-CHAIR

Associate, Bass, Berry & Sims PLC

## SHANE DUFFEY, TREASURER

Lead Pastor, NewSpring Church

## DR. AMY JAMES, PHD, SECRETARY

Organizational Psychology

## DR. VANITA BOSWELL, PHD

Founder and CEO, The Valo Group

## DAVID FARMER

Senior VP of Restaurant Experience, Chick-fil-A

## CLIFF ROBINSON

EVP, Chief People Officer, Chick-fil-A

## SAM BLOSSOM

Partner - M&A, PwC

## BRAD RESPESS

President & CEO, Tip Top Poultry

## KELLY LUDWICK

Former VP, Legal-Employment, Franchising, & Litigation, Chick-fil-A

## JENNIFER GUTHRIE

Founder and CEO, In-Flight Crew Connections

## JUSTIN MILLER

Co-Founder & CEO, Untold

## STATEMENT OF ACTIVITIES

For Year Ended December 31, 2023

REVENUE	
CONTRIBUTIONS	
Individuals	\$5,181,385
Foundations	\$1,051,604
Churches	\$421,131
Corporations	\$711,796
OTHER INCOME (INVESTMENTS, INTEREST, MERCHANDISE)	\$71,319
<b>TOTAL REVENUE</b>	<b>\$7,437,235</b>
EXPENSES	
PROGRAMS	\$6,690,494
FUNDRAISING	\$1,109,414
GENERAL & ADMIN	\$645,250
<b>TOTAL EXPENSES</b>	<b>\$8,445,158</b>
<b>CHANGE IN NET ASSETS</b>	<b>-\$1,007,923<sup>1</sup></b>

## STATEMENT OF POSITION

As of December 31, 2023

ASSETS	
CASH	\$1,625,810
GRANTS RECEIVABLE	\$112,975
INVESTMENTS	\$1,240,775
OTHER CURRENT ASSETS	\$349,345
OTHER ASSETS	\$236,026
ACCUMULATED AMORTIZATION AND DEPRECIATION	-\$214,113
<b>TOTAL ASSETS</b>	<b>\$3,350,818</b>
LIABILITIES & NET ASSETS	
TOTAL LIABILITIES	\$20,774
TOTAL NET ASSETS	\$3,330,044
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$3,350,818</b>

<sup>1</sup> Deficit is mostly attributed to a planned capital purchase of 3 acres of land in Nairobi, Kenya.



LIFE BEYOND AIDS.

UNTOLD.ORG