

# ANNUAL IMPACT REPORT 2017





**AGRICULTURE**

Developing agricultural expertise for long-term change.

Prosperity in rural Africa depends on making agriculture work better, using natural resources well, and creating stronger markets for what farmers produce. Farm Africa is a leading NGO specialising in growing agriculture, protecting the environment and developing businesses in rural Africa.



**ENVIRONMENT**

Safeguarding the environment for years to come.

Read about Farm Africa's approach to developing agriculture, safeguarding the environment and boosting business at [www.farmafrica.org/approach](http://www.farmafrica.org/approach)



**BUSINESS**

Boosting business to drive prosperity.

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**Front cover: A farmer taking part in Farm Africa's Growing Futures horticulture project in western Kenya.**

PHOTO: FARM AFRICA / LISA MURRAY



**FARM AFRICA REACHED 2.6 MILLION PEOPLE, MORE THAN EVER BEFORE, IN 2017. BUT THAT'S ONLY HALF THE EQUATION. WE'RE EQUALLY PROUD THAT WE HELPED LOCAL COMMUNITIES SUSTAINABLY MANAGE 980,000 HECTARES OF FORESTS AND RANGELAND.**

There is an inherent and inescapable tension between agriculture and environmental conservation. People living in rural areas need to grow food to eat and earn an income. But crop and livestock farming are resource-hungry and can have a devastating impact on the environment, which in turn drives down agricultural yields.

Over hundreds of years, forests have been burnt or cut down to clear space to grow crops. Overgrazing has turned verdant rangelands barren. Degraded forests and rangelands, no longer able to buffer temperature extremes, absorb water and hold onto topsoil have reduced the productivity of local farms, making it harder for farmers to earn a living.

Developing innovative solutions to finding the right balance between producing food and conserving the environment is at the heart of Farm Africa's work. Now, more than ever, as food production is threatened by rising populations, a dwindling resource base and a changing climate, our top priority is to find an effective balance between farming and nature.

In eastern Africa, where hunger levels are high and productivity is low, boosting the productivity of smallholder farmers and connecting them better to markets are vital. But the environmental cost of farming must be minimised. Future generations' ability to thrive depends on the sustainable management of soils, forests, grazing lands and water resources today.

At Farm Africa, we measure our impact in terms of producers' increased agricultural yields, higher incomes and stronger links to markets, but also in terms of the sustainable management of land, water and soils.

This report focuses on seven of our projects active in 2017, across four countries. Each presents a unique set of social and environmental challenges. We highlight how we have worked to achieve an optimal balance between our dual, and often conflicting, aims of reducing poverty in rural communities and protecting the environment for years to come.

We hope you enjoy reading the report and finding out more about the impact of the work in 2017. Our ability to deliver impact is only possible thanks to the generosity of our donors. On behalf of the communities and landscapes we serve in rural Africa: thank you.

Richard Macdonald CBE  
**Chair**

Nicolas Mounard  
**Chief Executive**

# WHERE WE WORK

**TODAY, ALMOST HALF OF THE WORLD'S EXTREME POOR LIVE IN SUB-SAHARAN AFRICA. THE VAST MAJORITY WORK IN AGRICULTURE. FARM AFRICA WORKS IN ETHIOPIA, KENYA, TANZANIA AND UGANDA TACKLING THE THREE BIG CHALLENGES TRAPPING PEOPLE IN RURAL AREAS IN POVERTY: INEFFECTIVE AGRICULTURE, ENVIRONMENTAL DESTRUCTION AND LACK OF ACCESS TO MARKETS.**

## FARM AFRICA'S PROJECT LOCATIONS IN 2017

### ETHIOPIA

- 1. Making forestry sustainable
- 2. Preserving ecosystems in Bale
- 3. Marketing Bale's wild coffee
- 4. Making forest coffee profitable
- 5. Climate-smart agriculture
- 6. Market approaches to resilience
- 7. Sustainable production and marketing of forest products
- 8. Climate resilience for female farmers
- 9. Market-driven climate-smart agriculture

### KENYA

- 10. Market-led aquaculture
- 11. Growing futures
- 12. Accelerated value chain development
- 13. Urban agriculture

### TANZANIA

- 14. Orange-fleshed sweet potato production
- 15. Sesame production and marketing
- 16. Sunflower production

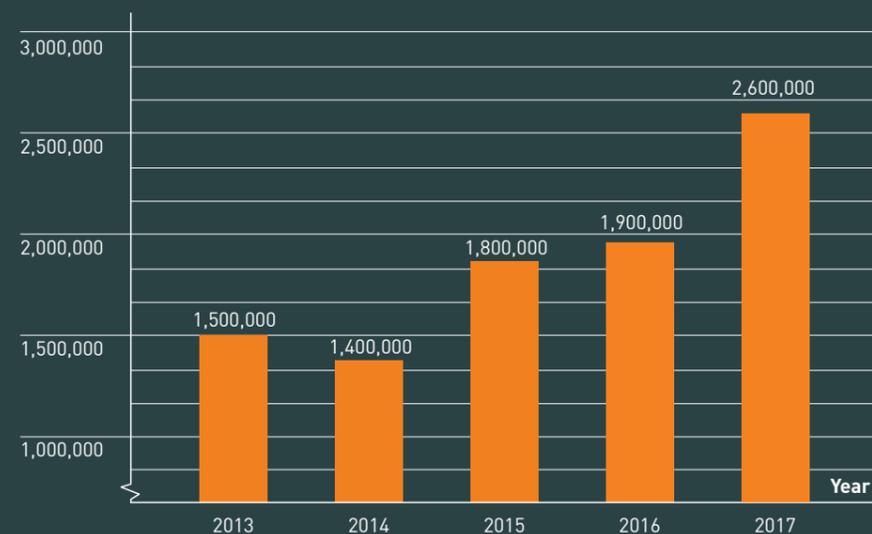


### UGANDA

- 17. Sweet potatoes for prosperity

### REGIONAL

- 18. Regional trade of staple foods



### NUMBER OF PEOPLE REACHED

The people we reach come from a range of backgrounds, and the term 'farmer' is often an inadequate way to describe them. Our projects touch the lives of men, women and children, who may rely on specific ecosystems we have helped to transform, or who merely have benefited from the growth in a specific value chain through obtaining a job.



# BUILDING RESILIENCE IN THE ETHIOPIAN LOWLANDS

**IN ETHIOPIA'S DRYLANDS, ACCESS TO GRASS AND WATER IS OF PARAMOUNT IMPORTANCE TO PASTORALIST COMMUNITIES WHO TRADITIONALLY MIGRATE WITH THEIR HERDS. OUR MARKET APPROACHES TO RESILIENCE PROJECT HAS EMPOWERED HERDERS TO PROTECT THE LANDSCAPES THEY RELY ON, WHILE CREATING RESILIENT, SUSTAINABLE LIVELIHOODS.**

As the primary source of cattle feed, rangelands play a vitally important role in sustaining the livelihoods of pastoralists and ensuring long-term food security. But in many rangeland ecosystems in the Ethiopian lowlands, deforestation, rising demand for water resources, overstocking of livestock, uncontrolled grazing and crop agriculture have reduced the availability of dry season grazing and water for livestock and human consumption. Poor soil quality puts drylands at risk of flooding.

Increasing climate variability threatens to pose more challenges to pastoralists and agro-pastoralists already living on the edge of survival in this most challenging of environments. Households are responding to drought or flooding, with 'negative coping strategies', such as selling assets, like cattle, or taking their children out of school.

Farm Africa's 'Market Approaches to Resilience' (MAR) project, implemented in partnership with Mercy Corps, has the twin aims of rehabilitating the environment and creating more resilient and sustainable livelihoods, ensuring that communities are able to anticipate, absorb and adapt to climate shocks. The project, which is part of the BRACED programme funded with UK aid from the UK government, is located in the Afar, Somali and Southern Nations, Nationalities, and Peoples' regional states.



**“This year, our area was hit by a particularly severe drought. The pasture reserves saved us from losing our cattle! The result is amazing. Not only trees and pasture, even herbal plants that we once thought were long gone have re-emerged.”**

— Ato Kifle, a resident of Gatto district, Gamo Gofa Zone, SNNPR, Ethiopia



## ANTICIPATING CLIMATE SHOCKS

A dearth of accurate weather information has left many people in lowland Ethiopia in the dark about looming climate shocks that could have a serious impact on their ability to raise livestock and grow crops.

The MAR project works with 224 village-level Early Warning and Environmental Committees, increasing the quality of information available to them and their understanding of it. In 2017, we installed a total of 25 digital weather stations, which now broadcast weather and climate information to 354 radio listener groups in 10 different languages via national and local radio stations. Equipped with reliable projections of future weather patterns, pastoralists can anticipate changes and develop adaptation plans accordingly, such as cattle destocking and water conservation activities.

## RESTORING LANDSCAPES

We have trained a total of 476 community leaders in natural resource management, which has led to over 40,000 hectares of watersheds, rangelands and forests now being sustainably managed.

In Derashe in SNNPR state, we helped 7,000 households launch a community effort to restore their rangeland. Thirty-nine hectares of land were closed off and 50,000 tree seedlings and two types of fast-growing grass pasture varieties were planted there. Protected from human and agricultural interference for a year, the previously barren land rehabilitated itself. Eroded topsoil was restored, indigenous trees and vegetation flourished once more and lost plant species, known for their medicinal and nutritional benefits, returned.

The newly planted grass has enabled the community to start an environmentally friendly business selling cut grass to pastoralists, who are now able to feed their cattle within shelters instead of letting them roam the rangeland. The community also plans to start honey production now bees have returned to the area. The restoration of the rangeland has reduced soil erosion, which in turn has put nearby Lake Chamo at lower risk of sedimentation and pollution that could cause significant damage to fish and water quality, and has saved large swathes of lowland farmland from flooding.

## DIVERSIFYING LIVELIHOODS

The MAR project has helped families reduce the risk of relying on pastoralism by building up savings and diversifying their incomes.

Through access to Village Savings and Loan Associations (VSLAs), community members are able to save and take out short-term loans in times of economic distress. The project has established 327 VSLAs with 6,284 members. As of December 2017, these VSLAs held savings of the equivalent of £74,906 and had lent a total of £21,456 to members.

A large amount of the money saved by the VSLAs has been used as deposits with microfinance institutions (MFIs), to enable households to directly access loans from the MFIs. A total of 4,211 households have taken out loans from MFIs at an average of £112 per household. These loans have enabled many women to become economically active for the first time, earning money from a variety of activities, such as selling clothes or opening small food shops.

# PROTECTING LAND. PROTECTING LIVESTOCK. PROTECTING FUTURES.

**IN ETHIOPIA'S BALE ECO-REGION, DEFORESTATION IN THE HIGHLANDS IS LOWERING THE FLOW OF WATER TO THE LOWLANDS. FACED WITH DROUGHT, PASTORALISTS LIVING IN THE LOWLANDS EXACERBATE PRESSURE ON THE FOREST BY TAKING THEIR ANIMALS THERE TO GRAZE. WE WORK IN BOTH THE FORESTED HIGHLANDS AND LOWLAND GRAZING LANDS HELPING BREAK THIS VICIOUS CYCLE.**

The Bale Eco-Region, an area covering 22,000 km<sup>2</sup>, is home to three million people and 26% of Ethiopia's endemic species and holds a carbon stock of 213 million tonnes. The region and the area downstream are both crucial to international environmental protection efforts. Widespread deforestation, the conversion of forests to farmland, unsustainable timber extraction and over-grazing of livestock is threatening Bale Eco-Region's very existence as well as its unique flora and fauna.

Lowland communities are predominantly pastoralists whose livelihoods are dependent on livestock farming, whereas highland communities also farm agricultural crops and earn income from forest products such as timber, coffee and honey. With funding from the European Union's Supporting Horn of Africa Resilience initiative and the Jersey Overseas Aid Commission, Farm Africa is working to protect the environment in the Bale Eco-Region and boost livelihoods for inhabitants in a sustainable way.

## LIVESTOCK PRODUCTIVITY

As well as improving grazing land, the project has boosted livestock productivity through a combination of breeding, access to water, animal health and market opportunities. The aim is to change from a low input / low output model of livestock raising that puts too much pressure on rangeland to using more productive breeds.

We have trained Community Animal Health Workers, who now deliver services such as vaccinations, dehorning and hoof cutting and addressing parasites and other diseases to at least 40,000 livestock a month. We have also cross-bred the local Borena breed of cow with Jersey cows, a breed that produces milk yields triple that of local Bale breeds, up to six litres per cow per day.

The project has constructed four ponds between 6500m<sup>3</sup> and 8000m<sup>3</sup> in size. These provide improved water to over 800 households and their livestock, resulting in improved health for both people and cattle and reduced travel to water sources, all of which increases livestock productivity, increases household labour efficiency, and helps keep children in school. We also opened a livestock market centre, which provides over 12,000 households with a route to selling their livestock and produce, enabling them to fetch higher prices by connecting to buyers from across the region and country.

## REDUCING DEFORESTATION

We have helped stem deforestation by helping the community develop forest-friendly businesses, such as beekeeping and forest coffee production. This led to 177 hectares of forest being saved from conversion to agricultural land. Tree planting and the introduction of improved cook stoves have also helped to reduce the unsustainable harvest of fuelwood.

## RESTORING GRAZING LAND

Restoring rangelands in the lowlands is key to reducing pressure on the precious highland forests. Year upon year, pastoralist farmers faced with barren grazing land in the lowlands used to move all their cattle, goats and camels to the lush forest highlands for the duration of the dry season. We have helped pastoralists establish rangeland management co-operatives, introduce rotational grazing and clear thorny weeds to help grass regenerate in the lowlands. The restored grazing land means that herds can now remain in the lowlands year-round rather than encroaching on the endangered forest.

In total, the project has brought 3,500 km<sup>2</sup> (16%) of the eco-region under improved rangeland management, ensuring a sustainable resource for livestock owners.



**“With the improved grasslands we have seen the productivity of livestock increase. The appearance of our cattle has improved and we can now sell them for more money. Previously, the price of one ox was 3,000-4,000 birr – and now it's 8,000-9,000 birr.”**

— Sheik Abdo, a member of a rangeland management cooperative set up with support from Farm Africa



“We secured some local funding to build a common local pond where we compare notes and teach one another and any other people interested to learn. Some parents bring their children to let them learn that they can also be self-employed and create jobs. We teach the youth that with proper planning, they can make good money.”

— Bernard Goko Mukabi, a KMAP project participant

PHOTO: FARM AFRICA / MWANGI KIRUBI

**59%**

of farmers were able to apply the knowledge gained from the training on pond preparation, feeding and feed conversion ratio and fingerling selection.\*

**62%**

of farmers had increased their fish production levels.\*

\*Figures based on data from interviews with more than 100 hatchery representatives, fish feed producers and fish farmers in 2017.

**THE MAJORITY**

of those who have increased production cited improved knowledge and skills as the major drivers of increased production and productivity in an external review.

## NETTING HIGHER INCOMES

**FARM AFRICA IS SUPPORTING FISH PRODUCTION IN PONDS TO HELP PROTECT LAKE VICTORIA'S STRAINED RESOURCES, INCREASE EMPLOYMENT, BOOST INCOMES AND PROVIDE FAMILIES WITH AN AFFORDABLE AND SUSTAINABLE SOURCE OF PROTEIN.**

Around 76% of Kenya's fish production comes from wild fish caught in Lake Victoria, but stocks are dwindling, particularly of tilapia, the country's most popular freshwater fish. Launched in 2016, our Kenya's Market-Led Aquaculture Programme (KMAP), funded by the Embassy of the Kingdom of the Netherlands, focuses on increasing productivity and strengthening market systems and the policy environment, with the aim of helping farmers turn their ponds into thriving businesses.

### BOOSTING SUSTAINABLE AQUACULTURE

By the end of the project in 2019, KMAP plans to increase the incomes of 1,100 households and provide a sustainable source of fish for 1.2 million consumers. To date, we have directly reached 1,000 farmers, and an additional 5,209 have learnt about aquaculture good practice through our outreach work at agricultural exhibitions, e-learning and peer-to-peer support.

### BOOSTING PRODUCTIVITY FOR INPUT SUPPLIERS AND FISH FARMERS

KMAP offers training and guidance to aquaculture input suppliers to help them improve the quality of the fish feeds and fingerlings (young fish) they sell to fish farmers. Access to high-quality, affordable inputs is key to enabling fish farmers to boost their yields. Since the project started, hatcheries supported by Farm Africa have together increased their production from 480,000 to 6.8 million fingerlings a year. The KMAP innovation fund has helped a key fish feed supplier gain access to modern machinery to efficiently process high-quality fish feed.

Farm Africa's technical training on demonstration farms helps fish farmers develop the skills needed to ensure the long-term viability of their ponds, while our training in how to maintain accurate records enables them to monitor their productivity and profitability.

### INCREASING ACCESS TO MARKETS

Robust market linkages are vital for business success for fish farmers and input suppliers alike. To date, KMAP has helped 40% of the project participants build their market links at business meetings and public events. Through training in business skills, including production planning, cost and revenue recording and marketing, as well as support in accessing finance, Farm Africa ensures that fish farmers and input suppliers are equipped to invest in their businesses and increase their income. Fish farmers' financial records reveal average increases of 42% and 29% in revenue from sales of tilapia and catfish respectively as a result of the project.

### PROMOTING ECO-FRIENDLY POLICY AND PRACTICE

Whilst fish farming reduces the pressure on wild fish stocks, intensive aquaculture can put pressure on shared water resources and increase the likelihood of disease outbreaks and pollution of the environment. KMAP mitigates these risks by providing farmers with comprehensive training on how to prevent disease, manage water efficiently and prevent hormone and chemical inputs from leaching into the environment. We have collated our experience in this sector to provide an evidence-based framework for sustainable aquaculture, which has been shared widely with national agriculture and fisheries ministries.

# OUR YEAR IN NUMBERS

WITH YOUR SUPPORT, WE HELP FARMERS ACROSS EASTERN AFRICA GROW MORE, SELL MORE AND SELL MORE, WHILE PROTECTING THE ENVIRONMENT FOR YEARS TO COME.

THIS SNAPSHOT OF NUMBERS ILLUSTRATES JUST SOME OF FARM AFRICA'S HIGHLIGHTS IN 2017.



2.6 MILLION PEOPLE REACHED



18 PROJECTS IN 4 COUNTRIES



368,000 HECTARES OF RANGELAND SUSTAINABLY MANAGED



613,000 HECTARES OF FOREST SUSTAINABLY MANAGED



1,230 TANZANIAN FARMERS SOLD 700 MT ORANGE-FLESHED SWEET POTATOES AT TWICE THE PRICE OF LOCAL SWEET POTATO VARIETIES



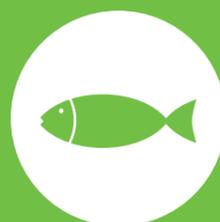
77% INCREASE IN KALE PRODUCTIVITY IN THE GROWING FUTURES PROJECT IN WESTERN KENYA



21 METRIC TONNES (MT) OF ETHIOPIAN SPECIALITY FOREST COFFEE SOLD TO INTERNATIONAL MARKETS



1,018 KENYAN FISH FARMERS TRAINED



42% INCREASE IN REVENUE FROM SALES OF TILAPIA



72,848 UGANDAN AND TANZANIAN FARMERS AGGREGATED 100,000 MT OF STAPLE CROPS



COMMUNITY ANIMAL HEALTH WORKERS IN BALE, ETHIOPIA REACHED 40,000 LIVESTOCK A MONTH



25 DIGITAL WEATHER STATIONS INSTALLED IN ETHIOPIA



354 RADIO LISTENER GROUPS REACHED WITH WEATHER FORECASTS IN 10 DIFFERENT LANGUAGES



577 VILLAGE SAVINGS AND LOANS ASSOCIATIONS SUPPORTED



£14.7 MILLION TOTAL INCOME



£16.5 MILLION TOTAL EXPENDITURE



5,608 BRILLIANT SUPPORTERS GAVE US OVER £535,000 IN DONATIONS



416 FABULOUS FUNDRAISERS (INDIVIDUALS AND GROUPS) RAISED OVER £144,000 FROM THEIR LOCAL COMMUNITIES



157 PARTICIPANTS TOOK PART IN FUNDRAISING EVENTS, RAISING OVER £206,000



14 SENIOR EXECUTIVES FROM THE FOOD INDUSTRY SPENT THREE DAYS BUILDING 120 BEEHIVES IN TANZANIA, RAISING £84,661.



WE RECEIVED 18 LEGACIES TOTTALLING £506,000

# SUSTAINABLE COFFEE COOPERATIVES

**SOME OF THE WORLD'S BEST COFFEE IS GROWN IN ETHIOPIAN FORESTS, THE BIRTHPLACE OF ARABICA COFFEE. YET MANY COFFEE FARMERS ARE TRAPPED IN POVERTY. FETCHING AN APPROPRIATE PRICE FOR WILD COFFEE HELPS CREATE AN INCENTIVE FOR FOREST COMMUNITIES TO PROTECT THE TREES UNDER WHICH COFFEE PLANTS THRIVE.**

Ethiopia is the world's fifth largest producer of coffee. About 40-45% of its highly regarded Arabica beans come from coffee that grows wild in forests. As an industry, coffee can be hugely lucrative: it employs 15 million Ethiopians and makes up some 28% of the country's yearly exports. Yet all too often small farmers are unable to sell their coffee for a good price due to poor coffee quality, lack of access to high-value markets and an inability to add value to the raw product with processes such as sorting and packaging.

Since December 2014, Farm Africa has worked in western Ethiopia helping a total of 5,000 farmers organised into 22 small-scale cooperatives develop the skills and knowledge needed to access high-value markets.

Training in coffee tree rejuvenation and quality assurance has helped improve the quality and quantity of coffee produced, while training in processing, grading and marketing has helped cooperatives access the high-value markets their forest coffee deserves. Coffee grown by these farmers is now sold in specialty markets. Members of the Oromia Coffee Union travelled to Seattle, the US centre of speciality coffee, to seal a deal with Atlas and Twin in 2017.

Coffee plants thrive under the shade of trees, so the project provides a built-in incentive for farmers to plant more trees. A total of 5,000 hectares of land have been re-forested with coffee-shading trees.

We assessed the cooperatives' long-term viability as commercial entities by analysing the financial sustainability and business efficiency of 10 cooperatives working with 2,400 farmers during the 2017 harvest.

**HIGHLIGHTS OF THE FINDINGS WERE:**

- Over 21 metric tonnes (MT) of speciality forest coffee have been sold to international premium markets in the US and UK, generating over 1,250,000 Ethiopian birr (Br) (roughly £33,000) of revenue for over 800 farmers.
- 48 MT of high-quality forest coffee was sold for above-market prices within Ethiopia, generating over 2,858,400 Br (£76,500) of revenue for the farmers.
- 15 cooperatives in two zones were supported to access, and repay, over 1,850,000 Br (about £49,000) of working capital loans to invest in processing and transport facilities that would add value to their forest coffee.

Analysis of the data enabled us to identify the key characteristics of successful coffee cooperatives. Perhaps unsurprisingly, size matters. The more coffee a cooperative sells, and buys, from its farmers, the more its profits increase, as does its profitability. The analysis found that increasing the volume of coffee-cherry produced per member, rather than having a large membership base, led to the most profitable model.



PHOTO: FARM AFRICA / STEPHANIE SCHNITZLER

**REFINING OUR APPROACH**

The analysis provided valuable insight into the challenges the cooperatives faced, and enabled us to offer targeted support focused on overcoming these blockages. After discovering that some cooperatives were having to wait two months to have their coffee processed at local processing facilities, we were able to find additional processors to work with. By early 2018, waiting time had been reduced by two weeks. Delays to sales were being caused by a lack of local data on the premium coffee market-prices, so we worked to increase the competition for cooperatives' produce and increase the market turnover speed by introducing cooperatives to new international and local buyers.



**“As women, we never used to be involved in these activities, so it's good to have this opportunity now. I hope more and more women come and join these activities. If I hadn't had my training I wouldn't have the opportunities I have now.”**

— Munaja, a coffee farmer involved in the project

# GROWING FUTURES

## FARM AFRICA IS HELPING YOUNG FARMERS IN WESTERN KENYA ESCAPE POVERTY BY DEVELOPING PROFITABLE HORTICULTURE BUSINESSES USING SUSTAINABLE FARMING METHODS THAT PROTECT THE LAND THEY FARM.

In 2016, nearly 80% of Kenyans were less than 35 years old; and nearly one in five young people of working age was jobless. In a country where agriculture is key to the economy, contributing 26% of GDP, providing 65% of the export earnings, and employing more than 70% of rural people, farming should be offering a solution to youth unemployment.

Launched in 2016, our Growing Futures project, funded by Aldi, helps young people build profitable agribusinesses that capitalise on the booming demand for Kenyan fruits and vegetables. Farm Africa has helped 421 young farmers in 23 youth groups grow and sell French beans, snow peas, kale, tomatoes, nightshade and cabbages to domestic and international markets. We've helped them source seeds and high-quality inputs, improve irrigation, grading and storage facilities, and build their links to markets.

### BOOSTING PRODUCTIVITY AND PRODUCTION

Regular survey data from farmers shows that productivity (measured in kilograms produced per acre) for French beans and kale increased by 9% and 77% respectively between November 2016 and August 2017. Due to increased productivity, and an increase in the number of farmers growing these crops, total production also increased by 61% and 181% to 60 metric tonnes (MT) of French beans and 85 MT of kale respectively, in the same time frame.

Challenges included unusually heavy rain during the long rainy season, which caused flooding, water logging and fungal and bacterial infections. In contrast, during the dry season from October to December many farmers were unable to plant crops due to a lack of irrigation. We have implemented a number of measures to help farmers maximise their yields whatever the weather.

The introduction of a text messaging service now prompts farmers to take note of impending weather forecasts. An exchange visit to a drier region in eastern Kenya equipped farmers with knowledge on how to successfully manage water in the dry season.

### BUILDING LINKS TO MARKET

To date, we've helped farmer groups set up 19 export contracts, guaranteeing a market for their produce. We've provided training on financial literacy, helping farmers gain access to credit from micro-finance institutions and village savings and loans associations, and helped farmer groups write business plans detailing when they will plant and sell to known markets in 2018.

### PROTECTING THE ENVIRONMENT

We have trained the farmers on Global Good Agricultural Practice (GLOBALGAP) standards, which require that production methods ensure food safety and traceability, environmental protection and workers' health and welfare. In November 2017, 100 farmers passed external audits to become GLOBALGAP certified, giving them access to larger buyers and more lucrative export markets.

The project's environmental footprint is now being minimised with the use of charcoal coolers, which preserve produce and reduce food waste. We're training farmers to minimise water pollution by handling crop protection chemicals over a soak pit, so they don't leach into the environment. We are also helping some farmers to install drip irrigation, an environmentally friendly type of irrigation which minimises water and nutrient losses.

### PROJECT EXPANSION

With funds from Medicor Foundation and UK aid, the successful Growing Futures project will be scaled up in 2018, reaching an additional 4,900 farmers.



PHOTO: FARM AFRICA / LISA MURRAY



**“After accessing the knowledge from the training I went through, I had to enlarge my projections of tomatoes and French beans. After selling I got money, which I use to send my children to school and buy food. The nutrition of our family is better than it was before: we can now have a balanced diet. I have also been able to buy a piece of land and manage my fields. I have benefited a lot from the project.”**

— Joseph, a farmer taking part in the Growing Futures



**“Hearing the impact that being part of Growing Futures has had on young farmers' lives left us hugely inspired.”**

— Jonathan Neale, Aldi UK



**IN 2017, 33% OF TANZANIAN CHILDREN UNDER FIVE WERE DEFICIENT IN VITAMIN A.**



**“I hope to earn more by planting the orange-fleshed sweet potatoes and I will use this money to improve my family’s life.”**

— Nehemia, Tanzania

## GETTING MORE FROM THE SWEETER THINGS IN LIFE

**IN TANZANIA’S FERTILE MOROGORO REGION, WE’RE HELPING FARMERS MAKE THE MOST OF THE RICH SOIL BY PRODUCING AND SELLING NUTRITIOUS CROPS. AND WE’RE HELPING THEM PRESERVE THE SOIL’S FERTILITY THROUGH THE USE OF CLIMATE-SMART AGRICULTURE.**

Morogoro is renowned for the variety of crops it is able to produce. Its rich soil gives life to juicy mangoes, succulent papayas and, more recently, the orange-fleshed sweet potato. However, many smallholder farmers are unable to make the most of their land because they can’t afford agricultural inputs or lack knowledge on good agricultural practices.

With funding from the Big Lottery Fund, since 2015 Farm Africa has worked in villages across Gairo and Kilosa Districts helping 2,910 smallholder farmers produce, consume and sell highly nutritious crops. We have introduced five crops: orange-fleshed sweet potatoes rich in vitamin A, high-protein yellow maize and nutrient-rich beans, sunflower and sesame seeds.

A combination of higher-value crops, grown using good agricultural practices, and education on accessing better markets and negotiating better contracts has proved successful: farmers are getting better prices for their produce whilst fighting malnutrition in their community.

### ENVIRONMENTALLY FRIENDLY PRODUCTION

Farmers who received weekly training in good agricultural practices produced 40% more beans, 15% more sunflowers and 59% more sesame than they did previously. The training included guidance in avoiding the contamination of water and soils and the safe handling of agro-chemicals.

### IMPROVING NUTRITION

We used cooking demonstrations, village meetings and training sessions at healthcare facilities and schools to promote the nutritional benefits of eating orange sweet potatoes and high-protein maize.

The awareness campaign, which was supported by radio interviews, television sessions, social media campaigns and newspaper articles, reached more than 1.7 million people. The crops have been quickly accepted, with 64% of the orange sweet potatoes and 71% of the yellow maize harvested now being consumed by households in the target villages.

### SELLING MORE

We trained 25 street food vendors in cooking recipes using the new crops, such as making biscuits and the popular snack food mandazi (Tanzanian doughnuts) from orange-fleshed sweet potatoes. This has meant more people are consuming the nutritious food and both farmers and street sellers generate profits.

Farmers were trained in business management, contract negotiation and marketing principles. New links were established with buyers and farmers were trained on how to secure contracts to sell surplus produce at local markets for the best prices. In 2017, 289 yellow maize farmers with surpluses accessed high-value markets. They sold 60 MT under contractual arrangements, at an average price of TSh 600/kg; a 33% higher price than white maize. A total of 1,230 orange-fleshed sweet potato farmers sold 700 MT at an average of TSh 500/kg, a 100% mark-up on local varieties.

The lessons learnt from Morogoro are currently informing our work in Soroti, Uganda, where thanks to funding from the Government of Guernsey and Ajahma Charitable Trust we are helping more farmers increase their incomes through by growing and selling orange-fleshed sweet potatoes.

# CUTTING FOOD WASTE AND BOOSTING TRADE

**ABOUT ONE THIRD OF THE FOOD PRODUCED IN THE WORLD EVERY YEAR IS WASTED<sup>1</sup>. THIS TAKES ITS TOLL ON THE ENVIRONMENT, MEANING A WASTE OF LAND, WATER AND ENERGY PUT INTO PRODUCTION, AS WELL AS A LOSS OF POTENTIAL INCOME FOR FARMERS. IN TANZANIA AND UGANDA, WE'RE HELPING RICE, MAIZE AND BEANS FARMERS INCREASE THEIR INCOMES BY CUTTING FOOD WASTE AND BOOSTING TRADE.**

While Tanzania and Uganda typically produce a surplus of staple crops every year, neighbouring Kenya only grows enough maize to feed itself one year in five. With funding from UK aid from the UK government, Farm Africa's FoodTrade project helps Tanzanian and Ugandan smallholder farmers increase their profits by cutting post-harvest losses, aggregating their staple crops and selling them in bulk to large-scale buyers within and across borders.

In partnership with the local NGO Rural Urban Development Initiatives (RUDI) and the Belgian-based international NGO Rikolto, we're helping farmers store grain in warehouses certified as meeting international standards, so that crops can be kept dry and are less susceptible to fungal infections and pest infestation, both common results of poor storage. This means less food goes to waste, which benefits both the environment and farmers' profits, as well as addressing food security. Safe in the knowledge that food won't rot or be eaten by pests while in the warehouses, farmers can now choose when to sell their grain.

We have worked with 72,848 farmers through aggregation warehouses, increasing their awareness of the East African Community grain standards required of staple crops, especially those destined for export, and providing training on how to achieve these standards.

We've also worked with staff from 85 warehouses to build business skills and access market information, to help them better decide when to sell and at what price. Linkage with The East African Grain Council's (EAGC) RATIN software provides free, daily text messages on current grain prices in specific localities.

To further support grain aggregation we have helped farmers gain access to credit to invest in their businesses. In Mbeya in southern Tanzania, Mbuyuni Farmers' Association attracted a consortium of buyers, input suppliers and banks who signed a tripartite agreement allowing the farmers to use aggregated crops in warehouses as collateral to access loans and inputs on credit. Yara International, an international input supplier, agreed to supply fertiliser on credit, which the farmers would pay back after receiving the revenue from the sale of their crops. The National Microfinance Bank committed to lend one billion Tanzanian shillings (about £316,000) to the farmers who had a sales agreement with a buyer to buy a milling machine. This will allow the 1,316 member farmers to add value to their unprocessed rice (paddy) by milling it into clean rice, which sells for a higher price.

Cumulatively, 100,738 MT of grains were traded under the project over two years.



**“If you sell individually, it is not good. If you sell collectively, you get a bigger market. The price is good because the buyer gets a bigger volume at the same time. It is better to wait to sell the maize when the price is higher. The village aggregation centre is good because I can leave the maize there and forget about it. I don't have to worry about rats and mice.”**

—Frida Elisante Sarakikya, a farmer working with Farm Africa and Rikolto in northern Tanzania



PHOTO: FARM AFRICA / JON SPAULL

<sup>1</sup> Source: <http://www.fao.org/save-food/resources/keyfindings/en/>

# THANK YOU

## SPECIAL THANKS TO:

ABP Food Group, Agricultural Markets Development Trust, Ajahma Charitable Trust, AMREF, Barr Foundation, Big Lottery Fund, Blade Farming, Comic Relief, Conservation International, Ashley Cooper, Paul Cooper, Cullisse, DAI, The David & Lucile Packard Foundation, Thomas Davidson, Lord De Ramsey, Devenish Nutrition, Dinner by Heston Blumenthal, Dunbia, Embassy of Ireland - Addis Ababa, Embassy to the Kingdom of the Netherlands - Nairobi, European Union, E Filer, Food and Agriculture Organisation of the United Nations,

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## OUR THANKS TO FARM AFRICA'S KEY CORPORATE PARTNERS IN 2017:



## AND TO THE SPONSORS OF THE FOOD FOR GOOD CAMPAIGN:



# FINANCIAL SUMMARY

## INCOME

Fundraising income increased by £0.2 million to £2.3 million. Significant new project grants included a £4.0 million grant from the UK Government to help Ugandan and Ethiopian women set up sustainable, small-scale goat rearing enterprises.

Total income in 2017 was £14.7 million, a decrease of £3.2 million from 2016, which was predominantly due to the end of Programme Partnership Arrangement (PPA) core funding from the UK Government, which was worth £2.3 million in 2016, and lower grant income in Sidai, our social enterprise subsidiary in Kenya.

We're proud signatories of the Fundraising Regulator's Fundraising Promise, which gives you extra peace of mind all our fundraising is legal, open, honest and respectful.

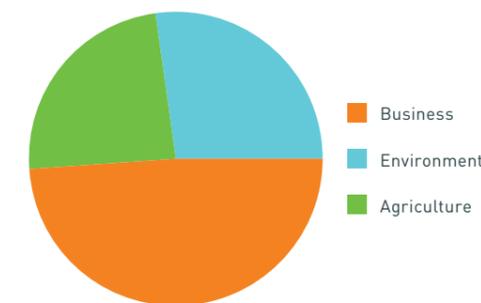
## EXPENDITURE

Our total expenditure in 2017 was £16.5 million, an increase of £3.8 million on 2016. The whole of this increase was due to higher expenditure on our charitable activities.

Our financial statements itemise our charitable expenditure according to Farm Africa's three programmatic pillars of agriculture, business and the environment (excluding Farm Africa's subsidiary social enterprise, Sidai).

In 2017, 49% of our charitable activities related to supporting farmers in market-based activities, with 24% on agricultural activities and 27% on environmental conservation.

## CHART TO SHOW PROPORTION OF FARM AFRICA'S ACTIVITIES



## VALUE FOR MONEY

We are deeply committed to ensuring that your funds achieve the maximum impact in sustainably reducing poverty in rural Africa. Our value for money framework assesses the effectiveness of our expenditure to make sure that every pound you give is spent wisely.

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