

END HUNGER >>> GROW FARMING

FARM AFRICA

ANNUAL REVIEW 2014

Pioneering
techniques to
boost harvests,
add value and
help end hunger -
for good.

A YEAR OF GROWTH

In 2013, our work in eastern Africa reached over one million beneficiaries for the very first time.

Although Africa struggles with hunger, it possesses 60% of the world's uncultivated crop land and has huge capacity for development. At Farm Africa we believe that Africa has the power to feed itself and that its smallholders hold the key to lasting rural prosperity. We work directly with farmers to help them unleash this potential, and in 2013, we reached over one million people for the very first time.

This remarkable success reflects the growth of some of our most exciting ventures, including Sidai Africa Ltd, our Kenyan social enterprise, and our outstanding forestry work in Ethiopia and Tanzania. 2013 was also a record year for income for Farm Africa, reflecting growth in grants from institutional donors, in donations from supporters and in Sidai revenues. Our profile and supporter base continued to grow and our Food for Good campaign raised over £500,000.

I would like to take this opportunity to thank all of our funders, partners and supporters; without you, we could not achieve any of the impact we are celebrating here. At the same time, I must thank the Farm Africa team, particularly those leading our work on the ground, for showing such commitment and dedication to our life-changing work.

Though 2013 was a year of great success, we continue to aim high. We want to keep growing: not for growth's sake, but to work alongside more communities, helping smallholders achieve rural prosperity in Africa.

I recently met Theresia, a farmer in Tanzania, for whom our work has made the difference between a leaky shack and a concrete family house. Sitting with her, in a warehouse full of sesame she had grown with our help, I could sense her confidence, self-reliance and pride. Growing more, selling more, adding value – all this adds up to changed lives.

Please continue to support us as we strive to deliver our target of reaching 1.5 million beneficiaries in 2016 and beyond.



Nigel Harris
CEO



FINANCIAL SUMMARY

2013 was a record year for Farm Africa income.

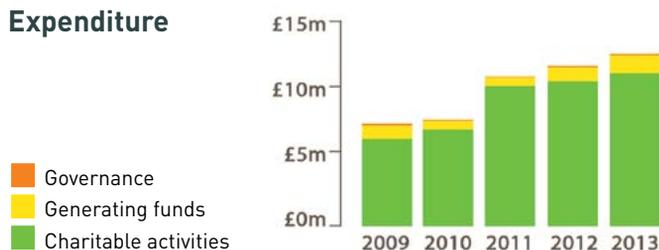
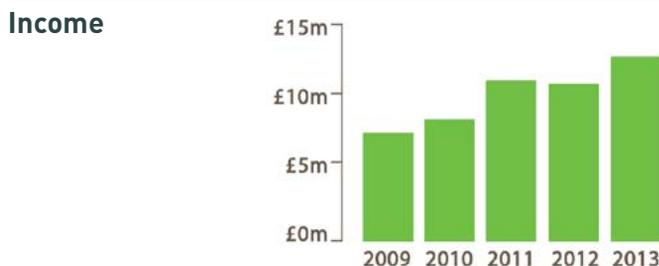
In 2013, our total income grew by 16% to £12.8 million. Of particular note is our fundraising income (excluding grants) which grew by nearly 30% to just under £2.4 million.

Our project income, which comes principally from government, institutional and other major donors, rose by £0.6 million to £6.3 million. We are delighted that the Department for International Development extended its strategic funding to us and our consortium partner, Self Help Africa, for two years.

Our total expenditure increased by £1.2 million to £12.5 million. Roughly half of this increase relates to spending on charitable activities, and the remainder relates to expenditure we have made directly, investing in ways of raising future funds. We are committed to using funds as effectively as possible and are pleased to report that 86% of our 2013 expenditure was spent on charitable activities.

We are happy to answer questions about our finances or to supply a copy of our full Annual Report and Consolidated Financial Statements. Please email info@farmafrika.org.

Our financial performance over five years



FOOD FOR GOOD

In 2013, the UK's food and hospitality industries united to raise a further £500,000 to help overcome one of the biggest challenges facing the world today: hunger.

Food for Good is a rallying cry led by key players in the UK's food and hospitality industries to help Farm Africa end hunger in Africa - for good. We are delighted by the success of the campaign and the commitment shown by all supporters, demonstrated in 2013 by a number of impressive challenges to raise awareness and funds.

In May, a group of women leaders from the food sector travelled to Kenya to dig a swimming pool-sized fish pond alongside local women. August saw a team of award-winning chefs and well-known figures from the hospitality world scale Mount Kilimanjaro, and in September, a group of senior food executives went on a six-day gruelling trek across the Great Rift Valley in Tanzania.

Just as important has been the commitment of employees from a wide range of food and hospitality companies. From organising high-profile fundraising balls to shaving heads and from running marathons to swimming for miles, we have been overwhelmed by the determination of people in the sector to play their part in this important campaign.



The chefs at the summit of Mount Kilimanjaro. Tanzania, August 2013

Farm Africa is determined to maintain the extraordinary momentum of Food for Good. We are planning a series of events for the next two years including more challenges and the inaugural Food for Good Ball in 2014.

We would like to thank everyone involved in Food for Good in 2013, including:

Our Food for Good supporters and sponsors:

2 Sisters; ABP; Albert Bartlett; Aldi; Ashwood Associates; Bakkavor; Barfoots; Big Hospitality; Booker; Chemex; Compass Group UK and Ireland; Co-operative; Cosine; Cullisse; Devenish Nutrition; Dairy Crest; Food and Drink Federation; Hain Daniels; Marks and Spencer; Moy Park; Oscar Mayer; P.D. Hook (Hatcheries) Ltd; QV Foods; Randall Parker Foods; Restaurant Magazine; SABMiller; Sainsbury's; Santander; Sharpak; Tesco; The Grocer; Thompsons; Typhoo; Waitrose; William Reed Business Media; W&R Barnett.

Our Food for Good diggers, trekkers and chefs:

Tony Baines; Judith Batchelar; Rosie Boycott; Richard Brasher; Andrew Cracknell; Paulo de Tarso; Nigel Dunlop; Steve Ellwood; Paul Foster; John Freeman; Rachel Griffiths; Paul Gwilliams; Rachel Hackett; Lorraine Hendle; Debbie Keeble; Gillian Kynoch; Robert Lasseter; Richard Macdonald; Julian Marks; Janet McCollum; Susie McIntyre; Steve McLean; Keith Packer; Ashley Palmer-Watts; Charles Reed; Ann Savage; Jacqui Sheldon; Helen Sisson; Tim Smith; Andrew Thompson; Teresa Wickham; Mark Williamson.



The Dig for Good team and their fish pond, dug by hand. Kenya, May 2013

You and your company could join the Food for Good campaign too. Whether you choose us as your charity of the year or organise a fundraising challenge, the funds you raise will help more families in Africa feed their families - for good.

www.farmafrica.org/foodforgood

CREATING IMPACT

We have been working in eastern Africa for nearly 30 years, and now have programmes in Ethiopia, Kenya, South Sudan, Tanzania and Uganda. In 2013, we reached 1,164,000 people directly and six million indirectly.

We work at the intersection of building incomes and managing natural resources sustainably. We focus on crops, livestock and forestry and are known for delivering projects that produce long-term sustainable solutions grounded in robust evidence. Combined with our innovative thinking, this approach has enabled us to increase our impact in helping Africa's farmers feed Africa's people.

Here are some recent examples of the impact of our work.

DEVELOPING CLIMATE-SMART SOLUTIONS

With support from the EU, we started a new project in 2013 in the Mwingi and Kitui Districts of Kenya to help build the long-term financial resilience of farmers to the impact of increasingly frequent droughts. Poverty levels in these districts are among the highest in Kenya, and whilst poverty is reducing across most of the country, it has increased in these areas which form part of Kenya's arid and semi-arid lands.

Our sorghum and green grams project enables farmers to grow their incomes sustainably by working with commercially attractive, drought-tolerant sorghum and green gram crops. We provide training to improve crop productivity and post-harvest handling, and farmers are taught how to access commercial markets at competitive prices.



For improved productivity, farmers are brought together into Farmers' Groups, each of which is led by a 'champion farmer' who receives training that can be passed on to fellow farmers in the community. The multiplier effect of this means that ultimately 7,000 farming households will be reached.

ADDING VALUE AT MARKET

It is vital for the long-term sustainability of our projects that we not only enable farmers to increase their harvests but that they also understand how to add value to their products when the time comes to sell. An outstanding example of our success in doing this comes from our sesame production and marketing project in northern Tanzania.

With Farm Africa's support, sesame farmers have improved the quality and purity of their crops and doubled the price per kg. Total sesame revenues for the project participants have grown by an overwhelming 179% since 2011.



SUSTAINING NATURAL RESOURCES

Ethiopia's Bale Mountains are a richly-diverse but threatened environment. We are helping communities find new ways of earning a living from the forest's natural resources without damaging the trees.

A recent independent review stated that our project "has significantly enhanced local capacity to manage natural resources". With 18 months still to run, the project has achieved 78% of its 270,000 hectare target coverage and has contributed to positive changes for local populations by supporting non-timber forest product enterprises including honey, coffee, spices, incense and bamboo.

FEATURED FUNDRAISERS

We have been overwhelmed by the support for our work, and would like to thank everyone who has baked cakes, cycled, swam, shaved heads or pulled their wellies on to Give Hunger the Boot to help us raise a staggering £2.4 million.

Here are a few fundraising highlights:



Stalwart Farm Africa supporter Tim Jury celebrated his 60th birthday with a selection of arduous challenges, raising £10,000 in 2013.



Schools and churches across the UK united to don their decorated wellies and walk the welly walk to 'Give Hunger the Boot', raising £126,000.



Jack White cycled 14,000km through 13 countries in Africa in just six months, raising over £17,000.



Chef Paul Foster brought 16 top UK restaurants together in a football tournament that raised £2,000 for Food for Good.



Fresh food supplier Barfoots of Botley raised over £50,000 for Food for Good with their superb Summer Ball.



Philip Young and Paul Brace entered the record books with their Cape Town to London drive in a Fiat Panda, raising £38,000.

A BIG THANK YOU

We would like to thank everyone who supported our work this year, including:

Africa Enterprise Challenge Fund in partnership with SABMiller; Adeso; AGRA; AusAid; Big Lottery Fund; Bill & Melinda Gates Foundation; CARE Ethiopia; Cordaid; Department for International Development; European Union; Embassy of Ireland to Ethiopia; Ford Foundation; Georg und Emily von Opel Foundation; Jersey Overseas Aid Commission; Kilimo Trust; The Kirby Laing Foundation; Lundin for Africa; The Melbreak Trust; The Rockefeller Foundation; Royal Norwegian Embassy; Small Foundation; Stichting af Jocknick Foundation; The National Development Fund of Norway; The Vitol Foundation

Companies, groups and individuals who went the extra mile for Farm Africa in 2013:

Barney Kay; McKinsey & Company; National Farmers Union; Paperchase; Philip Young & The Endurance Rally Association; St Andrew's University; The Three Brothers; The World's 50 Best Restaurants List 2013.

And finally a huge thank you to all of our volunteer supporters across the country, including our long-standing Friends of Farm groups, our speakers and our office volunteers.

Barney Kay ran the gruelling six-day, 155-mile Marathon des Sables to raise money for Farm Africa in April 2013. His impressive feat raised over £13,000.



IMPROVED HARVESTS

Elizabeth lives in Kitui, Kenya with her husband Willi and their four young children.

The dry conditions make growing crops very difficult and they sometimes relied on food aid for eleven months a year to feed their family.

Farm Africa has taught them how to beat the drought using sustainable techniques and resilient seeds. Now, Willi and Elizabeth have enough food for the year and are looking forward to a brighter future.

“Before our training, the crops we grew didn’t feed us from one harvest to the next. Now we have confidence that we won’t need to buy food until next harvest.”



INNOVATION

26-year-old Idris lives in western Kenya with his wife and two young children and also looks after his seven-year-old sister.

He found it difficult to provide three meals a day for them, and the income from growing maize and sugar cane was only enough to buy food for his family for seven months of the year.

Farm Africa has been working with Idris to set up two fish ponds on his land and although he is new to fish farming, he is excited by the opportunities it presents and optimistic about his family's future.

“When I harvest fish I expect that school costs will not be a problem and that I will even have money in my pocket.”



“For the first time in my adult life I can confidently and consistently provide three meals a day for the children.”

ADDED VALUE

Christine is a 62-year-old widow who lives with two of her young grandchildren in Nakasongola, Uganda. Before training from Farm Africa, the frequent droughts would often cause her crops to fail.

She is now a member of the Tubasalisa Women's Group and Farm Africa's training means that not only is she able to grow better quality crops that are more suited to the conditions but she has also learnt about seed multiplication.

She is now starting a business selling seeds to other farmers for an accessible price, and for the first time ever she can see a bright future for her family.

HELP US END HUNGER

There are many ways you can help us to bring prosperity to rural Africa and end hunger.

Make a donation

We are committed to making sure your support reaches the people who need it the most – farmers and their families. Over 80% of our staff are African, working directly with farmers, and 86p in every pound we spent in 2013 went towards projects that changed families' lives.

To make a donation, call us today on +44 (0)20 7430 0440.

Give your time

Passionate about what we do? Become a volunteer speaker and inspire others, or join one of our Friends of Farm groups who grow support for our work across the UK. We'd love to hear from you, however much time you have to give.

Fundraise at work

Taking part in charity events builds motivated teams, develops professional skills and helps reach corporate social responsibility targets. Pledge your company's support and fundraise with cake sales, quizzes, sports challenges, fancy dress balls or whatever you can think of!

Get active

Join us for a run or cycle to boost your fitness, meet a personal target or just have fun! We'll support your training and fundraising every hop, step or pedal of the way.

Give Hunger the Boot

Join schools, churches and community groups across the UK and get your wellies on to help us help farmers Give Hunger the Boot. Find out more at www.farmafrica.org/ghtb.

Remember Farm Africa in your Will

A gift to Farm Africa in your Will can help African farmers prosper and take control of their own lives. It's hard to think of a better investment you can make in Africa's future.

If you would like more information, please send an email to: remember@farmafrica.org.

Farm Africa
9th Floor, Bastion House
140 London Wall
London EC2Y 5DN

+44 (0)20 7430 0440
info@farmafrica.org
www.farmafrica.org



/FarmAfrica



@FarmAfrica



/FarmAfrica