## KULITU CAN SCARCELY BEE-LIEVE HOW WELL HER HONEY BUSINESS IS DOING!

**Until recently, life was a constant struggle for Kulitu and her family, who live on the edge of Bonga Forest in Ethiopia. The family's meagre income made educating their children and buying medicines, clothing and enough food almost impossible.**

For many years, Kulitu had been collecting honey from a traditional hive near her home and selling it in the local market for just a few dollars – but she felt certain that honey had the potential to generate more money for her family. So she joined a co-operative in her village established by Farm Africa to help farmers earn a good income from forest resources like honey, whilst protecting the area from deforestation for future generations.

Since joining the co-operative in 2012 – and becoming a member of the honey producers' group that forms part of it – Kulitu has learnt how to improve the quality of her honey. And as her income has grown she has been investing in additional hives, so last year harvested a total of 140kg. Not only is Kulitu producing plenty of high-quality honey, but by using the marketing training provided by Farm Africa, and selling in bulk with the other co-operative members, she is now selling her honey for up to 70 Ethiopian birr (just over $3.50) per kilo – almost double the price it fetched at the local market!

Kulitu can now easily afford to send her children to school and no longer worries about being able to buy food and household essentials. But she's still eager to build her business further and has used some of her income to buy two Kenyan top-bar hives that will generate larger quantities of top-quality honey. Kulitu's bold plans for the future include doubling the amount of honey she is producing and permanently transforming her family's lives.

**By giving $600 today, you could help Farm Africa set up another co-operative where farmers like Kulitu can get training and support to build their enterprises.**

## FOR PETER MASSAWE, POTATOES HAVE PROVEN TO BE THE ANSWER TO HIS FAMILY'S WORRIES.

**Peter lives in Arri village, on the edge of Tanzania's Nou Forest. Like countless other farmers living in the area, despite his hard work he rarely managed to harvest enough maize and beans to provide for all his family's needs.**

Peter was very happy with his recent potato harvest.

Unable to earn a living from his farmland, Peter was forced to take timber from the forest and carry it on his back to market, where he could sell it as firewood. It was the only way he could provide his children with the books and uniforms they need to attend school.

Peter was desperate to use his farmland to earn a good living, and had heard about farmers from other villages making a profit from potatoes. But, as he told our project team, he needed some help to get started: **"I decided to plant Irish potatoes because I knew they would fetch a good price, however I couldn't plant them before because I didn't have the seeds."** So when the opportunity arose to join a group of farmers in his village who were trialling potato farming, he seized it with both hands.

Farm Africa provided Peter and the other group members with a new variety of seed that can produce twice as many potatoes as the traditional types. Peter allocated a quarter of an acre of land to his potatoes, and was recently delighted to harvest 500kg. He is hoping to sell them at local village markets for around $37 per 50kg bag, and has already planned how he will spend the income: **"The money I get after selling potatoes I will use to pay school costs for my children."**

Peter isn't the only potato farmer in Arri village to have had a good harvest, and the whole group are keen to work together to sell their potatoes in bulk for an even better price. Farm Africa will be with them every step of the way, providing them with the skills they need to earn as much money as possible from their potatoes.

**By giving just $10 today, you could help provide another farmer like Peter with the seeds they need to start growing crops like potatoes on their land.**

# FOCUS ON ENTERPRISE

END HUNGER ››› GROW FARMING

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**With Farm Africa's help, Sarah has successfully grafted cuttings from two new varieties of mango tree – that produce lots of succulent fruits – on to the trunk of an old tree which produced very few, poor-quality fruits.**

This is done by cutting a mature tree down to the stump, and then inserting cuttings into gaps made into new shoots, before binding them together with plastic wrap. After two months, the plastic wrap can be removed as the tree will now be able to grow as one – producing more, high-quality fruit.

Read more of Sarah's story inside.

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## THE DRY, SUNNY CLIMATE IN KENYA'S KITUI DISTRICT MAKES IT A GREAT PLACE TO GROW MANGOES.

**Indigenous mango trees are well suited to the climate and soil in the district, but the few fruits they produce have large stones in the middle and very little flesh – meaning that they earn farmers like Sarah very little income to cover school and medical costs.**

Sarah is now able to harvest mangoes for twice the length of time she used to.

27-year-old Sarah lives with her husband, Mukula, and six-year-old son, Jonas, in Ngengi village, Kitui. Like many other farmers in her community, Sarah has grown mangoes for some time. But without training in the best ways to care for her mango trees, and with limited access to the cuttings she needed to grow better varieties of mango, each of Sarah's eight trees produced only 150-200 small, poor-quality mangoes each season.

Things changed for Sarah when she joined a Farm Africa project in the area. Our local team trained Sarah in the best varieties of mango to grow and pruning techniques that would help her to grow more, high-quality fruits. Sarah now harvests double the number of mangoes from each tree and last season, for the first time, sold her fruit to the co-operative that Farm Africa established nearby. Unlike other traders, the co-operative will buy mangoes of any size for a good price, as they use the fruits to make juice – helping Sarah earn much more than before. Although she also grows cowpeas, pigeon peas and green grams, mangoes are the most important source of income for Sarah. She told us: **"mangoes can make a lot of money."**

And as you can see on the back of your newsletter, our local team have shown Sarah how to cut down one of her indigenous mango trees and use the trunk to graft cuttings of the better performing Kent and Apple varieties of the fruit. These different types of mango are ready for harvest at different times, which means Sarah's harvesting season will last longer – giving her a steady source of income for double the length of time, each year. And as the cuttings have been grafted to a mature tree, the fruit will be ready to sell next season, rather than in the four to five years it usually takes for mango trees to start producing.

**A gift of $100 could help provide another farmer like Sarah with cuttings for improved varieties of mangoes and the training they need to help their mango trees thrive.**

## A CASSAVA CO-OPERATIVE IS OFFERING ZABULOONI THE CHANCE OF A PROSPEROUS FUTURE.

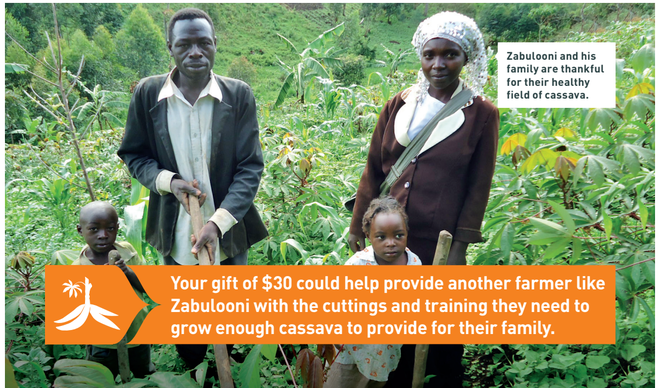
**Zabulooni, his wife Florence, and their young family live in Bunyangabu county, Uganda. Zabulooni is feeling positive about his family's future having recently planted a fast-growing, disease-resistant and high-yielding variety of cassava known as NASE14.**

As one of 1,500 members of a local cassava farmers' association working with Farm Africa, Zabulooni has attended training in the best cassava cultivation methods and pest and disease management, and has been given cuttings of the NASE14 cassava to plant on his land.

Although this new variety matures faster than traditional ones, it still takes around one year to grow. So, whilst he is waiting for his first harvest, Zabulooni has been learning how to prepare his cassava for sale so that it can fetch the best possible price. His previous crop of a local cassava variety has just matured – and using his newfound knowledge Zabulooni turned it into small chips, which he dried on a bed of clean banana leaves in the sun.

Clean, well dried cassava chips generate a much higher profit for farmers than freshly harvested cassava, and Zabulooni has already earned enough from his cassava chips to buy a bed for his children. But the benefits go well beyond his own family. Zabulooni's plot has become a learning centre, where neighbouring farmers can get advice on planting methods and the best ways to dry their cassava chips to ensure they are clean and fetch a good price.

With member farmers harvesting, chipping and drying more cassava than ever before, Farm Africa has constructed silos where they can safely and hygienically store their produce ready for sale. And now our attentions have turned to helping the cassava farmers' association find the best buyers and most lucrative markets for their high-quality, clean cassava chips.



Zabulooni and his family are thankful for their healthy field of cassava.

**Your gift of $30 could help provide another farmer like Zabulooni with the cuttings and training they need to grow enough cassava to provide for their family.**

With her pineapple farm doing so well, Hamida has had the confidence and income to invest in another business too – a small restaurant attached to the family home.

## TURNING PINEAPPLES INTO A FRUITFUL BUSINESS.

**The climate and soil in Tanzania's tropical Bagamoyo district are ideal for growing pineapples. So 43-year-old Hamida is just one of thousands of farmers who rely on producing pineapples to provide for their families.**

But with only her limited farming knowledge and skills to rely on, and many other farmers growing bigger, better quality pineapples, Hamida struggled to sell her poor-quality fruits and all too often they were left to rot. As a result her family would often be left with just two small meals a day – porridge for breakfast and maize for dinner.

But things started to change for the family when Hamida joined a pineapple farmers' association that Farm Africa established near her home. Like all the members, she has learnt all about pineapple farming – including choosing the right land, selecting seedlings, good planting practices, caring for her plants as they mature, harvesting and even how to store her pineapples to stop them rotting.

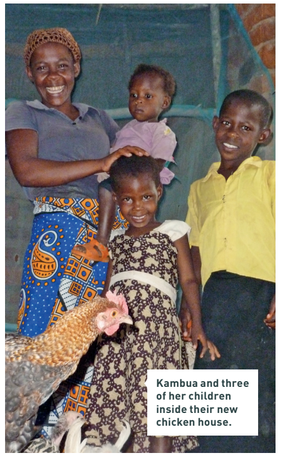
Eager to capitalize on all that Hamida had learnt, the family decided to increase the area of land allocated to pineapples by a quarter of an acre to 3¼ acres. But the increase in profit has been far greater. Not only has the quality of their pineapples improved, but Farm Africa has also helped Hamida and the other farmers find buyers for their fruit. And one of their buyers, a canning factory in Dar es Salaam, will even take fruits of all shapes and sizes that they wouldn't be able to sell elsewhere.

Hamida could not be more thrilled that her income from pineapples has increased ten-fold to 2,120,000 Tanzanian shillings (around $1,260) per season since the start of the project. And as a result, the family's diet has improved and their future is looking much brighter.

**A gift of $50 could help provide another farmer like Hamida with the training they need to turn pineapples into a prosperous future.**

## KAMBUA LIVES WITH HER FOUR CHILDREN IN KANDUTI VILLAGE, IN KENYA'S KITUI DISTRICT.

**Although she is married, for much of the year Kambua is left to manage the family's farm on her own. As the family struggle to grow enough to cover their daily needs, Kambua's husband works as a mason in Nairobi and sends money home – returning to the farm only when there is no work available in the capital.**



Kambua and three of her children inside their new chicken house.

Kambua grows a small amount of sorghum and green grams, but as this must be sold to cover school costs, there is little left for food or to sell to pay for other household essentials. She knew that poultry farming could help her increase her family's income, but without knowing the best ways to care for her chickens, most of them died before reaching maturity – meaning that she had very few chickens or eggs to sell.

Things started to change when Kambua joined our poultry farming project last August. She received training in how to build a good house for her chickens, what to feed them and the importance of regular vaccinations. Kambua was also encouraged to join the Mbitine Women Poultry Keepers' group. The group meets every fortnight for training and members contribute 20 Kenyan shillings to a group fund at each meeting. The fund is then used to pay for regular vaccinations for members' chickens and to make loans when required. From this fund, Kambua was able to borrow 1,000 Kenyan shillings to cover the cost of a cement floor for her new chicken house.

Thanks to the Farm Africa training, Kambua's chickens are now thriving. Following our instructions, Kambua has now finished the new house for her chickens, so they no longer sleep in the trees, exposed to predators. And with a proper house and regular vaccinations, they aren't as vulnerable to hawks and disease, which has helped Kambua to grow her brood from 2 hens to 35. When we asked Kambua the difference that this would make to her family's lives, she told us she is confident they will now be able to cover household essentials, and change their diets to include poultry products, like meat and eggs.

**By giving $200 today, you could help provide a group of farmers with the training they need to start their own chicken farming businesses.**