

ANNUAL REVIEW 2022



- 2 Letter from the Chair
- 3 Letter from the Chief Executive
- 4 Where we work
- 6 Growing futures
- 8 Succeeding on many levels in Ethiopia
- 10 Unlocking potential for small horticultural enterprises
- 12 Our year in numbers
- 14 Growth for the future
- 18 Cultivating rural businesses
- 20 Remembering David Campbell
- 22 Thank you
- 23 Financial summary

LETTER FROM THE CHAIR

Welcome to Farm Africa's 2022 Annual Review, in which we focus on how seven of our projects have supported communities across eastern Africa to grow more, sell more and sell for more, while protecting the environment for generations to come.

You'll read about a wide range of our work from helping young farmers in western Kenya sell French beans to the export market, to protecting biodiversity in national parks in Ethiopia, to supporting a small sunflower business in Tanzania. Farm Africa has traditionally focused on rural areas, but we're excited to have undertaken a pilot urban agriculture project in Ethiopia's capital city Addis Ababa. Find out how urban farming can boost incomes and nutrition while also greening cities on page 16.

In total, Farm Africa reached 718,000 people in eastern Africa in 2022. That's 718,000 stories of change, made possible thanks to the support of people like you. Stories of parents now earning enough to send their children to school. Stories of whole families able to eat better. And stories of wildlife flourishing in once barren landscapes.

We're particularly proud of our work to economically empower women. Many of our projects help to form village savings and loan associations, which enable women to diversify their incomes by investing in a variety of farming and non-farming businesses.

Here in the UK, we're proud to have two formidable women as new Ambassadors: Judith Batchelar OBE, former Director of Sainsbury's Brand at J Sainsbury plc, and Minette Batters, President of the National Farmers' Union. I'm also delighted to welcome as new Trustees François Jay, Anna Onyango and Victoria Sekitoleko, who joined our Board in early 2023.

On a sadder note, in December 2022, both David Campbell, Farm Africa's co-founder, and Professor John Mumford, a longstanding member of our Programmes Advisory Committee, died. In February 2023, the economist and livestock expert Stephen Sandford, who contributed much to our Ethiopia programme, also died. All three made a huge contribution to Farm Africa and we pass on our heartfelt condolences to their loved ones.

Many thanks to everyone who supports Farm Africa, and to all the staff across eastern Africa and in the UK who work towards achieving our vision of a resilient rural Africa where people and the environment thrive.



John Reizenstein
Chair



With business training from the DECIDE project (p10), owner Caroline Kaaya is taking Café Fresh Enterprise to the next level in Arusha, Tanzania.



LETTER FROM THE CHIEF EXECUTIVE

As we look back at 2022, one of the biggest issues affecting Farm Africa and the communities we serve is drought. The Horn of Africa continues to experience the longest and most severe drought ever recorded, threatening lives and livelihoods across the region.

While the impacts of climate change are being felt globally, they continue to disproportionately affect the most vulnerable people and fragile ecosystems. There is an urgent need to invest in climate change adaptation in Africa, and many adaptation measures are cost effective.

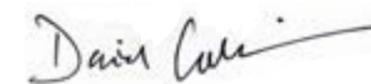
Climate action is a priority for Farm Africa, and in this report you will read many examples of our work to strengthen communities' resilience and adaptive capacity to climate change, as well as reduce greenhouse gas emissions.

By helping communities adopt climate-smart agriculture techniques we're helping them to grow, sell and earn more, even when the rains fail. Farmers taking part in our climate-smart agriculture project in the drought-prone Dodoma region of Tanzania, funded by the World Food Programme and Irish Aid, were able to increase their productivity of sorghum by 400% from two to three bags per acre to 10-12 bags per acre and reduce post-harvest losses from 27% to 15%, leading to a 15% increase in household incomes.

In 2022, we launched a major new climate-focused four-year programme in the Oromia region of Ethiopia, in collaboration with SOS Sahel Ethiopia. The Forests for Sustainable Development programme, funded by the Royal Norwegian Embassy in Ethiopia, will reduce deforestation, carbon emissions and biodiversity loss, while also improving the incomes and resilience of the local community. The programme will complement our existing Bale Eco-region project, featured on page 8.

We are always keen to exchange learning with others. In November we attended the COP27 climate conference in Sharm el-Sheikh, where we talked on topics ranging from how regenerative agriculture boosts soil health to why rural women are disproportionately affected by the climate crisis.

Thank you to everyone who supports Farm Africa. Together, we are protecting both people and the planet.



Dan Collison
Chief Executive



WHERE WE WORK

WE HELP FARMERS TO NOT ONLY BOOST YIELDS, BUT ALSO GAIN ACCESS TO MARKETS, WHILE PROTECTING THE ENVIRONMENT FOR GENERATIONS TO COME.

IN 2022, WE REACHED 718,000 PEOPLE ACROSS EASTERN AFRICA.



FARM AFRICA'S PROJECT LOCATIONS IN 2022:

ETHIOPIA

- 1 Forests for sustainable development
- 2 Preserving ecosystems in Bale
- 3 Participatory forest management
- 4 Making forest coffee profitable
- 5 Biodiversity and nature conservation for resilient livelihoods
- 6 Climate resilience for female farmers
- 7 Market-driven climate-smart agriculture
- 8 Livelihoods for refugee and host communities
- 9 Ilu Ababor eco-tourism scoping study
- 10 Landscape management in the Central Rift Valley
- 11 Enhancing market systems for improved sustainable livelihoods
- 12 Majang Biosphere Reserve landscape management
- 13 Gender transformative approaches in conservation and livelihoods
- 14 Urban agriculture
- 15 Pastoral community resilience building

KENYA

- 16 Market-led aquaculture
- 17 Growing futures
- 18 Waitrose Foundation
- 19 Waitrose climate resilience
- 20 Regenerative agriculture
- 21 Business training modules for refugee and host communities

TANZANIA

- 22 Boosting sorghum production in a changing climate
- 23 Developing business acumen in horticultural enterprises
- 24 Empowering women through sunflowers
- 25 Protecting poultry and their farmers
- 26 Flourishing futures
- 27 Leveraging investment for community development
- 28 Farm to market alliance

UGANDA

- 29 Increasing market-orientated production of Arabica coffee together (IMPACT)

DR CONGO

- 30 Coffee production in Virunga National Park

REGIONAL

- 31 Cultivate



“The two most important techniques that we have been taught are manuring and mulching... Even if it does not rain for weeks, the plant will still have water.”

Juliet, a participant in our regenerative agriculture project in Embu, Kenya.

Photo: Farm Africa/Brian Ongoro

GROWING FUTURES

SABRINA DHOWRE ELBA VISITED FARM AFRICA'S GROWING FUTURES PROJECT IN WESTERN KENYA TO MEET YOUNG FARMERS RECEIVING SUPPORT TO BUILD HORTICULTURAL BUSINESSES GROWING AND SELLING VEGETABLES THAT ARE IN HIGH DEMAND.

Sabrina Dhowre Elba, who is a UN Goodwill Ambassador for the International Fund for Agricultural Development (IFAD), started supporting Farm Africa in 2022 through S'ABLE Labs, a wellbeing initiative she founded with her husband, the actor Idris Elba. S'ABLE Labs is pledging 5% of the profit from the sales of its skincare products to Farm Africa.

In May, Sabrina travelled to Trans Nzoia County in western Kenya to meet farmers taking part in Farm Africa's Growing futures youth horticulture project.

Farmers in Kenya receive support from government agricultural extension officers who provide them with agricultural advice, inputs and services to support their farming. However, with the national ratio of farmer to agricultural extension officer at a stark 1:400, smallholder farmers in Trans Nzoia have been struggling to access information on farming technology and markets.

That's where Farm Africa comes in. The Growing Futures project helps farmers develop agricultural expertise to grow high-quality vegetables and sell them at good prices to increase their incomes.

Sabrina commented: "I had such an extraordinary time visiting Farm Africa's work and talking to the farmers about their challenges and needs.

"In a region with high youth unemployment, it was really inspiring to meet young people who have become successful entrepreneurs with support from Farm Africa. The charity shares their in-depth expertise in climate-smart, environmentally-friendly farming and marketing with the project participants."

MEET LILIAN

One of the farmers Sabrina met was 36-year-old Lilian Wolayo, from Bondeni Village, who has built a thriving horticulture business with support from Farm Africa. She now actively helps other farmers in her village to grow high-quality vegetables and improve their livelihoods through her role as a Village-Based Advisor (VBA).

The VBA model, which Farm Africa and AGRA first trialled in our regenerative agriculture project in Embu County in Kenya, empowers women and young people to provide agricultural extension services and linkages to markets and inputs as a business. It's a model driving rapid progress in closing the gap in public agricultural extension service provision, having now been included in development plans by the county government in Embu and is being considered as part of the national extension policy.

As a VBA, Lilian buys produce from the farmers she supports, stores it in a cooler and sells it to wholesalers. She enjoys promoting the benefits of horticulture to her neighbours, including the chance to make a quick return on investment due to the crops having short maturity times. She told Sabrina: "I'm a teacher to many. They're always asking me, 'You just planted recently and



Photo: Farm Africa / Lisa Murray

"In the face of the climate crisis, it is more important than ever to invest in sustainable agriculture. We are delighted to work in partnership with Farm Africa to unlock the potential of young entrepreneurs in rural communities."

Sabrina Dhowre Elba

Photo: Sabrina Dhowre Elba (left) with Farm Africa Programmes Manager Mary Nyale in the new solar powered vegetable packhouse in Tranz Nzoia.

today you are almost getting the money. How do you do it?"

Lilian showed pride in the role she plays supporting younger women: "When we empower women, we empower a nation. When a mother has money, she can make sure the children are raised up. I'm always with the younger women encouraging them, let's do this, let's do this. This one [farming] can give us money and we are so encouraged."

RESILIENCE TO CLIMATE CHANGE

The project enabled farmers to improve the quality and productivity of vegetables by offering training on climate-smart agriculture, including water management systems, soil resource management, integrated pest management and post-harvest handling.

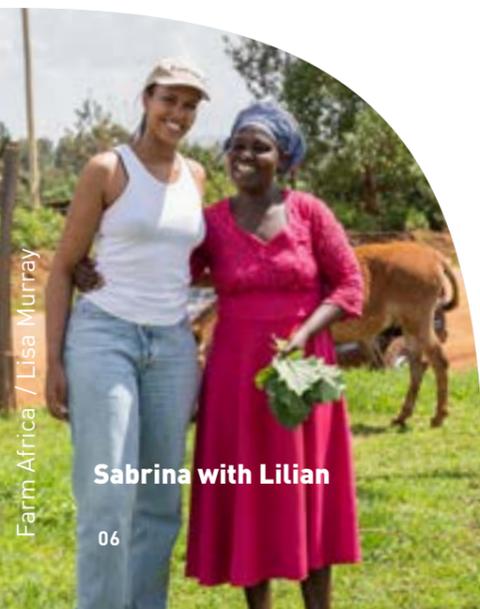
Training was delivered to model farmers, who in turn showed other farmers what they had learnt on demonstration plots. The lessons

were reinforced through exchange visits to other farms.

Solar-powered water pumps helped ensure farmers had access to water for irrigation, even during drought conditions. The construction of a solar-powered pack house has reduced the amount of food lost and has meant the produce is kept fresh before being collected by buyers. Between December 2021 and December 2022, farmers' total production increased by 24% from 1,181 metric tonnes (MT) to 1,464MT.

ACCESS TO MARKETS

Farm Africa helped farmers develop skills to identify high-end markets for their produce and negotiate good terms. We helped the farmers gain certification in Global GAP (Good Agricultural Practices), which improved buyers' confidence and enabled them to secure more orders at higher prices.



Sabrina with Lilian

SUCCESSING ON MANY LEVELS IN ETHIOPIA

A BROAD-SCALE APPROACH IS HAVING REMARKABLE IMPACT IN THE ECOLOGICALLY CRITICAL BALE ECO-REGION AND THE DOWNSTREAM COMMUNITIES THAT DEPEND ON IT.

The Bale Eco-region (BER) is often described as one of the ‘water towers’ of Ethiopia, with the 44 springs and vast watershed of the Bale Mountains supplying water for an estimated 30 million people in south-eastern Ethiopia, northern Kenya and Somalia. The area is also a global biodiversity hotspot whose rich natural resources are under intense pressure. With support from the European Union and Jersey Overseas Aid, Farm Africa is leading a consortium of partners in a major project to enhance the sustainable management of ecosystems, while helping local people develop sustainable livelihoods.

AN EXPANSIVE APPROACH

The first phase of the BER project began in 2014 and created an eco-region development framework to help the government and local communities sustainably manage forests, rangelands and water sources, while helping to develop forest-friendly businesses and make existing agricultural land more productive in order to ease pressures to clear forests for farmland.

Building on those successes, in 2019 an ambitious five-year expansion phase was launched. The BER Phase II project aims to reach 1.6 million people living across the highland, mid-altitude and lowland zones of the region, as well as to improve the drought resilience and food security for the 30 million people living downstream of the Bale Eco-region.

The large scale of the project is part of an innovative approach that takes into consideration the interconnectedness of the highland, mid-altitude and lowland ecosystems and the needs of the communities that live within them. As Programme Manager Girma Ayele explains,

“Because of the interconnectedness of the region’s ecology, unsustainable land use practices in one zone greatly impact natural resources elsewhere. To stabilise the ecosystem as a whole, it’s crucial to develop sustainable livelihood opportunities and land use practices across all three zones at once.”

For example, communities living in highland areas mainly earn a living from forest products and mixed crop and livestock farming, while communities living in mid-altitude and lowland areas are predominantly pastoralists and agro-pastoralists. Clearing forests for agriculture in the highland areas disrupts the flow of water to mid and low altitude areas, causing crop failure and water shortages that force pastoralists to drive livestock into upper forested areas in search of water and forage. This encroachment damages the forests further, which in turn further destabilises the highland ecosystem, with negative impacts for all.

SOLUTIONS THAT WORK ON EVERY LEVEL

To break the cycle of destruction, the Phase II strategy addresses both livelihood and natural resource management needs across all three altitudinal zones.

The project is promoting livelihood development by:

- working with the Frankfurt Zoological Society in the Bale Mountains National Park to strengthen eco-tourism

- supporting communities to sustainably manage livestock and rangelands, and increase access to improved breeds, animal health services, water and markets so that herd productivity can be increased without increasing herd sizes

- strengthening value chains for non-timber forest products, including forest coffee, honey, gum and resin, to provide an economic incentive for protecting forests

- working with women and young people to increase their incomes by developing businesses rearing goats and producing milk, and making energy-efficient cook stoves and eco-charcoal, which reduce demand for firewood.

The work to protect natural resources includes:

- strengthening Participatory Forest Management and Participatory Rangeland Management Committees to better manage the forests and rangelands

- supporting community-controlled hunting areas

- increasing awareness of the relationships between population, health and the environment, and providing greater access to family planning services.

‘REMARKABLE PROGRESS’

In 2022 a comprehensive evaluation of impact showed that virtually all the midterm targets of this innovative project have been achieved and many dramatically exceeded. The evaluation deemed the project to have ‘made remarkable impacts in improving the livelihoods of the vulnerable’ and ‘remarkable progress in the sustainable management of the ecosystems and watersheds of the BER’.

Amongst the many success stories is the growth of forest-friendly enterprises. The evaluation findings show the total traded volume (29,946 kg) of non-timber forest products such as forest coffee, honey, gum and resin has exceeded the midterm target by over 33%, and the total revenue earned (1.95 million Ethiopian Birr or £29,225) has exceeded the midterm target by 87%.

That is good news for livelihoods, and good news for the environment, on a grand scale.

INFLUENCING FOREST MANAGEMENT POLICY

We are also proud of how the project has influenced policy. Based on evidence from our work in Bale, Farm Africa and partners have supported the development of a draft national policy on Payment for Ecosystem Services, the concept of communities being rewarded financially for their actions to reduce deforestation or rehabilitate watersheds. We have also supported the development of a draft Eco-Regional Development Framework (ERDF), which guides a holistic landscape approach to sustainable forest management in Ethiopia.

“In my professional service as a forestry expert, I have never seen such a successful community nursery site.”

Abdulkerim Hussien,
Community Development
Officer, BER II project



The Magariisaa community nursery group

UNLOCKING POTENTIAL FOR SMALL HORTICULTURAL ENTERPRISES

WITH BUSINESS TRAINING AND SUPPORT, FARM AFRICA IS HELPING SMALL ENTERPRISES TAP INTO THE PROSPERITY OF TANZANIA'S BOOMING HORTICULTURAL SECTOR.

Already ranked amongst the world's top 20 producers of vegetables, Tanzania's horticultural sector is steadily growing at a rate of 11% per year. Much of this production is being delivered by micro, small and medium-sized enterprises (MSMEs). However, inadequate business expertise is preventing many of these companies from scaling up to reap the full benefits of soaring demand.

To overcome this barrier, the Delivering Expertise and Investment to Developing Enterprise (DECIDE) project, funded by the Norwegian Agency for Development Cooperation (NORAD), has been supporting

a range of MSMEs to evolve into profitable, growing agribusinesses.

WHY AGRIBUSINESSES?

Although agribusinesses have contributed to the accelerated production rates of raw horticultural produce in Tanzania, the agribusiness industry itself has not been able to match that growth. This is especially true for processing enterprises, such as sorting, grading, preserving and packaging, which add value to raw produce. Such enterprises present excellent inclusive opportunities for growth.

For example, low start-up costs and small space requirements enable aspiring female entrepreneurs who lack the land or finance for farming to develop businesses

processing agricultural produce. These enterprises then create further employment opportunities for other women and young people. Smallholder farmers also benefit through grow-to-order contracts that supply MSMEs with quality raw produce in return for a guaranteed price.

UPSKILLING AND UPSCALING

From a seed producer to a ketchup manufacturer to a café owner, the DECIDE project works with a huge diversity of businesses engaged in the horticultural sector. Project activities cater to the specific needs of each business, but include:

- ▶ providing training in management, financial and technical skills
- ▶ helping enterprises develop professional business cases and prepare for due diligence processes to support loan applications
- ▶ identifying new activities that could make the enterprises a positive return on investment
- ▶ facilitating mutually beneficial contracts between farmers, buyers, suppliers and traders
- ▶ identifying and tackling the obstacles facing female- and youth-led businesses

Originally timetabled to complete in December 2021, this three-year project has made such promising impact that

funding was extended a further 18 months, enabling the project to embark on its fourth year of support in 2022.

DECISIVE GROWTH

In 2022 the DECIDE project continued to work with the 40 MSMEs already enrolled in the project, and identified an additional 15 to support. Of the total participating enterprises, approximately 71% are led by women. By the end of 2022:

- ▶ average annual profits across participating businesses had increased to 62.4 million Tanzanian Shillings (TZS) (£21,400), exceeding the project's 2022 target of 41.4 million TZS (£14,186) by 51%
- ▶ 76% of the businesses were sourcing their raw produce directly from smallholder farmers, trading an average annual value of 2.8 million TZS (£960), which exceeded the project's 2022 target of 1.5 million TZS (£514) by 93%
- ▶ 85% of businesses were receiving external financing for investment, exceeding the 2022 target by 21%

Among the skills the business leaders cited as most useful were learning how to manage financial records digitally, how to use electronic devices to track transactions and payments, how to secure finance, and how to model good communication and teamwork.



"Instead of using an exercise book, I switched to a digital point of sale system. I have seen the major advantage to this."

**Caroline Kaaya,
Manager, Café Fresh**

Photo: Kababah Digital Media



"I farm with BEULA Company. I see many advantages personally and in my society. I didn't have a house, I have now built my own house. My children are in school. All through the income I get by farming with this company."

**Athuman Hamisi, a contracted
smallholder farmer for BEULA**

Photo: Kababah Digital Media

OUR YEAR IN NUMBERS



photo: Sighted Design

718,000 PEOPLE REACHED IN 2022



492% INCREASE IN HOUSEHOLD INCOMES

for participants in the Growth for the Future project, funded by Sida, in Dollo Ado, Ethiopia.



£29,225 EARNED FROM THE SALE OF NON-TIMBER FOREST PRODUCTS in the Bale Eco-region, Ethiopia.



27% INCREASE IN AVERAGE ANNUAL REVENUE for businesses participating in the DECIDE programme compared to 2021.



24% INCREASE IN TOTAL PRODUCTION of farmers taking part in the Growing Futures project in Kenya between December 2021 and December 2022.



8,546 FARMING HOUSEHOLDS MEETING SUSTAINABLE COFFEE PRODUCTION CRITERIA as part of the IMPACT project in Uganda, a **440%** increase from 2021.



480,986 HECTARES OF FOREST BEING MANAGED SUSTAINABLY in the Bale Eco-region, Ethiopia.



“Since I started engaging with Farm Africa, I started to farm for commercial purposes. My income increased, I have been able to build myself a house and will be able to educate my children to a high level.”

Sammy Njagi, regenerative agriculture project, Embu, Kenya

Photo: Farm Africa/Brian Ongoro



£1,056,779 RAISED by 24

generous supporters who left gifts to Farm Africa in their Wills.



100,000 FOLLOWERS ON SOCIAL MEDIA, across all our channels, a **10%** increase from 2021.



£160,823 CLAIMED IN GIFT AID thanks to supporters who let us know we could reclaim the tax on their donations.



£217,598 RAISED from our End Hunger Grow Farming appeal, unlocking almost **£150,000** in additional funding.



1,008 MILES WERE COVERED ON FOOT by #TeamFarmAfrica fundraising event participants.



£363,000 RAISED by over **3,000** loyal supporters who give us a regular gift.

GROWTH FOR THE FUTURE

A LARGE PROGRAMME IN DIFFERENT LOCATIONS ACROSS ETHIOPIA DEVELOPED INNOVATIVE SOLUTIONS TO MANAGING THE TENSION BETWEEN ECONOMIC DEVELOPMENT AND ENVIRONMENTAL CONSERVATION.

Growth for the Future was a six-year (2017-2022) programme designed by Farm Africa and partner NGOs in collaboration with the Swedish International Development Agency (Sida) to improve the profitability of people's livelihoods in Ethiopia in an environmentally friendly way.

Here we focus on three of the programme's six projects that took place in different settings, but are linked by shared aims to kickstart economic development, build communities' resilience to climate change and conserve biodiversity.

GETTING MARKETS MOVING IN AMHARA

The Market Systems project in the Amhara region of northern Ethiopia improved the incomes and food security of 10,000 rural families living in poverty by making sure smallholder farmers had access to the buyers and suppliers they needed to build thriving farming businesses.

Agricultural productivity in the region had been dwindling as farmers lacked knowledge on how to adapt their farming to

more frequent droughts. The project helped farmers learn how to boost their yields by adopting climate-smart farming methods, improving their post-harvest handling of crops, and using vermi-composting techniques to produce high-quality organic fertiliser.

The farmers adopted a business-focused approach, analysing which crops were in high demand as well as developing their links to buyers. Farmers formed groups producing high-value cash crops such as mung beans, tomatoes and onions they could sell collectively. A new digital system called Farmer App gave them up-to-date access to market selling prices.

Low availability of farming inputs had also been stifling productivity. Many farmers were receiving poor value inputs from illegal vendors selling low-quality seeds, fertiliser and equipment at high prices. The project overcame this by strengthening input cooperatives and supporting three private agro-dealers to develop businesses selling high-quality inputs such as drought-

Small-scale irrigation and improved seeds enabled farmers in the Central Rift Valley to boost their productivity of maize from 1,600kg to 6,000kg per hectare.



The endangered Swayne's hartebeest is thriving under community-led rangeland management agreements in the Senkelle Swayne's Hartebeests Sanctuary in the Central Rift Valley.

tolerant crop varieties at fair prices, and supplying much needed advice on how to optimally use the inputs.

Interest-free Sharia-compliant finance opened up new opportunities for Muslims previously excluded from the loans market. The loans enabled people in Amhara to invest in new income-generating businesses both on and off farms, helping to reduce the outward migration of young people in search of job opportunities.

The rehabilitation of degraded and bare lands not only protected against floods and soil erosion, but created further opportunities for landless young people and women to earn money growing crops, fruits and vegetables.

At the end of the project, the average household dietary diversity score, which is a measure of a household's access to a variety of foods and is also a proxy measure of a household's socioeconomic status, had increased from 4.9 in November 2020 to 7.0 in November 2022.

MANAGING THE LANDSCAPE IN THE CENTRAL RIFT VALLEY

The Ethiopian Central Rift Valley (CRV) is a magnificent landscape known for its unique ecosystems, wildlife and endowment of water resources, forests and productive soil. However, uncoordinated development and persistent poverty are undermining the resilience of rural communities there.

Land degradation and deforestation are high and widespread. The quality and quantity of the water resources are declining. Protected areas are facing high levels of encroachment, affecting

biodiversity and tourism potential. Agricultural potential is being lost due to land and soil degradation, overgrazing and the effects of climate change.

The five-year CRV project helped local communities to increase and diversify their incomes by engaging in a variety of sustainable businesses, ranging from growing fruits, vegetables, spices and staple crops to beekeeping; rearing fish, goats and poultry; fattening livestock and producing and selling vermi-compost. Others set up non-farming small businesses.

Haricot bean production was particularly successful, having the twin benefits of being a high-value cash crop and a plant that helps to enhance the fertility of the soil through nitrogen fixation.

By producing a range of foods, families were able to increase their nutrition as well as incomes. And by replacing chemical fertilisers with vermi-compost, and using solar-powered water pumps, biogas technologies and fuel-efficient cook-stoves, farmers were able to reduce greenhouse gas emissions.

We also helped local communities to untap the potential of ecotourism, with jobs created in new ecotourism lodges in Senkele and Abijata Shalla Lakes National Parks. Meanwhile, cattle that once grazed freely are now restricted to certain areas, with huge benefits to once barren rangelands that are again bursting with life. Verdant green grass is flourishing, springs have resurfaced, and wild animals including hippos, kerkeros (wild boars) and birds have returned to the area.

Over the five years of the project, average household incomes increased from 25,254 Birr (£380) to 83,016 Birr (£1,248).



ON THE UP AND UP IN ADDIS ABABA

In Ethiopia's capital city, Addis Ababa, the cost of living is soaring and many of the poorest households are struggling to afford food, rent, healthcare and school fees.

Urban agriculture is a growing movement that uses pockets of underused urban space to grow vegetables and rear livestock and fish. It is gaining global attention for its promising potential to improve urban food security.

With Addis Ababa's population of more than four million people, 22% of whom are poor and 23.5% unemployed, advancing urban agriculture in the city is a powerful way to build healthy diets and job opportunities, and create a greener city.

A PILOT PLAN

To explore that potential, in 2022 Farm Africa worked with Ethiopia's Ministry of Planning and Development (MoPD) to implement a 15-month urban agriculture pilot project in the city. The project aimed to:

- ▶ improve incomes, nutrition and food security for 100 low-income households by training them in urban agriculture

- ▶ create a learning hub for the sharing of urban agriculture techniques

- ▶ promote urban beautification and environmental protection

The project participants worked with Farm Africa to develop an organic urban agriculture demonstration site on waste ground in the MoPD compound. They were encouraged to replicate their learning at home with compost and seeds supplied by the project.

GROWING INSPIRATION

Within a year, the waste ground at the MoPD has been transformed into a green oasis. The first of its kind in the country, the demonstration site showcases a range of growing methods that can be implemented in urban areas, including many that optimise vertical space. The methods have been carefully chosen to provide solutions for different budgets and spaces, from systems constructed from ordinary household materials like PVC pipes and discarded containers to sophisticated tiering systems.

CULTIVATING INTEREST

The MoPD compound has proved an ideal place for the demonstration site. With its

high visibility and central location, the site has welcomed numerous visitors, including civil servants, community groups and academic institutions. Forty-nine government staff received training on urban agriculture over the year.

The enthusiasm of project participants has been high. Of the 100 households taking part, 90% are now using the techniques they've learnt to grow food at home. And since most people in the city have smartphones, the project has a thriving group chat used by over 75 participants to coordinate their work at the demonstration site and swap growing tips. In focal group discussions, many have expressed how much they've enjoyed taking part in the project. That sentiment has been particularly strong amongst those who were jobless and elderly women who had previously spent most of their time at home.

GROWING FOOD SECURITY, NUTRITION AND INCOMES

The impacts on food security and nutrition have been very encouraging. Average dietary diversity of participant households increased by 75% by the end of the year, and the proportion of those able to obtain year-round access to sufficient food for their families increased by 18%. What's more, the levels of heavy metals are much lower in the project's vegetables compared with equivalent produce bought from the city's markets.

Project training covered business aspects such as establishing village savings and loan associations (VSLAs), marketing and customer relation skills. During the course of the year seven VSLAs were established, and by selling the surpluses of their production, participant households were able to increase their annual incomes by 49%.

LESSONS LEARNT

In one short year the project has demonstrated what can be achieved when underused public spaces are repurposed for food production. Incorporating community-owned agriculture spaces into urban planning strategies could play a powerful role in improving the livelihoods of poor urban households, while creating greener and more beautiful cities for all.



Meet Sihen

Growing plants has always been Sihen Tsigie's passion, but she had always grown flowers. Now her house is surrounded by a variety of vegetables and herbs including lettuce, beetroot, collard greens, carrots, Swiss chard and mint. She is growing for her own consumption and has joined Menen VSLA, one of the VSLAs established through the project.

"I have harvested and eaten lettuce and Swiss chard more than five times", she says. "There is a big difference between vegetables from the market and from your yard. It's fresh and tasty. Above all, you feel confident enough to eat it, as you grow it clean and organic."

Photo: Medhanit Gebremichael



CULTIVATING RURAL BUSINESSES

THE CULTIVATE PILOT PROGRAMME SUPPORTED SMALL AND GROWING AGRI-BUSINESSES IN KENYA, TANZANIA AND ETHIOPIA TO UNLOCK THEIR GROWTH POTENTIAL.

Developed by Farm Africa with funding from the Vitol Foundation, Cultivate aimed to stimulate economic growth in rural eastern Africa by providing business skills training to small and growing businesses with an agricultural focus. A hybrid remote and in-person business skills training programme was delivered to 64 rural agri-businesses in Kenya, Tanzania and Ethiopia, exceeding the target of 40 businesses by 60%. Seventeen were women-led.

These agri-businesses ranged from primary production to processing, aggregation, wholesaling, distribution and export of agricultural produce. Cultivate, which ran from January 2019 to June 2022, supported these businesses to:

- access online business skills training in collaboration with the African Management Institute (AMI) to improve their skills in operations, networking, finance and planning
- improve their profitability, revenue growth, client and supplier count, and product quality
- manage financial risk and unlock growth potential

Through these improved business and technical practices, the project aimed to empower the businesses to achieve stable long-term business growth.

ONLINE TRAINING, IN-PERSON SUPPORT

All the businesses, with the exception of the Ethiopian cohort, undertook the online AMI Guided Grow Your Business (for early stage enterprises) or Grow Your Business (for growth stage enterprises) training programmes. Due to a lack of internet access, the 10 Ethiopian businesses received their AMI training offline using translated AMI training materials. The remote learning was combined with in-person technical support visits by the Cultivate team.

Project staff learnt that combined online training and in-person support provided the most cost-effective and impactful way of delivering the training. This conclusion was supported by participant feedback data, with 70% of businesses indicating this as their preferred combination. Although participants appreciated the convenience and cost effectiveness of online training, the personalised technical advisory support they received was also highly valued and helped to build trust between businesses and Farm Africa staff.

PLANTING THE SEEDS OF SUCCESS

One of the many agri-businesses to have taken part in the Cultivate training was The Rey Products Group, based in the Singida region of Tanzania. Established in 2014 with five employees, the business specialises in processing sunflower seeds, with their main products being sunflower oil and seed cake.

Before joining Cultivate, Mr Said Mtoro, the business owner, was struggling to take his business to the next level. "We were not doing research to know how other businesses were branding their products; we were not keeping records and we had no proper hiring procedures", he commented.

When Mr Said heard the Cultivate training would cover 'how to understand customers and markets, track transactions and stock, streamline operations and plan for growth', he was quick to enrol in the six-month training programme.

"As a result of the training, we have engaged an expert in bookkeeping, and we conduct market research. We also recruit new staff by advertising and conducting interviews so that we can get competent employees," recounted Mr Said.

The improved business practices have had an immediate impact. Since undertaking the Cultivate training, The Rey Products Group has increased its number of employees from 12 to 15 and successfully secured a loan from NMB Bank's Singida branch, increasing their working capital by 25%. The company is now marketing their sunflower oil in Dar es Salaam, Kilimanjaro and Kagera regions, and

has begun exporting sunflower seed cake to Kenya.

GROWING RESILIENCE

The results of the Rey Products Group mirror the growth and improved performance achieved by other agri-businesses that participated in the Cultivate training. During their period of involvement with the project, participating businesses reported an overall 18% increase in average monthly revenue and 7% growth in profits. A total of 11 businesses (26%) independently accessed working capital with 64% of the loans accessed from formal financial institutions. There was also a 30% net growth in employment, with 23 businesses hiring a total of 73 new employees, 97% of whom were female.

To have achieved this growth, despite two years of below average rainfall and lingering setbacks from the Covid-19 pandemic, attests to the participants' improved ability to manage risk and maintain stable, long-term business growth.

That isn't just good news for the businesses, it's good news for their communities. Strong, resilient agri-businesses grow the rural economy, providing local employment and a reliable income stream for the small-scale farmers who supply them.



Mr Said Mtoro and his wife, who is also a business partner, in front of their sunflower processing unit in Singida, Tanzania.

Photo: Farm Africa



By helping sunflower processors like Rey Products Group to grow, we help ensure there is a market for small-scale farmers' produce.

Photo: Side_ent

REMEMBERING DAVID CAMPBELL OBE

1 SEPTEMBER 1937 – 27 NOVEMBER 2022

FARM AFRICA WAS DEEPLY SADDENED TO HEAR OF THE DEATH OF DAVID CAMPBELL OBE, AN AGRICULTURALIST AND SPECIALIST IN AFRICAN RURAL DEVELOPMENT WHO CO-FOUNDED FARM AFRICA WITH THE LATE SIR MICHAEL WOOD.



David was born in 1937 in Welwyn Garden City. In 1957 he was called up for National Service, and while in the army decided to go into farming. After working on a farm in Kent for a year, he attended the Royal Agricultural College, Cirencester, to study for a diploma in agricultural science. Driven by a desire to travel, at the end of the course he applied for a job as an assistant manager on a tea estate in India, and spent the next two years in Zurrantee, a tea garden in the Himalayan foothills, several miles from the Bhutan frontier.

After returning to England, he worked as an agricultural journalist for Farm & Country and Farmers Weekly, which sparked his interest in agricultural development and poverty. After travelling in India and Africa, he worked for Oxfam in Bangladesh and then Nairobi in Kenya.

It was in Kenya where David met Sir Michael Wood, a founder to the Flying Doctor Service and the African Medical Research Foundation (AMREF), with whom he established Farm Africa in 1985.

In a memoir published on his website, David Campbell described the origins of Farm Africa:

David pictured in Kenya with Patrick Mutia. Patrick managed the Church of Kenya's training centre at Meru, where Farm Africa supported work to upgrade local East African goats by crossing them with exotic breeds such as Toggenburgs and Aglo-Nubians.



"Michael, who seldom spoke about himself, said: 'I'm retiring from AMREF in a year. I have concluded after a life's work as a surgeon in Africa that food is the best medicine. I now want to start an initiative to tackle the problem in new ways.' I jumped at this: 'I finish my contract next year. I too want to concentrate on food production. May I join you?' This was the beginning of FARM."

The founders started the organisation in response to the famine in Ethiopia with the firm belief that developing small-scale agriculture was the key to reducing rural poverty.

Originally called FARM-Africa (Food and Agricultural Resource Management), the charity's initial aims were to target farmers and herders who had the capacity for expansion; work with them to find solutions to help lift them out of poverty; draw on the latest research; look for approaches that could be used more widely by other communities, development groups and governments; and publicise successes and also failures.

These principles are still very relevant to the charity today, which was renamed Farm Africa in 2015. Speaking at Farm Africa's 30th anniversary AGM in 2015, David Campbell commented: "Michael and I both believed passionately in the need to revitalise African agriculture, to break the mould which often inhibited development and to find new more effective strategies."

Farm Africa's first project was in Kenya, followed by expansion to Tanzania, Ethiopia and South Africa. To start with, Farm Africa supported camel herding communities, then added a dairy goat project, before starting work in other areas including forestry.

After Sir Michael died in 1989, the Farm Africa head office was relocated from Nairobi

in Kenya to Oxford in the UK.

David Campbell led the organisation from the UK until stepping down in 1999. On retiring from Farm Africa, David received an OBE from Her Majesty The Queen 'for services to African farming'.

In his online memoir, David wrote: "Looking back on FARM I feel more strongly than ever that our approach was and is highly relevant. It put faith in communities to be able to solve their own problems – with some outside assistance. It depended on committed teams working with communities, so different from many contract-workers on bilateral and multi-lateral programmes, and we acted as a witness in dangerous and oppressed places. FARM continues to be marvellously alive and relevant."

We are deeply grateful for David's huge contribution to the development of the charity. David is survived by his wife Caroline and their four children Charlotte, Harriet, Jocasta and Cassandra.



DICK AND STEPHEN SANDFORD

One of the first staff, who played a significant role in shaping Farm Africa's strategic direction, was Dick Sandford, who had many years' experience working with FAO in Africa and the Middle East. Dick's brother Stephen, an economist who had worked for the International Livestock Research Institute, also made a huge contribution to Farm Africa's Ethiopia programme over many years. Farm Africa was very sad to hear of Stephen Sandford's death in February 2023, following Dick's death in 2009. We would like to pay tribute to both of their enormous contributions to Farm Africa.

THANK YOU

5th Season, aBi Development Ltd, ABP UK, Agriconsulting Europe, Agricultural Markets Development Trust, Aldi, Alliance for a Green Revolution in Africa (AGRA), Barfoots, William Barnett, Berry Gardens, Cullisse, The David & Lucile Packard Foundation, Dovecote Park, Eden Search & Select, European Union, Farm to Market Alliance, Forests of the World, GIZ, Honeywell Biscuit Co, The IKEA Foundation, Imp & Maker, Jersey Overseas Aid Commission, John Thompson & Sons, Tim Jury, Medico Foundation, The Mitsubishi Corporation Fund for Europe and Africa, Norad, Open Society Foundations, Oscar

Mayer, Oxford Policy Management, Pelicano, Pilgrim's UK, R H Amar, Royal Norwegian Embassy, S'ABLE Labs, Sainsbury's, Sida, David Stafford, The Sulney Fields Charitable Trust, Scott Thompson, UBS-Optimus Foundation, Uganda Coffee Development Authority, UGACOF, United Nations Development Programme, United Nations Office for Project Services, UN Women, Virunga Foundation, W&R Barnett, Waitrose Foundation, Bizza Walters, The Welland Charitable Trust, William Reed Business Media, World Food Programme.



We are also grateful for the vital and instrumental support we received from many trusts, foundations and individuals.

OUR THANKS TO FARM AFRICA'S FOOD FOR GOOD MEMBERS IN 2022:



FINANCIAL SUMMARY



- Programme grants: £11.9 million
- Donations and legacies: £2.6 million
- Trading and other: £0.18 million

INCOME

Farm Africa receives income principally from three sources:

- Grants from governments, institutions and other major donors to fund specific projects (restricted funding)
- Corporate sponsorship income via our trading subsidiary Farm Africa Trading Limited (unrestricted funding)
- Donations, legacies, and other fundraising activities (unrestricted funding)

Total income in 2022 increased to £14.72 million (2021: £12.36 million). This reflects an increase in grants awarded as we come out of the uncertainties caused by the pandemic and timing of receipts of grants.

Programme grants remained the largest funding stream at £11.9 million (2021: £10 million). Donations and legacies increased to £2.6 million (2021: £2.1 million), with our committed giving and responses to appeals remaining at pre-COVID 19 levels, and several significant legacies offsetting the loss of income due to the cancellation of in-person fundraising events.



- Programmes: £13.2 million
- Support costs: £0.75 million
- Fundraising: £0.7 million

EXPENDITURE

Farm Africa's expenditure falls into three main categories:

- Direct costs of implementing programmes in Africa
- Fundraising costs
- Support costs, including head office staff and governance

Total expenditure in 2022 increased to £14.6 million (2021: £11.7 million).

Programme spend increased by £3.3 million to £13.2 million (2021: £9.9 million) with acceleration on significant projects in Ethiopia as the security situation improved there and new funds were secured in the year.

Support costs decreased by £0.3 million to £0.75 million (2021: £1.1 million). This was mainly due to cost savings on the UK office space after relocation and revaluation of reserves. Fundraising costs remained at £0.7 million (2021: £0.7 million).

RESERVES

Farm Africa reported a surplus of £0.1 million for 2022 (2021: surplus £0.7 million). This is made up of a £0.9 million surplus on unrestricted funds (2021: deficit £0.4 million) and a deficit on restricted funds of £0.8 million (2021: surplus £1.1 million). The unrestricted reserves of Farm Africa of £1.9 million compares to our target for unrestricted reserves of £2.5 million. The annual budget for 2023 plans a break-even position. Management have agreed to continue to build reserves to a target of £2.5 million by the end of 2023.

Patron: Sir Michael Palin CBE

Ambassadors: Kate Adie OBE, Judith Batchelar OBE, Minette Batters, Ashley Palmer-Watts, General Sir Peter de la Billière KCB KBE DSO MC DL

BOARD OF TRUSTEES

Chair: John Reizenstein
Secretary: John Young (retired 9 Sept)
Treasurer: Nick Allen
 Minette Batters (retired 9 Sept)
 Colin Brereton
 Serena Brown
 Ken Caldwell

Julian Marks (appointed 9 Sept)
 Laketch Mikael
 Caroline Miller Smith (appointed 9 Sept)
 Jan Bonde Nielsen
 Jane Ngige
 Charles Reed
 Tim Smith CBE
 Vicky Unwin (appointed 9 Sept)

FARM AFRICA

GROWING FUTURES.

OUR MISSION



To promote sustainable agricultural practices, strengthen markets and protect the environment in rural Africa.

OUR VISION

A resilient rural Africa where people and the environment thrive.



Registered with
**FUNDRAISING
REGULATOR**

Registered charity no 326901
(England & Wales)

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Ethiopia
Kenya
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Front cover photo:

Lilian Maria sorts through French beans at a vegetable pack house that was recently constructed under Farm Africa's Growing Futures project in Trans Nzoia County, western Kenya.

Photo: Farm Africa / Lisa Murray



"Women are the engine in farming crops and many economic activities."

Hilda, a sorghum farmer taking part in our climate-smart agriculture project in Dodoma, Tanzania