

Farm Africa has been a trusted partner in Ethiopia since 1988. As we approach our 25th birthday, we have just launched our overall Farm Africa strategy for 2012-15. Now we are reflecting on our work in Ethiopia, and planning our contribution for the coming 4 years. Overall, we are proud of the fact that:

- We're there, on the ground, supporting farmers, pastoralists and forest-dwellers with the equipment and know-how to manage their resources more effectively
- Working shoulder to shoulder with local communities, we help the best management techniques take root and spread so there's food not just this year, but every year
- We bridge communities, government officials and businesses so that communities can not only grow food but also sell it too, or earn greater incomes from better management of livestock or landscapes.
- We are committed to working in some of the most remote and challenging parts of Ethiopia, and retaining our focus on technical excellence and empowering communities to help themselves.

Farm Africa in Ethiopia plans to grow its programme income to over £4m by 2016, and hopes to directly improve the lives of 900,000 people. We will do this by:

- Continuing to play a strong role in sustainable forest management
- Significantly scaling up our work to support smallholder farmers in medium-high potential areas, as well as proactively supporting climate-smart agriculture methods
- Working more strategically in pastoral areas; emphasising participatory rangeland management and diversified livelihoods for pastoralists whose livelihood systems are under pressure.

In doing so, we will target our interventions carefully so that the following cross-cutting concerns can be addressed:

- Every intervention will simultaneously promote growth of incomes and sustainable management of natural resources. This will ensure that our impacts can permanently withstand the effects of climate change
- As they are the major force within the agriculture sector (and often important custodians of the natural resource base), we will deliberately target women in our interventions
- We will seek to ensure that all our interventions can effectively address the specific needs and opportunities of young people
- We will invest more in supporting value chains, helping smallholders to earn greater benefits from them
- We will carefully measure the impact of all our work, to learn lessons internally and to inform wider policy and practice in Ethiopia.



By scaling up our work with beneficiaries, we will build examples of good practice. We will use these examples to inform bigger programmes and policies. This will maximise our reach. We will raise the profile of Farm Africa in Ethiopia, in Addis and in the target regions by:

- Working more closely with Regional Governments
- Being more proactive in key policy fora around RED-FS, Pastoral Area Development, and Food Security, as well as continuing to play an active role in the implementation of CRGE.
- Investing staff time and capacity into writing and disseminating our experiences, and giving staff time to professionally grow within Farm Africa.
- Launching a bold and exciting new brand that clearly articulates our values as an organisation, and that helps us attract more money to support our work.

We will continue to strongly emphasise working in Oromiya, Afar and SNNPR. However, we will consider options for more proactive engagement in Benishangul-Gumuz, Amhara and Tigray regions. In doing so, we will endeavour to deliver maximum impact for every 1 Birr we spend, by reducing administration costs wherever possible.

Ethiopia has an exciting 4 years ahead, and we believe that Farm Africa has an important role to play in helping to transform the lives of the poor. We look forward to working with you.