

# ANNUAL REVIEW 2019





**AGRICULTURE**  
Developing agricultural expertise for long-term change.

**Investing in smallholder farming is the number one way to combat poverty in rural Africa. Farm Africa is a leading NGO specialising in growing agriculture, protecting the environment and developing businesses in rural Africa.**

**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)**



**ENVIRONMENT**  
Safeguarding the environment for years to come.



**BUSINESS**  
Boosting business to drive prosperity.

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**Front cover: A farmer picking coffee cherries in Kanungu in western Uganda, where Farm Africa is helping young and female coffee farmers achieve their potential.**  
Photo: Farm Africa / Jjumba Martin



## LETTER FROM THE CHAIR

Welcome to Farm Africa's Annual Review, the first I have the pleasure of putting my name to since assuming the role of Chair in July 2019.

As I write this letter in mid-2020, Farm Africa's support to farmers and farming communities in eastern Africa is now more relevant than ever as the Covid-19 pandemic, the desert locust invasion and severe floods pose threats to livelihoods and food security across the region.

Our teams have moved quickly to adapt our programmes to Covid-19 and respond to a drop in funding. As we continue to work with farmers to deliver essential services, we are prioritising staff and farmer health by streamlining activities and introducing additional hygiene and distancing measures.

To help cushion the loss of events-based fundraising, we have cut costs, including temporarily furloughing some UK staff, and in the short term we are drawing on the reserves kept back for such situations.

Crises such as the pandemic highlight how vital our work is to build the resilience of vulnerable communities. Everything that Farm Africa has done to help those living in rural areas increase their yields, incomes and savings, and protect their natural resources, means that they will be better able to absorb and adapt to the shocks brought by the pandemic, locust invasion, and floods.

As we look back on 2019, we are proud of the part we have played in helping people achieve their potential to sustainably push up yields and profits, while conserving the environment for generations to come.

I'd like to thank Richard Macdonald, my predecessor as Chair, for his dedication to Farm Africa over his nine-year period as a trustee, and for his support to me in taking over the role. I also thank Jonathan Kydd, who retired as Deputy Chair last year; Nicolas Mounard, our Chief Executive since 2016, who also left us during the year; and Mike Saxton, who took over as Interim Chief Executive, for their contributions.

In the spring of 2020 we welcomed Dan Collison as Farm Africa's new Chief Executive. Dan brings great energy as well as experience to the role. He is already making a difference and gives us growing confidence about the future of the organisation, despite the challenging environment. I'd also like to thank Judith Batchelar, a trustee since 2012, for taking on the role of Deputy Chair.

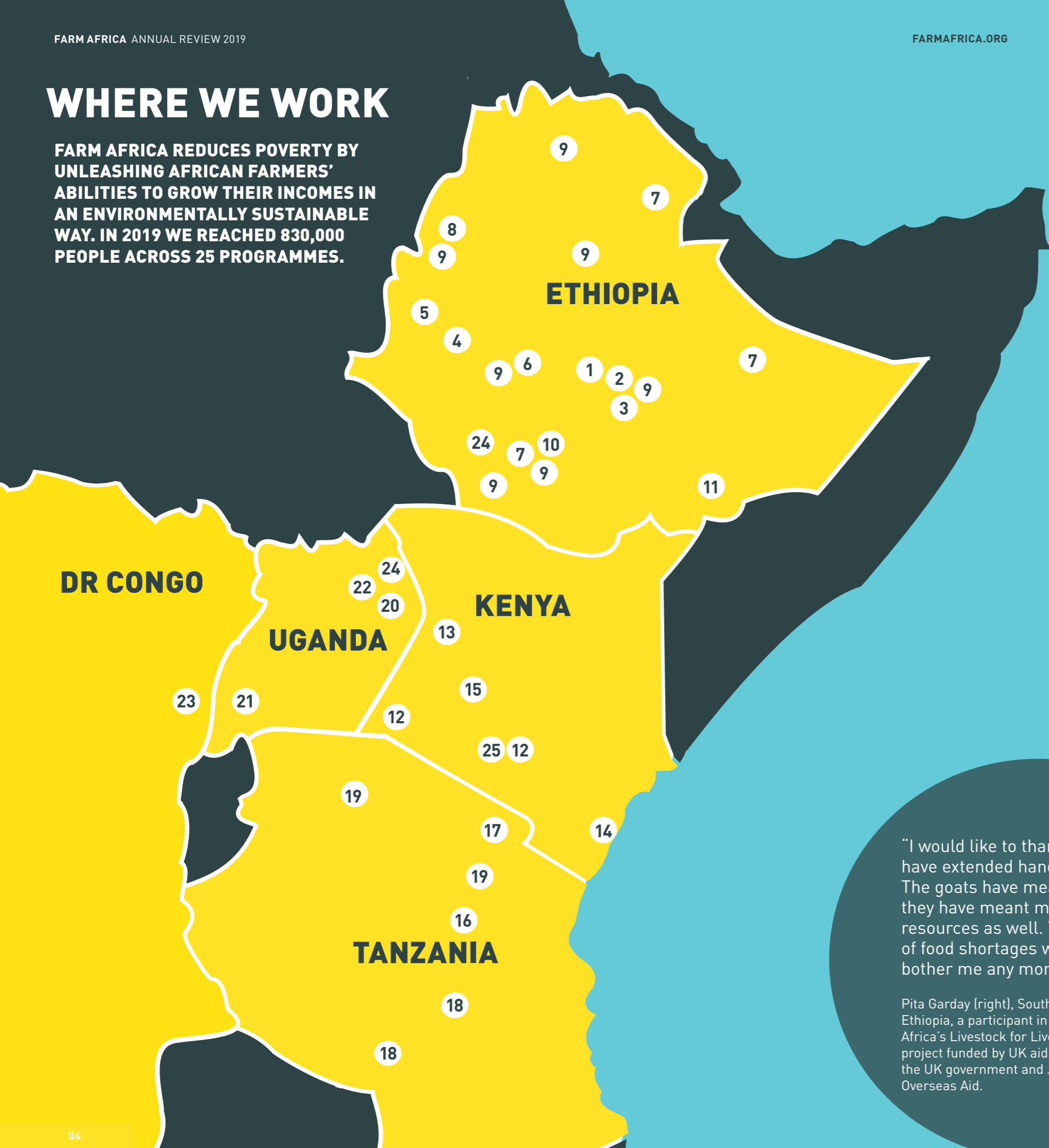
This report focuses on five of our current projects including horticulture and cashew production in Kenya, and empowering women to fight climate change in Ethiopia; each of these case studies offers examples of the many ways we are helping transform lives across eastern Africa.

Finally, I'd like to pay tribute to the many people who support our work. From Suffolk farmer Giles Abrey, who flew solo from the UK to South Africa in a plane he built himself, to NFU President Minette Batters who took time out from her incredibly busy schedule to run the London Marathon for Farm Africa, to those committed givers who donate each month or plan to leave a legacy, we extend our heartfelt appreciation for all you do. Your support is needed now more than ever.

John Reizenstein  
**Chair**

# WHERE WE WORK

FARM AFRICA REDUCES POVERTY BY UNLEASHING AFRICAN FARMERS' ABILITIES TO GROW THEIR INCOMES IN AN ENVIRONMENTALLY SUSTAINABLE WAY. IN 2019 WE REACHED 830,000 PEOPLE ACROSS 25 PROGRAMMES.



## FARM AFRICA'S PROJECT LOCATIONS IN 2019:

### ETHIOPIA

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

### KENYA

12. Market-led aquaculture
13. Growing futures
14. Cashew nut and sesame production and marketing
15. Waitrose & Partners Foundation

### TANZANIA

16. Boosting sorghum production in a changing climate
17. Developing business acumen in horticultural enterprises
18. Youth-led development of the moringa value chain
19. Sunflower production

### UGANDA

20. Sweet potatoes for prosperity
21. Investing in Uganda's young and female coffee farmers
22. Commercialising chilli production

### DR CONGO

23. Coffee production in Virunga National Park

### REGIONAL

24. Livestock for livelihoods
25. Cultivate

"I would like to thank those who have extended hands to support us. The goats have meant food for us, they have meant money and resources as well. The fear of food shortages will not bother me any more."

Pita Garday (right), South Omo, Ethiopia, a participant in Farm Africa's Livestock for Livelihoods project funded by UK aid from the UK government and Jersey Overseas Aid.



# A BUSINESS APPROACH TO HORTICULTURE IN KENYA

**FARM AFRICA IS INSPIRING SMALLHOLDER FARMERS IN RURAL KENYA TO ENGAGE IN MARKET-LED HORTICULTURE PRODUCTION AND IS SHOWCASING HOW YOUNG PEOPLE CAN BUILD THRIVING AGRIBUSINESSES.**

“Even though I’m a graduate, it’s a nightmare to get a job in Kenya without connections,” recounted 25-year-old Moses from western Kenya.

Despite Moses’ hopes that a university education would lead to a white-collar job not coming to fruition, he is now gainfully employed in a horticulture business he built on his family’s farm with support from Farm Africa’s Growing Futures project.

Young people like Moses should be the first to benefit from rural Africa’s emerging links to export markets for high value crops and employment opportunities from private investment in agriculture.

However, lack of knowledge around quality requirements, access to finance and experience in engaging with private buyers means that most young people are held back from making a success of commercial agriculture.

Moses is one of 2,400 young people in Trans Nzoia county who Farm Africa is supporting with funding from the Medicor Foundation. We’re helping them to escape poverty and increase their households’

incomes by growing vegetables that they sell commercially to local and export markets.

## BUILDING TECHNICAL SKILLS

Since Trans Nzoia is largely a maize producing area, a food security crop for the domestic market, few farmers had knowledge on how to grow vegetables that meet the specifications demanded by the export fruit and vegetable market. Farm Africa collaborates with market actors and government extension officers to deliver sequential technical training on topics such as pest and disease management, soil science, crop nutrition, safe use of plant protection products, harvesting and post-harvest management. This training has enabled groups of young farmers to improve their agronomic skills and comply with international market standards such as Global G.A.P. (Good Agricultural Practices).

The training is being disseminated through 106 champion farmers who were provided with start-up inputs such as seeds and fertiliser so they could use their farms as demonstration plots where

other group members could learn good agricultural practices. Twenty-eight of the champion farmers were trained as Quality Controllers, responsible for providing support to the other farmers on synchronising production schedules to ensure a consistent supply of produce and assisting with quality control.

By the end of 2019, groups’ average annual crop production had risen to 268 metric tonnes (MT) from 22 MT at the start of the project in June 2017. The percentage of produce rejected by buyers fell from 14% to 2% over the same period.

## ACCESS TO IRRIGATION AND POST-HARVEST HANDLING TECHNOLOGY

Farm Africa is helping the farmers’ groups gain access to the technology they need to transition to being fully operational commercial smallholders. We have helped farmers adopt sustainable irrigation practices including drip irrigation and solar-powered pumps, and have provided technical training on irrigation agronomy to enable farmers to effectively continue production throughout the dry season.

The construction of four new post-harvest structures is ensuring farmers’ fresh produce can be properly handled and stored ahead of collection by the buyers. Grading sheds are used to sort, grade and weigh produce, which is packed in crates and stored in charcoal coolers to maintain its freshness. Chemical stores

enable plant protection products to be safely stored, while soakaways mean the chemicals are disposed of in an environmentally friendly way.

## A BUSINESS APPROACH

Farm Africa trained 92 farmer groups, made up of 1,253 men and 1,058 women, using a market-led approach, to enable them to respond to market demand and maximise the total volumes sold. We helped link farmers to buyers by profiling eight value chains: French beans, snow peas, sugar snaps and garden peas for the export market and cabbages, tomatoes, kale and potatoes for domestic markets. We used this information to guide the farmers on the acreages to dedicate to different crops and schedules to follow to meet buyers’ demand. Business training included modules on financial literacy, budgeting, village savings and loaning associations/table banking, record keeping and gross margin analysis.

As of December 2019, 78% of the groups had working contracts with buyers, and the quantity of produce sold annually had increased from 1,743 MT at the start of the project to 11,549 MT. A household survey showed that average annual household income of farmers taking part in the project had increased by 35% between June 2017 and June 2019.



**“Farm Africa have taught us about intercropping and the kind of fertilisers to use, and a very important thing they have taught us is about marketing. We have sold the French beans and got real money.”** Moses pictured with poultry and (far right) with his parents and siblings on his family’s farm in Trans Nzoia, Kenya.



PHOTOS: FARM AFRICA / ESTHER MBABAZI

# INVESTING IN UGANDA'S YOUNG COFFEE FARMERS

**FARM AFRICA IS HELPING YOUNG PEOPLE IN KANUNGU IN WESTERN UGANDA TO MAKE A DECENT LIVING FROM THE SUSTAINABLE PRODUCTION AND SALE OF COFFEE.**

Rising youth unemployment is a challenge in Uganda, where 78% of people are under 30.

High demand for coffee, one of Uganda's most profitable crops, should provide good employment opportunities in areas such as Kanungu, in the west of the country, where high altitudes and a tropical climate provide ideal conditions for Arabica and Robusta coffee production. However, limited access to land, quality inputs, processing services, finance and information about coffee production have hindered rural communities, especially young people, from unlocking the lucrative potential of coffee. With co-funding from the European Union, Farm Africa has worked in Kanungu since 2018 to change that.

Poor agricultural practices in Kanungu, such as delays between harvesting and processing, have suppressed the quality of coffee, relegating it to being sold in non-premium markets including those supplying lower grade beans for instant coffee production.

Farm Africa has provided 5,375 farmers, who are members of four different cooperatives across the district, with training in the sustainable production of high-quality coffee so that they can increase their yields and meet the standards of high end speciality coffee markets.

## AGRONOMIC TRAINING

The training was delivered by 168 trainers, who were given smartphones loaded with an agronomic training app. They repaid the phones' cost by delivering training to at least 30 farmers each. At the end of 2019, more than 80% of the farmers trained were practising three of the recommended common good agricultural practices: weeding, pruning and de-suckering.

There has been a significant improvement in average coffee yields achieved per tree with Arabica variety coffee showing a 16% increase in 2019 compared to 2018, while yields per Robusta tree increased by 61%.

## SUPPORTING COOPERATIVES

The cooperative staff and leaders received training in record keeping, financial management, and reporting and market facilitation, and were given support to secure loans, which they used to buy coffee from their members.

Between February and October 2019, the cooperatives secured a 14% increase in the price of Arabica coffee sold, while Robusta prices remained constant, with the target of securing a 10% increase in 2020.

Future plans include supporting the cooperatives to increase their working capital and upgrade machinery to enable them to process and trade higher volumes of coffee.

This project is co-funded by the European Union.



**"I decided to join the young farmers' group to gain knowledge and skills, access finance and share challenges and advice together."**

Christine pictured farming in the Kanungu district, Uganda.  
Photo: Farm Africa / Esther Mbabazi



## SUPPORTING AGRIBUSINESSES

In order to ensure coffee farmers can gain access to the goods and services vital to enabling their businesses to thrive, the project is also supporting 10 small and medium enterprises that supply Kanungu's coffee farmers. We've helped the businesses (four coffee hullers, four nursery bed operators that supply seedlings and two agro-input dealers) to develop robust business plans, gain access to finance and build their customer base.

## LAND USE AGREEMENTS

Coffee farming requires access to land, which is rare for women and young people in Kanungu. Farm Africa has helped overcome this barrier by running 176 workshops promoting voluntary land use agreements where older generations and men voluntarily give women and young people access to land on which to produce coffee. A total of 1,226 land use agreements had been signed by the end of 2019, 70% of which gave women permission to use land, and 30% granted access to land to young people.

## SUPPORTING WOMEN

A gender analysis study showed that while women contribute 65% of the labour across the coffee value chain in Kanungu, they are rarely involved in planning, management or control of the profits. In 2019, Farm Africa's Coffee is Life UK Aid Match appeal unlocked £242,000 in matched funding from the UK government, which is now being used to run a complementary project in Kanungu exclusively focused on supporting women to thrive in the coffee sector.

# VIRUNGA NATIONAL PARK COFFEES



Against the odds, farmers living along the borders of DR Congo's Virunga National Park are growing some of the world's finest Arabica coffee.

Amid outbursts of conflict, this extraordinary landscape produces raw coffee beans with spectacular potential, while the National Park provides a vital refuge for endangered animals, including the mountain gorilla.

Poor farming practices, processing and lack of market channels have, until now, limited sales and kept growers' incomes low. Driven by necessity to earn a living, farmers are damaging the park's precious habitat by cutting down trees for charcoal production.

With support from Farm Africa and Virunga National Park, two coffee cooperatives are unleashing the potential of Virunga Park coffees. From harvesting to marketing, the cooperatives are refining their processes to produce better coffee that benefits farmers and coffee lovers alike.

This project is funded by the European Union.



# REVITALISING FARMING IN COASTAL KENYA THROUGH CASHEWS AND SESAME

## FARM AFRICA IS REVITALISING CASHEW AND SESAME PRODUCTION IN COASTAL KENYA, IMPROVING THE LIVELIHOODS OF 15,000 SMALLHOLDER FARMERS AND COMBATING HIGH LEVELS OF UNEMPLOYMENT AND POVERTY.

Decline in agricultural yields due to extreme weather conditions has weakened the economy in Kenya's coastal region and pushed more people into poverty. In coastal Kenya, 62% of people are living below the poverty line and young people are being hit hard; the country has the highest level of youth unemployment in eastern Africa.

Farm Africa spotted potential in Kenya's cashew industry to improve the livelihoods of smallholder farmers and increase employment opportunities for women and young people.

Coastal Kenya has a higher concentration of cashew nut trees than anywhere else in the country. However, cashew production has been declining over the years. Through a partnership with Ten Senses Africa, Farm Africa is helping farmers living in Kwale, Kilifi and Lamu counties to develop profitable cashew and sesame businesses.

Funded by the European Union, the five-year project is working with 15,000 farmers, training them in agricultural best practice, agribusiness and financial literacy so that they can become certified organic cashew farmers and command higher prices for their crop. The training

focuses on supporting smallholder farmers by giving them the tools to access market opportunities and to establish viable commercial production.

Already farmers have seen a 38% increase in their income from organic cashew production, setting them on a high-growth path for the future.

### EMPOWERING WOMEN AND YOUNG PEOPLE

Through a self-help approach, Farm Africa has equipped 1,005 young people and women with the knowledge and tools to set up sustainable income-generating businesses. They have gained skills in nursery establishment, biological pest management, as well as top working and pruning skills to revitalise old trees and increase yields.

Training was given in groups, which enabled participants to form community self-help clusters where they could share their skills and support one another. Between September 2018 and September 2019 youth groups received 95,000 KSh (approximately £730) in income from the sale of cashew, coconut and citrus seedlings. Over the same period, those participants working in biological pest

management services generated an income of 42,000 KSh (approximately £320).

One of the key challenges faced by female farmers is access to capital to diversify their incomes, often as a result of lack of collateral that constrains their ability to borrow funds from financial institutions.

Farm Africa has created 23 Village Savings and Loan Associations (VSLAs) so that those who need financial support can access funds to create and develop small businesses. A total of 552 farmers are members of VSLA groups, of which 90% are women. The VSLA groups provided an average loan size of 8,056 KSh (approximately £60) to members.

Alongside VSLAs, Farm Africa has linked youth and women's groups to financial providers so that they can access micro-enterprise funding for the further expansion of their ventures. Three groups have applied for no-interest youth enterprise fund loans worth 300,000 KSh (approximately £2,300) to expand their businesses.



This project is funded by the European Union's Emergency Trust Fund for stability and addressing root causes of irregular migration and displaced persons in Africa.



**"I'm going to prune my old trees and plant new ones. Now there's hope. My financial strength will improve. Cashew nuts can make a very big change. They can take someone from zero to 100."**

Tunji (left), holding cashew nuts harvested from his cashew trees. Photo: Farm Africa/ Kevin Ouma

# FEMALE FARMERS FIGHTING CLIMATE CHANGE IN ETHIOPIA

**FARM AFRICA IS EQUIPPING FEMALE FARMERS WITH THE KNOWLEDGE AND TOOLS TO CHAMPION CLIMATE ACTION ACROSS FIVE REGIONAL STATES IN ETHIOPIA, MITIGATING RISK BY ADAPTING AND DIVERSIFYING INCOME STREAMS.**

Ethiopia is one of the most climate-vulnerable countries in the world. Unpredictable weather patterns and climate extremes are threatening farmers and pastoralists who rely on rainfall to feed livestock, grow crops and make a living from agriculture.

Changes in climate disproportionately affect women. Low access to credit and technology, and relatively low education levels, expose women to the more negative impacts of climate extremes, as they do not have the tools, opportunities and knowledge to adapt and diversify their income streams.

Small changes to traditional farming practices can lessen the impacts of variable weather conditions on farmers' yields, allowing them to adapt to a changing climate and reduce agriculture's impact on the environment. Farm Africa, with funding from the Swedish government, is working with the Union of Ethiopian Women Charitable Associations (UEWCA) to help women, girls and other vulnerable groups living across Ethiopia adapt to and mitigate against climate change.

## PARTICIPANTS UNDERSTAND CLIMATE CHANGE

Farm Africa has empowered women to be champions for climate action within their communities. The project focuses on building awareness of how to adapt to five key manifestations that are impacting farmers in Ethiopia: more hot days, decreasing rainfall, erratic rains, late rains and frequent droughts. Through local media campaigns, workshops and inter-community conversations, Farm Africa has built awareness among communities of the causes of climate change, its effects and mitigation mechanisms. As of 2019, 65% of households surveyed across the five regions understood the five major climate manifestations that are impacting agriculture, which will help them to manage and mitigate these effects over the coming seasons.

Alongside this campaign Farm Africa has set up 120 village level women's discussion groups focused on issues of environmental protection, climate change, sanitation and access to finance. Since the groups were established in 2018, 2,872 women have participated.

This project is funded by SIDA (Swedish International Development Cooperation Agency)



## ADAPTATION TO CHANGING CLIMATES

Climate-smart agricultural training sessions have enabled farmers to intensify crop production and improve their yields while enhancing and protecting natural resources. A total of 270 men and 64 women have been trained in climate-smart agriculture techniques including the use of drought-tolerant varieties of crops, row planting and mulching. Farm Africa worked with government agencies and civil society organisations to improve smallholder farmers' access to drought-tolerant crops and a range of appropriate irrigation and water harvesting technologies.

Thirty-nine VSLAs have been established to save and make funds available in times of need and to invest in one another's businesses. The groups have been trained in financial literacy, record keeping and how to manage savings and loan schemes. So far 792 people are members of VSLAs, with a high participation of women, who have taken on leadership roles within the groups.

Through these initiatives, 92% of households have adopted climate-smart practices. Yields have increased per hectare for maize, wheat and broad beans despite increasingly erratic weather. Maize

productivity increased by 67% and wheat production by 59%. Through the project, households have seen an average increase in their annual income by 85% from 18,672 Birr (approximately £430) to 34,608 Birr (approximately £800).

## NATURAL RESOURCE MANAGEMENT

Farm Africa has been working with farmers, civil society organisations (CSOs), community-based organisations (CBOs) and governments to protect the environment through sustainable forest, watershed and rangeland management. The project provided training and technical support, setting up land use systems and promoting a variety of conservation techniques, such as closing degraded grasslands in order to revitalise them.

A survey of the knowledge, attitudes and practices of government staff who had received training and support from Farm Africa showed an increased understanding of climate change, climate-smart agriculture and natural resource management. CBOs, CSOs and government offices' capacity to implement the project also increased, from partial capacity to well-developed capacity, meaning they will be well placed to continue supporting communities after the project ends.



**Households have seen an average increase in their income by 85% from 18,672 Birr to 34,608 Birr per year.**



PHOTO: FARM AFRICA





**“Food for Good offers fantastic opportunities to share experiences and learnings. Seeing first-hand how together, these amazing Ugandan women innovatively diversify their coffee farming operations with fruit plantations and new routes to market, was an inspiring privilege.”**

Susie McIntyre (left), Managing Director, Kettle Produce

PHOTO: FARM AFRICA / JJUMBA MARTIN



**Thousand Trees Challenge**

In October 2019, eight senior representatives from across the UK food industry travelled to Kanungu in western Uganda to take part in a unique Food for Good fundraising event: the Thousand Trees Challenge. Together, they worked alongside young and female coffee farmers taking part in Farm Africa’s coffee project to plant 1,000 fruit trees on over 80 acres of farmland in three days and raise over £60,000 for Farm Africa. The fruit trees will not only boost soil quality and food security but provide coffee plants with shade; Arabica coffee beans naturally grow under tree shade.



**FOOD FOR GOOD**

**FROM FARM TO FORK, FOOD FOR GOOD UNITES GLOBAL FOOD AND FARMING BUSINESSES BEHIND THE POWER OF FOOD TO CHANGE LIVES.**

Food for Good is Farm Africa’s membership network for the food and farming industry. Established in 2011, Food for Good has grown and developed to build connections within the sector and drive industry support for Farm Africa’s work alleviating poverty and protecting natural resources across eastern Africa.

Membership fees directly support Farm Africa’s work helping smallholder farmers build thriving businesses. In 2019, the Food for Good network raised over £130,000.

Food for Good welcomes a variety of members from retailers and international producers to UK farming businesses and food suppliers. As well as raising funds, Food for Good promotes sustainable food production practices through a series of annual events and communications.

Food for Good offers members the opportunity to connect first-hand with smallholders and Farm Africa’s technical experts through unique programme

visits and fundraising challenges. Food for Good trips bring senior staff from the food industry closer to Farm Africa’s work and to the farmers we serve, as well as providing networking opportunities.

Farm Africa develops bespoke long-term partnerships with members to further support farmers in eastern Africa through both funding and access to new value chain opportunities.

For example, in Kenya, Farm Africa works in partnership with both Aldi UK and the Waitrose & Partners Foundation, who support smallholder farmers and farm workers in regions their businesses source from.

The network continues to grow and innovate, with Farm Africa collaborating with members to build industry connections and generate support for sustainable agriculture, while helping companies embed responsibility in their core business.

**OUR THANKS TO THE MEMBERS OF THE FOOD FOR GOOD NETWORK IN 2019:**



# THANK YOU

## SPECIAL THANKS TO:

5th Season, aBi Development Ltd, Advent of Change, Agriconsulting Europe, Agriculture Markets Development Trust, Ajahma Charitable Trust, Allan & Nesta Ferguson Charitable Trust, Cabrito, Christian Aid, Comic Relief, Conservation International, Cullisse, DAI Global, The David & Lucile Packard Foundation, Devenish Nutrition, Dinner by Heston Blumenthal, Elsoms Seeds, Embassy to the Kingdom of the Netherlands – Nairobi, European Union, Finsbury Food Group, Forests of the World, E Filer, GIZ, Highwater Global Fund, Hippeas, Holden & Co LLP, Honeywell Biscuit Co,

Irish Aid, Jersey Overseas Aid Commission, Jumping Goat Liquor, Kynetec, L J Fairburn & Son, Brian Mason, Mark Anthony Trust, Medicor Foundation, Keith Morgan, Msingi East Africa Ltd, Norwegian Ministry of Foreign Affairs, NORAD, Open Society Foundations, John Peake, Sida, Slovak Agency for International Development Cooperation, SOS Sahel Ethiopia, Technical Centre for Agricultural and Rural Co-operation (CTA), UK aid from the UK government, US Agency for International Development Feed the Future, Virunga Foundation, Vitacress, Vitol Foundation, The Welland Charitable Trust, World Food Programme, John Young



## OUR THANKS TO MEMBERS OF FOOD FOR GOOD (SEE PAGE 17) AND FARM AFRICA'S KEY CORPORATE PARTNERS IN 2019:

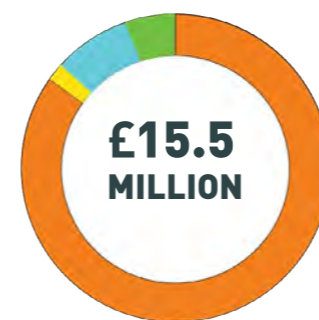


**NFU President Minette Batters led a team of five NFU runners who ran the 2019 London Marathon for Farm Africa's Coffee is Life appeal, raising a total of £47,400 including Gift Aid.**

(Left to right) Martin Rogers, Stuart Roberts, Minette Batters, Adam Bedford, Will Evans. Photo: Laura McDonagh



# FINANCIAL SUMMARY



- Programme grants £13.2 million
- Donations and legacies £1.7 million
- Sidai social enterprise £0.4 million
- Trading and other £0.2 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)

Additionally Sidai, a Kenyan social enterprise in which Farm Africa held a controlling stake for the first three months of the year, received unrestricted income.

Total income in 2019 decreased to £15.5 million (2018: £18.1 million). This was due mainly to the fact that income from Sidai is only consolidated for the first three months of the year. Excluding Sidai, Farm Africa's underlying income rose from £14.9 million in 2018 to £15.1 million in 2019.

Programme grants continue to represent the largest funding stream, increasing to £13.2 million (2018: £12.7 million). This included income on ten new projects, including a follow-on to our SHARE project in Ethiopia funded by the EU (total funding for which is €10 million over five years) and a grant from the Waitrose & Partners Foundation to support horticulture farms in the Kenyan Rift Valley.

The chart above left shows the breakdown of income between these principal sources.



- Programmes £12.2 million
- Support costs £1.3 million
- Sidai social enterprise £0.8 million
- Fundraising £0.7 million

## EXPENDITURE

Farm Africa's expenditure falls in to three main categories:

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

Expenditure in 2019 also includes the costs incurred by Sidai in running its operations in Kenya for the first three months of the year.

Total expenditure in 2019 fell to £15.0 million (2018: £16.3 million), whereas underlying expenditure – excluding Sidai – rose from £13.0 million to £14.2 million. This was driven by an increase in programme spend to £12.2 million (2018: £11.1 million).

Support costs increased to £1.3 million (2018: £1.1 million), whilst fundraising costs fell marginally, to £0.7 million (2018: £0.8 million).

**Patron:** Sir Michael Palin CBE  
**President:** Sir Martin Wood OBE FRS DL

## BOARD OF TRUSTEES

**Chair:** Richard Macdonald CBE (retired July 2019)  
 John Reizenstein (appointed as Chair July 2019)  
**Deputy chair:** Professor Jonathan Kydd (retired July 2019)  
 Judith Batchelar OBE (appointed as Deputy Chair July 2019)  
**Secretary:** John Young

**Treasurer:** Nick Allen  
 Minette Batters  
 Colin Brereton  
 Serena Brown  
 Laketch Mikael  
 Jan Bonde Nielsen  
 Jane Ngige  
 Charles Reed  
 Tim Smith

# WE DRIVE AGRICULTURAL AND ENVIRONMENTAL CHANGE TO IMPROVE LIVES.

## Our strategy has three pillars:



Agricultural expertise



Management and preservation of ecosystems



The power of business to drive prosperity

DR Congo  
Ethiopia  
Kenya  
Tanzania  
Uganda  
United Kingdom



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 **FARM AFRICA**