

Tools

**FOR SELF
RELIANCE**
practical help for
practical people

**Annual
Review
2010**

Thirty years strong

Cosmas Tema, Adam Casey and Valerian Njau of the Nguvu Kazi Garage in Rombo, Tanzania



Welcome

“Thank you for supporting Tools for Self Reliance. With your help, we have implemented some great projects and we have made a real difference to thousands of people’s lives.”



This year we have helped a record number of people gain new skills and qualifications. Our partners have trained around 2,500 men and women, including blacksmiths, tailors, carpenters and mechanics. And we’ve shipped six containers of tools to equip these artisans. We have done all this despite the economic downturn.

Our partners are collaborating in ways we couldn’t have imagined a few years ago. For example, in Ghana and Zambia they are meeting regularly to share what they have learnt and see how they can work more effectively.

Volunteer numbers continue to grow, and volunteers are working hard and continue to improve the quality of the tools they refurbish.

We intend to launch a new Organisational Strategy this year. This will guide us and help us to target our efforts over the next five years. We are consulting with partners, volunteers and other stakeholders.

But we try not to forget that the mission of Tools for Self Reliance is to help artisans in Africa. In this Annual Review you can read some of their stories.

Best wishes and once again thanks for your continued support.

A handwritten signature in black ink that reads "Tony Tyrrell". The signature is written in a cursive style and is underlined with a single horizontal stroke.

Tony Tyrrell
Chair

Adam gets community outside

Unemployment among young men in rural Ghana is a serious problem. But it is not intractable, especially if you involve the local community, as our project with one partner in the north of the country shows.

The problem

In Tamale bicycles are an essential means of getting around, but the roads are rough and getting bikes repaired is far from straightforward. There isn't such a thing as a local bike shop. But things might be about to change.

The solution

The Northern Sector Action on Awareness Centre's youth skills centre is a training ground for bicycle mechanics in the region. With our help it has trained 14 people in bicycle repair and set them up as community bike mechanics.



They include young men like Adam Abdul Matin (see inset).

The local community has also invested time and money in this project. The newly trained mechanics occupy work shelters built on land provided by local people. The mechanics each receive the support of a nominated member of the local community and are encouraged to take on an apprentice. In return, they keep the community's bikes on the road.

The impact

"Now my life has changed," says Adam. "When day breaks, I come out to work. It is better than when I used to stay indoors without doing anything. I feel good and happy because my life has changed."

"I can buy what I want such as clothes for myself. And I can now feed myself daily."

Training and tools set Kitauli on their way

The story of one carpentry workshop in northern Tanzania is a great example of how training and tools can help turn round the fortunes of a small business in Africa.

The problem

Furniture makers Kitauli Carpenters used to struggle to make ends meet. They had neither the tools nor the skills to make a decent living. Without tools, they could not complete jobs on time and the quality of their work was poor. Without training, their prices reflected what they thought the local market could afford rather than how much things actually cost to make.

The solution

Through their local trade association and our partner the Small Industries Development Organisation in Moshi, Kitauli received a furniture making kit and training in business skills and product finishing in 2009–10. They paid Tsh 50,000 (£25) towards the tools which

helped pay for their transportation from Dar es Salaam.

The impact

The training got Kitauli thinking about their market and what else they could do. They decided to branch out and now repair roofs as well as make furniture. The roofing work tides them over until the end of the planting and harvesting seasons when their regular customers return.

Group coordinator Gasper Alphonse said:

“We are no longer guessing prices. Our income has gone up 65% and we have started saving. Over the past four months we have saved Tsh 400,000 (£200).”



Kitauli intend to use these savings to improve the business. This includes building a concrete floor and installing a three-phase electricity supply which will enable them to expand.

“Having chisels means we can design our furniture properly. With more tools we can do more, and we can work more quickly.”

Gasper Alphonse, Kitauli Carpenters

New skills open world of possibility

In Lusaka, Zambia, one girl's life has changed beyond her dreams thanks to a lifeline thrown by a local training organisation supported by Tools for Self Reliance.



The problem

When her father passed away the life that Catherine Piri (16) had known seemingly changed forever. Catherine's father had been the family's breadwinner and, with no money to fall back on and no workplace skills, her mother was unable to earn an income to support Catherine and her brothers.

Catherine could not go to school because her mother did not have enough money to pay for her to get there, let alone buy her a school uniform. Without an education Catherine's future looked bleak. However, in spite of the loss of her dad and all the other setbacks in her young life, Catherine was determined to try to make a better life for herself.

The solution

She got help from an organisation called Umoyo, a Lusaka based vocational training provider. With the support of Tools for Self Reliance, Umoyo works with families torn apart by the effects of HIV and AIDS to get them back on their feet. Catherine enrolled on a tailoring course there.

The impact

Catherine said: *"I have learnt how to make simple clothes which I can sell at the local market."*

As well as learning practical skills in tailoring and knitting she has also learnt to read and write.

"I feel confident that I will be able to support myself," she says. "When I finish my training I hope to start my own business by making and selling clothes. I have skills now that I never imagined someone without an education could ever have."

What makes us different?

Tools for Self Reliance helps marginalised and vulnerable people in Africa build a future for themselves by providing the tools and training they need to get into work or grow their business.

Our partners

We work in six countries in Africa, no more. This is because we believe that it is important to understand the development issues in each country and, with limited resources, target our support effectively.

We undertake projects with local partners – over 60 community-based organisations across Africa – supporting their training activities and helping to build their capacity according to their needs, in line with their national poverty reduction strategies. We don't have staff on the ground. Instead we work with local people who best understand

the unique challenges each community faces.

Our volunteers

Tools for Self Reliance also plays an important role in the UK by offering volunteering opportunities to hundreds of people, including a national network of tool refurbishers and collectors. Many of our volunteers are retired or semi-retired and bring a wealth of experience from all walks of life. We offer all our volunteers of whatever age or ability an opportunity to use their skills, or learn new ones, and share our commitment to a fairer world.

Several of our volunteer groups include people with special needs or those living with a mental or physical disability. By volunteering with us they learn valuable practical and communication skills, and understand that they can play an important part in helping others in challenging situations in Africa.

Our environment

Every activity of Tools for Self Reliance is conducted in a sustainable and cost-effective way. We aim to minimise our impact on the environment while maximising the positive impact on those we support.



Volunteering is a two-way street

It's not just the people we work with in Africa who benefit from Tools for Self Reliance.



Sewing machine refurbisher Alan Busher, who is a volunteer at Netley Marsh, explains what it means to him to be involved with Tools for Self Reliance and why it is 'good for his soul'.

What I really like about Tools for Self Reliance is the opportunity its great range of activities gives me to use my creative practical skills.

I used to teach bee keeping and horticultural machinery at a local college, so vocational training is something that I really do warm to.

Now as a volunteer I am using those skills at Tools for Self Reliance where I am helping to train new volunteers. It makes perfect sense to me that we supply not only the tools, but also training, and that both of these are needed if the people we support in Africa are to become self-reliant.

Tools for Self Reliance is a great place to learn new skills. For example, I hadn't done electrical work before I came here two years ago, but I've learnt to refurbish electric sewing machines, which has given me something new to enjoy and puzzle over. I have also started giving talks to local groups to publicise Tools for Self Reliance's work.

The mutual support and camaraderie at the Netley Marsh workshop is good for the soul. It's great to feel I'm doing something useful. Simply I feel better about life!

There are volunteering opportunities all over the UK. For more information visit our website at www.tfsr.org/how_you_can_help/volunteering

An evolving organisation

Then

Tools for Self Reliance started in 1979 with a small group of volunteers refurbishing old tools in an abandoned church hall in Portsmouth. Their destination was Tanzania, or more specifically the Small Industries Development Organisation, with whom we still work to this day. On 9 June of that year, 1,400 tools were crated up and a small ceremony was held in the church hall with a representative from the Tanzanian High Commission, who said:



Tools for Self Reliance founding patrons Trevor Huddlestone (left) and Julius Nyerere (right) with current patron Archbishop Desmond Tutu in 1993.

“This is a beautifully simple idea. It puts tools into the hands of those who will use them for the benefit of their local community.”

The idea captured people's imaginations and the organisation went from strength to strength, gaining support from all over the UK and recognition from organisations in Africa for the quality of the tools sent.

Tools for Self Re

And now

However, as we grew it became clear that tools alone were not sufficient to make the kind of long-lasting impact on communities in Africa that we were aiming for. Training was also needed. Our operations gradually evolved and now every project contains a significant element of vocational, business and life skills training.

“Our business has been transformed since undertaking training and receiving tools. We have been a group since 2004 but had no coherent plan to develop our business. The training was like an awakening.”

Selemani Mpudi, Mpudi Carpentry Group, Lindi, Tanzania



liance at 30

What other people say

"I am proud to be a patron of Tools for Self Reliance. Thank you for all the work you do in helping equip and train workers in Africa. Congratulations on being 30 years young – here is to another 30 years!"

Dr John Sentamu, Archbishop of York

"We are happy that Tools for Self Reliance has all these years been our backbone for promoting self reliance among rural young women."

Isaac Boame, Girls Growth in Development Centre programme coordinator, Ghana

"Since Tools for Self Reliance helped us we have expanded our product range and we now export to neighbouring countries."

Ramadhani Bwanga, Tabora, Tanzania



"The impact of this support is remarkable as regards income generated, increase in employment (especially youth) and availability of high-quality products... On behalf of SIDO Kilimanjaro and the entire artisan community who have benefited from the tools programme, I congratulate you for all the efforts you have made to support the artisans."

F E Sauwa, SIDO Kilimanjaro Regional Manager, Tanzania

"I am able to make axes and hammers with precision. I used to buy hammers for my workshop while it is now possible for me to make them for myself and sell to others."

Mohamed Mkeni, Pwani, Tanzania

"The refurbished tools and technical support you are providing have given hope to the beneficiaries who are now preparing to set up their own business. This will go a long way in strengthening their livelihood capacity."

Ibrahim P Bangura, Programme Officer, Council of Churches Sierra Leone

"There was excitement among the students which I have never seen. Can you believe the moment that the students heard that the truck carrying tools had arrived? They all came out of their classrooms and workshops and surrounded the truck, ready to offload the tools."

Mellbin Simangolwa, Director of Kabushi Entrepreneurship and Vocational Training Centre, Zambia

Countering waste

Tools for Self Reliance is all about working in an environmentally sound way and countering waste:

- waste of skills amongst African artisans and UK volunteers
- waste of opportunity for hardworking people to earn a sustainable income
- waste of tools and other items that are no longer wanted in the UK.

As well as the refurbished tools and sewing machines, and haberdashery, which we send to Africa in support of our projects, we reuse a lot of other things too. Discarded timber, cardboard boxes, pallets, boxes, newspapers and fabric to pack the tools, for example. And where we can, we claim recycling credits from local councils for the tools that would otherwise be sent to landfill.



In the office we are making savings too. For example, all our publications are available online and we are encouraging people to receive our newsletters and bulletins by email to save on printing and postage.

It's not just about making big changes – activities like encouraging car sharing, recycling and composting waste, thinking about the lifetime and origin of the products we buy, unplugging chargers, turning down the thermostat, switching off lights and not printing out emails also make a significant difference without a lot of pain!

Our carbon footprint

With the help of local engineering firm Gifford we have undertaken an environmental audit of our operations at Netley Marsh. We have reviewed transport, product usage, waste disposal and other factors, and our resultant carbon footprint shows that we save more than we waste. We will use this baseline survey as a planning tool going forward.

Last year we sent tens of thousands of tools to our partners in Africa – tools that if bought in the UK would have cost over £500,000.

Review of 2010

Our projects

Working with over 60 partner organisations Tools for Self Reliance helps thousands of people in Africa work their way out of poverty by giving them the skills, as well as the tools, they need to succeed.

Our partners and the artisans they support tell us that training is key to making small businesses sustainable and this has become an important part of what we do. In 2010, we helped train a record number of people, giving nearly 2,500 men and women the vocational, business and life skills to enable them to earn a living.

The training is vital, but it is only part of the story. In 2010 we shipped over 31,300 high-quality refurbished hand tools in kits to projects in 6 countries: Ghana, Malawi, Tanzania, Uganda, Sierra Leone and Zambia. In addition, we sent a further 3,400 tools to support projects run by non-partner organisations.



“We facilitate the development of the artisan sector and its communities in Africa according to local needs and priorities.”

Tools for Self Reliance
Organisational Strategy

Although the number of people trained was up last year, the number of tools sent was slightly down. While a few projects had to be postponed due to a shortfall in funds needed to pay for the training and shipping the tools, other projects required fewer tools because of the nature and duration of the training. However, all our feedback shows that, combined with the training, the tools we did send had a greater impact.

Our focus is on the most vulnerable and marginalised in African society. These include the young unemployed, women’s groups, people living with HIV/AIDS, orphans, youngsters living on the street, people living in post-conflict areas, people with mental and physical disabilities, and those working for existing small businesses which struggle to survive.

Review of 2010

And those who supported us

The work we do is only possible through the generous donations of money and tools that we receive, and the enthusiasm and hard work of Tools for Self Reliance volunteers.

“We work with a diverse group of people who collect and refurbish tools, and promote us and raise funds for the organisation.”

Tools for Self Reliance Organisational Strategy

Volunteer numbers continue to grow. Last year around 800 new and existing volunteers got involved with us and did a myriad of tasks. They organised events, collected and refurbished tools, publicised our work and helped to raise awareness of the issues that keep people in poverty. Our tool refurbishers worked hard to improve the quality of the tools.

Crucially, our volunteers also raised large sums of money in 2010 through fundraising sales, concerts, craft fairs and other events. The money raised went towards the costs of skills training and getting the tools into the hands of carpenters, tailors, blacksmiths and others in Africa.

In 2010 we ran a series of six regional events giving volunteers an opportunity to hear about Tools for Self Reliance's projects and to meet informally, and share ideas and news.

Tools for Self Reliance volunteers are a diverse group of people from a variety of backgrounds and abilities. Many enjoy learning new skills and meeting new friends, and feel a close link with those we support.

“We raise awareness in the UK of the causes of poverty in developing countries, and lobby appropriately to support our partners and the artisans they work with.”

Tools for Self Reliance Organisational Strategy



Looking forward to 2011

The imperative this year is to increase our core funds. This will help us to clear our backlog of projects and free up resources so that we can tackle another important priority: better evaluation of the long-term impact of our projects.

We plan to extend our partner base in Malawi and consolidate the programmes in the other countries in



which we work. We also intend to address the sustainability of working with vocational institutions.

As far as the tool sending is concerned, we will improve our training in the UK, with the production of tool refurbishment training videos and guides for new and existing volunteers.

We will also try to link with other UK-based organisations that have programmes to deliver training which could benefit from an input of tools.

In 2011 we will finalise our next strategic plan which will define our goals for the period 2012–16.

Thank you!

We would like to thank all the trusts, businesses and individuals that have helped Tools for Self Reliance carry out its projects this year with money, time, tools and donations in kind. There are too many of you to mention here.

We would also like to thank our African partners, without whom we couldn't do any of this work.

Our Annual Report contains lists of our major contributors and partners.



“The trustees were engaged by the charity’s ability to benefit individuals both in the UK and abroad. In doing so the impact of the donation was doubled!”

The Albion Trust

Get involved!

Here's how you can get involved:

Donate

www.tfsr.org/how_you_can_help/donate_some_money/

Volunteer

www.tfsr.org/how_you_can_help/volunteering/

Give tools

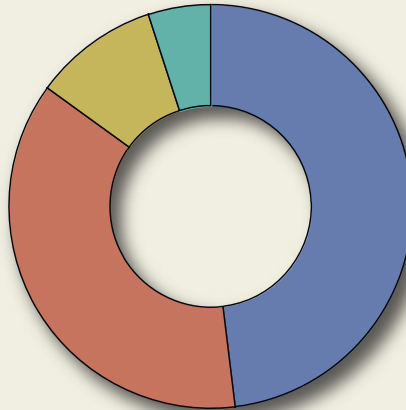
www.tfsr.org/how_you_can_help/donate_some_tools/

Finances

Despite all the challenges of the past year Tools for Self Reliance remains in a good financial position at the end of 2010. The fact that our expenditure exceeded our income reflects increased training activity in support of our projects in Africa coupled with a reduction in our grants and donations. This increased training activity was made possible because of the reserves we were holding at the end of 2009.

The figures in the pie charts exclude donated tools and other donations in kind. The cost of these tools if purchased new in the UK would have been £503,287. Tools for Self Reliance's policy is to value these tools at 50% of their new price.

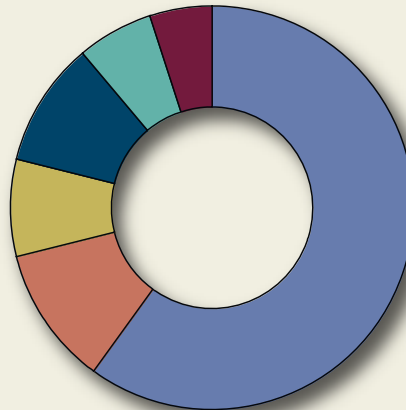
This summary may not contain sufficient information to allow a full understanding of the Tools for Self Reliance finances. The complete Annual Report and Accounts for 2010 are filed with the Register of Companies and the Charity Commission. Copies can also be obtained from www.tfsr.org or by calling 023 8086 9697.



Income

| | |
|---|-----|
| ■ Restricted income for projects | 48% |
| ■ Individual, small trusts, legacies and other donations | 37% |
| ■ Rents and investments | 10% |
| ■ Sales | 5% |

Total income for 2010 was £541,976.



Expenditure

| | |
|--|-----|
| ■ African artisan support | 60% |
| ■ UK group support | 11% |
| ■ Awareness raising | 8% |
| ■ Governance and admin | 10% |
| ■ Fundraising and publicity | 6% |
| ■ Maintenance of site | 5% |

Total expenditure for 2010 was £654,753.



Arrival of tools in Kabushi, Zambia

Tools for Self Reliance

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Mixed Sources

Product group from well-managed forests, controlled sources and recycled wood or fiber

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