



# ANNUAL REVIEW 2017

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



## WELCOME FROM OUR CHAIR...

It is with great pleasure that I welcome you to the 2017 Annual Review, the first one in which I do so in the role of Chair.

I am delighted to have taken on this position at an exciting time for Tools for Self Reliance as we continue to evolve and develop, building even stronger links with our partners and expanding the mix of tools and training packages that we offer - tailored to their specific needs and designed to build sustainable livelihoods. As this review outlines, we've made significant progress towards achieving the longer term objectives that we have set ourselves, guided as always by our partners in country. We've trained and empowered almost 4,000 people in 2017, people who have been able to make a real and material difference to their lives and the lives of their families and communities, through earning a sustainable income. In the coming year, our plan is to continue developing our work, to explore how we can best use the data we gather to help us to continue improving the support we provide, and to build our partnership networks to share best practice - working together on our mission to achieve real change for people in Africa. None of this would be possible without our supporters, volunteers, trustees and funders - I'd like to thank everyone who has contributed this year, every one of you has made a significant and lasting difference.



Steve Hitchmough, Chairman

## ...AND FROM OUR CHIEF EXECUTIVE

I've had the privilege of welcoming our supporters to the Annual Review for several years now, and it is always with a real sense of achievement - reflecting back on what we and our partners have been able to do over the last year, and appreciation - to those who make it possible.

This year in particular, what I think really has been the theme is potential. The potential we can see in the projects we'll be delivering under the Africa Works strategy, the potential of our partners, whose expertise and innovation is driving these projects forward, and the potential that is unlocked in training participants. So my thanks this year in particular is to everyone who has completed a training programme. Their determination and commitment to improving their lives, for themselves and for their families, is always an inspiration.



Sarah Ingleby, Chief Executive

**"I NOW HAVE A SKILL THAT NOBODY CAN TAKE AWAY AND THAT I CAN KEEP FOR LIFE."**

- MAVIS BOALEENG



## OUR STRATEGY: AFRICA WORKS

In 2017, we launched our new five-year strategic plan - Africa Works.

This strategy recognises that underemployment and unemployment in Africa remains high, and that the acquisition of vocational skills can be a key driver in sustainable and inclusive growth, and is a prerequisite for economic and social development. Our new strategy outlines the Charity's commitment to supporting people in Africa to achieve this.

In the first year of Africa Works, we developed some exciting new projects which combine vocational

training with additional, complementary activities - recognising the many complex factors which can be a barrier to overcoming poverty. In Sierra Leone, we've worked to develop a project which will empower more women through community advocacy on the theme of female genital mutilation. In Zambia, we're combining vocational training with HIV/AIDS services, building on the expertise of our local partners. In 2018, our priority is to secure funding for these projects.

## AFRICA PROGRAMME

**“NOW I FEEL HAPPY BECAUSE I AM SELF EMPLOYED AND DON'T HAVE TO RELY ON OTHER PEOPLE. I AM MY OWN MASTER AND PEOPLE ARE LEARNING FROM ME.”**

**- FUSENI HARUNA, GHANA**

## AFRICA PROGRAMME

- We will remain focussed on developing and expanding our core model, supporting people in rural and urban communities to build viable and sustainable livelihoods.
- We will be proactive in seeking out and building partnerships with complementary organisations, contributing to a cohesive and sustainable project model.

A total of 41 projects were implemented across 2017, reaching 3,294 people directly, and impacting many thousands more. Three of these projects piloted micro-credit provision for small business groups formed by graduates from training programmes in Sierra Leone. Financial support, alongside effective training and the provision of tools, is seen as a key element in enabling the successful establishment of small businesses and we plan to increase the availability of micro-credit in 2018.



**In 2017, we met with over 200 participants to discuss what they had learnt from their training and hear more about their plans for the future.**

People like Owen Gumbwa, who lives in Nkhotakota, Malawi. His family own a small farm, and rely on this for food - Owen was helping out on the farm before he started training, but had no income of his own, and no-one else in the household was in paid employment. Owen heard about the training opportunity with our local partner FOCCAD through a radio advert, and signed up to train as a plumber. He learnt all aspects of the trade, and felt confident

enough to sit a trade test at the end of the training, which he passed. Owen went on to form a partnership with a fellow trainee, and together they are working on local jobs, and earning an income for the first time ever - money Owen uses to support his household. Owen was also able to earn money while training, and said that it was really useful to learn on the job and outside of the classroom because it “felt real.”

# UK PROGRAMME AND VOLUNTEERING

The dedication and support of our volunteers continues to be the cornerstone of our activities in the UK and we are most grateful for their ongoing support.

In recognition of this, 43 volunteers were awarded long service certificates in 2017; representing 670 years of volunteering. Over the year, volunteers collected, refurbished and packed the 15,796 tools which were shipped to projects, and raised a record £43,415 to equip people with the skills to put the tools to use.

We continued our partnership with the British Council and the European Union's Erasmus+ programme and hosted six volunteers from Denmark, Germany and Austria, who were provided with an opportunity to work with our daily volunteers and build up their knowledge of life in the UK.

For more information about EVS please go to [www.britishcouncil.org](http://www.britishcouncil.org)

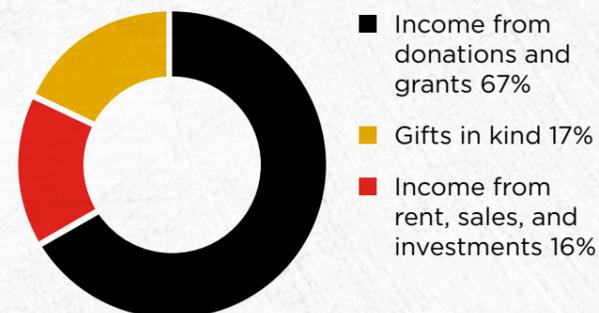


# ORGANISATION AND RESOURCING

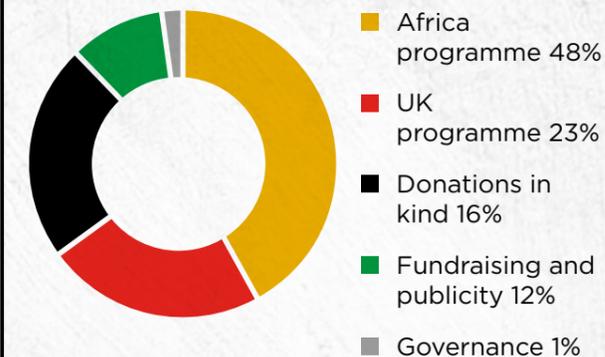
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We will continue to build on our robust organisational structure to effectively resource the delivery of our Africa Programme and its activities. The support of charitable trusts and foundations continues to be of critical importance to our work - both in Africa, and in the UK. We are hugely appreciative of this ongoing support and extend our thanks to all those who have supported our work during the year, including The Turing Foundation, who made the second payment of a grant to support our project with Craftshare in Sierra Leone. We also extend our heartfelt thanks to all the individuals, businesses and groups whose generosity has changed lives.

## TOTAL INCOME FROM 2017 WAS £761,353



## TOTAL EXPENDITURE FOR 2017 WAS £815,091



Income for the year from donations and grants was

**£633,720**

reflecting a decrease of £21,641 from the 2016 income of £655,361.

Funds from rents, investments, sales and events were up slightly from the previous year.



Expenditure was £815,091, which is £86,351 more than the 2016 spending of £728,740.



Included in these figures are the value of tools shipped (donations in kind) of

**£130,095**

(2016 - £170,106)



Total reserves amount to £638,296, including fixed assets of £467,321. The fixed assets of Tools for Self Reliance are the Netley Marsh workshop site, including that part used as investment property together with the value of workshop, warehouse and office equipment.



# TOOLS FOR SELF RELIANCE

Practical help for practical people

## PATRONS:

Archbishop Desmond Tutu

Archbishop of York,  
John Sentamu

## TRUSTEES:

Mr S Hitchmough

Mr J P N Payne

Mr M J de H Bell

Ms K Mallik

Ms S Erb

Mrs C A de H Howell

## STAFF

Sarah Ingleby

Chief Executive

Clare Nolan

Head of Africa Programme

Jemma Chambers

Head of Fundraising

Stuart Bailey

Workshop and Site Manager

Ben Riley

Volunteer Co-ordinator

Jo Shannon

Programmes Facilitator

Nuisha Russo

Trust Fundraiser

Julia Tinker

Fundraising Officer

Lydia Stallard

Finance Officer

Sam Northcott

Administration Officer

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e-newsletter and see how you are making a difference!

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