



ANNUAL REVIEW 2018



**TOOLS FOR
SELF RELIANCE**

Practical help for practical people



WELCOME FROM OUR CHAIR..

I'm delighted to once again be welcoming you to our Annual Review, on behalf of the Tools for Self Reliance Board of Trustees. Since stepping into the role of Chair in 2017, I've been part of the development and implementation of a new five year strategy, Africa Works, and this Review reflects the progress we have made already in delivering on the objectives we set ourselves.

In this second year of the strategy, we have seen significant progress in terms of our governance - reviewing and strengthening the operational policies and procedures which are the foundation of ethical, efficient, and compliant delivery of services to vulnerable people. We've strengthened the Board too, bringing in additional expertise in fundraising and finance. In 2019, we intend to continue building the Board through recruitment of Trustees with a background in development and establishing additional sub-committees to drive forward continued growth over the coming years.

We didn't meet every target we set for the year - some fell short, while others were exceeded - but we took learning from every activity, and carried this through to objectives for 2019, when we will be delivering a number of extended projects, launching a collaborative network of small livelihoods organisations, and setting some ambitious income targets.

I look forward to sharing our progress in 2019, in the meantime I'd like to take this opportunity to thank all of those that have played a part in the activities you will read about in the following pages - staff, volunteers, supporters, partners, and most of all every project participant. We can only share a few of their stories here, but their commitment and hard work is replicated many times over.



Steve Hitchmough,
Chair of Trustees

A handwritten signature in black ink, appearing to read 'S. Hitchmough'.



...AND FROM OUR CHIEF EXECUTIVE

As Chief Executive, each Annual Review offers an opportunity for me and all involved in the work of Tools for Self Reliance, to reflect on our achievements over the past year; whilst also recognising the challenges overcome and lessons learned. 2018 has been a busy year, but one which has also enabled us to recognise the potential we have for even further growth.

Our volunteers have shown year on year, greater involvement in the work done in the UK to support our projects in Africa. Their commitment to the collection and refurbishment of tools has been a bedrock contribution throughout, but their ever growing fundraising efforts are also enabling us to ensure we can support the costs of delivering projects across five Africa countries. They also play a key role in spreading the word about our work right across the country and this brings new supporters to our doors.

Tapping into the potential of our partners is key in achieving our mission and we are committed to doing all we can to encourage and support them to be at the forefront of livelihoods discourse at a local, regional, and national level in their own countries. Our partners play a pivotal role in unlocking the potential of effective sustainable livelihoods; which in turn provide much needed opportunities for hard-working and determined people in Africa to fulfil their own potential and build their own sustainable livelihoods.

When you read this review, I hope you will be equally struck by what can be achieved when people have this opportunity to realise their own potential. The outcomes we have seen from projects over the last year reflect significant changes in people's lives. 42% of our project participants are now in a position to not only better support their families, but also to save some of their income – thus increasing the resilience of their households and protecting against future challenges, such as failed harvests. 72% of our graduates are using their income

to pay for children's school fees, and for more and better food for the family – improving the health of the household and equipping children with one of the most critical components in poverty reduction – continued education.

During 2019 we will all be working hard to ensure that we continue to challenge ourselves to deliver the best support we can to all those we are working with, so by the end of 2019 I am sure we will once again be looking back and feeling inspired by all that has been achieved. In the meantime, I am pleased to be able to share this overview of our 2018 activities with you and as ever extend my thanks and appreciation to you all.



Sarah Ingleby,
Chief Executive

Sarah Ingleby



OUR ACTIVITY

In 2018, we remained focussed on addressing underemployment and unemployment in Africa through the acquisition of vocational skills, contributing to sustainable and inclusive growth. These pages give a snapshot of our work in each country over the last 12 months.



SIERRA LEONE
During 2018 we delivered 8 projects supporting 306 people.

Mobility Sierra Leone Project, Bo

This inclusive project transformed the lives of 20 young men, both able bodied and disabled, through the delivery of a twelve month trade based training programme, where core outcomes included a significant improvement in not only their incomes, but also their self-esteem.




ZAMBIA
During 2018 we delivered 5 projects supporting 215 people.

Kabushi Entrepreneurship and Vocational Training Centre, Ndola

This project supported 60 participants through a nine month centre based training and a three month apprenticeship programme and resulted in graduates earning 4.7 times what they were before the training.



GHANA
During 2018 we delivered 4 projects supporting 157 people.



Street Girls Aid Project, Accra

This project supported 15 young street mothers with tailoring and life skills, enabling them to increase their income and build their resilience to the challenges they face bringing up children on the streets and in slum dwellings.

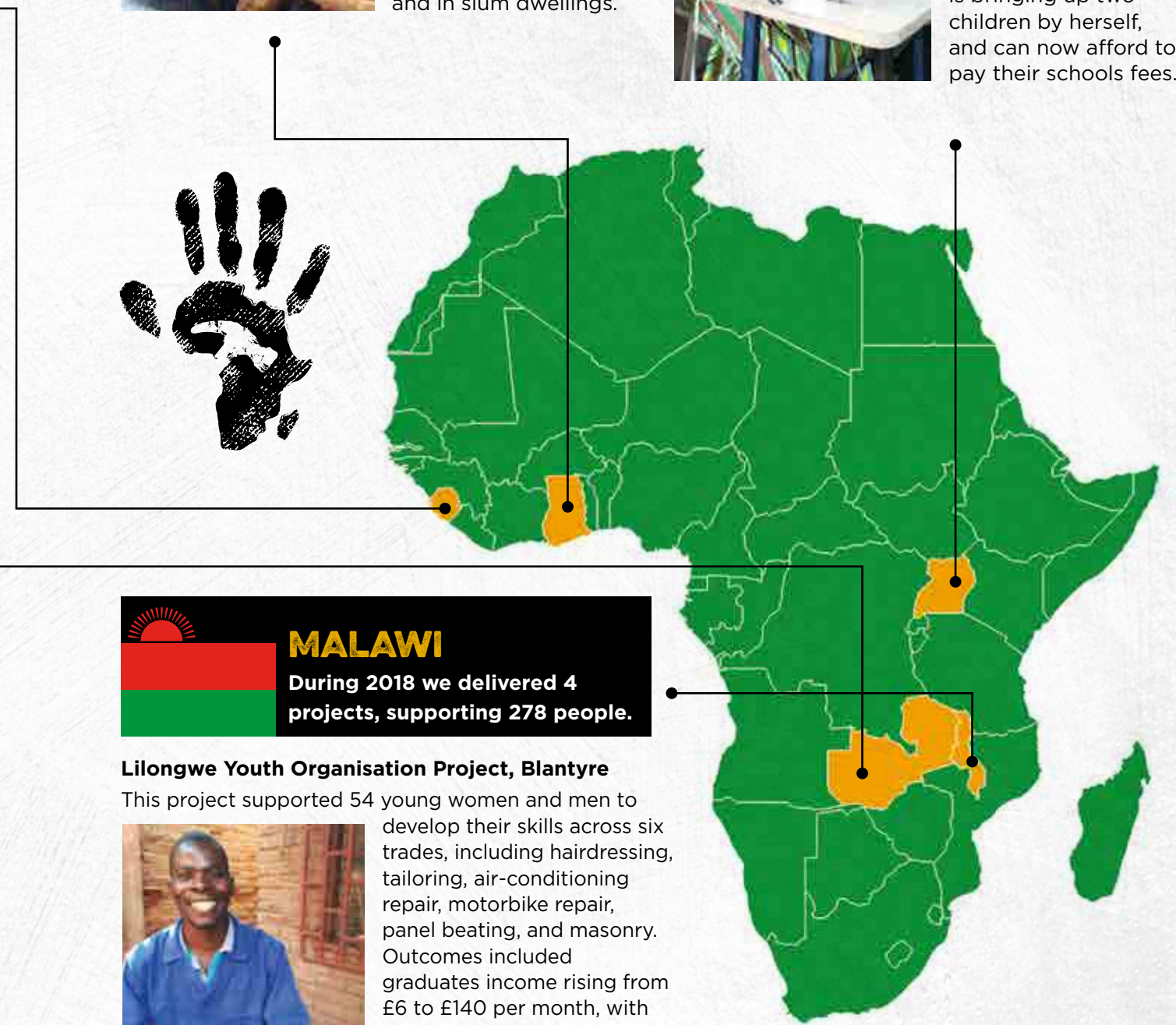


UGANDA
During 2018 we delivered 4 projects supporting 251 people.

Single Parents Association of Uganda, Kampala



This project empowered 45 women and men, largely disadvantaged people, including single parents, by giving them the skills to generate a sustainable income, just like Medius, who is bringing up two children by herself, and can now afford to pay their schools fees.




MALAWI
During 2018 we delivered 4 projects, supporting 278 people.

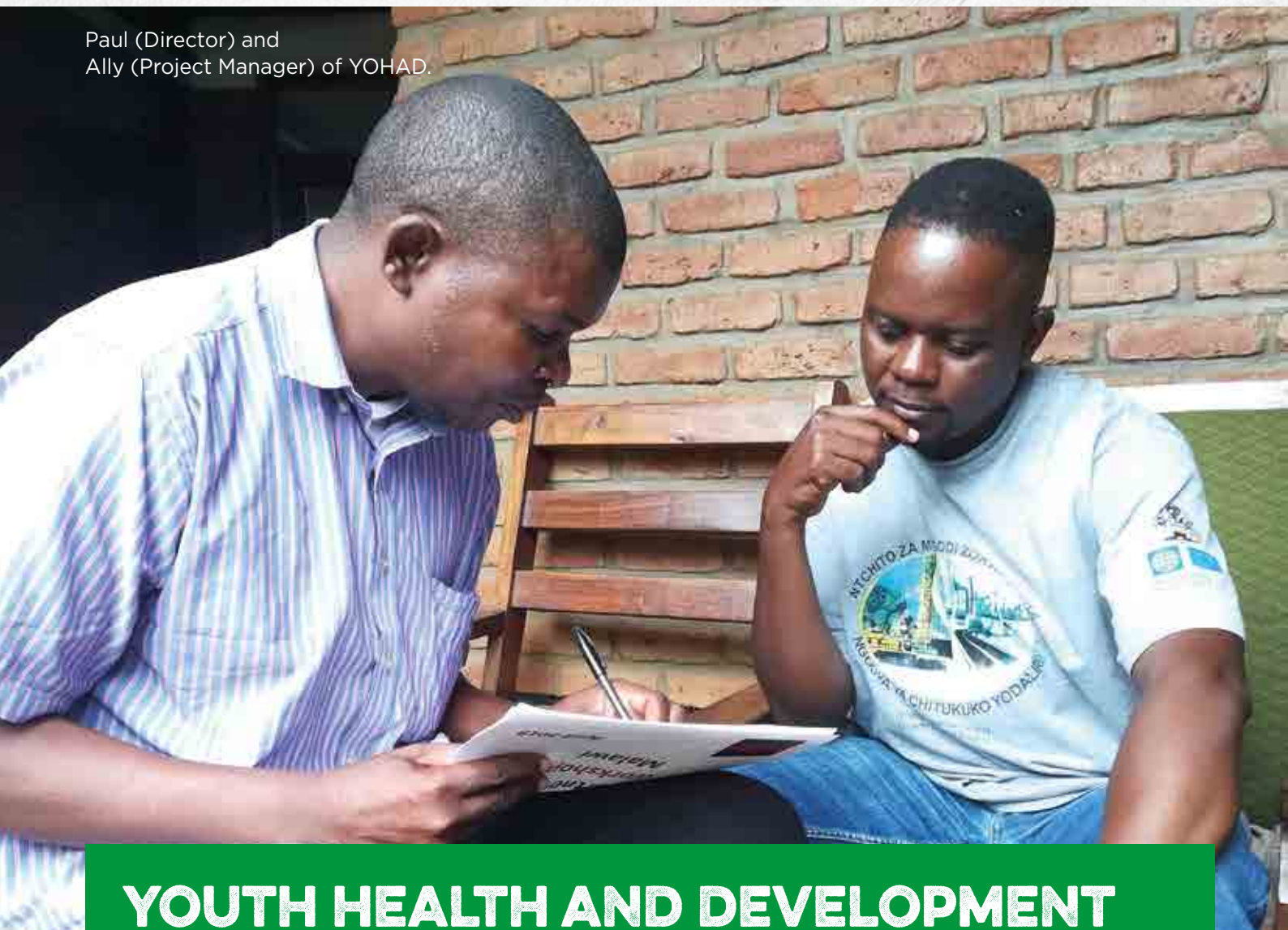
Lilongwe Youth Organisation Project, Blantyre

This project supported 54 young women and men to develop their skills across six trades, including hairdressing, tailoring, air-conditioning repair, motorbike repair, panel beating, and masonry. Outcomes included graduates income rising from £6 to £140 per month, with 66% of graduates reinvesting in either their businesses or additional activities to diversify their income.



STORIES OF CHANGE

Paul (Director) and Ally (Project Manager) of YOHAD.



YOUTH HEALTH AND DEVELOPMENT (YOHAD), SALIMA, MALAWI

We have been working with YOHAD since 2013 and have completed four projects together; supporting over 250 young people. During a recent visit to Malawi we had chance to chat with Paul Duncan, Director of YOAD, about our partnership. Paul explained that the partnership has not only benefitted the local community, but has also improved the organisation's own capacity.

“Tools for Self Reliance support to YOHAD has proved to be one of the best and one that is very rare as vocational skills training approaches are concerned in Salima District. The support of tools and finances have managed to equip the graduates with both technical skills and tools which empowered them to start their own businesses and earn a decent living. If the trainees were not given the start-up tools, it was very difficult for them to go into business as they don't have financial muscles to buy their own tools hence they could have been staying idle without using the skills they acquired from the training.”

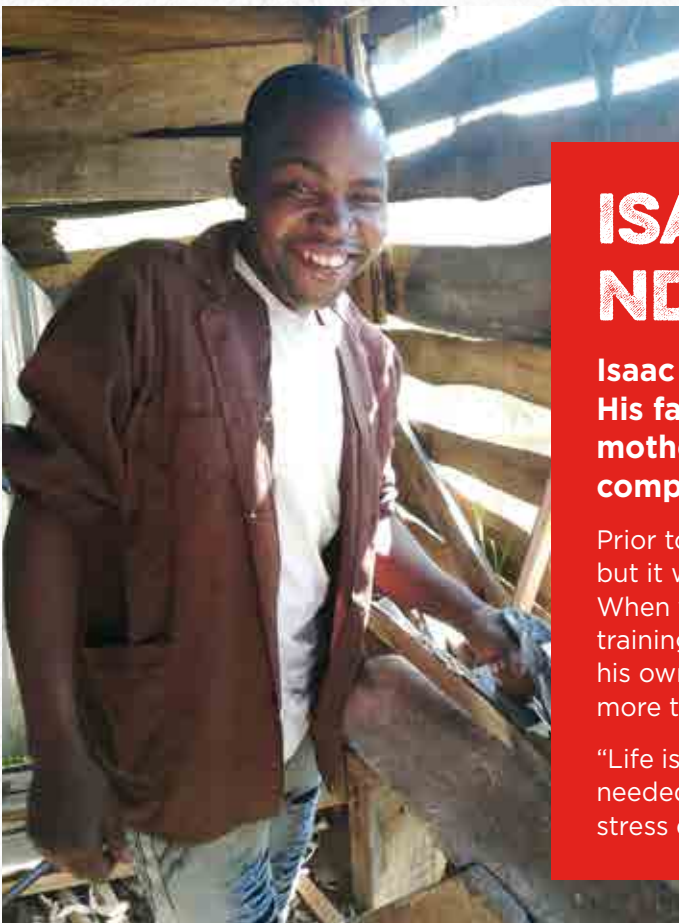
“The partnership with Tools for Self Reliance has enabled YOHAD to be recognised by other organisations at district level as it has been approached and engaged by some organisations to support them with technical capacity on vocational skills initiatives.

The support is heavily helping YOHAD to contribute to Malawi Growth Development Strategy III and Sustainable Development Goals 1, 2, 3 and 8.”

MONICA SEMMI, KITGUM, UGANDA

In 2018 we met 20 year old Monica Semmi from Pajimo village, northern Uganda. Monica is one of seven children - they lost their mother seven years ago.

Monica's father is disabled and she and her siblings are responsible for their small holding where they grow beans to feed the family. Monica trained as a tailor from 2017 to 2018. Since completing her training she has been working in a local shop, where she earns over £60 per month. Monica said "Life has changed for the whole family - our lives were shattered when my mother died." She can now buy more and better food for her family, support her younger siblings school fees and, for the first time ever, can buy herself sanitary products.



ISAAC MWALE, NDOLA, ZAMBIA

Isaac is 23 and has a wife and two children. His father died when he was young and his mother could not afford to support him to complete his schooling.

Prior to the training, Isaac would do occasional piecework, but it was a struggle to meet his basic household needs. When we met with him, Isaac had completed his carpentry training, had received his start-up kit of tools and had got his own business started. Isaac was earning three times more than he was before his training.

"Life is not like it use to be - we didn't have things we needed, but now we are able to live without so much stress everyday."

STORIES OF CHANGE



PARTNER WORKSHOPS: SIERRA LEONE, UGANDA AND ZAMBIA

During 2018 we continued to bring our partners together through networking workshops.

Facilitating workshops in Zambia, Uganda and Sierra Leone we observed more collaboration and skill sharing between our partners and we were able to listen to their feedback and insightful ideas on how to improve and develop our ways of working together. These meetings clearly reflected the commitment our partners have and their willingness to embrace new opportunities moving forward; and by the end of each workshop we all left feeling inspired and with a sense of renewed enthusiasm.

NEXT STEPS FOR AFRICA WORKS 2019 - 2021:



Africa is the world's youngest continent with 420 million people aged between 15- 35, two thirds of which are unemployed, or in vulnerable employment. Only one in six of Africa's youth is in waged employment.

Since launching our Africa Works strategy in 2017, we have been sewing the seams and tightening the bolts on our model, recognising that problems and issues faced by young people in Africa do not occur in isolation and that addressing poverty and youth employment needs a multi-faceted approach.

- We recognise the importance of identifying and addressing barriers to participation and the need to explore opportunities to challenge gender stereotyping around entry into training for different skills. We will work with our partners to create inclusive access for all and to build conducive training environments. We will also encourage partners to engage in awareness raising activities in their local communities, to again challenge stereotypes and traditional expectations based on gender.
- We recognise that the transition from training into work is a key stage in a graduate's journey. Working with our partners we will look at opportunities to facilitate this transition by working with the business communities in project areas to encourage them to offer guidance and support to graduates and by identifying key providers of micro-credit able to assist with affordable start-up loans for small businesses.
- We recognise that our partners play a key role in the delivery of our livelihoods projects. To facilitate more effective and responsive working relationships, we will continue piloting the placement of an in-country officer working with our partners in Zambia; able to build on existing partnerships and offer on the ground support, facilitate networking and also gather longer term impact and data on our work.

In 2019 we will launch the Livelihoods for Empowerment Network (LiFE), bringing together a range of UK NGOs working in similar ways to Tools for Self Reliance. This network will provide an opportunity for greater collaboration and the sharing of knowledge, experience and best practice. This network will also provide a way for smaller NGOs to have a voice and influence in discussions on livelihood interventions and poverty reduction.

OUR IMPACT IN 2018

DURING EVALUATION VISITS WE MET WITH



201

GRADUATES



WE SENT

3 SHIPMENTS OF EQUIPMENT TO UGANDA, MALAWI & GHANA CONTAINING **15,614 TOOLS**



PARTNERS DELIVERED VOCATIONAL SKILLS TRAINING ACROSS



13 TRADES

1,812
HOURS

LIFE SKILLS

2,030
HOURS

BUSINESS SKILLS

1,046
HOURS

FUNCTIONAL LITERACY AND NUMERACY TRAINING

WE HAVE SUPPORTED

1,987

PEOPLE

42%

FEMALE

(FIGURES INCLUDE TANZANIA WHERE WE ARE NO LONGER WORKING)

WE SPENT



66

DAYS IN COUNTRY

WORKING WITH OUR PARTNERS AND HELD 3 PARTNER WORKSHOPS.



ON AVERAGE:

**GRADUATES
HAVE SEEN A**

**SEVEN FOLD
INCREASE IN
INCOME**

**COMPARED TO
BEFORE THE
TRAINING.**



69%

**OF GRADUATES HAVE
STARTED THEIR OWN
BUSINESSES;**

23% ARE NOW EMPLOYED

**8% HAVE RETURNED TO SCHOOL OR
HAVE EXTENDED THEIR TRAINING.**



**42% OF
GRADUATES**

**HAD NO CAPACITY TO SAVE
BEFORE THEIR TRAINING.**

**NOW THEY ARE
WORKING ARE
ABLE TO DO SO.**

76%

**SAID THEIR ADDITIONAL
INCOME IS USED TO PAY
CHILDREN'S SCHOOL
FEES AND BUY MORE
AND**

**BETTER
FOOD
FOR THEIR FAMILY.**



UK: TOOLS FOR SELF RELIANCE VOLUNTEERS AND GROUPS

Our volunteers across the UK continue to offer invaluable support for our work through their various activities. Their ongoing support continues to be the cornerstone of our work in the UK. In 2018, in recognition of this, 56 volunteers were awarded long service certificates, representing a combined 835 years of volunteering!

What our volunteers have told us

“Volunteering to collect donated tools has put me into contact with many interesting people and I have learned a great deal about public generosity and warmth. Following the donations through sorting and refurbishment is also very rewarding”.

“My day’s work can help to improve a lifetime for someone in Africa”.

“I am now 74 years old. I only wish I had acquired the practical skills I now possess before I retired because throughout my life I couldn’t do much more than change a light bulb!”.

“Apart from knowing that tools collected go to good causes there is the great satisfaction of meeting people I collect from and knowing they are pleased really to donate tools and know they will be used for helping people. They hate the idea of just throwing things away. So one of my satisfactions is the contact with those donating and knowing they feel good about old tools being given a new life”.





EUROPEAN VOLUNTARY SERVICE

European Voluntary Service (EVS) supports young people to travel abroad to participate in volunteering projects.

In 2018, we were fortunate to once again welcome young volunteers from Austria and Germany, who joined us to work alongside our volunteers, learn practical skills, and experience another culture – as well as sharing their own.

Felix, Noel, and Florian not only made a huge contribution through their efforts in the workshop, they also had some amazing experiences during their time in the UK – Felix performed at a national male barbershop choir competition, and Noel and Florian became involved with youth movement Peace Jam, which led to them attending an international youth event in Monaco!

The EVS programme is now ending, and will be replaced by the European Solidarity Corps programme. We are aware that the future of the UK's

participation in the programme is uncertain, but in 2019 at least we can look forward to welcoming more young people from Europe.

For more information, please go to www.britishcouncil.org



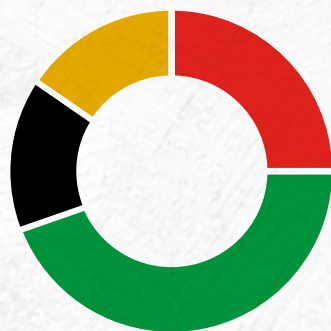
Erasmus+

FINANCES



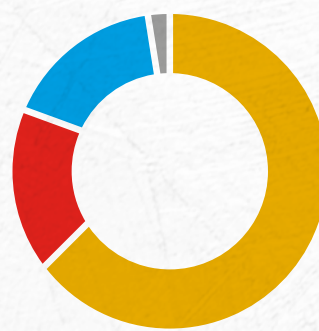
This was an increase of £36,878 from 2017. Funds generated by sales and events, rental income and investments were down very slightly from the previous year, a reduction of £833.

TOTAL INCOME IN 2018 WAS £761,236



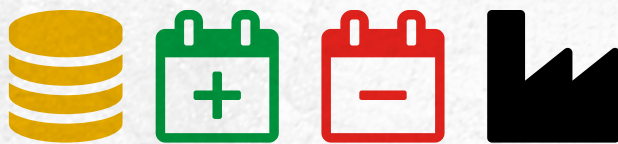
- Grants from trusts 25%
- Other donations and grants 44%
- Gifts in kind 15%
- Income from rent, sales, and investments 16%

TOTAL EXPENDITURE IN 2018 WAS £713,119



- Delivering our charitable objectives 67%
- Donations in kind 16%
- Invested in fundraising and communications 16%
- Governance 1%

Expenditure was £713,119, a decrease of £105,972 from the 2017 figure



At the end of the financial year, the audited accounts show that we had total net assets of £557,763, including £148,650 restricted income and £461,781 fixed assets.

The fixed assets include the investment properties at the Netley Marsh site as well as the value of the workshop, warehouse, and office equipment.

Included in the figures are the value of tools donated and shipped (donations in kinds) of

£113,983
(2017 £130,095)

RESOURCING OUR PROGRAMMES – FUNDING

Once again, the continued investment of our generous supporters has been critical in us achieving our goals and objectives this year. Contributions made by individuals, companies, community groups and funders have been key in enabling the changes and impact on people's lives you have read about in this review.

Our annual fundraising week Tea for Tools returned for a third year, and was bigger and better than ever before, surpassing income targets and engaging new supporters. We received £200,034 in grants, primarily to support specific projects across our country programmes. Our "Give us Five" appeal meant that more people pledged a regular gift, enabling us to plan for the future and develop

our work. We are grateful for the support of every single person, group or business that has invested in Tools for Self Reliance.

In 2019, we plan to grow our fundraising efforts further still, in order to deliver on our mission to reduce poverty by continuing and developing our projects.





TOOLS FOR SELF RELIANCE

Practical help for practical people

GET INVOLVED

YOU CAN SHAPE THE STORY OF OUR NEXT
ANNUAL REVIEW BY SUPPORTING US TODAY!

- Make a donation
- Ask us about volunteering
- Donate tools
- Follow us on social media and share our updates

BE A PART OF OUR JOURNEY TO REDUCE POVERTY

PATRONS:

Archbishop Desmond Tutu

Archbishop of York,
John Sentamu

TRUSTEES:

Mr S Hitchmough

Mrs L Hansford

Mr J Payne

Ms S Erb

Ms J Scott

Mrs C A de Bowell

STAFF

Sarah Ingleby

Chief Executive

Clare Nolan

Head of Africa Programme

Jemma Chambers

Head of Fundraising

Sue Chelemu

In-country Officer, Zambia

Stuart Bailey

Workshop and Site Manager

Sam Northcott

Administration Officer

Ben Riley

Volunteer Co-ordinator

Lydia Stallard

Finance Officer

Nuisha Russo

Trust Fundraiser

Jo Shannon

Programmes Facilitator

Julia Tinker

Fundraising Officer

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are making a difference!

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