



**BEYOND
HUNGER**

SUMMARY

ANNUAL REPORT 2019

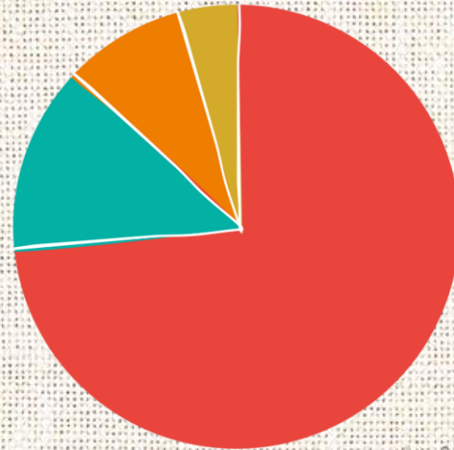
HEIFER NETHERLANDS

1 JULY 2018 – 30 JUNE 2019

BIRD'S EYE VIEW OF 2019

Total income:
€1,376,928

Total expenses:
€ 1,183,655



- 74.5%
PROJECTS AND EDUCATION
- 10.5%
FUNDRAISING
- 8.5%
SUBSIDY APPLICATIONS
- 6.5%
ADMINISTRATION AND MANAGEMENT



547 HOUSEHOLDS
earn a Living Income



3,533 WOMEN

Have gotten a stronger voice in household and community decision taking



3,259 HOUSEHOLDS
Have become food secure



1,481 FARMERS

Sell their products on the market



3,484 HOUSEHOLDS
Apply climate smart agricultural technologies



5,511 PEOPLE

Have improved their access to drinking water



PREFACE

At the closure of this financial year Heifer Netherlands celebrates its 20th anniversary. We have witnessed many changes, but our purpose always has remained the same: for smallholder farmers and families to achieve healthy nutrition and sufficient income. Our way of work and project design have followed new developments and challenges. We now have given a new meaning to sufficient income: 'living income', which is the income that keeps families out of poverty also during emergencies or natural disasters. The 'living income' benchmark is specifically determined for each country and project. Other themes that receive attention in our approach are dealing with climate change, attention for youth and the role of women.

Increasingly we collaborate with specialized organizations that complement our expertise. With a subsidy from the European Union, in 2015 we were able to start our first joint project together with water specialist Aqua for All: the Igunga Ecovillage Project in Tanzania. Through intensive training in climate-smart agricultural technologies 6,000 farm households have become more resilient against the effects of climate change. Similarly, in 2018, we started a project in Uganda together with education specialist Edukans to promote and support youth employment in the agricultural sector. In the coming years Heifer will continue with this type of partnerships.

It is not only in the projects that we are changing. Also, our communication is keeping up with new trends and developments. We value transparency. Online communication through social media has become more important, both with our private funders and with our farmers.

We have big ambitions. We are keen to help many more farmers, men and women. We only can achieve this together with others. We need the support of donors and governments, the collaboration with other NGO's, and partnerships with corporate sector. That's what we will be working for in the years to come. Hopefully you will join us in our efforts.

Marius van der Veeken,
Acting Director



HEIFER: KEY TO FOOD SECURITY

The number of people with hunger has been on the increase since 2015. In 2018 more than 820 million people were under-nourished. That is one out of nine persons! A large part of them lives in the rural areas in Africa and depends on agriculture for a living. These small farmers potentially can produce more food with simple inputs and technologies. We therefore collaborate with them.

FROM SMALL FARMER TO SUCCESSFUL ENTREPRENEUR

We support the poor farmers in Africa so that they, on their own -and while caring for the earth-, can build up their lives for themselves and their children. A life with enough food and a stable income.



ABOUT HEIFER

Heifer Netherlands is an independent development organization. We form part of the network of Heifer International, which as early as 1944 started with the fight against hunger and poverty by the promotion of sustainable animal husbandry. At the end of the 1930's the founder of Heifer had already been involved in donating heifers to people who were suffering in the civil war in Spain. Their first-born calf would be passed on to someone else.

1 INTEGRATION OF LIVESTOCK AND CROPS FOR GOOD HARVESTS

- ✓ Farmers learn how to cultivate their land in a sustainable manner and bring their new knowledge of animal husbandry into practice. In combination with good breeds, this provides them with enough and healthy food, a stable income and valuable manure for a good harvest.
- ✓ Farmers apply climate-smart techniques that ensure fertile soils and improved access to water without depleting natural resources.



- 2 WHEN WOMEN EARN MORE MONEY, THE WHOLE HOUSEHOLD BENEFITS**
- ✓ Talking about gender relations leads to balanced households
 - ✓ Women own livestock and participate in decisions about money and family matters. This helps improve the family's health and children's education
 - ✓ With barriers gone, women get opportunities to fulfill important roles in the community

- 3 COLLABORATION FOR COMMUNITY DEVELOPMENT**
- ✓ Farmers are organized in groups, in which they work intensively together, share knowledge and set up savings and loan systems. This way farmers support each other and stand stronger to get access to markets
 - ✓ Central in our approach is "Passing on the Gift". Farmers pass their knowledge and resources on to other farmers in their community
 - ✓ Through partnerships with local governments we influence and improve policy setting, also at regional level.

- 4 MARKET ACCESS ENABLES FARMERS TO PROVIDE FOR GROWING FOOD NEEDS**
- ✓ Through participation in well-organized producers' groups and cooperatives farmers are linked to key market players such as banks, input suppliers and processors (dairy companies, slaughterhouses). Improved access to credit and better prices for their products lead to higher production levels. This way farmers contribute to food security in their region.

RESULTS 2018-2019

547 households have a **STABLE AND LIVING INCOME**.

Heifer projects support farmers to earn a living income. Some farmers achieve this within the project period, others only after closure of the project. With a living income a family can fulfill its needs in nutrition, housing, medical care, education and clothing, and also cover expenses in emergency situations. Such was the case in March 2019 in Malawi, when cyclone Idai destroyed homes and harvests, reducing farmers' monthly income by 30% or more.

3,259 households have **VARIED AND ADEQUATE MEALS** throughout the year.

3,484 households apply **CLIMATE SMART AGRICULTURAL TECHNIQUES** in their fields that make them resilient to deal with the effects of **CLIMATE CHANGE**.

Rainfall patterns have become unpredictable, both in time and in intensity. The dry and weathered soils are not able to absorb the rain, which runs off and evaporates. Farmers prevent this from happening with small canals and dikes and by mulching the soil with leaves to contain the water flow.

5,511 people have improved their **ACCESS TO WATER**.

Shallow boreholes, rainwater reservoirs and connecting taps to existing water sources, provide drinking water for themselves and for their animals. They have also been advised to boil or to filter water before drinking.

More cooperation within communities.

More than 3,000 youth in Uganda have joined hands and supported each other. They are organized in 138 groups that together form a soybean cooperative. And in Tanzania we have helped 10 cooperatives where farmers jointly buy seed and sell their products (grain, rice and maize) on the market.

3,533 women have improved their **POSITION** within their household and participate in community decision-taking.

Balancing gender relationships takes time: first changes are observed within the household, as is the case among many young families in Uganda. Women are also getting more say within their communities by, for example becoming member of a village committee. As an example, at district level, one of the female farmers in our Ethiopia project is now employed by the local government and in charge of women and children's affairs.

1,481 farmers, men and women, **SELL** their products on the **MARKET**.

Young farmers in Uganda are now linked to agri-businesses that supply them with seed and buy their harvests of soybean, sunflower and groundnuts.



RESULT MEASUREMENT

For many years Heifer Netherlands applies a solid Planning, Monitoring and Evaluation (PME) system, based on half-yearly reports from the local project partners. In each project we closely monitor both technical and financial progress. Additionally, every year independent audits are carried out; and project partners report about annual results according to a standard set of indicators, based on their administration, interviews with households, farmer organizations and communities. The indicators monitor progress in our priority themes: agriculture and livestock, role of women, community strengthening and market access. At the start of each project we conduct a baseline, followed by mid-term (for projects longer than 2 years) and final evaluations. All information is uploaded in Heifer's PME-system, which provides a clear overview of all results. If necessary, we can adjust strategy and activities in a timely manner. Heifer Netherlands contributes to the mission of Heifer International. Starting this year all Heifer programs are following the 'living income' approach. This is the income that a family needs for decent living, also in times of an emergency or natural disaster. Living income includes expenses for meals, housing, education, clothing, medical care, transport and cultural events. Living income is benchmarked in every project, according to circumstances in different countries and regions.





IN THE SPOTLIGHTS

IMPROVED AGRICULTURAL EDUCATION IN UGANDA

Education levels are low in the rural areas of Uganda and do not meet the requirements of the labour market. Many students do not finish their schooling, and the ones that manage to do so lack the necessary skills. As a result, unemployment among rural youth is high, even though the agricultural sector has a high potential to create employment opportunities for them.

Heifer and the education specialist NGO Edukans have therefore joined hands and efforts. Together they are working towards a better match between youth's knowledge and skills and the demands of the labour market. 3,200 young people receive practical group training in four agricultural commodities: maize, peanut, soybean and sunflower. The students learn how to sustainably increase production, how to process, store, transport and market their produce. By joining agri-hubs they get access to markets, quality inputs and (financial) services.

CYCLONE IDAI IN MALAWI

In March 2019 disaster struck in the project area. 17 districts, among which Thyolo, were hit by cyclone Idai. 545 of our 1,000 families were affected. Homes were destroyed and large part of the crops and harvests was lost. Heifer International and Heifer Netherlands joined forces to alleviate the damage. Women farmers received cement, vegetable seeds, blankets, buckets and tarpaulins. Gladys was one of the 545 victims in our project. Her house collapsed and the heavy rains washed away her maize crop. "I have never witnessed something like this. We lost everything but thank God we survived". In order to help her get her life quickly back together, Gladys received 6 bags of cement, 1 blanket, 2 plastic buckets, 4 bottles of water purifier, 2 kg of maize seed and vegetable seeds. Thanks to the project, she had some savings and she was able to fix her house. The area has somewhat recovered from the cyclone and Gladys managed to plant new crops. Hopefully, with the support given she will recover fully.



SMALL LIVESTOCK PROJECT SENEGAL

This year Heifer started a project in Senegal to help 20,000 families shift from subsistence farming to producing for the market. This requires that agricultural production is substantially increased. First, farmers are trained in sustainable and climate smart crop and animal production. Next, they receive good quality seed and animals (chickens, pigs, sheep or goats). And they get access to veterinary services.

The combination of crops and livestock provides for a diversified and stable income. This way educational and medical expenses can be paid. The families also learn all about the processing and storage of the harvest, reducing food losses and assuring food throughout the year.

ACTIVITIES 2018-2019

Over 5,000 families were selected and organized in 200 farmer groups. Women form the majority of participants (60%). All groups are being trained by the 47 village extension workers. Special attention is given to production and preparation of animal feed. Later they will also receive training in household nutrition. All groups have started saving activities.

Currently 3,302 farmers have received seed (maize, sorghum, millet, peanut) and animals (sheep, goats, pigs). The government of Senegal is a partner in the project and contributes financially to the purchase of livestock. The Ministry of Livestock donates male animals for breeding purposes, coordinated by trained veterinarians. Insemination services are made available at a cost of EUR 3 to EUR 7.50. There's strong coordination at local level: 24 village councils have contributed EUR 80.000 for the purchase of animals.



Project Timeline 2018 2019 2020 2021 2022

GOAL: The project aims to improve the food security and nutrition of 20,000 resource limited families in the Kolda and Kaffrine regions while putting them on the path to a living income.

MAIN OUTCOMES

1 Strengthen social capital through group formation and technical and values-based training



2 Increase livestock and crop production and productivity for household consumption and income



3 Increase income from livestock production by forming values-based farmer cooperatives and facilitating linkages between cooperatives and financial organizations



4 Increase food security and nutrition of 20,000 household members by increasing knowledge on nutrition, sanitation and hygiene, and increasing access to diverse, nutritious and safe foods



IN THE SPOTLIGHTS Igunga Ecovillage Tanzania stands on its own

The agricultural sector in Tanzania faces enormous climate change challenges: deforestation, desertification and loss of soil fertility. Recent periods of drought coupled with the lack of knowledge on water management, forest conservation, energy management, sustainable crop and animal production have worsened these problems. Especially in poor and extreme dry regions such as Igunga, harvests fail leading to insufficient food and minimal incomes.



In the Igunaga Ecovillage project 6,000 farm households learn how to cope with changing climate. In the 10 villages of Igunga district the project promotes sustainable management of the natural environment. Farmers are being trained in sustainable maintainable crop and animal production and in climate change adaptation strategies, such as catching and storing (rain)water and the safe re-using of waste water. With the purpose of generating additional income sources, some farmers received seed, chicken or fingerlings as part of the training packages.

Youth is also involved in the project, through the establishment of school environmental clubs. These clubs set up and manage tree nurseries. Local government authorities work closely together with the project to guarantee that project knowledge and experiences remain available within the project area. Local artisans are trained for the construction and dissemination of new techniques.

In September 2019 we will close this innovative project, after which the farmers will continue their own. Now is the right time to reflect on what went well and what lessons we can take to new projects.



LESSONS LEARNED

New farming methods, such as kitchen gardens, were cheap and easy to implement. However, this was not the case for the Push-Pull method, in which specific plants would 'push away' certain insects and 'pull' (attract) other insects as a natural and organic pest management. This was because the introduced plants were not able to withstand the extreme drought.

Biogas is a rather expensive technology. Because of low rainfall and consequent low yields, most farmers lack the financial means to invest in biogas systems.

Social and cultural aspects turned out to be a bigger constraint than originally thought. The transition from cooking on open fires to energy efficient stoves for instance, turned out too big of a challenge. Cooking is a women's task, but the men decide about new investments. Such changes cost time.

In each village artisans were trained in the construction of energy efficient stoves, the drilling of shallow boreholes, the making of rope pumps, rainwater tanks and water filters. These artisans also received training in marketing, but because of low entrepreneurial skills they did not manage to expand their business and find new customers. Happily, there also are exceptions such as one artisan in Igunga who was able to sell and install 50 pumps.

Fish farming in ponds, in combination with rice farming, turned out to be not feasible for several reasons: theft, birds and drought. Therefore, the project switched to the promotion of fish farming in cages in the lake. The test phase of these cage produced good results, after which 10 fish farming groups placed their big cages in the lake. They now wait for the catch.

Because of changes in district staff and long drought periods, some activities started later than planned. Therefore, farm incomes went down, making it impossible to save and invest in new technologies.

WHAT WENT WELL

We notice that several farmer groups continue their activities while applying the new technologies. They form an example for the neighboring farmers who can copy them.

The environmental clubs at schools and in the villages are responsible for managing the tree nurseries. They function well and are partnering with seed companies. This enables them to plant new seedlings and sell to villagers and others, which is a big contribution to the greening of the environment.

120 savings and loan associations have started. Farmers save here for unexpected expenses or for investments. These groups also have a social function through their weekly meetings where all kinds of conversations take place. This not only increases the effectivity of the groups, but also their impact and long-term sustainability.

All villages now have a cooperative. The cooperatives are linked to seed companies that provide farmers with quality seeds, which in combination with the training in sustainable farming practices leads to higher yields. Because of lower prices this has not yet led to higher incomes. Non-project beneficiaries in the villages even had lower incomes.

Some villages already have dug big reservoirs for catching rainwater to be used in the periods of drought. This water is for irrigation and cattle. In 2018 however, out of necessity the water was mainly used for drinking water by the villagers. Thanks to training in water purification no-one got ill. Even though the digging of these reservoirs requires lots of manpower, other villages have come to understand the advantages of reservoirs and are starting to make their own.

Government authorities and staff are deeply involved in the project at village, district and regional level. Several committees of village leaders and model farmers have started in the past 5 years for tree planting, water management, cooperatives and fishing. These committees coordinate the implementation of project activities in collaboration with local government.

Natural resource management is high on the agenda of the local government and is now an integral part of the district's multi-annual plan. At village level by-laws have been instituted for controlling the implementation of the environmental measures, such as non-grazing in areas where trees have been planted or near water ponds. Some fines already have been given for violating these measures. Igunga district has presented its environmental policy to the national parliament.

Several model farmers in the 10 villages make their yards available to display energy efficient stoves, biogas systems and poultry brooders. They also share their knowledge about poultry management and composting.



FACTS & FIGURES IGUNGA ECOVILLAGE PROJECT



5,358 farmers participating in Farmer Field School groups. During 5 years they have jointly learned, shared knowledge and engaged in group saving and loan schemes.



Most accepted and favored new technologies: sustainable crop production methods, tree planting and poultry management.



Water shortage is and will remain a big constraint. Construction of water ponds and rainwater tanks has helped catching 600m³, significantly improving water access in 4 villages.



750 school children connected with the project via environmental clubs.



8 rope pumps near riverbeds provide enough clean water out of the shallow pumps (max. 5 meters), even at the end of the dry season.



Every beneficiary of the project knows someone outside the project who copied or adopted one or more of the new technologies. The project thus doubled its outreach.



In addition to the "Passing on the Gift" principle, the project also promoted group savings and loan schemes.



The water artisan in Igunga already has sold 50 rope pumps within and outside the project area.



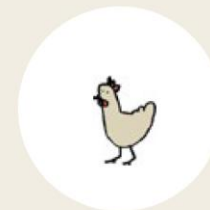
Project beneficiaries doubled, and some even tripled their yields using improved agricultural practices.



55,000 trees were planted in the project area.



309 farmers have built their own energy efficient stove and use it regularly.



2,400 farmers, male and female, are rearing chicken.

FINANCIAL REPORT

BALANCE SHEET

	June 30, 2019	June 30, 2018
ASSETS	Euro	Euro
<i>Inventory</i>	1,743	4,413
	1,743	4,413
<i>Accounts receivable</i>	107,351	297,632
<i>Liquidity</i>	686,549	336,580
	793,900	634,212
Total	795,643	638,625
LIABILITIES AND EQUITY		
<i>Reserves and funds:</i>		
• Reserves:		
- Continuity	445,003	161,972
- Earmarked	0	0
	445,003	161,972
• Funds:		
- Earmarked	255,589	345,347
	700,592	507,319
<i>Total reserves and funds</i>	700,592	507,319
<i>Short-term debts</i>	95,051	131,306
Total	795,643	638,625

**STATEMENT OF INCOME AND
EXPENDITURE 2018-2019**

	Realization 2018-2019	Budget 2018-2019	Realization 2017-2018
	Euro	Euro	Euro
Income from:			
-Private persons	378,865	400,000	415,384
-Companies	100,904	100,000	88,775
-Churches	28,538	50,000	44,933
-Wealth foundations	261,738	200,000	101,668
-Lotteries	0	0	0
-Government subsidies	0	300,000	288,229
-Non-profit affiliated organizations	531,867	509,859	329,351
-Non-profit other organizations	75,000	100,000	120,786
Total Fundraising Income	1,376,912	1,659,859	1,389,126
-Other income	16		1,152
Total Income	1,376,928	1,659,859	1,390,278
Expenses:			
Related to objectives			
-Projects	591,570	1,096,301	761,885
-Communication	290,034	326,757	319,818
	881,604	1,423,058	1,081,703
Fundraising			
-Own fundraising	124,761	140,526	134,338
-Subsidy applications	99,904	100,056	189,333
	224,665	240,582	323,671
Manag. and admin.			
-Costs manag & admin	77,386	81,762	71,676
	77,386	81,762	71,676
Total expenses	1,183,655	1,745,402	1,477,050
Result	193,273	-85,543	-86,772

Destination of result 2018-2019

Additions to /withdrawals from:

Continuity reserves	283,031
Earmarked funds	-89,758
	193,273



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