

Hope for a Child:

# 365 Days Later...

Annual Review | 2013



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**H**ope for a Child exists to promote the welfare of children in Africa by addressing the underlying causes of poverty, with a particular emphasis on the empowerment of women and girls.

We collaborate with small local organisations to provide training and support, helping men and women work together as equals to build strong, sustainable livelihoods and provide a nurturing environment for the children within their care.

## A word from our CEO, Roy Herring

“It is a great pleasure to be part of such a dedicated and passionate team. Its strength is what made 2013 a success, which, despite not being among the easiest in our short history, was a year of remarkable growth and development. We experienced substantial increases in our income, the scale and quality of projects, and in the development of our staff.

I would like to say a big thank you for supporting us over the last year. It is a great privilege to partner with you and play a part in translating your wonderful intentions into long-term good for communities in Eastern Africa. We have been working in Malawi for the first time, and are astounded by how well this has gone so far; we have built significant relationships with local stakeholders that have started producing fruit in the form of real improvements in the welfare of children affected by poverty.

Going forward, the increase in our income that we experienced means that we are able to do more, and in order for this to result in real long term benefits for more people to a greater degree, it is imperative to ensure that our activities are the right ones. We do not assume that increasing the scale of what we already do will have the best possible outcomes, and as a result we have made significant efforts over the past year to evaluate all of our work, asking ourselves whether we are achieving the maximum possible long-term good for children in the countries where we work. A constant

## “More opportunities for local people to address poverty in their own country”

reference point for this has been our Vision, Mission and Values, which were assessed at the beginning of the process, but remain much the same.

The strategy that has been developed out of this process for the coming year and beyond includes establishing an office in Malawi. Among other benefits this will open up more opportunities for local people to have the resources and skills to address causes of poverty in their country, as well as helping Hope for a Child to build a greater understanding of the communities in which we work. We will continue to work closely with local partner organizations, who are experts in delivering assistance within their communities.

Another change will be a broadening of our projects' emphases. To date, almost all of our focus has been on providing training for mainly women to form Savings and Loan Associations to save money and access small loans and insurance. We will continue this, but now have the capacity to enable these groups to receive other kinds of support to help them boost their livelihoods further, in the form of training in business management and agricultural production and marketing, among other areas. We will also be working directly with children in Malawi to increase pre-school and primary school attendance.

I hope you enjoy looking back over the last year with us. It is thrilling to have you on the journey!”

**Our approach** is to help families to build secure livelihoods so that they can receive enough income to meet everyday needs throughout the year. This involves providing basic financial services and training in areas such as business selection planning & management in order to boost existing and develop alternative income sources. 80% of the population in the countries in which we work are dependent on agriculture for a living, the majority of whom are smallholders. Highly unpredictable climates, and the political and economic environment make it extremely challenging to earn enough consistently.

**In 2013** we helped **15,706 men and women** in Uganda and Malawi to form self-managed village banks called Village Savings & Loan Associations (VSLAs). They have been successfully saving money on a weekly basis, and accessing small loans and emergency insurance. Members are earning around **35% interest** on their savings, and small loans are being invested in small businesses. **77% of these members are women**, of

whom many are discovering their value and the power that they possess to be leaders in their communities, and to earn good incomes and provide for the needs of their families.

A number of children have started forming their own VSLAs under supervision. As well as being taught the importance of saving money they are also learning numeric and basic financial management skills. Teaching these values to children from a young age has the potential to have a large impact on the community, as in many communities the concept of saving is new.

As well as gaining access to basic financial services, VSLA members have been receiving other kinds of opportunities too, in the form of training in agricultural production and marketing. Members have been collectively cultivating and selling alternative vegetable crops. Other members have been receiving training in business management skills, so that they can use loans to diversify income sources to non-farm activities to receive an income throughout the year.



‘Future’ Saving and Loan Association, Lilongwe, Malawi



# Making Me A Proud Parent

**M**y name is Deborah, and I am married with 7 children. In the afternoons I work at my income generating activity, which is mat-making. I started it after we were trained in how to start and run a small business. It is very profitable because I get most of the raw materials from my garden – I only purchase the dye and do the mixing myself. I sell the cheapest mat at 10,000 Shillings [£2.40] and the finest quality for three times that. Business is growing and this is where I get most of my savings.

My children are happy because they have more time at school, as now I pay their fees in time and they are really proud of me for that.

**The idea of having my children attend school throughout the course of the academic term makes me a proud parent.**

*This was never the case before joining the savings group; once chased from school they would sit home until their father found some money or sold something. They would end up missing their exams.*

*When I received my savings back at the end of our last cycle, I received 204,000 Shillings [£50]! With this money I managed to put a roof on my kitchen. My husband was so happy and was very proud of me. I used the rest of the savings to buy some clothes for my children and myself.”*

## Why Financial Services?

In order for poorer households to share in the benefits of economic growth it is important that they have access to financial services. Less than 1/4 of adults in Africa have access to any kind of formal service - a large proportion of these are seen for a number of reasons as ‘unbankable’ by banks and micro finance institutions. Village Savings &

Loan Associations provide basic products targeted at this group. These ‘Village Banks’ are member led and are located in members’ communities, allowing everyone in the community that can manage to save a small amount on a weekly basis to access small loans and insurance and save money in a safe place.

### VSLA Statistics

*In 2013*

*Totals to date*

New Village Savings & Loan Associations:	577	1,236
New members:	15,706	34,850
% of members female:	77%	70%
Rate of return on savings:	Around 35%	Around 35%
Estimated number of children’s lives impacted:	60,470	121,980

**T**here were many events throughout 2013 that successfully raised large amounts of money and boosted the profile of Hope for a Child and its partners in Malawi and Uganda. We would like to say a huge thank you to everyone that was involved!

*Our work would literally be impossible without you, and we are continuously inspired by your enthusiasm and generosity.*

**Tri-Ultimate** For the first time we put on a triathlon, which went extremely well, and saw 90 people take part in a gruelling triathlon alone or as part of a team to raise £13,700 for Hope for a Child. Thank you to our sponsor Next Generation IT.

**Together for Change** Our annual Ball was a great success. Guests had a lot of fun while hearing about Hope for a Child projects in Uganda and Malawi, raising £7,500. Thank you to Specsavers, Heritage, Trident Trust & Logicalis for sponsoring the event.

# Local Events



PF+A won the award for the Highest Fund-raising Team

## With Special Thanks To...



**Kili Team** Thank you to the Kilimanjaro team who dragged themselves 5,895 meters up into the air, to the top of the world's highest freestanding mountain and raised £11,800 for Hope for a Child.



**Cooper Brouard** A big thank you to Cooper Brouard, with whom we teamed up for the Dream Home Lottery, which raised a significant amount for Hope for a Child, as well as Friends of Frossard Children's Ward & Maison de Quetteville.

Thank you also to Guernsey Beds and Bedding, Active Beauty, Ray & Scott and Black Vanilla for being incredible ticket outlets.

# Empowering

In 2013 our income was significantly larger than that of 2012, enabling us to spend approximately **£119,300 on charitable activities**, compared to 2012 where we spent £59,440. We received funds from individual givers, through our fund-raising events, our Property Lottery and from two grants.

We were delighted to receive a grant of £37,537 from the Guernsey Overseas Aid Commission, which has enabled us to start new, highly successful projects in Malawi, working with excellent small grass-roots non-governmental organisations.



## Looking Forward

**2** 014 is going to be another year of progress, as we continue to pick up pace with our fund-raising, and delve deeper into finding the most cost effective and sustainable ways of empowering communities in Malawi and Uganda. Our 3 main targets for 2014 are:

### To enhance the livelihood security of 6,000 households

We will enable 6,000 individuals to access basic financial services (small loans, basic insurance and savings) and the training and inputs required to convert this into tangible change for their families through the development of profitable micro-enterprises.

### A more integrated approach

To date we have focused our approach on enabling groups of mainly women to access basic member-led financial services. This has had excellent results and has helped many women and men to improve their livelihoods and provide a better environment for their children's development. However we are excited to now have the capacity to start integrating more aspects into our projects to target root causes of poverty from more angles. This will be in the form of training in (among other things) business management, agricultural production and marketing, and improving access to primary and pre-school education.

### Launch of HfaC Malawi

In 2014 we will be opening an office in Lilongwe, Malawi. This will enable us to accumulate greater expertise, so that we have a better understanding of opportunities and challenges that exist for local communities and can deliver assistance that is more targeted at specific causes of issues. We will also be able to work more closely with our local partner organizations, and monitor and evaluate projects more closely, to ensure that money is spent well, having the largest possible positive impacts.



In 2014 we will be working with 4 great local partnering organisations:

READ and IDFA in Uganda and SPRODETA and Rhema Institute for Development in Malawi.