

DEVELOPMENT COOPERATION

IN CHANGE



60
years

CREATING
OPPORTUNITIES

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ALBANIA, BANGLADESH, BENIN, BOLIVIA, BOSNIA AND HERZEGOVINA, BURKINA FASO, BURUNDI, CAMBODIA, COLOMBIA, CHAD, D.R. CONGO, ECUADOR, EL SALVADOR, GUATEMALA, HONDURAS, INDONESIA, KENYA, KOSOVO, LAOS, MACEDONIA, MALI, MOROCCO, MOZAMBIQUE, MYANMAR, NEPAL, NICARAGUA, NIGER, PERU, RWANDA, SERBIA, SOUTH AFRICA, SWITZERLAND, TANZANIA, TUNISIA, UGANDA, VIETNAM

THE EARLY DAYS



ANNE-MARIE IM HOF-PIGUET

(1916 - 2010)

One of the founders of the foundation and, together with its first president, a successful fundraiser for Swiss companies.

«We would have to mobilise government and economic circles in Switzerland (particularly private sectors) that live off exports. These sectors have the necessary resources and technical knowledge to support developing countries.»

Quote from her autobiography «The Academy».

1962

Swisscontact concentrates its first two decades on setting up vocational schools in Asia, Africa and Latin America. The emerging world industries need well-trained technicians. Skilled workers expand the SME sector, a prerequisite for sustainable economic development.





1965

The first federal contract project takes place in Gabès, Tunisia. The Governor of Gabès, 1971, in conversation with a Swisscontact representative:

«If this training centre did not exist, it would have to be created, because it shows us what the real problems of our region are, for example the lack of jobs. As developing countries we need to be put under pressure to do something.»

1981

Swisscontact advises graduates of the agromechanics school in Costa Rica. They form an organisation in which they share technical and entrepreneurial knowledge and organise further training. Over the years, the association has grown into an important trade association of metal processors with hundreds of members.



WERNER KÄGI

(1909 - 2005)

Professor of Public Law at the University of Zurich, on the occasion of a conference at the «Vorort» (business association) on 13 April 1959 in Zurich: *«As a small neutral state, we have great possibilities indeed, some of them truly unique. Due to strong anti-colonial resentments. [...] the same opportunities are not there for many others. For Switzerland there are many doors open.»*



TIMELINE

- 1959 The “Swiss Foundation for Technical Cooperation” is founded. Its first President is Dr. Hans Schindler, and the first Executive Director Dr. Fritz Real.
- 1962 In Chandigarh, India, the first vocational school in precision engineering is opened.
- 1963 An agricultural training school is opened in Sékou (Dahomey, today Benin), as the foundation's second project.
- 1971 The foundation's name is changed to Swisscontact.
- 1974 The first project in Indonesia – a mechanics' training school in Bandung.
- 1979 The Swisscontact Senior Expert Corps is founded.
Swisscontact achieves great success after 20 years: 10 completed and eight ongoing projects; 3,500 trainee graduates and 2,000 in training; 26 million CHF donated by businesses; 14 million CHF in Swiss Federal grants; and 1 million CHF in community donations.
- 1980 In Indonesia, a large project financed by the government is launched – the development of six technical schools for 5,000 students, as well as a teacher-training centre.
- 1981 The first business development project starts up in Costa Rica.
- 1993 In Albania, Swisscontact makes its first foray into post-communist Eastern Europe.
- 1995 The first pure microfinance project is launched in Ecuador.
- 2000 Clean air projects – which introduced lead-free petrol in the entire region – are closed out in Central America.
- 2003 In East Africa, Swisscontact begins supporting commercial banks in their efforts to introduce and develop financial services.
- 2005 In Sri Lanka and Indonesia, Swisscontact helps in economic reconstruction after the Boxing Day tsunami.
Swisscontact Germany is founded.
- 2008 “American Friends of Swisscontact” for fundraising and acquisition in the United States is founded.
- 2013 In Kakuma, Kenya, work starts on developing basic qualifications for youth in and around Africa's largest refugee camp.
In a management buyout, Swisscontact Germany is sold to its employees and becomes “Fair Ventures”.
- 2016 Swisscontact has been working in Peru since 1966. Peru is the first country in which Swisscontact has been implementing development projects continuously for 50 years.
- 2017 Swisscontact's pioneering market development work in Bangladesh nears its end after 17 years. Over the entire course of the Katalyst project, Swisscontact was able to assist a total 4.7 million smallholding/farm businesses and SMEs, integrating them more closely into the market.
Swisscontact begins implementing the Swiss Import Promotion Programme (SIPPO).
- 2018 After 12 years, Swisscontact has successfully completed its major programme to promote skills development in Mali. More than 60,000 people completed vocational training.
123 projects in 36 countries and seven regions with 1,400 employees and 100 million CHF turnover.

COMMITTED TO

SUSTAINABLE ECONOMIC DEVELOPMENT

FOR 60 YEARS



Since its founding 60 years ago, Swisscontact has firmly believed in the principle that people can improve their livelihoods, based on their own strength. Success is seen when people are able to participate in the local economy as producers, employees or consumers.

To achieve this goal, Swisscontact has worked closely with the private sector from the very beginning. We are supported by Swiss companies, and we implement projects in our partner countries together with local companies. In this way, we have been able to gain a deep understanding of the local environment and its challenges, thereby making an important contribution to sustainable economic, social and environmental development.

Skills development is a key focus of our work. Swisscontact laid the foundation in India in the year it was founded by opening the first vocational school in 1962. In the sixties and seventies, numerous training centres in Asia, Africa, Latin America, and Eastern Europe were opened. Based on the Swiss model of dual apprenticeship-based vocational education, we continued to develop this methodological approach even further. Over the last couple of decades, youth unemployment has come to the forefront. Addressing this problem requires vocational training programmes, which promote employment and labour market integration. Over the last five years alone, around 353,000 people have benefited from Swisscontact's hands-on vocational training and continuing education programmes.

Through the years we have learned that development cooperation is effective when all market systems are included, not just individual market participants such as farmers or businesses. Our project work therefore focuses more on stimulating the sustainable

development of local market systems and making them beneficial to people. This approach allows us to achieve broader impact and improve access to production, business opportunities, and jobs for more people. From 2013 to 2017, 2.6 million smallholder farmers and SMEs have been able to increase their income thanks to Swisscontact's initiatives.

Finally, in international development cooperation the idea has become widespread that solid partnerships with public, private and civil society organisations, both locally and here in Switzerland, are crucial to success. We are grateful for these partnerships, which allow us to build on our work, use synergies, promote scalability and share the necessary skills and knowledge.

Since Swisscontact was founded 60 years ago, both the world and international development cooperation have changed radically. This is reflected in our foundation's history. We have always strived to adapt to new international and local realities and ensure our work remains relevant. We are confident that due to our experience we will achieve great success in the future as well, opening up life-important and economic opportunities for many people.

We thank all our partners and friends for your faithful support over the last 60 years, and we also thank our employees around the world for their great and unwavering commitment.

HEINRICH M. LANZ
President Swisscontact

SAMUEL BON
CEO

DEVELOPMENT COOPERATION IN CHANGE



Students in Albania

PROVIDING WORLD-CLASS TRAINING

India 1962

Lathes, files, saws, all the required technology and tools as well as three instructors were sent from Switzerland to Chandigarh. The training facility inaugurated by India's Prime Minister at the time, Jawaharlal Nehru, was based on the long-standing Swiss vocational school model.

The idea was to use Switzerland's first-class reputation in precision engineering to drive industrialisation in India, as the country was lacking these technicians. The 36 trainees in the first course were selected from 1,400 applicants. After completing three years of training at the Indo-Swiss Training Centre, their paths were laid out as qualified headmen and foremen in precision engineering and in the manufacturing of precision tools.

Albania 2019

Until recently, vocational school graduates in Albania did not have it easy. Vocational training in this Balkan country was considered unattractive and subsequent entry into professional life proved difficult. This is where Swisscontact's Skills for Jobs Project came in. In partnership with selected Albanian schools and local businesses, new teaching methods are being developed and introduced.

Close collaboration with companies in the tourism, IT, communications, textiles and construction sectors ensures that the skills being taught are exactly what is needed in practice. This exchange with established companies facilitates practical training and internships, ultimately resulting in employment opportunities.

Digital technology makes for an accessible and attractive learning environment. Smartphones and social media make it easier to keep course contents current and to implement pedagogic approaches that are customised to the needs of the professional world and to those of the young generation.

A comparison of the above two examples reveals that development cooperation has evolved significantly. In the early years, Swiss experts transferred their skills during multi-year projects, whereas today projects rely mostly on local know-how, with external experts brought in only for short-term, specific tasks. Thanks to the empowerment and strengthening of local actors in our partner countries, we have been able to solidify projects more effectively at local level.

SWISSCONTACT'S PROJECT WORK HAS EVOLVED OVER THE PAST 60 YEARS. INITIALLY, SKILLS WERE TRANSFERRED FROM SWITZERLAND. THIS WAS BEFORE THE FOUNDATION CHANGED ITS APPROACH BY USING LOCAL RESOURCES INSTEAD. THIS BECOMES APPARENT WHEN WE COMPARE OUR WORK IN THE INITIAL PERIOD WITH OUR CURRENT PROJECTS. NONETHELESS, THE PRINCIPLE FOR SWISSCONTACT'S SUCCESS REMAINS THE SAME – PROJECTS ARE ALWAYS MARKET-FOCUSED. HERE, WE COMPARE OUR WORK IN INDIA AND BENIN THEN AND ALBANIA AND BANGLADESH TODAY.



Swiss Braunvieh cows for West Africa

ENSURING SMALLHOLDER FARMERS ARE INCLUDED IN DEVELOPMENT

Benin 1963

In the 1960s, industrialisation also promised economic development in agriculture; here too, Swiss know-how was to be applied. In southern Dahomey, now Benin, Swisscontact supported the establishment of an agricultural training school. The foundation financed the construction of the school as well as the equipment, and brought an agricultural engineer and three farmers in from Switzerland to provide the expertise and training. For its part, the government of Dahomey provided two hundred hectares of land.

In 1963, ten local students began their training and learned how to use mechanical tools to plant maize, cotton, and groundnuts. At the same time, a cattle and dairy business began, which soon came to include a herd of Braunvieh brown cows; ten pregnant cows, and two bulls shipped from Switzerland. But the Swiss experience in the hill and mountain pastoral economy proved difficult to transfer to local conditions. The cows did not tolerate the new environment well and it was only after cross-breeding with local breeds that we were able to raise animals more suited to the hot climate.

Bangladesh 2019

Today Swisscontact relies largely on local resources. This is exemplified in the Katalyst Project in Bangladesh, which was launched in 2002 and ended in 2018. South Asian farmers have long been excluded from economic development, and large companies did not consider them as prospective clients. This had to change; together with smallholder farmers, the project analysed new business opportunities in fish farming and in crops such as maize and vegetables. To exploit these opportunities, numerous partnerships were built with suppliers, traders and various service providers, with Swisscontact acting as a facilitator between the farmers, SMEs and larger firms.

Working in economic systems

Today, this "inclusive markets" approach is a component of all Swisscontact's project interventions. An example of this is a local mobile telephone company that was brought on board to create a helpline to enable smallholder farmers to stay abreast of agricultural technologies and learn how to protect their crops from disease. Another example is a seed developer enlisted to sell products in small, affordable seed packets for smallholder farmers.

THE KEY TO OUR 60 YEARS OF SUCCESS

Many such interventions during this project testify to it sustainably improving the living conditions for 4.7 million smallholder farmers and SMEs in Bangladesh.

Current projects in Albania and Bangladesh exemplify the systemic approach that Swisscontact implements today. Instead of supporting individual components alone, leverage is applied that changes entire systems. Swisscontact acts as the facilitator in this approach; instead of implementing activities directly, we bring local market actors together. This ensures that initiatives will continue to be implemented after Swisscontact exits the scene.

There is one thing that has not changed in all of Swisscontact's 60 years – we continue to work within the market. Our work has always been about fostering entrepreneurship. Moreover, our partner countries contribute financially to projects. For example, in Chandigarh, our Indian partners provided land, buildings and operational costs. Partner countries have to contribute, and the importance of these contributions is reflected in the fact that 90% of all project employees in the field are locals.

These examples demonstrate another very important point; Swisscontact's work is sustainable. Technicians are being trained in Chandigarh, India, and Benin to this day.



Small farmer in Bangladesh benefits from the telephone help line.



1963 - An agricultural training school is opened in Sékou (Dahomey, today Benin), as the Foundation's second project.



Swisscontact has been working in Peru since 1966. Peru is the first country in which Swisscontact has been implementing development projects uninterrupted for 50 years.



1987 - 25th anniversary celebration at the Indo-Swiss Training Center in Chandigarh.



1993 - In Albania, Swisscontact makes its first foray into post-communist Eastern Europe.

HOW SWISSCONTACT PROMOTES ECONOMIC DEVELOPMENT

The history of Swisscontact reflects the changes in the world economy and international development cooperation. In the beginning, our focus was on industrialisation and the growth of countries in Asia, Africa and Latin America. In the 1980s, the war on poverty came to the fore, and since the 1990s, sustainable development has defined our commitment. Today, Swisscontact implements more than one hundred projects every year, at a time when global projects implemented in numerous countries are becoming increasingly important in their achievement of greater outreach.

GETTING THE BUSINESS WORLD INVOLVED IN ECONOMIC DEVELOPMENT

1959

Amidst growing awareness of the economic challenges faced by under-developed countries, the idea was formed that the Swiss private sector could contribute to the economic development of Africa, Asia and Latin America. In 1959, the 'Swiss Foundation for Technical Cooperation' was founded in Zurich with this goal in mind. Since the very year it was founded, the Foundation (renamed Swisscontact in 1971) was engaged in creating educational facilities in India, Pakistan and other countries; these functioned as a type of "Swiss business card". At the same time, the projects allowed Swiss companies to gain a foothold in future export markets.

SKILLS DEVELOPMENT ACCORDING TO THE SWISS MODEL

1963-1979

In an effort to promote industrialisation and economic growth, the Foundation's work was focused on skills development. In 1962 our first vocational school was opened in Chandigarh, India. 36 people received training at the engineering workshop, which was designed according to the Swiss model. One year later, an agricultural training school – financed by Swisscontact – was

opened in Sékou, Dahomey (now Benin). From the very start, Swisscontact ensured its partner countries were involved in the vocational schools, for example by having them provide land or buildings.

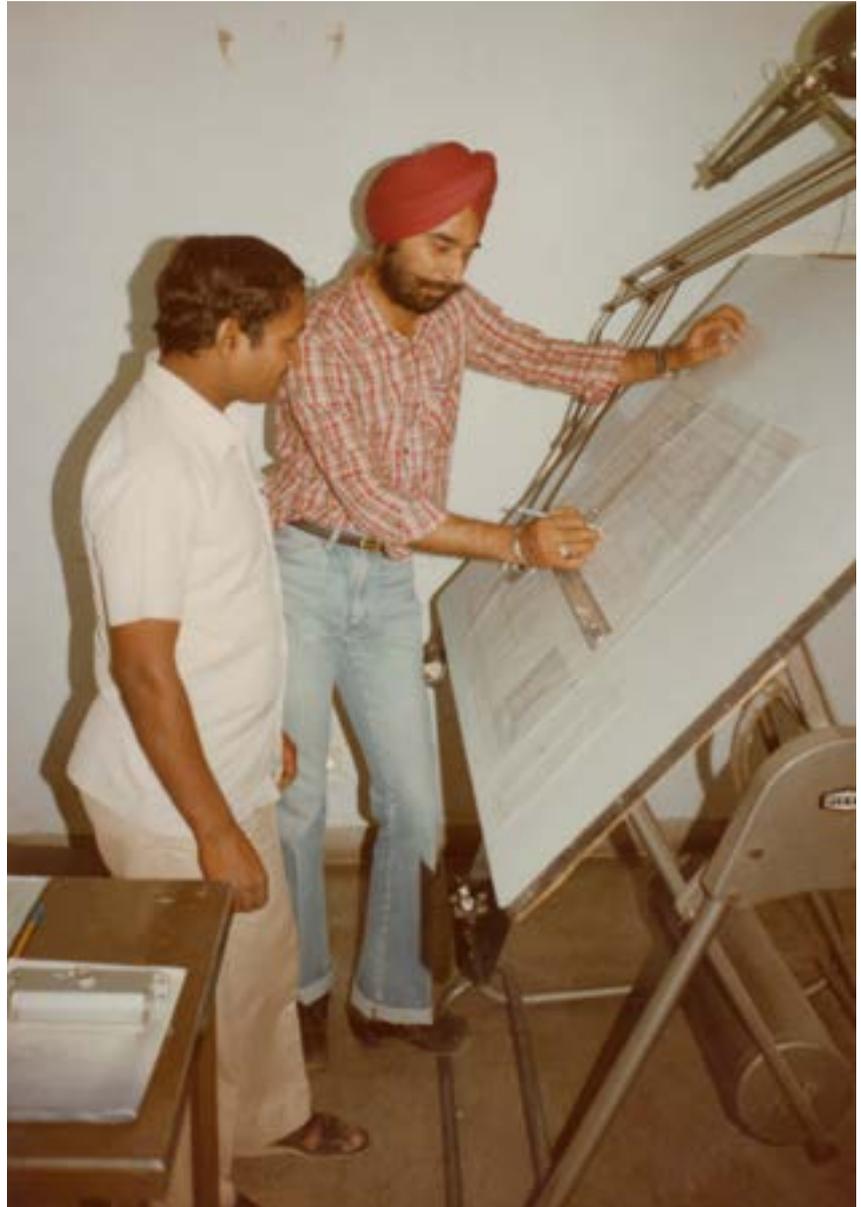
Soon, more vocational schools were opened with the support of Swisscontact in countries in Asia, Africa, and Latin America. By 1979, there were 16 vocational schools in India, Sri Lanka, Pakistan, Indonesia, Brazil, Peru, Ecuador, Costa Rica, Benin, Tunisia, and Tanzania. Tool manufacturers, precision and maintenance mechanics, refrigeration technicians and agricultural machinery technicians were trained at these facilities. In order to optimise the return on the amounts invested, instructors were also trained, who could then go on to impart their knowledge to many more young people.

Skills development remained a focus of Swisscontact's work through the 1970s. Indonesia is a good example of this; in 1979, the Indonesian Ministry of Education commissioned Swisscontact to help build six technical schools for 5,000 trainees, as well as a training centre. We had sown the seeds of this partnership five years prior by opening a training school for mechanics in Bandung.

**VALUABLE EXPERTISE
PROVIDED BY RETIRED
PROFESSIONALS**

1979 to the present

With its Senior Expert Corps (SEC), Swisscontact has since 1979 offered further opportunity to share know-how. Our first Senior Expert, a former spa director from St. Moritz, developed a new tourism concept in Lesotho. Since then, each year more than a hundred retired Swiss professionals share their skills as volunteers on short-term projects. The knowledge transfer takes place in more than 100 branches of industry.



Technician training in Chandigarh

**VOCATIONAL EDUCATION
BECOMES MORE FLEXIBLE**

Since 1980

In the 1980s, there was the conviction that economic growth in underdeveloped countries is a prerequisite to their ability to satisfy basic human needs. Swisscontact responded by offering more training courses designed to integrate disadvantaged populations into the labour market.

Vocational education became more flexible, with training programmes which were able to be fine-tuned to reflect the needs of the private sector. Mobile training centres were also introduced.

FOSTERING SMALL BUSINESSES

1981 to the present

Our first business development project was launched in Costa Rica in 1981. It targeted agricultural machinery mechanics, who received not only technical education, but business management skills too. Furthermore, Swisscontact supported small businesses in their efforts to organise into interest groups and develop new systems to share machinery and equipment. The promotion of small and medium enterprises (SMEs) developed into one of Swisscontact's core activities, from Peru to Indonesia.

Insufficient access to financial services hugely undermines entrepreneurial initiative. For this reason, Swisscontact has been helping to create a model for business cooperatives. Since the 1990s, the introduction of savings products and microcredit have gained importance. The first pure microfinance project was launched in 1995 in Ecuador, where Swisscontact supported the development of savings and credit cooperatives, ensuring they met the needs of rural client members. Today, over half of Swisscontact projects feature a financial services component.

Swisscontact's SME promotion has undergone continuous professionalisation. In 1996, for-profit consulting centres were established in Ecuador and Peru. The innovation here was that these centres could earn the money required to run their own businesses.

THE ENVIRONMENT IN FOCUS

1992 to the present

The Rio Conference in 1992 highlighted the concept that environmental issues and social problems are inextricably linked. In response, Swisscontact began implementing environmental conservation projects.

In 1993, we implemented a clean-air programme in Costa Rica – the first project in Latin America with the objective of improving air quality. The "Aire Puro" project was based on the introduction of lead-free petrol and emissions laws and controls, as had been done in Switzerland long before. Auto mechanics were trained on how to tune up motors to minimise toxic emissions and with emissions testing, automotive garages had a new business opportunity. Environmental protection and private sector development were therefore working hand-in-hand.

Similar projects followed in Bolivia, Peru, Indonesia and Vietnam.



Support for fishing associations in Peru

EASTERN EUROPE SINCE 1994

In 1994, Swisscontact supported the development of a training workshop for auto mechanics in Durrës, Albania. This was the first Swisscontact project in post-Communist Eastern Europe and provided us with the opportunity to help reform Albania's entire vocational education system. Since then, Swisscontact has implemented numerous projects that link hands-on vocational education and training with labour market integration programmes.

CHANGE IS ESSENTIAL TO DEVELOPMENT. THE HISTORY OF SWISS-CONTACT DEMONSTRATES THIS. SINCE OUR FOUNDATION IN 1959, OUR WORK METHODS HAVE CHANGED AND WE HAVE ADDED NEW KEY AREAS OF FOCUS AND NEW PARTNER COUNTRIES, BUT THROUGHOUT THE LAST 60 YEARS OUR GOAL HAS REMAINED UNCHANGED: SWISSCONTACT HAS ALWAYS CREATED OPPORTUNITIES FOR PEOPLE TO LIFT THEMSELVES OUT OF POVERTY AND DEVELOP ECONOMICALLY.



Cocoa farmers in Indonesia

COMPETITION FOR PROJECT MANDATES

Since 1998

Soon, the Swiss government began tendering out mandates internationally and competition became more intense. Still, Swisscontact was able to win project funding around the world. In 1998, we won our first bids from the Swiss Office for Development and Cooperation (SDC) – in Mali, a vocational training

project, and in Ecuador, a programme for promoting financial services. Today, the project mandates that Swisscontact implement, on behalf of a multitude of state and private organisations make up the majority of the activities.



Promotion of small enterprises in agro-industrial value chains, Honduras

INCLUDING THE POOR IN THE ECONOMY

2002 to the present

Millions of people in Bangladesh are excluded from economic development. The Katalyst Project implemented by Swisscontact changed this situation for many. Since its launch in 2002, numerous initiatives have been implemented to develop markets in such a way as to ensure smallholder farmers may benefit as well.

With this project, Swisscontact has helped spread the “inclusive markets” approach considerably. This approach involves influencing market systems to ensure disadvantaged populations access improved products, services, business opportunities and jobs. Today, Swisscontact applies this approach in all its interventions.

Katalyst is the largest project in Swisscontact's history. By project end in 2018 – thanks to support from development agencies in the United Kingdom, Switzerland, Denmark, Sweden, Canada and the Netherlands, more than US\$100 million has been utilised to sustainably improve basic living conditions for 4.7 million smallholder farmers and SMEs in Bangladesh, increasing net incomes by US\$700 million.

SUSTAINABLE DEVELOPMENT AS THE GOAL

2003 to the present

The objective of sustainability, defined as the interdependence of economic, social, and environmental development, defines all aspects of Swisscontact's work. Skills development, the main objective from the start, remains an important topic, and SME development continues to play an important role. In 2003, Swisscontact began supporting commercial banks in East Africa to develop new and improved financial products. Local banks were able to expand their outreach to low-income clients, mostly through good infrastructure. After the devastating tsunami, in 2005 Swisscontact got involved in rebuilding the economy in Sri Lanka and Indonesia. In Indonesia, emergency assistance evolved into a long-term development cooperation; support for textiles firms that had lost all their infrastructure in the tsunami extended beyond reconstruction and now focuses on building their competitiveness.

Swisscontact remains very active in environmental affairs. In the face of continuous urbanisation, there is a focus on advising state agencies on sustainable urban planning. Since 2009, we have been working on the separation and recycling of household waste in Bolivia, where local neighbourhood involvement plays a key role. In South Africa and

numerous South American countries, improving energy efficiency in brickmaking has been an important focal point since 2010.

Since 2013 in Kakuma, Kenya, Swisscontact has been focusing on improving the basic skills of young people in and around Africa's largest refugee camp. Helping to integrate these people living in a fragile environment into the local labour market presents a special challenge to our staff and partner organisations.

Peru is particularly significant to Swisscontact. In 2016, we reached an important milestone; 50 years of projects, during which time Peru rose from a developing country to a burgeoning economy. In 1966, we started training mechanical engineers. With the greater economic growth that came later, the challenges changed and it is now about including rural populations, who had been largely left out of the development equation, during the growth stages. This is being achieved through the development of sectors such as sustainable tourism.



Skills development in Mali

NEW SYNERGIES DUE TO GLOBAL PROJECTS

2016 to the present

Our project work in global programmes implemented simultaneously in many countries is of ever-increasing importance to Swisscontact. In these projects too, our role is primarily that of a facilitator. We do not disperse funds directly – instead, we bring local market actors on board to make sure that they are the main drivers. This ensures the activities will continue beyond Swisscontact's presence.

Since 2016, Swisscontact has been in charge of the «**Swiss Entrepreneurship Programme**» which promotes counselling and the interlink of local start-up enterprises. This initiative is being implemented in Albania, Bosnia and Herzegovina, Macedonia, Serbia, Peru and Vietnam. The programme does not work directly with the start-ups. Instead, it helps local business support organisations to provide assistance and develop professional services. The programme includes incubators and accelerators available to

help start-up entrepreneurs with skills, networks and infrastructure while they build their companies. The programme also links entrepreneurs with angel investors.

In 2017, Swisscontact took over implementation of the «**Swiss Import Promotion Programme (SIPPO)**» the objective of which is to strengthen export structures in our partner countries and increase export revenues. Swisscontact is therefore supporting export promotion organisations and sector associations in 11 partner countries to improve the services they offer their member companies. In this way, the member companies will enjoy more success exporting their products. SIPPO focuses on four Western Balkan countries in addition to Peru, Colombia, South Africa, Indonesia, Vietnam, Tunisia and Morocco.

Swisscontact is implementing both global programmes on behalf of the State Secretariat for Economic Affairs (SECO).

«OUR INSPIRATION»

Our employees share their experiences



**KENIA LIZZETH ESCOTO,
HONDURAS**

Swisscontact employee since 2017

“ Honduras smells like coffee, cocoa and cashew nuts. This varied country has allowed me to spend many working days with women and men from the communities. But it is also the land that reminds me that at the age of eleven I had to start working in the fields to feed my family. They were hard years, but constructive and productive.

Today I am a para-technician and work side by side with men, without restriction. I share their lives and their worries; I could say that I am almost part of their families. I have learned a lot from Swisscontact and share many things with our producers. We share our knowledge, which means that I am always learning. Everyday I try to be a better expert and a better person. I am very satisfied that I have achieved my goals. Now I have committed myself to share my knowledge by inspiring and promoting women for this initiative. This gives me great satisfaction.

All **Inspirations** on
www.swisscontact.org/60years



UNTUNG S. ATMOJO, INDONESIA

Swisscontact employee since 2012

“ The post-tsunami project of Aceh Polytechnic brought me to Swisscontact in 2008 as a logistic officer, based in Sumatera island. It has enriched me with new experiences and taught me about various project dynamics, such as multi-donor financing, project launching and closure, and how to best perform support services - specifically in the procurement and logistics fields. I even learnt how to effectively use and re-use office equipment from a closed project for a new one. In 2012, I joined the sustainable cocoa programme, which is becoming the largest public private partnership of its kind in Indonesia. It was a huge responsibility as at one stage I was handling the logistical needs amounting to 10 billion rupiah (equivalent to 680 thousand Swiss Francs) in one year.

In 2015, I moved to Jakarta to join the Sustainable Cocoa Production Programme (SCPP), which covers 165,000 cocoa farmers in 65 districts across the archipelago. Despite having to leave my family in Sumatera, I feel 'Untung' (or lucky in English) to have the family warmth of colleagues, a family where we grow together, contribute and bring about the best results.

«OUR OPPORTUNITIES»

Our clients share their experiences



ADAM MOHAMED, KENYA

“ Eight years ago, I fled Sudan after war broke out and sought refuge at Kakuma Refugee Camp in Kenya. I began doing odd jobs in construction, but they were hard to come by and paid very little. In 2017, I heard about the 3-month training offered by the project “Skills 4 Life” and registered for computer repair. After attending career guidance and counselling sessions, I changed to phone repair and maintenance as I realised many people had mobile phones and I could get more clients. I now run a thriving business with my partner, Suncity Phone Repair. I have been able to purchase a motorcycle worth CHF 1,138 with my share of profit and have hired someone to offer transport services with it.

My dream is to go back home one day and continue doing business freely. For now, I plan to set up my own workshop and expand it beyond the area I presently operate from.

All **Opportunities** on
www.swisscontact.org/60years

**SUZANA DIMITRIEVSKA,
MACEDONIA**



“ Being a farmer is hard. Being a woman farmer is even harder. I have been cultivating organic products on my farm in Mustafino for more than 10 years. I was one of the pioneers of organic farming in Macedonia – planting and growing different plants, making sure that they are produced the organic way. However, I used to sell them at conventional food prices. But I never gave up and I knew that my future in agriculture lay in organic production. Swisscontact helped me to find high quality seeds, import them into Macedonia and provided valuable advices and expertise for organic food production.

With their assistance I also went to the biggest organic products fair «BioFach», and they helped me to reach an agreement to export the first quantity of beans to Switzerland. As of next year, I will be part of the Coop Switzerland Sustainability Fund and will get even more support to produce quality organic products.

I will include other farmers from my village and help them produce organic, because we all need a helping hand.

OUTLOOK

PROMOTION OF INTEGRATED ECONOMIC SYSTEMS



'Clean Air' for Bolivia

The positive results of the last few years show that with our '2020 Strategy' in 2012 we made the right decisions and are well positioned in the international development market. We enjoy the trust of our donors and partners. Nevertheless, we work in an ever-changing environment and considerable risks. Development work takes place in volatile and fragile political and economic systems. This means we must remain flexible in all our commitments. With its new strategic orientation, Swisscontact is investing in the future in order to remain a reliable and important development organisation for private and public donors.

Swisscontact was founded in 1959 as a private, independent foundation. It is involved exclusively in international development cooperation. Since its foundation, Swisscontact has been closely tied to the private sector. We have not changed our original vision or objective, we have only adapted our approach over time to the standards of international discussions on development cooperation.

WE ARE CONVINCED THAT WE CAN MAKE A MEANINGFUL CONTRIBUTION TO PROSPERITY IN DEVELOPING COUNTRIES, IN THAT WE CONSTANTLY ADAPT OUR SKILLS TO THE NEW CHALLENGES WE FACE AND SEE OURSELVES AS A LEARNING ORGANISATION.

What we do: fighting poverty through inclusive economic development

We focus primarily on the first dimension of poverty, related to employment, a decent income, and access to services. Swisscontact supports inclusive economic growth associated with social and environmental objectives along with equality of opportunity for all.

How we work; empowering local actors

Our work targets inclusive, private sector-led growth with a focus on economic impacts, in which gender equality and environmental sustainability are equally important. This strengthens our conviction that the private sector is the most important engine of economic growth and in long-term poverty-fighting measures. Swisscontact focuses on:

- providing improved support services to people and SMEs (at micro level);
- institutional capacity-building through creating and fostering professional associations, unions, and interest groups (meso level);
- and implementing processes to adapt and improve the regulatory environment, where necessary and feasible (macro level).

Essential to these efforts are skills development, access to the job market, and job creation.

Quality, professionalism, and reliability: strategic initiatives

We will continue to invest in our organisational capacity. Following a strategy review, we introduced a restructured organisational set-up in 2018, which we will be implementing over the next few years, to support our strategic ambitions. To this end, we have ensured to diversify our pool of donors, expanding partnerships with the private sector, comply with high quality standards on all levels, and improve impacts throughout the life of any given project. Empowering our employees is central to these efforts: having the right people in the right place.

This is how Swisscontact will be prepared to face upcoming challenges, and in the future, we will continue to be able to implement our organisational objectives reliably, responsibly and deliver a quality contribution.



Skills Development in DR Congo

OUR WORKING PRINCIPLES

**OUR STRATEGY FRAMEWORK CONSTITUTES
A VALUES SYSTEM TO WHICH WE FEEL
DEEPLY COMMITTED**

Partnerships

International development cooperation is an interdisciplinary endeavour attempting to address a multitude of challenges. Unilateral and one-dimensional projects do not achieve the required impact and replicability. Partnerships on all levels of our work are essential to fulfil our mission objectives.

Evidence-based impact and transparency

Evidence-based results on the impact of our work reflects our reliability and credibility. This includes transparent dialogue with our partners and open communication with the general public.

Resource efficiency and climate-friendly programme design

We strive for environmental sustainability in all our work. We promote responsible use of natural resources and a circular economy.

Equality of opportunity for men and women

Both men and women should have the ability to freely choose a job with meaning and purpose. Swisscontact strives to promote this gender-based advocacy approach around the world and ensure that it is implemented in all phases of our work.

Competence, quality, and reliability

Even if new technologies were to revolutionise our work, people are still at the heart of everything we do. Expert knowledge, social skills, and cross-cultural sensitivity form the basis of successful relationships with our partners and clients.



We create opportunities

Swisscontact

Swiss Foundation for Technical Cooperation

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Cover: Training center in Chandigarh (India)

Photos: Swisscontact archive, staff and friends

Layout: Pierre Smith, South Africa

ZEWO-Seal of approval: Swisscontact was awarded the Seal of Approval from ZEWO. It is awarded to non-profit organisations for the conscientious handling of money entrusted to them, proves appropriate, economical and effective allocation of donations and stands for transparent and trustworthy organisations with functioning control structures that uphold ethics in the procurement of funds and communication. Swisscontact is regularly audited on the adherence to these criteria. (Source: ZEWO)



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