Central, Eastern and Southern Africa
Regional Report 2014
Employment and income open up pathways out of poverty and real opportunities for the future.

Sustainable growth is essential for this to occur, driven by an innovative private sector and adding value to underdeveloped regions and engaging disadvantaged populations as active market participants. This credo is the foundation of Swisscontact’s project work, which focuses on four core areas:

- **Skills Development**: facilitating access to the labour market and creates the basis for employment and income
- **SME promotion**: supporting local entrepreneurship and aims to strengthen competitiveness
- **Financial services**: facilitating access to local financial services such as credit, savings, leasing, and insurance products
- **Resource efficiency**: promoting efficient resource use through energy and material efficient production methods as well as measures to promote clean air and sustainable waste management

In this way Swisscontact creates the appropriate conditions for entrepreneurship. These are necessary for a competitive private sector devoted to principles of social justice and environmental sustainability, serving as the foundation of all development.

Swisscontact was established in 1959 as an independent organisation by prominent individuals from the worlds of commerce and science in Switzerland. It is exclusively involved in international cooperation and has carried out its own and mandated projects since 1961, maintaining close ties with the private sector since its foundation. The organisation is based in Zurich and in 2014, Swisscontact was active in 29 countries with a workforce of over 900 people.
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Expanding our footprint to deliver innovative services

We are happy with the development of our projects in 2014 and harbour further ambitions to improve the livelihoods of a growing number of people in our region. Despite sporadic security incidents, the region continues to provide opportunities to increase private sector engagement and develop regionally focused interventions. We have specifically expanded our footprint in the facilitation of financial services in East Africa, including evolving Microleasing with SACCOs in Uganda and supporting the introduction of women-focused loan products in Tanzania with Equity Bank.

We act as a market facilitator to ensure that actions are driven and owned by the private sector, and continue to deliver benefits long after the intervention period. Through our facilitative actions, we are creating access to more relevant and affordable financial services for the financially under-served in the region.

We design and deliver projects through a market development lens and embrace the principles of systemic market development across the thematic areas. This includes continued work in agricultural systems in both East and Southern Africa, such as our efforts to increase income and employment opportunities for more marginalised actors in Tanzania (in cotton and sunflower markets) through our Rural Livelihoods Development Project.

The Horti-sempe initiative in Mozambique fosters broad-based growth in the horticulture sector via the systemic development on input markets such as seeds and irrigation technologies. Our initiatives promote more equitable and inclusive value chains and ensure more returns upstream to smallholder farmers and their households. Our efforts to ensure access to technical and social skills enhancement and entrepreneurship opportunities for disadvantaged young people continue in Uganda and Tanzania.

In Rwanda we are focused on impact at scale as we strengthen service providers, forge Private/Public Partnerships and work to improve the overall Technical Vocational Education and Training (TVET) system. Furthermore, our efforts are attracting attention in Kenya as our models gain traction in refugee and host communities in Kakuma, providing important learning about systems development for skills training in a most challenging context.

In South Africa, we promote the efficient use of resources by raising energy efficiency within the clay brick sector. We have also successfully laid the foundation for developing skills for the construction sector among the youth in informal settlements near Johannesburg. This project, which was elaborated in close cooperation with two private sector companies, SIKA and HILTI, will be integrated in the Development Programme (DP) for the second part of the current DP phase.

Our Development Programme projects are strategic vehicles that allow us to innovate and incubate new ideas and initiatives that might be risky for donors to fund. We continue to focus on ways to create access to financial services
for the under-served and have ensured the growth and replication of successful models in financial service delivery. Our efforts to assist in the development of fledgling Savings and Credit Cooperatives have expanded across the region and the institutional development of established SACCOs has recorded growth in both members and assets.

We have also facilitated the establishment of a blooming housing cooperative which has mobilised members (over 40% female) to buy land and construct low income housing. Our intervention to support group savings and lending for the financially excluded (our ‘Mavuno’ model) has travelled beyond Kenya, Tanzania and Uganda and is now influencing Swisscontact’s work in Mozambique, Mali, Burkina Faso and Bangladesh.

We are contributing considerably to the development of a strong workforce for the industry via our technical support to educational institutions in the region. This support enables them to develop and launch new microfinance skills development programmes. The financial services programme is acting as a flagship for our efforts to ensure that all our projects become Donor Committee for Enterprise Development (DCED) standard compliant.

In Uganda we seek to increase income and employment opportunities for entrepreneurs in the cocoa and honey value chains. We are demonstrating models in collective marketing and training delivery, as well as integrating savings and credit group models in our value chain development efforts. Successful product aggregation has attracted ICAM Chocolate Ltd. to set up a subsidiary to support the cultivation and processing of cocoa and promote dark chocolate single origin chocolate from Uganda.

In Tanzania, we facilitate rural skills development for smallholder farmers that integrates group savings with practical agricultural training. Economic opportunities are also being developed as we assist community based organisations to promote waste separation, collection and recycling. Such development projects allow us to design breakthrough solutions, advance innovations that work and demonstrate pathways to scale through private sector partnerships.

We enter 2015 with exciting opportunities and look forward to working together with our partners and supporters to reduce economic disparities in our region.

Veronique Su
Director, Swisscontact Central, Eastern and Southern Africa
Highlights 2014

41,057 new smallholder farmers - including young farmers - accessed improved agricultural production technologies and markets.

10,317 sold agricultural produce (mainly cocoa, honey) valued at over USD 2,204,545.

Cumulatively, 102,808 smallholder farmers in cocoa, honey, sunflower, rice, cotton, poultry and horticulture value chains have benefitted from improved production technology and access to inputs and markets.

1,200 smallholder farmers in the Nacala Corridor of Northern Mozambique benefitted from 410 affordable irrigation solutions (Hip-pumps) and 11 improved horticultural seed varieties. This boosted the farmers to generate additional income and create employment opportunities within the horticultural sector value chains.

21,787 new Savings and Cooperative Credit Union (SACCO) members benefitted from improved services and accessed savings, loans and dividends. They also gained financial literacy and entrepreneurial skills.

Cumulatively, 95,567 members from 51 young and 4 mature SACCOs have benefitted since 2013.

4,713 (65% women) new financially under-served people in Kenya, Tanzania and Uganda saved USD 303,723 and borrowed USD 688,451 in Mavuno group saving and lending. Cumulatively from 2006, 32,650 low income and initially financially excluded rural population has saved USD 1,564,382 borrowed USD 7,662,272 and gained financial literacy.

175 members of Lukenya Housing and Cooperative in Kenya acquired decent, low cost houses built by the SACCO for its members. SACCO membership increased from 283 to 403 members in 2014.

7,702 tons of CO2 reduction was achieved from waste separation and recycling in Tanzania, and improved brick kilns in South Africa.

5,928 gained vocational, entrepreneurial, financial literacy and life skills through skills development projects in Kenya, Rwanda, South Africa, Tanzania and Uganda. 708 gained skills recognition by being awarded certificates by the Vocational Education Training Authority (VETA) in Tanzania. 160 youth completed occupational training in Uganda and were assessed for Workers’PAS and awarded certificates in 2014. To date, 300 youth have been awarded Workers’PAS certificates.
3,567 new leases of assorted productive assets valued at USD 4,157,345 were disbursed to smallholder farmers in Kenya and Uganda. A total of 28,974 leases valued at USD 19,697,428 have been disbursed since 2013.

548 new students enrolled for microfinance education programmes in the seven partner training institutions across East Africa in 2014. To date, there have been 2,711 beneficiaries of microfinance training, 90% of who are currently serving in microfinance institutions.

60 Equity Bank credit officers were trained by ILO to deliver entrepreneurship training to women entrepreneurs in Tanzania through the Fanikisha+ Project, which began in June 2014. Three new flagship women entrepreneurs were also coached and mentored by Credit Suisse executives.

1,060 people from rural communities, among them the vulnerable and youth, gained vocational skills through the PROMOST Project. Five new Vocational Training Centres were built in the Western Province of Rwanda.

3,142 new households (cumulatively 3,492) were equipped with the necessary skills for waste management and began solid waste separation in the Morogoro municipality in Tanzania in 2014. 18 additional Vertical Shaft Brick Kilns (VSBK) have been officially inaugurated in Eastern Cape Province of the Republic of South Africa.
Swisscontact Working Areas

**Kenya** (Counties)
- Nyeri
- Nairobi
- Meru
- Machakos
- Kisii
- Nyamira
- Kisumu
- Homa Bay
- Kilifi
- Mombasa
- Kwale
- Eldoret
- Bungoma
- Laikipia
- Nakuru
- Nyandarua
- Kiambu
- Kericho
- Turkana

**Mozambique** (Province)
- Nampula

**Uganda** (Districts)
- Jinja
- Iganga
- Luwero
- Namayingo
- Buliwyere
- Manyoni
- Bariadi
- Bunda
- Ukerewe

**Rwanda** (Districts)
- Rusizi
- Nyamasheke
- Karongi
- Ngororero
- Ukerewe

**South Africa**
- Western Cape
- KwaZulu Natal
- Mpumalanga
- Northern Cape
- North-West
- Eastern Cape
- Free State
- Limpopo

**Tanzania** (Districts)
- Kilosa
- Iringa
- Singida rural
- Muleba
- Geita
- Ilemela
- Nyamagana
- Misenyi
- Biharamulo
- Magu
- Misunyi
- Siha
- Hai
- Rombo
- Mvomero
- Babati
- Nyamasheke
- Buhima
- Kilombero
- Nzega
- Kigoma
- Songorema
- Mwambura
- Maswa
- Bunda
- Bariadi
- Same
- Musoma
- Tarime
- Butiama
- Rorya
- Mwasa
- Mbuga
- M Monsanto
- Siha
- Hai
- Rombo
Institutional Development of Saving and Credit Cooperatives

This Swiss Agency for Development Cooperation (SDC) and Swiss Private Sector funded project supports cooperatives to strengthen their capacity to serve the mass market with accessible, tailor-made and inclusive financial products. The current phase started in January 2013 and ends in December 2016.

Since 2006, Swisscontact has worked with four well-established cooperatives and one housing cooperative. The latter was established after the realisation that there is a need for a cooperative that will mobilise members to save and buy land, as well as to build and own low-income housing. Lukenya Housing Cooperative was established in November 2009, supported by Swisscontact.

In 2014, Swisscontact continued partnerships with three high-Impacts mature SACCOs (Wananchi, Same Kaya and Bugangaizi Farmers (BF) SACCO). A new SACCO, Sun Rays SACCO that had previously been in the SACCO Start-up Kit also joined the fold during the year.

Outcomes in 2014:

• A total of 33 staff members from Wananchi, Sunrays and BF SACCOs gained skills in the areas of fraud detection, financial management, public relations, credit management, savings mobilisation, internal control, strategic implementation, marketing and customer care.
• The project supported Lukenya Housing Cooperative in reviewing its by-laws and strategic plan and supported the Cooperative to accommodate challenges associated with its high growth rate. The Cooperative was supported in conducting five market drives, which resulted in increasing membership from 283 to 403 (161 female) between 2013 and 2014. The Housing Cooperative constructed 125 low income houses for their members in 2014. It has - since 2013 - constructed a total of 175 houses for its members.
• 26 ward committees of Same Kaya SACCO in Tanzania were trained in leadership, strategic planning and marketing. The SACCO also promotes Mavuno groups amongst their members.
• Wananchi and Sun Rays SACCOs began implementing their strategic plans.
• 26 board members of BF SACCO in Uganda and Sun Rays SACCO in Kenya were trained in financial management, strategic plan development and implementation, and cooperative leadership and governance.
• A total of 11,259 members from the 4 SACCOs benefitted from training. Cumulatively, 68, 607 members accessed capacity-building activities.
Mavuno Saving and Lending Group Model

The current phase of the Mavuno Project, funded by SDC and the Swiss Private Sector, started in 2013 and ends in 2016. It is essentially a financial services access project that seeks to enhance the financial capability of low income groups who are excluded from the formal financial market system. Access to finance and improved financial capability enables acquisition of productive assets and increases and diversifies income generating opportunities. These, ultimately lead to sustainable economic inclusion of the group members and reduces their vulnerability.

Adapted from the CARE Groups Savings and Lending model, the Mavuno project kicked off in 2006. The project has involved people previously excluded from the formal financial systems - especially those in rural areas. The project has continued to grow in strength and numbers, largely owing to the recruitment and intensive training of Community Based Trainers (CBTs) who mobilise, form, train and supervise groups to ascertain quality. The approach is geared towards educating and empowering group members to be self-reliant and gain financial independence. The Swisscontact Mavuno team frequently undertakes follow-up visits and conducts leadership and membership training. During the year, the team introduced financial literacy training, where group members received training on financial planning and budgeting, loan and debt management, and investment.

20 Mavuno farmer groups from Central Kenya who have been involved in the project since its inception, got together in 2014 and formed a SACCO, to enable them to profitably manage their excess savings and access bigger loans as they continue to grow their enterprises. The Mavuno model has also been integrated into other Swisscontact’s projects in East Africa to reinforce outcomes of the core interventions.
Outcomes in 2014:

• 218 new Mavuno groups, with a collective 4,713 members, benefitted from savings and lending services in 2014. Cumulatively, 1,592 Mavuno groups with a total membership of 32,650 have benefitted from group saving, lending and financial literacy in Kenya, Uganda and Tanzania, since January 2013. Women represent 64% of the total groups’ members.

• The 4,713 Mavuno group members saved USD 303,723, while the cumulative saving since 2006 for the 32,650 was USD 1,564,382.

• The total amount of loans taken by the group members in 2014 was USD 688,451. Cumulatively, since 2006, the Mavuno group members have benefitted from loans of USD 7,662,272.

• An umbrella SACCO was formed by 20 Mavuno groups from Kinangop County with expectation of incorporating other Mavuno groups in the future. The SACCO will offer a range of financial services to the member Mavuno groups.

• Mavuno groups have been formed in Swiss-contact projects in Mali, Burkina Faso and Bangladesh, and are supported by the Financial Services East Africa Team.

• In 2014, the Financial Services team undertook a scoping mission in the Horti-sempre Project in Mozambique followed by a study tour of the Mavuno Project Kenya by the Horti-sempre team with the aim of introducing the Mavuno Project in Mozambique.
Microfinance Skills Development

The project is funded by SDC and Swiss Private Sector. The current phase started in January 2013 and ends in December 2016. The project aims to improve the human resource and related microfinance skills, with a view to improving the delivery of services from the financial services industry, through development of hands-on curricula and training in microfinance management.

Since 2004, the project has worked with Strathmore University, Mount Kenya University, Cooperative University College of Kenya, Makerere University Business School in Uganda, Uganda Cooperative College, the University of Dar es Salaam and Moshi University of Cooperative and Business Studies in Tanzania. The project’s goal is to create a strong workforce of committed professionals, who will be equipped to deliver financial services to low-income and rural populations. In each case, Swisscontact has provided technical assistance to the educational institutions in developing and reviewing curricula, launching and marketing new programmes, and evaluating and enhancing courses. The partner institutions deliver post-graduate, diploma and certificate courses, as well as distance learning modules. The project has partnered with the Associations of Microfinance Institutions in Kenya, Uganda and Tanzania, to ensure the relevance of its curriculum development, course planning and marketing activities. Swisscontact also facilitated an East Africa Education Summit that brings together its partners to share experiences, learn from each other and rally around a set of common issues.

Outcomes in 2014:

- The project worked with seven training institutions: Mount Kenya University, Strathmore University, Moshi University College for Cooperative Business Studies, Makerere University Business School (MUBS), University of Dar es Salaam Entrepreneurship Centre, (UDEC), and Tanzania and Uganda Cooperative College.
- 548 new students were enrolled in the respective courses across the region. Cumulatively, 2,711 students from seven training institutions have gained microfinance skills and are predominantly working in the financial services sector.
Microleasing helps low income individuals acquire productive assets and utilise them to generate additional income or diversify income. It eliminates the need for individuals to purchase productive assets by either borrowing or having to commit their resources upfront. Smallholder farmers access Microleasing products more easily than bank loans due to the simpler security arrangements, lighter regulations and more flexible requirements. Microleasing contracts are structured to meet the cash flow needs of the lessee. The model is an integrated package with combined benefits, reaching different small-scale producers in the process of acquiring assets for production, through which incomes are increased and ultimately livelihoods improved. Swisscontact supports the technical capacity of the Microleasing implementing partners to enable small-scale farmers in various agricultural enterprises to access productive assets.

In 2014, the project initiated partnership J23discussions with Nest and Wananchi SACCOs with the aim beginning Microleasing through SACCOs in Kenya. In Uganda, Swisscontact continued project activities with Pride Microfinance Limited, KIFFI SACCO and KESACCO to promote the Microleasing products targeting smallholder farmers and micro entrepreneurs. An evaluation of the second phase of the Microleasing project was conducted between November and December 2014.

Outcomes in 2014:

- 2,734 smallholder farmers in Kenya and Uganda received training on Microleasing procedures, modern farming techniques, value addition and entrepreneurship. 52 Business Development Officers were further trained to deliver Microleasing.
- A feasibility study to explore Microleasing opportunities was conducted in Tanzania and results shared with stakeholders.
- In Kenya, a total of 3,447 assorted leases valued at KES 354,399,952 (USD 4,027,272) were disbursed to farmers in 2014. This brings the cumulative leases for Kenya to 28,854 valued at KES 1,632,682,462 (USD 19,208,209).
- In Uganda, a total of 56 new leases valued at UGX 117,100,000 (USD 44,355) were disbursed to smallholder farmers. Cumulatively, 120 leases worth UGX 219,350,000 (USD 83,087) have been dispatched so far.
- In total farmers in Kenya and Uganda benefited from 3,567 new leases of productive assets valued at USD 4,071,627. Cumulatively, 28,974 assorted productive assets valued at USD 19,291,296 have been disbursed to smallholder farmers since 2012.
- The Microleasing team in East Africa continued backstopping the introduction of Microleasing in Peru, El-Salvador and Nicaragua.
The Sacco Start-up Kit

The project aims to make financial leasing available to smallholder farmers and SMEs in rural areas of East Africa. The Credit Suisse’s funded project began in 2012 and concluded in July 2014.

Young SACCOs showing potential are offered institutional development support to overcome early growth challenges and deliver relevant, inclusive and sustainable financial services to under-served populations. The project was started in 2007 by Swisscontact, in partnership with the Ministry of Cooperative Development and Marketing in Kenya. Out of this partnership the first edition of the SACCO Start-up Kit, a standard curriculum for training young SACCOs was published in 2009. The kit was revised in 2012 to incorporate lessons learnt from the first edition. The second edition was developed through a highly participatory process led by the Cooperative University College of Kenya and involved the Ministry’s cooperative officers, some beneficiaries of the 1st Edition and the Swisscontact Financial Services Team. This edition was launched in December 2012.

Our collaboration with the officers from the Department of Cooperative Development continues. In 2014, 11 new SACCOs from Kitui and Embu Counties joined the programme. From the 47 partners in 2013, 40 partnerships were renewed and only seven were discontinued. In total, the project worked with 51 SACCOs in 2014.

Outcomes in 2014:

- 580 leaders from the 51 SACCOs received training in understanding cooperatives, cooperative legislations, effective credit management, strategic planning and financial management.
- 62 staff members from 33 participating SACCOs were trained in customer care, marketing, office management, savings mobilisation, bookkeeping and internal controls, effective credit management and loan utilisation.
- 7 SACCOs participated in the piloting of financial literacy training.
- In 2014, 11 new SACCOs with a membership of 10,528 were recruited in the programme with all members benefiting from the technical assistance.
- Cumulatively, 26,960 members of upcoming SACCOs have benefitted from the effective delivery of saving and credit services from SACCOs.
Promoting Life Skills and Livelihoods (Skills 4 Life)

The SDC funded pilot project is implemented by Swisscontact and the Norwegian Refugee Council (NRC). It promotes development of market oriented vocational skills in Kakuma Refugee Camp and the host community. The project started in May 2013 and ends in June 2015.

The project aims at strengthening the income generating capabilities of youth in the refugee camp and host community in Kakuma. It does this by facilitating technical, financial, life and literacy skills to enable beneficiaries to improve their livelihoods. The Kakuma refugee camp, situated in Turkana County of Northern Kenya, hosts a large and diverse refugee population that exceeded 145,000 people as of February 2014.

The project approach is strongly focused on harnessing the scarce local market opportunities and enabling the trainees to immediately initiate income generating activities with the skills acquired. During this pilot phase, trainees were identified in both communities with the support of the local community leaders. They underwent career guidance and counselling, life skills, literacy and numeracy skills training, formed learning groups in selected trades and received technical training.

Outcomes 2014:

- 9 technical curricula were developed in agriculture, bakery, masonry, waste management, tool-making, computer repair and maintenance, jewellery/ beadwork, leather craft and phone repair. Training was delivered in 7 trades and the remaining two will be delivered in 2015.
- 327 young people (65.4% of the targeted 500 beneficiaries) received skills training.
- 827 beneficiaries gained life, literacy and numeracy skills.
- 24 (11 female) Community Based Trainers (CBTs) gained skills in Mavuno Saving and Lending Group Model. 14 were from the host community and 10 from the refugee community.
- 6 CBTs from the host community facilitated the formation of 9 Mavuno groups within the Turkana community.
- A total of 79 beneficiaries earned an income of KES 818,560 (USD 9,370) from self-employment (production and sale of horticultural produce, weaving products, masonry and computer repair services), as well as through employment, by agencies such as Water Sanitation and Hygiene (WASH) Project and NRC.
- 109 (87 female) gained financial literacy skills and/or saved and acquired loans through Mavuno Saving and Lending. The average monthly saving per member was KES 161 (USD 1.8) and the average loan per member per month from May 2014 was KES 643 (USD 7.3). Discussions with local financial institutions were initiated with the aim of linking the beneficiaries with financial services providers.
Increasing Income of Horticultural Smallholder Farmers (Horti-sempre)

Funded by the SDC, the Horti-sempre Project seeks to foster rapid, sustained and broad-based economic growth in the Nacala Corridor’s small-scale horticultural sector. The project was launched in March 2013 and will end in December 2016.

Consumption of horticultural products in the Nacala Corridor in Northern Mozambique is increasing, largely due to growing urbanisation and strong economic development. Local small-scale producers with an average net income of less than USD 300 per year from horticultural production are increasingly losing ground to products from other provinces or abroad, as they are largely uncompetitive and insufficiently demand-driven in terms of quality and seasonal availability.

Horti-sempre aims at economic inclusion of small-scale horticultural producers into functioning market systems through the M4P development approach. The project seeks to boost competitiveness of local producers to increase their income and help to alleviate poverty. By the end of the first phase in December 2016, Horti-sempre expects to reach over 4,000 small-scale horticultural producers (30% women) with its interventions, increasing their annual net income from horticultural production by USD 300.

To reach its objectives, the project facilitates - in close cooperation with private sector partners - the introduction of improved horticultural seeds (adapted to tropical climate), access to affordable irrigation solutions and know-how transfer on improved cultivation practices. The project further supports the strengthening of Nampula City as horticultural trading hub, by upgrading the value chain with improved packaging and standards.

Outcomes in 2014:
- 11 new horticultural seed varieties have been registered and the first 125kg imported by a Mozambican seed provider. The first 50kg were sold by December 2014. It is estimated that farmers will benefit from a potential annual increase in income of up to USD 250 per farmer, based on first field tests.
- 410 hip-pumps were introduced as an innovative and affordable irrigation solution for smallholder farmers, increasing their annual income from horticultural production by an average of 34% (USD 91 per farmer) through an increase in productivity and the production area.
- New packaging for the transport of vegetables, namely plastic boxes and mesh net bags, was introduced to the market during 2014 through a wholesaler association in Nampula, thus reducing transit losses. More than 1,300 horticultural smallholder farmers (21% female) benefited from improved packaging, increasing their income on average by USD 88 per farmer, per year.
Promoting Market Oriented Skills Training (PROMOST)

PROMOST is an SDC funded project that supports the Government of Rwanda’s efforts to improve accessibility, quality and the relevance of its Technical Vocational Education and Training (TVET) system, with an overall goal of contributing towards increased employment and income generation for the rural population. It started in December 2012 and ends in November 2015.

The project is being implemented in the Western province of Rwanda with a focus on five districts. It works closely with formal and informal TVET sectors and with the local rural population as target beneficiaries.

PROMOST uses a holistic and integrated approach to its development through four outcomes: 1) increasing access for the beneficiaries to more diversified TVET services; 2) strengthening the quality and relevance of vocational training through development of competency-based curricula in collaboration with the private sector; 3) developing the institutional and organisational capacity of key stakeholders; and 4) strengthening the national and regional harmonisation process of curricula, examination and certification to promote citizens’ mobility.

Main activities implemented by the project include training of trainers, capacity-building of TVET managers and the authority responsible for TVET, short-term training for the beneficiaries, rehabilitation and equipment of the micro-training providers in the informal sector and linking the private sector with the TVET providers.

Outcomes in 2014:

- At least 120,000 people were reached by a TVET sensitisation campaign.
- Seven Competency Based Training (CBT) curricula were developed and utilised by TVET centres.
- 5 new VTC Managers and their deputies were trained in management of TVET institutions.
- 76 trainers upgraded their technical skills in technical subjects (including entrepreneurship, pedagogy and accounting) through Training of Trainers (TOT) sessions organised by the project.
- 6 members of Integrated Polytechnic Regional Centre staff in charge of supervision of VTC and Technical Secondary Schools were trained in monitoring and follow up of implementation of CBT curricula.
- 71 TVET Managers representing the western province increased their capacity in management and leadership through capacity building seminars organized by the project.
Energy Efficient Clay Brick (EECB)

Funded by the Swiss Agency for Development and Co-operation’s Climate Change Programme, EECB aims at increasing energy efficiency and reducing greenhouse gas emission in the South African clay brick sector. The project represents phase II of the 4-year pilot Vertical Shaft Brick Kilns (VSBK) project. It was launched in November 2013 and has a duration of another 4 years.

EECB uses the market development approach to sustainably improve energy efficiency and reduce greenhouse gas (GHG) emissions in clay brick production through strategically targeted interventions, addressing certain market constraints within the South African clay brick sector.

The intervention increases the marketable, steady supply of low carbon bricks, thus responding to the growing demand for cost effective, energy efficient building materials in South Africa. By the end of this project phase (October 2017), EECB expects energy efficient practices - key to sustainable clay brick production in South Africa – to have effectively been transferred to a critical mass by reaching over 50 clay producers.

By 2017, EECB anticipates an overall reduction of GHG emissions in the South African clay brick sector of 320,000t CO2 per year, as well as a 10% reduction in input. In order to achieve these targets, EECB facilitates capacity-building and knowledge-sharing activities throughout the clay brick sector. On supply side, the project engages actively with clay brick producers and related service providers, equipping them with the necessary capacity and knowledge needed to shift to more energy efficient production practices including the Vertical Shaft Brick Kiln (VSBK) technology.

With regards to a more favourable regulatory environment, EECB facilitates a closer cooperation between private and public stakeholders and supports financial institutions in developing specific financial products for clean technology. On the demand side, EECB facilitates the promotion of the benefits of low carbon bricks to the building sector in an effort to grow market share and create a pull effect for the main drivers of change - the buyers.

Outcomes in 2014

- 18 Vertical Shaft Brick Kilns (VSBK) have been officially inaugurated at Langkloof Bricks in the Eastern Cape, resulting in a reduction of 400t CO2 per year per shaft or 7,200 CO2 per year in total. Furthermore, two Environment Impact Assessments (EIA) have been completed and the contracting for the next two VSBK constructions has been concluded.
- The development of an Energy Efficiency Tool for Clay Brick producers has been commissioned and 15 factory audits on energy efficiency have been conducted.
- The financial sector is actively participating in dialogue platforms with the clay brick sector and commercial banks have shown interest in developing sector-specific financial products.
- The Government has also participated in dialogue platforms and the Department of Energy (DoE) is interested in an EECB contribution to a Sector Energy Management Plan.
- EECB contributed to the elaboration of several sector studies such as the carbon tax study, life cycle assessment, socio economic study and a study on the informal brick sector.
Local Economic Development Network for Africa (LEDNA)

Since inception in 2009, LEDNA’s activities focused on two components: field activities, the goal of which is to reinforce the capacity of local governments and animating an online knowledge sharing and social networking platform named www.ledna.org. During 2014 the project was phasing out and activities were transferred to the long term partner Untied Cities and Local Governments of Africa (UCLGA).

During the first six months of 2014, the project management was gradually transferred to UCLGA.

Since 2013, LEDNA Online has three key components: 1) the one-stop-shop for LED Knowledge; 2) the Networking dimension in the community; and 3) the newly instituted social media satellites. The key achievement of the period relates to the new vibrancy of our social media pages as a direct result of the implementation of the “Global LEDNA Online Strategy” conceptualised in March last year. Our social media pages, particularly our two Facebook pages, have now lived up to the vision of being lively sites for broad-based conversations on LED other outstanding achievements during the period are related to the LEDNA Original Knowledge Creation series and the high growth rate of membership.

Outcomes in 2014:

- There are now 1,428 members in the LEDNA network - 987 residing in Africa and 441 outside of Africa. (69.5% are Anglophone, whereas the balance is francophone.)
- Over 3,000 hits on the LEDNA website are registered every month.
- Overall, the period has seen the uploading of 210 (119 in English and 91 in French) new resources on the website. 122 of these were substantive resources (new studies, methodologies, cases studies, blogs, LEDNA Knowledge briefs) and the remaining 88 were employment opportunities and event announcements.
- To date, the top five most read knowledge briefs on the website have attracted well over 10,000 reads each, with the first two being close to reaching 30,000 reads respectively. These were ‘Importance of the Informal Economy for Local Economic Development (LED) in Africa’ and ‘Managing Informality: Local government practices and approaches towards the informal economy in Africa.’
- Numerically, we recorded a phenomenal growth in followership on Facebook (13,497 followers in English, 8,864 followers in French). This Facebook growth was aided by a paid advertising campaign that led thousands to discover and like LEDNA and thereafter participate in the conversations.
Youth Entrepreneurship Programme (YEP)

The 3-year-old Youth Entrepreneurship Project, funded by Credit Suisse, ended in September 2014. Over the last three years, more than 400 youths have participated in the programme. Based on the strength of the “You, the Entrepreneur” Monday night radio programme, originally hosted by YEP, First National Bank bought the slot and now runs a nightly programme called Syndicated Business.

The project is made up of three components: the Youth Entrepreneurship Programme, Corporate Partnerships, and Business and Financial Education through Mass Media. During the three-year project phase, 403 students participated in the training and 279 were economically active at the date of graduation. In the last year, the training format was shortened, but the mentoring time doubled. This modification helped the trainees to get into business within a shorter period of time and further benefitted through intensive coaching from the facilitators. Enrolment almost doubled from this modification, while human resources remained the same.

Corporate firms continued to offer preferential procurement conditions to the students and provided internships for the trainees on a regular basis.

The media partnership through which the project had an outreach to over 400,000 listeners and readers took a surprising turn: One of the 4 big commercial banks found great value in the radio programme designed by YEP and ended up buying the prime slot and running it on a daily basis. This means sustainability for the radio station and assurance to listeners that they will continue to have access to relevant and localised economic information.

Outcomes in 2014:

- 183 students enrolled in the programme in 2014, with 136 of them economically active at the date of graduation.
- 74 trainees have taken up full-time employment. This is as a result of the great number of short-term internships provided by the local companies and the effects of thorough life skills training, stressing the importance of reliability, trustworthiness and commitment.
- The majority of the trainees went into self-employment and entrepreneurship. After each course, the students found ways to earn a living. Some examples include opening.
TANZANIA

Developing Economic Opportunities in Waste Collection (Taka Ni Mali - TnM)

The goal of the TnM Project is to develop economic opportunities in solid waste collection, separation and recycling, in order to reduce environmental degradation and health risks through an efficient and sustainable Solid Waste Management (SWM) programme within Morogoro municipality. The project, funded by SDC and the Swiss Private Sector, started in 2013 and ends in 2016.

The project aims to strengthen 15 Community Based Organisations (CBOs) and Private Service Providers (PSPs) as well as five green businesses in solid waste collection, sorting and recycling. This we believe will lead to improved urban hygiene by reducing the amount of mixed waste being discarded into public areas or burned in private courtyards, causing environmental pollution, drain clogging and food contamination.

Reduction of waste disposed in landfills in turn reduces ground water pollution and health risks, especially for the poorest who often live in the most unsanitary conditions. Separation at household level further reduces contamination of recyclables with wet waste and therefore increases the quality and value of recyclable waste items. This generates additional income for Community Based Organisations (CBOs) and others operating in the waste sector and creates new opportunities for green jobs in the recycling sector.

Outcomes in 2014:

- 3,142 new households from six wards were reached and started sorting waste at source in 2014. Since 2013, a total of 3,492 households are involved in waste collection and separation.
- 1,047 households (30%) were engaged in solid waste sorting.
- 504 tons of waste were recovered/composted (reduction of CO2 equivalent emissions).
- The average increase in net income per beneficiary was USD 165 (44% of the Baseline) for both men and women.
The second phase of Fanikisha+ Project that started in May 2014, seeks to upscale the achievement and impact of Fanikisha+ phase one pilot phase that ended in November 2013. In partnership with Equity Bank in Tanzania, the project supports women entrepreneurs in Tanzania to grow their business and increase their income. The project is funded by the Swiss Capacity Building Fund (SCBF) and will end in October 2015.

The project focuses on expanding the delivery channels of Fanikisha+ products through the Equity Bank’s branches in Tanzania. It further aims to support sustainable market-driven delivery of the Fanikisha + products by Equity Bank. Fanikisha+ interventions include design and implementation of measures to address the challenges faced by women entrepreneurs through financial and non-financial services; mentoring and coaching high-potential women entrepreneurs; internal capacity building of equity Bank staff and entrepreneurship training of women entrepreneurs.

The training of Equity Bank credit staff by International Labour Organisation (ILO) experts, which paves way for entrepreneurship training for women entrepreneurs, was ongoing in December 2014. Coaching of the flagship women entrepreneurs’ by the credit Suisse Executives was also completed.

Outcomes in 2014:

• The Fanikisha+ Project was represented in the Oxford Women’s Forum in May 2014 by the three Partner organisations, namely: Swisscontact, Trestle Group Foundation and Equity Bank.
• Three high potential women entrepreneurs were coached and mentored by Credit Suisse executives.
• Equity Bank has fully integrated the Fanikisha+ product in its systems.
• 60 Equity Bank credit officers were trained to deliver the entrepreneurship training to women entrepreneurs. The training commenced in December 2014.
• Hundreds of women continue to receive Fanikisha+ loan products.
Rural Livelihood Development Programme (RLDP)

The Rural Livelihood Development Programme (RLDP) is an agricultural market development programme in Tanzania that is supported by the Swiss government through the Swiss Agency for Development and Cooperation (SDC). The programme’s overall goal is to improve livelihoods of smallholder farmers and related micro and small enterprises in the Central Corridor of Tanzania through increased income and employment opportunities. The programme period is 2012 – 2016.

The programme aims to improve the livelihoods of farmers in seven poverty stricken, semi-arid Regions of Central Tanzania, by linking poor producers and processors with markets. RLDP applies the “Making the markets work for the poor” (M4P) approach in its work. The programme is managed by two Swiss non-profit organisations - Swisscontact and HELVETAS Swiss Inter-cooperation. RLDP intervenes in the sunflower, cotton and rice core subsectors. In addition to these main subsectors, the programme also works on media and information services, poultry, and rural advisory services as cross-sector services. The programme introduces different innovative interventions that increase/improve market performance even after RLDP phases out its involvement. The target beneficiaries are men and women – small-scale rural agriculture producers of cotton, sunflower and rice within the central corridor of Tanzania.

Outcomes in 2014:

- 30,057 farmers accessed improved agricultural extension and advisory services, including crop insurance, apiculture, use of improved seeds, use of fertiliser in sunflower farming, carbon farming in rice, parboiling rice, mobile phone agricultural information via SMS in sunflower, financial linkages, audience research, radio programmes on gender mainstreaming and smallholder farming. This outreach was facilitated through 13 contract farming partnerships (eight in sunflower, three in rice and two in cotton sectors) in 2014.
- Cumulatively, 88,365 farmers have benefitted through service delivery of 37 partners. The productivity of sunflower has increased from 813 kg/ha in 2012 to 1,138kg/ha; cotton from 1,250kg/ha to 1,700kg/ha; and rice from 2,400kg/ha to 4,200kg/ha.
The project goal is to contribute to improved economic performance of 1,500 smallholder farmers and 1,500 youth in rural Morogoro. The project facilitates the development of agriculture, life and natural resource management skills training and access to financial services. It promotes dialogue and collaboration between stakeholders and other actors. It further strengthens the capacity of trainers, facilitators and resource providers, in collaboration with local actors such as NGOs, the private sector and local government agencies (LGA). The project’s delivery model is the Farmer Field School (FFS) system, where the training takes place on a common plot of land normally provided by the village government. This allows the beneficiaries to go through a 9-month learning cycle.

Outcomes in 2014:

- 455 (183 women) smallholder farmers and 154 (67 women) youths were trained.
- A team of 17 Morogoro Vocational Teachers Training College (MVTTC) trainers – four of which are women - gained facilitation skills.
- 500 (198 women) smallholder farmers began training in sustainable agricultural practices in 2014 and were continuing with their training by end of the year.
- Impact assessment for farmers and youths showed a 56% overall increase of the net income. Women achieved a net income increase of 59%. The average net income per farmer per year in 2014 was TZS 1,393,642 (USD 898), while the net income for women per year was TZS 867,770 (USD 558). For the youth the average net income per year for males was TZS 1,096,475 (USD 706) and for females TZS 980,785 (USD 631).
- The number of active Mavuno Savings and Lending Groups in 2014 was 13, with 252 members (146 women) having saved TZS 10,674,400 (USD 6,880) and borrowed TZS 59,028,033 (USD 38,039).
The U-LEARN Project aims to empower disadvantaged youth from the lake region districts of Uganda and Tanzania to sustainably build stable livelihoods for themselves and their families. The project targets youth with limited or no formal education and virtually no access to skills training. The project, funded by the MasterCard Foundation, started in 2011 and will end in 2016.

The U-LEARN Project is part of The MasterCard Foundation’s Learn, Earn and Save initiative for young people in disadvantaged settings. The project aims to improve the livelihoods of 3,600 young people aged between the ages of 16 and 25 in Uganda and Tanzania, over the five-year project life. This is done by empowering the youth with vocational skills, life skills and entrepreneurial skills. Project activities involve awareness creation and mobilisation, career guidance, counselling, learning group formation, promoting Mavuno Saving and Lending Groups, developing credit products, facilitating entrepreneurship development, facilitating internship, job placement and coaching start-up of businesses.

Outcomes in 2014:

- 3,363 (1,900 female) have benefitted from vocational training, and life and entrepreneurship skills modules. A further 660 youths underwent vocational training in December 2014.
- 89 Mavuno Saving and Lending Groups comprising of 1,597 (763 female) members saved a total of USD 14,692.
- Five Learning groups were linked to local financial services providers to acquire loans. The financial service providers include the UN-HABITAT, LGAs youth funds programme, FINCA and Savings and Credit Cooperative Unions (SACCOs).
- 87 training service providers were facilitated to deliver training to the youths.
- 1,270 (875 female) beneficiaries are self-employed and 971 are now employed by SMEs.
- 708 (306 female) of the 817 youth who undertook the Vocational Education Training Authority exams gained skills recognition by being awarded with certificates of competence.
The Markets for Uganda (M4U) Project uses the Inclusive Markets development approach to increase incomes, employment opportunities and livelihoods of 30,000 smallholder farmers and micro-enterprises within the cocoa and honey value chains. The project, which started in 2013 and ends in 2016, is funded by the SDC and the Swiss Private Sector.

The project’s target is to reduce poverty, and increase the incomes and sustainable livelihoods of 15,000 cocoa smallholder farmers and 15,000 honey producers. The project covers Bundibugyo, Hoima, Kibaale and greater Mukono (Buikwe and Mukono) districts for the cocoa market system and Mubende, Nakasongola, Nakaseke and Luwero districts for the honey market system. In order to create sustainable results, the project plays a facilitating role in enabling the partners to play their respective roles in the value chain.

The project facilitates beekeepers, cocoa farmers, processors and micro-enterprises to access productivity-enhancing technologies and markets for their products. The interventions, delivered through private and public sector intermediaries, include strengthening capacities of the producer organisations, creating market and financial services linkages and the provision of market information to producers. The project further facilitates multi-stakeholders platforms that enable actors to work together to overcome challenges that hinder their respective value chains. Partnerships with like-minded private sector entities are supported to enhance their capacity through joint efforts in addressing the underlying issues affecting the two market systems.

Outcomes in 2014:

Cocoa Sector:
- Three private sector companies were facilitated to reach and offer services to 9,150 cocoa growers (2,837 females) who are organised into 71 producer organisations. These producers are receiving services through 25 Farmer Field schools, established by the partners who were facilitated by the project.
- Cocoa producers supported by partners have so far sold 909,867 kg of cocoa worth UGX 6,322,462,000 (USD 2,403,130).
- One of the partners, Bundibugyo Cocoa Association (BCA), was able to access USD
157,460 as a trade finance loan from Rabo Bank and also secured a forward contract to supply cocoa beans to Cocoa Source SA based in Switzerland. Under this arrangement, BCA supplied 330,000 Kg of cocoa beans worth UGX 2,475,000,000 (USD 940,732) to Cocoa Source.

- 399 cocoa producers accessed inputs and equipment using funds advanced to them by ICAM, while 866 cocoa producers (426 women) have been able to save UGX 27,965,250 (USD 10,629) and borrowed UGX 29,292,850 (USD 11,134) in Mavuno groups.
- 25 Farmer Field Schools have been established and offer regular training to cocoa growers.

Honey Sector:

- The project engaged two private sector partners who provided embedded services to 3,346 new beekeepers (951 women and 2,395 men). These beekeepers are organised into 27 producer groups and have been able to sell their products through collective marketing.
- 8,394 Kg of honey worth UGX 49,100,000 (USD 18,678) was bought from honey producers by a variety of buyers.
- The project supported the Ministry of Agriculture and Animal Industry and Fisheries (MAAIF) - in conjunction with The Uganda National Apiculture Development Organisation (TUNADO) - to develop a simplified National Beekeepers Manual. The manual was officially launched by the Minister State for Agriculture in April 2014 and is now used by all training providers in Uganda.
- Apitrade Africa, a Pan African umbrella organisation for honey actors, was facilitated to review a National Apiculture Policy and develop a Strategic Plan for the honey sector in Uganda. Both documents await approval by the committee of the MAAIF.
- In collaboration with TUNADO, MAAIF and the Uganda National Bureau of Standards, an additional 20 honey inspectors were trained to ensure quality assurance of beehive products in various parts of the district.
- The project integrates Mavuno Savings and Lending in the honey sector. In 2014, 40 Community Based Trainers (CBTs) were trained and went on to facilitate the formation of 61 Mavuno groups, who accumulated UGX 27,490,000 (USD 10,448) as savings and secured loans to the value of UGX 31,003,000 (USD 11,785) for group members.
Local Skills Development for Youth (LSDY)

The overall goal of the LSDY Project is to contribute to poverty alleviation through the creation of employment opportunities for young women and men, within a sustainable economic environment. The project began in January 2013 and will end in December 2015. It is funded by the Medicor Foundation and Gebauer Stiftung.

The LSDY Project is implemented in Budaka, Bugiri, Busia, Iganga, Manafwa, Mbale, Namayingo and Mayuge districts of Eastern Uganda. It targets unemployed youths aged between 16 and 30, from both rural and urban areas within the eight districts. Through occupational skills training, social and life skills support and access to finance, employment opportunities are created, leading to income enhancement for the young women and men. To increase the employability of the trained youth, post-training support is rendered through entrepreneurship skills training, product development and market linkages. The project, through its collaboration with the Directorate of Industrial Training (DIT), the Ministry of Education and the private sector, develops curricula in selected trades, forms learning groups and assesses the trainees’ competence for Workers’PAS certification.

Mavuno Group Saving and Lending has been integrated into the project to enable the youth beneficiaries to gain financial literacy, save and access loans as capital for small business startups and ultimately improve their capability of accessing enhanced financial services from other existing local financial service providers.

Outcomes in 2014:

- 497 (298 women) youths benefited from occupational skills training.
- 844 gained employment after the skills training: 616 in self-employment and 11% with employment in an enterprise.
- Youths’ incomes have grown and in many instances doubled to an average of about USD 198 per month, leading to improved livelihoods.
- The project worked with 38 new Training Service Providers (TSPs) in 2014.
- A total of 300 youths have been assessed for Workers’PAS Certification (140 in 2013 and 160 in 2014).
- 580 youths benefitted from a post-training package, which comprised of entrepreneurship skills training, product development, market linkage and business coaching.
- 104 Mavuno groups were formed, with a total of 2,214 members, 1,439 of them women.
- Mavuno Groups’ cumulative savings since 2013 is USD 46,668, while the total loans issued by the groups are USD 54,906.
### Overview of Projects

<table>
<thead>
<tr>
<th>Project name</th>
<th>Country</th>
<th>Partners/Sponsors</th>
<th>Duration</th>
<th>Results to date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CORE SECTOR 1: SKILLS DEVELOPMENT</strong></td>
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</tr>
<tr>
<td>1. Skills 4 Life</td>
<td>Kenya</td>
<td>SDC</td>
<td>May 2013 - Jun 2015</td>
<td>327 unemployed youth (186 female) gained employable technical and life skills. 79 (44 female) used the skills for self-employment from May to December 2014, earning a total income of USD 9,370. 109 (87 female) accessed financial literacy training and were able to participate in Mavuno Saving and Lending. The average savings per group per month were KES 7,796 (USD 88.5).</td>
</tr>
<tr>
<td>2. PROMOST</td>
<td>Rwanda</td>
<td>SDC</td>
<td>Dec 2012 - Nov 2015</td>
<td>1,060 people from the rural communities, among them the most vulnerable and youth, gained vocational skills 5 new VTCs were built.</td>
</tr>
<tr>
<td>3. YEP</td>
<td>South Africa</td>
<td>Credit Suisse</td>
<td>Oct 2011 - Sep 2014</td>
<td>403 participants trained since project inception, 279 economically active and more than 400,000 reached through mass media on an ongoing basis.</td>
</tr>
<tr>
<td>4. SDAS</td>
<td>Tanzania</td>
<td>SDC and Swiss Private Sector</td>
<td>Jan 2013 - Dec 2016</td>
<td>455 (183 women) smallholder farmers and 154 (67 female) youth benefited from agricultural and life skills training. The capacity of 17 trainers of Morogoro Vocational Teachers Training College was enhanced. A total of 252 (146 women) farmers were able to save a total of USD 5,880 and benefit from small loans valued at USD 38,040. Additional net income for the farmers increased by USD 898 and USD 706 for youth.</td>
</tr>
<tr>
<td>5. U-LEARN</td>
<td>Tanzania and Uganda</td>
<td>Master Card Foundation</td>
<td>Jul 2011 - Jun 2016</td>
<td>A total of 3,363 (1,900 female) youth benefited from vocational skills training, life skills, entrepreneurship and financial literacy skills. 1,597 participated in Mavuno Group Saving and Lending. 1,270 beneficiaries gained self-employment, while 971 were employed by SMEs. 708 youth gained skills recognition from the Vocational Education Training Authority (VETA) of Tanzania.</td>
</tr>
<tr>
<td>6. LSDY</td>
<td>Uganda</td>
<td>Medicor Foundation and Gebauer Stiftung</td>
<td>Jan 2013 - Dec 2016</td>
<td>A total of 497 (298 female) youths benefited from occupational skills training and financial literacy. Cumulatively, from 2013, 1,005 (603 female) have benefited from the skills training and 616 have gained self-employment, while 228 found other forms of employment.</td>
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<tr>
<td><strong>CORE SECTOR 2: SME PROMOTION</strong></td>
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<tr>
<td>7. Horti-sempre</td>
<td>Mozambique</td>
<td>SDC</td>
<td>Mar 2013 - Dec 2016</td>
<td>11 new horticultural seed varieties were registered; 125kg imported and 50kg sold by Mozambican seed provider. 410 affordable irrigation solutions (hip-pumps) were accessed by more than 1,200 farmers (33% women), increasing income by 34% (USD 94/year/farmer). 800 additional plastic boxes and 20,000 mesh net bags were introduced to the market. 1300 horticultural smallholders (21% female) benefitted from improved packaging, increasing their incomes by USD 90/year/farmer.</td>
</tr>
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</table>
### Overview of Projects

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</thead>
<tbody>
<tr>
<td>8. LEDNA</td>
<td>Pan-African</td>
<td>SDC United Cities and Local Governments of Africa (UCLGA)</td>
<td>Sep 2010 - June 2014</td>
<td>There are now 1,428 members in the LEDNA network. More than 3,000 hits are recorded on the LEDNA website each month. 210 new resources have been uploaded to the website, with the top five most-read resource pieces attracting up to 30,000 views. There has been a phenomenal growth of followership on Facebook (13,497 followers in English; 8,864 in French).</td>
</tr>
<tr>
<td>9. RLDP</td>
<td>Tanzania</td>
<td>SDC/HSI</td>
<td>Apr 2012-Mar 2016</td>
<td>30,057 farmers accessed improved agricultural extension and advisory services. This outreach was facilitated through 13 contract farming partnerships in 2014. Cumulatively, 88,365 farmers have benefitted from service delivery by 37 contract farming partnerships, and recorded an average 48% increase in productivity for sunflower, rice and cotton.</td>
</tr>
<tr>
<td>10. M4U</td>
<td>Uganda</td>
<td>SDC</td>
<td>Jan 2013 - Dec 2016</td>
<td>Cocoa Sub-sector: 9,150 (2,837 women) cocoa producers were organised into 71 producer groups. Producers were linked to markets and sold 909,867 Kg of cocoa beans worth UGX 6,322,462,000 (USD 2,403,130,160). Honey Sub-sector: 1,167 (589 women) beekeepers were organised into 27 producer and marketing groups. Farmers receiving training from the project partners and sold 8,394 kg of honey worth UGX 49,100,000 (USD 18,678).</td>
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#### CORE SECTOR 3: FINANCIAL SERVICES

<table>
<thead>
<tr>
<th>Project name</th>
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<th>Partners/Sponsors</th>
<th>Duration</th>
<th>Results to date</th>
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</thead>
<tbody>
<tr>
<td>12. SACCO Start-up Kit</td>
<td>Kenya</td>
<td>Swiss Private Sector and SDC</td>
<td>Jan 2013-Dec 2016</td>
<td>580 leaders gained improved skills in SACCO management and 62 staff members of young SACCOs gained technical skills for SACCO operations. 10,528 members from 11 SACCOs benefitted from improved SACCOs financial services in 2014. In cumulative terms 26,960 members from 52 young SACCOs have benefitted.</td>
</tr>
<tr>
<td>13. Mavuno Savings and Lending Groups</td>
<td>Kenya, Tanzania and Uganda</td>
<td>Swiss Private Sector and SDC</td>
<td>Jan 2013-Dec 2016</td>
<td>218 new Mavuno groups with 4,713 members saved USD 303,723 and borrowed USD 688,451 in 2014. Cumulatively, a total of 32,650 have been able to save USD 1,564,382 and borrowed a total of USD 7,662,272 since 2006.</td>
</tr>
<tr>
<td>14. Institutional Development of Cooperatives</td>
<td>Kenya</td>
<td>Swiss Private Sector and SDC</td>
<td>Jan 2013-Dec 2016</td>
<td>11,259 members of the four supported SACCOs benefitted from improved operations. Cumulatively, a total of 68,607 accessed improved financial services, and 33 staff members from the four SACCOs gained improved SACCO governance and operations skills.</td>
</tr>
<tr>
<td>Project name</td>
<td>Country</td>
<td>Partners/Sponsors</td>
<td>Duration</td>
<td>Results to date</td>
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<tr>
<td>15. <strong>Lukenya Housing and Cooperative</strong></td>
<td>Kenya</td>
<td>Swiss Private Sector and SDC</td>
<td>Jan 2013-Dec 2016</td>
<td>Through five market drives supported by the project, SACCO membership increased from 283 to 403 An additional 125 low-cost houses were built for members in 2014.</td>
</tr>
<tr>
<td>16. <strong>Microfinance Skills Development</strong></td>
<td>Kenya, Tanzania and Uganda</td>
<td>Swiss Private Sector and SDC</td>
<td>Jan 2013-Dec 2016</td>
<td>548 new students from seven training institutions benefitted from microfinance skills training in 2014, 2,711 microfinance graduates from the seven partner training institutions completed the courses.</td>
</tr>
<tr>
<td>17. <strong>Microleasing</strong></td>
<td>Kenya, Uganda</td>
<td>Credit Suisse</td>
<td>Oct 2012-Sep 2014</td>
<td>3,567 new leases valued at USD 4,071,627 were disbursed to farmers in Kenya and Uganda. This brings the cumulative asset lease disbursement to smallholder farmers to 28,074 or USD 19,291,296. Over 95% of the beneficiaries are using the assets for production.</td>
</tr>
<tr>
<td>18. <strong>Fanikisha+</strong></td>
<td>Tanzania</td>
<td>Swiss Capacity Building Facility</td>
<td>Jun 2014-Oct 2015</td>
<td>Inception activities for Fanikisha+ upscaling began in June 2014 and 60 Equity Bank credit officers were trained as trainers to facilitate the entrepreneurship training of women entrepreneurs.</td>
</tr>
</tbody>
</table>

**CORE SECTOR 4: RESOURCE EFFICIENCY**

<table>
<thead>
<tr>
<th>Project name</th>
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<th>Duration</th>
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</tr>
</thead>
<tbody>
<tr>
<td>19. <strong>EECB</strong></td>
<td>South Africa</td>
<td>SDC</td>
<td>Nov 2013-Oct 2017</td>
<td>18 VSBKs were inaugurated and 15 factory audits on energy efficiency were conducted. The government, financial sector, civil society and construction sector were actively involved in the Dialogue Platform with the clay brick sector.</td>
</tr>
<tr>
<td>20. <strong>Taka Ni Mali (TnM)</strong></td>
<td>Tanzania</td>
<td>SDC and Swiss Private Sectors</td>
<td>Jan 2013-Dec 2016</td>
<td>6 new CBOs were trained and equipped, resulting in 3,492 new households that commenced separating solid waste. 504 tons of waste was recovered/composted (reduction of CO2 equivalent). The average net increase in income per CBO was USD 165 for both men and women.</td>
</tr>
</tbody>
</table>
## Central, Eastern & Southern Africa Team

<table>
<thead>
<tr>
<th>SURNAME</th>
<th>FIRST NAME</th>
<th>GENDER</th>
<th>FUNCTION</th>
<th>COUNTRY</th>
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<tbody>
<tr>
<td>Su</td>
<td>Veronique</td>
<td>Female</td>
<td>Regional Director</td>
<td>Kenya</td>
</tr>
<tr>
<td>Njoroge</td>
<td>John</td>
<td>Male</td>
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<tr>
<td>Lenakioyo</td>
<td>Joseph</td>
<td>Male</td>
<td>Technical Advisor, Skills 4 Life Project</td>
<td>Kenya</td>
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<tr>
<td>Buckley</td>
<td>Ailsa</td>
<td>Female</td>
<td>Market Development</td>
<td>Kenya</td>
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<td>Wainaina</td>
<td>Esther</td>
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<td>Accountant</td>
<td>Kenya</td>
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<tr>
<td>Tibasiimwa</td>
<td>Patrick</td>
<td>Male</td>
<td>Project Officer, Skills 4 Life Project</td>
<td>Kenya</td>
</tr>
<tr>
<td>Masinde</td>
<td>Helen</td>
<td>Female</td>
<td>Project Manager, Mavuno</td>
<td>Kenya</td>
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<tr>
<td>Hiribae</td>
<td>Alice</td>
<td>Female</td>
<td>Regional Administrator</td>
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<tr>
<td>Rotich</td>
<td>Gladys</td>
<td>Female</td>
<td>Project Manager, SACCOs</td>
<td>Kenya</td>
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<tr>
<td>Mbugua</td>
<td>Nicholous</td>
<td>Male</td>
<td>Project Assistant, SACCOs</td>
<td>Kenya</td>
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<tr>
<td>Karuana</td>
<td>Esther</td>
<td>Female</td>
<td>Project Assistant, Mavuno</td>
<td>Kenya</td>
</tr>
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We Create Opportunities

Kenya
Swisscontact
P.O. Box 47996
00100 - Nairobi
Tel: +254 20 374 3927
Tel: +254 20 374 4042
Fax: +254 20 4445315
www.swisscontact.org/kenya

Mozambique
Swisscontact
Avenida Josina Machel 28
Nampula
Tel: +258 84 48 77 840
www.swisscontact.org/en

Rwanda
Swisscontact
c/o P.O. Box 5504
Kigali
Tel: +250 252 585 120
www.swisscontact.org/fr

South Africa
Swisscontact
Office 80B
107 Nicolson Street
Brooklyn, Pretoria 0181
Tel: +27 12 346 51 02
www.swisscontact.org/southafrica

Tanzania
Swisscontact
P.O. Box 105735
Msasani, Dar es Salaam
Tel: +255 22 278 01 15
Fax: +255 22 278 01 15
www.swisscontact.org/en

Uganda
Swisscontact
P.O. Box 21153
Kampala
Tel: +256 0 414 222 431
Fax: +256 0 414 286 499
www.swisscontact.org/uganda

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Swiss NPO Code: The structure and management of Swisscontact conforms to the Corporate Governance Regulations for Non-Profit Organisations in Switzerland (Swiss NPO Code), issued by the presidents of large relief organisations. An audit conducted on behalf of this organisation showed that Swisscontact adheres to principles of the Swiss NPO Code.

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, proving that donations are allocated appropriately, efficiently, and effectively. In addition, it stands for transparent and trustworthy organisations with functioning control structures that uphold ethics in the procurement of funds and communication. Swisscontact is regularly audited for compliance with these criteria. (Source: ZEWO)

April 2015