

**The Marr-Munning Trust**

**Grant Monitoring Form - End of Year Report**

Please complete this form on your computer and email the completed form to:  
[info@marrmunningtrust.org.uk](mailto:info@marrmunningtrust.org.uk)

You must complete and return this form by: **14<sup>th</sup> December 2017**

If you already have a report (for another funder or for your own management purposes) which answers all our questions, you may send us that report instead of completing this form.

**ABOUT YOUR ORGANISATION:**

1.	Name of Organisation:	Shared Interest Foundation
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**ABOUT THE GRANT WE AWARDED:**

2.	Summary of purpose for which the grant from MMT was awarded:	Skills training for 5 co-operatives of Fairtrade farmers in Malawi
3.	Amount of Grant Awarded:	£13,000
4.	Period Covered By This Report:	24 <sup>th</sup> October 2016 to 31 <sup>st</sup> October 2017

**TELL US ABOUT YOUR PROJECT AND THE IMPACT IT HAS HAD SO FAR:**

5.	During the 12 months covered by this report, in total, how many people have benefitted directly from the project we funded?	In total, 96 people have benefitted directly from the project. This includes 60 tea producers, 20 macadamia and 16 groundnut producers selected from five producer based cooperatives in Malawi.
6.	Of this total, how many were female?	Out of the 96 beneficiaries, 34 were female producers.
7.	Please tell us specifically how these people benefitted from the project and how you measured this. Please tell us what progress has been made under each of the Outcomes you listed in your answer to Questions 21 and 22 in your original grant application to us.	All the 96 producers participated in a two-day workshop on good agricultural practices. Agronomists from the Malawi Ministry of Agriculture facilitated the training sessions. They trained the participants on planting and harvesting techniques, fertilizer application, pest and disease control and general farm maintenance. It was evident from the training evaluation that all the participants found the training very relevant and well focused. They indicated that, they acquired new skills that would improve their farming practices and increase farm yield. The sessions were very interactive; the participants were given the opportunity to share their experience on the farm and to discuss any challenges confronting them. The facilitators addressed the various issues raised by the producers and proposed appropriate solutions. From the evaluation results, 85% of the participants described the training as the very first of its kind since they started farming business. After the training, 79% of the producers realised that

they were not abreast with good agricultural practices and innovations; for them, the training was an eye opener.

The project set out to achieve four main outcomes:

- Increase tea yield and the income of 16,174 farmers
- Support one macadamia cooperative to regain their Fairtrade certification and access fairtrade market
- Support 20,417 groundnut producers to improve the quality of their produce and access fairtrade market
- Build the business management capacity of the five cooperatives to develop and implement formal business plans

This year we carried out a baseline study with the five identified cooperatives to establish a reference point, which will provide the basis for monitoring progress and assessing impact. We gathered data on a number of quantitative indicators and carried out a survey to determine the sustainability level of the cooperatives prior to our intervention. The survey results indicated that 95% of the respondents were worried about the sustainability of their businesses; only 13% believed their businesses would be successful. This is explained by the fact that, these producers have been recording low yield and low sales over the years and as a result, they could not meet their cost of production. They have been incurring losses; in fact, 89% of them stated that if the trend continued, they would quit farming.

Furthermore, 77% of the respondents did not understand what is needed to improve the quality of their produce; 87% were not able to achieve their production targets. The survey results further showed that 69% of the producers did not have a good financial record keeping system; 76% did not hold annual strategic planning sessions and only 18% had a marketing strategy.

The baseline survey enabled us to have a clearer picture and a better understanding of the situation of these cooperatives and to tailor our interventions to meet their needs. In our attempt to address the specific needs of the cooperatives, we held separate training sessions for each of them. We will start monitoring the change process and assess the impact of the trainings by next year.

One other key activity undertaken during the year was the support we provided to Malawi Fairtrade Network for the recruitment of a project manager. They did not have the financial resources to employ one, so we revised the budget and allocated some funds towards the payment of the salary of the project manager for a year. The budget revision was done in consultation with the Malawi Fairtrade Network and we made sure it did not affect the implementation of planned activities. The Network believe that their income stream will improve in a year's time as members increase sales and improve on the payment of membership fees.

8.	How did you spend the grant we awarded to your organisation? (You may attach a budget listing how the grant was spent)																								
This year we spent £ 5,388 for the implementation of project activities. The breakdown is as below:																									
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9.	If your answer to 4, 5, 6, 7 or 8 is significantly different to what you said in your original grant application, please tell us why.																								
All activities listed in the original grant application for year one were implemented accordingly and there wasn't any change of plan during the year.																									
10.	What has worked particularly well about your project so far and why?																								
The collaboration with the Malawi Ministry of Agriculture was very positive. Experts from the Ministry facilitated the training sessions on good agricultural practices. They also supported the Malawi Fairtrade Network to develop the training programme and to adapt it to the needs of the producers.																									
11.	What has worked less well than you had hoped and why?																								
The gathering of the baseline data was quite challenging as the cooperatives did not have a good record keeping system. This is forms part of the issues that the project seeks to address. In year two, we will build the business management capacity of the cooperatives, which will impact positively their record keeping system.																									
12.	We particularly welcome photos, video and audio material that illustrates the work we have supported. If you have any such information please attach it to your email with this report or provide links to where we might view the material (eg on your website or Youtube).																								
We have attached photographs of the skills training as a separate file.																									

#### TELL US ABOUT YOUR PLANS FOR THE NEXT YEAR OF YOUR PROJECT:

13.	Are you planning to make any changes to your project in the second / third year covered by our grant? If so, please tell us what these changes are and why you need to make them.
We do not intend to make any changes to the project next year. As planned, we will provide a follow-up mentoring to the cooperatives and train them in business planning in the second year.	

#### ABOUT US:

14.	We welcome your comments about your dealings with The Marr-Munning Trust. In particular, we would like to know if you think there are ways we could improve the service we offer organisations like yours:

Our relationship with the Marr-Munning Trust has so far been very cordial and we look forward to another year of close collaboration with the Trust in our bid to contribute to sustainable solutions to poverty in Malawi.

**DECLARATION:**

**I confirm that all the information in this report is true and correct and that I am authorised to submit this report on behalf of my organisation:**

15.	Name of Person Completing this Form:	Kodzo Korkortsi
16.	Job Title of Person Completing this Form:	Programme Manager
17.	Date:	13th December 2017