

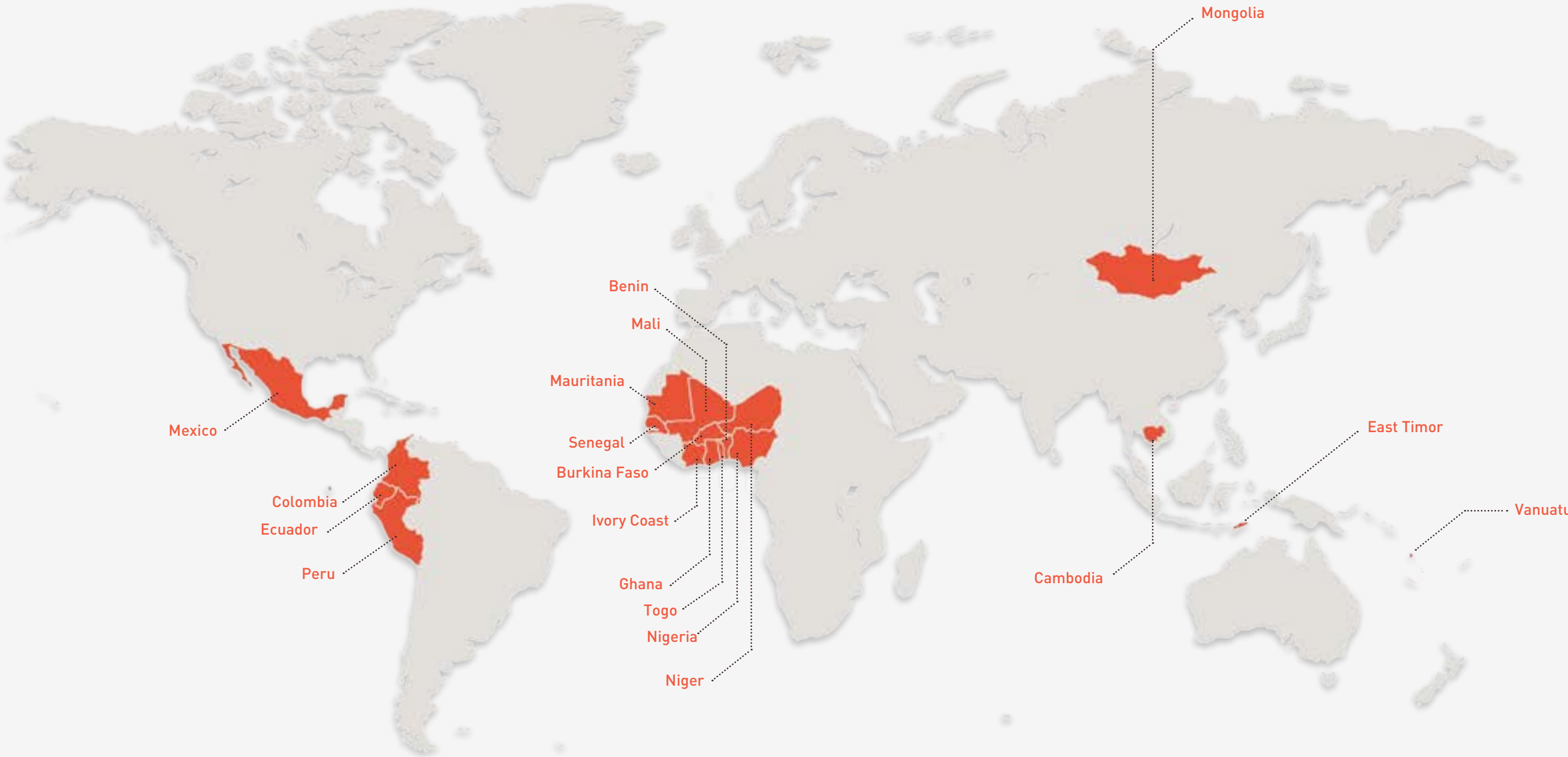
# ACTING FOR LIFE



ANNUAL REPORT  
**2018**



# 28 projects in 18 different countries



45 SINCE 1973  
YEARS  
OF DEDICATED WORK IN 2018

56  
LOCAL  
PARTNERS

4  
AREAS  
OF EXPERTISE

8  
NEW  
PROJECTS

28  
EMPLOYEES

22  
VOLUNTEER  
BOARD MEMBERS

OVERVIEW OF ACTING FOR LIFE	5
4 AREAS OF EXPERTISE	6
OUR APPROACH	7
2018 HIGHLIGHTS	8
PROJECTS	10
LIST OF PROJECTS FOR 2018	36
FINANCIAL REPORT	38
FINANCIAL PARTNERS	40
PUBLICATIONS	42
GOVERNANCE & TEAMS	44
LOGISTICAL SUPPORT	46

Acting for Life coordination:  
Rachel KUPERMINC

Authors:  
Acting for Life & Camille FONTAINE

Graphic design:  
Romain BERGAENTZLÉ

Layout & proofing:  
Sandrine DA COSTA

Translation from French to English:  
Holden FERRY

Photo credits:  
Acting for Life |  
Stéphane BRABANT p9, p16 | CCAIJ0 p33 |  
Gilles COULON/ Tendance Floue p6, p11, p12, p42 |  
Estelle DANDOY p19 | Martin DEMAY cover,  
p5, p8, p17, p18, p23, p47 | Iván GÓMEZ p31 | IMCA p30 |  
Puente Salud p32 | Nicolas ROBERT p20 | Tin Tua p24



Jean-Cyril Spinetta  
President

The security crisis continued to be a factor in 2018 in some of the countries where we carry out projects, particularly Mali, Burkina Faso and Niger. Despite the difficult context, Acting for Life continues to support local organisations that are committed to developing long-term economic projects for their territories.

Acting for Life's long-term connection with its local partners allows it to continue its work in the Sahel region. The European Union and the French Development Agency (AFD) have decided to co-fund a new four-year project to support herd mobility in eight different countries. Studies conducted jointly with the French agricultural research centre for international development (CIRAD) and Nordic Consulting Group have found that promoting more peaceful economic development through agropastoralism has helped reduce sources of tension and conflict at local level (intercommunity groups) and regional level (West Africa) by fostering dialogue across borders.

A vast project for professional training and socio-economic integration targeting young people was launched in the Est region of Burkina Faso (thanks to generous funding from AFD), which has been heavily affected by the security crisis.

Meanwhile, an innovative project was launched with the company Servair and a group of small organic fruit and vegetable producers in Benin. The project aims to improve order, delivery and production processes in order to boost sales and diversify buyers of healthy local foods.

Acting for Life is also working with organisations from the social and solidarity economy in Latin America. Those projects combine preservation of biodiversity with the development of agricultural supply chains based on geographical indications and local labels that add more value to production.

Lastly, many countries (such as Lebanon, Turkey and Jordan) continue to receive large numbers of refugees and displaced persons. Acting for Life's Board of Directors therefore decided to support projects offering psychological and social support and professional training for young refugees. An initial project is already underway in Jordan.

Acting for Life would like to thank its many technical and financial partners, as well as its generous private partners. That support makes it possible for us to carry out projects to improve the living conditions of vulnerable communities by strengthening local and regional organisations.



## Promoting sustainable economic and social development at rural level

Since 1973, the NGO Acting for Life has been assisting over one million people suffering from poverty or exclusion to help them earn a decent living on their land. Each year, Acting for Life carries out some thirty solidarity projects with fifty local partners in Africa, Latin America, Asia and Oceania.

Acting for Life places local economic development at the heart of its work by carrying out local projects that aim to strengthen the economy of indigenous rural communities, improve their skills and create value at the local and regional levels. To do so, Acting for Life identifies, supports and strengthens the local organisations (NGOs, professional associations, co-ops, etc.) that are best able to assist communities.

With its local partners, Acting for Life develops sustainable economic models and proposes solutions to issues such as exclusion, poverty, mobility and climate change. The association is a catalyst, bringing together all local stakeholders in support of shared goals.

## 45 YEARS OF COMMITMENT

- 1973**  
With countries in the South facing major economic and social challenges, airline-industry workers teamed up with company executives to found GARD, or Groupe d'Aide aux Réfugiés et personnes Déplacés ('support group for refugees and displaced persons'). The association carried out projects to promote solidarity in Haiti, Gabon, Cameroon and Equatorial Guinea.
- 1979**  
Creation of GARD's French branch: an international office to assist budding NGOs in the South in areas such as project support, funding and development engineering.
- 1981**  
GARD France becomes Groupe d'Aide aux Réalisations pour le Développement ('support group for development work') and sets up long-term development programmes in countries in the South.
- 1992**  
GARD becomes Groupe Développement ('development group') with the motto: la vie, pas la survie ('not just survival, but life').
- 1994**  
At the request of ECPAT International (End Child Prostitution and Trafficking), which comprises 90 specialised NGOs, Groupe Développement adds a new social objective to its areas of focus: prevention of sexual abuse and violence against children.
- 2002**  
Groupe Développement is recognised in France as an association serving the public interest.
- 2009**  
To boost its visibility at international level, Groupe Développement becomes Acting for Life: la vie, pas la survie.
- 2011**  
Acting for Life transfers its child-protection projects to ECPAT France (founded in 1997) in order to focus on its projects in support of local organisations and local economic development.
- 2018**  
45 years after its founding, Acting for Life continues to work with its partners in the South in order to reduce poverty by stimulating economic and social development.



# OUR 4 AREAS OF EXPERTISE



Access to resources and markets to promote sustainable rural development



## AGRICULTURAL DEVELOPMENT

Acting for Life supports agricultural communities in West Africa and Latin America and helps them gain access to and sustainably manage the natural, human, material and financial resources in their local area in order to create an economic activity. We help smallholder families transition to agroecology and organic production that is in line with market standards in terms of quality and quantity by encouraging short supply chains that are more lucrative. We also support micro-entrepreneurs and help them make their business more economically and environmentally viable through access to funding that is adapted to rural areas.



## AGROPASTORALISM

When it comes to livestock farming, most rural communities in the Sahel depend on herd mobility for their survival. But that mobility is threatened by climate change, land pressure, conflicts, etc. Acting for Life works to ensure herd mobility, improve access to agropastoral infrastructure and market infrastructure by ensuring strong collaboration between civil-society organisations and local authorities. That strategy helps ensure that agropastoralism remains a sustainable part of the socio-economic landscape in rural areas. It also helps communities become more resilient and supports socio-economic development in rural areas using tax revenue from the sector.



## TECHNICAL & VOCATIONAL EDUCATION & TRAINING

Promoting local economic development involves improving education and training systems, and helping people find jobs. Acting for Life supports training structures and local NGOs to promote the emergence of new skills in sectors where needs have been identified. We also help reduce inequality by promoting professional training and original programmes to help young people find manual jobs in the primary and secondary sectors.

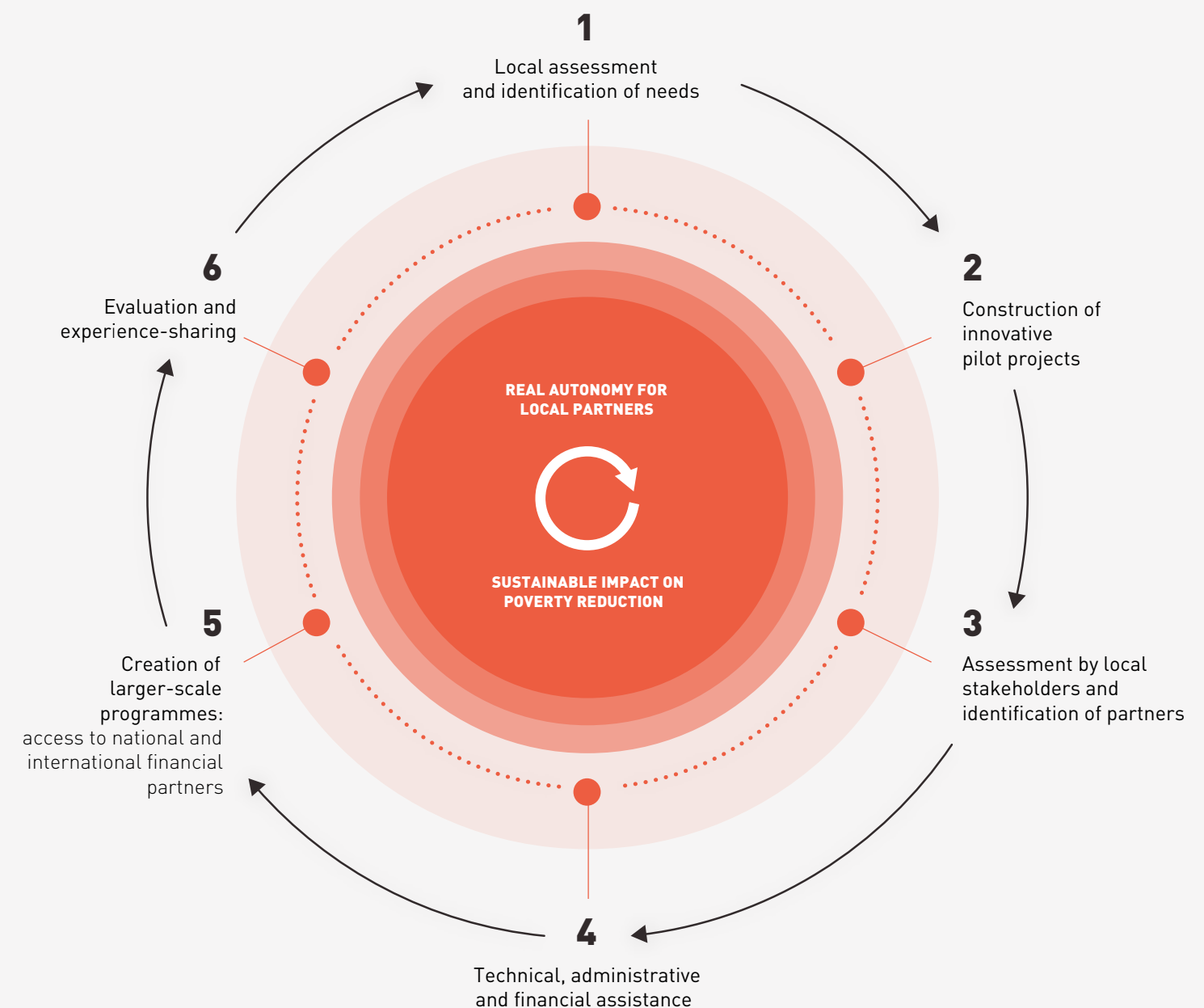


## TOURISM, ETHICS & DEVELOPMENT

Too often, the most vulnerable segments of society don't benefit from tourism. Acting for Life supports local stakeholders to ensure that proceeds from tourism go to local communities through projects that create local, eco-friendly jobs. Acting for Life provides technical assistance and training for schools, non-profits and small local businesses.

# A RIGOROUS, PARTNER-BASED APPROACH

Acting for Life has developed and continues to follow an original and rigorous approach. Our projects are designed with our partners in mind, according to a six-point approach:





# HIGHLIGHTS

## 2018

JANUARY

### Helping refugees and displaced persons in Jordan get back on their feet and plan for the future

Getting back in touch with its roots, Acting for Life launched a new project in 2018 to support refugees and displaced persons in the Middle East. The project aims to make sure that refugees in Jordan can lead a decent, dignified life by offering training to help them prepare a life project in their current location or their return to their country of origin. Two of Acting for Life's local partner organisations decided to team up and combine their skills to address this twofold challenge to help refugees recover psychologically and socially so that they can build a new life elsewhere.



MARCH

### The importance of gender equality

The Technical & Vocational Education & Training (TVET) projects coordinated by Acting for Life, mainly in the primary and secondary sectors, face inequalities between young men and women in all of the countries where we operate. Those inequalities can be seen in access to training, retention rates and access to the job market. With that in mind, Acting for Life launched a strategic initiative to find ways to address those inequalities in TVET projects with help from experts. In order to strengthen our objective to promote development and equality for everyone, our gender expertise is to be expanded to cover all of our projects.

FEBRUARY



### Preserving biodiversity for food security in Colombia

In northern Colombia, a new project was identified with Fundación Alma to serve local communities by preserving biodiversity. The project was rolled out in early 2019 and focuses on restoring the marsh of Zapatos, which is rich in biodiversity but has suffered heavy degradation. The aim is to preserve natural habitats through: reforestation, family agroforestry systems for food security, creation of sanctuaries for plants and animals and governance that follows the cycles of nature. Managed sustainably, the restored marsh will allow fishing families to meet their needs and protect themselves against flooding from nearby rivers.

JUNE

### High-level workshop in Abidjan to discuss livestock farming and pastoralism



As part of their joint efforts to help herdsmen and agropastoralists in West Africa become more resilient to climate change (BRACED project), Acting for Life and the Inter-state Committee for the Prevention of Drought in the Sahel organised an informed debate in Abidjan. The workshop brought together policy-makers in charge of livestock farming and trade, and producer organisations from twelve Sahel and coastal countries, to discuss and develop a common understanding of how the livestock sector functions. Those discussions between multiple stakeholders and countries aimed to encourage peaceful cross-border transhumance in West and Central Africa (see pages 10 to 13).

### A sunny outlook for employment

Acting for Life launched a field-school for solar power in Burkina Faso in partnership with the local NGO Tin Tua, the ANPE training centre, the Sahel Regional Council and the company POWER Energy Consultancy. The field-school was created as part of the READY project (see page 23), which is funded by Norwegian development aid and the AnBer and Ditumba foundations. The field-school has allowed 21 young persons from ANPE who are certified in general and solar electricity to work on installing solar power for the Sahel Regional Council. Besides improving technical skills, the field-school provides an opportunity to work as part of a mixed-gender team in the traditionally male-dominated field of construction and public works.

SEPTEMBER

### A new, ambitious project for agropastoralism in the Sahel

Acting for Life is in charge of the PAMOBARMA project to support herd mobility in order to ensure better access to resources and markets in West Africa. With a budget of 13 million euros, the project brings together 14 partners and is part of phase three of the PREDIP regional project to promote dialogue and investment for pastoralism and transhumance in the Sahel, coastal countries and West Africa. It is a testament to the renewed confidence of the European Union and the AFD in Acting for Life's ability to coordinate projects involving multiple countries and multiple partners (pages 11 and 12).

AUGUST



NOVEMBER

### Partnership with Servair for a joint approach in support of family farming

For the first time ever, Acting for Life has initiated a partnership with a French company from the private sector. This innovative alliance was formed in Benin, where Servair (a catering company serving airlines and groups, with operations in France and Africa) was identified as a fair and sustainable commercial outlet for small-scale organic producers (page 16). Acting for Life assists producers during the contract phase and works with smallholder families to help them develop their skills so that they can comply with Servair's specifications. It is a partnership that benefits everyone: producers can improve their production and boost their income, and Servair can offer people in Cotonou meals featuring organic, local and high-quality foods. This initiative will likely be duplicated with Servair in Togo in 2019.





# AGRO-PASTORALISM

5 PROJECTS IN 2018 | 10 TARGET COUNTRIES | 30 LOCAL PARTNERS | €19M TOTAL BUDGET



BACKGROUND

Amid climate change and a complex security crisis throughout West Africa, pastoralism and agropastoralism (production technique that combines crop and livestock farming) provide a strong link between Sahel and coastal countries. Those livestock-farming systems are part of a key economic sector for West Africa and are a source of income for over 80 million people, particularly in rural areas with high poverty and unemployment.

PROJECTS

Acting for Life coordinates projects at regional level to help communities become more resilient and to support local development using tax revenue from the livestock sector:

- | **Promoting herd mobility:** marking and mapping animal routes and services for agropastoralists (livestock health and food)
- | **Encouraging the sale of livestock:** creation of market infrastructure
- | **Engaging in the social aspects of engineering:** ensuring collaboration between civil-society organisations and local authorities and bringing them together
- | **Advocating for a more peaceful mobility:** informed debates involving multiple parties, experience-sharing

BENIN

BURKINA FASO

IVORY COAST

GHANA

MAURITANIA

MALI

NIGER

NIGERIA

SENEGAL

TOGO

WEST AFRICA



## Transhumance and climate change

West Africa has high population growth. It is estimated that the region's population (45% of whom are under 15 years old) will reach a half-billion by 2040. But countries in the region are struggling to reduce poverty and inequality, and to sustainably manage resources. Conflicts, political crises and terrorist threats in several West African countries are all destabilising factors. Those countries also face extreme climate phenomena, which are becoming more and more frequent and which are further weakening the primary sector. Agropastoralism is an important part of the primary sector. There are an estimated 20 million herdsman and agropastoralists, 60 million cattle and 160 million small ruminants in the Sahel countries. Those communities are the pillars of the Sahel economy.

This project has supported over one million people, improved 2,600km livestock corridors, created some fifty livestock fodder banks and renovated a dozen, equipped more than 30 livestock markets and installed some fifty watering places.

Acting for Life has been working with a number of local partners for over 40 years to support this supply chain, which is so important for the socio-economic development of West African countries. Each programme is built upon the same idea: herd mobility is vital to herdsman and agropastoral communities when it comes to managing seasonal and interannual imbalances, weathering extreme periods and recovering from crises. Transhumance provides access to water and pasture resources whose availability is subject to rainfall: mobility ensures herd survival and helps boost productivity.

### COORDINATING PROGRAMMES INVOLVING MULTIPLE COUNTRIES AND PARTNERS

Three ambitious programmes were pursued in 2018 to promote herd mobility and access to markets:

**PARSAO:** This programme to promote the resilience of pastoral systems in West Africa is carried out with support from the French Development Agency (AFD). It covers the southern zone of the Sahel countries and the northern zone of the coastal countries: Benin, Burkina Faso, Ivory Coast, Ghana, Niger

and Togo.

**BRACED:** This programme for Building Resilience and Adaptation to Climate Extremes and Disasters is carried out with support from UK Aid and aims to make communities more resilient to drought by promoting livestock mobility in five countries along the border region: Burkina Faso, Mali, Mauritania, Senegal and Niger.

**PAMOBARMA:** This programme to promote herd mobility for better access to resources and markets in West Africa is carried out with support from the European Union and



the AFD. It aims to help pastoralism and cross-border transhumance contribute more to food security, fair socio-economic development and regional integration in West Africa.

Those three programmes have been rolled out in over 10 different countries in West Africa and are carried out by consortiums bringing together a diverse group of over 20 entities (NGOs, local authorities, producer organisations), most of which are organisations from the South.

A TERRITORIAL APPROACH

Agropastoralism is an economy made up of networks that link together local communities. A global approach involving multiple stakeholders is necessary for the joint management of local resources. Acting for Life has followed the methods of ARED-Dakar (association for research in education and development) with informed debates on pastoralism in the Sahel and a debate on livestock trading in West Africa organised by Acting for Life with CIRAD (French agricultural research centre for international development) and Nordic Consulting Group. Training is provided for instructors, who then organise workshops for producers, decentralised communities, technical services, producer organisations and representatives of civil society in order to pass on those tools to local stakeholders. The institutional and local coordination of the projects, as part of a decentralised approach, continues and is being strengthened through the creation of joint local authority organisations in all of the areas where we are working on pastoral infrastructure. Acting for Life and its partners are working to to fairly reinvest tax revenue from the sector to ensure the longevity of that infrastructure.

DEVELOPING INFRASTRUCTURE AND SERVICES ADAPTED TO LOCAL NEEDS

Acting for Life and its main partners have carried out a series of projects in recent years to secure the cross-border movement of livestock between the Sahel and coastal countries for production and for selling at markets.

Thanks to coordination with local stakeholders, a map was created to identify the routes and passages most used by transhumant livestock farmers. In all, 2,600km of the most important sections have been mapped, marked and improved with watering places and pasture areas. Forty-six livestock fodder banks have been set up and seven renovated along the route, for a total volume of

OUR MAIN PARTNERS ON THE GROUND

RECOPA (communication network for pastoralism) is a long-standing partner of Acting for Life in Burkina Faso. The network has a multi-stakeholder approach and aims to create and stimulate relationships between herdsman, local rural communities and authorities when it comes to pastoralism.

ACAD (association for the regions of Atacora and Donga) aims to build the capacities of the 13 towns that it comprises, and facilitate dialogue between them. It supports local initiatives in both of these regions in Benin.

ANOPER (national association for professional organisations of ruminant farmers) is a smallholder organisation comprising 35,000 livestock farmers in 48 towns in Benin, representing 75% of the country. It aims to improve living and working conditions for livestock farmers through the modernisation and sustainable development of ruminant farming.

The NGO TASSAGHT is a national organisation that was founded in 1985. It has (especially in northern Mali) solid experience on the ground and strong skills in capacity-building when it comes to working with decentralised local authorities. As a partner of Acting for Life, TASSAGHT helps carry out projects and organises initiatives through social networks and through its relations with local leaders and institutional stakeholders.

GNAP (national group of pastoral associations) was founded in 1990 after a meeting between pastoral associations. It comprises 45 pastoral associations, 2,885 certified co-ops and 10 regional offices in Mauritania. GNAP works with pastoral associations to supply inputs, perform development work, build pastoral infrastructure and ensure coordination between stakeholders.

GAJEL-Sudubaba (cultural action group for young livestock farmers) is an association that was founded in Niger in 1998. It works to promote economic and cultural development for crop and livestock farmers.

over 3,000 metric tons. Thirty-one livestock markets have also been equipped, and veterinary services have been provided. Systems using new technology to provide information to livestock farmers were improved. Farmers have already been using these systems to find information about markets and rainfall, but now they can use them to check route conditions, access to watering places, planting schedules and conflict areas.

ADAPTING TO CLIMATE CHANGE

These projects aim to help communities become more resilient to climate change, and to reduce the meat sector's carbon footprint. Ruminants, and particularly cattle, are heavy emitters of methane because of

their digestive system. This type of transhumant livestock farming, however, promotes carbon sequestration, as the soils in the tropical savannah store carbon more easily than in any other ecosystem. If livestock routes were converted into farmland, a large portion of that carbon would be released into the atmosphere. What's more, this system for producing and selling meat products uses minimal fossil fuels because deforestation for livestock farming is reduced, livestock are transported by foot and long-distance imports are reduced. Ensuring the longevity of herd mobility and engaging in advocacy work to make sure that natural resources are used for pastoral purposes are important ways to help mitigate climate change.



PROMOTING WOMEN'S RIGHTS

Women play a key role when it comes to herd management in agropastoral systems. They fatten the animals, process the products (milk and butter) and manage pastoral resources. And yet, issues affecting women and girls in mobile systems are rarely taken into consideration—especially when it comes to reducing their exposure to conflicts, giving them a voice in public debates and providing services adapted to their needs.

2015-2018

LOCAL PARTNERS: ACAD, ACIDEF, ANOPER, APRESS, ARED, AREN, CEPF, CILSS, CIRAD, CIKOD, CISV, CRUS, ENDA PRONAT, FENAPFIBVTO, GAJEL, GEVAFAP, GDCA, GIC, GV, GNAP, ICD, LVIA, RBM-SEN, RECOPA, TASSAGHT, URFBV and VSFB

FINANCIAL PARTNERS: UK Aid, European Union, French Development Agency, Air France, AnBer Foundation, Ghana Venskabsgrupperne and local resources

COMBINED BUDGET: €13,654,000

Infrastructure for livestock

2016–2018

LOCAL PARTNERS: GEVAPAF, FENAPFIBVTO

FINANCIAL PARTNERS: Air France, European Union, AnBer Foundation, local resources

BUDGET: €339,791

Acting for Life has been working in the Savanes and Kara regions in northern Togo since 2012 to carry out its programmes in support of agropastoralism. The constant movement of herds means that the countries in the Sahel and the countries along the coast are dependent on one another, resulting in a need for a global, cross-border approach. Togo has become an area for transhumant livestock farmers and for the sale of livestock. Acting for Life applies its skills in institutional engineering to support joint local economic development by setting up agropastoral market infrastructure in the north of the country.

This project, launched in 2017, introduced participative mapping tools (GIS) and helped gather statistical data on five market infrastructures in order to build an advocacy campaign to show the economic benefits of the livestock sector.

Investments were made in order to create a strong network of livestock markets. The cattle market in Cinkassé, a town near the border with Ghana and Burkina Faso, was provided with additional resources: fences, three warehouses, stalls, toilets, showers and improved loading docks.

Acting for Life and its local partners also supported the creation of the first joint local authority organisation dedicated to strategic planning for the management of agropastoral infrastructure and tax revenue. The local authorities improved their financial-services skills for better organisation and analysis of financial data and presentation of accounts.

All of this work has made it possible to develop a strategic sector for the economic development of the region. Tax revenue from the Cinkassé and Koundjouaré markets has increased by over 50%, giving agropastoralism a more solid foundation in the local economy.

OUR PARTNERS ON THE GROUND

The Togolese NGO GEVAPAF (managing the environment and promoting agropastoral and forest products) was founded in 2011 and specialises in sustainable development, agroecology and the promotion of local resources. It has sound experience in project management and in organising local initiatives.

FENAFIBVTO (Togolese national federation of professionals in the livestock and meat sector) boosted the capacities of its members, particularly by developing offices throughout the country.



# AGRICULTURAL DEVELOPEMENT IN WEST AFRICA

8 PROJECTS IN 2018

3 TARGET COUNTRIES

9 LOCAL PARTNERS

€990K TOTAL BUDGET

BACKGROUND

In West African countries, agriculture accounts for roughly 35% of GDP and provides jobs for at least two-thirds of the active population. But a very high percentage of producers live under the poverty line, and 75% suffer from malnutrition. Agriculture in this region faces a number of challenges such as a lack of infrastructure, climate change and competition from imported foods. For these reasons, plus the fact that the urban population is growing fast, family farming needs to become more capable of feeding cities with local produce that is good for the environment.

PROJECTS

To meet these challenges, and strengthen agricultural supply chains from production through to marketing, Acting for Life acts on:

- | Promoting agroecology and securing production factors
- | Providing assistance to small facilities for processing agricultural products
- | Seeking commercial outlets through public institutions and private companies
- | Raising awareness about «consuming local and healthy foods»
- | Supporting studies and engaging in advocacy work to promote local and sustainable food systems

BURKINA FASO  
TOGO  
BENIN



BENIN, TOGO

## Eating local to support the local community

The potential of the agricultural sector in Togo and Benin is underexploited. The rapid growth of cities has created a major outlet for local production and offers stable and sustainable income for smallholder families. But competition from imported food products and new consumption habits have created two challenges: adapting the supply of small producers to meet demand from people in cities for innovative, high-quality products; and getting local authorities involved in sustainable local food systems.

This project is carried out in the Maritime region of Togo, and in the Collines department of Benin. Processing facilities in Togo are being showed how to manage their production costs and improve the quality of their products so that they can sell those products to the university restaurant in the capital. In Benin, the project aims to promote local food and drink at 20 different bars and to support 100 street food vendors in order to offer consumers high-quality products that meet health standards. In all, the project has provided assistance to 1,200 producers and

600 processors to help them find fair and stable commercial outlets.

Consumers are key to the success of the project. The objective is to teach them about consuming locally through festive events and to build the capacities of their associations to defend healthy foods that are accessible to everyone.

Acting for Life also focuses on getting local authorities involved in order to ensure the longevity of the project and boost its impact. Through incentives and advocacy, towns are

2018-2021

LOCAL PARTNERS:

GIC, OADEL

FINANCIAL PARTNERS:

Air France, CFSI, Fondation de France, local resources

BUDGET: €253,000

BENEFICIARIES:

1,200 producers

1,000 processors and restaurant owners

140,000 consumers

7 towns

### OUR PARTNERS ON THE GROUND

OADEL

OADEL (organisation for local foods and development) was founded in Togo in 2003.

Partnered with Acting for Life since 2015, it promotes the right to food through the consumption of processed and packaged local agricultural products.

GIC

Founded in 2004, GIC (Collines intercommunal group) comprises the six towns of the Collines department in Benin. It was created because elected officials and residents wanted to build a common vision for the development of their region.

persuaded to order local products for their events and for school cafeterias. The idea is to encourage communities to turn to local products rather than imported foods.

Discussions will be organised between stakeholders in Togo and Benin in order to analyse their experiences in several different areas: value of local products when it comes to maintaining jobs in rural areas, utilisation of local resources and sustainable access to healthy foods.



# The private sector is turning to organic to feed cities

In Benin, weak promotion of local products, strong competition from imported products and the rapid growth of cities have altered demand for food. Urban consumers want high-quality products that are well presented and that cost about the same as imported products. Smallholder organisations are therefore asking for assistance in order to gain recognition and increase their negotiating power with buyers, particularly institutional buyers. Acting for Life supports the professionalisation of producers and processors of agricultural products, from production to marketing, so that they can gain access to new urban market opportunities and increase their market share.



This innovative project was launched because Acting for Life and Servair (catering company serving airlines and groups, with operations in France and Africa) both wanted to help smallholder families gain access to new markets. Acting for Life identified a group of producers in southern Benin called AMAP Benin (association for the preservation of smallholder farming), which produces and sells fruit, vegetables and juices that are certified as PGS organic (Participatory Guarantee System: quality assurance certified by local producers and consumers).

To support the smallholder families of AMAP Benin, Acting for Life is helping create a sustainable partnership between the producer organisation and Servair Benin, which supplies meals to a large catering network in the capital. To boost production and ensure product availability, Acting for Life supports the AMAP's smallholders with agricultural equipment and with training on agroecology production standards and food safety. Acting for Life also assists producers when it comes to negotiations, contracts and informing purchasers about the importance of buying local organic products, in order to make sure that

those producers have fair and sustainable commercial outlets. Lastly, promotional events such as «Organic tastings» are organised in Cotonou to promote healthy local products.

In Benin and elsewhere in West Africa, Acting for Life aims to stimulate orders for local agricultural products from public and private institutions in order to improve living conditions for smallholder families.

## 2018-2019

**LOCAL PARTNERS:** AMAP Benin, Hortitechs Développement

**FINANCIAL PARTNERS:** Servair, local resources

**BUDGET:** €80,000

## BENEFICIARIES:

800 producers

50 processors

130,000 consumers

## OUR PARTNERS ON THE GROUND

### AMAP BENIN

AMAP Benin (association for preserving smallholder farming) sells fruit, vegetables and organic-certified juices. With a network of 145 producers, 20 processors and 600 consumers, AMAP Benin distributes most of its products through the sale of baskets as part of a short supply chain.

### HORTITECHS DÉVELOPPEMENT

Hortitechs Développement is an NGO in Benin that was founded in 2005. It aims to improve family horticulture in order to make it more environmentally friendly and more resilient to climate risks.

# Developing a strategy for a change in scale

2018

**LOCAL PARTNERS:** APME2A and CPF

**FINANCIAL PARTNERS:**

Air France, CFSI, local resources

**BUDGET:** €62,000

Demographic studies in 2016 showed that Burkina Faso's population was 86% smallholders, 22% young people and 51% women. That data suggests high economic potential (especially in rural areas), but the country continues to face frequent food crises. That's why Acting for Life has engaged in advocacy work at national level to encourage institutions to place orders for local products. The result is a virtuous cycle for smallholder families and food security.

In order to provide the best assistance possible for the suppliers (producers, processors, SMEs) and the public buyers, Acting for Life conducted a study to identify supply and demand on institutional markets. That study led to the creation of a strategy for encouraging public-procurement contracts for local products in Burkina Faso. Several workshop-debates on coordinating institutional procurement were organised for Ordering entities. Other events on quality standards, public procurement and contracts were organised for Professional Organisations.

In order to provide the best assistance possible for the suppliers (producers, processors, SMEs) and the public buyers, Acting for Life conducted a study to identify supply and demand on institutional markets. That study led to the creation of a strategy for encouraging public-procurement contracts for local products in Burkina Faso. Several workshop-debates on coordinating institutional procurement were organised for Ordering entities. Other events on quality standards, public procurement and contracts were organised for Professional Organisations.

Acting for Life believes that a change in scale means achieving the following by 2025: local products account for at least 50% of public-procurement purchases (total value); attractive prices and accessible terms for producers; efficient system for quality control and product origin; tools for assessing the impact of purchasing local foods; stronger Smallholder Organisations that can help their members produce high-quality foods that are more environmentally friendly; consultative bodies between producers and buyers at local and national levels for a positive influence on food policies.



## OUR PARTNERS ON THE GROUND

### APME2A

Founded in 2005, APME2A (agency for the promotion of small and medium-sized agrifood companies) seeks to improve the performance of artisans and farmers by supporting the development of rural entrepreneurship in Burkina Faso.

### CPF

CPF (smallholder confederation of Burkina Faso) comprises 14 smallholder organisations in Burkina Faso and supports sustainable, productive and competitive family farming that guarantees access to land and ensures food security and sovereignty.



# Eating better thanks to market gardening

This project has trained 156 women in agroecology and taught 2,000 students about the importance of eating healthy

The population of Burkina Faso is growing on average 3% per year, which means that there will likely be high pressure on social services and natural resources, and an increase in demand for food. Despite good agricultural yields, the humanitarian situation is characterised by weak food security and high rates of severe malnutrition, particularly in the Cascades region, which is the area targeted by this project.

Between April 2017 and March 2018, this project strengthened the technical capacities (market gardening using agroecology techniques) and organisational capacities (management, negotiation) of associations for mother-educators, who are also producers, in five rural towns in the province of Léraba. It helped make improvements to over 1.5 hectares of market gardens near schools, install irrigation systems, teach over 2,000 children about the importance of a healthy and balanced diet and open new commercial outlets for women.

2017-2019

**LOCAL PARTNER:** Inades-Formation Burkina

**FINANCIAL PARTNERS:** Air France, AnBer Foundation and local resources

**BUDGET:** €61,000

## Local products in cafeterias

A new regulatory framework is creating opportunities in Burkina Faso to considerably expand public-procurement contracts for local products and to have a leverage effect on the development of local supply chains, food security and poverty reduction. Acting for Life adopted a strategy based on public demand for local products, to supply cafeterias in towns and provide new commercial outlets for producers.

In the same vein as the project to support market gardening, this new project aims to create more alliances between local stakeholders and provide cafeterias with a better supply of local high-quality agricultural products. Those partnerships mainly target cafeterias at schools and at health and training centres.

Acting for Life supports the creation of sustainable and fair partnerships between stakeholders on the supply side (local producers) and those on the demand side (public institutions and local authorities) by organising workshops with multiple stakeholders. Smallholder organisations are strengthened and create networks with one another to meet the requirements of institutional buyers. The project provides processing and storage equipment, and trains smallholder organisations on topics such as quality standards and contracts. Towns are also assisted at all stages to encourage

public-procurement of local products.

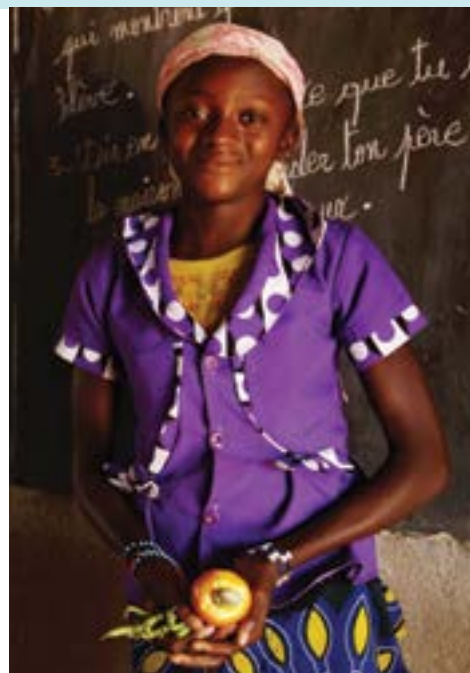
Lastly, awareness-raising and advocacy initiatives on «consuming locally» and on the right to food are organised with students and local elected officials. Thanks to this project, young people and children in the region have better access to food, producers are selling more and public cafeterias are buying high-quality local products.

2018-2019

**LOCAL PARTNER:** Inades-Formation Burkina

**FINANCIAL PARTNER:** Air France

**BUDGET:** €80,000



### OUR PARTNER ON THE GROUND

#### INADES FORMATION

INADES FORMATION (African institute for economic and social development – African centre for training) was founded in Abidjan in 1962. The Burkina Faso office opened in 1975 and is now involved in initiatives in the fields of agricultural development, decentralisation, management of natural resources, rural funding and smallholder communication.

### BENEFICIARIES:

1,000 producers  
5,000 students  
7 towns

# Towns are supporting sustainable agriculture and food

### BENEFICIARIES:

This project has trained 350 producers in agroecology, provided 90 women with access to infrastructure for processing manioc and helped 10 restaurant owners promote local foods

The town of Tabligbo (Maritime region, southern Togo) faces many challenges. The acceleration of climate change and environmental degradation is having unpredictable effects on agricultural and food systems. The standard of living is decreasing for people who depend mainly on agriculture. Weak promotion and consumption of local products means that producers and processors do not have enough commercial outlets at local level. This project aims to support the town of Tabligbo and sustainably stimulate local agriculture by improving the offer of local products on the market and encouraging public-procurement contracts with institutions.

Acting for Life works with local smallholders (crop and livestock farmers, fishermen) to help them improve their professional skills and boost their yields while respecting the environment. They receive assistance and advice on setting up their activity, agroecology, food processing and marketing their products. For instance, a manioc-processing facility was set up to improve the quality and presentation of the products. Those local products help protect the environment, boost smallholders' income and improve the nutrition of the local community.

The producers' efforts are then promoted by the town of Tabligbo, through the creation of places where their local food products are sold (restaurant and boutique). Restaurant owners are taught how to prepare traditional dishes using local products.

### OUR PARTNER ON THE GROUND

#### CONGAT/ICB

CONGAT/ICB (management council in support of rural areas/local initiatives for sound governance) is an NGO that was founded in Lomé in 1987. It promotes sustainable development through participative and inclusive consulting in areas such as local governance, access to health services and the local economy.



Acting for Life helps the town build its capacities, with a food policy that promotes locally produced foods. Just like with its other projects in West Africa, Acting for Life encourages towns in Togo to choose local products when placing orders for prepared dishes, in order to ensure the sustainability of the local economy.

2018 - 2020

**LOCAL PARTNERS:** CONGAT/ICB, OADEL

**FINANCIAL PARTNERS:** Air France, OIF town of Tabligbo, CONGAT, AnBer Foundation, local resources

**BUDGET:** €192,000



# The fruits of success

Togo enjoys great conditions for growing tropical fruits. In the Centrale region, fruit production (mainly mango) is abundant for three months of the year. But due to a lack of equipment for processing and preserving the fruit, a lot of it is lost. Fruit consumption is a public-health issue for preventing malnutrition and disease, but the sector is suffering due to competition from imported products, particularly in urban areas.



## BENEFICIARIES:

This project has provided 20 women processors with a stable job and helped 600 fruit producers gain access to new commercial outlets

**T**his project aims to encourage fruit consumption by adapting fruit products to the local market. It also aims to sustainably promote family orchards and support the creation of a co-op for women processors. More than 600 producers and 20 women processors in Sokodé received support for the renewal of their orchards and the collection of fruit. The fruit-processing facility was renovated and provided with equipment, and the processors attended several training sessions on technical, entrepreneurial and commercial topics. Communication tools were also provided, and promotional events were organised.

All of that work produced positive results: nearly eight metric tons of fruit was processed into juice, jam or syrup in 2018. Since the start of the project, 10,000 litres of juice have been produced. Partnerships have been formed with hotels, restaurants and local shops to help ensure the long-term viability of this fruit-processing initiative.

## OUR PARTNER ON THE GROUND

### GRADSE

GRADSE (action for socio-economic development research group) is a Togolese association that was founded in 1998. It operates in the Centrale and Kara regions in the following areas: development of sustainable farming, community health and helping young people find jobs.

### 2016-2018

LOCAL PARTNER: GRADSE

FINANCIAL PARTNERS: Air France, Genève Tiers Monde, local resources

BUDGET: €168,000

# Promoting family farming

Togo's population growth is a major issue when it comes to meeting food needs, managing natural resources and ensuring public health. While agriculture provides jobs for over 70% of the active population, a high percentage of households experience at least one period of food shortage each year. The country's agrifood industry is underdeveloped, and local products are struggling against competition from imported products.

**A**gainst this backdrop, Acting for Life is working to improve the standard of living for people producing and processing agricultural products, offer better foods for urban households and promote the idea of «buying local».

This project strives to make local products more accessible and available to consumers in urban areas by organising initiatives to inform people about the importance of consuming local products, assisting processors with quality assurance and ensuring better promotion and distribution of family-farming products.

### 2016-2018

LOCAL PARTNER: OADEL

FINANCIAL PARTNERS:

French Development Agency, CFSI, Air France

BUDGET: €92,000

## BENEFICIARIES:

5,000 families in Lomé and Kara

200 students

100 shopkeepers

50 restaurants

30 processing facilities





# TECHNICAL & VOCATIONAL EDUCATION & TRAINING

5 PROJECTS  
IN 2018

4 TARGET  
COUNTRIES

7 LOCAL  
PARTNERS

€5M TOTAL  
BUDGET

BACKGROUND

Despite strong economic growth, West Africa faces the challenge of helping young people find jobs. The job market is dominated by informal employment (90% to 95% of jobs), which often results in underemployment and low income. Moreover, the number of training programmes is limited, and they tend to focus on service professions to the detriment of the secondary sector (which, paradoxically, lacks qualified labour). There are also financial and geographic constraints hindering access to training programmes for young people, particularly for people in rural areas and young women in secondary-sector professions.

PROJECTS

To help overcome those challenges, Acting for Life supports vocational education and training in strategic sectors, such as construction, agriculture and energy, making sure to respond to the most important needs and local opportunities (promotion of local materials, solar power, etc):

| **Promoting technical professions** in the primary and secondary sectors

| **Supporting and helping young people gain access to professional training**

| **Diversifying the offer of training programmes** and adapting to the needs of local markets

| **Strengthening training centres**

| **Improving professional skills** through practical methods such as field-schools

| **Developing and strengthening integration** through synergies between civil-society organisations and training centres

| **Ensuring a local and institutional foundation for training-integration initiatives** and supporting public procurement

BENIN  
BURKINA FASO  
MALI  
TOGO



BURKINA FASO

## The next generation is READY!

One-third of the population in Burkina Faso is between 15 and 35 years old, so pressure on the job market is high. Helping young people find jobs is a huge challenge in a country where only 4% of the active population is employed in the formal sector. The primary and secondary sectors generate the most business but aren't very attractive for young people. Just like in other countries in the sub-region, professional training centres lack resources and programmes are often poorly adapted to the innovations and needs of the market. Against that backdrop, Acting for Life is carrying out an ambitious project in Burkina Faso to train young people (16 to 25 years old) and help them find jobs. The project has three objectives: help young people gain access to training, improve the offer of training programmes and strengthen the link between training and employment.

### BENEFICIARIES:

This project has provided professional training for 1,300 young people, with 80% of students finding jobs after training.

The READY project was launched by Acting for Life, in partnership with two local NGOs and eight training centres in four regions of Burkina Faso: Sahel, Est, Cascades and Hauts-Bassins. It offers training in three different areas: agriculture, plumbing and electricity. In 2018, READY supported 487 young people in long-term training programmes in order to minimise the impact of financial and socio-economic factors on their training. The project aims to offer young people access to training and create the right conditions for them to succeed, with the objectives being to improve academic performance and reduce the number of absences and drop-outs. To ensure that the trainees receive top-quality instruction, the training centres were provided with additional personnel and material resources. This year, eight centres received support and 14 instructors and

teaching coordinators were strengthened.

The project also focuses on helping young people from non-formal education systems gain access to training. Pathways between non-formal systems and professional training were created by raising awareness among 503 teachers from non-formal systems. To facilitate the approach concerning those young people, short-term modular agricultural training programmes were created to train 113 additional young people. In 2018, a total of 600 young people received training through degree programmes or short-term certification programmes (of which 20% were women and 14% were from non-formal systems).

The trainees are monitored throughout their training to improve their chances of finding a job or developing their own business once

2017-2021

LOCAL PARTNER: OCADES, TinTua

FINANCIAL PARTNERS:  
NORAD, Air France, AnBer Foundation,  
Ditumba Foundation

BUDGET: €3,000,000

### OUR PARTNERS ON THE GROUND

#### OCADES Bobo Dioulasso

An OCADES is a type of catholic organisation that promotes development and solidarity. There are 15 OCADES in Burkina Faso. OCADES Burkina/Bobo Dioulasso is based in the Hauts-Bassins region and develops education-related projects, particularly in the areas of hydraulics and agriculture. It has founded its own agricultural training centre.

#### TIN TUA

Since 1989, the Tin Tua Association has been promoting sustainable development through literacy, educational innovation and training. With strong rural roots, it has been active in solar power for over ten years, has founded an agricultural training centre and has developed its own modules to support entrepreneurship and agricultural training.

the training is over. The creation of five professional field-schools gave trainees a chance to acquire practical skills in real-life work situations and allowed them to start to develop their own professional network.



## Technical & vocational education & training in rural areas

Acting for Life has been working on vocational education and training initiatives for plumbing and solar power in Burkina Faso's Est region since 2016. In 2017, support from Norwegian development aid made it possible to undertake a change in scale with the launch of the READY project (see page 23). In light of those activities, the French Development Agency asked Acting for Life to draw up and implement the training-integration component of its Food-Security Programme in the Est region. That component is part of additional funding (Tiwara initiative) to strengthen the programme's work in 12 towns that are particularly vulnerable from a security and food standpoint: seven towns in the province of Gnagna, three towns in Komandjari (bordering the Sahel region) and two towns in the Nord-Est region in the province of Tapoa (bordering Niger).



**T**he Est region suffers from isolation, insecurity and considerable land degradation, particularly as a result of desertification. Enrolment in school and training programmes in the region is among the lowest in the country, and 50% of the population is under 15 years old. The 12 towns targeted by this project are particularly vulnerable in this regard.

### BENEFICIARIES:

This project has provided training for 1,000 young people

PROFIL is a three-year project that aims to improve living conditions for young people in Burkina Faso by offering short-term technical training (certification programmes). In all, 900 young people are offered help finding a job in agro-sylvo-pastoral professions (local cultivation of millet, sorghum,

black-eyed peas, peanuts, sesame, rice, market gardening, forage production for livestock) and in professions linked to agriculture, such as fattening animals, mechanics, masonry, woodworking, etc. In 2018, training programmes and field-schools combining theory and practice were already set up in eight towns for the production of organic sesame and black-eyed peas.

The implementation of post-training technical assistance has been planned to help young people improve their professional skills and to help them gain access to jobs and develop their own businesses. Eventually, young people who have received training will be able to diversify their income through new activities. Moreover, in order to promote local group initiatives, 300 young people will be involved in field-school projects. Everyone will be encouraged to join the management committees for local infrastructure. Active participation of young people in local professional organisations is expected to increase upon completion of their training.

### OUR PARTNERS ON THE GROUND

#### RECOPA Est

RECOPA is a long-time partner of Acting for Life. It has sound expertise in agropastoralism. It is involved in other components of the Food-Security Programme in the Est region, particularly the creation of a regional pastoral plan with local authorities. Its expertise is used for pastoral works undertaken by local authorities (livestock markets, pastoral wells, etc.). This project is an opportunity to expand its pastoral skills to incorporate professional training, and to expand its capacity to mobilise local authorities.

#### ARFA

ARFA (association for research and training in agroecology) is a new partner. The association developed expertise in agroecology at a time when those practices were not generating much interest. Today, ARFA is involved in other components of the Food-Security Programme in the Est region, particularly training the technical services of the Ministry of Agriculture. It founded a company that produces organic inputs, which are indispensable to the development of those practices in the sub-region. It also develops supply chains, such as organic sesame and solar power. It created an agricultural training centre and has developed its own support modules for entrepreneurship.

#### TIN TUA

See page 23.

#### 2018 - 2020

**LOCAL PARTNERS:** Tin Tua, RECOPA Est, ARFA

**FINANCIAL PARTNER:** French Development Agency

**BUDGET:** €1,000,000

## Support for stoneworkers

### BENEFICIARIES:

This project has provided training for 38 stone extractors, and 76 young people have earned a degree and received assistance in their job search

Mali has enjoyed sound economic growth over the last ten years, with annual average growth between 3% and 5%. But there is a shortage of jobs, particularly skilled jobs and jobs offering decent pay. One of the main objectives for the Malian authorities is therefore to provide education and training for young people and provide them with jobs. Tourism in Dogon country (in the Mopti region) has been all but wiped out by an extremely worrying security situation, and there is no choice but to develop new job opportunities based on local resources. The use of stone is becoming more and more common in the Bandiagara Cercle, which recently approved a protocol stating that it will use 30% local materials in public works. The fields of masonry and construction are part of a highly competitive informal economy. Environmentally friendly construction techniques (using stone and earth) present opportunities for those sectors to diversify, and they provide young people with new skills that will allow them to stand out in the job market.



**I**n 2015, Acting for Life launched this project to support stonework professions in Mali, which ended in 2018 with several important results: 82% of the 76 students received diplomas; a street was paved and cleaned as part of a field-school project carried out by students in conjunction with the town; 33 students were employed in their field one year after finishing their training; a group of artisan stone extractors that was supported by the project boosted its revenue; two towns decided to implement a memorandum of understanding and agreed to use local materials in the Bandiagara Cercle (Assembly of mayors).

To assist trainees after completion of their training, the project has monitored the integration of 70 young people since 2015 who were trained in masonry and stonework and who received either a 'BT' technician's diploma in building (equivalent to a vocational certificate in France) or a 'CAP' certificate of professional competence: the young people receive assistance setting up economic

groups and improving their skills (particularly earth construction).

Technical training will be a new path to integration for those who will participate in the training of instructors which has been planned with their counterparts in Togo and Benin, who are also supported by Acting for Life through the sustainable-construction project in Togo and Benin (see page 26). This last year of the project will also be an opportunity to strengthen the existing links between Mali, Togo and Benin by organising visits and discussions on the topic of sustainable construction.

Just because the project is ending does not mean that Acting for Life will no longer be committed to helping young people in Mali. This project is part of a longer-term vision, as it is evolving to become a multi-country project on stonework professions and sustainable construction, which will likely be launched in 2019.

#### 2015 - 2018

**LOCAL PARTNERS:** PDCO, ETP/BA

#### FINANCIAL PARTNERS:

French Development Agency, Air France, AnBer Foundation, Caritas France Foundation, Motul Corazón Foundation

**BUDGET:** €634,200

### OUR PARTNERS ON THE GROUND

#### PDCO

PDCO (promoting community development) is an NGO in Mali that has been supporting producer organisations in rural areas for over 20 years.

#### ETP/BA

ETP/BA (technical and vocational school of Bandiagara) is a private training centre that opened six years ago. It is approved by the Ministry of Technical and Vocational Training to award certificates of professional competence in stonemasonry and Technician's Diplomas in Building.



# Local materials for occupational integration

## BENEFICIARIES:

This project has provided training in sustainable construction for 100 young people in Togo and Benin, helped 50 artisan masons benefit from the growth of the sector and provided equipment for 30 stone extractors

In northern Togo and Benin, poverty and access to basic social services are higher than elsewhere in those countries. Also, only 10% of young people in Benin and Togo who graduate from secondary school pursue technical training. Despite interest from national authorities, technical training remains weak and faces a number of hurdles: difficult to access, limited capacity, obsolete training references, lack of materials and qualified instructors, programmes are more theoretical than practical, out of touch with the economic environment. With that in mind, Acting for Life wanted to help young people in northern Togo (Savanes and Kara regions) and Benin (Atacora and Donga departments) find jobs, by improving access to high-quality professional training in a sustainable sector: sustainable construction using stone and earth.

**W**ith sound experience supporting stonework professions in Mali, Acting for Life has identified natural sandstone resources that are exploitable in Togo and Benin. The introduction of local materials and new sustainable-construction techniques using stone and earth is a strategy to help artisans and stonemason apprentices diversify their markets and boost their income. Local materials (stone and earth) have the advantage of being accessible, and they are known for their insulation, preservation and sustainability qualities.

The FIPEC project aims to strengthen and promote the sustainable-construction sector as a whole: to secure the availability of raw materials, stone extractors were provided with equipment and tools, and artisan stonemasons were assisted in creating quotes—all of which increases the chances of winning new work projects. Plus, the sector was showcased to the general public through promotion and communi-

cation initiatives (particularly at the Evala festival in July 2018). Advocacy work will be conducted with national authorities to encourage public-procurement contracts for sustainably constructed buildings.

At the same time, the growth of this short-circuit sector offers new economic opportunities for young people. This project also aims to improve training (provision of materials, training of young people in new construction techniques, field-schools, etc.) and its institutional recognition. As part of the FIPEC project, two training programmes for a single apprenticeship were tested: a six-month continuous certification programme (15 young people in 2018) and a certification programme integrated into the technical-training curriculum for civil engineering or masonry (29 young people in 2018). Also, 25 young people were initiated in Benin before starting the full training in 2019.



2017-2019

LOCAL PARTNERS: GEVAPAF, ACAD

FINANCIAL PARTNERS: Air France,

AnBer Foundation, Caritas France Foundation

BUDGET: €270,000

## OUR PARTNERS ON THE GROUND

### ACAD

ACAD (association for the regions of Atacora and Donga) has been a partner of Acting for Life since 2012, helping develop agropastoral programmes in northern Benin. It aims to build the capacities of the 13 towns that it comprises, and facilitate dialogue with public authorities. It also supports local initiatives in both of those regions.

### GEVAPAF

The Togolese NGO GEVAPAF (managing the environment and promoting agropastoral and forest products) was founded in 2011 and specialises in sustainable development, agroecology and the promotion of local resources. It has already partnered with Acting for Life on several rural-development projects, and has sound experience in project management and in organising local initiatives.





# RURAL IN LATIN AMERICA ENTREPRENEURSHIP

6 PROJECTS  
IN 2018

4 TARGET  
COUNTRIES

6 LOCAL  
PARTNERS

€ 2,5 M TOTAL  
BUDGET

## BACKGROUND

Despite a sharp drop in poverty in Latin America since the 2000s, the region still has the highest inequality in the world (on par with southern Africa). Smallholder families account for 80% of agricultural activity in the Andes countries. They face a number of challenges: population growth, lack of access to land, difficulty gaining access to markets, massive movements of people due to crises and to the effects of global warming. Though Latin America has natural spaces and rich biodiversity, it is under heavy pressure and is highly vulnerable to climate change.

## PROJECTS

In this context, Acting for Life helps structure strategic supply chains (agricultural and non-agricultural) to give a boost to rural areas by:

- | Promoting joint and sustainable management of natural resources and protection of ecosystems
- | Strengthening agroecology and organic production systems
- | Processing and ensuring access to markets: fair trade, local markets and short supply chains, labels / brands / designation of origin
- | Strengthening economic viability by setting up entrepreneurial services
- | Ensuring access to suitable funding in rural areas
- | Promoting dialogue between local stakeholders
- | Sharing practices between partners in the South

COLOMBIA

ECUADOR

MEXICO

PERU



COLOMBIA

## Family farming and regional cohesion

After the peace agreement signed in 2016, Colombia now faces a major challenge: making sure the agreement is actually put into practice in order to lay the foundation for lasting peace. Acting for Life and its local partners are carrying out this project in support of family farming in order to ensure that the first point of the agreement (integral rural development) becomes a reality.

This project is carried out in the department of Cauca, in the southwest of the country. The area has suffered greatly as a result of the armed conflict: insecurity, illegal crop cultivation, forced displacement, recruitment of young people for armed combat, etc. Three of the five towns where the project is being carried out (Caldono, Morales and Cajibío) were recognised by the United Nations and the Colombian government as priority zones for applying the peace agreement.

An initial project from 2015 to 2017 helped build the organisational, production, sales and land-management capacities of 15 small-

holder organisations. After that initial phase, the NGO Fundación Colombia Nuestra united those organisations around a common project: creating the ASOVIDAS (alliance of solidarity for decent living conditions and sustainable farming) network.

This new project, launched in 2017, aims to continue the strategy of producing and selling coffee and panela (natural, unrefined sugar that is popular in Latin America) for the 300 families belonging to the 19 organisations partnered with ASOVIDAS. To do so, the project continues to improve the ASOVIDAS network's skills and supports the transition to agroecology and certified organic production.

2017-2020

LOCAL PARTNER:

Fundación Colombia Nuestra

FINANCIAL PARTNERS:

Air France, AnBer Foundation, Denibam Foundation, local resources

BUDGET: €418,000

BENEFICIARIES:

300 families

19 organisations

## OUR PARTNER ON THE GROUND

### FCN

Partnered with Acting for Life since 2008, the NGO Fundación Colombia Nuestra was founded in 1977. Its aim is to gain recognition for the rights of indigenous and Afro-Colombian groups. Based in the Cauca region in the centre-east of the country, FCN has sound experience supporting producer organisations. For instance, it was instrumental in the development of a supply chain for fair-trade coffee with the Fondo Páez producer organisation and in the intercommunity sale of local produce (kidney beans and panela).

In 2018, 191 smallholder families made a commitment to change their practices and adopt production methods that are more respectful of producers and the environment. Seven people were trained to help families implement those practices and the procedures required for organic certification.

The project also organises forums for discussion on environmental issues relating to land management. The discussions between producers are centred on the idea of how to manage water for human consumption and agricultural use as climate conditions change.



## Promoting peace through the social economy

Acting for Life is working with its partner IMCA in the rural communities of southern Colombia to set up supply chains for agroecology and strengthen smallholder organisations. Better coordination between stakeholders in the region is helping rebuild the local social fabric.

To help smallholder families become more financially independent, this project promotes and supports the creation of GAACs (self-managed savings and credit groups). In 2018, 245 people (mostly women) joined these solidarity-focused microfinance structures, which are essential for starting an income-generating activity and for meeting the needs of families. Since the start of the project, 124 young people have been trained in entrepreneurship and are now giving a boost to the local economy with support from public and/or private institutions (ministries, universities, chambers of commerce, etc.). New social and solidarity-based companies are developing. That's the case, for example, with Tienda Garittea, a project coordinated by two organisations bringing together 60 producers who sell their organic coffee directly to consumers. The creation of forums for dialogue between young people, social leaders, organisations, public entities and private institutions helps offer future prospects for young people in the Cauca Valley.

**2017-2020**

**LOCAL PARTNER:** Instituto Mayor Campesino

**FINANCIAL PARTNERS:** Air France, AnBer Foundation, Denibam Foundation, Austrian development aid, local resources

**BUDGET:** €331,000

**BENEFICIARIES:**  
240 rural entrepreneurs in the Cauca Valley



### OUR PARTNER ON THE GROUND

#### IMCA

Instituto Mayor Campesino (IMCA) was founded in 1962. It trains smallholders from Cauca Valley and encourages them to participate in public and private forums for discussion. During the 90s, as the armed conflict in the region intensified, IMCA worked to come up with alternatives to help people live peacefully. Today, IMCA continues its efforts by supporting agroecology.

## Promoting food security, food production and organic coffee

### OUR PARTNER ON THE GROUND

#### FONDO PÁEZ

The Kwe'sx Uma Kiwe Peykajn Mjinxisa Fondo Páez Association was founded in 1992. It specialises in the production and sale of organic coffee. Its goal is to preserve the traditional farming knowledge and culture of the indigenous Nasa (or Páez) and Misak communities, and help families become more autonomous through a holistic approach to farming.

**BENEFICIARIES:** 500 smallholder families

In the department of Cauca, Acting for Life works with those families most affected by the decrease in production as a result of global warming. This project has helped build the capacities of 29 members of the Fondo Páez association, who have in turn provided technical assistance for producers in the region.

This project to promote the shift to agroecology production methods offering high quality and yields lasted three years. It helped boost the production of coffee for export by 10% thanks to the application of different natural fertilizers and better pruning practices. The project also helped improve and increase subsistence crops (corn and kidney beans) through training on production, selection and saving of original-variety seeds. Thanks to the project's technical assistance, families can count on stable income and greater resilience to climate change.

**2016-2018**

**LOCAL PARTNER:** Fondo Páez

**FINANCIAL PARTNERS:** Air France, local resources

**BUDGET:** €63,680

## Reviving the local economy after an earthquake

**BENEFICIARIES:** 760 families

**2017-2019**

**LOCAL PARTNER:** CEFODI

**FINANCIAL PARTNERS:** French Development Agency, Air France and local resources

**BUDGET:** €858,000

On 16 April 2016, a 7.8-magnitude earthquake struck the coast of Ecuador. In all, 673 people were killed, over 6,200 were injured and some 29,000 people were left without shelter. The earthquake occurred at a time when the economy was already weakened by the drop in the price of oil, and in an area affected by the El Niño weather phenomenon. The local economy was heavily affected, particularly the sectors that employ the most people: tourism, cacao and artisanal fishing. After the crisis and emergency rescue operations, businesses are struggling to bounce back. That's why Acting for Life launched a project in 2017 to help revive the local economy. The project targets the southern part of the Esmeraldas province.

Our work in 2018 included supporting producers and strengthening our local partner (the NGO CEFODI), which helps anchor the project sustainably in the area. CEFODI has vast experience supporting producer organisations and has accomplished a lot, particularly with regard to setting up the cacao supply chain. Other strategic sectors, such as tourism, artisanal fishing and family farming, also need to be supported so that they can reorganise and open themselves up to new markets. CEFODI therefore decided to strengthen its capacities, with help from Acting for Life, to more effectively and sustainably develop economic initiatives in rural areas and promote diversification in the local economy. With new tools and entrepreneurial services, CEFODI can now support rural companies, micro-entrepreneurs and producer associations to help them gain better access to markets by diversifying their offer, thus making them more resilient in the event of another disaster. The project has developed the following initiatives: assistance in creating business plans, study of the tourism sector in Muisne, networking with producers, publicity campaigns to promote the local area. Another focus is developing and ensuring the longevity of financial services to help strengthen local companies in strategic sectors.

Lastly, this project focuses on the environment and natural resources by defending artisanal fishing, which helps preserve mangroves. The mangrove is a rich ecosystem that plays an essential role in combating global warming (through carbon sequestration) and coastal erosion. Fishermen are therefore taught sustainable and environmentally friendly practices to adopt when exploiting mangrove resources. Also, supporting tourist activities that respect and promote local natural heritage will help diversify economic activities while limiting pressure on natural resources.



### OUR PARTNER ON THE GROUND

#### CEFODI

Corporación Esmeraldeña para la Formación y Desarrollo Integral (CEFODI) was founded in 1993 and has strong local roots in the province of Esmeraldas. Its work is mainly focused on supporting rural development through family farming, access to water and sewage systems and the development of tourism that benefits everyone in the community.



# Support for small amaranth producers

2016 - 2018

LOCAL PARTNER: Puente a la Salud Comunitaria

FINANCIAL PARTNERS:

Air France, AnBer Foundation, Roissy Pays de France Agglomeration Community, local resources

BUDGET: €426,600



## OUR PARTNER ON THE GROUND

### PUENTE A LA SALUD COMUNITARIA

The NGO Puente a la Salud Comunitaria was founded in 2003 by two North American volunteers who wanted to improve the diet of the people living in Oaxaca. The goal is to reintroduce amaranth into the local economy and diet by promoting agroecology and nutritional education, and by supporting the emergence of microbusinesses and amaranth-producer organisations.

In the state of Oaxaca, in southeast Mexico, 70% of the population is considered poor. But the region still enjoys the greatest biodiversity in the entire country. In 2016, Acting for Life teamed up with the NGO Puente a la Salud Comunitaria to support the production of amaranth. Historically cultivated in Mexico, amaranth has gradually been disappearing from families' diets despite the fact that the plant is endemic to the region, rich in proteins (lysine and iron) and a potential source of higher income for smallholders.

## BENEFICIARIES:

This project has helped boost the income of 600 families through environmentally friendly amaranth production

This project has two main objectives: to build amaranth-production capacities and to strengthen networks of amaranth producers, processors and consumers in the Mixteca Alta and Valles Centrales regions. Acting for Life is helping structure the amaranth supply chain on the basis of principles such as eco-friendly production and fair prices for local producers.

In order to boost production while respecting the environment, 472 families were trained in agroecology. After the training programmes, 120 of those families committed to applying those production methods. Also, 12 areas were created for the collective production of natural fertilizers,

two laboratories for soil analysis were commissioned and a seed bank for amaranth was opened.

In order to strengthen their organisational capacities, 32 groups of amaranth producers and processors received assistance and training. Thanks to that initiative, the groups of producers improved the structuring of their internal organisation as well as their positioning on local markets with a greater diversity of better-quality products, and, in some cases, they acquired the legal constitution of small companies.

Lastly, the commercial strategy to position amaranth locally was a success and helped increase sales by 16% versus 2017, which

benefitted mainly women. That strategy was based on initiatives such as market studies on the amaranth sector, promotional campaigns on social media and in the local media, and the organisation of "Amaranth Day" (celebrated every year for the past 15 years).

The project ended at the end of 2018, but prospects for producers in the region are good: the networks are now autonomous when it comes to processing amaranth and raising prices to ensure higher income for producers. The partner NGO has become stable and is now able to work as part of a network. It can therefore continue to assist communities in Oaxaca.

# Strengthening the dairy and guinea-pig sectors

## BENEFICIARIES:

This project has helped 450 dairy producers, 15 family-run cheese-production companies, 240 guinea-pig farmers and 6 restaurants improve their production and reduce their environmental impact.

In Peru, the fruits of economic growth in recent years have not been redistributed fairly. There are still high social, ethnic and geographic disparities between cities and rural areas. Cuzco (where Acting for Life carries out its projects) is one of the poorest regions in Peru. Half of the province's children suffer from stunted growth as a result of malnutrition. The alpaca crisis in 2006 drove smallholder families to turn to milk production, but improvements are still needed in order to make the sector more stable and producers more autonomous. That is why Acting for Life has been supporting the development of milk and cheese production since 2013. And in 2016, the project was expanded to include guinea pigs, which are used in delicious traditional Peruvian dishes. The sector has high potential, particularly for the economic integration of women.



2016-2019

LOCAL PARTNER: CCAIJO (Asociación Jesús Obrero)

FINANCIAL PARTNERS: Air France, AnBer Foundation, local resources

BUDGET: €408,000

This project aims to strengthen family-run companies in the milk and guinea-pig sectors by improving their organisation, production and management skills, while preserving the environment. An initial report showed that at the end of the project, milk producers increased their income by 10%, and cheese producers by 30%. The results for the guinea-pig sector were impressive: 100% increase in income for farmers and 118% for restaurants. Those results are thanks to constantly increasing demand from the market and to the sector's short supply chains, which put farmers directly in contact with restaurant owners.

In terms of sustainable development, an environmental-impact study for the milk sector was conducted in 2017. In 2018, an environmental management plan was implemented based on recommendations from that study in order to make production more environmentally friendly through responsible management of production-related waste.

As a result, half of the cheese-production companies reduced their impact on the environment.

Likewise, a family-run cheese-production facility and its 52 milk producers have initiated the procedure for obtaining organic certification for their products. In 2018, they completed the first of three phases required to obtain the organic label. The long-term objective is to expand the label to cover all producers in the region.

Cheese producers are currently grouped into a network with our partner, CCAIJO, who continues the cheese making process to ensure a high-quality product marketed under the local brand "D'Ausangate". The product has already sparked interest among luxury hotels and restaurants in Cuzco, as well as a shop in Lima. CCAIJO and the producers are thinking about the structure of the network to ensure a stable and sustainable outlet.

## OUR PARTNER ON THE GROUND

### CCAIJO

Asociación Jesús Obrero (CCAIJO) was founded in 1971 to help improve the living conditions of rural communities in the Quispicanchi department, in the region of Cuzco. CCAIJO specialises in economic development, nutrition, housing, education, environmental preservation and local governance.





# TOURISM, ETHICS & DEVELOPMENT

5 PROJECTS  
IN 2018

4 TARGET  
COUNTRIES

4 LOCAL  
PARTNERS

€268K COMBINED  
BUDGETS

## BACKGROUND

Too often, the most vulnerable segments of society don't benefit from tourism. That's why Acting for Life carries out projects in Asia and Oceania to assist countries with their policies to develop tourism in favour of sustainable development that takes into account the needs of the local communities, particularly from the point of view of small and very small tourism companies and hotels.

## PROJECTS

- | **Providing local authorities and services with the tools they need to ensure sustainable tourism**
- | **Promoting cooperation and developing partnerships with multiple stakeholders to promote ethical tourism**
- | **Creating standards** to improve the marketing of tourism products on international markets
- | **Providing training for managers and professionals** so that they can pass on the approach and tools to local stakeholders at other tourism sites in each country
- | **Sharing and teaching best practices for sustainable tourism**
- | **Ensuring access to New Technologies for Information and Communication**

CAMBODIA  
MONGOLIA  
EAST TIMOR  
VANUATU

## Sustainable tourism

Acting for Life is working with local stakeholders in Cambodia, Mongolia, East Timor and Vanuatu to ensure that proceeds from tourism go to local communities through projects that create local, eco-friendly jobs. Acting for Life offers technical assistance and provides training for institutions, associations and small local tourism companies in Asia and Oceania.

### PROTECTING THE TOURISM ENVIRONMENT IN CAMBODIA

In Cambodia, the increase in purchasing power and the ever-growing flow of tourists have generated large quantities of waste that end up in nature because there is no service to handle it efficiently. In 2018, Acting for Life worked closely with the Cambodian Ministry of Tourism on two projects to combat environmental degradation in order to sustain and develop the tourism business of small local companies. A project for waste clean-up by residents of the beach town Sihanoukville improved cleanliness and raised awareness among the community about respecting the environment. A second project focusing on the country's main tourist sites targets plastic bags, with the introduction of measures to address waste-collection and waste-processing needs with respect to tourism.



### ECO-FRIENDLY YURTS IN MONGOLIA

Mongolia has been undergoing rapid economic growth since the 2000s, thanks in large part to the country's mining resources. But 20% of Mongolians still live below the poverty line. The Orkhon Valley is the most popular tourist destination in Mongolia, but local infrastructure is lacking: waste treatment, roads, access to running water, public lighting, etc. Acting for Life is therefore carrying out a project that focuses on three areas: reducing pollution, creating a model tourism eco-camp with 22 eco-friendly yurts and offering eco-tourism training for local tourism operators.

### REDUCING POVERTY AND PROMOTING SUSTAINABLE DEVELOPMENT IN EAST TIMOR

East Timor is located in southeast Asia, between Australia and Indonesia. It is one of the poorest countries in the world and faces many environmental problems. This Acting for Life project aims to develop sustainable tourism by offering SMEs and very small businesses tools to help them make up for the lack of infrastructure. Tourism operators receive assistance in defining sustainability indicators that will allow them to assess themselves and improve their practices. An informational brochure was created to present the effects that climate change can have on an island, in order to raise awareness among small tourism operators.

### PROTECTING SEABEDS IN VANUATU

Vanuatu's economy is heavily dependent on tourism, particularly underwater diving. That's why protecting coral and diving boats is so important. Acting for Life supports the local Vanuatu Scuba Operators association in its efforts to raise awareness, mitigate climate risks and protect coral reefs.

2014-2018

#### TECHNICAL PARTNERS:

Cambodian Ministry of Tourism, Mongolie Aventure, Vanuatu Scuba Operators, University of Dili

#### FINANCIAL PARTNERS:

Air France, local resources

COMBINED BUDGETS: €268,000

### OUR MAIN PARTNERS ON THE GROUND

The Cambodian Ministry of Tourism: has many responsibilities. These include defining national policy regarding tourism, encouraging investment in the tourism sector and maintaining tourism infrastructure.

#### Vanuatu Scuba Operators:

Founded in 1995, the local association Vanuatu Scuba Operators in Efate comprises five member companies. Its main objective is to define a code of conduct to regulate relations between diving companies. It is through this association that they decide to keep exclusive rights to their anchorages or to share them with other members. The association carries out initiatives to raise awareness, mitigate climate risks and protect coral reefs.



# OUR PROJECTS



	COUNTRY	YEAR	PROJECT	LOCAL PARTNERS	PAGE
	<b>Multi-country</b> Benin, Burkina Faso, Ghana, Niger, Togo	2015-2018	PARSAO - Programme to promote the resilience of agropastoral systems In West Africa	ACAD, ANOPER, AREN, CIKOD, FENAPFIBVTO, GDCA, GV, RECOPA	11
	<b>Multi-country</b> Burkina Faso, Mali, Mauritania, Niger, Senegal	2015-2019	BRACED Programme to improve resilience and adapt to climate extremes and disasters	ACIDEF, APESS, ARED, AREN, CIRAD, CISV, ENDA-PRONAT, GAJEL, GNAP, ICD, LVIA, RBM, RBM-Sen, RECOPA Est and Ouest, TASSAGHT, URFBV, VSF-B	11
	<b>Multi-country</b> Burkina Faso, Mali, Mauritania, Niger, Senegal	2018-2019	BRACED - X Policy Window	CILSS	11
	<b>Multi-country</b> Benin, Burkina Faso, Ivory Coast, Ghana, Mali, Niger, Nigeria, Togo	2018-2022	PAMOBARMA - Project to support herd mobility in order to ensure better access to resources and markets in West Africa	ACAD, AEBRB, AJELAMO, ANOPER, APESS-Nigeria, AREN, CIKOD, ETD, FENAPFIBVTO, GAJEL, GDCA, GEVAPAF, GIC, OPEF, URFBV, VSF-B, RECOPA	11
	<b>Multi-country</b> Benin, Togo	2017-2019	FIPEC - Technical & vocational education & training through sustainable construction	GEVAPAF, ACAD	26
	<b>Multi-country</b> Benin, Togo	2018-2021	PARMI - Promotion of local products through catering on mass and institutional markets	GIC, OADEL	15
	<b>Benin</b>	2018-2019	FRAIBIO - Helping producers supply certified fruits and vegetables to Servair	Hortitechs Dev, AMAP Benin	16
	<b>Burkina Faso</b>	2017-2018	PROCUMA - Project to promote market gardening for better food and nutritional security	INADES Burkina Faso	18
		2017-2021	READY - Raising employment access and development for youth	OCADES, TinTua	23
		2018	CIPA - Strategy for a change in scale to encourage public-procurement contracts for local food products through institutions	APME2A, CPF	17
		2018-2020	Profil Jeunes - PSAE Project to support the socio-economic integration of young people in Burkina Faso's Est region	TinTua, RECOPA Est, ARFA	24
		2018-2019	Cantines Burkina - Project to promote sustainable food-supply systems for institutional markets	INADES Burkina Faso	18
	<b>Cambodia</b>	2014-2018	Plastic Bag environmental-protection programme for tourism	Cambodian Ministry of Tourism	35
		2014-2018	Clean Up environmental-protection programme for tourism	Cambodian Ministry of Tourism	35

	COUNTRY	YEAR	PROJECT	LOCAL PARTNERS	PAGE
	<b>Colombia</b>	2017-2019	Strengthening family farming and multicultural cohesion in the Cauca region	Fundación Colombia Nuestra	29
		2016-2018	Technical support for food security and organic coffee production in the Cauca department	Fondo Páez	30
		2017-2020	Social economy for building regional peace in the Cauca Valley	Instituto Mayor Campesino	30
	<b>Ecuador</b>	2017-2019	REACTIV - Reviving the local economy in the Manabi and Esmeraldas provinces	CEPESIU, CEFODI	31
	<b>Mali</b>	2015-2018	PAMP - Project to support stonework professions: training, production, social protection	PDCO, ETP/BA	25
	<b>Mexico</b>	2016-2018	Improving organisation and boosting the incomes of smallholders in the amaranth supply chain in the state of Oaxaca	Puente a la Salud Comunitaria	32
	<b>Mongolia</b>	2014-2018	Eco-friendly yurts & environment	Mongolie Aventure	35
	<b>Peru</b>	2016-2019	Strengthening the dairy and guinea-pig supply chains in the towns of Ocongate and Ccatca	Asociación Jesús Obrero (CCAIJO)	33
	<b>East Timor</b>	2014-2018	Project to reduce poverty through tourism and to mitigate climate risks	University of Dili	35
	<b>Togo</b>	2018-2020	PROMEKO - Promotion of agricultural products for local economic development	CONGAT, OADEL	19
		2016-2018	PAJUTO - Promotion of and access to local fruit juice in Sokodé	GRADSE	20
		2016-2018	PAFAO - Project to promote family farming in West Africa - Feeding cities through sustainable family farming	OADEL	21
		2016-2018	PRIMACIPA - Infrastructures for animals	GEVAPAF, FENAPFIBVTO	13
	<b>Vanuatu</b>	2014-2018	Project to protect seabeds, support the tourism sector and mitigate climate risks	Vanuatu Scuba Operators	35



# FINANCIAL REPORT

## 2018 FINANCIAL YEAR

Acting for Life’s financial statements are audited each year by a statutory auditor. In 2018, the Board of Directors appointed a new auditing firm (Deloitte) to audit the financial statements. The certified financial statements are then published in the government gazette (Journal Officiel) of the French Republic. The following is a summary of those statements. Projects co-funded by institutional donors are also audited on a regular basis to verify spending. In accordance with the accounting rules for non-profit organisations, and in order to better reflect the activities of Acting for Life, which manages projects over several years, a system was set up to monitor commitments given and received on a project-by-project basis. The financial statements reflect the activity for the financial year and the position of commitments at the end of the year.

### BALANCE SHEET

In thousands of euros	2018 gross	Amt & Prov	2018 net	2017 net	Change
ASSETS					
Fixed assets					
Intangible assets	14	6	8	0	+ 8
Tangible assets	46	35	11	8	+ 3
Financial assets	0	0	0	0	0
Current assets					
Accounts receivable	0	0	0	1	+ 1
Other receivables	14 994	0	14 994	4 768	+ 10 226
Treasury investments	18	0	18	18	0
Cash and cash equivalents	7 501	0	7 501	7 641	- 140
Cash on hand	0	0	0	0	0
Prepaid expenses	14	0	14	6	+ 8
TOTAL ASSETS	22 587	41	22 546	12 442	- 10 104
LIABILITIES AND EQUITY					
Own funds					
Association funds	1987	0	1 987	1 996	+ 21
Net income	50	0	50	21	+ 29
Provisions for liabilities and charges	0	0	0	0	0
Dedicated funds	5 600	0	5 600	8 605	- 3 005
Liabilities					
Loans and similar debts payable	0	0	0	1 490	- 1 490
Accounts payable	146	0	146	106	+ 40
Tax and social debts	309	0	309	245	+ 64
Other liabilities	162	0	162	9	+ 152
Deferred income	14 294	0	14 294	0	14 294
TOTAL LIABILITIES			22 546	12 442	10 104

The balance sheet presents Acting for Life’s situation at 31 December 2018.

### ASSETS

The assets side of the balance sheet shows the association’s resources, which mainly include grants receivable (heading «other receivables») and cash. The other receivables comprise 94 % receivables from the EU (€8,892k), French Development Agency (€2,714k), DFID (€680k) and NORAD (€1,715k). The 36% increase was mainly due to the launch of the new projects PAMOBARMA and PROFIL.

### LIABILITIES

Up to 2017, dedicated funds corresponded to funds allocated to carrying out projects in years to come, and they still do for Air France funds. However, with the change in the method used to record multi-year grants, the level of dedicated funds sharply decreased in 2018 (- 35 %). Funds committed to carrying out projects but not used during the year are now recorded

### 2018: Change in the method used to record income from multi-year grants

The previous method:

When an agreement was signed, income from multi-year grants was recorded in its full amount on the income statement under the heading «grants and subsidies». It was offset by a dedicated «financial sponsor» fund in the same amount (under the heading «commitments to be fulfilled on allocated resources» on the income statement, under costs). Those dedicated «financial sponsor» funds were then taken back as they were used (under the heading «carry forward of funds not used in previous years» on the income statement, under revenue).

Remarks on the previous method:

The previous method consisted in recording the grants to be received for each project in their full amount whether they were annual or spread out over several years, which made it difficult to decipher grants and subsidies on the income statement: for multi-year operating income, the income statement showed operating costs for one year. After studying different accounting methods within the sector, the decision was made to change the method used to record income from multi-year grants by recording income from grants not used during the year as deferred income. Therefore:

- the «grants and subsidies» heading on the income statement is in line with the volume of operating costs,
- overall for all of the years of a project, it is the final amount of the grant that is recorded under «grants and subsidies» and not its projected amount,
- the financial statements are much easier to decipher.

as deferred income (+ €14,294k in 2018). In total, the association increased its portfolio of projects to complete over the coming years by €11,288k. New projects were launched in 2018, giving rise to co-funding from public donors: - a project to support herd mobility for better access to resources and markets in eight West African countries (PAMOBARMA) co-funded by the European Commission for €10,000k and by the French Development Agency for €1,860k. – a project to support the socio-economic integration of young people in Burkina Faso’s Est region co-funded by the French Development Agency for €1,000k. (PROFIL). – a project to provide emergency aid in agropastoral communities in the Est region of Burkina Faso co-funded by the Centre De Crise et de Soutien (crisis and support centre)/French Ministry of Europe and Foreign Affairs for €300k. Deferred income for those new projects launched in 2018 amounted to €11,807k and represented 83% of total deferred income at 31/12/18. The BRACED project, co-funded by DFID, was expanded for €3,143k, of which €726k went to deferred income (5% of total deferred income at 31/12/18).

### INCOME STATEMENT

In thousands of euros	2018	2017	Change
INCOME			
Operating revenue	0	0	0
Sales (of goods and services)	0	9	- 9
Grants and subsidies	6 499	6 532	- 34
Write-backs on provisions, transfer of costs	62	75	- 13
Donations	52	90	- 38
Financial revenue	4	1	+ 3
Total (I)	6 616	6 707	- 91
Extraordinary income (II)	5	0	+ 5
Carry forward of funds not used in previous years (III)	2 162	8 634	- 6 472
Total income (I+II+III)	8 783	15 341	- 6 558
COSTS			
Operating costs	0	0	0
Other external costs	1 448	1 421	+ 27
Taxes and duties	89	72	+ 17
Staff costs	1 051	914	+ 137
Social-security costs	462	375	+ 87
Amortisation expense	6	9	- 3
Provisions	0	0	0
Grants awarded by the association	4 520	3 811	708
Interest expense	0	0	0
Total (I)	7 575	6 602	-973
Extraordinary costs (II)	0	9	- 9
Commitments to be discharged against allocated resources (III)	1 159	8 709	- 7550
Total costs (I+II+III)	8 734	15 320	- 6586
NET INCOME	50	21	29

The income statement presents the year’s activities, highlighting the main income and cost items.

### FUNDS

At 31/12/2018, funds amounted to €8,783k and can be broken down into two items: operating and financial revenue of €6,616k, and carry forward of funds not used in previous years of €2,162k. Public grants recorded for our projects totalled €3,786k at 31/12/18, and that figure was in line with public grants consumed in 2018. 2018 was a transition year in terms of account-keeping. With the new method of accounting for multi-year grants, the level of funds not used in the previous year naturally decreased. Still, as seen previously, the amount of funds committed to projects went from €8,605k in 2017 to €5,600k of dedicated funds, to which is added €14,293k of deferred income (more than double in 2018).

### USE OF FUNDS

Grants awarded by the association accounted for 60% of operating costs, versus 58% in 2017. Those were mainly transfers of funds to local partners working on our projects. Like in 2017, those grants transferred to our partners on the ground were mainly for the BRACED project (€2,008k). Operating costs incurred while carrying out projects represented 86% of total costs, versus 85% in 2017. Lastly, with the change in the accounting method, income appeared to be greater than costs in 2018, but that was simply due to the transition year.



# FINANCIAL PARTNERS



A public institution at the heart of France's development-aid system, the French Development Agency (AFD) has been working since 1941 to reduce poverty and promote development. AFD is a long-standing financial partner of Acting for Life in Africa and Latin America. Thanks to its support, AFD helps bring to life large-scale regional and national programmes in strategic areas for Acting for Life. These include creating training programmes and focus on issues relating to local economic development in line with the agropastoral sector in the Sahel region.



The European Union's EuropeAid programme develops policies to reduce poverty and promote sustainable development, democracy, peace and security. The European Union has been a partner of Acting for Life for several years, supporting projects in Africa and Latin America covering all of our areas of expertise.



The Department for International Development (DFID) is a UK mechanism for administering humanitarian and development aid. It is committed to supporting sustainable development and reducing poverty around the world. Renowned for its expertise in the Sahel region, Acting for Life has been receiving support from DFID since 2013 for its livestock-mobility projects in West Africa.



The Norwegian Agency for Development Cooperation (NORAD) is part of the Norwegian Ministry of Foreign Affairs. Its main areas of expertise are education, the environment, adapting to climate change, promoting democracy, access to health and renewable energies. NORAD has been supporting Acting for Life since 2017 for its projects to promote training and occupational integration in Africa.



Air France has been a partner of Acting for Life for over 40 years. Its long-term partnership in Africa, Latin America and Asia has been focused on setting up programmes to support economic and local development, small crop and livestock farmers, and vocational training and occupational integration in the communities that need it most. Through its generous support, Air France has made it possible to conduct studies and launch local projects with innovative approaches allowing for bigger programmes to be launched subsequently with public institutional partners.



Groupe ADP is a world leader in the design, construction and operation of airports. A long-standing partner of Acting for Life, Groupe ADP supports the team and its projects by providing office space at the Bourget airport. This partnership is very important for the stability and longevity of our work.



As the French leader in catering and airline logistics, SERVAIR has been supporting Acting for Life for several years. In 2018, this company of 10,000 employees stepped up its commitment to supporting Acting for Life's work to promote development, particularly sustainable agricultural development in Africa.

Acting for Life could not carry out all of its projects without the help of its loyal financial partners. They help us considerably boost the impact of our work on the ground. So here's a big thank you to all of our donors - past, present and future!



Fondation AnBer is a loyal, long-standing partner of Acting for Life. This private foundation, recognised as an organisation serving the public interest, is dedicated to reducing poverty by supporting projects in health, education, work and reducing destitution. Its founders are always open to supporting innovative approaches to job creation and local entrepreneurship for marginalised communities, and have supported many projects in Africa, Latin America and Asia covering our four strategic areas of focus.



The Caritas France Foundation has been dedicated to reducing poverty and exclusion since 2009. It has supported a number of Acting for Life's projects, particularly in Africa, on issues such as vocational training and occupational integration. It has a particular interest in this area, and works with Acting for Life in its efforts to improve training programmes in West Africa.



The Ditumba Foundation provides funding for the professional training of disadvantaged young people, primarily in sub-Saharan Africa (Burkina Faso). Since 2017, it has been supporting Acting for Life's project to improve vocational training and occupational integration for young people in Burkina Faso, in three key sectors of the local market: solar power, plumbing and farming.



Fondation de France is a long-standing partner of Acting for Life and has supported our work in various regions of the world since our founding. Acting for Life receives support through the «Programme to Support Family Farming in West Africa» for its work in Togo. Fondation de France, in partnership with the French Committee for International Solidarity (CFSI), promotes the initiatives of African and international organisations aiming to develop sustainable and dynamic family farming to feed West Africa's fast-growing cities.



In 2017, the Roissy Pays de France Agglomeration Community (CARPF) and Acting for Life decided to team up for a multi-year partnership. The geographic proximity of the two entities and their shared vision of the issues of international solidarity contributed to the birth of this partnership. CARPF is committed to supporting the economic and local development of the most vulnerable communities in Latin America and West Africa.



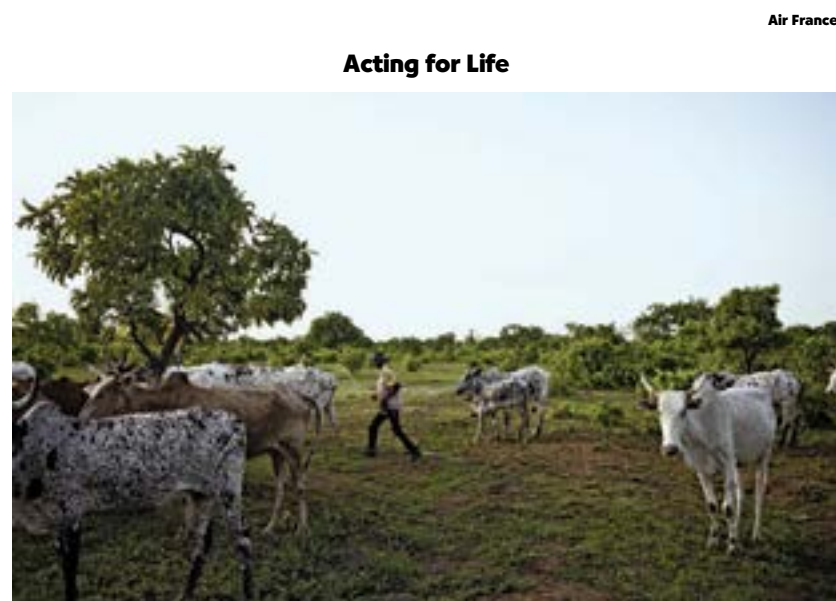
The Motul Corazón Foundation was founded in 2011, under the aegis of Fondation de France, to help young people who are disadvantaged or who are in difficult situations. Since 2016, the Motul Corazón Foundation has been supporting a project in Mali that offers training in stonemasonry and helps the trainees find jobs.



# MONTHLY PUBLICATIONS IN AIR FRANCE MAGAZINE

For several years, Air France has given Acting for Life the opportunity to publish articles in Air France Magazine about our projects, partner organisations and important issues relating to our work. More than 400,000 copies are distributed to air travellers each month, giving us a chance to show the world what we do.

All of the articles are available on Acting for Life's website and on Air France Magazine's website.



## Transhumance d'espoir

Depuis six ans, Air France et Acting for Life épaulent les communautés togolaises qui vivent de l'agropastoralisme. Clé de voûte de leurs actions : sécuriser la mobilité du bétail.

Le nord du Togo est devenu un territoire d'accueil pour les pasteurs transhumants qui transitent avec le bétail des pays sahéliens vers les zones côtières. Acting for Life, forte de son expérience dans le domaine de l'agropastoralisme, et ses partenaires togolais Gevapaf et FENAPFIBVTO ont établi une cartographie participative de la filière : négociation et sécurisation des pistes de transhumance, points d'eau, nourriture et soins pour le bétail et équipements de l'unité de commercialisation. C'est ainsi que le marché de Cinkassé, à la frontière du Ghana et du Burkina Faso, a été entièrement aménagé pour améliorer la sécurité, l'hygiène et le parage des animaux. La création d'une première intercollectivité consacrée à la gestion de ces infrastructures installe un cercle vertueux pour que l'ensemble des villageois trouvent à travers les recettes générées une prospérité partagée. ▀

**Transhumance for prosperity** For the past six years, Air France and Acting for Life have been supporting agropastoralist communities in Togo, with the principal aim of securing the movements of livestock. Northern Togo has become a base for transhumant herders moving their livestock from the Sahel region to coastal areas. Drawing on its experience, Acting for Life, together with its Togolese partners GEVAPAF and FENAPFIBVTO, carried out participatory mapping of the sector: negotiation and securing of transhumance routes, watering places, fodder and treatment for livestock, and infrastructure for points of sale. Cinkassé market, on the border between Ghana and Burkina Faso, has been redesigned to improve the safety, hygiene and penning of the animals. The setting up of a first inter-community organization devoted to managing such installations creates a profitable system whereby all villagers benefit from the wealth generated. ▀

**ACTING  
FOR LIFE**

"La vie, pas la survie"

**POUR SOUTENIR ACTING FOR LIFE**

Tél. +33 (0)1 49 34 83 13.  
contact@acting-for-life.org  
www.acting-for-life.org

# LEARNING FROM OUR PROJECTS

Acting for Life's teams conduct studies and produce articles and advocacy documents about the association's projects. Those tools are essential when it comes to raising awareness, sharing information and creating local and global synergies for local economic development.



### Field-schools

Technical and vocational education and training project in West Africa

Johanne CASTAÑO, Laura LIONNET - AFL



### Food consumption

New challenges for food consumption in urban areas

Estelle DANDOY - Inter-réseau



### Herd mobility

Ten observations on herd mobility in West Africa

Brigitte THÉBAUD (NGC), Christian CORNIAUX (CIRAD), Annabelle POWELL, Arnaud FRANÇOIS - AFL



### Socio-economic integration in rural communities

through entrepreneurship in Latin America, experience-sharing document

Danièle SEXTON - AFL



### Transhumance

Transhumance in coastal countries: a key issue

Brigitte THÉBAUD (NGC) - AFL



### Training for young people

Technical and manual professions: job prospects for young people

AFL

All publications, news and videos are available on our website:

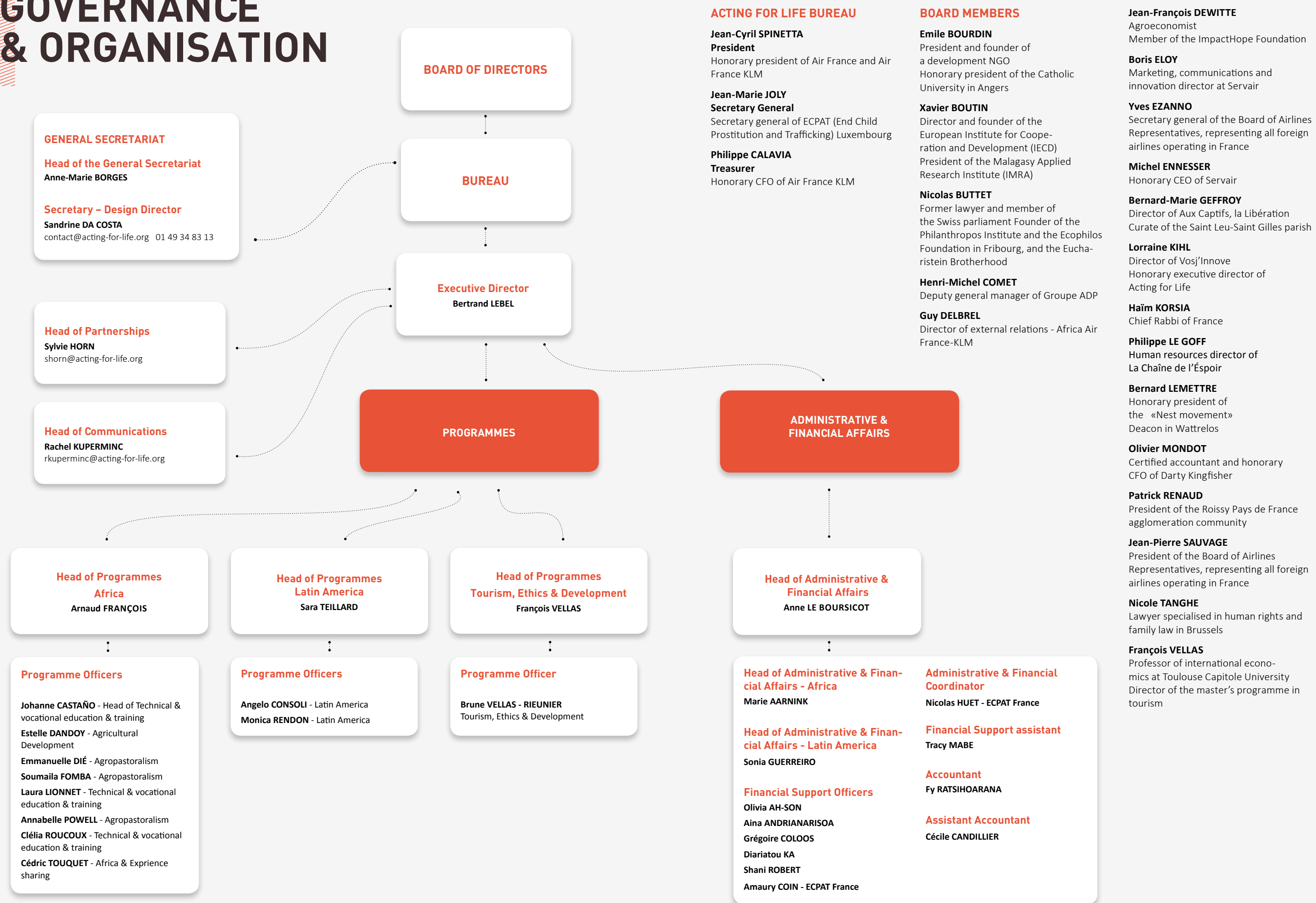
[www.acting-for-life.org](http://www.acting-for-life.org)

and on social media:





# GOVERNANCE & ORGANISATION



\*Organisational chart and governance at 20 June 2019



# LOGISTICAL SUPPORT

To ensure that its international solidarity and development programmes run smoothly, Acting for Life has been working in partnership with GARD for over 30 years to provide human, financial and logistical support to its permanent partners.

- |  |  |                             |
|--|--|-----------------------------|
| ACCIR SAHEL                                      | CALAO  | INDE ESPOIR                 |
| ACTION SOLIDARITÉ DES PAYS OUBLIÉS               | CLAIRE AMITIÉ – AMICLA                               | INTER AIDE                  |
| ADIE France                                      | CODEGAZ  | INTER – PI                  |
| ADRP Bénin                                       | COMMUNAUTÉ DE L'AGNEAU                               | LACIM INDE                  |
| AFDI   | CONGRÉGATION DES SOEURS DU CHRIST                    | LATITUDE FILM 16/35         |
| AFRIQUE VERTE                                    | CPAL   | LES TROIS QUARTS DU MONDE   |
| AGIR ABCD  | DÉLÉGATION CATHOLIQUE POUR LA COOPÉRATION            | LOUVAIN DÉVELOPPEMENT       |
| AGRO ACTION ALLEMANDE - DEUTSCHE WELTHUNGERHILFE | DOCTORS FOR DISABLED                                 | O I P R                     |
| AGRONOMES ET VÉTÉRINAIRES SANS FRONTIÈRES        | EAU VIVE   | PAFFA                       |
| AIDE MÉDICALE ET DÉVELOPPEMENT                   | EMMAÜS INTERNATIONAL                                 | PALAVRA VIVA                |
| AIDER  | ENFANTS DU MEKONG                                    | PLANÈTE URGENCE             |
| À LA CROISÉE DES CHEMINS                         | ÉLECTRICIENS SANS FRONTIÈRES                         | PRISONNIERS SANS FRONTIÈRES |
| ALAD MALI  | ESSOR  | PS EAU                      |
| ALDEFI   | FERT   | PUITS DE JACOB              |
| ALTER SANTÉ                                      | FIDESCO  | RAFOD                       |
| ALTERNATIVES SUD                                 | FONDACIO   | SANTÉ ET DÉVELOPPEMENT      |
| ASAPAC   | FONDATION DE L'ARCHE                                 | S C D                       |
| ASHALAYAM  | GRDR AFRIQUE   | SCI AFRIQUE                 |
| ASS FORAGE MALI                                  | IMPACT HOPE  | SOLIDARITÉ LABORATOIRES     |
| ATD QUART MONDE                                  | INSTITUT EUROPÉEN DE COOPÉRATION ET DE DÉVELOPPEMENT | SOLTHIS                     |
| BEN'ENFANCE                                      |  | SOS SAHEL                   |
|  |  | TECHNAP AFRIQUE             |
|  |  | TOLÉRANCE                   |

**Nathalie FILIN** - Head of Logistics G.A.R.D.  
**Aurélie LUZ** - Logistics Coordinator, G.A.R.D.  
 gard-canada@wanadoo.fr



## OUR 4 AREAS OF EXPERTISE



Agricultural development



Agropastoralism



Technical & vocational  
education & training



Tourism, ethics &  
development

**ACTING  
FOR LIFE**

40, avenue de l'Europe  
93350 Le Bourget Aéroport  
Tél. : +33 1 49 34 83 13  
[contact@acting-for-life.org](mailto:contact@acting-for-life.org)  
[acting-for-life.org](http://acting-for-life.org)

Acting for Life is a proud member of

