PARTNERSHIPS FOR IMPACT

FAIRTRADE AFRICA

2017 ANNUAL REPORT
Fairtrade Africa is a member organization representing Fairtrade certified producers in Africa and the Middle East. We currently support over 500 producer organisations in 32 countries, a 9% increase from 2016, ensuring they get better prices, decent working conditions and fairer terms of trade, while also contributing to the sustainability of the environment.

Fairtrade is the world’s largest and most recognized ethical certification system. Fairtrade Africa is a member of the wider International Fairtrade movement. Through Fairtrade, consumers connect with producers with the aim of reducing poverty through trade. Shoppers can recognize products that meet the Fairtrade Standards by the FAIRTRADE Mark.

There are currently 24, Fairtrade Organisations who market Fairtrade in their countries and three Producer Networks in Africa and the Middle East, Latin America and the Caribbean, and Asia-Pacific.

Fairtrade Africa is owned by its members, who are African producer organisations certified against International Fairtrade Standards producing traditional export commodities such as coffee, cocoa, tea, cotton, bananas, mango and non-traditional commodities including shea butter and rooibos tea. Currently, the organisation represents over 1 million smallholder farmers and workers across 32 countries in Africa.

**OUR VISION**

A world in which producers can enjoy secure and sustainable livelihoods, fulfil their potential and decide on their future.

**OUR MISSION**

- To support our members to strengthen their organisations in line with Fairtrade Standards.
- To improve and increase our members’ ability to access Fairtrade markets.
- To empower our members to advocate for their interests and take active ownership of the global fair-trade system.
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WHERE WE WORK

AFRICA AND MIDDLE EAST PROFILE

1. Benin
2. Burkina Faso
3. Burundi
4. Cameroon
5. Comoros Islands
6. Cote d’Ivoire
8. Egypt
9. Ethiopia
10. Ghana
11. Kenya
12. Lebanon
13. Guinea
14. Madagascar
15. Malawi
16. Mali
17. Mauritius
18. Morocco
19. Lesotho
20. Palestine
21. Rwanda
22. Sao Tome and Principe
23. Senegal
24. Sierra Leone
25. South Africa
26. Swaziland
27. Tanzania
28. Togo
29. Tunisia
30. Uganda
31. Zambia
32. Zimbabwe

KEY
Fairtrade presence in Africa & Middle East

Top products in Fairtrade Producer Countries in Africa

FLOWERS
Uganda
Ethiopia
Kenya
Tanzania
Zimbabwe

COTTON
Cameroon
Mali
Senegal
Benin
Burkina Faso

COCOA
Cote d’Ivoire
Madagascar
Uganda
Sao Tome and Principe
Togo

COFFEE
Burundi
DRC
Ethiopia
Kenya
Uganda

TEA
Kenya
Uganda
Rwanda
Tanzania
Malawi

SUGAR
Malawi
Mauritius
South Africa
Swaziland
Zambia

WINE, FRUITS & VEGETABLES
South Africa
Tunisia
Ethiopia
Egypt
Lebanon

NUTS, OILS, HERBS & SPICES
Palestine
Morocco
Madagascar
Comoros Islands
Lebanon
Egypt
Executive Director’s Statement

Dr. Nyagoy Nyong’o
Executive Director, Fairtrade Africa

This year Fairtrade Africa drove forward various streams of work all pegged at increasing impact on farmers and workers. We do this to ensure accountability towards our Fairtrade members and other stakeholders and to learn how we can improve on driving change under the goals of our 2020 strategy.

One of our key highlights for the year was the five day Ways of Working Workshop (WOW) that brought together members from the Fairtrade network. The meeting was critical to the organization as it identified ways of working through partnerships internally across the Fairtrade system and externally to deliver impact. As you will read in this report, FTA has intensified its inception of projects and growth in donor funding from building climate change resilience among sugar cane farmers in Swaziland to strengthening Artisanal and Small-Scale Miners capacity programs in Uganda. The years highlighted impact have been made visible through the various partnerships with our stakeholders. Each year, we look towards achieving our commitment to smallholder farmers, workers and artisanal miners, and this year, our focus was on Partnerships for Impact. As such we are very pleased and honoured to announce our formalised partnership with the International Trade Centre (ITC) with whom we are currently working within Ghana in our cocoa communities, using a market systems approach to improve livelihoods through crop diversification and local markets.

Fairtrade Africa had the pleasure of hosting the new Chief Executive Offer (CEO) of Fairtrade International, Mr. Dario Sotto-Abril, who joined us at WOW. He highlighted: clarity on our vision and mission, their alignment towards producer needs; and demonstration of impact to measure effectiveness are essential as we seek to improve and align on our ways of working. His commitment towards the goal of building a strong global system by encouraging a culture of partnerships, transparency and shared accountability is one that Fairtrade Africa is keen to embrace.

On the discourse of building a strong global system, Fairtrade Africa is in the process of strengthening its governance structure. We held extensive consultations with producers from all four Regions on the new proposed structure, reaching over 45% of all the producer organisations. The consultation provided for direct feedback into the Expert Commission’s initial proposition, for finalisation. Producers were in favour of the proposed structure stating that: it provides for a unified and inclusive system; it gives a continental identity; it has a strong consideration for expertise and skills; it addresses equitable representation and participation, and promotes confidence from all producers and workers. Adoption of a new governance structure ensures direct and proportionate representation that fosters a valuable grassroots structure for delivering producer services across the continent.

Finally, we proudly launched the Fairtrade Africa Impact Recognition (FAIR) Ngoma Awards which are Fairtrade Africa’s first-ever initiative for rewarding African Fairtrade certified producers for their exemplary contribution to Fairtrade principles. Dubbed the ‘Ngoma’, - Kiswahili word for drum- Awards, these will be held during the FTA Africa Fairtrade Convention (AFC), in May 2018. Ngoma Awards chooses to drum to celebrate and recognize Producers across the continent. We drum to recognize the fruit of their labour and farming as a business, we drum to recognize the role they individually play in determining their own destiny!
DEEPENING IMPACT THROUGH PROGRAMMES

CLIMATE CHANGE

01 CLIMATE CHANGE ADAPTATION IN COFFEE PRODUCTION

Fairtrade has formed partnerships with businesses to support coffee farmers to adapt to climate change and shape healthy supply chains for years to come. As climate conditions become critical, the livelihoods of millions of farmers are at risk and production capacity is jeopardized. Funded by the Dutch Postcode Lottery and implemented in partnership with We-Effect, the Climate Academy is a three phase project that aims to increase the climate change resilience of coffee farmers. Fairtrade Africa is currently supporting farmers from the Machakos Cooperative Union, Oromia Coffee Farmers’ Cooperative Union and Kipkelion District Cooperative Union. Farmers are gaining training and subsequent application of insights, Cooperative Union skills and techniques designed to better adapt to climate change.

IMPACT:

Building on the gains made in the ‘Growing Women in Coffee Project,’ the Climate Academy has constructed 80 bio-gas units at Kapkiyai.

This has reduced the reliance on firewood, an energy switch critical in mitigating the impact of climate change.
02
Ethiopia Coffee Supply Chain Improvement

Coffee production is vital to the Ethiopian economy with about one-fourth of the country’s population directly or indirectly deriving their livelihoods from it. Coffee production in Ethiopia is inhibited by a lot of shortcomings such as lack of competitiveness, poor market access, less infrastructure, inadequate access to services, little value addition, and inadequate modern technology system and applied research. We initiated the Ethiopia Coffee Supply Chain Improvement Project (ECOSCIP) through a Finnpartnership grant with match funding from Paulig-Finland’s largest coffee roaster and Fairtrade Sweden to improve the Ethiopian coffee supply. The project that is being implemented in Sidama province is currently enhancing farmers’ agricultural productivity and strengthening organisational capacity with a particular focus on human resource managerial skills.

Impact:

12 primary cooperatives were trained on business planning aspects including supply, operations, financial managements and markets.

03
Supporting Equitable Value Chains in West Africa

The Equity Project was designed to help producer organisations to develop themselves and identify issues that confronted them within their work and how to address them. The project funded by the French Development Agency (AfD) and the French Facility for Global Environment (FFEM) seeks to contribute to the sustainable economic development of West African countries, fight against poverty by strengthening family agriculture and supporting the development of equitable value chains. To date, members from national platforms in Burkina Faso, Ghana, Mali and Cote d’Ivoire have received advocacy training. The producers also participated in a Cocoa forum where they shared experiences on Agroforestry and Agroecology amongst producers from Peru, Madagascar, Togo, Ecuador, Haiti and Cote d’Ivoire.

Impact:

19 SPOs in CDI, Ghana, Burkina Faso, Cote d’Ivoire, Mali and Togo were funded by the Equity Project primarily aimed at biodiversity.
BUILDING CLIMATE RESILIENCE AMONG SUGARCANE FARMERS IN SWAZILAND

Sugarcane is highly water intensive and recent years have witnessed significant droughts. The economy of Swaziland is largely agro-based, making it more vulnerable to climate change. Small-scale sugarcane farming is extensively practiced by many rural households with limited resources. This is a climate change project that is part of FTA’s Programmatic Approach to address producer concerns about the effects of climate change. It is aimed at ensuring the livelihoods of cane sugar farmers in Swaziland are sustainable, with opportunities to access increased and diversified market, and the farmers have the ability to respond and adapt to climate change.

Focusing on adaptation mechanisms such as crop diversification, the project funded by the Jersey Overseas Aid Commission (JOAC), targets seven sugar producer organisations in Swaziland. The project is implemented by FTA in collaboration with Africa Works and RMI out-grower development.

56,500 seedlings were distributed to both Mavalela and Maplothini. 410 tonnes of vegetables were harvested and sold to the local and national market. A gross sales value of £50,404.00.

In the period under review, the 7 targeted SPOs received training on governance. A total number of 123 farmers benefitted.

GROWING RESILIENT AGRICULTURAL ENTERPRISES NOW (GREAN)

The Uganda Coffee Development Authority says 85% of Ugandan coffee is grown by small-scale farmers. Ensuring that small scale coffee producers receive a fair price for their coffee and some protection from fluctuating global coffee prices offers an important way to assist families out of poverty. The GREAN Project aims to contribute to improved sustainable livelihoods for small-scale coffee producers in Uganda through trade and climate adaptation, mitigation measures, specifically Sustainable Agriculture Land Management (SALM), enhanced coffee supply chains and climate-friendly energy solutions. Implemented by FTA and VI Agroforestry (Vi-skogen) as the lead partner. The project will strengthen the capacity of 10,000 farmers at Ankole Coffee Producers’ Cooperative Union (ACPCU), Banyankole Kweterana Coffee Cooperative Union (BKCU) & Kibinge Coffee Farmers’ Cooperative Society.

Focal staff from 3 SPOs were trained on internal management and business development.

IMPACT:

- 56,500 seedlings were distributed to both Mavalela and Maplothini.
- 410 tonnes of vegetables were harvested and sold to the local and national market.
- A gross sales value of £50,404.00.
- In the period under review, the 7 targeted SPOs received training on governance. A total number of 123 farmers benefitted.

- 78 male
- 45 female

IMPACT:

- 49 male
- 15 female

- Focal staff from 3 SPOs were trained on internal management and business development.
01 GROWING WOMEN IN COFFEE

Growing Women in Coffee (GWIC) is a gender based project piloted in Kenya and funded by the Big Lottery Fund UK, Jersey Overseas Aid Commission (JOAC) and Guernsey Overseas Aid Commission (GOAC).

The project was informed by several studies i.e. social–impact survey in 2013 that confirmed women farmers at Kabng’etuny and Kapkiyai were earning income from coffee sale having received coffee bushes from their husbands or parents. The women presented a proposal seeking support on effects of climate change i.e. low income due to poor yield and coffee quality; food insecurity; overreliance of firewood as main source of fuel. A baseline survey carried out prior to the starting of the project confirmed the needs.

GWIC is aimed at improving livelihoods of women farmers. During the reporting period, validation of the second year qualitative review findings were conducted with key project stakeholders and beneficiaries (Kabng’etuny and Kapkiyai cooperatives, Kipkelion Coffee Mill and partners: Solidaridad; Coffee Management Services; and, Sustainable Management Services). From the findings, it was evident that the project had made strides in livelihoods improvement and at the same time bridging the gap of women empowerment.

“IMPACT:

- 78 biogas units constructed in 2017 reducing reliance on firewood and reducing the burden on women and girls.
- Product development of a coffee blend, development of websites for the project, design of promotional merchandise and development of the logo completed.

02 IT TAKES A VILLAGE TO PROTECT A CHILD (ITAV)

Funded by Dutch Postcode Lottery, ‘It takes a Village,’ is a project set-up to improve the well-being of children and youth in Fairtrade cocoa communities. The project aims to implement the Youth Inclusive Community Based Monitoring and Remediation (YICBMR) system by: developing child labour prevention activities; ensuring that children are removed from exploitation and hazards at work; that they are provided with developmental opportunities; and that those removed from hazardous environments are not replaced with other children.

“IMPACT:

- 66 participants
- 58 youth participated

In a networking forum that provided a platform for youth leaders across the producer organisations to share and exchange ideas.
Achieving gender equality and the empowerment of women and girls, is one of the sustainable development goals that Fairtrade has identified as being critical for the achievement of Fair Trade. The 2016 – 2020 Fairtrade Gender Strategy: Transforming Equal Opportunity, Access and Benefits for All - sets out a road map towards attaining gender equality in Fair Trade commodity value chains. Contributing to women’s economic empowerment is a key priority as continued underinvestment in women limits development, slows down poverty reduction and economic growth. Women cocoa farmers in Côte D’Ivoire face many barriers when trying to become leaders in their local communities or in their local Fairtrade Certified Small Producer Organisations (SPOs). The main barriers include traditional social and cultural norms around the roles of women in communities, limited access to agricultural inputs, information, and credit and extension services.

Most notably, female producers are less likely to own land due to traditional ownership structures where land is inherited by the men. In this case, these women are less likely to be SPO members with the number ranging from 5% to 26% in the area around Abengourou.

The Women School of Leadership (WSOL) is a programme aimed at empowering women and youth to tackle the unequal power relations and the resulting gender constraints in order to attain gender equity.

Funded by UK based retailers, the Cooperative Group Limited and Compass Group UK & Ireland, this one year pilot project has been initiated in the Eastern Region of Côte d’Ivoire targeting 7 Cocoa Producer Organizations.

**IMPACT:**

- From the mentorship visits the participants formed a group where they contribute money to a kitty on a monthly basis. The savings will be consolidated to initiate an income generation project. They have identified sale of packaged water as a possible IGA.

- The women participants in particular reported that after the trainings they felt empowered and confident to make decisions and act on them, both within cooperative structures and at home. As part of this solidarity, the team formed a song for the Women School of Leadership: “We are Fairtrade leaders, we advance and we smile for all our producers that we influence.”

- They also reported that they were allocated a car and time to cascade the training within the cooperative. 71 community members benefited from community sensitization sessions facilitated by the trainees.

- One of the WSOL trainees confidently addressed over 200 participants at the WAN RFC clearly articulating gender issues. She said that, before being empowered she never dreamed that she would be as confident as she now was.

- One of the participants reported that her confidence had increased tremendously after the training. She was nominated as the manager for a savings and loan project, to be implemented in 2018. At present, she has also been co-opted into the board and contributes to their discussions with a gender lens. She has been fronted for election on to the board.
EMPOWERING COCOA FARMERS

 Developments in the cocoa industry and increased requirements of commercial partners to meet robust sustainability targets, securing cocoa yields in the long term, have meant that Fairtrade needs to evolve its support services in order to enable cooperatives to become strong supply chain partners.

The West Africa Cocoa Program was therefore designed to create strong, inclusive and viable SPOs with clear benefits for members, capable of delivering sustainability programs and commercial partners valuing them as business partners. Ultimately, the programme aims to improve: household income, assets and standard of living; cooperation and gender equity within communities; increased food security and intergenerational sustainability of rural communities.
ALLIANCE FOR ACTION (A4A) – YAM PROJECT

Yam production in Ghana has been on the decline despite the increasing demand for local consumption and for export. The Alliance for Action project, in partnership with ITC, Yam Development Council and Max Havelaar Switzerland, brings together multiple stakeholders in both the private and public sector using a market systems development approach to enable and improve competitiveness and risk diversification for smallholder farmers. This is through facilitating their engagement in multiple product markets. The project is currently being piloted in Ghana and promotes the cultivation of yam and other associated products for income diversification and food security.

In 2017, on average, the project targeted 53 lead and second ring farmers of Kukuom and Sankore in the Brong Ahafo Region with about a 50% gender balance. They were supported to establish yam plots for phase two of the project.

● Small producer organisations have easy access to finance due to recognition of the model within the area.
● Initiation of round table stakeholder engagement to review the progress made in the implementation of the Ghana Yam Development Strategy.
● Farmers were trained on post and pre-harvesting and record keeping of harvested tubers, forming a systematic sustainability exit plan for the project.
● Formation of the Alliance for Action Project for the Kuapa farmers to bring the yam producers together in order to jointly sell their produce and negotiate better prices once the project transitions.
● Cultural shift where husbands allowing their women keep the proceeds from the sale of the yam.
● Increase in financial savings in the homestead as a result of the reduction of the cost of food with the readily available yam.

Impact:

20,000 seed yam were cultivated by the farmers, resulting to 20% average increase in income for farmers.
03
INVESTMENT IN MINERS POTENTIAL THROUGH ACCESS TO CAPITAL AND TRANSPARENT MARKETS (IMPACT) PROJECT

Africa holds an estimated one third of the world’s mineral reserves. In East Africa millions across the continent rely on artisanal and small-scale mining (ASM)—a practice using basic techniques and equipment—for their livelihoods. This trade has grown substantially in recent years, from an estimated 10 million miners in 1999 to some 20-30 million a decade later.

The project funded by Comic Relief (CR) is aimed at building resilient Artisanal Small Miners (ASM) communities in East Africa. It is implemented in collaboration with The Dragonfly Initiative (TDI), Solidaridad, Environmental Women in Action for Development (EWAD) and MTL Consulting. IMPACT seeks to address the aspects of productivity and income as a means of enabling miners to invest in their own development.

Impact:

- Formulation of a frame work that will support Artisanal Small Miners Organisations or Artisanal Small Miners implement the Fairtrade standard requirements.
- MICRODEPRO (Artisanal Small Miners) secured €58,000 due to organisational and internal control systems strengthening.
- Partnership with UNDP in an ASM Mercury Eradication project that will give Fairtrade supported ASMOS in Kenya, nationally and internationally.
- Establishment of an impact facility worth $130,000. This will provide finance and equipment for an increase in responsible mine practices.
WORKERS RIGHTS AND LIVING WAGE

01

UNLOCKING THE POWER OF MALE AND FEMALE WORKERS IN FAIRTRADE CERTIFIED SUPPLY CHAINS IN AFRICA

Hired agricultural workers are among the most vulnerable people in global trade chains. Low wages often combined with poor and inadequate working and living conditions, mean many workers do not earn enough to feed themselves and their families. Lack of representation combined with scarcity of alternative livelihood options leave workers vulnerable to exploitation and abuse. The growth in the market for Fairtrade certified agricultural exports from Africa has been rapid, promising empowerment for workers and communities through the Fairtrade Premium. Through funding from the Swedish Postcode Lottery we are implementing training on workers’ rights in the hired labour sector. The project goal is to enhance safety, status and influence of male and female Workers on Fairtrade Certified Plantations in East and West Africa.

IMPACT:

- Improved FPC processes, particularly: the rejuvenation of the Kalawazi FPC in Malawi;
- Improved financial management by FPCS;
- Improved adherence to financial procedures; strengthened bank account management; and,
- Improved communication with workers.
FLOWER ENHANCEMENT

The Fairtrade flower sector employs around 40,000 workers in Ethiopia, Kenya, Tanzania, and Uganda. The flower industry in Africa has been growing steadily resulting in increased competition at source and target markets. The Flower Enhancement Project has been developed to improve service delivery to flower farms in Fairtrade Africa countries of operation. The initial phase of the project involved conducting needs assessment of the flower farms in the region in order to understand their producer needs.

Impact:

Recommendations for areas of improvement that included the need for: capacity building, robust system for new markets identification, strengthening existing markets and sustainable use of premiums.
OUR KEY SUCCESSES - DELIVERING ON OUR STRATEGIC OBJECTIVES
OUR 2016-2020

STRATEGIC OBJECTIVES

Deliver relevant and valued services to Fairtrade smallholders and workers

Build, secure and sustain access to market for our members

Build a strong, settled producer network as part of a global system

Advocacy
By 2020, we want to build benefits with smallholders and workers and deepen Fairtrade impact by ensuring that our members receive services that are cost-effective and market-driven. By working with a needs based approach, we will facilitate the right environment for stronger and more resilient producer organizations through core and beyond certification services in thematic areas such as climate change, living wage and income, gender, workers’ rights and child protection.

**Impact:**

62% Male
38% Female

Farmers and workers benefitted.
A total no. of 32,335 (92% increase from 2016).
2
BUILD, SECURE AND SUSTAIN ACCESS TO MARKET FOR OUR MEMBERS

By 2020, we will actively support our members in identification, securing and sustaining market access for their products in south-to-south and global supply chains. Market access is not the only measure of Fairtrade’s success but it is a prerequisite for all the impact that we want to achieve by supporting democratic organisations. Without sales we achieve nothing – with the right kind of sales we can start to change the world.

The following key events were held to benefit producers in accessing markets.

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>EVENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flowers</td>
<td>Participated in the International Floriculture Trade Fair (IFTF).</td>
</tr>
<tr>
<td>Flowers</td>
<td>Participated in 6th edition of the International Floriculture Trade Expo (IFTEX).</td>
</tr>
<tr>
<td>Coffee</td>
<td>Participated in the coffee technology Expo (CTE).</td>
</tr>
<tr>
<td>Coffee</td>
<td>Participated in the Speciality Coffee Association of America (SCAA).</td>
</tr>
<tr>
<td>Cocoa</td>
<td>FTA and ABOCFA participated in the Tony’s Chocoloney Fair in Amsterdam.</td>
</tr>
<tr>
<td>Artisanal products</td>
<td>Participated in the Bolgatanga International Art and Craft Fair (BICAF) held in Burkina Faso.</td>
</tr>
<tr>
<td>Wine</td>
<td>Participated in the trader forum held in Cape Town.</td>
</tr>
<tr>
<td>Wine, coffee and tea</td>
<td>Participated in the Korea International Trade Show2.</td>
</tr>
</tbody>
</table>
By 2020, we will amplify the voice of our members through advocacy and increase Fairtrade’s influence in national, regional, and continental policies, rules and agreements which affect our members’ ability to trade, maintain food security and stewardship of their community resources.

### Forum

<table>
<thead>
<tr>
<th>Forum</th>
<th>Outcome</th>
</tr>
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<tbody>
<tr>
<td>Tanzania National Coffee Stakeholders Meeting</td>
<td>Removal of 17 taxes out of the 26 levied on traders and producers in the coffee sector in Tanzania.</td>
</tr>
<tr>
<td>Ethiopia Country Network meeting to discuss proposal on floor wages in the Flowers and Plants Standard review</td>
<td>Implementation of US$ 1.90pp/day floor wage over a 2-year period as proposed in the draft standard.</td>
</tr>
<tr>
<td>Stakeholders meeting to discuss registration of Fairtrade Premium Committees (FPCs)</td>
<td>Workers access to premiums following the establishment of the Ethiopian Agricultural investment Authority responsible of FPCS registration.</td>
</tr>
<tr>
<td>Stakeholders meeting to review input distribution strategy</td>
<td>Fairtrade Certified Producers to benefit from the government’s free input distribution scheme.</td>
</tr>
</tbody>
</table>
04 BUILD A STRONG, SETTLED PRODUCER NETWORK AS PART OF A GLOBAL SYSTEM

By 2020, we will ensure resilient and representative product, country, regional and continental networks, we will maintain effective and accountable organisational structures, establish communication channels, and engage and retain highly competent and motivated staff.

Governance consultation meetings were held in Ethiopia, Kenya, Rwanda, Uganda, Ghana, Malawi, CDI, South Africa, Mauritius and Egypt on the recommendations of the FTA Expert Commission, on the proposed governance structure. Overall, the participants were in support of the proposed structure. The general feedback was that it would promote accountability, transparency, participation, inclusivity and sustainability. We recognize that our membership is diverse in geography, language, culture and products. There is need for creation of more opportunities for information exchange as there are massive opportunities for learning.

The following partnerships were established:

<table>
<thead>
<tr>
<th>ORGANIZATION</th>
<th>BENEFIT</th>
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<tbody>
<tr>
<td>Fromtu:</td>
<td>Ease trade within and without Africa though the Fromtu online B2B marketplace and trading platform.</td>
</tr>
<tr>
<td>UNDP:</td>
<td>Funding of the ASGM mercury eradication project in Kenya.</td>
</tr>
<tr>
<td>Access Agriculture:</td>
<td>The development and dissemination of agriculture based resource documents for learning across Africa.</td>
</tr>
<tr>
<td>Alpha Mundi:</td>
<td>Access to finance on fair terms to certified organizations in Africa.</td>
</tr>
<tr>
<td>Furra Institute of Development Studies and Education (FIDSE):</td>
<td>Vocational training for producer organizations and workers under ECOSCIP.</td>
</tr>
<tr>
<td>European Partnership for Responsible Minerals (EPRM):</td>
<td>Secured a two year period funding from the European Partnership for Responsible Minerals (EPRM) to better social and economic conditions for small-scale gold miners.</td>
</tr>
<tr>
<td>Fairtrade Lebanon:</td>
<td>Provide producer and market support services in Francophone MENA.</td>
</tr>
<tr>
<td>Egypt Agro Center:</td>
<td>Provide producer support services in Egypt.</td>
</tr>
</tbody>
</table>
FAIRTRADE AFRICA
PARTNERS

- AASIT
- ACCESS AGRICULTURE
- AGPCU
- AFRICA WORKS
- AGRITERA
- ALPHAMUNDI
- BANYAKOLE CPCU
- BIG LOTTERY FUND, UK
- CHOCOLATE HALBA
- COMIC RELIEF
- COMPASS GROUP UK AND IRELAND
- CO-OP
- COUNCIL D’CACAO (CCC)
- DUTCH POSTCODE LOTTERY
- ETHIOPIAN HORTICULTURE PRODUCER EXPORTERS ASSOCIATION
- EUROPEAN PARTNERSHIP FOR RESPONSIBLE MINERALS (EPRM)
- EWAD
- FINNPARTNERSHIP
- FRENCH DEVELOPMENT AGENCY (AFD)
- FRENCH FUND FOR THE GLOBAL ENVIRONMENT (FFEM)
- FURRA INSTITUTE OF DEVELOPMENT STUDIES AND EDUCATION (FIDSE):SIDAMA
- GREEN SOILS ENTERPRISES
- GROOTS KENYA
- GUERNSEY OVERSEAS AID COMMISSION (GOAC)
- INTERNATIONAL FINANCE COOPERATION—RENEWABLE ENERGY IN EAST AFRICA
- INTERNATIONAL TRADE CENTRE
- IUF
- ITC
- JERSEY OVERSEAS AID COMMISSION (JOAC)
- KIBINGE PCU
- MTL
- NATIONAL COUNCIL OF CHURCHES IN KENYA (NCK)
- NCF 6
- NESPRESSO
- PAULIG
- RESPONSIBLE JEWELLERY COUNCIL (RJC)
- RMI
- SELF HELP AFRICA
- SOLIDARIDAD EASTERN AND CENTRAL AFRICA EXPERTISE CENTRE (SECAEC)
- SWEDISH LOTTERY
- THE AGRIBUSINESS MARKET ECOSYSTEM ALLIANCE (AMEA)
- THE DRAGONFLY INITIATIVE
- VIA AGROFORESTRY
- WE EFFECT
- YAM DEVELOPMENT COUNCIL (GHANA)
## Financial Overview

### Statement of Income and Expenditure

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<thead>
<tr>
<th>Notes</th>
<th>2017 (Shs) Total</th>
<th>2017 (USD) Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grant income</td>
<td>4</td>
<td>156,937,586</td>
</tr>
<tr>
<td>Other operating income</td>
<td>5</td>
<td>2,882,218</td>
</tr>
<tr>
<td><strong>Total income</strong></td>
<td></td>
<td>159,819,804</td>
</tr>
<tr>
<td>Administrative expenses</td>
<td>6</td>
<td>(149,398,906)</td>
</tr>
<tr>
<td>Other operating expenses</td>
<td>7</td>
<td>(12,542,454)</td>
</tr>
<tr>
<td><strong>Operating surplus</strong></td>
<td>9</td>
<td>(2,121,556)</td>
</tr>
<tr>
<td>Finance income/(cost)</td>
<td>8</td>
<td>7,493,332</td>
</tr>
<tr>
<td><strong>Surplus/(deficit) for the year</strong></td>
<td></td>
<td>5,371,776</td>
</tr>
<tr>
<td>Head Office account at start of year</td>
<td></td>
<td>17,093,199</td>
</tr>
<tr>
<td>Translation difference</td>
<td></td>
<td>-</td>
</tr>
<tr>
<td><strong>Surplus/(deficit) for the year</strong></td>
<td></td>
<td>5,371,776</td>
</tr>
<tr>
<td>Head office account at end of year</td>
<td></td>
<td>22,464,975</td>
</tr>
</tbody>
</table>

### Statement of Financial Position as at 30th September 2017

<table>
<thead>
<tr>
<th>Notes</th>
<th>2017 (Shs)</th>
<th>2017 (USD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Head Office account</td>
<td>22,464,975</td>
<td>21,758</td>
</tr>
<tr>
<td><strong>Non-current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Borrowings</td>
<td>18</td>
<td>7,770,258</td>
</tr>
<tr>
<td><strong>Total non-current liabilities</strong></td>
<td></td>
<td>30,235,233</td>
</tr>
<tr>
<td><strong>Non-current assets</strong></td>
<td></td>
<td>9,160,809</td>
</tr>
<tr>
<td>Property and equipment</td>
<td>12</td>
<td>8,535,476</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>13</td>
<td>625,333</td>
</tr>
<tr>
<td><strong>Total non-current assets</strong></td>
<td></td>
<td>9,160,809</td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade and other receivables</td>
<td>14</td>
<td>177,197,496</td>
</tr>
<tr>
<td>Cash and bank balances</td>
<td>15</td>
<td>84,955,521</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td></td>
<td>262,153,017</td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade and other payables</td>
<td>16</td>
<td>27,911,462</td>
</tr>
<tr>
<td>Deferred income</td>
<td>17</td>
<td>213,167,131</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td></td>
<td>241,078,593</td>
</tr>
<tr>
<td><strong>Net current assets</strong></td>
<td></td>
<td><strong>21,074,424</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>30,235,233</strong></td>
</tr>
</tbody>
</table>
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