



**Menschen
für
Menschen**

Karlheinz Böhm's Äthiopienhilfe

'18

ANNUAL REPORT

SELF-WOVEN FUTURE
Handicraft cooperative generates
income > Page 16

HOW IT ALL BEGAN Report by
employees of the first hour
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EDUCATION New schools for
Wore Illu > Page 26



“Sit down with the people and talk to them at the same level, on the ground. Understand them and they will understand you. Then you can really change everything for the better.”

Karlheinz Böhm (1928–2014)

MENSCHEN FÜR MENSCHEN

Menschen für Menschen was brought into being by the famous actor Karlheinz Böhm in 1981. Devastated by reports on the catastrophic famine in the Sahel Zone, he used his popularity in an effort to help. His legendary bet on the ZDF TV show “Wetten, dass..?” yielded 1.2 million German marks for the people in Africa. Since this time our organisation has been committed to achieving a sustained improvement of the living conditions in rural Ethiopia, and campaigns for a spirit of partnership in a united world. We attach a high level of importance to political and denominational neutrality. Today *Menschen für Menschen* is represented by independent organisations in Germany, Austria and Belgium. Our office in Addis Ababa, operated by *Menschen für Menschen* Germany, coordinates the project work on site and implements it on behalf of all country organisations. The projects are financed with the funds of all European organisations.

OUR VISION

In a time in which injustice and conflicts result in growing insecurity, we are convinced that each of us is able to make a contribution to changing the world for the better. We envision a world in which poverty has been eradicated and everyone has a fair opportunity for self-development.

OUR MISSION

Menschen für Menschen offers everyone who strives for a better world an opportunity to help the men, women and children in Ethiopia to shape their present and future living conditions through their own efforts. In our project regions we have shown that joint efforts together with the population of Ethiopia lead to better living conditions in the long term. We will not give up until the people no longer need us.

In this report we present the work of the German Foundation and projects commissioned by the country organisations in 2018, and document the allocation of funds entrusted to us

Title photo: Ayinalem Belete, member of a credit cooperative in the Midda project area.

Rear page: Children at the Kekero-Jibat School in Belfa in the Dano project area.

Dear Readers,

Everyone is talking about “impact” – but in the international context this buzzword is rather overtaxed. What really works? How can we generate the maximum effect with our funds? How, indeed, do we measure impact? The debate is welcome, and we are pleased that it is being conducted – but in fact we have already moved on. Long ago, we started making a difference in the lives of millions of people in Ethiopia – and now we systematically measure the impact of our activities. On pages 9 to 11 we explain how we do this, and we also report on a visit to farmer Jemal Rashid by the employee responsible for monitoring and evaluation in Dano. Not only has he increased his income by a factor of five within the space of a few years – due to our integrative approach to development he has seen a general improvement in his family’s state of health and living conditions.

But before we talk about impact, we must trigger changes. “Don’t just talk, act!” – Karlheinz Böhm took this advice from Mother Theresa to heart after the nun paid him a visit in Ethiopia. The underlying appeal is at least as important today as it was then. Now it’s time to act.

When people act and do something with their own hands, they are practising handicraft in the truest sense of the word. That is also the key to societal development in Ethiopia. No-one can better understand this than the German people, for they built their affluence on the good tradition of handicrafts.

In our feature on Aysha and the weavers (page 16) who found work and income in a project launched by *Menschen für Menschen*, we can recognise the life-changing impact this has on individual families and the whole of society. Our microcredit programmes also have an enormous leverage effect. The production facilities for fuel-saving stoves not only secure the livelihoods of the successful founders, they also contribute to improved health and climate



protection (page 30). Manual skills are decisive even for a simple water supply, as demonstrated by the local water committees responsible for maintenance (page 24).

But the prerequisites must also be created for learning a handicraft. That calls for a good education (page 26), stable health (page 28) and a balanced diet (page 22). In other words, development is based on a holistic, integrative approach and must always reflect the needs of the people.

One fundamental prerequisite should not be overlooked: intact nature. A glance at Europe reveals how much we as humans are dependent on it. This symbiosis of social and ecology is a major concern in over 300 different activities in our integrated rural development work – for example our huge reforestation projects on eroded slopes. On page 32 you can read about one of these large-scale projects that came into being through cooperation with the Heinz Sielmann Foundation.

We hope you enjoy reading our Annual Report 2018 and gain new insights. Remain loyal to us, and to the task of working to help our fellow humans.

Sincerely

A handwritten signature in blue ink, appearing to read 'S. Brandis'.

Dr Sebastian Brandis
(Speaker of the Board)

A handwritten signature in blue ink, appearing to read 'Hintermayer'.

Dr Martin Hintermayer

A handwritten signature in blue ink, appearing to read 'Peter Renner'.

Peter Renner

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ANNUAL REPORT 2018

WORE ILLU PROJECT REGION



15-year-old Aster has ambitions. Soon a new secondary school will offer her a future full of hope. More on [PAGES 26–27](#).



HOCHECHO, WORE ILLU PROJECT REGION

Creating future prospects in one's own country instead of migrating to another country in search of work – our carpet workshop demonstrates how that is possible: [PAGES 16–19](#).



KABIWOBO, WOGDI PROJECT REGION Our cooperative project with the Heinz Sielmann Foundation shows how a barren hillside can be transformed into a green forest: [PAGES 32–33](#).



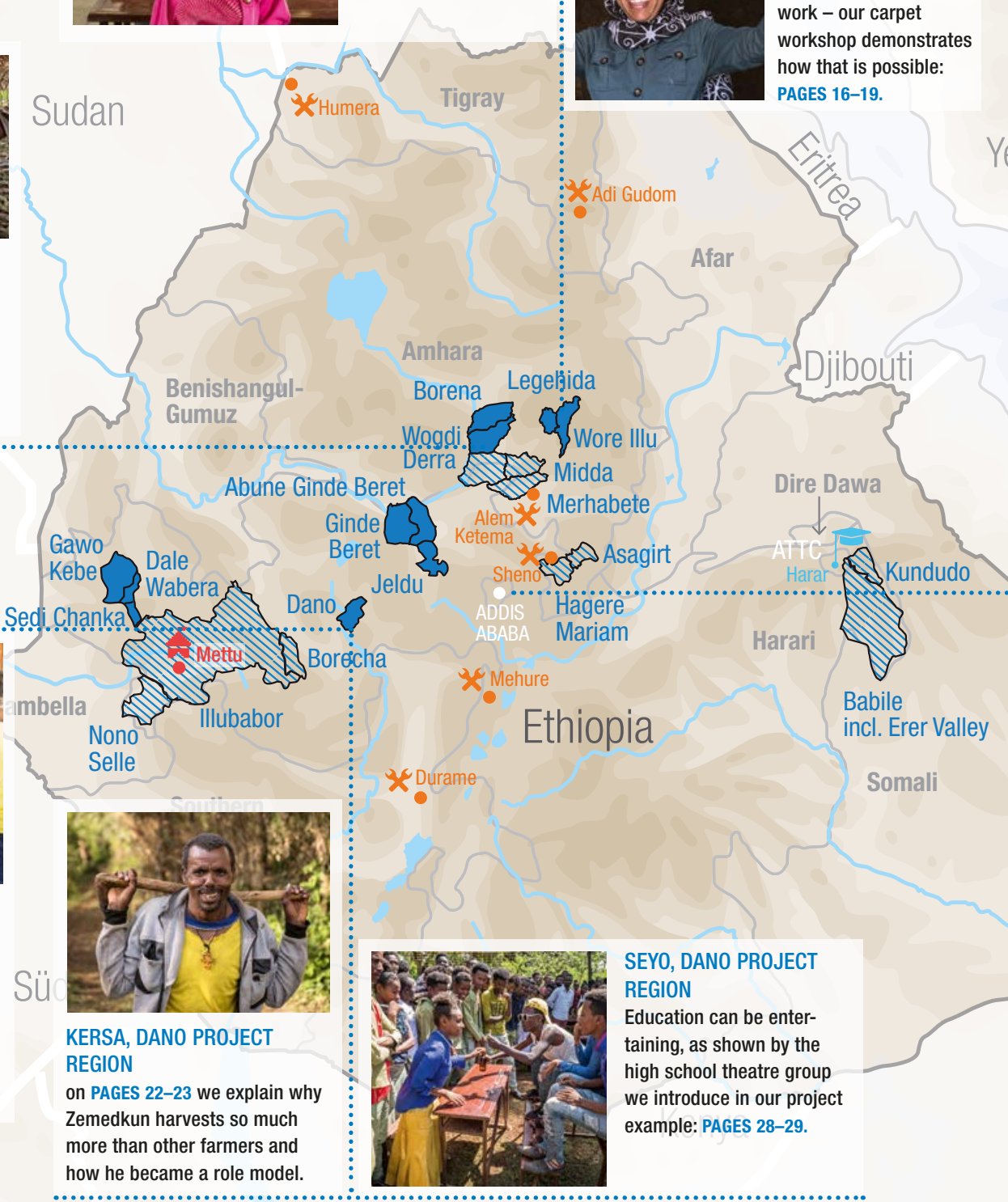
WAJI, DANO PROJECT REGION Stove manufacture and increasing sales – Tadal and Buze tell how they became successful entrepreneurs: [PAGES 30–31](#).








KERSA, DANO PROJECT REGION on [PAGES 22–23](#) we explain why Zemedkun harvests so much more than other farmers and how he became a role model.



SEYO, DANO PROJECT REGION Education can be entertaining, as shown by the high school theatre group we introduce in our project example: [PAGES 28–29](#).



-  Integrated rural development projects
-  Development projects handed over to the population
-  ABCH Abdii Borii children's home (Mettu)
-  TVET-Vocational training centre (Technical and Vocational Education and Training)
-  ATTC Agro Technical and Technology College (Harar)



ADDIS ABABA They have accompanied Karlheinz Böhm since the organization's beginnings in Ethiopia – our interview with three employees with us from the beginning: **PAGES 20–21.**



WOGDI Supervisory Board and Executive Board members exploring new project areas. See also section Plan 2019 on **PAGES 46–47.**

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Performance Review 2018

The following provides an overview of what we have achieved during the reporting year in the five focal areas of our work. Further key figures and the stories behind them can be found starting on page 14.



HUMAN DEVELOPMENT

More than **5,000** start-ups and advanced trainings made possible – each of which supports a family

- 173 women and men have participated in a course of training in skilled crafts
- 981 women newly admitted to the microcredit programme
- 4,534 women took part in housekeeping courses (incl. sewing, hygiene, health, vegetable growing)
- 371 vegetable gardens laid out



HEALTH



27,384 children vaccinated against ten diseases under the WHO programme

(including diphtheria, measles, tetanus and tuberculosis)

Furthermore:

- 1,284 eye operations performed
- 33,251 women received contraceptives
- Voluntary HIV/AIDS tests and advice offered to 22,554 people



12.51 million seedlings planted – sufficient for the reforestation of thousands of hectares

Furthermore:

- 4,091 houses hygienically improved
- 9,952 fuel-saving stoves distributed
- 2,415 modern beehives distributed

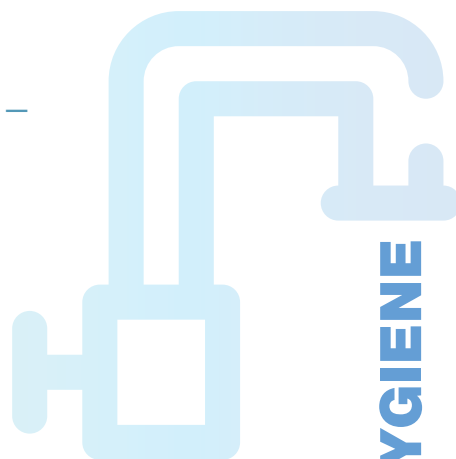


AGRICULTURE

122 pumps and spring developments constructed – these water points provide drinking water for 39,386 people

Furthermore:

- 2 water reservoirs constructed
- 913 members of local water committees trained
- Water supply system for a rural town completed



WATER + HYGIENE

More than 20,000 people educated and trained

- 192 students acquired a diploma at the Agro Technical and Technology College ATTC operated by *Menschen für Menschen*
- Literacy courses held for 8,021 adults
- Agricultural training for 8,594 farmers
- 4 schools built for 4,538 children

EDUCATION



Strategy and goals

OUR COMMITMENT

Our Foundation strives to enable the people of rural Ethiopia to improve their living conditions by their own efforts within a foreseeable time-frame. Our vision is that one day Ethiopia will no longer need outside assistance. At the same time, we want to sensitise Europeans to the critical situation of the people in poor countries. We use examples of our Foundation's work in Ethiopia to create awareness for the requirements of sustainable project partnerships and to illustrate how people can help. Informational events,

high-profile campaigns and media work are some of the key instruments.

OUR STRATEGY

Because the problems in the isolated parts of Ethiopia are closely interwoven, we work according to the principle of "integrated rural development". Together with the local population, we tackle the necessary projects in selected project regions for sustainable development in five key areas and dovetail them with one another.

OUR FOCAL AREAS



SUSTAINABLE LAND MANAGEMENT

Food security by means of improved agricultural and animal husbandry methods, in combination with erosion control, reforestation and conservation of resources.



WATER AND HYGIENE Construction of wells and spring developments to supply the population with clean drinking water; awareness-raising for improved hygiene.



EDUCATION Building and equipping schools and training centres; literacy courses to alleviate the educational crisis; operation of a college.



HEALTH Building and equipping health care centres to alleviate the problem of inadequate medical care; training of nursing staff and educational campaigns to promote health.



HUMAN DEVELOPMENT Support for women, youth and young adults in the establishment of small businesses; microcredit programmes for women; housekeeping courses and development of infrastructure for improved access to markets.

In addition to these projects within the framework of integrated rural development projects, we provide short-term relief, e.g. in times of famine.

SUSTAINABILITY AS A GUIDING PRINCIPLE

All our projects must be well-founded and oriented to the long-term. They must also continue to exist after our withdrawal. For this reason, we involve the local population in our projects right from the outset, placing an emphasis on participation and dialogue at eye level. Upon completion, we hand over infrastructure facilities to the local authorities in order to avoid external dependencies.



Dialogue at eye level: Our employees, like deputy project manager Tesfalidet Gebre Kidan seen here, visit the farmers regularly and are always available when advice is needed.

How we implement development projects

PROJECT MANAGEMENT AND QUALITY ASSURANCE

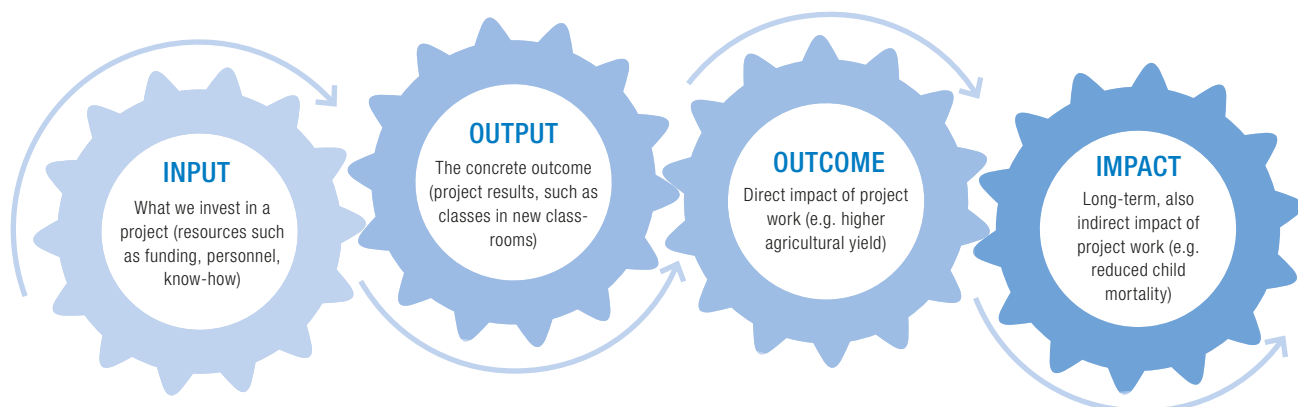
We place great emphasis on efficient and transparent application of the funds entrusted to us and strive to our development goals with the optimum distribution of funds. To this end we have established a project management system that enables precise planning, control and targeted development of our projects. The responsibility lies with specialists at our Project Coordination Office (PCO) in Addis Ababa, who are supported by regional staff in the project areas.

Each of our integrated rural development projects is broken down into six stages to ensure a steady workflow. In addition, we define project-specific performance standards and suitable indicators with which we gauge progress during the course of the project. This confirms that we are on the right course and that the results conform to our quality standards. In order to give more weight to this systematic success monitoring, in 2012 we expanded our impact monitoring to an independent field of activity. In addition to monitoring and evaluation coordinators in the project regions, monitoring and evaluation experts in Munich and Addis Ababa are also responsible.



Participation from the outset: In all our projects, as here in the construction of a spring development, we actively involve the local population.

RESULT CHAINS



EXEMPLARY INDICATORS

- Training courses offered
- Quantity of seed distributed
- Number of wells constructed
- Number of farmers who know/use new methods of cultivation
- Proportion of the population with access to clean water
- Yield per farmer (before/after)
- Income from small businesses
- Occurrence of infectious diseases
- Average educational and income levels
- State of health of the population
- Proportion of malnourished children

HOW WE WORK

ANNUAL REPORT 2018

Above and beyond internal impact monitoring we evaluate individual project phases and completed projects. For this purpose we commission external, independent experts, and the Ethiopian authorities carry out regular evaluations. The results of these analyses are also an evaluation of our work. Together with the monitoring reports they are integrated into the program planning and serve the ongoing development of our projects.

FINANCIAL CONTROL MECHANISMS

All expenditure of our Foundation is examined by several instances before it is approved. Besides the project managers, the country representative, Head of Administration, Director of Coordination and Development, Monitoring and Evaluation, Director of Project Implementation and the Executive Board also make regular visits to the project areas. In addition, our controlling-staff visits the project areas to check the cash amounts, inventories and fuel consumption, both physically on site and with the appropriate IT systems. They also assess progress at the construction sites.

The department heads in the project areas report to the project managers, and these in turn submit quarterly reports to the country representatives and the Ethiopian authorities. The latter regularly check the contents of the report to ensure that they accurately reflect the state of work completed and evaluate our projects.

In his controlling or advisory capacity, the compliance officer appointed by us (see page 37) is likewise instrumental in ensuring that the use of donations is transparent and the work of our organisation is strictly in accordance with the law.

Every year we have our accounting examined by an independent auditor. The audit report (page 42) is submitted to the Executive Board and Supervisory Board. Once again, we received an unqualified audit certificate for the Annual Financial Statements in 2018.

In addition, external Ethiopian auditors reconcile expenditure in Ethiopia with the appropriate receipts on a monthly basis, making random checks against work completed. They report their findings to the Ethiopian management, which in turn informs the Executive Board.

Menschen für Menschen would like to point out that the law office of one of the board members advises the Foundation on legal issues. This business relationship has been reviewed and expressly approved by the Supervisory Board.

FUNDAMENTALS

EMPLOYEES IN THE FIELD. About 640 well-trained Ethiopian employees are engaged for us in the project areas. They are familiar with local conditions and speak the regional dialect. This creates trust and promotes direct exchange with the people who benefit from our projects. As the need arises, we cooperate with other Ethiopian partners (e.g. in construction projects).

LOCAL NEEDS AS A BASELINE. In order to achieve the maximum impact with limited funds, *Menschen für Menschen* plans each project with the greatest of care. The baseline is always the specific local needs that we identify in a process of exchange with the population. By virtue of our integrated approach to project work, involvement of the local population and our long-term commitment, we achieve lasting improvements in their living conditions.

LONG-TERM ORIENTATION. Even after a project has been handed over to the population and local authorities, we maintain contact with the people. Employees of *Menschen für Menschen* pay frequent visits to former project areas. We review our activities regularly by systematic monitoring and evaluation (see table IMPACT ANALYSIS). This enables us to constantly improve our procedures and secure the long-term success of our projects.

MINIMUM STANDARDS FOR CONTRACTUAL PARTNERS. Any partnership calls for fairness. That also applies to the deployment of day labourers. Since 2014 we oblige all building contractors who are under contract to build schools for us to pay these temporary workers a fair minimum wage, regardless of whether they are male or female. In addition, protective clothing such as helmets and gloves must be provided for work that involves special risks.

IMPACT ANALYSIS

<ul style="list-style-type: none"> • Determines and evaluates the changes in the people and their environment as a result of our activities (quality, efficiency, sustainability) • Attention focused on the result chains (chart page 9) with differing emphasis 		
	METHODS	
	MONITORING	EVALUATION
RESPONSIBILITY	internal	external
FOCUS	Inputs, outputs, in part outcomes. What is the state of implementation; what is the ratio of funds used and results, what progress can be determined?	Outcomes, impact, also inputs, outputs. What long-term effects has the project triggered; to what extent were the activities successful (or why not); What can be done better?
GOAL	Determination of changes; project management	Comprehensive inventory at a specific point in time
PROCEDURE	Regular data acquisition (project indicators) and evaluation	Evaluation of monitoring data; additional qualitative and quantitative surveys, e.g. talks with beneficiaries and other stakeholders
TIME	Parallel to the project	Completion of project phase, phase-out



Model farmer Jemal Rashid proudly displays what he has grown. Zenebe Getachew – responsible for monitoring and evaluation – documents progress and challenges.

Project example: How effective is our work in Dano?

How many varieties of vegetables do you grow? How many eggs do your hens lay? How much time does your wife spend collecting firewood? Zenebe Getachew pays regular visits to Jemal Rashid in order to learn how the lives of the model farmer and his family have improved since he started to cooperate with *Menschen für Menschen*. In the Dano project area Zenebe is responsible for monitoring and evaluation. That is why he interviewed the farmer and observed his everyday routine. Zenebe documented his observations in writing and with a camera.

From the data collected the 33-year-old prepares diagrams and other records to enable a comparison of times. And he writes reports, for example so-called case studies, in which he and his monitoring colleagues analyse at regular intervals, how the lives of individual families in the project areas have changed. The report on Jemal shows that he has made enormous progress.

The foundation has been supporting Jemal since 2013. Whereas he used to have only grain and pulses on his two hectares of land, he now grows maize, potatoes, onions, cabbages,

tomatoes, beetroot, papayas, mangos, bananas, avocados and coffee. Jemal sells his surplus produce at the market, and earns the equivalent of 1,150 euros per year, more than five times as much as six years ago. From the money he earns he buys hens and cows that he fattens – as he learned in the agricultural training courses provided by *Menschen für Menschen* – and sells again for double the amount.

KEEPING AN EYE ON THE FAMILY'S HEALTH

Fruit, vegetables, eggs – not only its income has improved due to the new products. Today the family has a much more balanced diet. And since Jemal's wife Bisra installed a fuel-saving stove in her kitchen with the support of *Menschen für Menschen* she only spends about three hours a week collecting firewood instead of the previous 24 hours. By banning the animals from the living/bedroom and construction of a toilet there has been a significant improvement in the state of hygiene and thus health of the family.

The main task of the qualified statistician Zenebe is to investigate how effective the work of the Foundation is in Dano. By way of surveys developed by the monitoring and evaluation team he acquires data at

the start of, during and at the end of the measures. For example, he may determine that beekeeping is in great demand as a course of vocational training in a village and introduce this need to the project planning.

Because Zenebe is unable to visit all the people that are benefitting from the Foundation's programmes at the same time, he works together closely with eleven development agents and ten social workers in Dano. Once a year he teaches them how to acquire data on the basis of a standardised questionnaire.

On his visits he sees not only the impressive development of the people, but also the challenges they must face. Following the late rain, some of the tomatoes and potatoes in Jemal's garden have been attacked by fungus. In the Foundation's agricultural training Jemal learned how to control the fungal attack. The development agent who visits him on a regular basis is helping. That will be a sound basis for supporting Jemal when confronted with such difficulties when *Menschen für Menschen* has withdrawn from the region.

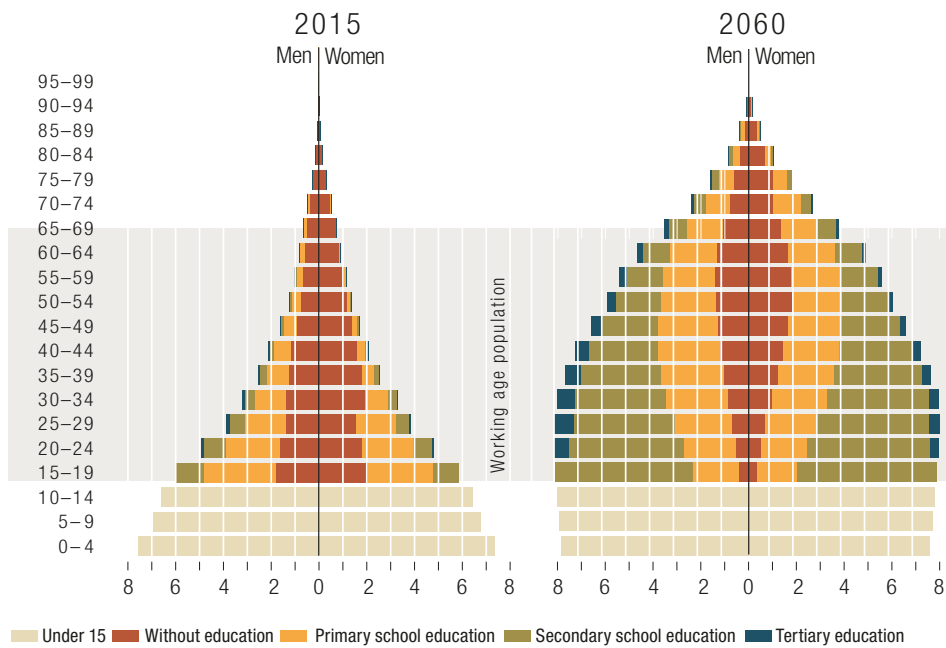
Cautious hope at the Horn of Africa

Ethnical diversity

More than 85 different ethnical groups live in Ethiopia, and they speak 83 different languages or dialects. The largest group is the Oromo with about 34%, followed by the Amhara with 27%. Lately, frequent conflicts have arisen between the various ethnic groups, and often the disputes were about land.



DEMOGRAPHIC BONUS



Due to receding birth rates, the balance of population is gradually shifting to the young working age. This “demographic bonus” could bring greater growth and prosperity to Ethiopia. That will only be possible, however, if the growing number of young adults is also well educated and provided with employment.

Data base: Wittgenstein Centre, mean educational scenario (GET), see “From land of famine to land of hope”, p. 54f

7.8 m

Ethiopians were dependent on food aid in 2018.

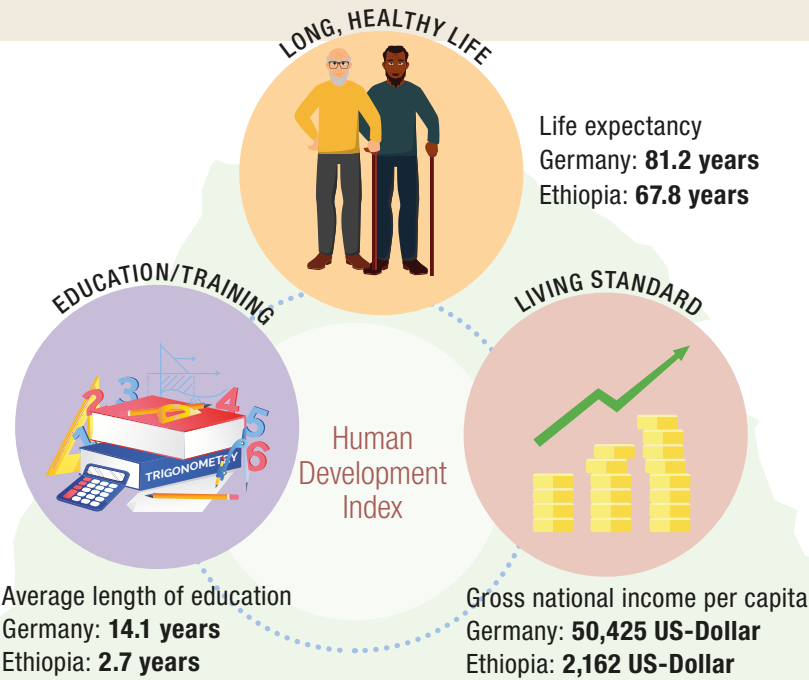


25%

of Ethiopians must subsist on less than 1.90 US dollars daily. The average income is barely half that of other African Sub-Saharan countries.

In Ethiopia 1.90 US dollars will buy a pound loaf of bread or a litre of milk.





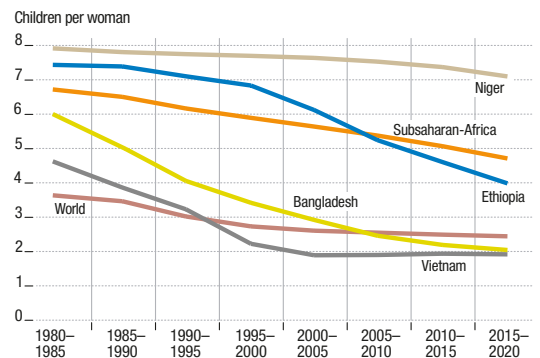
More self-esteem among women

Women use contraceptives and seek medical advice during pregnancy more often.



Lower birth rate

In Ethiopia the average number of children per woman decreased from about seven to four in the last twenty years. That is still a high level, but nowhere else in Sub-Sahara Africa has there been such a rapid decline in the birth rate as in Ethiopia.



Data base: UNDESA, see "From land of famine to land of hope", page 7.

Sources:
Berlin Institute for Population and Development: "From land of famine to land of hope". Will Ethiopia become a model for an African upswing? Berlin 2018

Human Development Index: <http://hdr.undp.org/en/2018-update>

DEVELOPMENT PENDING

Ethiopia continues to be one of the world's least developed countries. In the Human Development Index of the United Nations it currently ranks 173rd of 189 countries. The index measures development not by economic growth alone. For this reason, besides gross national income per head as an indicator it considers life expectancy, the average period of education/training of a 25-year-old and the anticipated education of a child at school starting age.

Between 1995 and 2015 the proportion of people suffering from absolute poverty in Ethiopia **more than halved.**

In two decades cereal yields have **more than doubled.**

After Kenya, Ethiopia is now **the second largest** African exporter of cut flowers.



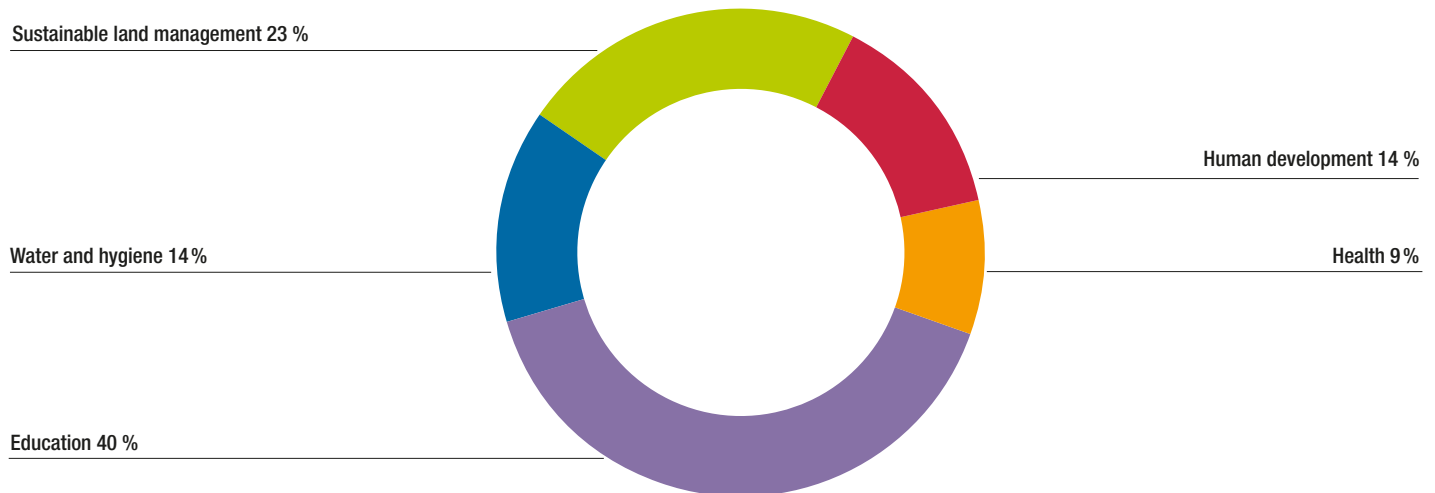
Activities and results in 2018

In 2018 *Menschen für Menschen* was implementing integrated rural development projects in eleven regions of Ethiopia. As in the previous year, however, the project work was compromised by political events. Hostilities repeatedly occurred in particular in the areas in the West Wollega Zone in the west of the country, causing us to suspend our activities in our three areas Dale Wabera, Sedi Chanka and Gawo Kebe. There were for example considerable delays to the construction of the new schools in those areas. The Sedi Chanka project region resulted from the subdivision of the Dale Wabera region by the Ethiopian authorities. Since then

our work has been performed in Dale Wabera and Sedi Chanka. Due to the continued ethnical disturbances in the east, which already impacted our work in 2017, at the end of 2017 we phased out our integrated rural development project in Kundudo. However, we planted the last seedlings at the start of the rainy season in mid-2018. In the other integrated rural project areas in the north of the country and in close proximity to the capital Addis Ababa we were able to continue our work unhindered. The same applies to the Agro Technical and Technology College (ATTC) in Harar and the Abdii Borii children's and youth home (ABCH).

In the Dano project region we completed the Green Innovation Centre, the first project funded by the German Society for International Cooperation (GIZ) and embarked on a second one. A total of 433 jobs for young people were created in the first project. The second project will create work for about 500 unemployed young people and women in the areas of animal feed production and honey. In 2018 *Menschen für Menschen* spent about 9.8 million euros on project work in Ethiopia. The German Foundation contributed 7.5 million euros representing the lion's share of funding.

Project expenditure in Ethiopia by local area



NOTES ON TABLE PAGE 15

Integrated rural development projects

- Abune Ginde Beret, Ginde Beret, Derra and Jeldu: The project costs are being covered by *Menschen für Menschen* Austria.

Infrastructure projects

- In these regions *Menschen für Menschen* has launched individual or multiple infrastructure projects. These include the construction of roads, health care centres, water points and schools. The activities are being organised from the adjoining project areas.

Individual projects

- Construction of educational facilities outside the project regions: These projects are being organised by the employees of adjoining projects and the Central Office in Addis Ababa.

Project support

- The Project Coordination Office in Addis Ababa, as well as the development cooperation and purchasing staff in Munich are mainly responsible for project support.
- MfM Austria is accompanying the project developments in the project regions financed by them.

Project areas	Size in km ²	Project term	Employees	Population supported	Expenditure 2018 in euros
PROJECT FUNDING					
Integrated rural development projects					
Borena	980	2011	51	187,915	678,358
Ginde Beret	1,200	2011	44	136,798	592,466
Abune Ginde Beret	1,360	2012	29	139,922	1,000,522
Wogdi	1,122	2013	39	158,897	1,036,074
Dano	659	2013	78	125,759	1,496,890
Dale Wabera	697	2013*	52	80,496	511,138
Sedi Chanka	708	2013	0	61,148	53,409
Legehida (2011–2013 Infrastructure project), managed by Wore Illu	429	2014	0	78,764	126,874
Wore Illu (2011–2013 Infrastructure project)	683	2014	37	132,960	192,850
Gawo Kebe	975	2016	13	31,000	260,325
Jeldu	750	2017	32	51,846	343,452
Integrated rural development projects (completed)					
Illubabor	32,000	1985–2013	0	1,363,150	0
Merhabete	1,210	1992–2009	0	137,570	0
Derra	1,500	1997–2010	0	209,575	6,471
Midda	900	2000–2013	7	101,233	27,400
Babile (Erer-Valley 1981–2002)	3,502	2002–2013	0	108,068	0
Nono Selle	2,000	2007–2012	0	26,416	0
Asagirt	437	2007–2015	0	53,845	5,310
Hagere Mariam	752	2008–2015	0	60,055	1,072
Borecha	961	2007–2017	0	94,676	354,220
Kundudo (2012–2015, Exclusively reforestation project)	144	2012–2017	0	54,821	45,698
Infrastructure projects (completed)					
Jamma		2005–2012	0	138,677	0
Jimma		2004–2008	0	139,131	0
Tigray		1992–1996	0	905,127	0
Individual projects					
Abdii Borii Children's Home (ABCH) (125 children in the home, 31 in education, 208 independent)		1996	58	395	408,456
Agro Technical and Technology College (ATTC)		1992	143	714	1,162,684
Educational facilities outside the project areas and other projects		2007	0	887,766	217,570
Project Coordination Office (PCO) and central stock			63		1,292,265
TOTAL PROJECT FUNDING					9,813,514
THEREOF PROJECT FUNDING BY THE AUSTRIAN ASSOCIATION					2,235,639

* since 2018 Dale Wabera has been subdivided into the two areas Dale Wabera and Sedi Chanka.

Self-woven future

In the community of Hochecho in the central Ethiopian highlands there is a shortage of many things: more and more people must share the limited fertile soil. There is a lack of food, job opportunities and money to live. Many young men and women move to Addis Ababa or flee to another country to escape their hopeless situation. *Menschen für Menschen*, however, is striving to provide a new perspective in their home country – as demonstrated by a visit to the carpet weavers in the project region Wore Illu.



When her son was three years old, Aysha Mohammed took the most difficult decision of her life. She left her child, her parents, the four siblings and her home. Her destination was Saudi Arabia. In pursuit of a better future for herself and her small son, she wanted to earn money as a housekeeper. At home in the town of Hochecho, about 300 kilometres north-east of Addis Ababa, that is difficult even today.

The little fertile soil that is available in the remote rural region is hardly sufficient to feed the growing population. Many families are suffering from hunger. There is usually only work in the fields and in the house of one's own family – beyond that, young people have little opportunity to earn their own income.

After completing her school education Aysha, today aged 22, used to help her mother in the household. Soon afterwards she got to know her future husband, and became pregnant at the age of 17. But the pair separated soon after the birth of her son. She found herself in a desperate situation. "We were completely penniless and unable to build a life together," says Aysha.

But her dream of escaping from her plight to Saudi Arabia was not fulfilled. Week after week in a foreign country, Aysha was consumed by the longing for her son.

"I was depressed," she remembers. When she talks about the time her voice becomes brittle and soft. She gave up after a year and went back to Ethiopia – empty handed. The family for which she worked in Saudi Arabia kept all her earnings. They only paid her return air ticket.

CREATING A PERSPECTIVE IN THE HOME COUNTRY

According to the Ethiopian Ministry of Employment and Social Affairs, about 460,000 Ethiopians emigrated to the Near East between 2008 and 2013. About 85% of them were women from rural regions – few of which had a school education – who sought employment in foreign households. According to estimates, the number of unreported cases is significantly higher, as only those who left the country legally were officially recorded in the statistics. In the autumn of 2013 the Ethiopian government prohibited the emigration of low-skilled workers to the Near East. There had been a growing number of reports of mistreatment of women. Saudi Arabia, one of the favoured destinations, had also deported several thousand illegal Ethiopian workers. Nevertheless, still today many Ethiopians are leaving their home country. They see no other way of escape from their poverty.



Aysha Mohammed expertly operates the spindle. She earns money weaving carpets and scarves, enabling her to provide for herself and her son.

This is where *Menschen für Menschen* is playing a role. In close consultation with the local authorities, the development consultants of the Foundation have identified people like Aysha: disillusioned returnees from abroad, but also young people who, for whatever reason, have hitherto not found their way in life and are often paralysed in a

“We were completely penniless and unable to build a life together.”

stupor of inactivity. Together with eleven other women and three men, in early 2018 Aysha participated in a job training course organised by *Menschen für Menschen* in

Hochecho. In somewhat more than a month she learned how to weave artistic carpets from sheep’s wool and make plastic bowls. After the course, the participants formed a cooperative. They meet three times a week, alternating between spinning and weaving, as well as making the bowls from thin strips of plastic.

“Not only do the participants themselves benefit from the training and work,” explains Zumra Eberia. “Many people who would otherwise have turned their back on the region can at last recognise a degree of progress.” The 29-year-old social worker from *Menschen für Menschen* is familiar with the community and its problems. Every day since 2017 she has walked from hut to hut, showing the farming families how they can improve hygiene in the kitchen, household and smallholding, at the same time teaching about contraception and the advantages of having fewer children. She also advised Aysha and the other members of the carpet group from the beginning and calls in regularly at the cooperative workshop.

THE ROAD TO INDEPENDENCE

Aysha is sitting on a thin tree trunk in the large mud hut. The sun’s rays are shining in while she concentrates on the hand-operated spindle in front of her. It swings on two thick woollen threads that Aysha holds high in the air with her left hand. She gives the spindle a push. Gradually, she winds the two threads together. “I was so glad to hold my son in my arms again. It makes me very happy that at the same time I received the opportunity to work here!” says Aysha, and a smile spreads over her face.

The room bustles with activity. While Aysha and some of the other women spin the woollen yarns, 20-year-old Kedir Ali sits at the large weaving frame that takes up more than half of the workshop. Watching him as he skilfully weaves yarn by yarn, there is nothing to suggest that his life is full of hardship. At the age of four his legs suddenly

Social worker Zumra Eberia (centre) explains to the job training participants how artistic carpets can be made of the self-spun thread.



Kedir Ali is physically handicapped, but has also found work in the workshop.

became swollen and painful – he had infected himself with a bacterium. Since then his left leg has remained deformed. At that time Kedir's parents did not receive a proper diagnosis from the doctors in the village. Kedir himself conjectures that it was polio.

He was a good student, but in Hochecho a school education finished with the eighth class. It was inconceivable for him to set off on the long trek to the next secondary school. For the next five years Kedir stayed at home, helped his parents as much as he could in the fields and taking care of the animals. He was unable to secure a job, because he would have had to lift things or walk long distances.

His handicap is no hindrance to weaving and spinning, or making plastic plates. He can work just as well as the others. "I feel free here," says Kedir. He still lives with his parents. But that will change soon. "I want to finally lead an independent life and rely on nobody."

WEAVING CARPETS INSTEAD OF CUTTING DOWN FORESTS

"We'll take a break now," a loud voice penetrates the gloom of the workshop. It belongs to Yeshi Muheye. The 33-year-old is the speaker of the group and likewise an unmarried mother. She used to get up

before sunrise to collect firewood on a nearby hillside for selling on the market. For a pitiful amount of money she could hardly feed herself and the children and made herself liable to prosecution and risked being arrested. Due to the threat of erosion on the slopes it is forbidden to cut wood on the hillside.

The job training of *Menschen für Menschen* gave Yeshi an alternative. During the one-month weaving course she and the other participants were paid the equivalent of 90 euros, because she was unable to earn a wage during this time. The money was even enough to buy a sheep and a few chickens. Through the sale of eggs, Yeshi was able to care for her children, and her 15-year-old daughter Kemila can at long last go to school on a regular basis.

Like Yeshi, all the members of the carpet group live from this kind of side-line job that she started with the help of *Menschen für Menschen*. Depending on their size, their carpets sell for between four and 15 euros. Most of the profits are invested in new wool, plastic or other materials from the market and they are able to save around 26,000 birr, about 800 euros. That money has already been paid into a bank account. "When we have enough money, we want to buy a delivery van," says Yeshi. "It will enable us to take our products to the bigger markets, where we will also earn more."

It's an ambitious plan, but the carpet weavers are confident that they will succeed. The job training has given them confidence. "Earlier they would not even have dared to express an opinion. Today they feel confident and strong," says social worker Zumra. She is particularly proud of Yeshi, who has assumed responsibility not only as speaker of the group. "I used to be plagued by concerns for the future," says Yeshi. "Today I am no longer afraid, and I would like others who are in the same position as I was to have such an opportunity."

THE NEXT GENERATION

This will soon be possible: further job training in Hochecho is planned. Yeshi's cooperative wants to expand, offering new products and designs in larger quantities. To bridge over the time until then and recruit further interested men and women, for the time being the carpet group is employing them as saleswomen.

Among them is 20-year-old Nejat Endris, who tried her luck as a nanny in Addis Ababa but was exploited. Now she proffers her carpets and bowls at the market twice a week. Although Nejat earns only a few cents on each object sold, she demonstrates her interest and the will to work hard. "Whenever I have time, I watch the weavers and spinners, or try it for myself," she says. The carpet manufacturers are Nejat's great inspiration: "Many of the women used to sit at home, had no chores and were reliant on their husbands. Today they earn their own income. That's what I want to achieve."



"I was so glad to hold my son in my arms again. It makes me very happy that at the same time I received the opportunity to work here!"



Nejat Endris sells the carpets and scarves on the market and is looking forward to joining the workshop soon.

WHAT WE DO

ANNUAL REPORT 2018

“It’s important for them to know how it all began”

When Karlheinz Böhm began setting up an aid organisation in Ethiopia almost thirty years ago, he was well aware: the project can only succeed with the cooperation of those who have an intimate knowledge of the country and its people. He found such reliable companions and employees in Mekonnen Kassa, his long-standing chauffeur, and Berhanu Negussie, who started as personal interpreter and is now the country representative of *Menschen für Menschen*. As Head of Logistics and Transport, Melaku Taye can also look back on 33 years with the Foundation. We interviewed them on the beginnings, development and future of the foundation.

More than five and a half million people are benefiting from your work. Today, *Menschen für Menschen* has over 640 employees in Germany and Ethiopia. Mr Negussie, did you anticipate this kind of development when you first met Karlheinz Böhm in 1981?

BERHANU NEGUSSIE: To be honest, no. With his TV wager, Karl had generated funds of 1.2 million German marks. Many of my friends didn’t understand why I gave up a secure job to start at *Menschen für Menschen*. They predicted that the Foundation would fold up after a year or two. But I was greatly impressed that a successful European actor would give up his career to help people in Ethiopia.

Karlheinz Böhm had the idea that 1,500 semi-nomads, who were stranded in refugee camps due to the famine in eastern Ethiopia, should be resettled in the Erer Valley. It was to be a first relief operation. How did they react to this suggestion by Karlheinz Böhm?

BERHANU: They were very sceptical. A foreigner, a white man, suddenly appears from nowhere and tells them what’s good for them. That was a difficult situation – also for me as an interpreter. But in the end we were able to convince the people. That was 38 years ago.

That makes you the most senior staff member of the Foundation. But Mekonnen Kassa, you have been employed for almost as long.

MEKONNEN KASSA: That’s right. Before Karlheinz Böhm arrived, I was working as tractor driver on a government farm in the Erer Valley. I was to be relocated to western Ethiopia, and at the same time Karl wanted to employ me as a driver. I opted for the Foundation. I liked the region; I had settled in well and stayed there for some years, until ...

BERHANU: ... until you were taken away from us (laughs).



Berhanu Negussie, current Country Representative of *Menschen für Menschen*, began as Karlheinz Böhm’s personal interpreter.

“Involving people from the outset and giving them responsibility: that is the approach we still take today.”



Was and is the specialist for logistics and transport: Melaku Taye.



For many years, Mekonnen Kassa was Karlheinz Böhm's chauffeur.

Taken away from you?

BERHANU: At that time I was working with a doctor in the region. Due to badly polluted water, many people were suffering from diarrhoea and vomiting. We were glad that Mekonnen was driving us around. He's a very good driver. Karl knew that as well, and when we opened the second project area in Illubabor in south-west Ethiopia, we took Mekonnen with us.

From this point in time you were Karlheinz Böhm's chauffeur?

MEKONNEN: From Addis we drove to each project area. Karl never missed an appointment. When flights to remote areas such as Mettu or Harar were cancelled, he quickly decided that we would go by car.

Melaku Taye, you can also look back on a long term of employment at *Menschen für Menschen*. You started at the Foundation in 1986. What were your duties then?

MELAKU TAYE: I was mainly responsible for ensuring the smooth passage through customs of materials ordered in other countries. There were often problems.

On more than one occasion we were asked to pay money for goods that were duty-free, or items were lost. It was important to have someone on hand. That meant I had to travel a lot. First of all to the port in Assab ...

In what is today known as Eritrea.

MELAKU: Exactly. The port used to belong to Ethiopia, and after Eritrea became independent in 1993 Ethiopia was still allowed to use it. But when war broke out between the two countries five years later, it was no longer possible.

So your work was strongly impacted by political developments?

MELAKU: Yes, we had to switch to the port in Djibouti. Today shipping traffic is booming there. Things were different then. I remember the first time we stood on the dock: it was completely empty.

How has your work changed over the years?

MELAKU: I don't need to travel so much now. Although major deliveries still arrive by container in Djibouti, they are sent directly to us. Discussions with customs officers have become easier. Most of them are familiar with *Menschen für Menschen*, and know what kinds of deliveries we receive.

In May 2014 Karlheinz Böhm died at his home in Austria. When did you last see him, Berhanu Negussie?

BERHANU: I was with him when he died. That is still a highly emotional memory for me. We had worked together for over 30 years, shared our thoughts and ideas. For me he was a very close and trusted friend.

There is a photo of Karlheinz Böhm sitting on a dusty floor, surrounded by semi-nomads. You are standing next to him. What do you feel when you see this picture?

BERHANU: I feel pride! The picture shows how Karl worked. He sat together with the people on a daily basis. He asked them about their biggest problems, what kind of support they need and what would be their contribution if someone helped them. Involving people from the outset and giving them responsibility: that is the approach we still take today. The picture shows the origins of our work, and it is important – particularly for new colleagues, who can no longer meet Karl in person – for them to know how it all began.

Were you worried about the future of *Menschen für Menschen* after Karlheinz Böhm's death?

BERHANU: No. Although our organisation was founded by Karl, he always said that the Foundation is not a "one-man project" and will continue to exist with its structures when he is no longer living.

Mekonnen Kassa and Melaku Taye, some of your younger colleagues have just started working for *Menschen für Menschen*. You both retired a few months ago. How are you dealing with it?

MEKONNEN: It's still very new. I still can't believe I am retired, and in my head I'm still at *Menschen für Menschen*.

MELAKU: Most of all I miss my colleagues. After our lunch together I often invited them for a coffee, to exchange views on the events in our country. I miss that.

One last question: How old are you all?

MELAKU: I am 70 years old.

BERHANU: 64

MEKONNEN: (thinks for a moment) 63

BERHANU: In Ethiopia it is usual not to know exactly how old one is. Karl always said that was a big advantage. When things are going well for us, we are not worried about getting old. We don't count the years. We are freer.

WHAT WE DO

ANNUAL REPORT 2018



Sustainable land management

In Ethiopia seven out of ten people subsist from farming. Due to monoculture the soil is exhausted in many areas, the harvest is often meagre. Soil erosion also destroys major productive areas. In order to improve the situation quickly and permanently, in our project areas we have set our hopes on courageous model farmers. We teach them more productive farming methods, introduce them to new varieties of fruits and vegetables and more effective methods of cultivation. Their rapid successes have convinced and motivated many others.



Proud of his flourishing vegetable garden: model farmer Zemedkun Deneke.

PROJECT EXAMPLE

Model farmer in Dano – setting a good example

Zemedkun Deneke's four-hectare farm is located on a hillside. A sandy, later stony track leads down to his property. The 50-year-old is one of about 30 farmers in the small village of Kersa in the Dano project region, 200 kilometres south-west of Addis Ababa. He was born further north in Ethiopia, in the highlands where the Foundation is also active, and moved to the area almost twenty years ago. "In Merhabete I heard how *Menschen für Menschen* was building roads and schools. That inspired me," says Zemedkun. He did not hesitate for a moment when Foundation employees suggested he change from traditional methods of cultivation to the principle of agroforestry.

Within the last three years his fields – on which mainly grain was grown – were transformed into a flourishing garden that today yields harvests at sev-

eral levels: potatoes at ground level, tomatoes and coffee at bush height and avocados and mangos on trees. *Menschen für Menschen* supported him in the conversion process. Development experts showed him that by this multi-level cultivation method different plants – correctly arranged – support each other and yield a rich harvest. Fruit trees provide shade, and deep-rooting vetiver grass between coffee bushes ensures that the soil is not washed away by the next rain, causing the plants to slide down the slope.

The coffee thrives well, protected from soil erosion and excess sun. As Zemedkun plucks the occasional dry leaf, many of the plants tower over him. "I have already brought in the first harvests. Some of the coffee we drank ourselves, the rest I sold on the market." He can spend the extra money on other foods

that do not grow in his garden, and even put a small amount into his savings – a luxury that was once inconceivable. When *Menschen für Menschen* appears in remote villages, most of the farmers react cautiously. They ask themselves what the strangers really want, or are afraid their crops will fail due to changes they do not understand. To win over the sceptics the Foundation relies on people who welcome innovation such as Zemedkun, supports these so-called model farmers with subsidised seedlings and seeds from the Foundation's own nurseries and closely monitors these farmers until the first harvests.

When they see the successes after only a short time, the hesitant farmers also start to change their farming methods. Former pupils become teachers: neighbouring farmers come to Zemedkun regularly, asking him to explain things. "I enjoy being a trainer.

PROJECT WORK IN ETHIOPIA

ANNUAL REPORT 2018



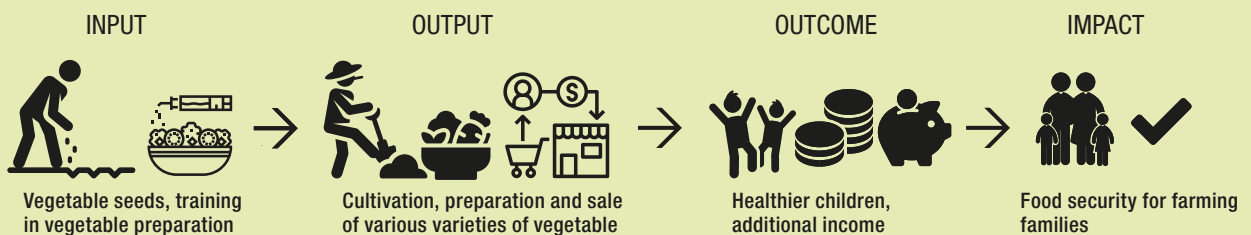
Accessible to neither rain nor rats: the grain safely stored in these improved grain bins.

FUNDS ALLOCATED IN 2018

1,959,850 euros

KEY SUCCESSES:

- 12.51 million tree seedlings distributed
- 6,594 farmers received agricultural training
- 1,015 kilometres of soil and stone bunds for erosion protection
- 508 kilometres of planting for soil conservation



In this region there are about 14,000 farmers, and we can't reach every one of them. Model farmers are therefore very important for us. Others see by their example that the new farming methods pay off."

Demere Anno, project manager Dano

I am glad to pass on my knowledge. And I am strict. If I notice that they drag their feet, I warn them," says Zemedkun and grins.

Whereas his family used to subsist almost exclusively on the sour flat bread injera or corn bread, today they enjoy a much more balanced diet. Foundation workers taught Zemedkun's wife how to prepare healthy and tasty dishes from the new harvest products. They also explained to the family that in order to avoid the transfer of diseases they should not live in a confined space with their cattle. Today their bulls and cows stand under plastic sheeting next to the house.

Zemedkun is convinced that changing his farming methods will continue to pay off in future, and his children will enjoy a better life. His successes to date nourish this optimism. They also help him to be

patient. It will take about five years for the papaya trees he planted on his property to bear edible fruits. "When all my plants yield crops, I will earn much more money on the market. My dream is to buy a truck – not only for myself, but for the whole village community."

WHAT ARE THE COSTS OF SUPPORTING SMALLHOLDERS?

- 5 fruit tree seedlings: 7 euros
- Agricultural training for ten farmers: 70 euros
- Teaching ten women to prepare vegetables: 50 euros

WHAT WE DO

ANNUAL REPORT 2018

 Water and hygiene

Clean water still cannot be taken for granted in rural Ethiopia. Four out of ten people lack drinking water in their everyday lives. The water they draw from ponds, streams and rivers is polluted with bacteria and parasites. Life-threatening diseases are the result. Together with the local population we construct hand-dug wells, spring developments or whole water supply systems at central locations. That is not only good for general health – particularly girls and women must no longer walk long distances to fetch water. They save time and are able to attend school or advanced training courses.



With many helpers, the ditches for the water pipes are soon dug.

PROJECT EXAMPLE

Clean water for the village of Gute

Their singing, clapping, whistling, groaning can already be heard from a distance. Many of the men and women have perspiration on their foreheads. In pairs they take a spade and ram it into the dry ground in the rhythm of the song. Dust swirls up; sand and small stones fly through the air. For the past two weeks they have come from the nearby village of Gute to toil from six in the morning to six in the evening. Their mid-day meal and coffee are brought to the construction site. It is hard work, but it will pay off. Under the guidance of *Menschen für Menschen* they are levelling off the ground for collecting tanks, digging trenches and laying pipes. The latter will soon be carrying clean water from a source slightly higher on the hill. It will be water that the people can drink without hesitation. At two washing points they will soon be able to wash their clothes, and there is a separate drinking trough for the cattle.

A total of 27 families live in the remote village of Gute in the Dano project area. Up until now they drew water from a hollow almost 15 minutes from their village. It can still be seen adjacent to the construction site: a muddy rivulet creeps down the steep terrain. Women bend over to dip their clothes into the murky brew. A little girl lowers her face into hands full of dirty water.

Countless leeches lurk in the polluted rivulet, a danger to cattle and villagers alike. The cows and oxen swallow them regularly. Soon afterwards they bleed from their mouth and nose. They can hardly eat, and produce less milk. Some of them die.

But the water from the stream is life-threatening, not only for the cattle. "All of us in the village have been sick at least once," says 45-year-old Ene Ararsa. They suffered from diarrhoea, vomiting, loss of appetite, rashes and typhus. For many days they were



"They all want clean water, so they all join in and help. It's a great sense of community."

Addisu Milki, department head for water projects in Dano

PROJECT WORK IN ETHIOPIA

ANNUAL REPORT 2018



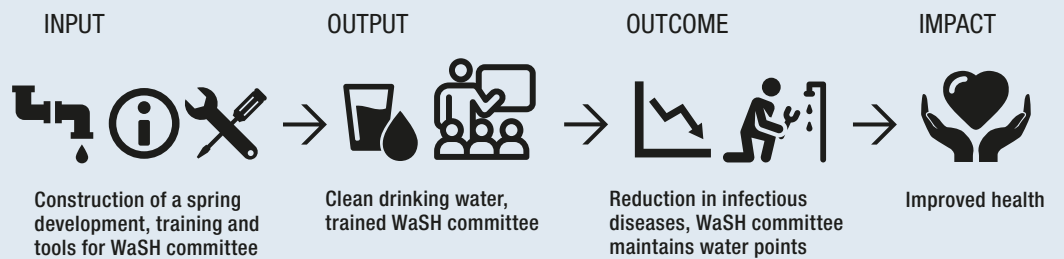
Not long to go now, and the water point will be ready.

FUNDS ALLOCATED IN 2018

1,162,689 euros

KEY SUCCESSES:

- 122 hand-dug wells and spring developments built
- One water supply system completed for a small town
- 913 members of WaSH* committees trained



confined to their beds, or ailed in the clinic almost two hours away on foot. Sometimes they arrived too late to save them. Nevertheless, they still drank the water. “We had no alternative. We were thirsty and that was the only nearby water source,” Ene explains and adds: “It was a fight for survival.” One of her sons was so often sick that he had to quit school after the sixth class.

MAINTENANCE PLACED IN THEIR OWN HANDS

Ene belongs to a seven-member WaSH committee*. In a course of training *Menschen für Menschen* showed the members how to maintain the entire water supply system and repair it if necessary. “I have become acquainted with tools I had never seen before. At first I thought the repairs looked very complicated, but they are really easy.” Once the water

point is in operation, the committee will charge each family a monthly fee of 7 birr, the equivalent of about 23 cents. That is money to cover the maintenance costs. The preparedness of the villagers to help with the construction of the spring development and the appointment of a local water committee are prerequisites for *Menschen für Menschen* to invest in a water point. If the people assume responsibility from the beginning, they are more likely to take care of the water point later, after the Foundation has withdrawn from Dano.

At the construction site another member of the WaSH committee is standing next to Ene: 40-year-old Girma Gadafa. In his breast pocket is a folded piece of paper on which he has listed all the workers. Anyone who is absent without reason must pay a fine equivalent to 1.50 euros. All inhabitants of Gute have agreed to this rule: “In fact, a roll call is unnecessary

– to date they have always come to do their share of the work,” says Gadafa. Behind him two men pick up their spades, encouraged by clapping and whistling.

* WaSH stands for water, sanitation and hygiene

WHAT IS THE COST OF CLEAN WATER?

- Hand-dug wells: about 2,500 euros
- Spring developments: between 3,000 and 7,500 euros
- Complete water supply system for a whole small town: about 500,000 euros

WHAT WE DO

ANNUAL REPORT 2018

 Education

Sustainable development is achieved by education – but in rural Ethiopia this is denied to many children. In particular girls must often assume responsibility in the family at an early stage and submit to hours of heavy manual work – little time and energy remains for school. Added to that, the school buildings are often in such a catastrophic state that lessons are unbearable. In order to change all this and promote education in general, *Menschen für Menschen* is building and equipping modern schools.



15-year-old Aster Getachew in the new primary school with adequate space for her and her schoolmates.

PROJECT EXAMPLE

New schools for Wore Illu

Older siblings can be a source of inspiration. But 15-year-old Aster Getachew is doing all she can to avoid going down the same path as her two big sisters, who both failed the final exam at the end of the tenth year. Unable to find work locally, they fled from their home in the central Ethiopian Highlands to Addis Ababa, where they eked out a meagre existence as day labourers with poorly paid jobs.

Aster has better career prospects than her sisters. Three years ago she graduated from her village school to the Higher Primary School in Mariam Debrenegeist. The community is located on the fringe of Wore Illu in the *Menschen für Menschen* project area of the same name. The Foundation constructed the school building and handed it over to the local authorities upon completion in 2015. The latter supervises its operation and

maintenance. This should prevent long-term dependence on the Foundation and ensure the sustainability of the school for future decades. Today first to eighth grade pupils receive lessons in the modern, clean and bright classrooms. There are sufficient desks and benches, and everyone has a clear view of the big blackboard.

Every day, Aster has to walk for more than an hour to school – and the same route back home. But she thinks it's worth it. "I like to go to this school, and learning is easy here," says Aster. She wants to do better than her sisters and obtain a school-leaving certificate, and this fuels her ambition. The eighth-year pupil uses every free minute that she is not helping her parents in the field or tending the animals to learn. "I am quite confident that I will pass all the exams in

the next few years," says Aster. She wants to be a teacher.

Her school is one of five primary schools that *Menschen für Menschen* built around the town of Wore Illu. After the eighth class, schoolchildren transfer from this and 14 other schools to the secondary school in the centre of Wore Illu.

"I sincerely hope that Aster retains her enthusiasm for learning when she leaves our school," says her teacher Kebede Worku, who gives lessons in ethics and social studies. Actually, the 29-year-old should be pleased when he dispatches his wards to their futures at the end of the primary school. But his thoughts are outweighed by concern. He is only too aware of the appalling conditions at the Wore Illu secondary school.

PROJECT WORK IN ETHIOPIA

ANNUAL REPORT 2018



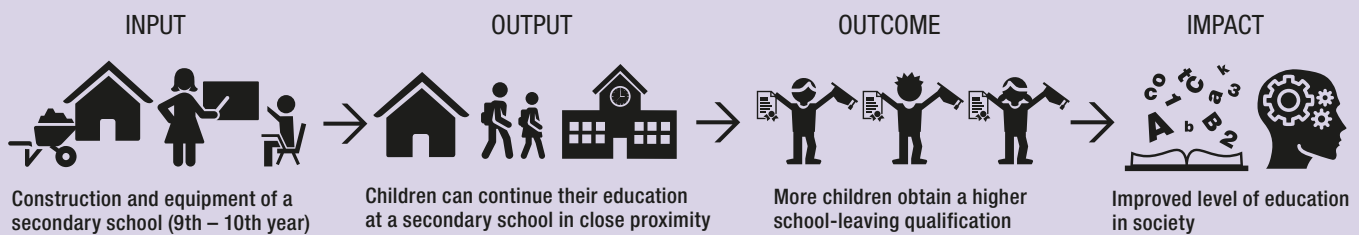
In Wore Illu the schoolchildren must still squeeze together on tiny benches – the new school building is due to be completed in late 2020.

FUNDS ALLOCATED IN 2018

3,364,329 euros

KEY SUCCESSES:

- 4 schools for a total of 4,538 pupils completed
- 8,021 adults took part in functional literacy courses
- 192 bachelor graduates at the Agro Technical and Technology College (ATTC)



“Learning is easier in a pleasant, well-equipped school, and the children feel a sense of responsibility for keeping it in order”

Kebede Worku, teacher at the Higher Primary School in Mariam Debreneget

There is far too little space for the over 2,000 ninth to tenth year pupils. Five children must often squeeze themselves into a desk intended for two. In some classrooms they even have to sit on the floor, as the benches are broken or in short supply. Everywhere the mud is crumbling from the walls; there are big holes in the floor. A light breeze is sufficient to cover the whole classroom in dust and dirt. That makes many children sick. They suffer from coughs or sore eyes. “It is incredibly difficult to concentrate,” says 16-year-old Ephem Semeles, a tenth grade student. At his primary school, likewise built by *Menschen für Menschen*, he was a good pupil. “But my grades and those of my friends have suffered.” To give the young people a pleasant learning environment over their entire school career and prevent their performance from declining,

Menschen für Menschen has laid the foundations for a new secondary school building directly adjacent to the present classrooms. It should be completed at the end of 2020. Aster will also find her place here, and together with her classmates she will set a good example for the following generation

WHAT DOES IT COST TO GIVE CHILDREN A GOOD EDUCATION?

- School bench and desk for two pupils: 65 euros
- Construction of a higher primary school: 250,000 euros

WHAT WE DO

ANNUAL REPORT 2018

 Health

In rural Ethiopia there is still a lack of basic medical care. When people become sick they must often undertake a long trek to the nearest health centre or clinic. Professional help is out of reach for some. In order to improve the situation, we are equipping health centres in rural areas, training medical assistants and organising vaccination campaigns. And we are educating the population on the topics of family planning and HIV/AIDS.



Cool dudes and women who won't be pressured by anyone: With a sense of humour, the theatre company members stage topics that are of concern to everyone.

PROJECT EXAMPLE

Education through the theatre

Pregnant again, and now even with twins! The mother of three is desperate. She loves her children, but the family's earnings are already hardly enough to live on. She would like to have practised family planning, even taken the advice of *Menschen für Menschen*, but her husband is against it. In his opinion, many children are a sign of vitality and mean plenty of support in later life.

Many Ethiopian women are in a similar dilemma. On average they still bear approximately four children. But this special case was invented: the story of the young mother is part of a theatre play that celebrates its premiere on a shady meadow at the Preparatory school in the small town of Seyo in the Dano project region. It is presented by the theatre group of the neighbouring Seyo Higher Secondary School. The audience of schoolchildren and teachers is crowded together in a wide circle. In the middle there are several tables and

benches. Eleven actors and actresses have spread around them. For 45 minutes they will transport their audience to a world that is strange and yet so close to reality.

Tigist Bushura, now 23 years old, stands on the stage. She can easily empathise with the role of the mother, for she herself is one of them. Five years ago she gave birth to her daughter Fenet and dropped out of school to care for her. Last year she went back to school. With her leaving certificate she wants to pursue her dream of studying and working later as a doctor – or as an actress. At the school, she is at least coming a little closer to both goals.

Despite the serious theme, the theatre play is amusing. Again and again, a ripple of laughter spreads through the audience. "The stories are also entertaining, to ensure that the people listen to us and understand our message," explains Tesfaye Dera, who



"I hope that we reach as many young people as possible with our performances. So they don't give birth to a child as early as I did."

Tigist Bushura, pupil at Seyo Higher Secondary School and member of the HIV Club in the Dano project area



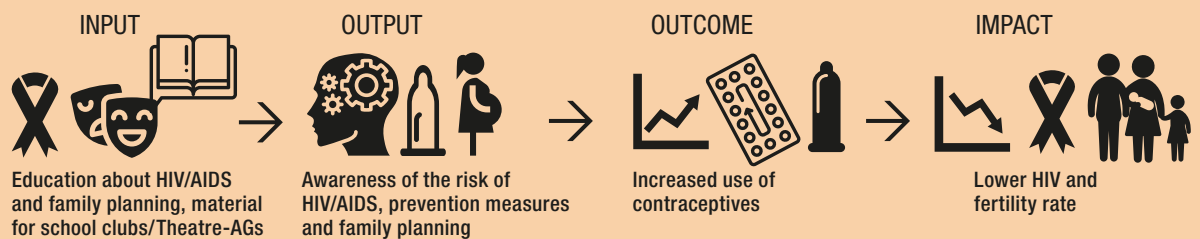
Clear message of the theatre play: Family planning is important; every woman has a right to receive advice.

FUNDS ALLOCATED IN 2018

782,899 euros

KEY SUCCESSES:

- 22,554 voluntary participants in HIV/AIDS tests and consultation
- 1,284 eye operations (trichiasis and cataract treatment)
- 7,485 women have received contraceptive pills
- 27,384 children immunized



brought the theatre group into being. She continues: "There is no electricity in this rural region, and few families have a TV or radio. So the theatre is a true diversion for the people and a good opportunity for us to educate them by way of fun and games." They receive input about family planning, child marriages and HIV/AIDS from *Menschen für Menschen*. The latter's employees distribute educational material in the schools, and organise training and campaigns in the small towns and villages.

18-year-old Danel Lachisa plays the second role in the drama next to Tigist. He is a schoolboy of about the same age who spends his days getting high on the drug khat instead of going to school. His life takes a whole new turn when the girl with whom he had a one-night stand tells him she is infected with HIV.

According to United Nations estimates about 610,000 people with HIV live in Ethiopia. In the last

few decades the country has achieved considerable successes in combatting the disease: since 1994 the number of new infections has fallen by 80%. In addition, since modern medicine has been dispensed, there has been a decline in HIV/AIDS-related deaths. But before they can be treated with these drugs the people must first undergo tests. Due to ignorance or fear of discrimination, many people are afraid to take the test or seek advice. Both of these are available with the support of *Menschen für Menschen* in the rural project areas in which basic medical care is lacking.

"HIV can affect anyone. With our theatre play we want to show people how to protect themselves from infection, and that help is available when they need it," says Danel, who goes to group rehearsals with the others twice a week. Here he studies his role and discusses the scripts of initiator Tesfaye with the others. The 34-year-old maths teacher, who himself was a

member of his school's theatre company, writes the new theatre plays in his free time. "I allow myself to be inspired by life itself – by the issues facing us every day in our surroundings, by humans, their experiences, problems and successes."

WHAT DOES IMPROVED HEALTH CARE COST?

- Immunization of 30 children: about 150 euros
- Five-day course of training for medical staff: about 100 euros
- Training for HIV/AIDS clubs in communities and schools for 60 persons: about 700 euros

WHAT WE DO

ANNUAL REPORT 2018



HUMAN DEVELOPMENT

Women in Ethiopia are disadvantaged in many ways. In rural areas they are expected to do strenuous chores, such as carrying water over long distances, collecting firewood, cooking, raising children and helping with the field work. They seldom earn their own income; instead the women are usually fully dependent on their families or husbands. To improve their living conditions, strengthen their role in society and give them a new perspective for the future, we offer training in skilled crafts and microcredit programmes especially for women.



“Tadalu, Buze & Friends” manufacturers can produce ten to twelve wood-saving stoves per day. The demand is gradually picking up.

PROJECT EXAMPLE

Success together with her best friend

Tadalu Alemu and Buze Ababa have been busy. Between the many finished stove parts in their workshop in the village of Waji they hardly have room to stand. On the tiny remaining free surface they mix cement and sand, gradually adding water. As soon as the mixture has the right consistency, the two women skilfully fill the metal moulds and let them dry. With the support of *Menschen für Menschen*, Tadalu and Buze have set up their own business together with three other women. Two years ago they founded the stove manufacturing company “Tadalu, Buze & Friends”.

But the two businesswomen have known each other for many years. They went to the same school and were friends as children – and provided vital support for each other. Tadalu’s father was killed at the end of the Ethiopian civil war; her mother died soon afterwards.

Tadalu, then seven years old, was suddenly made an orphan, and as the oldest sibling she had to look after her three little brothers and a sister. “I was in charge of everything and everyone. I had to fetch water and firewood, and cook the meals,” the 34-year-old remembers and gazes at the floor as she thinks back.

Besides the many duties, she had little time to study. At the end of the tenth year, Tadalu failed the final examination, the prerequisite in Ethiopia for attending a secondary school. Buze, whose father also died when she was still a child, likewise had to assume responsibility in the family. Her mother was over-stressed with rearing seven children. Like Tadalu, she finished school in 2010.

Without an independent income, the two friends sought work and gained their first business ex-

perience building fuel-saving stoves. Government employees who were attempting to create job opportunities for young people advised them to try in this industry. But the two women gave up after eight months because they earned hardly any money. “We had not learned anything. Our first stoves were vastly inferior to those we produce today,” Tadalu explains their failure. And at that time there was only a limited interest in the stoves. “There was a lack of awareness for the many advantages,” confirms Hana Chamada, who works as a social worker for *Menschen für Menschen* in the Dano project region. By using them you can reduce fuel consumption by about half. That saves the women much time and protects the environment.

In addition to explaining the benefits of the stoves, in 2014 the Foundation also offered training in stove

PROJECT WORK IN ETHIOPIA

ANNUAL REPORT 2018



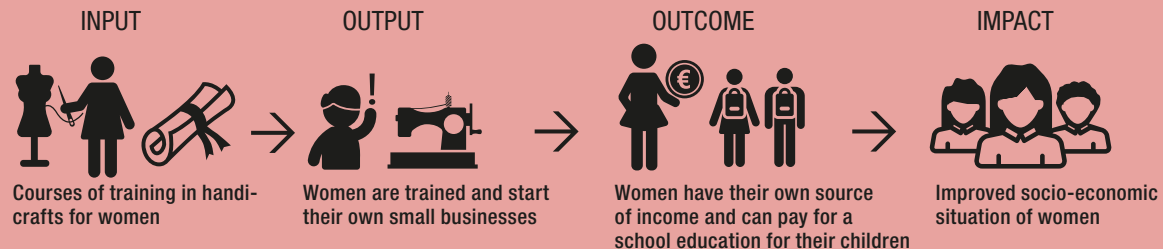
The two stove builders Tadalü Alemu and Buze Ababa (from left) look to the future with confidence.

FUNDS ALLOCATED IN 2018

1,211,225 euros

KEY SUCCESSES:

- 981 microcredit borrowers
- 4,534 graduates from housekeeping courses
- 173 participants in training in handicrafts



"I have been accompanying the women for the past four years. It's a pleasure to see how they become increasingly confident with their business."

Hana Chamada, social worker in the Dano project area

building. Tadalü and Buze took part in this. For two years they worked as daily labourers for *Menschen für Menschen*, until they took over the stove production completely. "The Foundation still attends to the sale of the stoves," says Hana. She and the other social workers collect orders while touring the project area, and pass them on to the stove builders. The group centred on Tadalü and Buze receives almost five euros per stove. Recently, the Foundation ordered 200 stoves. The women can build up to twelve of them in one day.

They used the money they earned to pay the two workers they had employed. Part of their earnings is paid into their bank account, and they have already saved more than 3,000 euros. "When we have enough money, we want to buy a van and deliver the stoves to our customers ourselves," says Tadalü. So far,

Menschen für Menschen has taken care of the deliveries.

As a child Tadalü wanted to be a teacher, and Buze a social worker. "We could never have imagined that we would set up our own company," says Buze proudly. "But today we are very happy, and sure that we can do great things together!"

WHAT DOES IT COST TO TRAIN A WOMAN IN SKILLED CRAFTS?

- Training a woman in carpet weaving: 300 euros
- Training a woman in pottery making: 400 euros

WHAT WE DO

ANNUAL REPORT 2018

Partner and sponsor

In our work we place great emphasis on a high degree of autonomy and independence. We cooperate with other organisations when this results in a clear added value for the population in the project regions. The contribution of know-how and funding are high on our list of priorities. A good example of this is our cooperation project with the Heinz Sielmann Foundation in the Wogdi project region. Each of the partners contributes his or her special skills to promote the development of man and nature.

Heinz
Sielmann
Stiftung



COOPERATION PROJECT WITH THE HEINZ SIELMANN FOUNDATION

Reforestation preserves farmland

The farmers of Kabiwobo, about 580 kilometres to the north of Addis Ababa, are only too familiar with the consequences of barren hillsides. Their fields on the foothills have suffered most. When it rains, the soil is washed down by the water masses. Mud and morass spreads over the arable fields, and the harvest yield suffers greatly. Over the decades the farmers had cut vast amounts of wood for cooking and hut building, and cattle was put out to graze on the slopes. This is a clear example of the relationship between the destruction of the environment and rural poverty.

Employees of *Menschen für Menschen* thereupon sought the necessary dialogue with the farmers and

convinced them and the local authorities of the dire need for reforestation. This is now being implemented by the Foundation together with the Heinz Sielmann Foundation in the Wogdi project region. In early 2018 extensive slopes were closed off to prevent them from shrub collection and cattle grazing. With the help of the local population, a million trees per year are being planted here.

A second project came into being an hour's drive away. A total of 240 hectares of woodland is being restored in both areas. Under the instructions of *Menschen für Menschen* employees, farmers began with the construction of terraces on the slopes – and

completed a total of 13 kilometres in the two project areas in 2018 alone.

In future, water will collect here, seep into the soil and replenish the groundwater reserves. In a next step mostly indigenous trees are planted, and these will ensure that the plant and animal species typical for the region will return to the foothills. In the two nurseries established for the project, trees such as umbrella thorn acacia and indigenous species of cordia and fig are being grown. The local people are also taking care of planting the seedlings.

Because no cattle are allowed to graze in the protective zones, natural grasses have become re-established. Farmers are permitted to cut only as much for animal feed as they can carry. In addition, they receive eucalyptus and other tree seedlings to plant alongside their smallholdings to satisfy their timber and

OTHER SELECTED PARTNERS AND FUNDING PROJECTS

- **Alois Dallmayr, Munich**
Integrated activities in reforestation and education, Dano (2018–2020)
- **Federal Ministry for Economic Cooperation and Development (BMZ)**
Agroecology and water in Borena (1/2014–3/2018), Agroecology, water and health in Gawo Kebe (12/2015–12/2019), Water supply for the small town of Makafta, Wogdi (9/2016–12/2018), Water supply for the small town of Seyo, Dano (10/2017–09/2020)
- **Christian Bürkert Foundation, Ingelfingen**
Funding of female students in the educational sectors manufacturing, electrical and automotive technology at the Agrotechnical and Technology College (ATTC), Harar (2017–2019)
- **German Society for International Cooperation (GIZ)**
“Green Innovation Centre in the agri-food industry” programme, Dano (12/2017–12/2021)
- **Ein Herz for Kinder/Bild hilft e. V, Hamburg**
Construction of the Dogano Bururi Higher Primary School, Dale Wabera (2017–2019)
- **Futura Foundation, Hamburg**
Construction of the Chanka Bururi Higher Primary School, Dale Wabera (2016–2019)
- **Klaus and Gertrud Conrad Foundation, Hirschau**
Sustainable agriculture, water and social development, Dale Wabera (2017–2018)
- **Otto-Diegel Foundation, Munich**
Partial funding of the Demasiko Higher Primary School, Wogdi (2018–2019)
- **Sportler gegen Hunger e. V. Vechta**
Construction of the Dobi Higher Primary School, Dano (2017–2019)
- **Foundation for Menschen in Not, Hemmingen**
Integrated measures, focal point 2018: Promotion of women, Dano (2015–2022)
- **Hilfe zur Selbsthilfe Foundation, Munich**
Measures to promote the advancement of women, Wogdi (2019)

In addition, we cooperate with local authorities, media partners, private enterprises and foundations in public relations work and fundraising. We have also joined the initiatives “Together for Africa e. V.” and “My legacy does good. The apple tree principle”.



“In this partnership we are delighted to be able to contribute to the harmony between man and nature.”

Dr Sebastian Brandis, Director of the Menschen für Menschen Foundation

animal feed requirements. The people soon recognise how the springs produce more water, and the soil is stabilised – that increases motivation. Finally, *Menschen für Menschen* educates the population in the preservation of resources and distributes wood-saving stoves to the neighbouring households. The causes of deforestation are being addressed in the long term, and sustainable forest and nature conservation is possible, for the benefit of the people.

WHAT WE DO

ANNUAL REPORT 2018

Educational and public relations work

We create a link to our specific development work in Ethiopia with systematic education and public relations activities in Germany. We want to open people's eyes to the difficult living conditions in Ethiopia. It is also important to show that the local population in Ethiopia is contributing its own resources in an effort to improve their lives. That is why we promote our development work at eye level. A contribution is made by both sides, and we all learn from one another.

In our communications we make a determined effort to reach different target groups through the appropriate media and formats. A special role is played by our voluntary supporters, donors and fund allocators, who have a right to learn how we distribute the funds entrusted to us. Regular information for donors in the quarterly NAGAYA MAGAZINE and our Annual Report with integrated Financial Report are integral parts of this.

Our fledgling HIGH FIVE 4 LIFE campaign addresses children, youth and young adults, and calls on them to engage in various activities aimed at improving the living conditions of people in rural Ethiopia. Again in 2018 a jury composed of well-known youth ambassadors has selected the most creative and successful fundraising campaigns. The website www.highfive4life.de provides age-appropriate information and gives tips on how one can become involved.

We reach a broad public through our website www.menschenfuermenschen.de, where in addition to up-to-date information on our project work visitors will also find press releases and other publications. Our Facebook page (www.facebook.com/menschenfuermenschen), where we invite readers to enter into a dialogue and report on important events and activities, had over 7,200 fans at the year-end 2018.

To enable the media to form their own picture of our work in the field, in 2018 we again organized several press trips to the project areas in Ethiopia. Our employees and numerous volunteers also visited schools and attended a wide variety of events, where they recruited new supporters and companions for our work. In addition, we set up information stands at popular events, including the Didacta education fair and the CHIO international equestrian festival in Aachen.



OPERA VILLAGE AFRICA RECEIVES KARLHEINZ BÖHM AWARD 2018

The Karlheinz Böhm Award 2018 went to the Opera Village Africa in Burkina Faso, initiated by theatre director Christoph Schlingensiefel. At a ceremony at the Literaturhaus Munich in July 2018 Schlingensiefel's widow Aino Laberenz was handed the award by Berhanu Negussie, country representative of *Menschen für Menschen* in Ethiopia.

The Karlheinz Böhm Award is not endowed. However, *Menschen für Menschen* is assisting the Opera Village Africa in the preparation of a project plan in the area of agricultural development. "This year we consciously decided not to present the Karlheinz Böhm Award to an individual, but to a cultural project", explained Dr Sebastian Brandis, Speaker of the Executive Board of the *Menschen für Menschen* Foundation. Christian Ude, Chairman of the Supervisory Board added: "The Opera Village is an exceptional and innovative project, because it employs art and culture as an essential building block in the bridge and partnership between Africa and Europe."

In his eulogy, Prof. Dr h.c. Klaus-Dieter Lehmann, President of the Goethe Institute, praised the outstanding achievements of Aino Laberenz, who is today Director of the Opera Village project: "Based on the artistic work of Christoph Schlingensiefel, she made it clear that our human cohabitation is ultimately a cultural achievement."

JUKI FESTIVAL: PROMOTING AN UNDERSTANDING BY PLAYFUL MEANS

At the Children & Youth Festival (JuKi) in Munich in October 2018, *Menschen für Menschen* organised a varied programme of activities and succeeded in creating an understanding of the work of the Foundation among the young ones by means of fun and games.



HELPTORIALS: PRACTICAL TIPS FROM ETHIOPIA AS SOCIAL MEDIA CLIPS

How do you make a football? How do you get over heartbreak? What helps against stitch, and how can children be motivated to assist in the household? In a series of helptorials by *Menschen für Menschen*, Ethiopians provide answers to this and many other questions. Taking the principle of development cooperation at eye level that has applied in Ethiopia for several decades as a starting point, the online campaign makes it clear that help is not a one-way street, especially not in the Internet era. "Everyone can help" was the motto of the helptorials that have since won seven awards, for example the "Wood Pencil" in the non-profit sector of the renowned international D&AD Awards. At the German Digital Awards 2019 we received silver in the category "Social/Dialogue Social Media Campaign" and in the CommAwards likewise silver in the category "Digital Campaign". At the advertising film festival in Cannes we made it to the "shortlist with certificate" and the Art Directors Club awarded us bronze in the ADC Competition. The 30 videos recorded so far can be viewed on YouTube, Facebook, Instagram and our website www.menschenfuermenschen.de.

Jonas Medeksa gives instructions on how to make your own football.



BUSINESS COOPERATION – DALLMAYER IS SPONSORING SCHOOL AND WELL CONSTRUCTION

Menschen für Menschen and the Dallmayr company are continuing their successful cooperation with a new joint project. The first Dallmayr school for more than 1,000 children between the ages of seven and sixteen in the Dano project region is to be built and completely equipped. In addition, the company is sponsoring the construction of wells, funded by the sale of Dallmayr Ethiopia coffee in the Sustainability Weeks 2018 at Rewe and Penny stores.

Dallmayr has been supporting the work of *Menschen für Menschen* for the past 10 years. Pursuant to its pledge to donate five tree seedlings for every 500 grams of single-origin Ethiopian coffee sold, to date more than 50 million trees have been planted.



CULINARY DELIGHTS FOR SCHOOL BUILDINGS IN ETHIOPIA

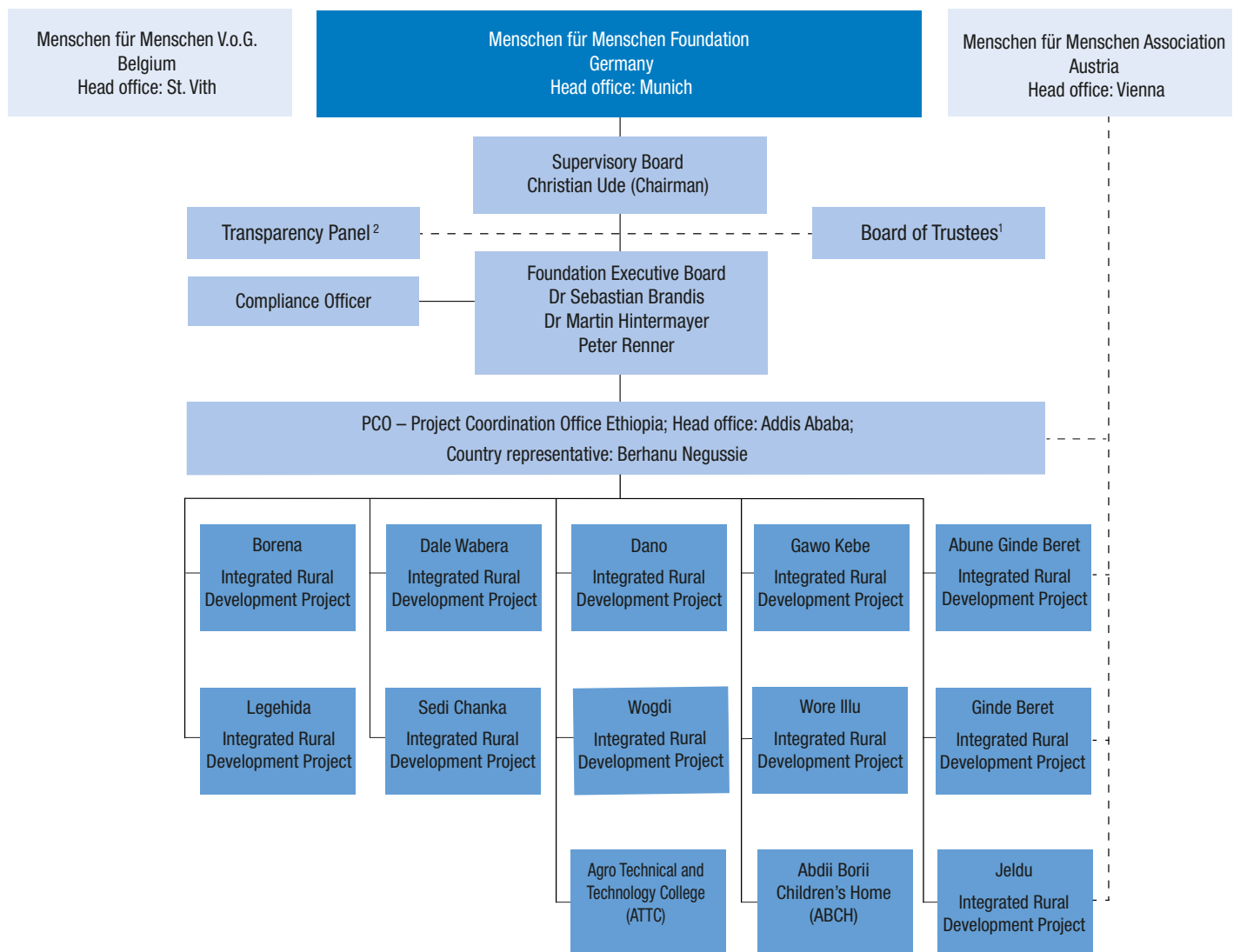
Again in 2018 the "Top Chefs for Africa" initiative drew attention to the work of *Menschen für Menschen* and raised donations with unusual events. In this way "Top Chefs for Africa" has to date funded seven *Menschen für Menschen* school building projects in Ethiopia. The Ijaji Higher Primary School in the Dano region was formally inaugurated in October 2018. Four new and bright buildings now accommodate 1,452 pupils. The ceremony in Ijaji was attended by Ralf Bos together with his daughter Saskia, and he was able to see for himself the results of our work. "I am motivated to continue our joint commitment, and hope to be able to recruit many more people in the coming years".

The initiative "Top Chefs for Africa" (www.skfa.de) was founded by Ralf Bos and Eckart Witzigmann. Since 2008 it has been supported by numerous top restaurateurs in Germany.

OUR ORGANISATION

ANNUAL REPORT 2018

The Foundation in 2018



¹ Advisory body ² disbanded on 17 October 2018

LOCATIONS AND STRUCTURE

Menschen für Menschen is politically and denominationally neutral and economically independent. The Menschen für Menschen Foundation Germany cooperates with legally independent country organisations in Austria and Belgium. Funds from all three countries flow into the project work in Ethiopia. The central Project Coordination Office (PCO) in Addis Ababa organizes and implements all activities in the project regions, and monitors them in consultation

with the partner organisations. In formal terms, the Ethiopian organisation is a branch of the German Foundation. The Austrian organisation executes an additional controlling function for the project areas they finance.

The Head Office of the German Foundation is located in Munich, where in 2018 a monthly average of 27 full- and part-time employees* work in the Executive Office, Press, Fundraising and Communication, Donor Support, Development Cooperation,

Purchasing and Logistics, Finance and IT. In Ethiopia in 2018 the Foundation employed a monthly average of 644 people, of which only four were not Ethiopian nationals. In Germany about 400 voluntary employees support our activities at various locations. Only thus is it possible to achieve maximum aid for the people in Ethiopia with low costs for administration and fundraising.

* Including two female employees on parental leave.

CORPORATE BODIES AND PERSONS

The corporate bodies of the Menschen für Menschen Foundation Germany are the Executive Board and the Supervisory Board.

THE EXECUTIVE BOARD consists of at least three and up to a maximum of seven members. Three members of the Board are Managing Directors within the meaning of Section 26 German Civil Code (BGB) and perform their duties in return for payment on the basis of written employment contracts. As of 31 December 2018 the three Managing Directors were:

- Dr Sebastian Brandis
- Dr Martin Hintermayer
- Peter Renner

THE SUPERVISORY BOARD approves the budget, appoints the Executive Board, advises on fundamental issues and supervises its activities, in particular to ensure that they can be reconciled with the will of the founder. It consists of at least two and a maximum of seven members.. As of 31 December 2018 the members of the Supervisory Board are as follows:

- Christian Ude, Chairman of the Supervisory Board
- Dr Hans Peter Lankes, Deputy Chairman
- Dr Peter Hanser-Strecker
- Dietmar Krieger
- Dr Annette Bhagwati
- Dr Ingrid Sollerer since 29 January 2018

THE BOARD OF TRUSTEES has a purely advisory function for the Executive Board and Supervisory Board. It consists of at least two and up to a maximum 15 members.

As of 31 December 2018 it comprised the following: Ralf Bos, Gunther Beger, Prof. Dr Geza Csomos, Dr Roland Folz, Erich Jeske, Dirk Kasten (Chairman), Dr Claas Dieter Knoop, Sara Nuru (Deputy Chairman), Isolde Reiher, Vera Reuter, Harald Spiegel, Wolfgang Tiefensee and Helga Weygandt.

THE COMPLIANCE OFFICER ensures that the Foundation always performs its activities in accordance with the law and that it observes high ethical standards in all areas. Regina Sieh, senior magistrate in the public prosecutor's office, Munich, has held the office since 30 June 2017. She succeeded Karl Peter Puzskajler, former presiding judge at Munich regional court, who continues to support Regina Sieh in her work in the coordination office in Addis Ababa and in the project areas in Ethiopia.



In September 2018, Menschen für Menschen opened a new building for their PCO, underpinning their long term commitment for engagement in Ethiopia in the future.

THE DATA PROTECTION SUPERVISOR advises the Foundation and its employees and volunteer workers on data protection issues and ensures that statutory regulations are adhered to. Dr Georg Schröder has held the office of Data Protection Supervisor since 13 July 2017.

THE TRANSPARENCY PANEL advises the Executive Board and Supervisory Board on issues of transparency and control. In October 2018 it was disbanded by the Executive Board and Supervisory Board – in consultation with its remaining members – as the appointed tasks had meanwhile been fulfilled or transferred to the area of responsibility of the Board of Trustees and Compliance Officer.

The members of the Supervisory Board, Board of Trustees, Transparency Panel and Compliance Officer act in an honorary capacity.

CLEAR PRINCIPLES, BINDING RULES

Binding principles and rules apply to the actions of all employees of *Menschen für Menschen*. They are set forth in a series of guidelines.

- Our Code of Conduct on dealing with corruption requires that employees fulfil their duties diligently and in conformance with the law, points out typical conflict situations and explains the consequences of corrupt behaviour.
- Our Procurement Guidelines specify principles, procedures and prerequisites for the award of all contracts.
- Our Travel Expense Regulations set forth the rules according to which travel expenses are reimbursed to the employees and members of the Supervisory Board, Executive Board and Board of Trustees.
- Our Investment Guideline specifies the principles by which *Menschen für Menschen* invests in the financial market.
- Our Guideline to Raising Awareness and Public Relations defines the content and instruments of public relations work as well as the rules of cooperation with outside companies, service providers, agencies and ambassadors.

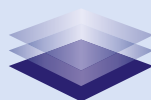
CONTINUOUS SEAL OF APPROVAL SINCE 1993

Each year *Menschen für Menschen* subjects itself to an audit by the German Central Institute for Social Affairs (DZI). Again in 2018 the DZI awarded its seal of approval



to *Menschen für Menschen*, certifying that the Foundation handles the funds entrusted to it in a diligent and responsible manner. *Menschen für Menschen* has received the DZI seal every year since 1993.

On the initiative of Transparency Germany, representatives of civil society and science have defined ten items that every non-profit organisation should make accessible to the public. *Menschen für Menschen* is a signatory of the initiative and publishes all the required information on its website.



Initiative
Transparente
Zivilgesellschaft

Annual Financial Statements 2018

In 2018 we achieved a significant milestone: for the first time after seven years of transformation we again recorded higher revenues than expenditure. There has been a decrease in revenues from 15.63 to 12.42 million euros, for the most part due to a lower volume of donations by partner organisations and the phasing out of publicly subsidised projects. However, new projects have been launched (see page 46). Due to prudent planning and a favourable exchange rate from euros to Ethiopian birr, project expenditure in Ethiopia stood at only 9.81 million euros. It was thus possible to reduce the deficit of 2.12 million euros in the previous year to 0.51 million. The balance sheet total thus remained almost unchanged, whereby on the assets side the cash balance increased due to the expiration of certain securities as of the reporting date.

BALANCE SHEET AS OF 31 DECEMBER 2018

ASSETS

	31.12.2018 in €	31.12.2017 in €
A. FIXED ASSETS		
I. Intangible assets		
Software	114,960.49	279,834.96
II. Tangible assets		
1. Land, leasehold rights and buildings including structures on third-party land	3,440,532.41	3,676,550.59
2. Technical equipment and machinery	16,515.00	18,717.00
3. Other installations, operational and office equipment	763,543.32	884,383.94
	4,220,590.73	4,579,651.53
III. Financial assets		
Investment securities	4,026,269.35	8,720,091.04
	8,361,820.57	13,579,577.53
B. CURRENT ASSETS		
I. Inventories		
1. Raw materials and supplies	2,246,171.79	2,073,162.52
2. Advance payments	106,495.94	6,033.88
	2,352,667.73	2,079,196.40
II. Amounts receivable and other assets		
Other assets	408,344.00	2,035,657.54
- thereof with a residual term of more than one year: € 25,240.40 (previous year: € 25,236.36)		
III. Cash on hand, bank deposits	21,294,528.68	15,180,274.84
	24,055,540.41	19,295,128.78
C. DEFERRED INCOME	5,359.09	4,242.00
	32,422,720.07	32,878,948.31

Annex for the fiscal year 2018

GENERAL INFORMATION

Pursuant to Section 16 (1) of the Bavarian Foundation Act (BayStG) the Menschen für Menschen Foundation – Karlheinz Böhm's Ethiopia Aid Munich is obliged to maintain proper accounting records and prepare an annual statement of accounts showing assets and liabilities. The Bavarian Foundation Act does not prescribe a specific form of accounting.

The balance sheet and income statement must be structured in accordance with the provisions applicable to stock corporations pursuant to Sections 266 and 275 (3) of the German Commercial Code (HGB). The special characteristics of the Foundation are taken into account in further sub-categories. Insofar as deviations from commercial law arise, this will be specified.

The accounting and valuation principles of the Foundation have essentially remained unchanged compared to the previous year, subject to the following explanations. In 2018 the ERP system introduced in 2016 in particular for the inventory management in

Ethiopia was further stabilised by process improvements and training and the data situation improved.

ACCOUNTING AND VALUATION METHODS

Since 2015, fixed and current assets in Ethiopia have been capitalised in the balance sheet based on ownership rights to the assets. The ownership rights are subject to a number of restrictions, as specified in particular in the Ethiopian "Charities and Societies Proclamation" and downstream legislation. These restrictions include, for example, conditions pertaining to the exercise of ownership rights or requirements for the consent and approval of Ethiopian authorities for charitable organisations and companies.

Accruals from inheritances are recognised in the balance sheet and income statement as and when their value has been clearly established. This is often only the case when the cash receipt has been made. The potential claim at the time of death of the

LIABILITIES		
	31.12.2018 in €	31.12.2017 in €
A. NET EQUITY		
I. Foundation capital	1,421,581.2	1,340,262.82
II. Revenue reserves		
1. Capital maintenance reserves	320,000.00	295,000.00
2. Other revenue reserves	29,240,134.00	29,775,971.17
	<u>29,560,134.00</u>	<u>30,070,971.17</u>
	30,981,715.92	31,411,233.99
B. PROVISIONS		
Other provisions	181,335.08	138,332.52
C. LIABILITIES		
1. Trade accounts payable	253,749.47	196,631.71
- thereof with a residual term of up to one year: € 253,749.47 (previous year: € 196,631.71)		
2. Miscellaneous liabilities	1,005,919.60	1,132,750.09
- thereof with a residual term of up to one year: € 1,005,919.60 (previous year: € 700,442.58)		
- thereof with a residual term of more than one year: € 0.00 (previous year: € 432,307.51)		
- thereof from taxes: € 38,995.62 (previous year: € 52,672.95)		
- thereof within the scope of social security: € 11,616.26 (previous year: € 11,442.05)		
	<u>1,259,669.07</u>	<u>1,329,381.80</u>
	32,422,720.07	32,878,948.31

FINANCIAL REPORT

ANNUAL REPORT 2018

testator is not entered into the balance sheet at the current value, due to uncertainties and possible changes in the subsequent procedure.

Intangible and tangible fixed assets were posted at their acquisition costs less depreciation. Gratuitously acquired assets that must be capitalised are entered at deemed costs according to the conservative estimate of fair value. Expired stock was subject to scheduled depreciation. The intangible assets acquired were depreciated by the straight-line method, as were accruals to tangible fixed assets.

Securities recorded under financial assets were recognised at acquisition cost at the time of purchase and gratuitous accruals at deemed cost. Deemed costs are according to the market value on the date of acquisition. Since this financial year extraordinary depreciation was calculated on financial assets in order to achieve a better understanding of the organisation's net assets, financial position and revenue situation in anticipation of only temporary impairment.

A detailed breakdown of the development of fixed assets in the financial year 2018 is included as an appendix.

Inventories were valued at the lower of cost or market value.

Receivables and other assets are carried at their nominal value or lower of acquisition cost or fair value.

Cash holdings and bank balances are recognised at their nominal value. Cash holdings and bank balances in Ethiopian currency were converted by the cut-off date method at the bid rate on the balance sheet date.

Deferred items include disbursements representing expenditure for a specific period after the balance sheet date. On the balance sheet date these were for the main part insurance premiums.

Earmarked reserves (Project funding reserves I) were formed pursuant to Section 62 (1) No. 1 AO for approved projects that had not been completed by the balance sheet date, and for special programmes from public funding (BMZ and GIZ). Furthermore, additional earmarked reserves (Project funding reserves II) were formed in 2015. Capital from the revaluation of fixed assets and inventories (warehousing, cash holdings and bank balances) at the Ethiopian branch office as of 1 January 2015, and cash holdings and bank balances assumed by the sister organisations in Austria and Belgium were transferred to Project funding reserves II. The reserves are earmarked by the Foundation for purposes set out in the charter.

Provisions are carried as liabilities to the amount necessary according to sound business judgement. They take into account all recognisable risks and contingent liabilities. Accounts payable are carried as liabilities at their settlement amounts.

All assets and debts were converted at the respective mean spot exchange rate on the balance sheet date. Expenses and revenues were converted at the monthly average rates.

NOTES ON THE BALANCE SHEET AS OF 31 DECEMBER 2018

All receivables and other assets are due within a year, with the exception of security deposits totalling € 25,000 (previous year: € 25,000).

In accordance with the current charter, core assets as of 31 December 2014 amounted to € 1,222,157.82. Due to endowments, the core assets on the balance sheet date increased to € 1,421,581.92. In order to secure the volume of core assets the sum of € 25,000 was transferred to the capital maintenance reserve in the reporting period. Other accruals pertain to leave entitlements, costs of the annual audit, the repayment claim of a former cooperation partner and expenses for the safekeeping of records.

Other liabilities totalling € 1,006 million euros (previous year: € 1,133 million) include liabilities from earmarked donations amounting to € 255,000 (previous year: € 925,000) and liabilities from public subsidies totalling € 698,000 (previous year: € 138,000).

Liabilities generally have a lifetime of one year. Exceptions are earmarked donations and public subsidies, the residual terms of which may be one to five years.

NOTES ON THE PROFIT & LOSS ACCOUNT 2018

Legacies received by the Foundation in the course of the business year are donations determined through a disposition of property upon death. This revenue is entered into the accounts after deducting the costs of administering the estate, so it is not recorded separately in the profit and loss account. For reasons of caution, revenue to be anticipated from hitherto unsettled inheritance issues has not yet been taken into account.

With effect from 4 June 2018 the Foundation has entered into a cooperation agreement with its Austrian sister organisation that is underpinned by an annual project revenue. Under its provisions the Foundation carries out project work in Ethiopia for its Austrian sister organisation and receives the appropriate remuneration from the latter. This amount is shown under donations and other contributions. Contributions from Austria in 2018 amounted to € 2,208 million.

Other revenues include, in particular, sponsor revenue (€ 151,000), cash receipts from cost-sharing (€ 128,000), income from foreign currency conversion (€ 46,000), revenue from the addition to financial assets (€ 8,000), revenue from the sale of securities (€ 99,000), revenue from the sale of fixed assets (€ 317,000) and income from the reversal of accrued liabilities (€ 136,000).

Expenses for raw materials, supplies and operating materials and purchased goods includes a reduction in expenses not related to the period under review amounting to € 473,000 as a follow-up correction of the ERP system.

PROFIT & LOSS ACCOUNT FOR THE FINANCIAL YEAR FROM ENDING 31 DECEMBER 2018

	1.1.-31.12.2018 in €	1.1.-31.12.2017 in €
1. Donations and other contributions		
a) Donations	7,647,415.59	7,683,222.56
b) Legacies	1,614,059.06	1,987,079.89
c) Fines	36,181.00	2,500.00
d) Public grants	676,146.41	1,521,029.31
e) Contributions from sponsoring associations	168,000.00	191,000.00
f) Contributions from partner organisations	2,278,336.82	4,247,022.87
	12,420,138.88	15,631,854.63
2. Other operating income	890,776.51	561,420.61
- thereof from foreign currency exchange: € 45,758.23 (previous year: € 61,259.18)		
3. Material costs		
a) Expenses for raw materials and supplies	-2,132,700.05	-4,981,496.78
b) Expenses for other services	-2,433,759.70	-2,902,619.97
	-4,566,459.75	-7,884,116.75
4. Personnel costs		
a) Wages and salaries	-4,694,240.51	-4,793,612.77
b) Social charges, expenses for retirement benefits and support	-608,478.94	-676,387.80
	-5,302,719.45	-5,470,000.57
5. Depreciation on intangible assets and tangible fixed assets	-567,323.64	-590,441.46
6. Other operating expenses	-3,425,754.75	-4,597,641.50
- thereof from currency exchange: € 99,262.34 (previous year: € 298,456.54)		
7. Income from other securities and loans of financial assets	203,632.65	309,018.08
8. Other interest and similar income	4.04	14,373.59
9. Depreciation on financial assets	-162,684.29	-95,157.46
10. Revenue after tax	-510,389.80	-2,120,690.83
11. Other taxes	-447.37	-910.62
12. Annual deficit	-510,837.17	-2,121,601.45
13. Additions to capital maintenance reserve	-25,000.00	-25,000.00
14. Withdrawals from other revenue reserves	535,837.17	2,146,601.45
15. Year-end result	0.00	0.00

OTHER INFORMATION

As of 31 December 2018 the Executive Board consisted of three managing members:

- Dr Sebastian Brandis
- Mr Klaus Peter Renner
- Dr Martin Hintermayer

Remuneration paid to Board members in the financial year 2018 amounted to approx. € 283,000.

In the financial year 2018 the Supervisory Board was composed of the following members:

- Mr Christian Ude (Chairman of the Supervisory Board)
- Dr Hans Peter Lankes (Deputy Chairman of the Supervisory Board)
- Dr Ingrid Sollerer (since 29 January 2018)
- Dr Annette Bhagwati
- Dr Peter Hanser-Strecker
- Mr Dietmar Krieger

Total lease commitments for the office building in Briener Strasse and the warehouse in Reichenhallerstrasse in Munich, based on the currently valid lease contracts amounted to € 271,000. The leases are due to expire on 31 July 2021.

In Ethiopia, agreements were drawn up with government bodies that commit *Menschen für Menschen* to the implementation of projects. Obligations arising from these amounted to approx. € 20 million.

Remuneration totalling € 71,000 paid to the auditor included € 54,000 for the audit of the annual financial statements (previous year € 14,000) and € 17,000 for tax advisory services.

On a yearly average the Foundation employs a staff of 27 in Germany. In Ethiopia on average 644 full-time employees were engaged in performing the tasks assigned by the Foundation, of which only four are not Ethiopian nationals.

FINANCIAL REPORT

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DEVELOPMENT OF FIXED ASSETS IN THE FINANCIAL YEAR 2018 IN €

	COSTS OF ACQUISITION AND PRODUCTION			
	1 Jan. 2018	ACCRUALS	RETIREMENTS	31 Dec. 2018
INTANGIBLE ASSETS				
Computer software	825,779.44	7,669.61	0	833,449.05
PROPERTY, PLANT & EQUIPMENT				
Land, land rights and buildings including buildings on third party land	4,161,044.49	0	88,557.28	4,072,487.21
Technical equipment and machinery	80,329.89	0	0	80,329.89
Other property, plant & equipment	1,854,502.31	98,798.56	0	1,953,300.87
	6,095,876.69	98,798.56	88,557.28	6,106,117.97
FINANCIAL ASSETS				
Investment securities	8,895,793.42	48,739.10	4,677,593.60	4,266,938.92
	15,817,449.55	155,207.27	4,766,150.88	11,206,505.94

INDEPENDENT AUDITOR'S REPORT

To the Menschen für Menschen Foundation – Karlheinz Böhm's Ethiopia Aid, Munich

NOTES ON AUDIT OF THE ANNUAL FINANCIAL STATEMENTS

Audit opinion

We have examined the Annual Financial Statements of the Menschen für Menschen Foundation – Karlheinz Böhm's Ethiopia Aid, Munich – consisting of the Balance Sheet as of 31 December 2018, income statement for the financial year ending 31 December 2018 and the notes, including the representation of the accounting and evaluation methods.

In our opinion, based on the knowledge gained in the course of the audit, the enclosed Annual Financial Statements comply in all material respects with the German commercial regulations, as applicable to all businessmen, and convey in observance of the German principles of proper accounting an accurate impression of the current assets and financial situation of the Foundation as of 31 December 2018 and its earnings situation for the financial year ending 31 December 2018.

In accordance with Section 322 (3) (1) HGB we declare that our audit has not resulted in any objections to the correctness of the Annual Financial Statements.

Basis for the audit opinion

We conducted our annual audit of the Annual Financial Statements pursuant to Section 317 HGB in accordance with the German principles of proper auditing of the Institute of Auditors (IDW). Our responsibility according to these regulations and principles is described in more detail in the section "Responsibility of the auditor for examining the Annual Financial Statements" of our audit opinion. We are independent of the Foundation in compliance with the German commercial and professional regulations and have fulfilled our German professional obligations in accordance with

these requirements. We are of the opinion that the audit evidence obtained by us is sufficient and suitable as a basis for our audit opinion on the Annual Financial Statements.

Responsibility of the legal representatives and Supervisory Board for the Annual Financial Statements

The legal representatives are responsible for the preparation of the Annual Financial Statements in observance in all material respects of the regulations under German commercial law as applicable to all businessmen, and that the Annual Financial Statements in observance of the German principles of proper accounting corresponding to the actual circumstances present an accurate view of the net assets, financial and earnings situation of the Foundation. Furthermore, the legal representatives are responsible for the internal controls that they have determined to be necessary in accordance with the German principles of proper accounting to enable the preparation of Annual Financial Statements free of material misstatements, either intended or unintended.

In the preparation of the Annual Financial Statements the legal representatives are responsible for assessing the ability of the Foundation to continue its business activities. Furthermore, they have the responsibility to state facts, as appropriate, in connection with the continuation of business activities. In addition, on the basis of the accounting principles they are obliged to evaluate the continuation of business activities, insofar as it is not prevented by actual or legal circumstances.

The Supervisory Board is responsible for supervising the accounting process of the Foundation in the preparation of the Annual Financial Statements.

Responsibility of the auditor for examining the Annual Financial Statements

Our aim is to obtain reasonable assurance that the Annual Financial Statements are

1 Jan. 2018	ACCRUED DEPRECIATION			31 Dec. 2018	NET CARRYING AMOUNT	
	ACCRUALS	WRITE-UPS	RETIREMENTS		31 Dec. 2018	31 Dec. 2017
545,944.47	172,544.09	0	0	718,488.56	114,960.49	279,834.97
484,493.88	172,938.40	0	25,477.48	631,954.80	3,440,532.41	3,676,550.61
61,612.89	2,202.00	0	0	63,814.89	16,515.00	18,717.00
970,118.40	219,639.15	0	0	1,189,757.55	763,543.32	884,383.91
1,516,225.17	394,779.55	0	25,477.48	1,885,527.24	1,885,527.24	4,579,651.52
175,702.38	162,684.29	7,548.50	90,168.60	240,669.57	4,220,590.73	8,720,091.04
2,237,872.02	730,007.93	7,548.50	115,646.08	2,844,685.37	8,361,820.57	13,579,577.53

essentially free of material misstatements – intended or unintended – and to issue a certificate that contains our audit opinion of the Annual Financial Statements.

Reasonable assurance is a high degree of assurance, but not a guarantee that an audit performed in conformance with Section 317 HGB in compliance with the principles of proper auditing of the German Institute of Auditors (IDW) will always reveal material misrepresentations. Misrepresentations may result from violations or errors and are to be seen as material if it could be reasonably expected that they, individually or as a whole, would influence the economic decisions of addressees taken on the basis of these Annual Financial Statements.

In the course of the audit we exercise our professional judgement and take a critical approach. In addition:

- we identify and assess the risks of material misrepresentation – intended or unintended – in the Annual Financial Statements, plan and perform audit procedures as a reaction to these risks and obtain evidence that is adequate and suitable as a basis for our audit opinion. The risk that material misstatements are not discovered is greater in the case of violations than with inaccuracies, as violations may involve fraudulent collaboration, falsifications, intentional incompleteness, misleading representations or the suspension of internal controls.
- we gain an understanding of the internal control system relevant to the audit of the Annual Financial Statements in order to plan the appropriate auditing procedures under the given circumstances, but not with the aim of submitting an audit opinion of the efficacy of the Foundation's systems.
- we assess the suitability of the accounting methods used by the legal representatives and the tenability of the values and related information they provided.

- we draw conclusions concerning the adequacy of the accounting principles used by the legal representatives for the continuation of business activities, as well as – on the basis of the audit evidence acquired – whether substantial doubt exists in connection with events or circumstances that could cast significant doubt on the ability of the Foundation to continue business activities. If we come to the conclusion that a material uncertainty exists, we are obliged to draw attention to the respective information in Annual Financial Statements in the audit opinion or, if this information is unreasonable, to modify our audit opinion. We draw our conclusions on the basis of the audit evidence obtained up to the date of our audit certificate. Future events or circumstances may, however, result in the Foundation being unable to continue its business activities.
- we assess the overall representation, structure and contents of the Annual Financial Statements including the additional information and whether the Annual Financial Statements portrays the underlying transactions and events so that the Annual Financial Statements, in observance of the German principles of proper accounting, conveys a true picture of the Foundation's assets, financial position and revenue.

With those responsible for supervision we discuss, among other things, the planned extent and scheduling of the audit, together with significant audit findings, including any defects in the internal control system detected in the course of our audit.

Other legal and regulatory requirements

Note on the expansion of the audit of the Annual Financial Statements pursuant to Section 16 (3) BayStG.

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We have examined the preservation of the core assets as of the balance sheet date 31 December 2018 and the proper use of its revenue and donations intended for allocation in the financial year ending 31 December 2018.

In our opinion, as of the balance sheet date 31 December 2018 the core assets were preserved in all material respects and the revenue and donations intended for allocation in the financial year ending 31 December 2018 were used for the purpose intended.


We conducted our audit on the basis of Section 16 (3) BayStG in observance of the International Standard on Assurance Engagements (ISAE) 3000 (revised). Accordingly, we as an auditing company apply the IDW quality assurance standards for quality assurance in auditing practice (IDW QS 1). We have fulfilled our professional obligation pursuant to the German Auditor's Regulations and professional code for auditors/certified accountants including the requirements pertaining to the independence. Our responsibility pursuant to these regulations and principles is described in detail in the following. We are of the opinion that the auditing evidence obtained by us is sufficient and suitable to serve as a basis for our audit opinion.

The legal representatives are responsible for the preservation of core assets and proper use of its revenue and donations intended for allocation, as well as for the precautions and measures (systems) it has deemed necessary.

Our goal is to obtain reasonable assurance that as of the balance sheet date the core assets have been preserved in all material respects and its revenue and donations intended for allocation in financial year were used for the purpose intended, and to issue a statement that includes our audit opinion pertaining to the preservation of the core assets and the proper use of its revenue and donations intended for allocation. In the course of the audit we exercised our professional judgement and maintained a critical stance.

Munich, 17 June 2019

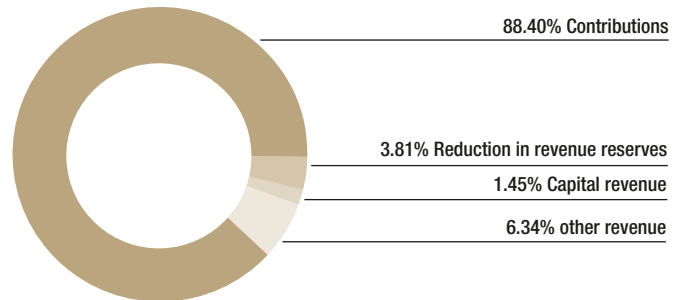

Petersen
Wirtschaftsprüfer


ppa. Reinholdt
Wirtschaftsprüfer

DR. KLEEBERG & PARTNER GMBH
WIRTSCHAFTSPRÜFUNGSGESELLSCHAFT
STEUERBERATUNGSGESELLSCHAFT

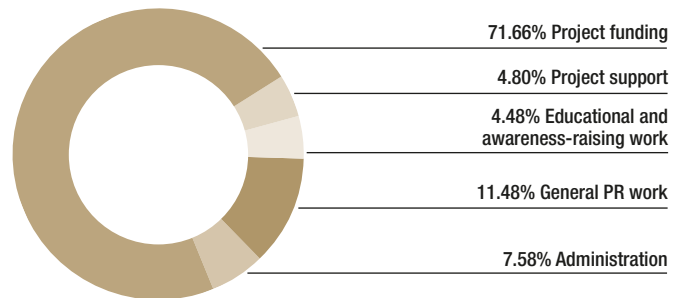
SOURCES OF FUNDS

Source of funds 2018

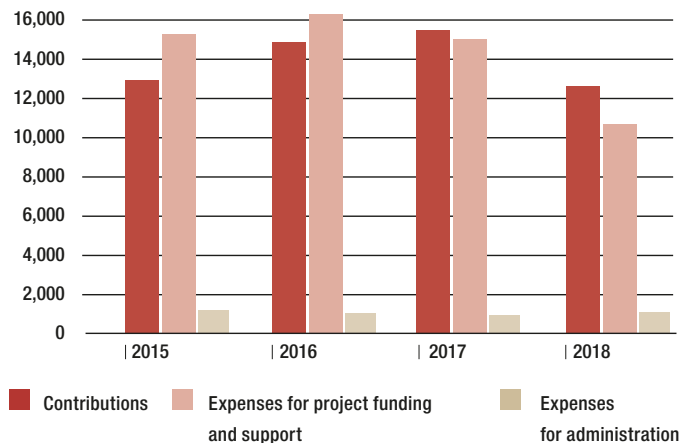


ALLOCATION OF FUNDS

Allocation of funds in 2018



DEVELOPMENT OF CONTRIBUTIONS AND EXPENSES 2015 TO 2018 IN T€



In order to ensure comparability, all donations and expenses were newly calculated according to the criteria of the DZI.

DZI DISTRIBUTION 2018

	€	Project funding	Project support	Education and awareness raising	General PR work	Administration
EXPENDITURE	PROJECT COSTS	1	2	3	4	5
Communications work	1,209,491.48	0.00	0.00	157,830.89	1,040,337.86	11,322.73
Press work	131,642.63	0.00	0.00	61,760.37	61,760.37	8,121.90
Donor support and finances	315,314.73	0.00	0.00	0.00	458.18	314,856.55
Committees, IT, Purchasing	568,897.02	146,043.54	152,803.87	113,126.19	89,677.04	67,246.39
Subtotal	2,225,345.86	146,043.54	152,803.87	332,717.44	1,192,233.43	401,547.57
Costs of office space	123,786.80	4,889.58	32,865.40	18,407.10	25,883.82	41,740.91
Other general expenses (e.g. office material)	113,974.90	4,117.94	27,678.79	19,391.54	27,633.00	35,153.63
Subtotal of other operating expenses	2,463,107.56	155,051.05	213,348.06	370,516.08	1,245,750.25	478,442.11
Personnel costs in Germany	1,730,763.85	68,365.17	459,517.80	257,364.58	361,902.72	583,613.57
Total expenditure Germany	4,193,871.41	223,416.22	672,865.87	627,880.66	1,607,652.97	1,062,055.68
Project work in Ethiopia	6,241,518.20					
Personnel costs in Ethiopia	3,571,995.60					
Total costs Ethiopia	9,813,513.80	223,416.22	0.00	0.00	0.00	0.00
TOTAL EXPENDITURE GERMANY AND ETHIOPIA	14,007,385.21	10,036,930.02	672,865.87	627,880.66	1,607,652.97	1,062,055.68
Percentage distribution of DZI criteria	100.00%	71.66%	4.80%	4.48%	11.48%	7.58%

ADDITIONAL NOTES ON EXPENSES

PROJECT FUNDING

Project funding includes all expenses for integrated rural development in Ethiopia, as listed in detail on pages 14 to 33. This encompasses personnel, procurement and running costs for the Agro Technical and Technology College (ATTC) and the Abdii Borii children's home. It also covers training expenses and compensation paid to the local population in return for their support in the varied project work.

Project support relates to expenses for the selection of suitable projects and their supervision by controlling, monitoring and evaluation. The international purchase of goods that are not available (in sufficient quantity and quality) on the local market, are likewise included.

CAMPAIGN, EDUCATIONAL AND AWARENESS-RAISING WORK

Raising public awareness is anchored as a self-contained goal in the Foundation charter. To this end we organise and support a wide variety of events at schools or within the context of adult education. Our aim is to present a picture of Africa at eye level and to sensitise people for the living conditions of the local population.

GENERAL PUBLIC RELATIONS WORK

This item comprises mainly expenditure for fundraising in the various channels (see also pages 34–35).

ADMINISTRATION

The Foundation calculates its administration and advertising costs in accordance with the guidelines of the German Central Institute for Social Affairs (DZI). Administration costs relate to the organisation as a whole. They guarantee the basic operational processes and include in particular accounting, IT support, personnel management and expenses for the executive management.

Planning 2019

In 2019 we will continue our project work in eleven project regions and the two individual ATTC (Agro Technical and Technology College) and ABCH (Abdii Borii Children's Home) projects. The work in three of the eleven project regions is contingent on a calming of the political situation in the Kellem Wollega Zone, so that work on the new school buildings and other projects can be resumed. In Arsi, to the south of Addis Ababa, work is due to start on a project funded by the Society for International Cooperation (GIZ) that will provide jobs for 500 unemployed youths and women in two value-added chains – broad beans and wheat processing.

In the area of sustainable land management we are pressing ahead with soil stabilisation in the form of 1,521 kilometres of terraces and securing 40 kilometres of erosion gullies. For the renaturation of eroded areas, 176 hectares of land are to be closed off and 17.1 million tree seedlings planted for reforestation purposes. For the cultivation of vegetables we will be distributing 1,603 kilos of vegetable seeds and 208,100 fruit tree seedlings. Most farmers grow onions and peppers in their backyards; carrots and beetroot were unknown to many of them. The women can supplement their meals with the vegetables offered by the Foundation. They sell the surplus on the market to supplement their income. The distribution of 500 more productive hens helps the farmers to produce more eggs, and the distribution of about 1,600 beehives increases their honey production. Families can enjoy a more balanced diet and at the same time increase their incomes.

In the field of water and hygiene we plan to construct 100 hand-dug wells, shallow wells and spring developments, as well as two rural town water supply systems. With the aim of ensuring the sustainability of the water schemes, parallel with construction we are training local water committees in servicing and repair work, and equipping them with tool sets. More than 1,000 members of these WaSH committees are to be trained in 2019.

In 2019 we are also planning to complete or continue the construction of 20 schools. In addition, the foundations are to be laid for six new schools. In the Jamma district in the South Wollo work is due



Good progress is being made with the reforestation project in Wogdi in cooperation with the Heinz Sielmann Foundation. The successes motivate the farmers to work together in the construction of further terraces.

to start on the construction of a Technical and Vocational Training Centre (TVET). In 2019 a total of 732 students are enrolled at the ATTC in Harar.

In the health sector we are proposing to build health care centres in the Jeldu and Illu Gelan regions. Twelve facilities will receive medical material such as disinfectants, syringes, bandages, cotton wool and disposable gloves. About 35,000 children are to be vaccinated against ten diseases and 38,000 pregnant women against Tetanus. We want to distribute contraceptives to about 52,000 women and carry out 44,000 voluntary HIV/AIDS tests. All activities will be backed up by the awareness-raising work of the Foundation employees. They will provide information on the need for child vaccination, the advantages of medical care for expectant mothers, family planning and the risk of HIV infection.

Finally, in the area of human development we are proposing to distribute about 9,700 fuel-saving stoves in the current year. These not only preserve the natural resources, but also protect the health of women and children due to the low smoke emissions. We want to admit 700 more women to our micro-credit programme to enable them to start their own businesses and become more independent. In the current year it is proposed that 115 children will be accommodated in the Abdii Borii children's and youth home in Mettu in the south-west of the country and 40 young adults supported during their period of training until they embark on their careers.

DONOR ADDRESS AND ORGANISATION

In 2019 we want to maintain our total revenue at the previous year's level. However, at the same time we anticipate a significant decline in legacies, and we must compensate this shortfall with increased donation revenue from other segments. Our focus here lies on the top and major donor segment. In addition, we anticipate a slight increase in revenue in this segment due to the increasing number of events in selected German cities – such as fundraising concerts – and an increased volume of mailings to new donor groups. Successful new cooperative formats, such as Classic Radio, are to be continued. Besides this, we will be supplementing the personnel in our online domain, in order to use these increasingly important channels of communication in a more targeted manner. In particular in combination with classical offline media such as the popular donor NAGAYA magazine, we can strengthen the ties to donors and win new donor groups.

Due to the growing significance and public awareness for climate protection, we expect more public donations for our projects in this field, e.g. our reforestation activities in Ethiopia. Our projects for building value-added chains continue to be popular, primarily with the public sector, as described above, but these are increasingly being supported by private donors. The creation of jobs for young people in rural areas has also awakened a growing interest in institutional sponsors and donating

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Nevertheless, Ethiopia is experiencing a difficult transformation process and violent disputes between the different ethnic groups are meanwhile an element of everyday life. A successful conclusion of the new prime minister's reform efforts is thus by no means certain. At least in some regions of the country there is still a risk in 2019 that our project work will be compromised by the conflict and continued only on a restricted basis due to regional disturbances. Following an analysis of the current situation, however, it can be assumed that the regional conflicts will not spread throughout Ethiopia.

As far as donation income is concerned, the general trend of the diminishing classical donor market remains a risk for the foundations, as younger potential donors, for example, often prefer other forms of social commitment. Access to citizens who wish to make a social contribution has further shifted from traditional channels such as TV or direct mailing to social media, local direct address or event-oriented formats.

However, the real net output ratio in Ethiopia and the many years of experience of *Menschen für Menschen* also offer great opportunities for the revenue side in future. By virtue of its long-term presence in the country, the increasing demand for transparency, quality and sustainability of the means employed will serve our organisation like no other. Also, our holistic approach puts us in a position to offer solutions for a wide range of key challenges of human development such as water supplies, education and health and climate protection. This also

enables the address of other supporters in various new segments (such as climate protection). This creates great opportunities that new partnerships and revenue models that can also compensate for the shrinking donor market.

OPPORTUNITIES AND RISKS

Our successes in creating jobs in the last few years have also resulted in wider opportunities. There is thus a considerable need for the construction of technical and vocational training centres (TVETs), the creation of further value-added chains and the education of women. Here again, there is a high degree of support both in the public and all levels of administration.



The successful cooperation with GIZ enters a second phase. At the official opening in the "industrial zone" of Seyo (f.r.t.l.): Board member Peter Renner, Andrea Wilhelmi-Some from GIZ, Dr. Mengistu Tulu as representative from the regional administration and Christian Ude, the Chairman of the supervisory board.

enables the address of other supporters in various new segments (such as climate protection). This creates great opportunities that new partnerships and revenue models that can also compensate for the shrinking donor market.

SUMMARY

Following the successful consolidation in the previous year, 2019 is expected to bring an increase in donations from the ranks of top and major donors, and compensate for the less plannable revenue from legacies and endowments. Likewise, new projects in the area of training in Ethiopia will again give thousands of young people a future perspective in their own country. At the core of our work we will be pursuing our plans for integrated rural development and continue to have a positive direct and indirect impact on even more people.

FINANCIAL PLANNING 2019

	T €
CONTRIBUTIONS	
- from Germany	10,316
- from Austria	2,345
- from Belgium	70
- Other revenue	583
TOTAL REVENUE	13,314
PROJECT FUNDING	
Sustainable agriculture	-2,242
Water projects	-1,330
Education	-3,849
Health	-896
Human development	-1,386
TOTAL PROJECT FUNDING	-9,703
TOTAL PROJECT FUNDING	-11,228
PLUS CONTROLLING	
Project support	-931
Campaigns, educational and awareness-raising work	-500
General PR work	-1,702
Administration	-772
TOTAL OPERATING EXPENSES	-15,133
ADDITIONAL OPERATING EXPENDITURE	-1,819
REDUCTION IN RESERVES	1,819
YEAR-END RESULT	0



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Karlheinz Böhms Äthiopienhilfe

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