



**Menschen  
für  
Menschen**

Karlheinz Böhm's Äthiopienhilfe

# '19

ANNUAL REPORT

## FAMILIES IN TRANSITION

How living conditions  
are improving > Page 16

## WASH YOUR HANDS

Hygiene programme launches  
in schools > Page 22

**ENTREPRENEURS** Cooperatives  
market farmers' products > Page 28





“Everything we do today, we do above all for future generations. It’s our duty to work against the destruction of our planet, and to leave our children and grandchildren a sustainable world which is worth living in.”

*Karlheinz Böhm (1928–2014)*

## MENSCHEN FÜR MENSCHEN

To create something that remains and keeps on working: that’s what Karlheinz Böhm succeeded in doing with the founding of *Menschen für Menschen* in 1981. The famous actor laid the foundation stone with his legendary bet on the show “Wetten, dass..?”, which brought in 1.2 million German marks for the hungry people of the Sahel zone. Since then our organisation has been carrying out development partnership work on the basis of principles which today are decisive: working on an equal footing to support and accompany the people in rural Ethiopia as they effectively, autonomously and sustainably improve their living conditions. We also campaign for cooperation in the world which is based on partnership. We attach 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 projects on the ground and carries them out on behalf of, and with the financial support of, all the national 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 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.

**FRONT AND BACK PAGES:** Daily hand washing is part of hygiene training at the Debat Higher Primary School in the Borena project area.

> See more on pages 22–23.

In this report we present the work of the German foundation, as well as the projects carried out on behalf of the partner organisations in 2019, and document the use of the funds which have been entrusted to us.

## Dear Readers,

There is probably nothing more certain than change. Whoever hopes to have finally reached a point where stability is possible will regularly find himself disabused. We are always faced with new challenges – but these give us new possibilities to reshape our lives together in a better way. The solidarity which we are experiencing in the face of the Corona crisis is a good sign of this. People have realised what is at stake.

The pressure to respond to the acute crisis of climate change seems on the other hand to be lacking. Yet its consequences are incalculable, and in Africa – in contrast to Europe – are already evident in a dramatic way. For many small farmers in Ethiopia the threat is existential. Rains are delayed with the result of severe droughts, and the water table drops. The growing extremes of weather also favour the huge swarms of locusts, which in the end destroy the harvests in large parts of the country.

We are therefore working with families in rural Ethiopia, to better protect their nutrition against the environmental conditions which, in the short term, are hardly possible to change. We are making available climate-resistant plants, encouraging the diversification of crops and, through income-generating possibilities, are reducing the sole dependence on agriculture. Not least we are working with the population to tackle the causes of climate change, in that we are introducing reforestation programmes, taking measures against further deforestation and organising an efficient use of natural resources. One thing is becoming ever clearer: our support for the people can only be successful when it goes hand in hand with measures to protect the climate (page 12–13).

The support for Ethiopia has from the start taken an integrated approach to development. The change which we set in motion does not become visible overnight. But by comparing the generations it



becomes obvious, as our story of a family from the Dano project area shows (pages 16 to 19). What is important is that it is the people themselves who want the change and carry their share of it. This applies equally to the changed role of women. The best example is the students in our Agro Technical and Technology College (ATTC), who are preparing themselves for technical careers (page 24–25). Children can, not least, be wonderful advocates for change, as our hygiene training in the schools shows (page 22–23).

Our foundation itself is also in a state of constant change. That’s the only way we can respond appropriately and effectively to changing living conditions and new needs. Our Ethiopian country representative Berhanu Negussie, a decades-long companion of Karlheinz Böhm, recently put it this way: a few decades ago we built children’s nurseries, then primary schools, now secondary schools, middle schools and grammar schools. In the future we are likely to build more and more technical schools (so-called TVETs). We respond to demand, remain agile, and are able to help people where the need is most pressing.

We thank you, our donors, for another year of brilliant projects, which have opened up new opportunities for hundreds of thousands of people.

Stay well and stay connected – with warmest wishes

   
Dr Sebastian Brandis (spokesman) Dr Martin Hintermayer

  
Peter Renner



**MEKANE SELAM, BORENA PROJECT REGION**  
Zewude Mehamed can at last take care of herself again, after she had an operation to remove cataracts. **MORE ON PAGES 26–27.**



**MEKANE SELAM, BORENA PROJECT REGION**  
Wash your hands regularly! How children become ambassadors for better hygiene, explained on **PAGES 22–23.**



**ABU DORANI, DANO PROJECT REGION**  
How life for the people in Ethiopia is improving from generation to generation is illustrated by our stories on **PAGE 16–19.**



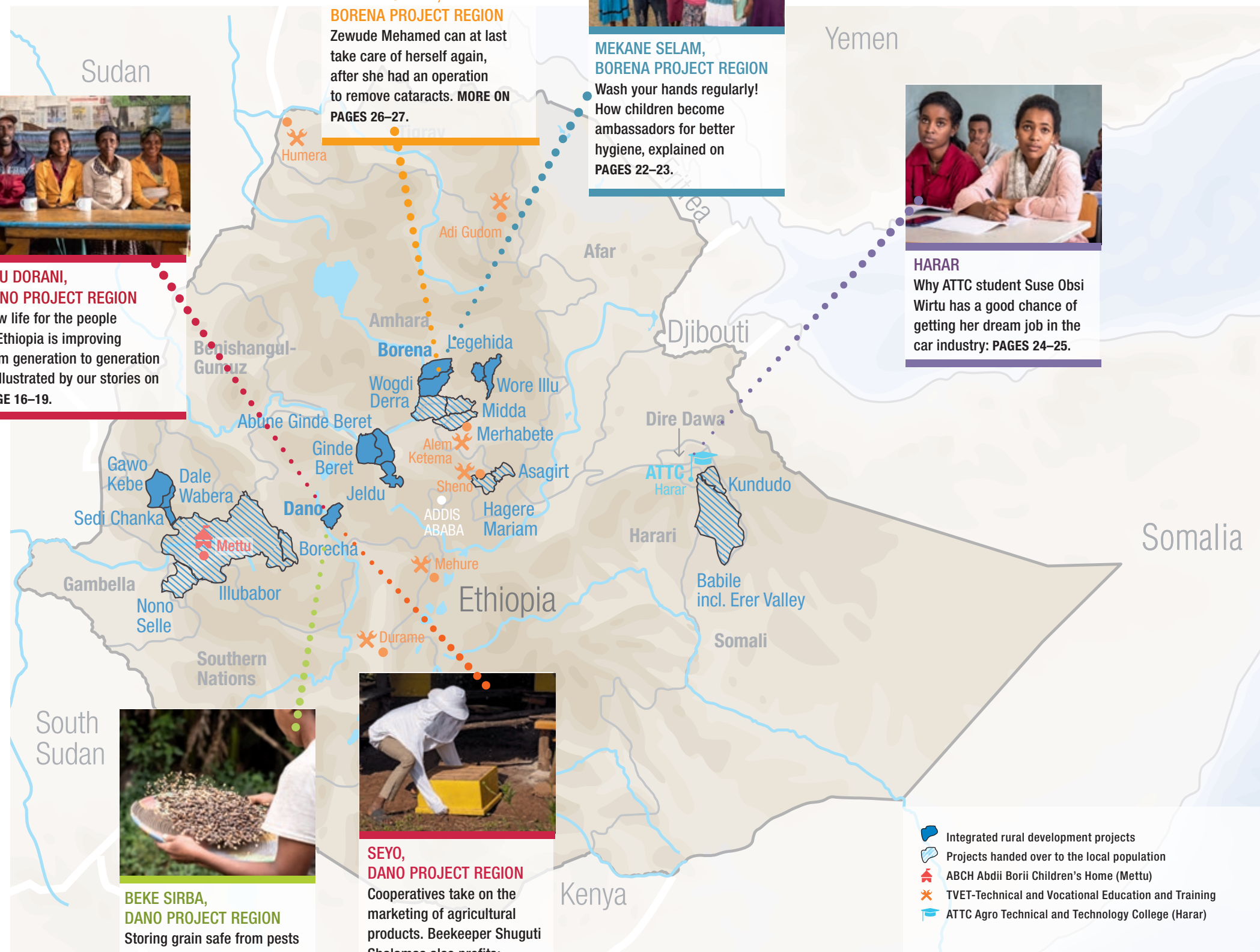
**HARAR**  
Why ATTC student Suse Obsi Wirtu has a good chance of getting her dream job in the car industry: **PAGES 24–25.**



**SEYO, DANO PROJECT REGION**  
Cooperatives take on the marketing of agricultural products. Beekeeper Shuguti Shalamas also profits: **PAGES 28–29.**



**BEKE SIRBA, DANO PROJECT REGION**  
Storing grain safe from pests and dampness is not so easy. Abera Hurisa knows how to do it. **More on PAGES 20–21.**



- Integrated rural development projects
- Projects handed over to the local population
- ABCH Abdii Borii Children's Home (Mettu)
- TVET-Technical and Vocational Education and Training
- ATTC Agro Technical and Technology College (Harar)

MENSCHEN FÜR MENSCHEN   VISION   MISSION	2
EDITORIAL	3
TABLE OF CONTENTS	4
PERFORMANCE REVIEW 2019	6
<b>HOW WE WORK</b>	
STRATEGY AND GOALS	8
HOW WE CARRY OUT DEVELOPMENT PROJECTS	9
INTERVIEW "There's a change in awareness"	11
<b>WHAT WE DO</b>	
FOCUS ON CLIMATE CHANGE	12
ACTIVITIES AND OUTCOMES 2019	14
REPORT A family in transition	16
<b>PROJECT WORK IN ETHIOPIA</b>	
Sustainable land management	20
Water and hygiene	22
Education	24
Health	26
Human development	28
<b>EDUCATION AND PUBLICITY WORK</b>	30
<b>OUR ORGANISATION</b>	
THE FOUNDATION 2019	32
<b>FINANCIAL REPORT</b>	
ANNUAL FINANCIAL STATEMENT 2019	34
DZI BREAKDOWN 2019	40
PLANNING 2020	42



We want to protect the forests of this world. Therefore we use 100% recycled paper.



# Summary 2019

These examples give an overview of what we have achieved in our five main focus areas in the reporting year. You can find further statistics and stories from page 14 onwards.

## HUMAN DEVELOPMENT



**810 women** received a **microcredit loan** – so that they could build up their own economic livelihoods

Also: • 40 women and man have completed handicrafts courses (pottery, weaving, mobile phone repair) • Around 2,370 women have taken part in home economics training (hygiene, health, horticulture)

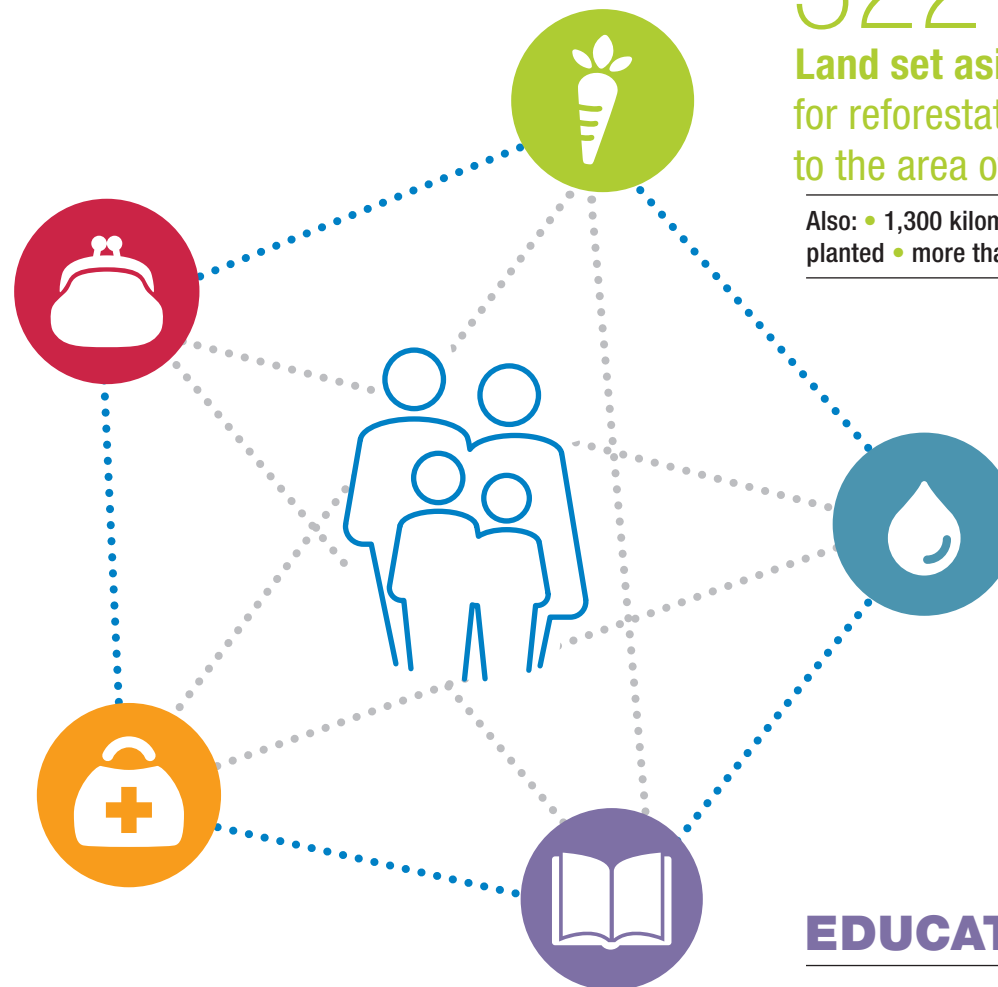
## HEALTH



**1,502** Eye operations carried out

Also: • voluntary HIV/Aids tests and counselling for more than 19,200 people around 24,800 children vaccinated • over 30,800 women provided with contraceptives

In our current integrated rural development projects alone, we supported a total of 1.19 million people in 2019. In the reporting year 355 staff were working in this area.



## AGRICULTURE + NUTRITION

**322 hectares** Land set aside as protected areas for reforestation – that corresponds to the area of Bremen



Also: • 1,300 kilometres of terracing built to stabilise slopes • around 11 million tree seedlings planted • more than 9,500 wood-saving stoves distributed

## WATER + HYGIENE

**84 spring developments and hand dug wells** built – they provide drinking water for nearly 27,000 people



Also: • over 600 members of local water committees trained

## EDUCATION

**9 schools** for a total of **11,430** students built



Also: • around 4,550 farmers given further training in agriculture • 198 students of the Agro Technical and Technology College have completed their Bachelor's degree



## Strategy and goals

### OUR ASPIRATION

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

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

### OUR STRATEGY

Because the problems in isolated parts of Ethiopia are closely interwoven, we take an overall approach, working to the principle of integrated rural development. Alongside the local population, we take the necessary measures to promote sustainable development in five key areas and dovetail them with one another.

### OUR FOCUS AREAS



#### SUSTAINABLE LAND MANAGEMENT

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



#### WATER, SANITATION AND HYGIENE

Construction of wells, spring developments and supply systems for clean drinking water; awareness raising for improved hygiene.



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



**HEALTH** Building and equipping of health centres to alleviate the shortage of medical care; further development of nursing staff and awareness-raising campaigns to promote health.



**HUMAN DEVELOPMENT** Support for women, young people and young adults in the establishment of small businesses, microcredit programmes, advice for women in housekeeping and development of infrastructure to improve access to markets.

In addition to our integrated rural development work we provide short-term emergency relief, for example in times of famine.

### SUSTAINABILITY AS A GUIDING PRINCIPLE

All our projects must be well founded, oriented to the long term, and 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 on an equal footing. Upon completion, we hand over infrastructure to the local authorities in order to avoid dependency on outsiders.



Celebrating together is part of it too, here at a women's project in Libanos (Borena project region). In the centre is project leader Asergedech Simegn.

## How we carry out development projects

### PROJECT MANAGEMENT AND QUALITY ASSURANCE

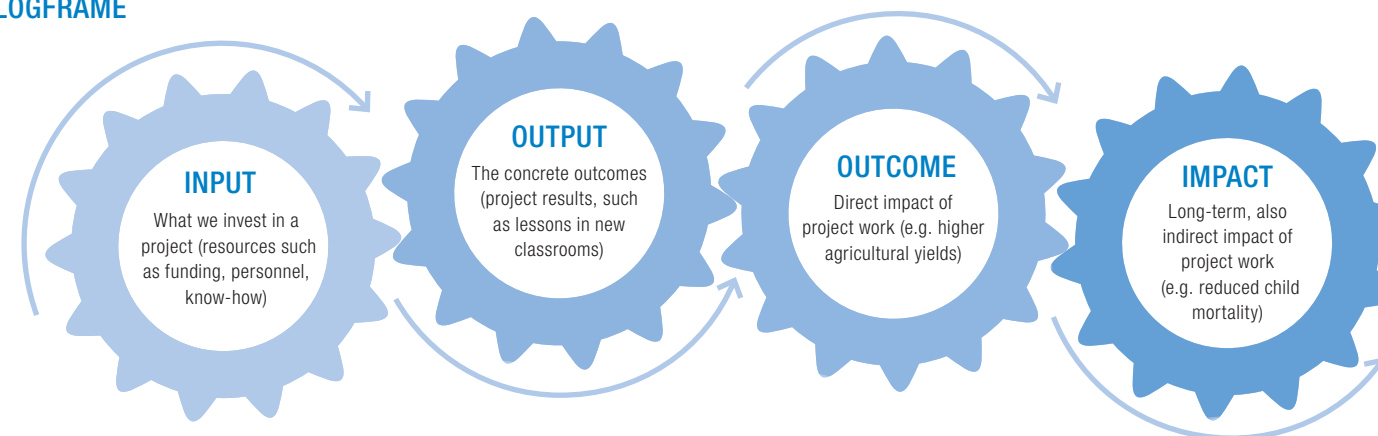
We place great emphasis on the efficient and transparent use of money entrusted to us and strive to achieve our development goals with the optimum distribution of funds. To this end we have established a system of project management which ensures precise planning, control and targeted development of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

Each of our integrated rural development projects is broken down into several stages to ensure an orderly workflow. In addition, we define project-specific goals and appropriate indicators with which we gauge whether we are on the right track as the project proceeds, and whether the outcomes meet our quality standards. In order to give more weight to this systematic monitoring of success, in 2012 we expanded our impact monitoring into 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.



Development agent Abraham Ziad (right) supports local people in building terraces for reforestation on Mount Kundudo.

### LOGFRAME



### EXAMPLES OF INDICATORS

- Training courses offered
- Quantity of seed distributed
- Number of wells constructed
- Number of farmers who know/use new agricultural methods
- Proportion of 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



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 an important part of the evaluation of our work. Together with the monitoring reports they are integrated into the programme planning and serve the ongoing development of our projects.

**FINANCIAL CONTROL MECHANISMS**

All expenditure of our Foundation is examined by several committees before it is approved. Besides the project managers, the country representative in Ethiopia, the local management team and the Executive Board also make regular visits to the project areas. In addition, our controlling-staff visit the project areas to check the cash, 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 detailed quarterly reports to the country representative and the Ethiopian authorities. In this way the authorities check our work, as well as evaluating our projects on the ground.

In his controlling or advisory capacity, the compliance officer appointed by us (see page 33) 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 35) is submitted to the Executive Board and Supervisory Board. Once again, we received an unqualified audit certificate for the Annual Financial Statements in 2019.

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* notes that the law firm 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.

**PRINCIPLES**

**EMPLOYEES IN THE FIELD.** About 650 well-trained Ethiopian employees are working for us in the project areas and the coordination office. They are familiar with specific local conditions and speak the regional dialect. This creates trust and promotes direct interaction 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 STARTING POINT.** In order to achieve the maximum impact with limited funds, *Menschen für Menschen* plans each project with the greatest of care. The starting point is always the specific needs that we identify on the ground in a process of interaction with the local population. By virtue of our integrated approach, involvement of the affected people and our long-term commitment, we achieve a sustainable improvement of living conditions.

**LONG-TERM ORIENTATION.** Even after a project has been handed over to the population and the local authorities, we maintain contact with the people. Through systematic monitoring and evaluation (see table for impact analysis) we regularly check our activity. This enables us to constantly improve and secure the long-term success of our work.

**MINIMUM STANDARDS FOR CONTRACTUAL PARTNERS.** Any partnership calls for fairness. That also applies to the use of daily labourers. Since 2014 we have required all contractors who build schools for us to pay 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**

- Measures and evaluates the changes in people and their environment as a result of our activities (quality, efficiency, sustainability)
- Directs attention to the logframe (chart page 9) with differing focus

**METHODS**

	MONITORING	EVALUATION
RESPONSIBILITY	internal	external
FOCUS	Inputs, outputs, in part outcomes  (how far have programmes been carried out, how does the use of funds relate to results, what progress can be measured?)	Outcomes, impact, but also inputs, outputs  (what has been the sustainable impact of the project; why were activities successful or unsuccessful? What could be done better?)
GOALS	Determination of changes, project management	Comprehensive inventory at a specific point in time
PROCEDURES	Regular data collection (project indicators), evaluation and discussions with target population	Evaluation of monitoring data, additional qualitative and quantitative surveys, for example, discussions with target population and other stakeholders
TIME	Ongoing throughout the project	Completion of project phase, phase-out



Reforestation project in Kabiwobo: the terraces have already been built; the tree seedlings will be planted at the start of the rainy season

“A change of awareness is evident”

An overall understanding of development, which includes the various aspects of life and the natural world, is one of the core principles of *Menschen für Menschen*. At a time when climate protection is growing in importance worldwide, there is an opportunity to build on it, as Elyane Schwarz-Lankes and Nina Roggenbuck-Bauer, experts in the areas of development coordination work, programme development and monitoring and evaluation, explain.



Nina Roggenbuck-Bauer (above) and Elyane Schwarz-Lankes (left)

**Why can social development not take place without protection of climate and the environment? Can you use an example to illustrate?**

ELYANE SCHWARZ-LANKES: There are all sorts of connections, but the clearest ones are evident in our reforestation projects, for example, in the Kabiwobo community. Clear cutting on the mountain slopes regularly led to landslides and flooding of fields at the foot of the slopes in the rainy season. Our job is therefore to communicate to the farmers: you can only preserve your crops when you help to protect the areas of reforestation which have been created together. That's why awareness raising is so important.

NINA ROGGENBUCK-BAUER: In our evaluations, which we carry out after the end of projects, we've shown that a change of awareness really does take place. People see how an intact nature improves their living conditions and they take responsibility for it. And they pass on this knowledge.

SCHWARZ-LANKES: A professor from the University of Addis Ababa and his team of students contributed an interesting analysis. They researched how biodiversity develops in the reforested areas – from microorganisms in the ground through insects and birds to plants. The results are impressive: the whole ecosystem regenerates itself within a few years.

**How do you do measurement in your impact monitoring, apart from the effects on the environment and the climate of various programmes?**

ROGGENBUCK-BAUER: For one thing we check the achievements of our projects, that is, the outputs: for example, the number of terraces built, the erosion gullies which have been closed, the tree seedlings planted. Then we analyse the direct effects (outcomes), for example, how the forested area has developed and how far the sustainable use of nature has contributed to food security.

In detailed case studies we also look at – among other things – the development of the use of energy. That would include, for example, the time which a family spends collecting wood, and the amount of wood that is needed for cooking. We can show here that the improved stoves which we have given out reduce by perhaps half the amount of wood used and the time spent. That's a huge improvement.

**How is the project work developing in the face of current challenges?**

ROGGENBUCK-BAUER: A future theme for us is the avoidance and disposal of rubbish, especially plastic. We are looking at what solutions are possible here, how we can raise awareness among the people around this theme.

SCHWARZ-LANKES: ...particularly as there are opportunities for development here, for example, in recycling. At the ATTC the degree students from 2019 developed a shredding machine as their dissertation work, which can be used to chop plastic refuse. This year's students are going a step further and developing a machine which makes new things out of shredded plastic, for example, bowls, wall hooks or tiles.

**What's the advantage of joint projects, like the one with the Heinz Sielmann Foundation in reforestation?**

SCHWARZ-LANKES: Both partners bring their strengths to the project, which creates added value. The Heinz Sielmann Foundation works in the area of protection of nature and biodiversity; their technical expertise complements our own know how perfectly. So we're very well set up, now that afforestation projects are becoming more significant in the discussion on climate.

We're also reflecting on the CO<sub>2</sub> certification of our project work, so as to make even clearer and more measurable how integrated development partnership work actively protects the climate. In this way we can support people in their own development and at the same time draw more international attention to the importance of climate protection.

# Focus on climate protection

The consequences of climate change are especially evident in the poor countries of our world, including Ethiopia. Therefore protecting climate and the environment contributes to global justice. At the same time, the lack of usable energy is one of the main obstacles to development. Ethiopia wants to grow economically, and therefore the demand for energy is growing here. What matters now is to meet that demand in a climate-friendly way.

## 7 AFFORDABLE AND CLEAN ENERGY



In 2015 the international community adopted the "2030 Agenda for Sustainable Development", which encompasses 17 goals. They include ensuring access to affordable, reliable, sustainable and modern energy for all (goal 7).

### CO<sub>2</sub> emissions per head per year

The G-20 group of large industrialised and emerging nations is responsible for more than two-thirds of global emissions of greenhouse gases.



GERMANY 9.15 tons ETHIOPIA 0.16 t

GERMANY 121 litres ETHIOPIA 20 l

### Water consumption per head per day

Lack of water leads to inadequate bodily hygiene and favours infectious diseases.

The UN recommends 50 litres of water per day for every person.

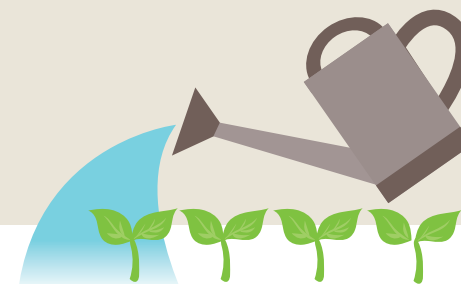
# 99%

of people in rural Ethiopia cook with wood, harvest waste and cow dung



These are renewable energy sources. However, the massive deforestation is not sustainable. What's more, open fires in homes damage health.

*Menschen für Menschen* helps here with improved, energy-efficient ovens, which use only half the amount of wood.

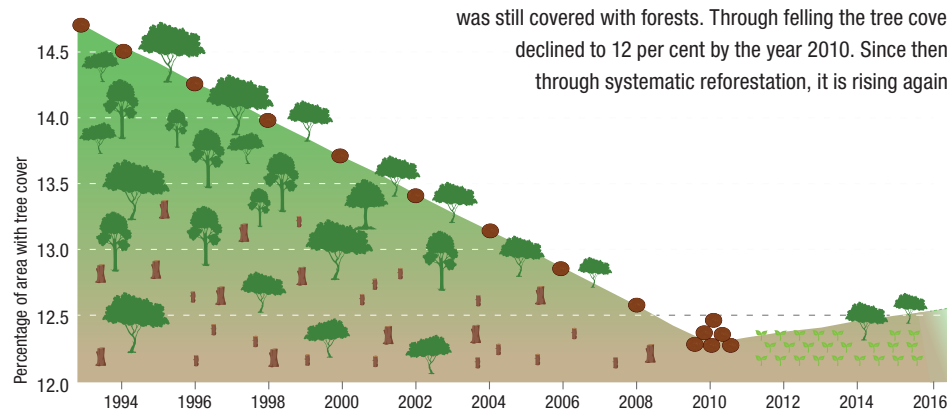


## 11 MILLION TREE SEEDLINGS

will be able to be planted in Ethiopia thanks to donations in 2019. *Menschen für Menschen* has already been contributing to global climate protection for around four decades with its reforestation programmes. At the same time we are preserving natural resources on the ground and protecting the livelihoods of the local population. In all we have so far planted over 250 million tree seedlings. This corresponds roughly to the area of Manhattan.

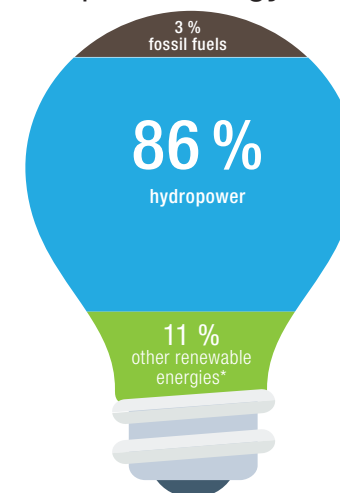
### Dwindling tree cover

At the end of the 19th century, 35 per cent of the area of Ethiopia was still covered with forests. Through felling the tree cover declined to 12 per cent by the year 2010. Since then, through systematic reforestation, it is rising again.



The Ethiopian government has ambitious plans; by 2030 the country should be climate neutral. The preconditions for that are good. Being near the equator is an advantage for the use of solar energy, and the wind speeds are among the highest on the continent. Geothermal energy is also possible. The already high proportion of hydro power should get a further boost through the Grand Renaissance Dam megaproject.

### Ethiopia's energy mix



\*for example, solar, wind, geothermal

# Up until now 26.5%

of people in the country have gained access to electricity

By 2025 the Ethiopian government intends to provide power coverage for the whole country

Sources: United Nations Statistics Division, World Fact Book, ND-GAIN

## Effects of climate change in Ethiopia

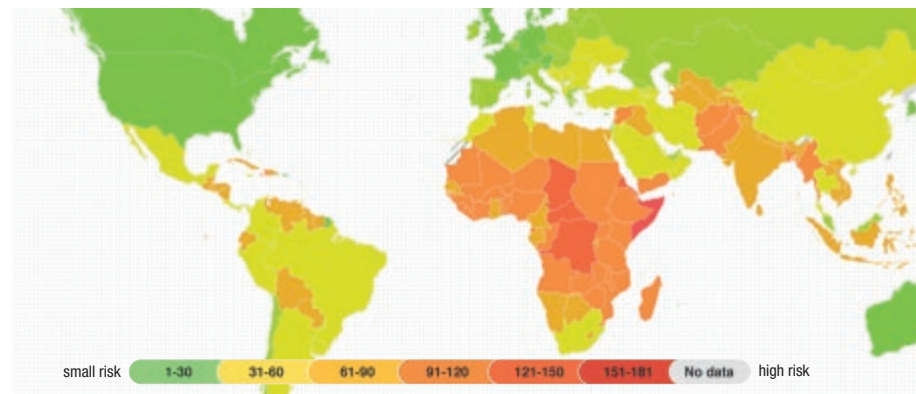
- extended droughts, failure of rains
- rising temperatures (lowlands)
- heavier and more irregular rains (highlands)
- failure of harvests
- water shortages
- shortage of fodder for livestock
- erosion of the land
- unbalanced nutrition and hunger
- sicknesses
- declining income
- more conflicts due to migration internally and abroad

According to the estimates of migration researchers, by 2050 up to 350 million people will have to flee from various regions of the world as a result of climate change. The severe drought in the Horn of Africa between 2015 and 2017 was a forewarning of this. It was caused by the El Niño weather phenomenon, whose climate-induced extremes are growing worldwide.



In 2016 more than 10 million people in Ethiopia were threatened by hunger as a result of the drought. At the time the charity supported more than 30,000 people through an emergency relief programme.

## HIGHLY ENDANGERED, ILL PREPARED



According to the calculations of the Notre Dame Global Adaptation Initiative (ND-GAIN), Ethiopia belongs to the 22 countries worldwide that are most endangered by climate change and other global challenges. At the same time the country lacks the resources to respond effectively. In the ND-GAIN index, which combines both aspects (threat and resilience/resources) Ethiopia comes in as number 163 of 181 in the world ranking, compared to Germany, which is ranked 9, and Austria 8.



# Activities and results in 2019

For Ethiopia the year 2019 was once again marked by political instability in some regions. The peace agreement of Prime Minister Dr Abiy Ahmed with neighbouring Eritrea and the award of the Nobel Peace Prize did have a positive effect on the peace efforts of the various parties in the country itself. However, the process drags on. The *Menschen für Menschen* Foundation has continued its work as far as possible. As in the previous year, the disturbances, in part armed, which are constantly flaring up have affected our work in the three districts in the

West-Wollega Zone in the west of the country. At the end of 2019, after the situation deteriorated and our staff were also endangered, we closed our development projects in Dale Wabera, Sedi Chanka and Gawo Kebe. We moved our staff to other project offices, including those who were indigenous to the region. The vehicles could likewise be moved to other project areas. The school building in Sedi Chanka, however, which has now been delayed for the second year, should be finished off by building companies. In any case, the contract for Gawo Kebe ran out at the

end of 2019. In the course of 2020, the contractual duties towards the government of Oromia for the closed project areas of Dale Wabera and Sedi Chanka will transfer to new project regions in the regional state of Oromia.

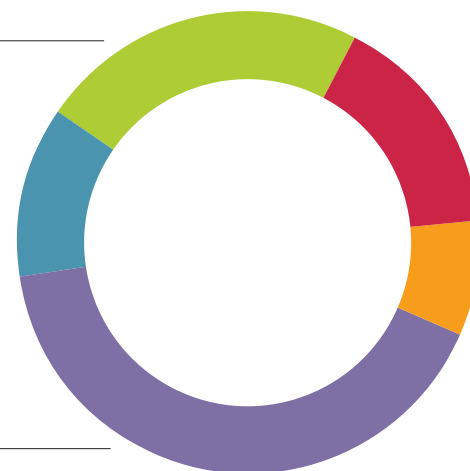
In 2019 *Menschen für Menschen* spent altogether around 10.7 million euros (previous year 9.8 million euros) on the project work in Ethiopia. The German foundation contributed the greater part of the funds: 8.7 million euros (previous year 7.5 million euros).

## Project expenditure in Ethiopia by focus area

Sustainable land management 23%

Water, sanitation and hygiene 12%

Education 41%



Human development 16%

Health 8%

### EXPLANATIONS FOR THE TABLE ON PAGE 15

#### INTEGRATED RURAL DEVELOPMENT PROJECTS

- Ginde Beret, Abune Ginde Beret, Jeldu and Derra: the projects are financed by the Austrian association and carried out on its behalf.

#### INFRASTRUCTURE PROJECTS

- In these regions *Menschen für Menschen* has undertaken one or more infrastructure projects. That includes, for example, the building of roads, health centres, water points and schools. The activities were organised by the neighbouring project areas.

#### ONE-OFF PROJECTS

- "Building of educational institutions outside the project regions": organised by staff of neighbouring projects and the central office in Addis Ababa.

#### PROJECT SUPPORT

This is primarily the responsibility of the Project Coordination Office in Addis Ababa, the staff of the development partnership work and the procurement department in Munich. For the Austrian project areas, project support also comes from the Austrian association.

Project areas	Size in square kilometres	Project duration	Staff employed	Population supported	Spending in euros in 2019
<b>PROJECT SPENDING</b>					
<b>Integrated rural development projects</b>					
Borena	980	2011	47	187,915	740,739
Ginde Beret	1,200	2011	32	136,798	394,495
Abune Ginde Beret	1,360	2012	31	139,922	601,759
Wogdi	1,122	2013	37	158,897	992,625
Dano	659	2013	78	125,759	1,570,461
Dale Wabera	697	2013*	49	80,496	382,655
Sedi Chanka	708	2013	0	61,148	70,223
Legehida, von Wore Illu verwaltet	429	2014	0	78,764	103,541
Wore Illu	683	2014	34	132,960	356,844
Gawo Kebe	975	2016	17	31,000	218,213
Jeldu	750	2017	30	51,846	717,020
<b>Integrated rural development projects (closed)</b>					
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	6,623
Midda	900	2000–2013	7	101,233	6,487
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	0
Hagere Mariam	752	2008–2015	0	60,055	0
Borecha	961	2007–2017	3	94,676	88,404
Kundudo (2012–2015, exclusively reforestation project)	144	2012–2017	2	54,821	16,741
<b>Infrastructure projects (closed)</b>					
Jamma		2005–2012	0	138,677	0
Jimma		2004–2008	0	139,131	0
Tigray		1992–1996	0	905,127	0
<b>One-off projects</b>					
Abdii Borii Children's Home (ABCH) (113 children in the home, 284 in training or independent)		1996	59	397	447,863
Agro Technical and Technology College (ATTC)		1992	153	719	1,347,742
Building of educational institutions outside the project areas and other projects		2007	0	66,435	397,119
Arsi, job creation project in cooperation with GIZ		2019	15	200	382,697
Project Coordination Office (PCO) and central warehouse			56		1,826,839
<b>TOTAL PROJECT SPENDING</b>					<b>10,669,090</b>
<b>OF WHICH PROJECT SPENDING OF THE AUSTRIAN ASSOCIATION</b>					<b>1,956,895</b>

\* since 2018 Dale Wabera has been divided into the two districts of Dale Wabera and Sedi Chanka





# A family in transition

Thanks to *Menschen für Menschen*, the lives of many families in Ethiopia are noticeably improving from generation to generation. A visit to the village of Abu Dorani in the Dano project area.

"Whenever you have money left over, don't squander it, save it!" This was Diribe Akka's most important piece of advice for her children. She couldn't repeat it often enough, for she wanted her sons and daughters to seize the opportunities which for her herself had remained closed.



Earlier Diribe lived with her husband in Ginde Beret, a region 180 kilometres north-west of Addis Ababa. Life was hard. She didn't have enough land to feed the family. They were constantly suffering from hunger. Of Diribe's six children two died: a daughter shortly after birth, and another at the age of seven. "She suddenly got a fever, her whole body hurt," remembers the 55-year-old, who with deep wrinkles in her face looks distinctly older. There was no doctor in the village, and money was lacking for the journey to the nearest clinic. "I had to watch my child die." She herself also kept getting health problems. The water which she drew from rivers and ponds, and which she often had to carry for long distances, made her ill. "I was often worn out. I couldn't work, or collect any firewood, or get any water."

*"Whenever you have money left over, don't squander it, save it!" said Diribe.*

In front of their own cooking hut: Ararsa in the centre with his mother Diribe and his daughter Ganati. On the right his wife Zangitu with the youngest child. On the left three older sons. One son is missing, who is working in the fields.



## WHAT WE DO

ANNUAL REPORT 2019

After her husband died, Diribe remarried. But it was an unhappy marriage. "After the separation I was left completely alone with my two daughters, who were still living with me." You can still see in her the despair from those days. "I just wanted to go with the girls to Ararsa, my oldest son."

A few years before, at the age of barely 18, he had already left his native area and, in search of farmland, had moved 220 kilometres south-west, to the hilly village of Abu Dorani. Diribe risked the long journey and moved with her daughters into a little hut, barely 15 minutes walking distance from her son. Here she could now see with her own eyes how her life – not just her own, but that of her daughters as well – step by step turned for the better.

## FROM HARVEST HAND TO MODEL FARMER

"When my wife Zangitu and I arrived in Abu Dorani, there was only a thick forest with wild animals," remembers the 35-year-old Ararsa. In the first year the couple lived on the money which he had earned before in Ginde Beret as a harvest hand. They felled trees, built themselves a hut and tilled the new field.

From the second year they had to make do with the little harvest of sorghum and wheat. The couple had hardly anything to eat and too little money – while at the same time their first children came into the world.

Ararsa also tried to harvest honey. Like his parents he hollowed out tree trunks and stuck together the open sides with clay, or used woven, cylinder-shaped baskets.

*"Today with a small outlay I have a yield which is five or six times as much," says Ararsa happily.*

To hang them up he shinned up into the crowns of the trees – in the hope that wild bees would nest in the simple containers. To harvest the honey he had to destroy them and drive the bees away. It was a dangerous undertaking in which he was stung, and often he only got a small amount of honey, which besides was impure. "I could hardly earn any money."



Ararsa and Zangitu prepare an improved bee hive for him to use

Today that is different. The tall, thin man sits under the corrugated iron canopy of his house, which in the meantime has been more solidly built. It is a sunny Friday morning in November. His wife Zangitu leans on the door frame and cleans narrow sticks, with which he then closes a wooden bee hive. In a beekeeping training session with *Menschen für Menschen* Ararsa learned how to make wooden boxes in which a bee colony settles, which made it possible for him to harvest honey without scaring the colony away. He now owns ten of these improved boxes, and he has additionally purchased five directly usable, modern bee hives from the staff of *Menschen für Menschen*. "Today with a small outlay I have a yield which is five or six times as much," says Ararsa happily. For the moment he is still using his 35 traditional bee hives, so as to resettle the bee colonies into the new reusable hives.

Just seven years ago he discovered that the foundation was supporting farmers in a neighbouring area. "I went there along with a few neighbours and asked if they would also place some development agents in our village," he recounts. The staff of the foundation supplied him with coffee-, mango- and avocado-seedlings and explained the conditions in which they would thrive in his garden and in his fields. Ararsa also learned about things to watch out for in fattening cattle and breeding chickens.

Today there are seven oxen grazing in front of his house. Eggs and fattened animals earn Ararsa around 850 euros a year. Apart from that, cooperatives which *Menschen für Menschen* supports in the Dano project area buy honey from him and, as a valuable by-product, beeswax for processing. Through this he earns a further 530 euros annually. Today Ararsa is one of the foundation's model farmers. His successes have encouraged many farmers in the village to work with *Menschen für Menschen*. That includes those who earlier had a more sceptical view of the changes.

"It's unbelievable how much our life has improved," declares Ararsa, not without pride, and straightens up his beige baseball cap. He points to a hollow at the bottom of his land. "Now we have clean water right on our doorstep," he says and beams. They all – he himself, his wife and his six children – get ill less frequently as a result, and when medicine is sometimes necessary or the journey to the doctor with the motorbike taxi has to be paid for, there is enough money available.

There is also enough to buy fruit and vegetables at the market. Before Zangitu prepared food for the family almost entirely from sorghum, wheat and a kind of lovegrass called teff. Today their diet is much more balanced and therefore healthier. Yet Ararsa and Zangitu don't waste their money. Most of



The women prepare food in the cooking hut. In the background are the improved stoves, which produce distinctly less smoke than traditional fireplaces

it they put to one side. "My mother brought it home to me since I was small how important it is to save," emphasises the father of the family. "But only through *Menschen für Menschen* did I get the possibility of doing that."

His sisters also went their way. They have meanwhile moved out from their mother: one is studying in Addis Ababa to be a teacher – a professional option which would have been unthinkable for Diribe. She herself is taking care of three sheep and sells her mixtures of spices at the market, including the fiery Berbere and the chickpea powder Shiro, and baskets which she has woven herself. She earns just seven euros a month. Not a lot, but Diribe is happy: "I've not managed to become prosperous myself, but I am healthy, I can work, and I am near my family." If she gets short of food, has to go to the doctor or is one day plagued by financial worries, Ararsa is there for her. And sometimes he also needs her. As when, a few days later, he asks her to cook lunch for the farmers from the neighbourhood who are helping him with the harvest.

## MORE SPACE AND BETTER HYGIENE

Diribe, her daughter-in-law Zangitu and Ganati, Zangitu's twelve-year-old daughter, are working as a threesome in a hut in the back part of Ararsa's land. Steam rises from a little cooking pot and there is a smell of onions and Injera. Ganati is baking the

slightly sour Ethiopian flatbread on the big hob of the improved stove, which the family received from *Menschen für Menschen*. In the stall next door goats are bleating. Earlier the animals lived in the same room as the family, and cooking took place right in the middle. A social worker explained that as a result infections could easily be passed on. Whereupon Ararsa built a new house from wood and daub with a living room and a separate bedroom. On top of that the separate cooking hut appeared, and the goats got their own stall. Under the guidance of the foundation Ararsa also built a latrine on the property. Previously everyone had gone to the toilet in the fields and in the forest.



Today the goats have their own stall



*"Our home has become really lovely," thinks Ganati.*

"Our home has become really lovely," thinks Ganati, who has tied her hair in loose plaits. She and her siblings are proud of their father. "When we need something, he is there for us," she says. That matters a lot to Ararsa too. He includes his children in his everyday life, and explains to the older ones what he has learned from the charity about beekeeping. Yet his greatest wish is that they will go regularly to school, pass their exams successfully and study.

The conditions for that today are also much better than they were earlier. Altogether *Menschen für Menschen* has so far built eight new schools in the Dano project area.

Ganati attends one of them – about half an hour's walk from Abu Dorani. Since just a month ago she and more than a thousand other students have been learning in the new, light-filled classrooms.

There are tables and benches for all the children, a small library, an administrative building and sanitary facilities.

That is certainly not to be taken for granted. In Ganati's old primary school there was no usable blackboard, hardly

any chairs and tables. Many children had to squat on the dirty ground, termites chewed up the building, the clay crumbled from the walls and ceilings. "After just a few minutes my legs, arms and uniform were filthy," today's year four student remembers. Her body reacted to the dust and the stuffy air with headaches, coughs and skin rashes. It was almost impossible to concentrate on the study. "Once it was so bad, that for more than a month I couldn't go to school. I missed an awful lot."

Although her first years in school weren't easy, Ganati knows that she had a comparatively good start in life: "My grandmother is illiterate and grew up as it were in complete darkness." Her father too could not get to study regularly. After year nine there was no continuing schooling for him in Ginde Beret. For Ganati there is. She is going to make every effort to make change happen. For later she wants to become a doctor. A long journey – but she is going to make use of her opportunities.

**THREE GENERATIONS OF THE FAMILY ON FILM:**



## REPORT

ANNUAL REPORT 2019



# Sustainable land management

In Ethiopia seven out of ten people make a living from agriculture. Because of the unbalanced cultivation of arable land, much of the ground is exhausted, soil erosion destroys large areas of farmland, there is a shortage of seeds and adequate irrigation. On top of that, part of the already meagre harvest gets lost through storage in unsuitable grain bins. In order to sustainably improve the situation, we give backing to bold model farmers and teach them to make their agriculture more productive. Their rapid successes convince many to copy them and make similar progress.



Farmer Abera Hurisa's rich harvest of maize not only provides for his family, but brings him an income at the market.



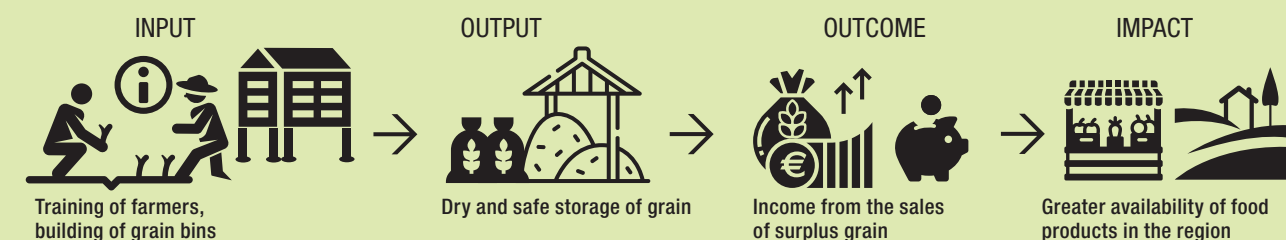
Abera's new grain bin: here the grain stays dry and is secure from gnawing animals

FUNDS USED IN 2019

2,020,063 euros

THE MOST IMPORTANT SUCCESSES:

- 10.98 million tree seedlings planted
- 322 hectares of protected forest areas
- 1,572 bee hives distributed



## PROJECT EXAMPLE

### Securing the grain

A few years ago, it was little animals which made life hard for Abera Hurisa. Rats and mice which got into his grain bins and stuffed themselves on the harvest he had so painfully brought in. And then there were the weevils, measuring just a few millimetres: once they got into the store, they fed on the grain. The female weevils laid hundreds of eggs in the grains, the larvae then gradually hollowed them out, soiled them and made Abera's crop unusable.

It was an easy game for the intruders: Abera's grain bins, made from thin branches, stood directly on the ground. That meant that the grain was not only exposed to animals, but also to the high level of dampness, and it was quickly spoilt.

The father of nine lives with his wife, three children and a grandson in the village of Beke Sirba in the Dano project area. It's the same for many farmers as it is for him. According to the estimates of the Food and Agriculture Organisation (FAO), 20 per cent of grain in Ethiopia is lost after the harvest. A large part through poor storage. That threatens food security in the country, since the reserves of families barely get them through the dry season, and not at all if there has been a failed harvest or when there is a bad drought.

Therefore, *Menschen für Menschen* shows farmers how they can build grain bins in which their grain is safely stored: Abera's new store is raised up on four wooden stilts. The 64-year-old farmer has put

mushroom-shaped protective sheets on top of them, which prevent gnawing animals from climbing up into the grain bin. This also better keeps off the damp-loving weevils. A corrugated iron roof protects from rain and dirt. Abera stores maize and sorghum in two chambers, which he can fill through an opening in the top part of the grain bin. He takes out the grain through little flaps on the side.

Abera has worked with *Menschen für Menschen* for more than five years. At first he received from the charity coffee seedlings, as well as cabbage and soya bean seeds. A development agent from the foundation explained to him how he could organise everything in his fields to get a better yield. When he then advised Abera to have the new grain bin, the farmer was



*Through the new grain bin I can also process my grain long after the harvest or sell it at the market."*

Abera Hurisa, 64, farmer in the Dano project area

straightaway convinced. "I sensed that this would be a big step forward for me," he said. Most of what he needed for the building, like wood, sticks and clay, was available locally. Other things like nails, the protective sheets, the flaps for taking out the grain and the cement mixture, with which he secured the legs of the store, he received for a small contribution from the charity.

While up until now Abera and his family have mostly used the sorghum from the grain bin for their own needs, for example for making the Ethiopian flatbread Injera, the farmer sells a large part of his maize crop at the market. Altogether he earns after each harvest roughly between 170 and 280 euros. On top of that, with his recently harvested soya beans – around 150 kilos – he has earned another 1,500 Ethiopian birr – round about 42 euros.

Many of the farmers from the neighbourhood have learned that Abera loses hardly any grain any more,

and have become curious. "They visit me and look closely at the store," he says. "Some even take measurements." Abera is proud to be a model for others, and looks forward optimistically to the future.

Much has contributed to that, not least the solar panel on his roof, which the charity helped him to get. After sunset the family used to use an old gas lamp, and its poisonous fumes made them all cough. Now they have an electric light. "Our life has got much better," says Abera and laughs.

#### WHAT DOES IS COST TO SUPPORT SMALL FARMERS?\*

- 4-day training in horticulture and grain storage as well as seeds: about 40 euros per person
- 10 fruit tree seedlings: about 20 euros

\*Example figures: the costs are dependent on price fluctuations, and the amount in euros depends on the exchange rate



## WaSH (Water, sanitation and hygiene)

Nearly half of the people in rural Ethiopia lack clean water for drinking and for bodily hygiene. What they laboriously draw from ponds, streams and rivers is contaminated with bacteria and parasites – life-threatening illnesses are the result. Together with the population we are therefore building hand dug wells and spring developments in central places, or whole water supply systems. We also organise awareness-raising campaigns and alongside the construction of schools build latrines and hand-washing stations. So even the smallest learn how important hygiene and cleanliness is.



Handwashing is part of the curriculum: 11-year-old Tiruwerk already knows what it is all about



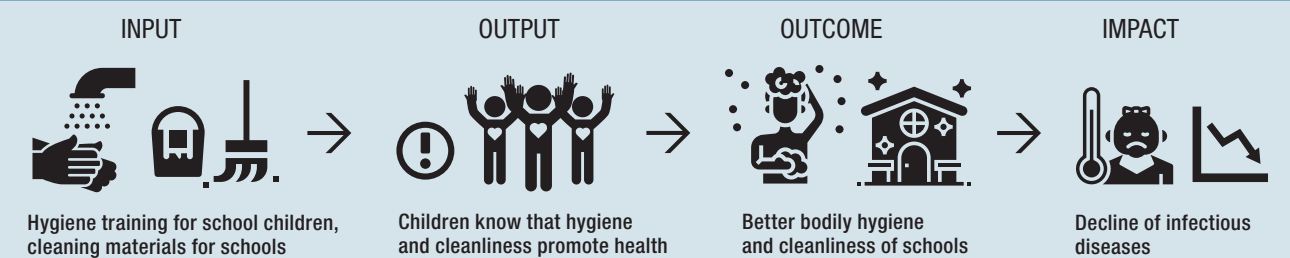
Teacher Meaza campaigns daily for cleanliness and hygiene, so that the students also take their knowledge back to their families.

FUNDS USED IN 2019

1,045,749 euros

THE MOST IMPORTANT SUCCESSES:

- 84 spring developments and hand dug wells
- 603 members of local water committees trained



PROJECT EXAMPLE

## Wash your hands!

A thin stream of water shoots from the little hole in the side of the plastic canister as Meaza Debalke pulls out the stopper – a nail. Quickly eleven-year-old Tiruwerk Yegu holds her hands under the stream and picks up the soap. “Spread it thoroughly over the palms of your hands, then between the fingers, and on the back of your hands,” explains Meaza. She is a biology teacher at the Debat Higher Primary School. Nearly a dozen students from various levels have come together for her hygiene training. “First the hands, then the face. Otherwise you’re encouraging bacteria and viruses to get directly into the mouth, the nose and the eyes.”

Water still drips from Tiruwerk’s chin as she steps aside to make room for the next child. Earlier the year five student used to often go unwashed to lessons. “I didn’t know that could make me ill.” Yet Tiruwerk

has learned a lot since her first training session a few years ago. “Now I always wash my hands and face before I go to school.”

Meaza is proud when she hears something like that. The 28-year-old is one of two teachers who look after hygiene education. She has been teaching for three years at the school which *Menschen für Menschen* built for over nine hundred year one to year eight students at the edge of Mekane Selam in the Borena project area. Besides the school buildings with the large, light classrooms the charity has had two latrines constructed.

There is no comparison with the latrines from before. “They were absolutely yucky,” remembers Tiruwerk, and wrinkles her freckle-sprinkled nose. There was also a lack of running water. “We often had to bring canisters from home.” Today the school



*“Because the school today is cleaner and we practise hand washing, our students are much less frequently ill. The number of students dropping out has declined.”*

Abebe Ayalew, Director of Debat School

draws clean water from a well, which the charity has built nearby.

Every Friday Tiruwerk and her fellow students spend two hours sweeping the classrooms and picking up litter from the playground. *Menschen für Menschen* supplies them with brooms and litter bins. “Earlier a cleaning day like this would hardly have made sense, because with floors and walls made of clay everything immediately became dusty again,” says the 54-year-old headteacher Abebe Ayalew. “Today we really don’t have to remind the students anymore – they get started on their own.”

Part of the school’s approach to hygiene is that during the morning address a check is made as to whether the students have come to lessons washed and with clean clothes. Lined up in rows class by class, the girls and boys stand on the playground.

“Most of you have clean faces. That pleases me very much!” calls Meaza. So that everyone can see her, she has climbed up on a stone in her white teacher’s jacket. “Please keep thinking about it. That way we all stay healthy.”

It is essential that the teacher repeats the hygiene tips constantly, as that is the only way they become a matter of course for the students. “For many it is difficult to put into practice at home the rituals which we have with hand washing here at school,” explains Meaza. Apart from that there is often a lack of parental encouragement for hand washing, or simply of clean water or soap. Meaza therefore sometimes invites a family for a discussion or visits them at home. Here she can get a picture of their living situation, and she tries to convince the parents how important it is to take care of their own hygiene, and

the bodily hygiene of their children. “It’s best when the students pass on to their family what they learn in our training.”

So with Tiruwerk. “My parents and siblings are happy when I show them what you’ve got to look out for,” she says, with a pleased smile. She wants to become a doctor later, and help people in rural areas to stay healthy. She now knows how important clean water, hand washing and personal hygiene is.

WHAT DOES CLEAN WATER COST?\*

- Access to drinkable water for a family: 50 euros
- Hand dug well: around 2,500 euros
- Water supply system for a whole small town: around 500,000 euros

\*Example figures: the costs are dependent on price fluctuations, and the amount in euros depends on the exchange rate



Education

Ethiopia is changing: new jobs are appearing in the booming industrial sector, national and international companies are looking for well-educated engineers and mechanics. Yet there is a lack of these professionals in the country. At the same time many young Ethiopians are unemployed. To fill this gap, and create prospects for the new generation, we are building technical schools across the whole country, and fitting them out with everything they need. Since 1992 we have also been running our own technical college, the ATTC in Harar. For training which leads to a qualification is the key to a secure future.



The whole interest of Suse Obsi Wirtu (left) is around machines and motors. Later she wants to advance Ethiopia's car industry.

PROJECT EXAMPLE

Professionals for the future

If you ask Suse Obsi Wirtu about her professional model, nobody occurs to her. In automotive engineering, which is her field of study, and in the sector where she would later like to work, there are hardly any women. She has also sensed scepticism among her male fellow students: "They don't trust that I'm going to stick to the course," says Suse, whose pink trainers go perfectly with her pullover. She smiles proudly. She's never let herself be diverted from her course. "I've been fascinated by cars since I was a child. I wanted to understand how they work."

Now the 22-year-old is among the best in her year. She is studying at the Agro Technical and Technology College (ATTC), which *Menschen für Menschen* has been running in the eastern part of Ethiopia for nearly 30 years. With the college the foundation wants to smooth the way for young men and women to a successful future, provide the growing Ethiopian economy

with professionals and so contribute to the development of the whole country.

Alongside automotive engineering the students at ATTC can also graduate in manufacturing technology, electricity and electrical engineering and agro-ecology – independent of their financial means. For the study is free. Machines, tools, work clothes, reading books, food and accommodation for over 700 students is covered by donations. Among others, Bükert Werke from Ingelfingen is involved here. The technology company particularly wants to promote talented women, and besides Suse supports a further eleven female students.

"The foundation has been supporting me my whole life," says Suse. She was born in Mettu, a small town about 1,000 kilometres south-west of Harar, in a hospital which *Menschen für Menschen* had built. Later she went to primary and secondary schools, both of

which had likewise been constructed by the charity. And when graduates from ATTC enthused to her about the college, her interest was awakened, and she booked into the entrance test. "I studied hard." Suse knew that ATTC is popular, and that each academic year between 1,500 and 2,000 hopefuls apply for about 200 places. "The confirmation came by SMS. I called my father at once. He was even happier than I was."

From the start she was impressed at how practically orientated the training is. Apprentice workshops and laboratories are available to the students. The college is constantly getting orders from businesses or authorities, which students carry out with support from their teachers – almost like in real life. "We can get our hands on motors and machines and test them. That way we learn a great deal," says the young woman.



*"We can offer our students a terrific learning environment: they get work clothes and good food. There is clean water, electricity, internet. That's not the case at all universities."*

Dr Abebe Fanta, 61, president of ATTC

In spite of her hunger to learn, she found it hard at first to live so far from home. She got homesick and often phoned her parents. Yet now she has made a lot of friends on the campus. "I find it great that here I am living with people from all over Ethiopia," she reports, "and that they all bring different cultures and religions with them." Living independently, developing tolerance, getting used to new things, working in teams, carrying out orders in a responsible fashion – these are all things which students learn at ATTC. "I feel well-prepared for life after college," says Suse.

In a few months she has her final written exams, and has to present a big practical project, which she has already been working on intensively with her fellow students. The group have set themselves a tough goal: they want to find technological ways to reduce atmospheric pollution from vehicle emissions.

"Many of the old, second-hand cars which we import are damaging to the environment," explains Suse.

She herself wants to use her knowledge to promote the Ethiopian car industry. Ideally with MOENCO, one of the biggest car companies in Ethiopia. "I've got a good chance of getting a job. We've got a lot more practical experience than graduates of other universities. That's what firms are looking for," says Suse, and says goodbye. She has got to go and study in the library.

WHAT DOES A GOOD PROFESSIONAL TRAINING COST?\*

- Automotive engineering consumables for one academic year: about 700 euros
- Three meals a day per students for one academic year: about 163 euros

\*Example figures: the costs are dependent on price fluctuations, and the amount in euros depends on the exchange rate

FUNDS USED IN 2019

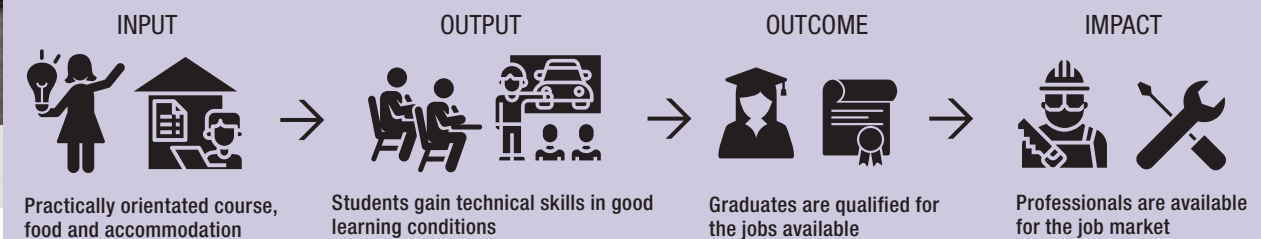
3,656,827 euros

THE MOST IMPORTANT SUCCESSES:

- 9 schools built and equipped
- 198 students from ATTC have completed their degrees
- 4,553 participants in agricultural training



Not everywhere in Ethiopia has study conditions as good as those in ATTC.





# Health

In rural Ethiopia there is a lack of adequate primary health care and well-trained professional staff. If people become ill, they often have to walk for days to get to a doctor or a hospital. For many, medical help is not available at all. We equip rural health centres with materials, give people advice on questions around health care and family planning and explain about HIV. We also train medical staff, organise vaccination campaigns and provide operations – for example, for cataracts.



Ali lovingly takes care of his mother Zewude after the eye operation



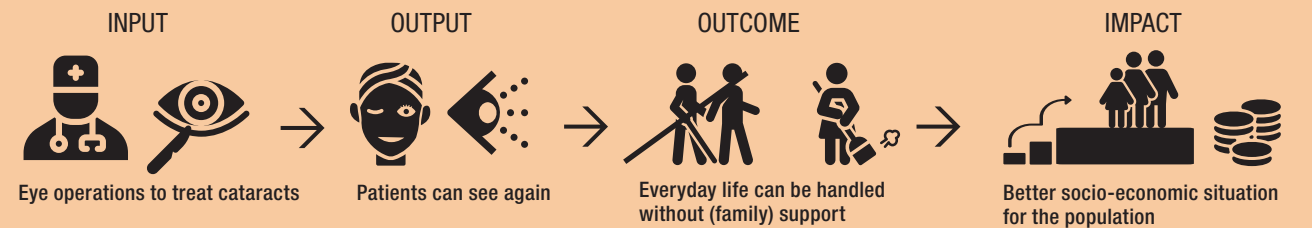
Before they go home, patients receive eye drops

FUNDS USED IN 2019

716,351 euro

THE BIGGEST SUCCESSES:

- 801 cataract operations
- 24,816 children vaccinated
- 30,888 women provided with contraceptives



## PROJECT EXAMPLE

### Back into the light

When Zewude Mehamed's sight became cloudy two years ago – as if an ever-thickening mist were gathering before her eyes – then she knew what it was about. "I was terribly afraid that the same would happen to me as to my husband." Zewude is in her late sixties, her face and thin hands are covered with wrinkles. She has taken care of her husband for six years. He went blind in both eyes as the result of an illness which older people above all have to struggle with all over the world: cataracts.

Cataracts are responsible worldwide for nearly half of all cases of blindness. Alongside the bacterial infection trachoma, it is the most common cause of sight loss in Ethiopia. Today cataracts can be treated in a routine operation. Yet in many African states there is a lack of medical staff: statistically one eye doctor in Africa is responsible for a million people,

compared to around 13,000 in Germany. The great majority of Ethiopian eye doctors practise in Addis Ababa. That makes them unreachable for most people. The journey is too long, and transport, accommodation in the city and the cost of treatment is too expensive.

Several times a year *Menschen für Menschen* therefore organises free operations. They are carried out by trained eye doctors like 43-year-old Fekadu Kassahun. He actually works in a hospital in the capital and travels nearly 600 kilometres to the Borena project area to carry out his mission. He will stay for a week and operate on up to 25 patients a day. *Menschen für Menschen* pays him, and the two nurses who travel with him, a daily rate, as well as covering the cost of lenses and the necessary medical materials, such as needles, cotton wool



*"At the beginning many of those affected didn't know that their cataracts could be treated. Now patients even come from outside the project area."*

Adane Nigus, 53, project manager in Borena and Wogdi

and disinfectants. The government and the hospital pay for transport and accommodation.

The charity also helped Zewude's husband with the operation. "But when things finally went better for him, it started on me," says Zewude. Although at the beginning she could still live at home, after a while she became almost completely blind and had to move in with her son Ali and his family. In spite of having got his sight back, her husband didn't manage to take care of her on his own.

"We take care of everything," reports Ali. While his wife gives her mother-in-law a hand with everyday things, washes and cooks for everyone, Ali tills his one-and-a-half-hectare field. The meagre harvest of wheat, Teff and beans has to do for his family of four and his parents. When he has to buy something, Ali works as a day labourer and earns between 1.5 and

three euros a day. "The pressure weighs heavily on me," admits the 38-year-old.

Through an invitation at the market he learned that the foundation was once again offering operations for cataracts. "I ran home at once and told my mother." Together they took on the difficult journey to the project headquarters in Mekane Selam. "I'm frightened of the injections, but I want to see the treatment through," says Zewude. Like the other patients, she sits in front of the treatment room on a wooden bench, her hair tied out of her face with a plastic bag for the operation. "My husband and other people I know can see again. It must work for me as well," she says confidently. A little later she is called.

The treatment only takes twenty minutes, as Fekadu removes the cataract in Zewude's left eye and inserts an artificial lens. The next morning the eye

bandage is already taken off and she can see again. "To see how happy people are at this moment gives me great joy," says Fekadu. Three days later he will also operate on Zewude's other eye. Then there is a good chance that she will be able to fulfil her greatest wish: to go back to her husband and take care of herself independently.

#### WHAT DOES BETTER HEALTH CARE COST?\*

- Cataract operation per eye: about 30 euros
- Equipping a health centre with medicine: around 58,000 euros

\*Example figures: the costs are dependent on price fluctuations, and the amount in euros depends on the exchange rate



## Human development

Ethiopia is a country which is looking towards the future: about 60 per cent of people are under 25 years old. When young people are lacking opportunities, however, especially on the job market, their frustration grows. They emigrate or turn against the government – in the worst cases with violence. In partnership with the German Society for International Cooperation (GIZ) we have therefore created a “Green Innovation Centre” in the Dano project area, which promotes agricultural production and marketing associations. In this way we want to create local value chains in rural areas and give young women and men possibilities for the future.



Beekeeper Shuguti supplies the Green Innovation Centre in Seyo with honey and wax. Thanks to growing income he can build up his agriculture.



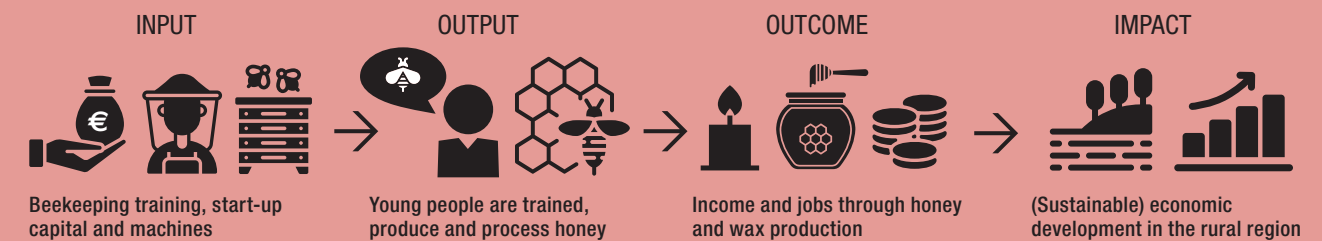
In a beekeeper training session Shuguti learned how he can build better beehives, which bring in significantly more honey.

FUNDS USED IN 2019

1,390,151 euros

THE GREATEST SUCCESSES:

- 810 women have received a microcredit for the first time
- 40 women and men have completed handicraft training
- 515 young people have been trained at the Green Innovation Centre



### PROJECT EXAMPLE

## The bees' gold

There is humming in the garden behind Shuguti Shalama's hut. Countless bees buzz around eleven beehives, land on deep yellow flowers and fly to the nearby river to drink and to collect water to cool their hive.

Shuguti walks slowly along the hives. He checks whether termites, spiders or ants have collected anywhere – the natural enemies of his bees. A beekeeper's jacket protects him. The thin 22-year-old received it from the foundation after a training course in beekeeping. There he learned how he can build better wooden beehives. So far, he has finished six. Protected from the sun, they stand under a roof which is covered with dry grass. The same with other ready-to-use modern beehives, which Shuguti has bought from the foundation at a favourable price.

He had already tried his luck as a beekeeper earlier: with woven baskets, which he hung in branches

to attract wild bees, he got at the most two kilos of honey per hive. The first harvest from his new beehives is still to come: "I reckon on more than 200 kilos."

Shuguti will sell this to cooperatives in the Green Innovation Centre in Seyo: one of them processes the honey further, other young entrepreneurs put it in jars and a different company markets it. *Menschen für Menschen*, together with the German Society for International Cooperation (GIZ), brought the centre to life in the small town in the Dano project area in 2015. In this area Niger seed, maize and soya beans thrive particularly well, yet up until now these raw materials have hardly at all been processed by the farmers living here. Wholesalers buy them at a very favourable price and transport them off. The centre serves to prevent this sucking off of profits: the goal

instead is to build up value chains locally and to create income for the many unemployed young people.

So far more than 400 women and men have organised themselves into start-ups. In the foundational phase they received start-up capital and machines. In training sessions, they learned how they can process honey, produce animal feed and make valuable oil from Niger seeds. In the meantime, the cooperatives work independently. "Now we want to offer even more people prospects and to further build up the production of honey and animal feed." That's how Tesfalidet Gebrekidan, deputy manager of the Dano project area, describes the goal of the second project phase, which runs until 2021 and aims to reach a further 800 women and unemployed young people.

In Shuguti's community alone the charity has trained 37 young beekeepers. Like him they supply it



*"The cooking oil is popular and is even supplied to hotels in Addis Ababa. We want to also make our honey better known and create our own market."*

Tesfalidet Gebrekidan, deputy project manager in Dano

to the cooperatives in Seyo, and several times a week are still visited by the charity's development assistants. "Especially for people who possess little or no farmland of their own, beekeeping is a good way of making an income," says Tesfalidet. "Shuguti's little garden is sufficient to get enough money with the bees." Even more valuable than the honey is the beeswax. Roughly speaking, his buyers at the Green Innovation Centre pay almost 5.50 euros per kilo. For a kilo of honey, the young beekeeper earns about 4 euros. "Earlier I simply threw the wax away. I didn't know how valuable it is," says Shuguti. With the proceeds from the first 18 kilos he bought himself two sheep. "When I have saved up some money, I'll buy myself an ox," says Shuguti.

He left school after year three so as to help his family in the fields. He is proud of the fact that as

someone who is illiterate, he can learn a profession in the charity's training sessions. "Earlier I tried to get honey somehow, today I'm a professional beekeeper," says Shuguti grinning. He has a two-year-old son. "Elias should learn to read, write and add up and later go on to study," he says. "I'm going to work hard for his future." The bees will help him.

### HOW MUCH DOES START-UP SUPPORT FOR A BEEKEEPER COST?\*

- A beehive: about 71 euros
- 15-day training in beekeeping (including basic skills and running a business): around 50 euros per person

\*Example figures: the costs are dependent on price fluctuations, and the amount in euros depends on the exchange rate



## Educational and public relations work

Every culture has material and immaterial goods which enrich us all. We therefore link our development work in Ethiopia with systematic educational and public relations work here in this country. We don't just want to open people's eyes to the difficult living conditions in Ethiopia. It's important to us at the same time to show the potential of people and their country. So we promote the concept of partnership-based development work, in which both sides bring something to the table and in which we can all learn from each other.

We organise our communications activities so that we reach various target groups through appropriate media and formats. Our voluntary supporters, donors and funding agencies are important stakeholders. They have a right to know how we use the money which has been entrusted to us. Regular information for donors, the quarterly NAGAYA MAGAZINE and our annual report with its integral finance report all contribute to that.

Our youth initiative HIGH FIVE 4 LIFE is aimed at young people and young adults. It provides young people with an insight into the east African country and challenges them to contribute through their own commitment to improving the living conditions of people in rural Ethiopia. The action portal [www.highfive4life.de](http://www.highfive4life.de) supplies age-appropriate information and gives tips about how to get involved.

We get wide publicity through our website [www.menschenfuer-menschen.de](http://www.menschenfuer-menschen.de) where alongside current information about our project work, press releases and our publications are also downloadable. In 2019 we redesigned the site in a modern way and made navigation easier. Our Facebook site, where we invite people to have a conversation and report the latest about important events and activities, had about 7,600 followers at the end of 2019. We are also present on Instagram, Twitter and Youtube.

So that journalists can themselves get a picture of our work on the ground, in 2019 we also organised press trips to the project area in Ethiopia. In addition, our staff as well as many volunteer activists visited schools and events of various kinds, informed people about our work and won new supporters and friends. We were represented with an information stand at, among other places, the Munich Charity Fair, at the Donaaside Festival and the Heroes Market in Berlin, as well as in a stage discussion at Ulm theatre which included an exhibition.



Sawn in half or not? In any case, a great way to support the charity.

### MAGICAL HELP

In September 2019 "Magic Man" Willi Auerbach and a top-class team of artists enchanted more than 750 guests at a variety show in Freiburg town theatre. A varied evening programme was offered full of comedy, artistry, music, dance and magic. The artists completely renounced their fees in favour of the charity.

The illusionist from Freiburg im Breisgau has been supporting our foundation since 2003, and since 2017 has been an ambassador for *Menschen für Menschen*. Meanwhile the magician has already been in Ethiopia twice to visit the development projects. After his return the artist was deeply moved: "Help from *Menschen für Menschen* reaches the population and gives them hope for a better future."

### WITH WISH BAUBLES TO THE GOAL WALL

A goal wall was the main prize – the perfect motivation to make a special effort with "Action Wish Bauble". Before Christmas 2018 and as part of the campaign HIGH FIVE 4 LIFE, *Menschen für Menschen* invited children and young people to decorate a Christmas tree with "wish baubles". This highlighted the living conditions of people in Ethiopia, so that the greatest amount of contributions could be collected. The students from the Pestalozzi school in Forchheim collected the biggest sum. In May 2019 the young fundraisers received their prize and learned about the project work of our foundation in a presentation. There was huge happiness about the goal wall (sponsored by the company Wandkick) and of course it was put to use at once.



Tree decorations with donor impact



### PHOTO EXHIBITION "ETHIOPIA FASCINATION"

In summer 2019, Michael Horbach made his gallery rooms in Cologne available for a special photo exhibition: "Fascination Ethiopia" provided the numerous visitors with living insights into the country, captured by photographer Rainer Kwiotek. He has supported the work of *Menschen für Menschen* for over 15 years. On the often hours-long drives to the project areas he has been met with much which is beautiful, curious and bizarre. From this came the special series of photos which tells about the present times of the people of Ethiopia and includes powerful moments of change. Because of high demand "Fascination Ethiopia" is now touring as a travelling exhibition through Germany.



Lively public interest at the opening reception in Cologne.

### VOLUNTEERING FOR MENSCHEN FÜR MENSCHEN

Home-made marmalade, arts and crafts from Ethiopia – as in every summer and winter the volunteer helpers from the Munich working group once again offered their products at the Tollwood Festivals in 2019, gave out information about the work of *Menschen für Menschen* and collected donations. The Munich working group with its 30 or so members has supported our foundation for 28 years. "The happy faces of people in Ethiopia show us that our efforts have been worth it," underlines Hajo Hentrich, the leader of the working circle. It's one example among many – other voluntary initiatives in 2019 also showed special dedication: in Plüderhausen with a fantastic benefit concert from the world-famous German Brass Band, in Bottrop with the ever-successful markets and in Klein-Winternheim with a mega flea market. Last but not least we congratulate our oldest active working circle in Bad Staffelstein, which is celebrating its 35th anniversary. A big thank you to everyone from us!



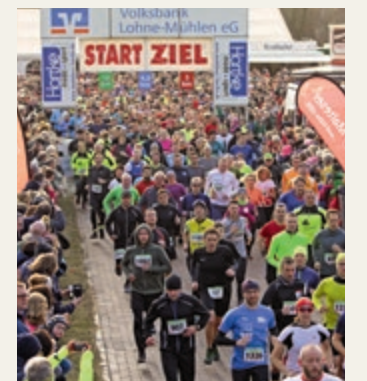
The Munich working circle with a richly decorated stand at the Tollwood Festival.

### "ATHLETES AGAINST HUNGER" WITH NEW RECORD PROCEEDS



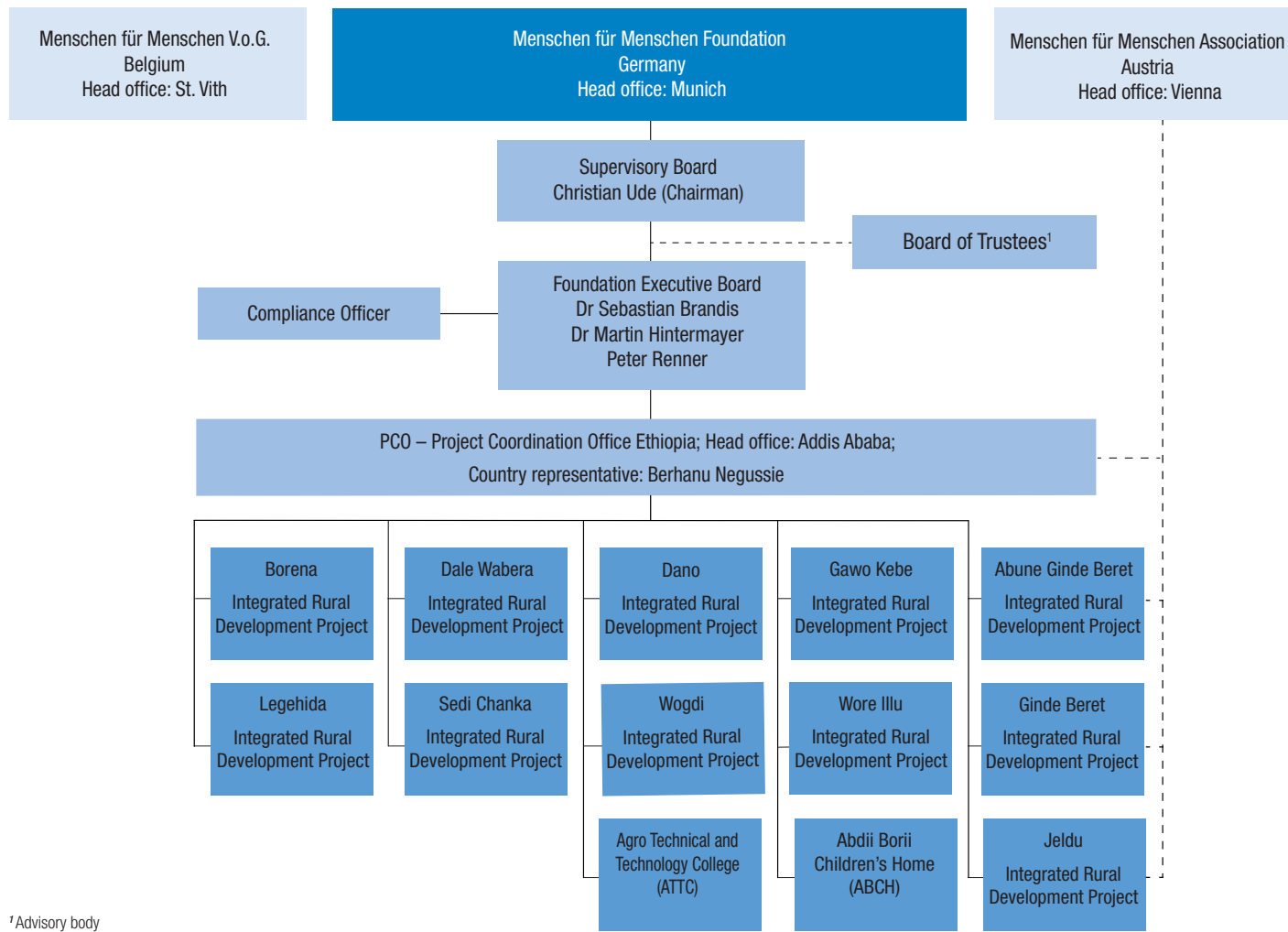
Successfully collecting donations for 36 years with fun and sporting ambition.

An initiative which is unique in the German sport and media landscape has meanwhile raised over 2.8 million euros for *Menschen für Menschen*: "athletes against hunger", a community project of the newspaper Oldenburgische Volkszeitung and the Vechta sports club, went to the starting line in 1984, three years after the famous bet by Karlheinz Böhm, and has developed in its almost 36-year history into one of the biggest popular sports movements with thousands of participants. Each year over 50 clubs organise their own charity sporting events with great creativity, from New Year's Eve runs to bobsleigh championships to spectacular cycling competitions. The latest edition of the campaign brought in record proceeds of around 260,000 euros. 200,000 euros go directly to *Menschen für Menschen* and this time will go towards the building of the Higher Secondary School in Ijaji.





# The foundation in 2019



<sup>†</sup> Advisory body

## LOCATIONS AND STRUCTURE

*Menschen für Menschen* is politically and denominationally neutral and economically independent. The Menschen für Menschen Foundation Germany works with the 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 organises all the activities in the project regions, carries them out and monitors them in consultation with partner organisations. The Ethiopian organisation is officially a branch of the German foundation. The Austrian association takes on an additional controlling function for the project areas which it finances.

The Head Office of the German foundation is in Munich. In 2019 an average of 28 full-time and part-time staff\* were working in the Executive Office, Press, Fundraising and Communications, Donor Support, Development Cooperation, Procurement and Logistics, Finance and IT. In Ethiopia the foundation employed an average of 647 people, of which only four were not from Ethiopia. In Germany, in addition, roughly 400 volunteers have supported our activities in various places. That means that with a small expenditure on administration and fundraising we can achieve a maximum of help for people in Ethiopia.

\*Including three members of staff on maternity leave

## BOARDS AND PEOPLE

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

**THE EXECUTIVE BOARD** consists of a maximum of seven members. Up to three members of the Board are Managing Directors within the meaning of Section 26 of the German Civil Code (BGB) and are paid for their work on the basis of written contracts of employment. As of 31 December 2019, three Managing Directors were in post:

- Dr Sebastian Brandis (Spokesman)
- Dr Martin Hintermayer
- Peter Renner



Chairman of the Supervisory Board, Christian Ude, travelling in the project areas – here in Jeldu.



**THE SUPERVISORY BOARD** approves the budget, appoints the Executive Board, advises the latter on key issues and monitors its activity, making sure especially that it adheres to the will of the founder. It consists of at least two, and at most seven members. On 31 December the Supervisory Board consisted of the following:

- Christian Ude, chairman of the Supervisory Board
- Dr Hans Peter Lankes, deputy chairman
- Dr Annette Bhagwati
- Dietmar Krieger
- Dr Ingrid Sollerer
- Dr Peter Hanser-Strecker

**THE BOARD OF TRUSTEES** has a role which is simply to advise the Executive and the Supervisory Board. It consists of at least six and at most 15 members.

On 31 December 2019 it comprised the following: Ralf Bos, Gunther Beger, Dr Roland Folz, Erich Jeske, Dirk Kasten (chair), Dr Claas Dieter Knoop, Sara Nuru (deputy chair), Harald Spiegel, Wolfgang Tiefensee and Helga Weygandt.

**THE COMPLIANCE OFFICER** ensures that the foundation always carries out its activities in accordance with the law and preserves high ethical standards in all areas. Regina Sieh, senior magistrate of the Public Prosecution Office in Munich, has held this office since 30 June 2017. She succeeded Karl Peter Puskajler, former presiding judge at the

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.

**THE DATA PROTECTION OFFICER** advises the foundation, and its staff and volunteers, on questions of data protection and ensures that statutory regulations are adhered to. Since 13 July 2017 Dr Georg Schröder has acted as our Data Protection Officer.

## FUNDRAISING SEAL OF APPROVAL CONSISTENTLY SINCE 1993

Each year *Menschen für Menschen* submits itself to an examination by the Central German Institute for Social Affairs (DZI). In 2019 DZI once again awarded the foundation its seal to confirm that the organisation has been diligent and responsible with the funds which have been entrusted to it. *Menschen für Menschen* has won the award consistently since 1993.



## CLEAR PRINCIPLES, BINDING RULES

Binding principles and rules apply to the behaviour of *Menschen für Menschen's* staff. They are laid out in a series of guidelines.

- Our Code of Conduct on the prevention and handling of corruption requires our staff to carry out tasks in a way which fulfils their duties in accordance with the law, points out typical conflicts of interest and makes clear the consequences of corrupt behaviour. It is complemented by putting into action the internal complaints procedure.
- Our Procurement Guidelines establish principles, procedures and prerequisites for the awarding of all contracts.
- Our Travel Expenses Regulations lay out the rules by which reimbursement is provided to members of staff, of the Supervisory Board, the Executive Board and the Trustees Board.
- Our Investment Guidelines describe the principles by which *Menschen für Menschen* invests on the financial market.
- Our Guidelines on Awareness Raising and Public Relations define the contents and means of public relations work, and the rules of partnership with companies, service providers, agencies and ambassadors.
- Our Guidelines on Signatory Authority establish signatory authorisation and rules on delegated authority for internal decisions and interactions with external partners.

On the initiative of Transparency International Germany, actors from civil society and science have defined ten things, which every charitable organisation should make accessible to the public. *Menschen für Menschen* is a signatory of the initiative.





# Annual financial statement 2019

In 2019 we continued the financially positive trend of the previous year. Donations and grants rose altogether by around ten per cent from 12.4 to 13.7 million euros, and in terms of pure donations and public grants the growth was significantly higher. Because of this we could increase our expenditure in Ethiopia, from 9.8 to 10.7 million euros, and carry out more activities.

## BALANCE SHEET AS OF 31 DECEMBER 2019

ASSETS		
	31.12.2019 in €	31.12.2018 in €
<b>A. FIXED ASSETS</b>		
<b>I. Intangible assets</b>		
Software	60,376.41	114,960.49
<b>II. Tangible assets</b>		
1. Land, leasehold rights and buildings, including structures on third-party land	3,283,705.10	3,440,532.41
2. Technical equipment and machinery	14,313.00	16,515.00
3. Other installations, operational and office equipment	783,626.96	763,543.32
	<b>4,081,645.06</b>	<b>4,220,590.73</b>
<b>III. Financial assets</b>		
Investment securities	5,761,530.98	4,026,269.35
	<b>9,903,552.45</b>	<b>8,361,820.57</b>
<b>B. CURRENT ASSETS</b>		
<b>I. Inventories</b>		
1. Raw materials and supplies	2,130,506.52	2,246,171.79
2. Advance payments	65,123.59	106,495.94
	<b>2,195,630.11</b>	<b>2,352,667.73</b>
<b>II. Amounts receivable and other assets</b>		
Other assets	459,156.99	408,344.00
- thereof with a residual term of more than one year: € 25,257.67 (previous year € 25,240.40)		
<b>III. Cash in hand, bank deposits</b>	19,984,786.63	21,294,528.68
	<b>22,639,573.73</b>	<b>24,055,540.41</b>
<b>C. DEFERRED INCOME</b>	9,992.96	5,359.09
	<b>32,553,119.14</b>	<b>32,422,720.07</b>

# Annex for the fiscal year 2019

## GENERAL INFORMATION

Pursuant to Section 16 (1) of the Bavarian Foundation Act (BayStG) the Menschen für Menschen Foundation – Karlheinz Böhm's charity, 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 are 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 pointed out.

The accounting and valuation principles of the foundation have essentially remained unchanged compared to the previous year.

## 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 has been received. The potential claim at the time of death of the testator is not entered into the balance sheet at the current value, due to uncertainties in the realisation of the estate.

LIABILITIES		
	31.12.2019 in €	31.12.2018 in €
<b>A. NET EQUITY</b>		
<b>I. Foundation capital</b>	1,576,407.92	1,421,581.92
<b>II. Revenue reserves</b>		
1. Capital maintenance reserves	345,000.00	320,000.00
2. Other revenue reserves	29,027,698.15	29,240,134.00
	<b>29,372,698.15</b>	<b>29,560,134.00</b>
	<b>30,949,106.07</b>	<b>30,981,715.92</b>
<b>B. PROVISIONS</b>		
Other provisions	179,351.52	181,335.08
<b>C. LIABILITIES</b>		
1. Supplies and services payable	88,025.31	253,749.47
- thereof with a residual term of up to one year: € 88,025.31 (previous year € 253,749.47)		
2. Miscellaneous liabilities	1,336,636.24	1,005,919.60
- thereof with a residual term of up to one year; € 1,122,126.93 (previous year € 1,005,919.60)		
- thereof with a residual term of more than one year: € 214,509.31 (previous year € 0.00)		
- thereof from taxes: € 58,934.81 (previous year € 38,995.62)		
- thereof in the area of social security: € 21,187.01 (previous year € 11,616.26)		
	<b>1,424,661.55</b>	<b>1,259,669.07</b>
	<b>32,553,119.14</b>	<b>32,422,720.07</b>



Intangible and fixed assets are listed at their acquisition costs less depreciation. Freely acquired assets that must be capitalised are listed at notional costs according to a carefully calculated estimate of fair value.

Expired stock was subject to scheduled depreciation. Intangible assets acquired were depreciated by the straight-line method, as were accruals to fixed assets.

Securities listed under financial assets were recorded at acquisition cost at the time of purchase and free accruals at notional cost. Notional costs are according to market value on the date of acquisition. Extraordinary depreciation of financial assets was calculated in order to achieve a better picture of the organisation's net assets, financial position and revenue in anticipation of a decline in value which is only temporary.

A detailed breakdown of the development of fixed assets in the financial year 2019 is included as an appendix.

Inventories were valued on the principle of lowest cost.

Receivables and other assets are listed at their nominal value, or at their fair value in the case that this is lower than the nominal value.

Cash holdings and bank balances are recorded at their nominal value. Cash holdings and bank balances in Ethiopian currency were calculated by the cut-off date method at the mean spot exchange 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 or the initial entry of fixed assets and inventories in the balance sheet of 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 2019

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 € 1,576,407.92. 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 € 1,337,000 (previous year: € 1,006,000) include liabilities

from earmarked donations amounting to € 266,000 (previous year: € 255,000) and liabilities from public subsidies totalling € 981,000 (previous year: € 698,000).

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 2019

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 these are 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.

In 2018 the foundation entered into a cooperation agreement with its Austrian sister organisation that is carried out through annual project agreements. 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 2019 amounted to € 2,041,000. Contributions of € 100,000 were received from Belgium.

Other revenues include, in particular, sponsor revenue (€ 179,000), cash receipts from cost-sharing (€ 145,000), income from foreign currency conversion (€ 13,000), revenue from the addition to financial assets (€ 100,000), revenue from the sale of securities (€ 70,000), revenue from the sale of fixed assets (€ 243,000) and income from the reversal of accrued liabilities (€ 37,000).

### EVENTS SINCE THE BALANCE SHEET DATE

The losses in securities set off by the Covid-19 pandemic also had an impact on the fixed assets of the foundation. The current portfolio of shares and funds has been acquired at a purchase price of around € 4 million and so makes up about 12% of the balance sheet total. The current losses on the stock market of 20-30% which we are seeing at the moment have had an effect of around 3% on the balance sheet total. Because of the high cash assets, liquidity shortages are not expected.

### OTHER INFORMATION

In the financial year 2019 the Executive Board consisted of three managing members:

- Herr Dr Sebastian Brandis (spokesman)
- Herr Dr Martin Hintermayer
- Herr Klaus-Peter Renner

Remuneration paid to Board members in the financial year 2019 amounted to approximately € 283,000.

In the financial year 2019 the Supervisory Board was composed of the following members:

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

### PROFIT AND LOSS ACCOUNT FOR THE FINANCIAL YEAR FROM 1.1. TO 31.12.2019

	1.1.-31.12.2019 in €	1.1.-31.12.2018 in €
<b>1. Donations and other contributions</b>		
a) Donations	9,404,072.01	7,647,415.59
b) Legacies	601,086.64	1,614,059.06
c) Fines	3,830.00	36,181.00
d) Public grants	1,362,771.28	676,146.41
e) Contributions from sponsoring associations	144,500.00	168,000.00
f) Contributions from partner organisations (Contributions from Austria: € 2,041,000.00; Contributions from Belgium: € 100,000.00)	2,141,194.18	2,278,336.82
	<b>13,657,454.11</b>	<b>12,420,138.88</b>
<b>2. Other operating income</b>	787,111.06	890,776.51
- thereof from foreign currency exchange € 13,118.82 (previous year € 45,758.23)		
<b>3. Material costs</b>		
a) Expenses for raw materials and supplies	-3,230,235.59	-2,132,700.05
b) Expenses for services	-2,548,353.31	-2,433,759.70
	<b>-5,778,588.90</b>	<b>-4,566,459.75</b>
<b>4. Staff costs</b>		
a) Wages and salaries	-4,406,828.03	-4,694,240.51
b) Social security contributions, pensions and benefits	-565,072.36	-608,478.94
	<b>-4,971,900.39</b>	<b>-5,302,719.45</b>
<b>5. Depreciation on intangible assets and fixed assets</b>	-433,622.91	-567,323.64
<b>6. Other operating expenses</b>	-3,574,047.26	-3,425,754.75
- thereof from currency exchange € 225,136.52 (previous year € 99,262.34)		
<b>7. Income from other securities and loans of financial assets</b>	170,578.93	203,632.65
<b>8. Other interest and similar income</b>	55.24	4.04
<b>9. Depreciation on financial assets</b>	-36,934.75	-162,684.29
<b>10. Tax on income and earnings</b>	-5,299.22	-0.00
<b>11. Revenue after tax</b>	<b>-185,194.09</b>	<b>-510,389.80</b>
<b>12. Other taxes</b>	-2,241.76	-447.37
<b>13. Annual deficit</b>	<b>-187,435.85</b>	<b>-510,837.17</b>
<b>14. Additions to capital maintenance reserve</b>	-25,000.00	-25,000.00
<b>15. Withdrawals from other revenue reserves</b>	212,435.85	535,837.17
<b>16. Year-end result</b>	<b>0.00</b>	<b>0.00</b>

Total lease commitments for the office building in Brienner Strasse and the warehouse in Reichenhaller Strasse in Munich, based on the currently valid lease contracts amounted to € 680,000. The tenancy agreement for the office building runs until 30 July 2024 (rear building) or until 30 July 2029 (front building). The lease for the warehouse is due to expire on 30 June 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 approximately € 34 million at the balance sheet date.

Remuneration totalling € 44,000 (excluding VAT) paid to the auditor for the financial year, calculated or to be calculated, consists of € 36,000 for the audit of the annual financial statement and € 8,000 for tax advisory services.

On a yearly average the foundation employs 27 members of staff in Germany. In Ethiopia on average 644 full-time employees were engaged in carrying out the tasks of the foundation, of which only four are not from Ethiopia.



## DEVELOPMENT OF FIXED ASSETS IN THE FINANCIAL YEAR 2019 IN €

	COSTS OF ACQUISITION AND PRODUCTION				ACCRUED DEPRECIATION					NET CARRYING AMOUNT	
	1. Jan 2019	ACCRUALS	RETIREMENTS	31. Dec 2019	1. Jan 2019	ACCRUALS	WRITE-UPS	RETIREMENTS	31. Dec 2019	31. Dec 2019	31. Dec 2018
<b>I. INTANGIBLE ASSETS</b>											
Software	833,449.05	159.98	0	833,609.03	718,488.56	54,744.06	0	0	773,232.62	60,376.41	114,960.49
<b>II. FIXED ASSETS</b>											
1. Land, land rights and buildings, including buildings on third-party land	4,072,487.21	0	0	4,072,487.21	631,954.80	156,827.31	0	0	788,782.11	3,283,705.10	3,440,532.41
2. Technical equipment and machinery	80,329.89	0	0	80,329.89	63,814.89	2,202.00	0	0	66,016.89	14,313.00	16,515.00
3. Other property, plant & equipment	1,953,300.87	239,933.18	41,851.13	2,151,382.92	1,189,757.55	219,849.54	0	41,851.13	1,367,755.96	783,626.96	763,543.32
	<b>6,106,117.97</b>	<b>239,933.18</b>	<b>41,851.13</b>	<b>6,304,200.02</b>	<b>1,885,527.24</b>	<b>378,878.85</b>	<b>0</b>	<b>41,851.13</b>	<b>2,222,554.96</b>	<b>4,081,645.06</b>	<b>1,885,527.24</b>
<b>III. FINANCIAL ASSETS</b>											
Investment securities	4,266,938.92	3,207,246.94	1,571,453.54	5,902,732.32	240,669.57	36,934.75	100,105.74	36,297.24	141,201.34	5,761,530.98	4,220,590.73
	<b>11,206,505.94</b>	<b>3,447,340.10</b>	<b>1,613,304.67</b>	<b>13,040,541.37</b>	<b>2,844,685.37</b>	<b>470,557.66</b>	<b>100,105.74</b>	<b>78,148.37</b>	<b>3,136,988.92</b>	<b>9,903,552.45</b>	<b>8,361,820.57</b>

Munich, 25 May 2020

Dr Sebastian Brandis

Klaus-Peter Renner

Dr Martin Hintermayer

## INDEPENDENT AUDITOR'S REPORT

To the Menschen für Menschen Foundation, Karlheinz Böhm's charity, 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 charity, Munich – consisting of the balance sheet as of 31 December 2019, the profit and loss account for the financial year ending 31 December 2019 and the appendix, including the presentation 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 German commercial regulations, as applicable to all businessmen, and convey, in observance of German principles of proper accounting, an accurate impression of the current assets and financial situation of the foundation as of 31 December 2019 and its earnings situation for the financial year from 1 January 2019 to 31 December 2019.

In observance of Section 322 (3) (1) of Germany's Commercial Code (HGB) we confirm that our audit has not resulted in any objections as to the correctness of the Annual Financial Statements.

**Basis for the audit opinion**

We conducted our audit of the Annual Financial Statements pursuant to Section 317 HGB in observance of 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 observance of 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 for ensuring that the Annual Financial Statements, in accordance with the German principles of proper accounting, give an accurate picture 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 observance of the German principles of proper accounting to enable the preparation of Annual Financial Statements free of any material misrepresentations, whether 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 share information which is relevant to the continuation of these business activities. They are also responsible, on the basis of accounting principles, to produce a financial evaluation for the continuation of business activities, insofar as this 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 certainty that the Annual Financial Statements as a whole are free from material misrepresentations – intended or unintended – and to issue a certificate that contains our audit opinion of the Annual Financial Statements.

Sufficient certainty is a high degree of certainty, but is 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 a material misrepresentation. Misrepresentations may result from violations or errors and are seen as material if it could be reasonably expected that they, individually or as a whole, would influence the economic decisions of recipients 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 misrepresentations – intended or unintended – in the Annual Financial Statements, plan and perform audit procedures in response to these risks and obtain evidence that is adequate and suitable as a basis for our audit opinion. The risk that material misrepresentations are not discovered is greater in the case of violations than of 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 auditing procedures which are appropriate to the given circumstances, but not with the aim of submitting an audit opinion as to the efficacy of the foundation's systems.

- we assess the suitability of the accounting methods used by the legal representatives and to what degree the figures and related information they have provided are justifiable.
- 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 uncertainty exists in connection with events or circumstances that could cast significant doubt on the ability of the foundation to continue business activities. In the event that we come to the conclusion that a substantial uncertainty exists, we are obliged to draw attention, in the audit opinion, to the relevant information in the Annual Financial Statements or, if this information is inappropriate, 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 presentation, structure and contents of the Annual Financial Statements, including the additional information, and whether the Annual Financial Statements portray the underlying transactions and events in such a way that, in observance of the German principles of proper accounting, they convey a true picture of the foundation's assets, financial position and revenue.

Along 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 PERSUANT TO SECTION 16 (3) OF BAYSTG.

We have examined the preservation of the core assets as of the balance sheet date, 31 December 2019, and the proper use of its revenue and donations intended for allocation in the financial year from 1 January 2019 to 31 December 2019.

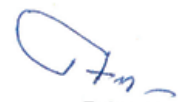
In our opinion, as of the balance sheet date 31 December 2019, the core assets were preserved in all material respects and the revenue and donations intended for allocation in the financial year ending 31 December 2019 were used for the purpose intended.


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, 25 May 2020

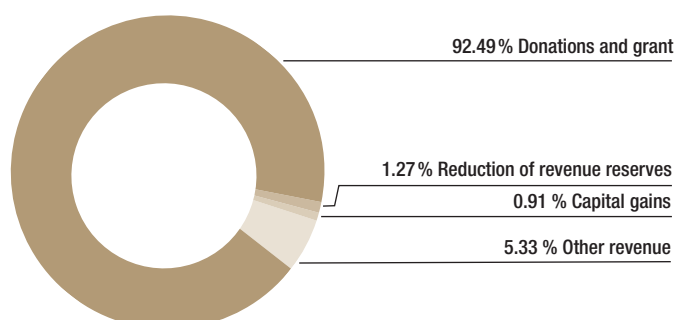
  
Peteresen  
Wirtschaftsprüfer

  
ppa. Reinholdt  
Wirtschaftsprüfer

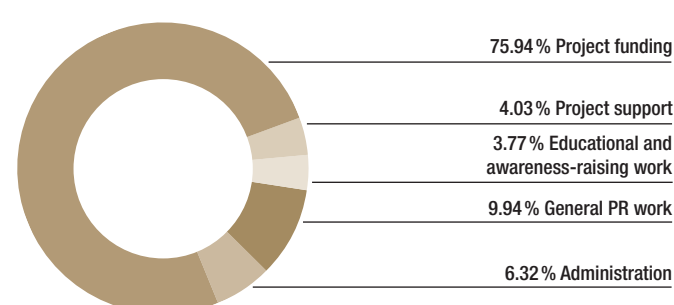
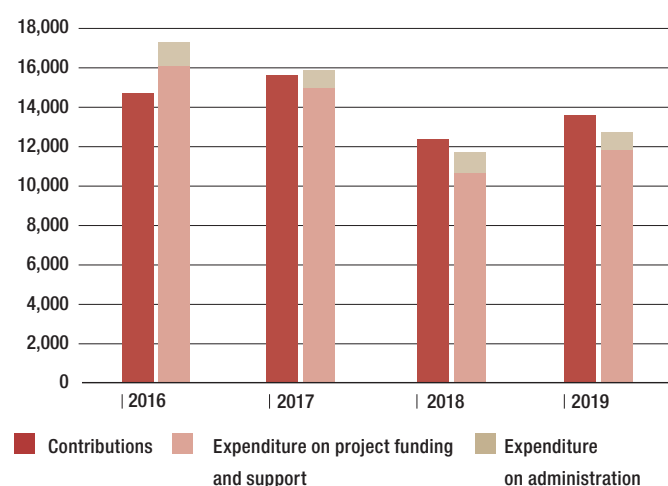
DR. KLEEBERG & PARTNER GMBH  
WIRTSCHAFTSPRÜFUNGSGESELLSCHAFT  
STEUERBERATUNGSGESELLSCHAFT

**WHERE THE FUNDS CAME FROM**

Source of funds 2019

**WHERE THE FUNDS WENT**

Use of funds 2019

**DEVELOPMENT OF CONTRIBUTIONS AND EXPENDITURE 2016 TO 2019 IN '000s OF €**

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

**DZI BREAKDOWN 2019**

EXPENDITURE	PROJECT COSTS	Project funding	Project support	Educational and awareness-raising work	General PR work	Administration
		1	2	3	4	5
Communications work	1,140,727.08	0.00	0.00	184,626.00	951,150.14	4,950.95
Press work	97,377.53	0.00	0.00	43,628.34	43,628.34	10,120.85
Donor care and finance	196,797.04	0.00	0.00	0.00	4,946.18	191,850.86
Committees, IT, purchasing	809,775.38	497,583.79	95,542.61	47,822.09	75,671.55	93,155.35
<b>Subtotal</b>	<b>2,244,677.03</b>	<b>497,583.79</b>	<b>95,542.61</b>	<b>276,076.43</b>	<b>1,075,396.21</b>	<b>300,078.00</b>
Cost of office space	131,573.66	5,197.16	34,932.81	19,565.00	27,512.05	44,366.64
Other general expenses (e.g. office supplies)	106,820.55	4,131.40	27,769.27	16,444.16	23,207.18	35,268.54
<b>Subtotal of other operating expenses</b>	<b>2,483,071.24</b>	<b>506,912.34</b>	<b>158,244.68</b>	<b>312,085.59</b>	<b>1,126,115.44</b>	<b>379,713.18</b>
Staff costs in Germany	1,650,473.13	65,193.69	438,200.62	245,425.35	345,113.93	556,539.54
<b>Total expenditure Germany</b>	<b>4,133,544.37</b>	<b>572,106.03</b>	<b>596,445.30</b>	<b>557,510.95</b>	<b>1,471,229.37</b>	<b>936,252.72</b>
Project work in Ethiopia	7,382,090.82					
Staff costs in Ethiopia	3,287,000.00					
<b>Total costs Ethiopia</b>	<b>10,669,090.82</b>	<b>572,106.03</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>TOTAL EXPENDITURE GERMANY AND ETHIOPIA</b>	<b>14,802,635.19</b>	<b>11,241,196.85</b>	<b>596,445.30</b>	<b>557,510.95</b>	<b>1,471,229.37</b>	<b>936,252.72</b>
Breakdown by percentage according to DZI criteria	100.00%	75.94%	4.03%	3.77%	9.94%	6.32%

**ADDITIONAL NOTES ON EXPENDITURE****PROJECT FUNDING**

Project funding includes all expenses for integrated rural development in Ethiopia, as listed in detail on pages 14 to 29. 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 unavailable or of inadequate quality on the local market, is likewise included.

**CAMPAIGNING, EDUCATIONAL AND AWARENESS-RAISING WORK**

Raising public awareness is set as a self-contained goal in the foundation charter. To this end we organise and support a wide variety of events, for example in schools or within the context of adult education. The aim is to convey a picture of an Africa on an equal footing and to raise awareness of the living conditions of its people.

**GENERAL PUBLIC RELATIONS WORK**

This item comprises mainly expenditure for fundraising through the various channels with which we communicate with donors (compare also pages 30–31).

**ADMINISTRATION**

The foundation calculates its administration and advertising costs in accordance with the guidelines of the German Central Institute for Social Affairs (DZI). They include finance, IT support, human resources, and expenses for executive management.

**STAFF COSTS AND REMUNERATION**

In 2019 the annual remuneration of the Executive Board (three-person committee) came to a total of € 283,000. Among the small number of staff working in Germany three basic levels of salary can be distinguished. Staff salaries depend upon the level of responsibility assumed, competence and achievement, professional experience and the duration of employment within the organisation.



been in place for five months, but as things stand in June 2020, we do not know how far our project work will be affected. For the moment – although with some difficulty – it continues. In Ethiopia it is the economic and social consequences of the Corona crisis which are above all a big danger.

### SUMMARY

As we carry out the big projects which we had already planned in 2019, we are taking our concept of integrated rural development to new project areas. We are also building up other areas of activity, such as creating sustainable jobs.

The regained stability of the foundation enables us to create, through stronger public relations, an awareness of the need for a partnership with Africa and also to point out the effectiveness of the foundation's work in the last decades. At the same time various factors such as the continuingly unsettled situation in Ethiopia and the pandemic which is still in its early stages increase the uncertainty of a successful realisation of our projects.

### FINANCIAL PLANNING 2020

	'000s of €
<b>GRANTS AND DONATIONS</b>	
- from Germany	11,353
- from Austria	2,245
- from Belgium	85
- other revenue	800
<b>TOTAL INCOME</b>	<b>14,483</b>
<b>PROJECT FUNDING</b>	
Sustainable land management	-2,448
WaSH (water, sanitation and hygiene)	-1,269
Education	-4,440
Health	-868
Human development	-1,684
<b>TOTAL PROJECT FUNDING</b>	<b>-10,708</b>
<b>TOTAL PROJECT FUNDING</b>	<b>-12,951</b>
<b>PLUS CONTROLLING</b>	
Project support	-724
Campaigns, educational and awareness-raising work	-677
General PR work	-1,786
Administration	-1,136
<b>TOTAL OPERATING EXPENSES</b>	<b>-17,274</b>
<b>ADDITIONAL OPERATING EXPENSES</b>	<b>-2,791</b>
<b>REDUCTION IN RESERVES</b>	<b>2,791</b>
<b>YEAR-END RESULT</b>	<b>0</b>

unemployed women. This includes a project which began in 2019 to set up a coffee cooperative in partnership with the Bavarian State Chancellery and the firm Dallmayr.

### OPPORTUNITIES AND RISKS

In 2019 the political situation in Ethiopia was once again unsettled. The number of attacks has increased, and in the view of the elections which were originally planned for August 2020 many political groupings took up opposing positions. That led to conflicts continuing to become violent. Our foundation caught the brunt of it in the three western project areas which were meanwhile closed, in part prematurely. Although the risk of further unrest remains for our work and our employees, the situation in the new and continuing project areas is so far relatively stable. Through the change in the constitution which we made in 2019, *Menschen für Menschen* can, if necessary, also become active in Ethiopia's neighbouring states. That creates new opportunities for our project work, because public funders see a great need for action, especially in Eritrea.

The project work in Ethiopia is also being affected by climate change: the traditional predictable rainy seasons are being delayed, the dry periods are becoming more common and we are having to bore deeper and deeper in search of ground water for wells. Since people are fleeing rural areas as a result,

we are more and more seeing our task as a foundation to be the initiation of sustainable village development. For this reason, for example, we are increasingly constructing whole water supply systems rather than individual hand-dug wells.

On the income side there are also risks: because of age the foundation is losing long-standing donors, and winning new donors is expensive. In 2019 the proportion of new donors stood at a pleasing ten per cent. However, the average giving of a new donor is significantly lower than that of a long-standing supporter, whose trust and attachment has grown over the years. We are meeting this risk by concluding multi-year cooperation agreements with new partners. Fortunately, many are open to this, which increases the predictability of our income.

At the time this report is being produced, the impact of the Covid-19 pandemic is hard to predict. Our donor income has not yet dropped, but some regular partners will not be able to support us this year. This will begin to show itself more clearly in the second half of the year. We especially have to take into account that donations in the last six weeks of the year, which for us are so decisive, will drop significantly if the economic consequences become evident to people in their annual balance sheets.

It is still hard to see what the impact of the pandemic will be in Ethiopia. Public life is already greatly restricted, and the state of emergency has



Thanks to new possibilities of irrigation, Korsä Kalbesa and his wife Warkita Guta can also grow vegetables on their one-hectare plot of land in the Dano project area.

## Planning 2020

In 2020 we are continuing our work in initially eight project regions and in the individual projects of the Agro Technical and Technological College (ATTC) and the Abdii Borii Children's Home (ABCH). In the course of the year we are concluding the contracts for both of the two new project regions Ilu Gelan and Nono Benja. These areas replace the project regions Dale Wabera and Sedi Chanka, which were closed early because of ongoing political unrest. The integrated rural development project in Gawo Kebe ran to the end of 2019 according to plan. We finished off the remaining tasks by the end of April 2020.

In the area of **sustainable land management** we plan to lay terraces to an extent of 1,060 kilometres, to stabilise erosion gullies to a length of 49 kilometres, and to turn 1,100 hectares of eroded land back to nature as area closure. A total of 16 million tree seedlings should be used in reforestation. In the course of the year we want to create, just in the two big new reforestation areas in Borena, area closures extending to 900 hectares. In horticulture we plan to distribute 1,447 kilogrammes of vegetable seeds, and 177,000 fruit tree seedlings, and to plant over a million coffee seedlings. This will profit small farmers, who grow at most one or two common types of vegetables in their gardens and are unfamiliar with other vegetables. Social workers show women how the newly grown vegetables can be carefully prepared. We also plan to build two agricultural irrigation systems. Through the distribution of 5,700 chickens, farmers will get more eggs, and the distribution of 2,800 beehives will contribute to higher honey production. In this way the diet of families will improve and their income will rise.

In the area of **WaSH (water, sanitation and hygiene)** we want to build 47 hand-dug wells, five shallow wells, 46 spring developments and four water supply systems for towns. To ensure the sustainability of the water points, we are training local water committees to do maintenance and repair work and are supplying them with tools. In 2020, 750 members of these WaSH committees will be trained.

In the area of **education** we intend to continue with the construction of 17 new schools, and some will be completed in the course of the year. We are beginning the building work on 12 schools. The build-



16 million tree seedlings should be grown in 2020 for reforestation.

ing of the Technical and Vocational Training Centre (TVET) in Jamma will continue.

In the area of **health** we are planning to build extensions for two health centres. Fourteen facilities will receive medical materials such as disinfectants, syringes, bandages, cotton wool and disposable gloves. 1,260 eye operations (cataracts and trichiasis) are on our agenda. We are also planning to vaccinate around 40,000 children against ten illnesses. We intend to provide 150,000 women with contraceptives and to carry out about 150,000 voluntary HIV/AIDS tests. Alongside all activities the foundation's staff will carry out awareness raising, will inform people about the need to vaccinate children, about the precautions for expectant mothers and in family planning, and the dangers of infection with HIV/AIDS.

In the area of **human development** we intend to distribute around 13,000 improved stoves which preserve natural resources and, because they produce little smoke, protect the health of women and children. We will provide microcredit to about 800 women, enabling them to build up their own businesses and helping them to become more independent. In addition 95 kilometres of all-weather roads should be built in 2020. According to the plan 150

children will be living in the Abdii Borii children's and youth home.

### ORGANISING OUR APPROACH TO DONORS

Our original planning for the year 2020 intended to keep overall income at the same level as the previous year. Possible consequences of the Corona pandemic (see below) have not yet been taken into account here. Some projects which have been funded by major donors are coming to an end, and we want to compensate for this by an increase in donor income from other segments. As well as seeking more public funding, this would include winning additional major donors and a growth in online giving. We also want to prepare the content for our 40th anniversary in 2021 and to use combined online and offline campaigns to show the relevance of our work in the face of current challenges such as climate protection.

Through new partners such as the organisation Viva con Agua we are strengthening our links with younger donor groups and widening our network. Cooperation with the public sector and with private sponsors will also grow in importance, with the aim of creating sustainable jobs for young people and





Karlheinz Böhms Äthiopienhilfe

**IMPRINT**

**Publisher:** Stiftung Menschen für Menschen, Briener Straße 46, 80333 München  
**Responsible:** Dr Sebastian Brandis, Dr Martin Hintermayer, Peter Renner  
**Project management:** Andrea Hegener **Editorial management:** Gesine Bonnet  
**Editing:** Nina Roggenbuck-Bauer, Elyane Schwarz-Lankes **Text:** Rike Uhlenkamp  
**Design:** Ute Vogt Kommunikationsdesign **Photos:** Rainer Kwiotek, Stiftung Menschen für Menschen, Alexander Ratzing, Elke Schikora  
**Icons:** Flaticon **Printing:** OMB2 Print GmbH



Geprüft seit 1993