



**TEACH**  
A MAN TO FISH

**Learning.  
Earning.  
Inspiring.**

2017 Impact Report

Charity No. 1112699



# A message from our CEO, Nik Kafka



2017 was a significant year for Teach A Man To Fish, and our biggest to date. We helped over 82,795 young people in 110 countries to plan, set up, and run their own school business, generating \$694,535 in income.

We also saw a huge increase in the number of girls participating in our programmes, and saw young entrepreneurs leading social change in their communities.

Evaluation is critical in our work because we really want to understand if we are making a difference. That's why we follow up with the students directly to test their skills level, to find out if they are getting better at teamwork or problem solving. We follow up with them in the long term, to see if they are earning more income, if they've secured a good job, and how they are doing after finishing school. We follow up with the teachers to make sure they have really benefitted from our training, and we follow up again to see how the school businesses are progressing.

I am delighted to share with you some of the highlights and inspirational stories from our work in 2017. Thank you again for joining us on this adventure.

## Nik Kafka

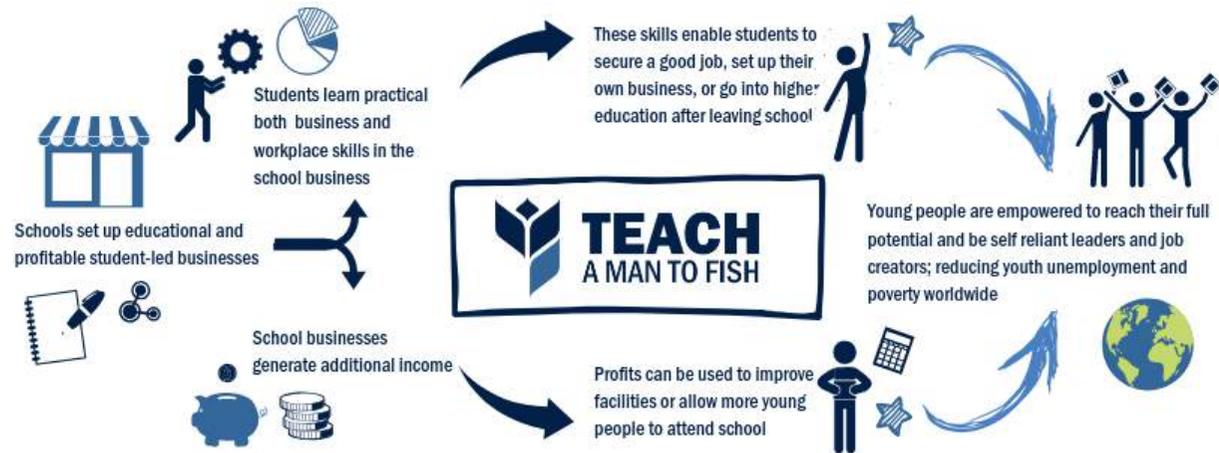
CEO of Teach A Man To Fish

# Learning about our impact

## Our Vision

A world free from poverty where all young people are able to reach their full potential in life.

## We do this by

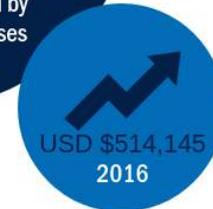
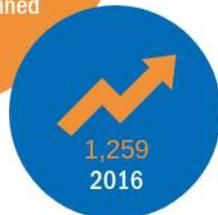


## How we learn about our impact

We talked directly to students, their teachers and graduates, tracking: 1) the impact of participation for students on their business knowledge and five livelihood skills (problem-solving, teamwork, critical thinking, communication and adaptability), and 2) the impact for school income and on outcomes for graduates/school-leavers.

- We captured quantitative data at baseline and endline from surveys, skills' self-assessments, school reports, and a knowledge quiz .
- We captured qualitative data from Focus Group Discussions and individual interviews.

# In 2017, we benefitted more people than ever before...



## We helped young people to learn new skills in school

In 2017, business knowledge and entrepreneurial acumen among students participating in the School Enterprise Challenge soared by comparison with other students in their school.

School Enterprise Challenge participants scored 30% more in a business knowledge quiz over their peers. Student entrepreneurs also demonstrated around 30% greater entrepreneurial skills.

*“It is possible to generate money to sustain our families without moving from our home village.”*

Centro de Educación Básica schools serve communities across Honduras. They provide primary education in urban centres as well as some of the marginalised regions in the country.

Students at C.E.B. Victor Ruben Zapata planned and set up a craft business producing crafts for celebrations. Their business made an impressive profit of US\$ 652 in 9 months!



In 2017, students participating in a school business showed greater improvement in five livelihood skill areas than their peers in the same school.

Data collected at baseline and endline in self-assessment questionnaires, leaderless group discussions, teacher reports and individual interviews showed that student entrepreneurs built their skills in teamwork, communication, problem-solving, adaptability, and critical-thinking far more quickly over the year, scoring up to 30% more in skills tests than their peers. Moreover, their aspirations and motivation to succeed were more highly developed.

*“I decided to set up this business to see how far I can go on my own. I want to sustain this business without the support of my parents or anyone else.”*

Divine, 19, graduated in 2017 from College Christ du Roi, Rwanda. She took part in her school's envelope making business and learned how to set up a shop. Now, little by little, Divine is growing her own business. In just six months she has earned herself a profit of over 40,000 RWF (US\$46).



## We created opportunities for the most marginalised youth



*“The money I get helps to support my family”*

Patrick at Masaka Secondary School, in Rwanda made a profit of US\$1,469 in 2017 from producing crochet clothes. 20% of the profit was saved to grow the business while the 40 student entrepreneurs received a small stipend.



*“It was high time the community took responsibility for ensuring good health and hygiene of women”*

## We empowered girls and women

GGUPS Sallada is a small primary school in a remote tribal area of Rajasthan, India. Many of the students come from poor families and drop out to help their families by working in a marble factory or a tea stall.

Six girls at the school embraced the School Enterprise Challenge and beat over 5,000 schools from all over the world to win the top prize in 2017 for their impressive “My Right” business. These enterprising girls designed and made reusable sanitary towels. They also carried out awareness-raising workshops to break down taboos around menstruation.

Their business not only produced re-usable sanitary towels for the 75 girls in their school but also made US\$31 in profit from sales in just four months. Their product proved so popular that the team trained local women to produce their design in bulk, creating a new employment opportunity for women in their community.

## We secured pathways for rural youth

Angwecibange Primary School is in Dokolo district, Uganda where 89% of households live in rural communities. The school-business team set up a business growing tomato, cabbages and watermelon.

219 students participated, gaining experience in different business areas – production, sales and marketing, keeping financial records and keeping tools and stock safe.

The business achieved a whopping US\$653 in profit from sales in 4 months. The team decided to plough back some of the profit into the business; retain some money in the school bank account for the future, and celebrate their achievement with a party!



## We inspired great teaching

The 5,603 teachers we worked with demonstrated their capacity to guide their students in experiential learning through business planning and implementation.

In addition to the skills gained by individual students in the school business, 91% of school teams in Nicaragua achieved or were “on their way” to achieving accreditation

The criteria for accreditation challenges teachers and students to plan and implement a school-business that promotes girls and boys equally into leadership roles, ensures learning for students across a variety of roles, generates profit and uses part of the profit to develop the business and benefit poorer students or educational improvements.



Cathy Nakanugo has led over 800 students in Uganda in school businesses.

*“Leading a school business has made me realise that every child is able and students learn best when they practise. My students have learned to be creative, critical thinkers who have empathy and are supportive of their peers.”*

## We fostered sustainable change in schools

We started working with CEB República de China in Nicaragua in 2015. Over three years their school business has given 57 students the skills to plan and run a profitable enterprise. In 2016 their homemade food business made \$128 a month in profit, doubling in 2017.

Elsewhere in Central America, we worked with the team at Nucleo Familiar Educativo para el Desarrollo (NUFED 188) in Guatemala to help grow their business **Vivero de Café**, growing and selling quality coffee plants. During five months in 2017, the team produced 3,500 coffee plants of which they sold 2,000 for a total profit of US\$197.



**In 2017, over 90% of school teams in Nicaragua achieved a profit and used some of their profit to continue their business.**

**This enhanced learning opportunities for even more students, many of whom had not taken part in a school business before.**

## We helped young people to succeed in life after school

When livelihood and business skills are combined with real experience in a business or workplace, young people become empowered with confidence and the key skills they need for success in work and life.

Uganda has one of the highest rates of youth unemployment. Most youth only get the opportunity for low-waged, unreliable employment.

However, our data shows **72% of graduates/school leavers** who had participated in our programmes, are now in paid employment, have started their own business, or are now enrolled in further education.



Sharom started life in a single-parent household in one of Kampala's slum areas.

**At 23, Sharom is running a successful poultry business, making a monthly profit of UGX 400,000 (US\$134). This is double the monthly salary of teachers in the area.**

Sharom learnt about business and poultry production through his school's poultry business. As a team leader, he also gained the confidence to start his own business and employ someone to help him run it.

Sharom's business profits helped him to support his mother, contribute towards his sister's schooling, and pay for his studies in business administration at one of Kampala's top universities., from where he recently graduated.

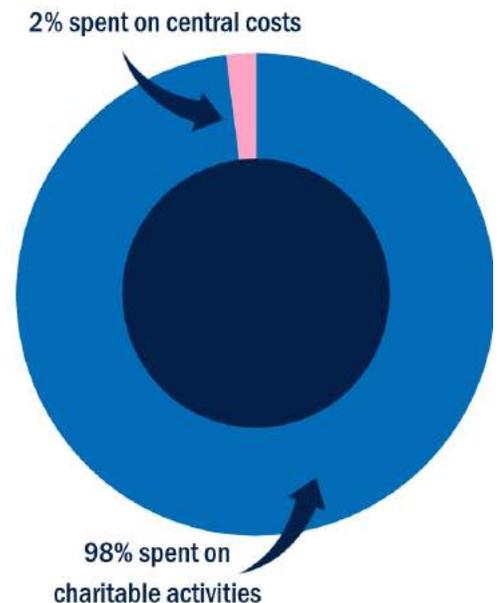


## Our work is value for money. In 2017, we spent 98% of our income on our charitable activities.

We adjusted our financial year in 2017 to align with the calendar year. Figures here are for the period 01 May to 31 December 2017.

In 2017 (8 months) we received £630,172 in income and distributed £622,137 to our charitable activities.

In total, 98% of our income was spent charitable activities. This translates to an average cost of £7 per direct beneficiary (student or teacher). 77% of the funds we received were restricted to specific programmes. [You can find out full accounts here.](#)



# Thank You

We are enormously grateful to our donors and the organisations that are working with us to create the entrepreneurs of tomorrow. With their support, we have been able to reach far more schools and transform the lives of far more young people than we would be able to by ourselves. Thank you.

Our **2017 Education That Pays Conference** brought together just some of the people and organisations we are collaborating with to help young people become young leaders. From NGOs to policy makers, award winning teachers to corporate supporters and donors, it was amazing to see so many inspiring people come together in support of our vision. Thank you to everyone that supported and attended the event. You can read more about the conference [here](#).



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