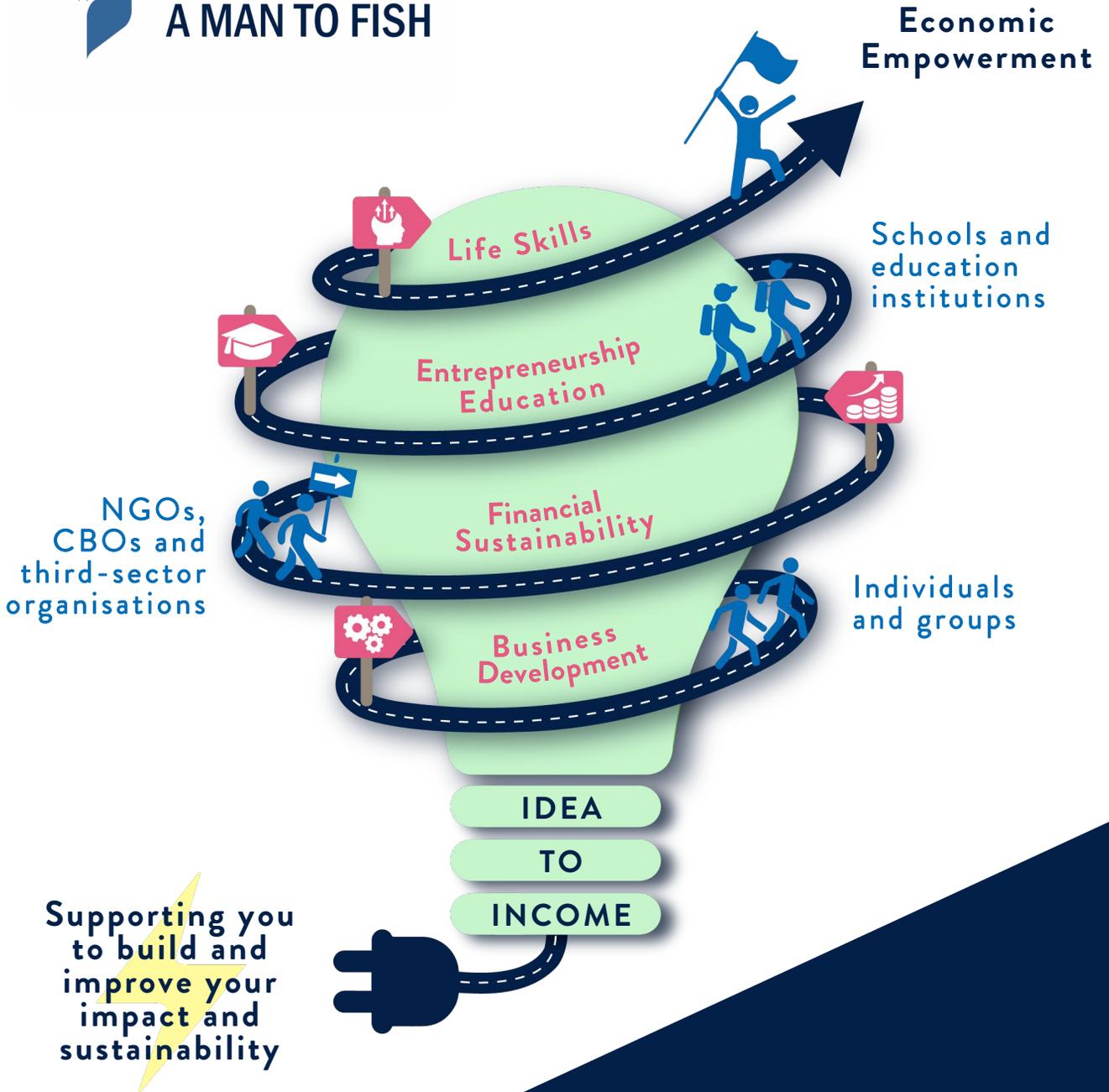




TEACH
A MAN TO FISH



FROM IDEA TO INCOME

TRAINING AND CONSULTANCY SERVICES

CONNECT WITH US

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www.teachamantofish.org.uk

FROM IDEA TO INCOME

TEACH A MAN TO FISH

Teach A Man To Fish is a world leader in:

-  Entrepreneurship Education,
-  Financial Sustainability and
-  Business Development

for the not-for-profit and education sectors.

Through our proven model for experiential entrepreneurship education, we build the capacity of schools, NGOs, youth groups and VSLAs to equip their beneficiaries with skills for economic empowerment. At the same time, we run a range of course on entrepreneurship and social enterprise for individuals and organisations.



“ We have been extremely pleased with the materials and support provided by Teach A Man To Fish, particularly with the quality of the feedback on business plans and budgets.

*Education Manager,
People in Need
Afghanistan* ”

TRAINING AND CONSULTANCY SERVICES

Drawing on our global network of experts and experience in a wide range of contexts, Teach A Man To Fish is well placed to support organisations to improve their impact and sustainability.

Whether you are looking to develop a sustainable income stream, move from a donor-funded model to a social enterprise approach, evaluate the impact of your programmes or introduce entrepreneurship and skills training into your work, Teach A Man To Fish is on hand to help.

OUR SERVICES

Our services include the following and can be delivered in person or remotely.

For NGOs, CBOs and third-sector organisations:



SOCIAL ENTERPRISE DEVELOPMENT

- Transitioning from donor-funding to social enterprise
- Defining your mission and vision
- Market research and social business development
- Financial sustainability planning



TRAINING AND RESOURCE DEVELOPMENT

- Training of trainers in entrepreneurship and life skills development
- Training materials, curriculum materials and resources
- Evaluation tools



IMPACT EVALUATIONS

- Entrepreneurship programmes
- Life skills initiatives
- Financial sustainability



BECOME AN OPERATIONAL PARTNER

Capacity-building, resources and on-going support to deliver the School Enterprise Challenge methodology

For individuals and groups:



BUSINESS PLANNING AND DEVELOPMENT

- Feasibility studies
- Participatory training in business planning and business management
- Market research
- Production of robust business plans and long-term budgets
- Trouble-shooting, on-going support and monitoring



ENTREPRENEURSHIP, EMPLOYABILITY AND SKILLS DEVELOPMENT

- Life skills development: communication, teamwork, leadership, and problem-solving
- Employability: CV development, opportunity mapping, job search, presentation and communication

For schools and education institutions:

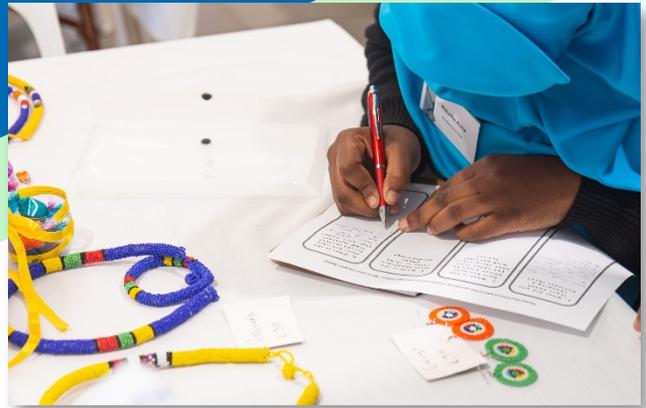


SCHOOL-BUSINESS MODEL

- Support to integrate our proven school-business model
- Development of educational and profitable student-led enterprises
- A suite of exciting, practice-based curriculum materials
- Training in experiential education



SUCCESS STORIES



Building resilience in migrant learning centres for SAVE THE CHILDREN, Thailand

We worked with Save The Children to support under-resourced migrant learning centres on the Thai-Burma border to develop income generation activities to supplement donor-funding:

- Supported 6 migrant learning centres to establish sustainable, student-run income generation activities
- Trained 41 teachers at 17 migrant learning centres in business planning and development
- Business profits in first two years helped cover up to 43% of funding deficit for participating centres

TEACH A MAN TO FISH | **SJANI** | **Agripreneurship Alliance**

#2. Income Generating Activity Information Sheet

Cattfish Farming in Tanks

Start-up & running costs for raising 800 fish for 6 months: UGX 3,301,000 (USD892.1)
 Profitability: UGX 699,000 (USD188.9)
 Needed: Capital investment in pond, tanks, tools, equipment: UGX 3,120,000 (USD843)
 Issues: Fluctuating operational costs, inadequate fish care and management

Introduction
 With the decrease in available land, prospective fish farmers have investigated varying ways to grow fish, such as man-made dams, ponds or tanks especially in spaces that are largely unused for any productive ventures. This document explains how an income can be made from fish farming, focusing on rearing cattfish in tanks.

Overview of market conditions
 Fish are a popular source of protein in many parts of East Africa. However, the gap between supply and demand for fish is widening as the population continues to increase. Fish is sold through various channels such as, wholesale agents, middle men, outside markets and direct sales to individuals from the farm. Large fish farms not only raise fish but also sell fish farming inputs and buy fish from smaller fish farmers. These larger farms are also a potential sales channel for smaller producers. Cattfish is sold in kilograms, and the wholesale price for a kilogram of cattfish is UGX 5,000 (USD1.3, 2018). The most profitable ways of selling fish are retail selling and selling small amounts of fresh/live fish.

Why farm cattfish?
 Cattfish is one of the most known and demanded types of fish on the market; its price is relatively affordable; meat is nutritious and is a source of protein and vitamin D; matures fast; and with modern technology you can farm fish in a variety of locations.

Investment & Start-up Equipment needed
 To establish and run a small fish farm, the following items are needed: plastic/metallic tanks, dam line paper, timber, wheelbarrows, measuring tapes, wooden pegs, fingerlings, weighing scale, scoop nets, test tubes, baskets and aerators. Capacity development for the farmer is also key in order to match the basic minimum standards for fish farming.

The farmer needs to be updated with fish farming knowledge especially on feeding, water, space and stress management. The photo shows a sample of a 3m x 2m x1 dam line pond (6000ltrs) – this has the capacity to accommodate between 800–1000 cattfish.

Productive Process
 The daily activity chart for a fish farmer includes: measuring levels of oxygen, water quality and temperature, on-going purchase of fish farm equipment and supplies (fish fingerlings, fish foods, fishing nets etc.), measuring feeds, feeding, grading fish, harvesting fish, marketing and keeping records. While undertaking the daily routine, the most challenging part of the process is managing the feed, oxygen and water levels; fluctuating feed prices as well as other running costs such as for oxygenating water.

Fish feeding
 Feeding is the biggest cost of fish farming and largely determines the profits. Fish mostly feed on small organisms and plants that grow in green water. When the quality of fingerlings and feeds is good, cattfish mature at 8 months and weigh up to 3kg. However, at 6 months, on average, a farmer will have raised cattfish to weigh 1kg. Cattfish prefer sinking feeds: making pellet feeds the most appropriate. Pellets are produced in different sizes for different stages of fish (fingerlings, juvenile, mature).

Agricultural business guides for Agripreneur

We developed a suite of easy-to-use business start-up guides for young ‘agripreneurs’ in East Africa:

- Conducted market consultations with experts and business operators in the fish, piggery and poultry sectors
- Carried out user consultations with university and TVET students in agricultural fields
- Delivered suite of ‘business-in-a-box’ start-up guides which are now in use in Uganda, Kenya and Somalia

...SUCCESS STORIES

Resource development and evaluation for FUNDACION PARAGUAYA, Tanzania

We worked with Fundacion Paraguaya to support the delivery of the Mastercard Foundation funded 'Financially Self-Sufficient Schools' programme. Teach A Man To Fish delivered:

- A suite of tools, guides and resources to support secondary schools and vocational training institutes to become self-sufficient
- A suite of adaptable policy templates, including financial management and child protection guides
- Business and soft skills evaluations for secondary students
- A whole-school evaluation tool to help schools self-assess on a range of measures including sustainability and quality of education
- A 14 module entrepreneurship curriculum adapted to the low resource classroom

FROM IDEA TO INCOME

OUR CLIENTS



Refugee Council



CONTACT US

Get in touch with
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to find out more or

BOOK A FREE CONSULTATION