



## Application to Scottish Government Climate Justice Innovation Fund Grants Programme Project Grant 2017 – 2020

Applicant Organisation Name
Malawi Fruits

Office use only	Application ref:
	Project ref:

### Declaration

I apply on behalf of the organisation (insert name) **Malawi Fruits** for a grant as proposed in this application in respect of expenditure to be incurred over the proposed funding period on the activities described within the application form and supporting documentation.

I certify that, to the best of my knowledge and belief, the statements made by me in this application are true and the information provided is correct.

This form should be signed by an individual authorised by the applicant organisation to submit applications and sign contracts on their behalf.

Signature

REDACTED
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Print Name

REDACTED
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Position

Executive Director
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Date

28 <sup>th</sup> July 2017
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Main Contact person during application assessment process:

**REDACTED**

## CHECKLIST

Your Application consisting of:

- Part 1 - the Application Form (this document plus the Excel budget spreadsheet)**

**Additional documents**

**Essential – Your application will be ineligible without these**

- The applicant organisation's most recent accounts, either audited or independently examined **Please note:** a project cannot be funded if no audited/independently verified accounts are available.
- A letter of support from your lead partner in-country, confirming the partnership and including their perspective on the research, consultation and project planning process.

**Relevant** - The following documents should be sent if they exist

- A copy of any MOU or contract with the partner organisation
- A copy of your Equal Opportunities/Diversity policy - a hyperlink is acceptable.
- Further details of budget.

**Optional** – These documents should be sent if they are of help to you in setting out your case

- Project planning models (such as Weavers Triangle) *The use of this tool is strongly recommended.***
- Scottish-based Project Manager's CV**
- In-country Project Manager's CV**
- Evaluation framework/outcomes grid**

All completed signed applications should be submitted by email to [international@itsbfoundationforscotland.org.uk](mailto:international@itsbfoundationforscotland.org.uk) or hard copy to arrive no later than **12.00 noon on Monday 7<sup>th</sup> August 2017.**

Emails should show the applicant organisation's name as the subject of your email.

**Only those documents (not the whole application) which are not available electronically need to be sent in hard copy and must be received by 2.00 pm on 11<sup>th</sup> August 2017.**

Please send to:

Lloyds TSB Foundation for Scotland  
International Development Small Grants Programme  
Riverside House  
502 Gorgie Road  
Edinburgh EH11 3AF

**These deadlines are absolute and all documentation required must be submitted on time.**

## Project Summary

Please provide a summary of the project, describing how it came about, what it aims to achieve, what will be done to achieve this aim, and who will do this. You should also outline how the project will support Climate Justice Innovation Fund objectives, and how the project is expected to innovate. **Max 500 words.**

For three years, Malawi Fruits has been supporting smallholder farmers in Malawi. Stage one of this work has been supporting farmers to grow cash crops through the Scottish Government funded *Paprika Project*. 600 farmers were supported to grow cash crops and the resultant income enabled a range of outcomes with farmers able to improve their homes, pay school fees, invest in their business and other positive improvements in livelihoods.

Throughout the Paprika project, there has been a challenge because of the well-documented inconsistent rains – a mix of drought and floods – which Malawi has been experiencing. There is no doubt that climate change presents a major challenge to smallholders who rely on good rains for food security and cash income.

In light of the above, irrigation has become a major focus of the work of Malawi Fruits.. In 2016, Malawi Fruits commissioned research, funded by Comic Relief, which has identified 11 irrigation schemes in Rumph District which are not working. This CJIF application is based on part of that research, relating to a community at Tapukwa where a broken irrigation scheme has failed to improve the lives of the people.

The aim is to refurbish the irrigation scheme, provide hydroelectric power and provide potable water for households. The CJIF is concerned with the nexus of food, energy and water and this intervention will address all three:

1. Irrigated ground provides food security through guaranteed maize production. It also enables cash crops to be grown bringing money into the community.
2. The incomes generated through cash crops enable households to purchase electricity generated on the scheme and get the benefits of lighting and phone charging
3. Clean water provided through the scheme will replace river water which is currently used and is unsafe, leading to poor health.

The innovation comes through two major elements of the project design:

1. The combination of irrigation, hydro power and potable water made possible through generated income is a creative model which goes beyond the usual scope of such projects.
2. The use of a "Service Centre Model" to manage and maintain the scheme in the long term addresses the issues identified in the Comic Relief Research and in research work on water quality. "Broken Assets" are a major problem in Malawi and this innovative approach pioneers a methodology which has the potential to ensure that essential services go on having an impact in the long term.

The project will be led by Malawi Fruits with delivery in Malawi being the responsibility of the Centre for Youth and Development, our principal Malawian partner. At Scottish level the potable water element will be designed and supervised by **REDACTED** (Consultant, formerly with Scottish Water). Long term management and maintenance will be provided by MFT Trading, a Malawi social enterprise initiated by Malawi Fruits.

This project fits CJIF priorities of supporting small NGOs who are collaborating to bring the best outcomes.

## Section A: APPLICANT INFORMATION

1. Name and details of applicant organisation:	
Name of Organisation: Malawi Fruits	
Address of Organisation:	<b>REDACTED</b>
Postcode:	<b>REDACTED</b>
Telephone:	<b>REDACTED</b>
Main Email:	<b>REDACTED</b>
Website:	www.malawifruits.org.uk
2. Is your organisation a registered charity?	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> Charity No: <u>SC042777</u>
3. What is the status of your organisation?	<input checked="" type="checkbox"/> Company limited by guarantee <input type="checkbox"/> SCIO <input type="checkbox"/> Other (specify):
4. When was your organisation formally constituted?	November 2011
5. Which organisations are you a member of/ affiliated to?	<input checked="" type="checkbox"/> NIDOS (Network of International Development Organisations in Scotland) <input checked="" type="checkbox"/> SMP (Scotland Malawi Partnership) <input type="checkbox"/> Other <i>Please state</i>

6. Is your organisation diaspora led?	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> Comments:
7. Please provide details of the number of people based in your organisation in Scotland.	Full time 0 Part time 2 + 5 unpaid Directors and 1 unpaid Consultant Volunteers/interns 20
<p>8. What are the general activities of your organisation? <b>Max 150 words</b></p> <p>Malawi Fruits is committed to working with local partners to establish and grow sustainable businesses in the North of Malawi. We provide start up finance, training and support to local farmers and community enterprises to enable them to secure their futures. For farmers this means to provide them with a household income which can then be used for school fees, health care, etc - ; for community businesses this means enabling them to be profitable with the clear agreement that all profits will be invested in further community enterprise, orphan care programmes or other charitable ventures.</p> <p>In particular, we work with smallholder farmers on a three stage process: 1) To empower them to grow cash crops; 2. To provide irrigation where possible to drive up incomes; 3) To provide local crop processing facilities to add value to crops.</p> <p>We are committed to helping local people fulfil their plans: we work with them to take their ideas through a feasibility stage and on to business plan and then support them to implement their plans. Training and capacity building are a major part of our work, with direct financial assistance being provided where necessary at the end of that process.</p>	
<p>9. Describe how the organisation is governed/managed; include the make-up of your Board, their skills and experience, how often they meet, and how decisions are made. <b>Max 200 words.</b></p> <p>All the Directors are volunteers and overheads are minimised by operating from the home of the Executive Director.</p> <p><b>Directors:</b>  <b>REDACTED</b> has entrepreneurial and business management skills plus a thorough understanding of charity governance.  <b>REDACTED</b> Retired partner in an accountancy firm. <b>REDACTED</b> specialised in charity accounting and has vast experience of SME accounting and auditing <b>REDACTED</b> spends four months each year in Malawi.  <b>REDACTED</b> is the owner/manager of a commercial science lab. He manages a staff team and has skills in production and quality control.  <b>REDACTED</b> is an award-winning entrepreneur with <b>REDACTED</b>. He has a strong sales background and manages all aspects of his business.  <b>REDACTED</b> manages a scaffolding company in Edinburgh. HR and sales are his specialism as well as the cut and thrust of business management in a highly competitive industry.</p>	

All of the Directors have been to Malawi, leading teams of volunteers; have built strong networks there; and have a good knowledge of the country. The Directors meet every three months and discussions are based on papers submitted in advance with decisions by general agreement or majority vote where necessary.

**Staff:**

**REDACTED** for five years until 2015. Previously he started and ran two businesses and has entrepreneurial and business management skills plus a thorough understanding of charity governance and international development issues. He currently combines the role with Malawi Fruits with being CEO of **REDACTED**

**REDACTED** (Development Executive based in Malawi). **REDACTED** heads up the work in Malawi and is the eyes and ears of the Board on the ground there. **REDACTED** has been working with Malawi Fruits since 2015 and previously headed up the IT department of Livingstonia University. He has strong entrepreneurial and business development skills and a great understanding of the operating culture for Malawi Fruits.

10. Financial Information

Please summarise the last two year's audited/examined accounts below:

For the financial year to:	Dec 2015	Dec 2016
<b>Income &amp; Expenditure Account</b>		
Total income	£110,460	£136,931
Total expenditure	£102,196	£109,387
<b>Balance Sheet</b>		
Unrestricted/general reserves	£46,888	£30,509
Cash in bank / on hand	£17,579	£72,953

11. Is there anything you would like to explain about these figures?

The bank figure at December 2016 includes £42,000 restricted project funds received in December, £8,000 general donation received in April and £8,000 SG cash for paprika inputs in January and February.

12. How are equal opportunities/diversity promoted within your organisation? If you have one, please provide a copy (or web link) of your Equal Opportunities/Diversity Policy. **Max: 150 words**

Policy attached.

At Trustee level we have carried out a needs assessment and appointed solely on the basis of those who have the best skills for the job.

In terms of service delivery, we are committed to helping those in greatest need. In practice, for the Scottish Government funded Paprika Project and Youth Farming Project, we had many more farmers (30% over-subscribed) applying to join the programme and only had funds to support a proportion of these. Selection was on the basis of need: we wanted to support those subsistence farmers who have no other cash income. We are very aware of the issues of tribe, sex and

religion which can be such major factors in rural Malawi. For the CJIF Project the approach is the same and we now have a reputation in the area for not showing prejudice of any kind. This practice will apply throughout all future projects.

13. Scottish Project Manager details: this is the person who would be responsible for overseeing the project grant management and reporting if the grant was secured

Name:	<b>REDACTED</b>
Organisation: (if different from Q1):	
Position in organisation:	Executive Director
Address (if different from Q1):	
Telephone:	<b>REDACTED</b>
E-mail:	<b>REDACTED</b>

**Section B: PARTNER ORGANISATION(S) INFORMATION**

14. Name and details of partner organisation: (please copy and paste this section again or add as separate sheets if you have more than one partner organisation, with the lead partner appearing first)

Name of Organisation: Centre for Youth and Development	
Address of Organisation:	CYD Malawi, Plot # 349, Chibavi Township, Opposite Makongono Investment, Mzuzu city, Malawi.
ZIP/Postcode:	P.O Box 943 Mzuzu, 00265
Country	Malawi
Telephone:	+265-212-259-131
Email:	info@cydmalawi.org
Website:	http://www.cydmalawi.org/
Type of organisation (e.g. NGO, community organisation etc.)	NGO
15. Is the organisation formally registered in country of operation?	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> Registration No: 13291

16. Describe how the organisation is governed/managed; Include the make-up of the management committee/board, their skills and experience, how often they meet, and how decisions are made. **Max 200 words.**

Centre for Youth and Development (CYD) is a NGO incorporated in Malawi. CYD is governed by a Board of Directors composed of 5 members, representing academia, NGO and private sectors. The board of Directors meets four times a year. The tenure of office is three years.

Members of the Board are;

1. **REDACTED** who chairs the Board with 20 years' experience currently working as the Country Representative for Willow Creek Global Ministries in Malawi.
2. **REDACTED** who has over 15 years of teaching experience in rural schools and currently serves as a Primary Education Advisor.
3. **REDACTED** works with Self Help Africa as a Value Chain Management Coordinator is also founder and director of a social enterprise called IMPACT.
4. **REDACTED** works with American Embassy in Malawi as a Small Grants Funds Coordinator and has over 15 years' experience in implementation of Development programs in Malawi.
5. **REDACTED** serves as the secretary and the current Executive Director of Centre for Youth and Development.

**REDACTED** are responsible for programme development and implementation. The functions of the Board of Directors include: discussion of annual work plans, revision of program implementation and financial policies, election of the Board of Directors, scrutiny of financial reports submitted by the Secretariat.

The Board appoints the Executive Director who manages the secretariat. The Secretariat is responsible for policy making, resource mobilization, regular program activities and finance management.

17. Please give some background on the organisation including its size, how many staff/volunteers, how long it has existed and brief details of projects run. **Max 300 words.**

Centre for Youth and Development was established in 2012 and was registered with the Malawi Government through the Registrar General as a company limited by guarantee registration number 13291 in October 2013 with the mission of facilitating the empowerment of marginalized persons, their families, and communities and work/collaborate with the government to provide them with the best environment for sustainable development.

CYD recognizes children and young people, particularly women, as one of the marginalized groups in Malawi that needs to be empowered for them to actively participate in development processes, hence participation of children and young people in CYD's programmes is a priority.

CYD has four main units: Programmes; Finance & Administration; Monitoring and Evaluation; Advocacy and Communication. CYD has a total of 40 staff across 4 Districts in Malawi working on various projects. CYD also has 4 part time staff 3 Volunteers.

## Key staff in the organization

**REDACTED** (Executive Director) has been working with Centre for Youth and Development since 2012 initially on part time basis and on full time from August 2014. He joined Centre for Youth and Development with in-depth experience in the implementation of Community Development projects obtained while working with the Government of Malawi as a Community Development Officer in the Ministry of Gender, Community Development and Social Welfare. He later worked with various NGOs including EveryChild, Child Hope, and Network of African Youth for Development and African Views. He also serves as a Social Development consultant, offering consultancy services to NGOs and Companies in Malawi.

**REDACTED** (Finance and Administration Manager), joined Centre for Youth and Development in 2014 after three years' experience of Financial Management experience in a Non-Governmental Organisations.

CYD is implementing a number of projects/activities across the aforementioned programmes. Key projects are the Scottish Government Small Grants funded '**Improving ICT skills in rural Malawi, powered by renewable energy project**' and **inspiring young farmers project** implemented in partnership with [Turing Trust](#) and Malawi Fruits respectively; **Technology Enabled Girl Ambassadors Project** implemented with funding from [Girl Effect, Malaptop Project](#) implemented in partnership with [Malaptop](#) and the **Integrated Food Security Project** and **water for health** funded by the [International Project Aid](#)

18. Please describe your partnership with this organisation, including details on: how long the partnership has existed, how it first started, and how it has developed. Give a brief description of the joint work you have done together. **Max 300 words.**

The partnership began at the end of 2016 as the two organisations began exploring together how best to inspire young farmers in Malawi. It was obvious there were great synergies between CYD's work with youth, farmers and ICT and Malawi Fruit's own experience of supporting farmers, providing routes to market and training in business development.

The partners agreed to work together in the delivery of an *Inspiring Young Farmers Project* (funded through the small grants fund) and this work is ongoing. In June 2017 the partners signed a MOU to cement the relationship and give a clear understanding of how each partner can complement the strengths of the other. The partnership is working well and the two in-country Chief Officers have an excellent working relationship.

For this CJIF application there has been an opportunity to work together at a much earlier stage and the project has been conceived and designed together. Again, this has been an opportunity for each partner to play to its strengths with CYD bringing the following:

- Farmer organization and training expertise
- Training and development of a Village Savings Scheme
- Oversight of construction works

Malawi Fruits brings:

- Research into the scheme and the needs of the community (Comic Relief Study)
- Established relationships with the community
- Connection with important Scottish partners – Strathclyde University and **REDACTED** (Water specialist)
- Market linkages for cash crops
- Access to mechanization through the Agri Service Centre
- Access to long-term management and maintenance through Agri service Centre

Both Malawi Fruits and CYD have other projects running alongside this which helps to keep overhead costs down and means there is a growing body of experience and expertise to draw on.

19. Do you have a Memorandum of Understanding (MOU) or contract with this partner?

Yes - signed  Yes - draft  No   
If 'Yes' please submit it with your application

20. How are equal opportunities/diversity promoted within this organisation?  
Maximum word limit: **150 words**.

CYD recognizes that an inclusive and diverse workforce is an essential part of the development of the organisation's culture. CYD is an equal opportunity provider, it recruits and works with everybody from varying backgrounds, culture, sex etc. It believes that this way of working enhances both the effectiveness of the organization and the target population that it serves. This is reflected in our various policy documents including Personnel Policy and child protection policy. However CYD also recognizes that various marginalized groups need to be deliberately promoted to achieve equality. Hence Centre for Youth and Development does implement projects/activities deliberately targeting these groups.

21. Partner's Project Manager details: this is the person who will be responsible for overseeing the project management and reporting in-country. If you have more than one partner organisation, complete the lead partner's details only.

Manager's Name:

**REDACTED**

Name of Organisation:  
(if different from Q14):

Malawi Fruits

Position in organisation:

Development Executive

Address  
(if different from Q14):

Malawi Fruits  
PO Box  
Mzuzu

Telephone:

**REDACTED**

E-mail:

**REDACTED**

**Section C:****PROJECT INFORMATION**

22. Project Title to be used in all future correspondence.

Water for life

23. Please tick which Main country/area your project will be in

- Malawi
- Rwanda
- Zambia

24. If the project will work in additional countries/area which are these?

- Malawi
- Rwanda
- Zambia

25. If the project will work in additional countries/area, please explain the rationale for this. **Max 200 words.**

26. Please tick which thematic area(s) your project aims to address.

- Food security
- Water
- Energy

27. Describe the problem you are trying to solve or situation you are trying to address including which communities your project is going to work with. Tell us if you will be targeting any specific excluded groups (for example those with disabilities, the homeless, or those affected by conflict/violence). **Max 500 words.**

The project focuses on the community at Tapukwa in the Henga Valley, Rumphu District in Northern Malawi. The community is 20km from the tarmac road which presents challenges, especially in the rainy season. In particular, even if surplus crops are grown, connections to markets are difficult and the transport costs for the crops reduce the returns even more. Malawi Fruits first identified this community in 2014 and have been researching and planning the best way to support them since then.

The Henga Valley is a fertile area of Malawi where many crops can be grown if farmers have training, support with inputs and, crucially, if the rains are good. It is this latter point which has caused the most hardship in recent years and helps identify the community as one that has

suffered from the effects of climate change.

The remoteness of the community means that people are in danger of being left behind. They are among those who are last to receive government services; who have most difficulty accessing markets; and who find it hardest to access knowledge and training which will enable them to develop. The project will target women farmers who make up 38% of the total and the partners' growing expertise in youth farming will mean that that group also benefits. With access to the Agri Service Centre at Rumphu, the community will have access to tractor and plough which is proven to reduce the need for child labour.

There are three problems which the Project aims to address:

1. Irrigation. There is a gravity-fed irrigation scheme (fed from a river) but it is non-operational and the community get no benefit. They therefore have no food security and are failing to gain cash even though they are attempting to grow tobacco under rain-fed conditions. Farming is very basic with no access to mechanization meaning that children who should be in schools are drafted into the fields for the back-breaking work of preparing the soil, weeding, harvesting, etc. The scheme failed through poor construction, weak management and a lack of maintenance – these problems are very typical for Malawi.
2. Potable water. The community draws its water from the river. The water was tested in 2014 and declared unfit for human consumption with bacteria and fecal matter being particular threats to health. The 2014 report concluded that the water can be purified but this will require ongoing filtering and treatment with the corresponding management issues and costs associated with that. At the time this was deemed to be not practical.
3. Energy. The community is off-grid and is very unlikely to ever be connected. Apart from the considerable cost involved, there is a national shortage of generation capability and so a small rural community is not a priority. Because households have no income they are not currently in a position to pay for energy and so receive none. This means that there is either darkness in houses after 6pm or they use dangerous and unhealthy candles or paraffin lights – neither of which gives suitable light for children to read and study in the evenings.

28. Explain how many people your project is planning to work with each year.

The project focus is the smallholder farmers who total 103 with 64 male farmers and 39 female. Malawi Fruits research indicates that on average the farmers have 7 dependents meaning that a total of 824 people will benefit from the project. All the farmers will be engaged from the start and throughout the project.

29. Describe in one sentence the overall aim of this project.

**NB: for successful projects this may be used for publicity purposes.**

Enabling the people at Tapukwa to grow cash crops under irrigation and so be able to maintain clean water and hydro power systems for the benefit of the whole community.

30. Project period (maximum 36 months). Projects must be complete by 31 October 2020.

Will the project start in November 2017?

Yes

No

If no, what is the planned start date:

Planned end date: 31 October 2019

Therefore total length: 2 financial years 0 months

### 31. Purpose of this application

- New project start up  
 Feasibility (Field Testing)  
 Innovations on their path to scale

32. What needs analysis have your partner(s) and your organisation done to decide what the priorities and activities should be for this project? Tell us about consultation with community groups, civil society organisations, and meetings with local government agencies. How were disadvantaged /excluded people able to put forward their needs? Tell us about other research/statistical data. **Max 600 words.**

Malawi Fruits have been working with this community since 2014 and developed a close relationship with the Village Heads and community leaders while conducting research into the broken irrigation scheme in 2016. Farmers groups, church groups and community groups were all involved in that research and expressed their views through focus groups and open fora.

The research identified the following issues:

Poverty – attempts to gain cash through crops had failed because of inconsistent rains, lack of training and no links to markets. Poverty has led to very poor housing conditions and ultimately to lack of food security in times of drought.

Child labour – children were required to work in the fields because of no access to mechanisation. Clearly this is impacting school achievement

Health – dirty water, poor nutrition and unhealthy lighting (candles, paraffin) are impacting health, especially that of children

Energy – lack of access to power impacts economic development and educational outcomes

#### **Principle research activities have been:**

Irrigation – in early 2016 Malawi Fruits conducted a thorough research project looking at 11 broken irrigation schemes, including this one at Tapukwa. The research included analysis of what was required to repair the infrastructure but also, crucially, identified what had gone wrong before and therefore what was now required to ensure that a renewed scheme would keep working and deliver long term benefits for the community. The research includes a costed Bill of Quantities and recommendations for a different system of management and maintenance. The research was conducted in partnership with the local Ministry of Agriculture Irrigation Department (who were

involved in the original scheme) and they have been consulted at every stage. There are 27 Hectares of land within the existing scheme with the potential for more (depending on further research)

Water – in 2014 water specialist **REDACTED** (Consultant, formerly of Scottish Water) visited the site and prepared a report on the potential for cleaning the water to make it safe. It was identified (and still is the case) that the water is unsafe and yet is the sole water supply for the community. The conclusion then was ongoing maintenance of a filtration/purification system would be a challenge and would need power (for a UV filter) and so it could not be done in isolation.

Energy – Enquiries have been made to establish that there will be no power available via the grid in the medium term (and possibly never). Malawi Fruits is consulting widely including with Enso Impact and MEGA Malawi who have expertise in hydro power and experience of mini-grid development in Malawi and so it has been established how this could be installed, managed and maintained.

A key part of this proposal is that the community should be enabled to grow cash crops under irrigation and that the income generated will then underpin ongoing management and maintenance activities and enable households to pay for power and water. To this end, Malawi Fruits has developed solid markets for cash crops – paprika, chillies and groundnut in particular – and has a strong relationship with Tropha and Ex Agris who are in a position to buy all crops that the farmers produce. These buyers have been consulted about this project and are ready to support it by buying crops at an agreed, fair market price.

Malawi Fruits has developed a social enterprise which runs an Agri Service Centre in Rumphi (20Km from the site). The Agri Service Centre has a truck for transport of crops; a tractor and farm implements; and trained maintenance staff covering all aspects of renewables and irrigation and water infrastructure. This Service Centre presents an innovative approach to the often identified problem of keeping assets in Malawi working for the benefit of the community.

**33. Tell us how the project fits into the development priorities of local government agencies. Max 250 words.**

This project brings together elements of access to energy; provision of clean water; irrigation; and access to markets. All these elements are priorities for the Malawian Government:

- The Government of Malawi seeks to improve an unfavourable trade balance through supporting the development of export products and paprika and chillies fall into this category.
- The Rumphi and Mzuzu regions (where this project will be based) are viewed as favourable for growth, due to relatively low land pressures.
- The Malawi Government has a strong commitment to irrigation and has identified 50,000Ha of land in Rumphi District with irrigation potential: only 2,000Ha are currently irrigated.
- The problem of food security was significantly identified in the Malawi Growth and Development Strategy (MGDS, 2011 - 2016). Agriculture in Malawi has been identified as being highly vulnerable to the adverse impacts of climate change and extreme weather events, such as dry spells, droughts and floods. This is due to high dependence on rain-fed

farming and limited investment in irrigation.

- Malawi's Ministry of Natural Resources, Energy and Mining division has identified the use of mini-grids as being a key strategy for rural communities where only 5% of the population have access to the national grid. This is reinforced by the lack of generating capacity (351MW against a demand of 500MW)
- The water and sanitation sector has been prioritized in the Malawi Growth and Development Strategy. The country already has a Water Policy and in 2008 adopted the National Sanitation Policy which brings better coordination to the sector and spells out the roles and responsibilities of the different players.

34. Who else is working in this area, and what are they doing? How will your project work with them to ensure they are complimentary and to avoid duplication? **Max 400 words.**

Through the community needs assessment, the following organizations were identified to be working in the area and MF and CYD will work with them to ensure complementarity and avoid duplications;

1. **Total Land Care:** is implementing the Reforestation and Community Support Program (RCSP) with the aim of Increasing the capacity of rural communities to sustainably use and manage forest resources leading to reduced environmental degradation and increased market opportunities to generate income. The project will collaborate with them so that the targeted farmers are provided with information on reforestation and environmental degradation. This is very key to ensure sustainability of the project.
2. **Life Concern Organization:** spreads knowledge on preventing HIV, promotes healthy living and the proper use of medicines. It also headlines the fabrication and use of sustainable and environmentally friendly briquettes in order to halt deforestation. The project will collaborate with them to mainstream HIV as a cross-cutting issue in the project and ensure that farmers are equipped with information on HIV/AIDS prevention and mitigation and ensure that improvements in livelihoods do not present risks of farmers contracting HIV.
3. **Trustees of Agricultural Promotion Programme:** is implementing the 'Livestock Value Chain, Food Security and Environmental Quality: Transforming Rural Livelihoods through Community-Based Resilience Indigenous Livestock Management Practice' with the overall objective is "to assess ways of improving community based resilience among livestock farmers in Rumphu district, for improved food security and climate change adaptation". The project will collaborate with them on promotion of livestock farming and ensure that the profits that farmers gain from irrigation farming, they venture into livestock farming hence diversifying income sources.

35. Please confirm that a letter of support written by your lead partner organisation is included which describes your partner organisation's perspective on the research, consultation and project planning process.

Yes

**Please note: the application will not be eligible without this.**

36. How does this project fit with global development policy and the achievement of Sustainable Development Goals? **Max: 250 words.**

There is a growing sense within the International Development Community that economic development offers the best long-term route towards achieving the SDGs. This is illustrated in Malawi by the use of funding mechanisms such as the UNDP *Malawi Innovation Challenge Fund*; the GIZ *Matching Grant Fund*; and numerous other initiatives aimed at supporting business. In the UK, DFID are also linking aid and trade in much more direct ways.

This project builds on the principles first articulated in the Paris Declaration and subsequently refined

The wide scope of this project means that it contributes to several SDGs but most notably the following:

**1. No poverty.** By providing reliable and profitable farming opportunities to smallholders it has the potential to lift them and their families out of poverty.

**2. Zero Hunger:** By promoting sustainable agriculture, the project contributes to ending hunger, achieving food security and improving food security.

**6. Clean water and sanitation** The provision of filtration and treatment works will reduce risk substantially for the families who are currently accessing unsafe river water. Sanitation is further improved by bringing standpipes closer to the houses, making the collecting of water much easier.

**7. Affordable and clean energy** Hydro power provides a clean and reliable source of energy and the low infrastructure costs associated with mini-grids helps to make it affordable. Of course, in this project, affordability really comes from giving people the opportunity to earn a cash income.

**8. Decent work and economic growth.** The introduction of irrigation, mechanisation and access to reliable markets represents a three point solution to the challenges of making a living through agriculture.

**13. Climate action.** Malawi has been devastated in 2015 and 2016 by the effects of climate change on agriculture. Irrigation is part of the answer and this Project addresses that.

37. How does this project support Scottish Government Climate Justice policy? <sup>1</sup> **Max 250 words**

- A key principle is piloting new approaches to climate justice and the innovative way that this project brings together income generation with the provision of clean water and energy could point the way for other communities.
- The other significant innovation is the way that the project addresses long term maintenance through the Agri Service Centre model. This has so often been a factor in the failure of previous interventions and offers a solution for sustainability.

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<sup>1</sup> <http://www.gov.scot/Topics/International/int-dev/climatejustice>

- Climate vulnerable people are targeted and will be lifted from extreme poverty and given an opportunity to build resilience within their community.
- The project addresses all three elements of the food/energy/water nexus but with long term sustainability built in. Solutions to the effects of climate change must go well beyond “aid” and this project has the potential for substantial and long-lasting impact.
- The inter-dependencies in this project are its real strength: without hydro power there could be no access to ICT for farmer training nor any water purification. Without irrigation there is no prospect of creating the income required to pay for the energy and water management and maintenance costs in the long term.
- The project is a “whole community” solution. Everyone will benefit – most through provision of irrigation, water and energy but at the very least, everyone will gain access to clean water even if they opt out of the other services or, through disability or land access issues, are unable to work as farmers. This full participation will be a key factor in building community buy-in.

38. What changes and improvements in people’s lives (outcomes) will the project achieve during its lifetime? Up to 3 outcomes is sufficient. **Max 150 words.**

**Outcome 1:** 103 farmers will be trained and equipped to earn a living through agriculture. Access to irrigation and mechanisation will be an important part of this.

**Outcome 2:** 103 farmers will be trained in basic financial literacy, entrepreneurship and agriculture to enable them to contribute to their family’s well-being. All the evidence suggests that where cash is earned in this way then it will be spent on home improvements, business development and health and education needs. This is borne out by our experience with the Paprika Project. The farmers come from homes where there is no or minimal cash income so the provision of basic skills in how to handle the proceeds from crop sales and build a financial plan for the long term are key requirements.

**Outcome 3:** The 83 households will have the potential to gain clean water and safe energy. The target is 100% to access clean water and at least 75% to access renewable energy by the end of the project.

**39. WORKPLAN**

What activities will your project carry out each year to achieve the Outcomes given in Q38? Which organisation will do these? What numbers of people will be involved in the activity?

**Outcome 1:**

<p><b>Activities in year 1</b> Organise farmers into clubs and provide training in the use of quality inputs; growing under irrigation; and the husbandry practices for cash crops.</p> <p>Refurbish irrigation scheme based on the existing Feasibility work completed in 2016</p>	<p><b>Who will action</b> Centre for Youth and Development</p> <p>Centre for Youth and Development</p>	<p><b>Target numbers</b> 103 farmers</p> <p>103 farmers and local tradesmen engaged in the construction phase</p>
<p><b>Activities in year 2</b></p> <p>Continue training of farmers in all aspects of growing cash crops under irrigation including installation of a Community ICT Kiosk.</p> <p>Implement long term maintenance and management plan for irrigation scheme</p>	<p><b>Who will action</b> Centre for Youth and Development</p> <p>Agri Service Centre</p>	<p><b>Target numbers</b> 103 farmers</p> <p>103 farmers</p>
<p><b>Outcome 2:</b></p>		
<p><b>Activities in year 1</b></p> <p>Train farmers in basic financial literacy and entrepreneurship to enable them to develop their family's well-being.</p> <p>Develop a village savings scheme to ensure farmers make provision for farm inputs and provision to pay irrigation, water and energy costs.</p>	<p><b>Who will action</b> Centre for Youth and Development</p> <p>Centre for Youth and Development</p>	<p><b>Target numbers</b> 103 farmers</p> <p>103 farmers</p>
<p><b>Activities in year 2</b></p>	<p><b>Who will action</b></p>	<p><b>Target numbers</b></p>
<p><b>Outcome 3:</b></p>		
<p><b>Activities in year 1</b></p>	<p><b>Who will action</b></p>	<p><b>Target numbers</b></p>

<p>Prepare a detailed design for renewable power plant and associated distribution network. Work on river flows needs to be done in November/December to establish whether hydro is feasible or if solar will be the better solution.</p> <p>Prepare a detailed design for water filtration and treatment works</p>	<p>Malawi Fruits</p> <p><b>REDACTED</b></p>	
<p><b>Activities in year 2</b></p> <p>Install renewable power plant and associated distribution network.</p> <p>Install water filtration and treatment works</p> <p>Implement long term maintenance and management plan for water and power installations</p>	<p><b>Who will action</b></p> <p>CYD and local installer</p> <p><b>REDACTED</b> Centre for Youth and Development</p> <p>Agri Service Centre</p>	<p><b>Target numbers</b></p> <p>Power available to 83 households with a take up of at least 75%</p> <p>83 households/650 people farmers</p> <p>83 households/650 people farmers</p>
<p>40. Taking the outcomes and activities framework in the workplan, describe the project in more detail, to include what will be done, with whom, how many, when, where, what resources will be needed, role of staff posts and partners in delivering and managing the project. <b>Max 500 words.</b></p>		
<p><b>Outcome 1</b></p> <p>CYD will lead on this and they will utilise local labour to refurbish the irrigation scheme including rebuilding the weir at a higher point on the river. All capital resources for this are available locally – bricks, sand, cement, pipework and valves. A detailed Bill of Quantities and design notes are available from the feasibility study undertaken by Malawi Fruits in 2016. CYD have farm extension staff who will provide training and support to the farmers to enable them to maximise the potential of the irrigated land including growing food all year round and growing cash crops for income generation. Support with inputs on loans will enable the farmers to grow higher value crops such as paprika and chillies. All this builds on Malawi Fruits and CYD’s previous experience. 103 farmers will benefit from the training and they will be organised into clubs of approximately 20 farmers for training and support purposes.</p> <p>One innovative aspect is the provision of an ICT Kiosk. This will be powered by renewable energy and will give the farmers access via a PC to information and audio visuals covering all aspects of agriculture generally and the crops they are growing in particular.</p>		

### **Outcome 2.**

CYD have expertise in financial literacy training and setting up Village Savings Schemes. All 103 farmers will be required to join the scheme as this is an important part of ensuring the sustainability of the project. From the income generated from cash crops, the farmers will make payments for extension services, irrigation, water and power and this income is vital to ensuring that funds are available to maintain these services in the long term

### **Outcome 3**

Renewable power will be installed by a local provider with the installation overseen by CYD. The plan is for a hydro scheme but at this stage there are checks required on river flow at the driest time of year (November). The fall-back position will be to install solar which can be done within the same budget. Power will be supplied to 5 kiosks close to the villages and householders will have batteries they can charge at the kiosks to provide solar lighting, phone charging and other low energy requirements. This system will serve all 83 households/ 650 people with rental of batteries being the mechanism for payment. Households can choose how much power they require and the batteries will use low voltage to reduce risk within houses.

Clean water will be supplied by installing a purification system for the river water or, if the water flow is too low at the driest time, a borehole with electric pump and storage. A system of pipes and standpipe taps (5 taps, in the housing clusters) will serve 83 households/650 people.

THE MFT Agri Service Centre will collect the fees for irrigation, power and water and provide all ongoing management and maintenance services. This was an important learning point from the Feasibility Study and inadequate management & maintenance were identified as the principle reasons for the scheme failure in the past. A Water Bailiff will be employed on site to manage the flow of irrigation throughout the scheme and to monitor the use of water and power by households. The Agri Service Centre will also provide ploughing services (tractor and implements) and connect farmers with markets, including providing transport where required.

41. What are the strengths, resources and existing activities in the community that the project will build on? **Max 200 words.**

The Tapukwa community is made up almost entirely of smallholder farmers. This project will build on their long history of farming but will enable them to experience a “green revolution” through accessing irrigation and mechanisation. The community is well organised in terms of the roles of traditional authorities in the area and Malawi Fruits have built a relationship with the community leaders over the last few years. A key figure is **REDACTED** who was brought up in the village and has had a successful career in the army and the church before now retiring back to Tapukwa. **REDACTED** is a community organiser and has a significant role to play in ensuring full buy-in from the community for this project.

The community have grown tobacco as a cash crop in the past but the failure of the irrigation scheme and declining market for tobacco have taken their toll. This project re-imagines the management and maintenance of the scheme; adds in the important benefits of water and energy; and provides training and markets for more reliable and ethical cash crops. In all these ways the project builds on the knowledge and achievements of the past while learning lessons from past failures.

42. How will you make sure that the most disadvantaged people in the community/target group will be involved in and benefit from this project? **Max 200 words.**

We already know that 38% of the farmers on the land are women. While women in Malawi are a disadvantaged group, all the evidence suggest that where they are empowered to be part of a project such as this, they will be among the hardest working and cash which they gain through crops is more likely to be spent on their families.

Malawi Fruits, together with CYD, have a Youth Farming Project and there is room for co-ordination here to ensure that young people also get the opportunity to benefit from the irrigated land. Young farmers are a disadvantaged group but it is important that they are inspired to take up modern farming to ensure that there is food security and economic development for the benefit of the next generation. We will ensure that young people in the community are engaged and receive extra support to take up the opportunities as well as being given opportunities to take up significant roles in farmers' clubs and management committees.

We are proposing a fund for farm inputs on loan. This is important to ensure that those who have no cash whatsoever are able to get started and have an opportunity to grow a good quality crop.

43. How can you demonstrate your and your partner's capacity to deliver this project? What past experience do you have? What are the skills and experience of the project managers? How will the responsibilities for management and co-ordination be split, and how often will contact be? **Max 300 words.**

The Project Manager in Scotland will be **REDACTED** He is currently employed half time as Executive Director and leads on the fundraising and project management aspects of Malawi Fruits work. He is also employed half time as **REDACTED** a charity with a turnover of £750,000 and a staff of 24. **REDACTED** has considerable experience in Malawi through running volunteer teams there and through the past projects of Malawi Fruits, most notably the Paprika Project.

In 2015 Malawi Fruits employed **REDACTED** as Development Executive in Malawi and **REDACTED** liaises with CYD on a weekly basis. **REDACTED** is a dynamic entrepreneur bringing his business skills to all of Malawi Fruit's projects.

**REDACTED** will be the liaison with the Scottish Government and will be responsible for all reporting. Service delivery is very much the responsibility of CYD and they have the local agricultural and training expertise for this. **REDACTED** will ensure that all funds are properly applied and that MEL is integrated into the project from start to finish. Communication will be by email and Skype and an annual visit to the project. Skype contact is a minimum of monthly and there is regular email communication.

. MF have led two Scottish Government funded projects – a feasibility study and the Paprika Project (ended March 2017). MF carried out a major Comic Relief-funded Feasibility Study in 2016 and this application is based on that research. MF has now established a well-equipped Agri Service Centre social enterprise at Rumphi and this is managed by **REDACTED** who is degree educated in Renewable Energy. MF is also part of a consortium called SIM which has funding from the Malawi Innovation Challenge Fund to provide solar irrigation to smallholder farmers at Thulwe. MF and CYD are working together on the Scottish Government funded *Inspiring Young Farmers Project*.

Centre for Youth and Development will provide extensive local knowledge of Malawi and will help to deliver outputs as described earlier on the ground. CYD is currently managing two grants from the

Scottish Government in Malawi; improving access to ICTs in rural Malawi in partnership with the Turing Trust and Inspiring Young Farmers in partnership with MFT.

CYD are led by **REDACTED** a development practitioner with a Masters in Strategic Management and has been working in the third sector in Malawi for over 10 years before founding CYD in 2012. Previously **REDACTED** has worked for larger NGOs such as EveryChild Malawi for 7 years and has completed a wide range of professional development courses and has the requisite experience needed to support implementation of this project.

44. Assuming success in the innovation aspect of the project, how will you build long term sustainability into the plans for this project, to make sure that the benefits will last in the long term and be sustainable when this funding comes to an end – what is your exit strategy? **Max 300 words.**

This project proposes two main interventions – firstly, the installation of irrigation, water and energy infrastructure for the community; and, secondly, the training and support of farmers to maximise the potential of that. Long term sustainability is again in two parts – making sure the infrastructure is well managed and maintained and ensuring that the training and support of farmers builds their skills to the level needed for them to succeed in the long term.

**Infrastructure** – the innovative part of the plan here is the use of the Agri Service Centre. In all 11 of the failed irrigation schemes we investigated, the failure of local committees of farmers to manage and maintain the schemes was the crucial factor. This is why we are proposing to allow the farmers to concentrate on farming and “contract out” the management and maintenance to the Agri Service Centre. The Service Centre is set up as a Malawi Fruits social enterprise company employing Malawian staff with all the skills and equipment needed to manage and maintain all aspects of the scheme. At the end of this project, a contractual arrangement remains with the farmers paying for these services and the Agri Service Centre providing them in the long term.

**Training** – Over the last few years, Malawi Fruits and Centre for Youth and Development have developed expertise in farmer organisation and training, particularly in relation to growing cash crops. Malawi Fruits has an excellent network of buyers to ensure reliable market linkages and CYD have a particular expertise in setting up and supporting Village Savings Schemes to ensure good budgeting and financial planning for the farmers. After two years, the farmers will be trained and self-reliant but because of the linkages to buyers, ongoing advice about crop husbandry will be available from that source. It is in the buyers’ interest to strive for improved quality and yield of crops and so they are happy to provide these services in return for the opportunity to purchase the crops.

45. Tell us about any plans to scale up and/or replicate the project. **Max 200 words.**

From our work with Comic Relief last year, we have detailed plans for 11 irrigation schemes. We are already working on 3 of these through our *Inspiring Young Farmers* Project and this scheme at Tapukwa will be the 4<sup>th</sup> scheme. It is our intention to continue seeking funds to ensure that, at the very least, we bring reliable irrigation to these farmers.

However, Tapukwa is truly innovative because of the integration of water, energy and irrigation (for food and cash crops) and so we want to take this model forward on the other schemes where the water supply lends itself to this approach. There is an opportunity this year for us to apply to DFID for funding for one of the schemes and we believe that the support of the Scottish Government over the last few years has helped build the capacity and credibility of Malawi Fruits

to the point where we can now apply there.

The Agri Service Centre is the other innovative aspect of this project and we plan to build that up over the next few years. We have appointed a Manager (June 2017) who is qualified in renewable energy and will recruit and train staff as the work grows so that the Service Centre will be well placed to address the long term management and maintenance challenges which our projects, and those of other NGOs, face.

46. What might go wrong during the project? (i.e. what are the risks?) What will you do to try and minimise these or deal with them if they occur? (Add rows as required).

<b>Risks</b>	<b>Likelihood of happening</b> (Low, Medium or High)	<b>How will you minimise the risk?</b> (ensuring as a minimum no negative impact to the community)	<b>Recovery plan if problem occurs</b>
Inability to engage the farmers in the project	Low	Malawi Fruits has been working with this community since 2014 and strong buy in is already there. In particular, <b>REDACTED</b> is a key figure in the community and provides excellent liaison	The project is particular to this community so full engagement is essential. Signed MOUS and contracts, as appropriate, will be in place before any physical work is completed on the ground.
Illness of key staff	Medium	Use of the Service Centre model mitigates this risk	Secondment from partners
Lack of market for crops	Low	Establish markets before crops are planted	Shift to new crops
Financial impropriety	Medium	Tight financial controls with checks involving both partners	Systems in place to ensure any loss is quickly identified
Failure to deliver by one of the partners	Low	Malawi Fruits has a dignified partnership with CYD and the other key parties	Wide networking suggests that it will always be possible to deliver the project
Crop failures	Low	Irrigation minimises this risk – the whole point is to provided	Ensure that farmers clubs have diversification

		that security for the community	within them and can support each other
Water levels are found to be too low for constant hydro generation	Medium	Testing will be done in November/December when water flows at lowest	A solar solution can be used instead of hydro. This can be achieved within the same budget

47. How will this project build the capacity of the applicant and partner organisations in the field of climate justice? **Max 500 words**

For Malawi Fruits, this represents an exciting opportunity to pull together the strands of water, energy and irrigation in one integrated project. It will test the assumption that this can be done in a long-term sustainable way i.e. That irrigated land can allow for increased incomes in order to purchase the other utilities and sustain them in the long term. The learning from this is immediately applicable to the other schemes which MF is developing. Through this work, Malawi Fruits will also add significantly to the role of the Agri Service Centre. The thinking around the Service Centre has been thoroughly tested through consultations with other NGOs; with DFID; and through networking at SMP and NIDOS. This project will build the credibility of that approach in a practical setting and develop the capacity of the Service Centre itself through creating an income stream and service opportunity.

For CYD, the project presents a capacity building opportunity and to gain a range of expertise around implementing projects in sectors of food, water and energy. Similarly, increased collaboration with Malawi Fruits will enable MF to pass on training in project and grant management to CYD not only in this application process but also in the later stages or reporting and MEL.

CYD will also greatly increase their network with communities, government line ministries, contact with other NGOs and institutions facilitated by Malawi Scotland Partnership. CYD's staff will be exposed to new opportunities through this project, enabling the staff members to influence other projects CYD is involved in to ensure best practice is carried out in all of CYDs work.

48. What is the role of the Scottish organisation in this project? What is the added value that the Scottish organisation brings beyond the funding? **Max 200 words**

Malawi Fruits (MF) is the catalyst for this project which builds on research and relationship building which has been going on since 2014. MF is bringing together experts in Scotland who contribute to the project and then partners in Malawi who will deliver the work. MF will carry the responsibility of overall Project Management and will seek to gather and disseminate the learning from the project – this is an important aspect given the innovative approaches being adopted.

MF is able to add value because of expertise built up over the last 6 years and this has led to the unique project design and seeking out of key partners to bring their expertise to bear.

MF is committed to working in Northern Malawi in the long term which means that this is not a community or project that we will walk away from. The long term sustainability depends on generating income from farming and using a proportion of that to fund management and maintenance in the long term. Malawi Fruits will be there to ensure that this way of working becomes thoroughly embedded.

**Section D: MONITORING, EVALUATION AND LEARNING (MEL)**

This section should detail your monitoring and evaluation plans in relation to the outcomes and activities described earlier.

49. What monitoring information will you gather about the activities? Please describe how you will know whether your outcomes are achieved, and whether your innovation is successful? What evaluation activities will you carry out? What tools and indicators will be used? **Max 600 words.**

A baseline study will be completed at the outset to establish the demographics of the community. Some of this work was done in 2014 but it will need to be updated to reflect the KPIs set out below.

We have identified the following Key Performance Indicators (KPIs):

1. Number of farmers registered in clubs (Target: 103 )
2. Number of farmers completing training modules in financial literacy; entrepreneurship and business skills; crop husbandry using irrigation and mechanisation (target is 100% of farmers enrolled in the programme)
3. Number of farmers participating in village savings scheme (target is 100% of farmers enrolled in the programme)
4. Number of farmers trained as Lead Farmers (Target: there will be 5 or 6 clubs in total and at least one Lead Farmer per club)
5. Percentage of farmers growing under irrigation (Target: 50% by Year 1; 100% by Year 2)
6. Percentage of farmers able to buy their own farm inputs for crops in subsequent years (Target >70% by year 2)
7. No of households accessing and paying for clean water (Target of 83 households by year 2)
8. No of households accessing and paying for renewable energy (Target of 83 households by year 2)

## Monitoring

Each of these KPIs will be monitored throughout the project by the Project Manager in Malawi based on information gathered by CYD. **REDACTED** has gained extensive experience through his work with Malawi Fruits *Paprika Project* and he is used to working in a target driven environment in the agricultural sector. He will organise the collection of all data and produce reports for the attention of Malawi Fruits. Training attendances will be monitored through registration at each event. The data on yields and use of crops needs to be collected as the crops are harvested and sold and will be collected in partnership with buyers and through the participation of the farmers. This participation is a condition of their inclusion in the programme

## Survey of impact

The overall aim is to reduce poverty in a community which has been unduly affected by climate change. Much of the above measures participation but we want to see change in households through the use of the incomes generated through farming. All the evidence, and our own experience, suggest that farmers will spend the money on home improvements, business investment and school fees. We are also giving them the opportunity to access clean water and renewable power at a small cost. We want to understand what the farmers will do with their incomes and the training provided will emphasise family and community responsibilities. Therefore, at the end of each growing season we will survey all farmers to understand how the income has benefitted their households. The comparison with the Baseline Survey will help us to understand and appreciate the impact.

50. How will you use and disseminate the learning from this project both successes and failures, to shape future work? **Max 400 words.**

Malawi Fruits is working with Strathclyde University as part of the *Minigrid Learning Consortium*. This provides a platform for sharing of best practice and successes and failures. As part of the SIM (Sustainable Investment Malawi) consortium, Malawi Fruits has further opportunities to share learning with irrigation and renewable energy providers.

This project links with Malawi Fruit's other work on irrigation, renewable energy and cash crop growing and this widens the opportunities to share the whole story of what we are doing.

Malawi Fruits has a fundraising strategy to raise money for irrigation and processing facilities and to achieve this, the Trustees of Malawi Fruits and other volunteers do presentations to church and community groups in Scotland to tell the story of the project and present the case. Over 80 presentations are given each year to around 1800 people. Reporting back is via a quarterly newsletter. Both the presentations and the newsletters allow sharing of the learning from the project.

Malawi Fruits and CYD are both ambitious charities and will evaluate and learn from this project to inform decision making about the next stage of their growth. This will include evaluation of the integration of renewable energy, irrigation and water provision. We will also be evaluating the systems that we are employing for farmer selection, farmers' clubs, contracts with farmers etc to see what lessons can be learnt and improvements made.

**REDACTED** Executive Director of Malawi Fruits, sits on the Business, Trade and Tourism Forum of SMP and this provides a great channel for sharing of ideas and learning from projects. Malawi Fruits also plays a full part in SMP and NIDOS and **REDACTED** has spoken and led workshops at both their conferences which has been another useful channel for networking and sharing learning.

In Malawi, both MF and CYD are members of MaSP so there will also be a focus through sharing information through forums such as the Scottish Government Funded Symposium organised by MaSP. This will offer CYD a platform to share with all the other Malawian NGOs and especially those that are similarly engaged with Scottish charities on learnings from our collaboration. Moreover, information will be disseminated in Malawi through MaSP newsletters and web publications.

Both organisations will also use social media, (particularly Blogs and Facebook) to share our project with a wider audience. Similarly we will co-author publications and make them publically accessible online, targeting policy-makers, donors, academics, community energy organisations, and the general public.

At District level, CYD is a member of the District Executive Committee and also the District Agriculture Extensions Services Committee (DAEC), both of which are very important for

disseminating information. CYD will also undertake to participate in the Annual Agricultural Fairs organized by DAEC so farmers benefiting from the project can demonstrate innovations learnt.

In short, learning from this project will inform the NGOs themselves to shape the future and will be shared with other NGOs through various channels for the good of all

51. Please use the table below to give an overview of the monitoring, evaluation and learning plans

Role	What will be done, when and who will do it?	Which organisation
Monitoring of project progress	<p>The KPIs are our main tool here:</p> <ol style="list-style-type: none"> <li>1. Baseline Survey December 2017</li> <li>2. Number of farmers registered in clubs (Target: 103 )</li> <li>3. Number of farmers completing training modules in financial literacy; entrepreneurship and business skills; crop husbandry using irrigation and mechanisation (target is 100% of farmers enrolled in the programme)</li> <li>4. Number of farmers participating in village savings scheme (target is 100% of farmers enrolled in the programme)</li> <li>5. Number of farmers trained as Lead Farmers (Target: there will be 5 or 6 clubs in total and at least one Lead Farmer per club)</li> <li>6. Percentage of farmers growing under irrigation (Target: 50% by Year 1; 100% by Year 2)</li> <li>7. Percentage of farmers able to buy their own farm inputs for crops in subsequent years (Target &gt;70% by year 2)</li> <li>8. No of households accessing and paying for clean water (Target of 83 households by year 2)</li> <li>9. No of households accessing and paying for renewable energy (Target of 83 households by year 2)</li> </ol>	<p>CYD</p> <p>CYD</p> <p>CYD</p> <p>CYD</p> <p>CYD</p> <p>CYD</p> <p>CYD</p> <p>Agri Service Centre</p> <p>Agri Service Centre</p>

<p>Evaluation of the project</p>	<p>On an annual basis, we will review the monitoring data in relation to participation, yields and incomes to see whether targets have been met and whether the outcomes in terms of use of incomes generated have been achieved. This will be done by the Project Manager in Scotland.</p> <p>Between harvest and sowing each year we will evaluate the past year's results to consider crop choice. The key factor here will always be to ensure that the farmers will have a reliable market for their crop whether it is as a cash crop or to go to processing. This is a joint effort by the Project Managers.</p> <p>We will conduct an annual review of our systems and paperwork to ensure that we are being efficient and providing the best support we can to the farmers. A survey of a sample of growers will be conducted annually to gain feedback. This will be done at the end of every season by the Project Manager in Malawi.</p> <p>On an annual basis, after harvest, we will review our relationship with all buyers and consider other options to ensure that we are getting the best deal for growers. This will be done at the end of every season by the Project Manager in Malawi.</p>	<p>Malawi Fruits</p> <p>CYD/Malawi Fruits</p> <p>Malawi Fruits</p> <p>Malawi Fruits</p>
<p>Learning from this project to improve future projects</p>	<ol style="list-style-type: none"> <li>1. Hold a joint Workshop meeting each year (to be attended by the Scottish Project Manager) to thoroughly review the project performance and apply lessons learnt from the evaluation.</li> <li>2. Annually review the crop selection, marketing and all partnerships in the light of the evaluation. This to be done by the Malawi Project Manager.</li> </ol> <p>Continue researching new possibilities in terms of marketing, irrigation and adding value through processing. In particular, to apply the learning from the renewable energy part of the project, reflect on this through the Minigrad Learning Consortium, and build in aspects of the learning to future projects as appropriate. This research to be presented and considered annually at the review meeting. This to be done by both Project Managers. Malawi Fruits is already very active in researching new opportunities</p>	<p>All partners</p> <p>Malawi Fruits</p> <p>Malawi Fruits</p>

**Section E:**

**PROJECT BUDGET**

Applicants are requested to complete the Excel budget spreadsheet with details of the project budget. The section below is for the additional information that is required to support your budget as presented.

52. Total funds requested from Scottish Government:

Year 1: Nov 2017 – Mar 2018 (5 months)	£ 13232
Year 2: Apr 2018 – Mar 2019	£ 76880
Year 3: Apr 2019 – Mar 2020	£ 8476
Year 4: Apr 2020 – Oct 2020 (7 months)	£
<b>GRAND TOTAL</b>	<b>£ 98,588</b>

53. Please provide justification for any capital expenditure over £250 in your budget. An explanation of what constitutes capital expenditure has been provided in the guidance notes.

**Refurbishment of irrigation scheme** – this is the cost for bricks, cement, aggregate, pipes, pipe fittings and sluice gates to restore and refurbish the open channel irrigation for 27Ha. This includes re-building the weir which will serve the irrigation as well. All will be locally sourced and maintained & managed in the long term by the Agri Service Centre.

**Hydro power** – this is the purchase of the turbine, generator, cabling and switching required for the renewable energy part of the project. The turbine and generator have been priced in Scotland at this stage but may be available in Malawi. Cabling and switching will be sourced in Malawi and all will be maintained & managed in the long term by the Agri Service Centre.

**Water purification** – this is the materials cost for the tanks and filtration beds which are required. Bricks, sand, cement and aggregate will be purchased locally as will pipes, fittings, UV filter and taps. The system will be maintained & managed in the long term by the Agri Service Centre.

**Rechargeable batteries** – These have been priced in Scotland but will be sourced locally if adequate quality can be found. They will be maintained & managed in the long term by the Agri Service Centre including replacement as required.

**ICT Kiosk** – Bunda University in Lilongwe are testing these kiosks and we should be able to source from there. The kiosk will be maintained & managed in the long term by the Agri Service Centre.

54. Please detail in the table below the international airfares in your budget; detail who the airfares are for, the dates, duration and reasons for travel. This applies to visits both to and from country. Please insert more rows if necessary.

Airfare (as detailed in budget)	Person travelling	To/From	Dates	Planned duration of visit	Purpose of visit
1500 (2 trips)	<b>REDACTED</b>	Scotland to Malawi	2018 and 2019	3 weeks in each case	Monitoring of the project; networking; relationship building with key partners; story gathering for

					reporting and fundraising
750	<b>REDACTED</b>	Scotland to Malawi	2018	3 weeks	Supervision of the construction of the water treatment element of the project including water sampling and testing.

55. Please tell us about any matched funding sources for this project.

Matched Funding Source and Status		Matched Funding Amount				
Funding source	Are these funds secured?	2017/18	2018/19	2019/20	2020/21	Total
Generated income through crop sales. These are fees from farmers for services provided (irrigation, water, power and mechanisation)	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> Funds depend on the plan working out and the farmers gaining the expected increase in income.	£	£6,000	£3,500	£	£9500
Farm inputs recycled into the next years' crops	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> Funds depend on the plan working out and the farmers gaining the expected increase in income.	£	£3240	£3240	£	£6480
<b>TOTAL MATCHED FUNDING</b>		£	£9240	£6740	£	£15980

56a. Will there be any other non-financial support for this project, i.e. in-kind contributions?

Yes

No

56b. If yes, please give details of what these might be.

**REDACTED** the water Consultant, will give his time free of charge.

All completed applications should be submitted by email to:  
[international@ltsbfoundationforscotland.org.uk](mailto:international@ltsbfoundationforscotland.org.uk) to arrive no later than **12.00 noon on**  
**Monday 7<sup>th</sup> August 2017.**

Lloyds TSB Foundation for Scotland  
Riverside House, 502 Gorgie Road, Edinburgh EH11 3AF  
Registered in Scotland Number SC096068  
Scottish Charity Number SC009481  
[international@ltsbfoundationforscotland.org.uk](mailto:international@ltsbfoundationforscotland.org.uk)

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