

2022

# Impact Report

LEMONAID<sup>+</sup>  
ChariTea<sup>•</sup>  
Foundation

Since its establishment, the Lemonaid & ChariTea Foundation has already supported more than 80 projects in 8 countries.

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# Who we are.

*From time to time, we must ask ourselves: what do we aspire to, what do we believe in, and importantly, who do we want to be? In 2022, we found the answers with great clarity, and realised we knew exactly who we are.*



We support projects and exceptional ideas in the world's remotest areas, and are delighted to do so. Our objective remains steadfast: to enable straightforward and direct support for organisations in our project countries. This was precisely our accomplishment in 2022.

By August 2022, nearly 200 organisations had found their way to the Lemonaid & ChariTea Foundation, submitting requests for financial assistance via our call for proposals. Through intense discussions, evaluations, and decision-making rounds, we succeeded in increasing the number of projects supported from 16 to a total of 31 by the year's end.

This expansion required the establishment of strong relationships, acquainting ourselves with local contexts, and striving to grasp the intricate environments within which these organisations realise their ambitions.

This year marked our inaugural visit to a new project site in Peru, introducing us to an entirely new realm of local challenges, historical ties, and importantly, innovative solutions.

Revisiting partners in South Africa and India after a two-year hiatus was a heartening reunion, while reconnecting with the essence of our work after the challenges posed by the pandemic was a gratifying experience.

Our portfolio also expanded to encompass Mada-



gascar, a captivating island persistently confronting significant social and ecological challenges.

Our team has grown - from two members managing the Foundation's multifaceted tasks in 2021 (due to a colleague's parental leave), to five by mid-2022.

We've been invited to numerous lectures, panel discussions and events to discuss our work. Additionally, I've participated in juries and consultations to share the knowledge we've gained and enhance my own learning.

We now feel institutionally grounded and deeply embedded in new development discourses.

We are proud to take you on a small journey in this impact report, which amplifies our partners' voices and experiences.

This Impact Report is intended to provide you with a brief insight into our exciting world - from start-up incubations in South Africa to the realisation of new visions in Rwanda's agricultural sector.

Naturally, the prevailing global political, social, and economic crises have affected the countries of the Global South, magnifying their vulnerability to destabilisation. Nevertheless, we consider ourselves fortunate to support exceptionally resilient organisations, finding constructive solutions for emerging challenges.

In this report, we focus on demonstrating these solutions, and take immense pride in our partner

organisations' achievements, realised through their dedication and our support in 2022.

Yours,  
Aileen Puhlmann

Director, Lemonaid & ChariTea  
Foundation

# Our vision.

*We support local projects that contribute to the improvement of social, economic and ecological structures – in parts of the world that are often disadvantaged in the global economy.*



Photo caption: Tea plantation in Kinihira, Rwanda.

## *The Lemonaid & ChariTea Foundation.*

The Foundation supports NGOs and civil society organisations in various countries in the Global South.

We firmly believe that good entrepreneurial ideas exist all over the world, however a lack of access to resources often limits their successful implementation. Our aim is to contribute to a system that gives all people the opportunity to be entrepreneurial, economically integrated, and thus generate independent income.

With our approach, we want to show solidarity with people in the regions that are most affected by the negative effects of globalisation.

## *Our Vision.*

Everyone has access to independent, self-determined and sustainable livelihoods.

## *Our Mission.*

As the Lemonaid & ChariTea Foundation, we support entrepreneurial and income-generating initiatives in regions that currently lack fair access to the global economic system. We work with local organisations that implement projects for positive change and economic independence in their communities.

## *Our Values.*

**Power critical:** In everything we do, we contemplate the global power structures within which we operate. Remaining conscious of these significant disparities in power and opportunities is an ongoing imperative. It can sometimes hurt to acknowledge and reflect upon one's own privileges – and even more so to renounce them when necessary. Given our location in the Global North and engagement in the Global South, we refuse to accept that global power relations cannot be changed.

**Active:** From our inception, our motivation has been to inspire others to take action. We see ourselves as catalysts, addressing societal questions, increasing awareness about them, and ultimately aspiring to create change.

**Co-Creative:** Effecting change requires a large, collective commitment, and thus we drive transformations in collaboration with our partners.

*In an attempt to rethink development cooperation, we base our relationship on trust and on the following principle: Our local partners know best what they need to solve the local (even if globally caused) problems they are faced with.*

**Optimistic & passionate:** Our work is infused with passion, drive and unwavering optimism.

# Our focus.

*We firmly believe that good business ideas exist all over the world, but their implementation is often limited by a lack of access to resources. We want to change that.*



**A**ll people should have the opportunity to be entrepreneurial and to generate an income for themselves. We do not believe in one-size-fits-all solutions. Rather, we truly believe that local NGOs can best assess how positive change can be achieved in their communities.

Our approach is therefore based on the promotion of regional projects carried out by local partner organisations, with the aim of strengthening their resources. Against this backdrop and based on the experience of project work in recent years, we have identified some main subject areas:

## *Our subject areas.*

Our project funding focuses on the following defined, interconnected areas: education, access to finance, value chains and advocacy. In addition, our overlapping topics include the involvement of marginalised communities, gender equality and innovation. The climate and sustainable use of finite resources assume a vital role within our projects, without losing focus on entrepreneurship as the core of our work. These topics represent the current status of the projects funded so far and may change in the future.

### **VALUE CHAINS**

Growth, as we know it, tends to be exclusive and of little benefit to a large portion of the population. Therefore, the aim of this area is to provide access to value creation and value chains for those often at the end of these global processes.

### **EDUCATION**

Many of our projects aim to educate people in a variety of ways on different topics. They contribute to inclusive, fair and high-quality education that enables people to make their own decisions and to understand the effects of their actions on their environment.

### **ADVOCACY<sup>1</sup>**

Campaigning for a marginalised group or a specific topic is necessary to potentially generate more support or funding, or to draw attention to a topic. Furthermore, advocacy work can be a necessary activity alongside the direct implementation of projects in order to ensure their success at a systematic level.

### **ACCESS TO FINANCES**

The term 'access to finance' aims at opening bank accounts for groups that are not yet part of the official financial market, or creating the opportunity for them to open an account. This constitutes one of the most important prerequisites for entrepreneurial

activity, which subsequently has a major social impact on the surrounding society.

## *Overlapping themes.*

Overlapping themes are issues that we believe need to be addressed in order to make an integrated contribution to a fairer world. These do not necessarily have to be the only focus of a project, but can be tackled holistically and are linked to most topics.

### **GENDER**

We support projects that address structural gender inequalities.

### **MARGINALISED PEOPLE**

This area refers to projects aimed at groups who have been excluded from development initiatives in the past, such as indigenous groups or people with disabilities.

### **INNOVATION**

Innovation is the key to entrepreneurship. Projects that focus on a pilot project or try out new ideas, but also those that pass on previously obtained insights and share their knowledge – including knowledge gained through failure – are deemed innovative.

### **CLIMATE & RESOURCE MANAGEMENT**

Increasing the resilience of communities and regions to climate shocks, as well as promoting sustainable resource management are key issues when tackling the current global climate crisis and preserving future quality of life.

<sup>1</sup> Advocacy refers to public influence on policy-making on behalf of a collective interest.

# Project countries.

*Our projects and partners worldwide. In 2022, we were able to support 31 projects in six countries.*

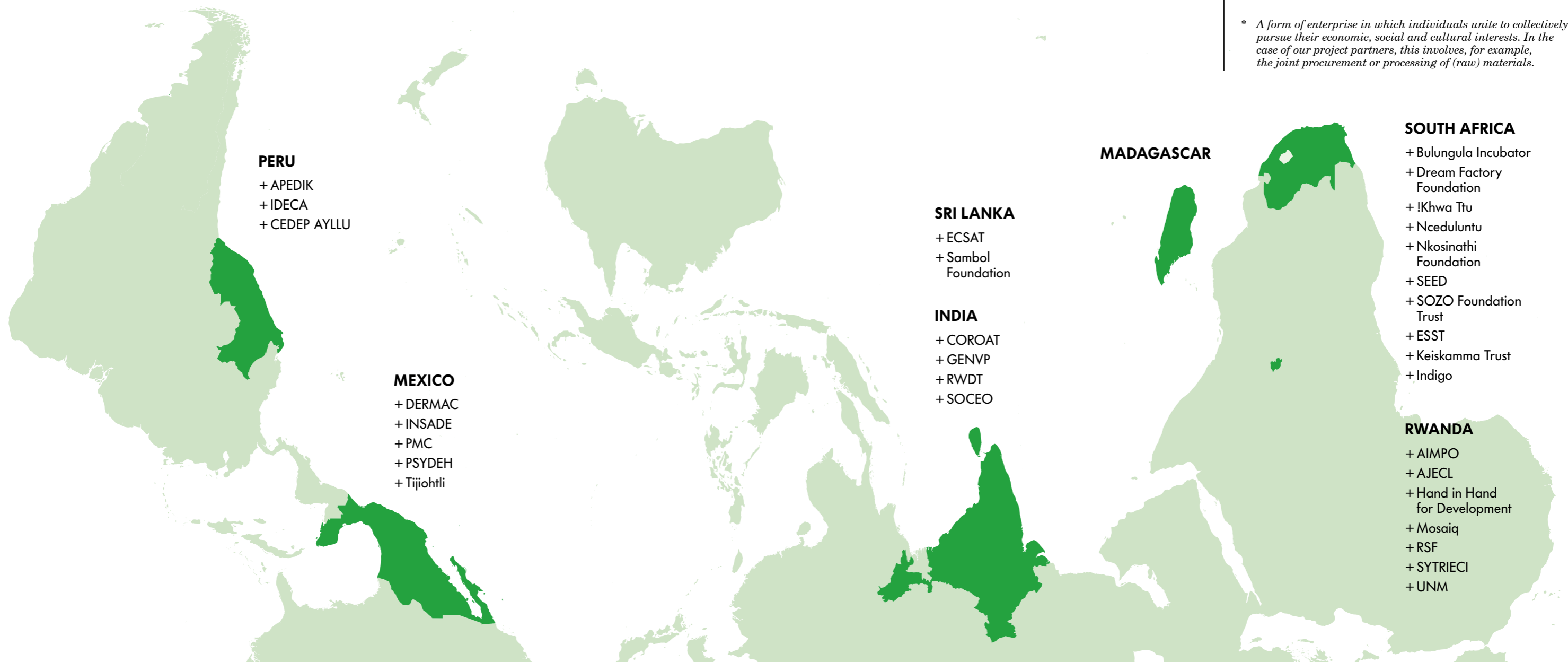
## OUR 2022 PROJECTS PER SUBJECT AREAS:

- 26 projects — *Education*
- 18 projects — *Value chains*
- 14 projects — *Access to finance*
- 12 projects — *Advocacy*

## OUR PROJECT PARTNERS WERE ABLE TO ACHIEVE THE FOLLOWING ON THE GROUND:

- 13.320 people received vocational training.
- 9.877 people expanded their entrepreneurial knowledge.
- 1.944 people were able to increase their income.
- 972 people found new employment in the project region.
- 602 new small businesses were founded.
- 461 people were able to take out a loan.
- 91 cooperatives\* received support.

\* A form of enterprise in which individuals unite to collectively pursue their economic, social and cultural interests. In the case of our project partners, this involves, for example, the joint procurement or processing of (raw) materials.



# Our project partners.

*The number of projects we support grows every year. All projects and each organisation have the goal of sustainability in mind while improving the living conditions of local people. Here's all project funding from 2022 at a glance.*



**Photo caption:** During a project trip of the Lemonaid & ChariTea Foundation to Rwanda, a visit to the Mosaic organisation takes place. In the picture the travellers are greeted by participants of the project dancing.

	PROJECT PARTNERS	FUNDING AMOUNT 2022
<b>LATIN AMERICA</b>		<b>213.257,96 €</b>
Peru 41.591,65 €	APEDIK — Financial independence for women	6.276,83 €
	CEDEP AYLLU — Strengthening indigenous farmers' entrepreneurship	11.878,40 €
	IDECA — An Andean pharmacy for and by indigenous communities	23.436,42 €
Mexico 171.666,31 €	PMC — New generations in coffee and honey production	26.126,72 €
	Tijiohtli — Promotion of indigenous young people	46.332,79 €
	DERMAC — Cocoa value creation and entrepreneurship promotion	51.086,96 €
	INSADE — Entrepreneurial independence for women on probation	28.113,27 €
	PSYDEH — Network for indigenous women	20.006,57 €
<b>ASIA</b>		<b>232.680,27 €</b>
India 141.510,21 €	COROAT — Improving the living conditions of trans people	37.447,75 €
	GENVP — Candle making for economic participation	54.892,97 €
	RWDT — Entrepreneurship with coconut fibre products	10.339,74 €
	SOCEO — Promotion of women in Darjeeling	38.829,75 €
Sri Lanka 91.170,06 €	ECSAT — Training for people with disabilities	27.700,22 €
	PEACE — Combating the sexual exploitation of children	7.313,47 €
	SAMBOL — A safe place for women	56.156,37 €
<b>AFRICA</b>		<b>569.185,04 €</b>
Rwanda 244.966,21 €	Hand in Hand for Development — Initiative for autonomy	91.967,97 €
	SYTRIECI — Improved living conditions for street vendors	42.849,10 €
	Rwanda Sustainable Families — Women's loan programme	13.338,57 €
	Uyisenga Ni Manzi — Agricultural entrepreneurship	41.227,41 €
	Mosaiq — Vertical mushroom cultivation in Rwanda	40.974,04 €
	AJECL — Support for cooperatives	14.609,12 €
	South Africa 324.218,83 €	Bulungula Incubator — Scholarships for farmers
Nceduluntu — Project Incubator		49.611,04 €
Indigo — Eco Tourism Project		4.740,51 €
Keiskamma Trust — Keiskamma Art Project		50.093,47 €
SEED — Future prospects in green agriculture		22.938,95 €
Sozo Foundation Trust — A start-up centre for young people		39.899,93 €
!Khwa ttu — Sustainable agriculture protects traditional ways of life		29.476,63 €
Nkosinathi Foundation — Sewing for mothers of blind children		17.668,41 €
ESST — Financial empowerment of youth and women		34.701,36 €
Dream Factory Foundation — Digital Education Programme		10.834,04 €



*“I believe that financial independence makes a difference in a woman's life. It's not just about money. It's about how you feel as a person.”*

– Nelisiwe Ndaba / ESST / SA

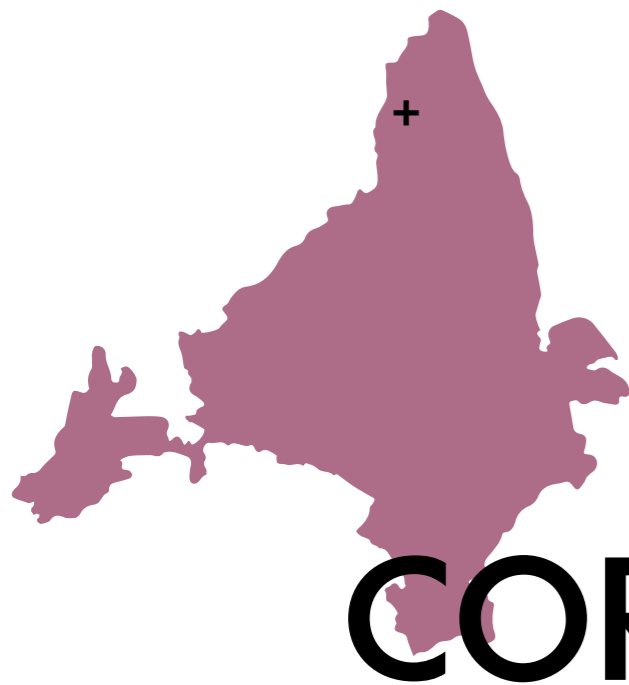
**Photo caption:** Nelisiwe Ndaba is a participant in the project: Vusokoti, an entrepreneurship and access to finance programme run by the organisation ESST in the Amathole District in South Africa.

*“A few years ago I was in a deep depression. But through art and with the help of the Keiskamma project, I reclaimed my life. I healed bit by bit. I am now strong again, I am myself again.”*

– Veronica N. Bethani / Keiskamma Trust / SA



**Photo caption:** Veronica N. Bethani lives in Hamburg, South Africa and has been involved in the Keiskamma Trust project for several years.



**Region:** Tiruchirapalli District, Tamil Nadu, India  
**Focus areas:** Education, value chains, advocacy  
**Project:** “She in He”  
**Funding period:** 2022–2025  
**Funding amount:** 133.879,00 Euros

# COROAT.

*Enabling trans people<sup>2</sup> to earn new sources of income through education and training.*



**F**rom a historical and religious perspective, trans people<sup>2</sup> have never been considered "immoral" in India. However, since colonisation by the British in the 19th century, there has been a stigma attached to them, which has led to their exclusion from society at many levels. As a result, they are denied numerous employment opportunities. The organisation COROAT starts here and enables trans people to access dignified sources of income through various training and further education offers.

According to an estimation by the Human Rights Campaign, in 2021 about 25 million people worldwide identify themselves as trans, of which five to six million reside in India. This makes India one of the countries with the highest number of trans people, also known as Aravani, Aruvani or Jogappa in various regions.

Due to experiences with discrimination, almost 93 per cent of trans people drop out of school early. As a result, they are denied qualified employment opportunities in the future. Even with a good education and qualifications, potential employers regularly refuse to hire them. A large number are therefore forced to finance their livelihood through prostitution and begging.

Although the Supreme Court of India recognised a third gender in 2014, there are still no common laws regulating the equality of trans people. While some policies have been initiated to improve the status of trans people in India, there are few legal support systems in place.

What's more, other than a few exceptions, there are very few support programmes that are specifically aimed at socially and economically disadvantaged trans people.

The organisation *Community Renovation and Organisation Advancement Trust* (COROAT) wants to sustainably change this with its *She in He* project.

COROAT was founded in 2009 in the state of Tamil Nadu and is committed to building a gender-equal, discrimination-free, democratic and humane society.

The organisation has set itself the goal of providing women, children and trans people with equal access to resources and sustainable livelihoods.

The *She in He* project aims to sustainably improve the livelihoods of up to 300 trans participants. This is to be achieved over a period of three years through various training courses in entrepreneurship, agribusiness, fashion design, driving lessons, food technology, cosmetics or interior design.

The training courses provide participants with valuable professional skills to enable them to lead more independent lives. Each training is either an equivalent apprenticeship or further training in a specific field in which the participants already have experience. The programme also includes expert

interviews with professionals from the respective sectors and visits to potential local and regional employers, who support the participants in finding employment later on. Furthermore, participants are provided with information on their legal rights.

Within each training course, participants are also offered psychological support so that they can openly talk about their uncertainties and fears.

*The special feature of the project is the linking of all measures within the training courses with state programmes and financial institutions in order to give participants the opportunity to either become self-employed afterwards or to assist them by finding an appropriately paid job.*

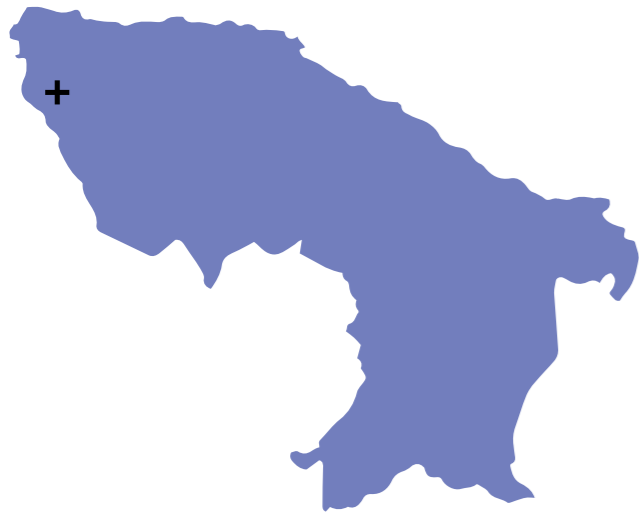
The first year of this ambitious project has already seen 105 trans people get involved. Many of the participants have already successfully completed training as tailors or beauticians. Some have received driving lessons, enabling them to subsequently work as taxi drivers. One participant has opened her first small business, a juice stand, where she sells freshly pressed juices in front of the government building in Tiruchirapalli town.

Thanks to the consistently positive results of their work, COROAT has now been able to diversify their funding and will thus be able to offer even more trans people a professional perspective in the future. In this way, they contribute to the long-term sustainable improvement of their living conditions.

As a foundation, we are pleased to be able to use our funding to help finance part of the salaries of the project staff, the expenses for visits to potential employers as well as various administrative costs, and thus to have a share in the success and further development of the project.

**Photo caption p.16:** Juice and photocopy stall of two trans people who are participants in COROAT's *She in He* project, which aims to contribute to improving the livelihoods of trans people in Tiruchirapalli, Tamil Nadu.

<sup>2</sup> Trans people refer to people whose gender identity does not match their biological sex, which is why the term 'trans' does not refer to sexual orientation or physical sex characteristics, but rather to a person's gender expression.



**Region:** Puno, Peru

**Focus areas:** Education, value chains

**Project:** Andean pharmacy "Hampi Wasi"

**Funding period:** 2023–2025

**Funding amount:** 141.224,70 Euros

# IDECA.

*"Hampi Wasi" - An indigenous pharmacy in the Andes.*



**Photo caption:** F.l.t.r.: Humberto Cahuina is from the community of Tuturcuyo, Leonarda Laura and Irene Dueñas are from the community of Varejon. All three are involved in agriculture and raise livestock. Within the project "Hampi Wasi" of IDECA and APROCLAS, they are involved in the cultivation and processing of medicinal plants.

**T**he Covid-19 pandemic highlighted the lack of access to health services, especially for indigenous communities in Peru. During this period, many relied on the medical knowledge of their ancestors. The organisations IDECA and APROCLAS are making a virtue of necessity and, with the help of the Lemonaid & ChariTea Foundation, will be building the indigenous "Hampi Wasi" pharmacy high up in the Peruvian Andes over the next three years.

In the south of Peru, near Lake Titicaca, the community of Santiago de Pupuja is located at an altitude of 3,800 meters. It is the seat of the organisation *Asociación de Productores Cristianos Laicos de Santiago de Pupuja* (APROCLAS), founded by indigenous farmers.

100 kilometers to the south, the organisation *Instituto de Estudio de las Culturas Andinas* (IDECA) has been working from its base in Puno since 1974, with APROCLAS serving as a reliable partner organisation for many years. Their work focuses on the protection of cultural identity and the rights of indigenous peoples in the Andean region as well as the promotion of gender justice, inter-cultural dialogue and decolonisation.

The indigenous *Aymara*, to which the majority of the inhabitants of the province of Santiago de Pupuja belong, are one of the oldest ethnic groups in the High Andes.

The use of medicinal plants has a centuries-old tradition in Peru and is still used today by many Peruvians as an alternative to modern medicine.

At the height of the COVID-19 pandemic, representatives of APROCLAS called on the medical knowledge of their ancestors passed down through generations and began to increasingly treat cold symptoms with the help of medicinal plants from their region.

APROCLAS and IDECA have now made use of the knowledge of the local elders. Over the next three years, they will work together to establish the indigenous Andean pharmacy, *Hampi Wasi* (Quechua: *House of Health*).

The aim is to cultivate inexpensive yet effective medicinal plants and, on the basis of knowledge passed down through generations, process them into medicine. This should then benefit the community members themselves and secure a better income for the employees through sales on regional and national markets.

In 2022, the Lemonaid & ChariTea Foundation financed a field and market study by IDECA and APROCLAS. The result: a total of 42 medicinally effective plants grow in the Santiago de Pupuja region. These were collected by IDECA, catalogued and their healing effects and forms of application documented with the help of qualitative interviews with elders from the various communities. This study will be made accessible to a larger target group in the form of a publication.

Since December 2022, the approximately 150 members of APROCLAS have been trained in the cultivation and processing of medicinal plants as well as in entrepreneurship and marketing through workshops and trainings.

In the future, a greenhouse will also be built and *Hampi Wasi's* premises will be equipped accordingly for processing the plants into medicinal products and subsequently selling them.

However, before the cultivation of medicinal plants on a larger scale can be considered, APROCLAS and IDECA have another big challenge to face: the water shortage in the project region. Dante E. Quispe Martínez, project manager of IDECA, comments:

*"Here in the region, it did not rain for almost ten months in 2022. Although the rainy season finally started in December, the rain has so far fallen in insufficient quantities."*

Agricultural yields are not only indispensable for producers in the region who consume their crops themselves. Most families do not have enough money to buy additional food or feed for their animals if they cannot sell surpluses from their harvest on regional markets. The lack of infrastructure for smallholder farmers, few of whom have water storage and irrigation systems in their fields, further exacerbates the situation of local people.

In the past, IDECA has successfully implemented projects in neighbouring communities, where they have built natural water catchment basins together with producers.

IDECA now wants to use the positive experiences and the acquired knowledge for the communities around Santiago de Pupuja, where they plan to install numerous natural irrigation systems.

The lack of water will pose a challenge to the inhabitants of the region and their food security in the future, for which agro-ecological solutions must be found as soon as possible.

In July 2022, our colleague Claudia had the chance to personally meet the highly committed staff of IDECA and APROCLAS. As a Foundation, we are very happy to support both organisations by financing the construction of water basins as well as various training courses for the staff at APROCLAS for the construction and commissioning of *Hampi Wasi*.



**Region:** Cape Town, South Africa

**Focus areas:** Value chains, access to finance, education, advocacy

**Project:** Sozo Entrepreneurship Incubator Hub "Genesis": An environment to encourage entrepreneurship among young people.

**Funding Period:** 2022–2024

**Funding amount:** 137.125,10 Euros

# The Sozo Foundation Trust.

*"Genesis" A business incubator hub for young people from the Cape Flats.*



**Photo caption:** F.l.t.r.: Chemondlay Speelman, 20, baker; Hazel Samantha Hangaika, 32, sells purified water; Waseema Davids, 28, masseuse and hairdresser. The three are young female entrepreneurs. In the picture, they are attending a training by a guest lecturer at the Incubation Hub on the topic of small business loans.

In the former "Cape Flats" township in Cape Town, South Africa's structural inequality is particularly noticeable. Young people in particular are offered few development opportunities here, which leads to drug consumption and high unemployment and crime rates. To actively counter this problem, the Sozo Foundation Trust has set up the Genesis business incubator. Young entrepreneurs will be supported here over the next few years with the assistance of the Lemonaid & ChariTea Foundation.

To this day, most of the families who live in the Cape Flats are those who, because of their skin colour, were forced out of the city centre of Cape Town to the outskirts by the apartheid government in the 1950s and the decades thereafter. Many of the problems caused by the forced relocations still exist today.

The Cape Flats municipality of Vrygrond (Afrikaans for "free land") is one of the oldest informal settlements in the Western Cape, now home to around 55,000 people, but still with infrastructure originally designed for just 8,000 people.

The COVID pandemic has further exacerbated South Africa's already high youth unemployment rate, which stood at 77.4 per cent among young people in 2022 (Stats SA, 2022). The fact that more than 60 percent of the population is under 35 years of age gives this figure added significance.

The Sozo Foundation Trust (Sozo) is a non-profit organisation dedicated to making positive changes in the lives of young people in Vrygrond. To this end, Sozo offers various programmes for young people between the ages of 13 and 25, giving them access to opportunities in the field of skills development and entrepreneurship. Participants can, for example, take computer courses or complete an apprenticeship to then find employment in the formal labour market.

Many communities like the Cape Flats suffer from a lack of employment opportunities.

Sozo aims to support not only young workers but also future employers. The recently launched Entrepreneurship Incubation Hub Genesis - meaning origin, beginning or rebirth - is an innovative step in the fight against youth unemployment.

Entrepreneurship is seen as a lever to change local and global communities and societies. Sozo has recognised this and offers former students who found their own start-ups after their education a protected space to put their company on a firm footing. Especially given the fact that 90 percent of start-ups in South Africa fail within the first three years. For successful development, they require a supportive environment and an appropriate ecosystem.

Robust internet, secure office and storage space, and opportunities for networking and cross-thematic collaboration are paramount. This is especially true in an environment that is often characterised by volatility and crime.

For this reason, Genesis is strategically located in a high security business park within walking distance of the Vrygrond community. This allows young entrepreneurs to connect and network with other start-ups, as well as access relevant infrastructure: for example, resources to conduct market research, accounting and financial management support, longer-term access to loans and credit, and more.

Moreover, Genesis provides small grants for infrastructural business development such as laptops, materials or marketing to start-ups that develop their business plan and model using the online Growthwheel tool. They are also supported by weekly coaching.

Aileen met young entrepreneur Geraldine during her visit to the Incubation Hub. She grew up in the Cape Flats and knew early on that she wanted to start her own business, but lacked adequate capital and resources.

Supported by Sozo, she completed training in acrylic and nail modelling, among other things, and during this time founded her own start-up.

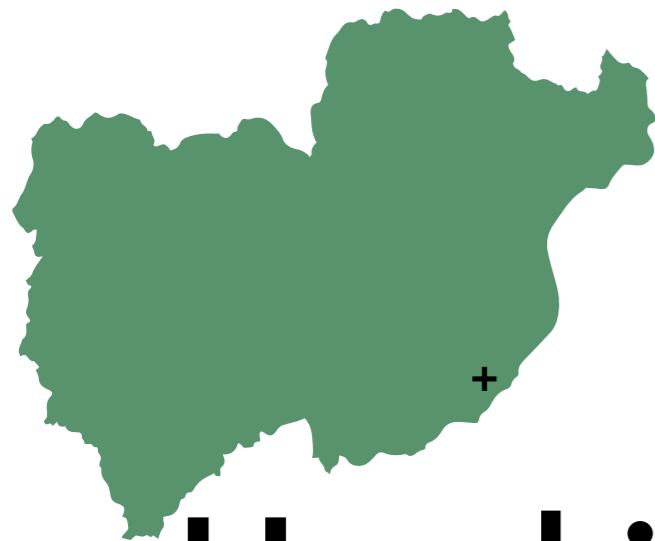
A young entrepreneur like Geraldine has a lot of potential. If she has access to coaching, mentoring and a safe space to collaborate with like-minded people, as she did at Genesis, her start-up will be able to develop positively.

Young people in Vrygrond making the transition from being negatively impacted by education or unemployment to becoming engaged, inspired and economically contributing community members is no longer just a Sozo dream.

Sozo's goal is to support 100 start-ups over the next ten years. Each of these start-ups should also employ at least one other young person from the area.

The initiative will then be replicated as a showcase in other township communities in South Africa, where untapped youth potential is abundant.

With its support, the Foundation finances the salaries of Sozo employees as well as various further training measures for the participants.



**Region:** Western Province, District Rubavu, Rwanda

**Focus areas:** Value chains, access to finance

**Project:** Socio-economic empowerment and integration of 120 vulnerable people from the Rubavu District through agro-ecological techniques and employment opportunities.

**Funding period:** 2022–2025

**Funding amount:** 111.073,00 Euros

# Hand in Hand.

*Behind all our partner organisations are people with great visions and hopes. We are happy to be able to support them on their path to realising them.*



**Photo caption:** Adele Mukasine, 36, is the president of Twisungane Cooperative and the Saving Group supported by Hand in Hand and the Lemonaid & ChariTea Foundation.

**F**rom 2019-2021, the Lemonaid & ChariTea Foundation supported the Rwandan organisation *Hand in Hand for Development* in building alternative financing models and promoting start-up and business creation. After three successful years of cooperation, we are now extending our commitment for another three years. Aileen had the opportunity to visit *Hand in Hand* in 2022 and takes us along on her journey.

I am sitting in the bus of the Rwandan organisation *Hand in Hand for Development* in the Rubavu region on the border to the Democratic Republic of Congo. I have been on the road for a week now, visiting organisations with which the Lemonaid & ChariTea Foundation cooperates. The bus rattles along dusty, sandy roads, skilfully driving around rocks and volcanic debris.

Patient Niyitigeka, the founder and director of *Hand in Hand*, is driving. In the organisation's office, I met the entire team in person beforehand and got a small insight into their work on the ground. *Hand in Hand* has set itself a lot of goals since it was founded in 2016. In the first three-year project phase co-financed by the Foundation, we helped community saving groups\* and cooperatives to establish small businesses and start-ups. In the current second project phase, the organisation is focusing on promoting agricultural innovations, such as the strategic use of greenhouses for cultivating organic potato seeds.

We visit various *Hand in Hand* projects. After just a few initial stops at a sewing cooperative, a loan borrower and at the construction site of a small shop, it becomes clear: *Hand in Hand* would like to be "hands on" to a much greater extent if the organisation could.

Patient has countless ideas and visions for the future of his region, which he enthusiastically shares with us. Behind this is the deep desire to initiate positive change.

Next stop: the greenhouse, built using the latest grant from the Lemonaid & ChariTea Foundation. In front of it are bags of vermicompost fertiliser bearing our logo. In fact, part of the new project focuses on growing worm cultures to produce organic fertiliser and natural pesticides.

In all *Hand in Hand* activities and project ideas, the market, opportunities and potential demand are considered. I am very impressed by Patients' vision and drive to show tangible future perspectives for a whole community.

Once again, I realise how important our on-site project visits are. After all, across many thousands of kilometers and through communication in languages that are not our mother tongues, something often gets lost. It is the personal contact and precisely those moments on gravel roads, in greenhouses where worms are bred, all the encounters and

conversations during and in between, that are the genuine light-bulb moments for us as a supporting partner. They enable us to get to know the projects, their progress and, even more importantly, the people behind them better. It is often the individual, personal stories of the founders or idea generators for projects that determine their success and forms the core motivation behind all the often difficult work.

Patient's father was a cook in an orphanage run by an American woman - Rosamond Carr, author of the book "Land of a Thousand Hills". She supported Patient during his school years.

His childhood and youth were imbued with an important value: wherever possible, he should do good and support less privileged people. For this reason, he studied social sciences with a focus on "social mediation" after graduating from secondary school.

Patient began his career with *Caritas* and, together with friends, initiated small social programmes to feed street children in his home province of Rubavu, which he systematically expanded and professionalised over time.

Towards the end of the day, we visit the grounds of the *Imbabazi* orphanage, which is now only accessible as a garden and museum. The orphanage itself has been closed for many years.

It was important to Patient to share this part of his history with us, as for him this place represents the beginning of his original motivation for his current commitment.

He is one of many visionaries with whom we are privileged to work. Behind all partner organisations are people with big visions and even bigger hopes - to work in their communities for those who are excluded from economic participation. And that is what makes them and their work so incredibly inspiring.

Visiting *Hand in Hand* makes me reflect and think of the many partners I have had the opportunity to meet personally over the years. Once again, I realise how lucky I am. Happy that I have the great privilege of accompanying these people, their teams and organisations and of course all the participants of their programmes on their individual journeys over a certain period of time. How fortunate we are as partners to be able to learn so much from them.

\*Saving groups are an informal and self-organised form of micro-finance in which small groups of 15 to 25 members come together and support each other financially by saving money at regular intervals and granting each other loans.



**Region:** State of Chiapas, southern Mexico

**Focus areas:** Value chains

**Project:** Strengthening rural cacao cultivation for marginalised communities.

**Funding Period:** 2022–2025

**Funding amount:** 136.459,80 Euros

# DERMAC.

*How shade-grown cocoa helps people and the environment simultaneously – the Mexican organisation DERMAC.*



Photo caption: Luis Villafuentes in San Cristóbal de las Casas in January 2023.

**C**ocoa has a long and important tradition in Mexico. The Aztecs and Mayas even called it the "food of the gods". Claudia met Luis Villafuentes, Director of DERMAC, in San Cristobal de las Casas in January 2023 and talked to him about cacao cultivation, chocolate production and the progress of the project.

### Luis, how significant is the work with cacao to DERMAC?

For various reasons, it seemed important to us to set up a project with a focus on cacao cultivation and its value chain. In the Soconusco region, in the biodiversity reserve of "El Triunfo", where our project is located, there are more than 7,000 cocoa producers. On the one hand, cocoa is an important source of income for the local population. On the other, its cultivation and processing allows us to work with young people and women, to protect the climate and the biodiversity of the region and to counteract the migratory tendencies of the population in southern Mexico.

### The cocoa that the producers cultivate is also called "shade-grown cocoa". What exactly does this mean?

It is a traditional method of cultivation in Mexico and Central America. Cocoa trees are planted under a canopy of other trees, such as avocado, banana or deciduous trees.

### What are the advantages of growing cocoa in the shade?

The shade from trees offers the plants protection from too much sunlight and at the same time helps to keep the soil moist. This has a positive effect on groundwater and helps to reduce soil erosion. They also provide habitats for a variety of animal species and thus promote biodiversity in the surrounding area, which also benefits the climate globally.

### How do you specifically support cocoa producers within the framework of the project?

When we started working in the region, the soil of many producers was fallow and affected by erosion. In the last three years, we have been able to contribute to the reforestation of 300 hectares of land. In doing so, we mainly focused on endangered tree species.

By increasing the cultivation of cocoa in the region, we offer the producers the opportunity to diversify their sources of income. Most of them not only cultivate cocoa, but also livestock or coffee. Livestock farming in particular is problematic, as forest is cleared for the grazing areas. The more alternatives we show the local population for income generation, the more biodiversity will be protected in the region.

One of the aims of our project is to work with a local cooperative of cocoa producers and to establish

the first cocoa processing company in "El Triunfo". It is important to us to help them significantly increase their income through the production and sale of processed cocoa at prices above the national average.

We offer the cooperatives training and technical support in various areas. Topics include, for example, improved organic cocoa cultivation, the development of organisational structures such as administration, accounting, control and quality management, as well as training in cocoa processing and the marketing of by-products.

In the first year, we reached over 120 producers in ten communities with our training measures. We have established seven forest nurseries and eight cocoa nurseries, where nearly 77,000 seedlings and 81,100 cocoa plants have been planted to reforest 100 hectares of land and replant 120 hectares of cocoa plantations.

Women and young people in particular benefit from the expansion of the value chain and from learning improved post-harvest practices, such as adequate drying, fermentation and further processing of the cocoa beans into chocolate products.

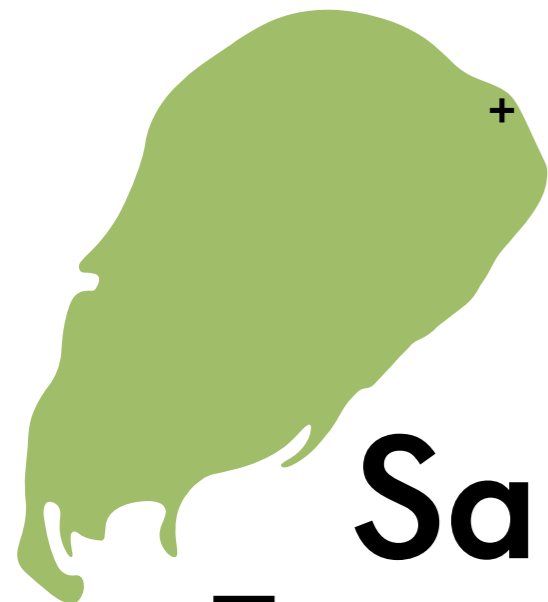
The customer portfolio of the national chocolate businesses was increasingly consolidated this year. We were able to contribute to a closer and fairer engagement and relationship between producers and chocolatiers.

### What are your plans for the future within the project?

We want to increase the number of producers organised in the cooperative and at the same time strengthen the participation of women in post-harvest commercial decisions and cocoa processing.

We are also working on diversifying project financing and expanding our network. It is important for us to open up new markets in order to acquire further customers for the by-products, such as chocolate, cocoa mass or chocolate pralines.

As you can see, we have already achieved a lot and still have a lot to do. We continue to be very happy about the support of the Foundation and hope that we will continue to work together in the future as well.



# Sambol Foundation.

**Region:** Matara, Sri Lanka  
**Focus areas:** Education, advocacy  
**Project:** Sambol Safe Village  
**Funding period:** 2021–2023  
**Funding amount:** 151.272,00 Euros

*Sambol Safe Village:*

*A safe place for women and their children in Sri Lanka.*



**Photo caption:** f.l.t.r. (front) Buddhi Randeniya, Inoka Gamage (back) Thimasha Dilmini Thalapalage, Jayani Thilakawardhana, D.M. Briyani, Kithmini Abeysekera. Inoka Gamage has been the project manager of the Sambol Foundation since its inception and is committed to providing a safe haven for women who have experienced violence.

**T**he *Sambol Foundation* was founded in 2018 by Devika Salomon. Devika was adopted in Sri Lanka in 1985 and grew up in Switzerland. During numerous visits to the country of her birth, she developed the idea of setting up a local shelter for victims of domestic violence. No sooner said than done: in 2018, Devika quit her job as a graphic designer and emigrated to Sri Lanka with her husband and daughter. Marina met Devika and her colleague Inoka during a project trip in 2022 and talked to them about Sambol's work.

### **Devika, what made you decide to set up a shelter specifically for victims of domestic violence?**

In Sri Lanka, the number of victims of physical, sexual and psychological violence is high. Women's and children's rights are only rudimentarily anchored in the Sri Lankan legal system. There is also a lack of active implementation of these rights by politicians. For example, there is no existing legal form that allows mothers and their children to be placed together in shelters in the event of domestic violence. Instead, children are separated from their mothers and placed into children's homes. This in turn leads to many victims of abuse not contacting the police for fear of losing their children.

### **How do you try to address these problems within the Sambol Foundation?**

*Sambol* opened its first shelter in 2020. Now, more houses are to be built as part of the *Sambol Safe Village* project. With this, we have created a place where mothers and their children can stay together and process traumas they have experienced together.

The aim is to create a space of security, safety and recovery for the mothers and their children in order to facilitate their first steps towards an independent future.

The women can be accommodated in an assisted living environment, while at the same time having access to comprehensive psychological care.

In the future, the shelter is to be expanded to include a workshop for producing sustainable products, a learning and care centre for children, a medical care facility and an ecological vegetable garden.

In particular, the planned workshops will offer women the opportunity to build their own financial livelihoods by learning sewing, batik or pottery techniques.

In the vegetable gardens, curry powder, cinnamon and pepper, for example, can be grown, processed and sold on local and western markets. The women also have the opportunity to attend English and computer courses.

Another important focus of *Sambol's* work is the provision of legal aid and lawyers for cases of domestic violence, rape and disputes over alimony payments.

This enables women to file a complaint without getting into debt or fearing financial difficulties.

### **Marina also spoke with Inoka Gamage, a long-time Sambol staff member.**

Inoka reports that there are many well-educated women in Sri Lanka, a large number of whom experience domestic problems. For Inoka, Sambol is therefore not just a gainful employment like any other, but above all a great opportunity to make a difference:

*"Sambol Foundation gave me the chance to do something good. For me, it is wonderful to see how many employment opportunities we have created for women so far." - Inoka Gamage*

In addition to the positive aspects of her work, there are also numerous challenges that Inoka and her colleagues have to face. The course of individual fates is often emotionally stressful for them. Approximately 50 percent of the time, the women return with their children to their violent husbands despite all the associated problems. When this happens, the frustration among the staff is intense.

According to Inoka, it is also difficult to gain the trust of the community in which they work. Especially in the initial phase, they were met with a lot of distrust and the work of *Sambol* was viewed critically by many.

The political instability in the country also has an impact on their work. When a change of power leads to new positions in the administration, there is always the danger that relationships with local government officers that have been built up over many years could be affected and the work of *Sambol* jeopardised. This is especially relevant for their direct cooperation with the police.

Inoka is convinced that *Sambol's* work is actually a governmental responsibility. Nevertheless, she is happy and proud to be part of a great team that works day after day for rights and the protection of women and children in Sri Lanka.

# Micro financing & saving groups.

*Saving groups:  
an engine for development and financial independence.*



**Photo caption:** During a project trip of the Lemonaid & ChariTea Foundation to Rwanda, the group visits the meeting of a saving group initiated by the organisation SYTRIECI in Kigali.

**O**pening a bank account, depositing money, withdrawing money or saving money - for most people is an easy thing to do, especially in the Global North, however raises challenges for many others, especially in the Global South. The Foundation currently supports a total of four projects in three project countries that address precisely this problem. We will introduce them below.

In 2021, more than 1.7 billion people worldwide and 31 percent of adults in the Global South had no access to traditional financial services. The reasons for this are manifold. Low wages and the lack of employment opportunities leave people little scope to save any money at all. Women in particular are often excluded from access to financial services.

To counter this problem, so-called *saving groups* are often formed in smaller communities. *Saving groups* are an informal and self-organised form of micro finance in which small groups of 15 to 25 members come together and support each other financially by saving money at regular intervals and granting each other loans.\*

#### **Asociacion para el Desarrollo Integral Kallarisunchis - APEDIK (Peru)**

The Peruvian organisation *Asociacion para el Desarrollo Integral Kallarisunchis* (APEDIK) offers projects in the southern part of Cusco that mainly focusses on income-generating business start-ups by women. With its *Women in Business* project, APEDIK aims to give women who face steadily deteriorating living conditions the opportunity to generate increased income by starting a small business or becoming self-employed. The aim of the project is to promote the long-term financial independence of 150 women and mothers.

APEDIK's work began with the establishment of *saving groups* in and around Cusco. In this way, the organisation has supported numerous people in sustainably improving their living conditions.

*“The fact that the women set up saving groups in the years before the pandemic with our support saved some of them from the pandemic. They were thus able to buy food for themselves and their families despite the sometimes total loss of income from their mostly informal work.” – Marleni Berrios Palomino, Director APEDIK*

#### **ESST (South Africa)**

The organisation *The Educational Support Services Trust* (ESST) has been active in the Eastern Cape of South Africa for 35 years. Its work focuses on the establishment and development of small businesses.

The *Vusokoti* project, supported by the Lemonaid & ChariTea Foundation, aims to teach financial skills to young people and women.

*“Financial independence makes a big difference in a woman's life. It's not just about the money, it's about how she feels and sees herself as a person once she develops in this area.” – Nelisiwi Ndaba (ESST)*

The two organisations SYTRIECI and RSF have set themselves the goal of sustainably improving people's living conditions with the help of *saving groups*.

#### **SYTRIECI (Rwanda)**

As part of SYTRIECI's *Tuzamukane* project, *saving groups* are formed to strengthen the resilience of street traders in Kigali in the face of economic crises.

Participants learn how to use their limited income more strategically and develop sustainable income-generating activities. Thus, they are not only strengthened in their socio-economic interests, but also gain access to financial services, often for the first time.

#### **RSF (Rwanda)**

With its project *I am able*, the organisation RSF strengthens the socio-economic resilience of marginalised and socially weak families in the Western Province of Rwanda. The project aims to strengthen three cooperatives and saving groups in the fields of ceramics, small-scale business and agricultural self-sufficiency.

The four projects emphasise how important *saving groups* are for the financial independence of people in the Global South. As an alternative form of financing, they enable women in particular to invest in their own (entrepreneurial) future. At the same time, *saving groups* promote a sense of community and belonging, offer space for exchange and encourage people to become aware of their rights to economic independence so that they can improve their living conditions in the long term.

\* The saving groups operate with the help of a clearly defined procedure that allows members to set basic rules around saving and borrowing. Responsibilities and control of the fund are distributed among several people. This establishes a secure control system that promotes responsible management of the savings, credit and social security services offered by the group.

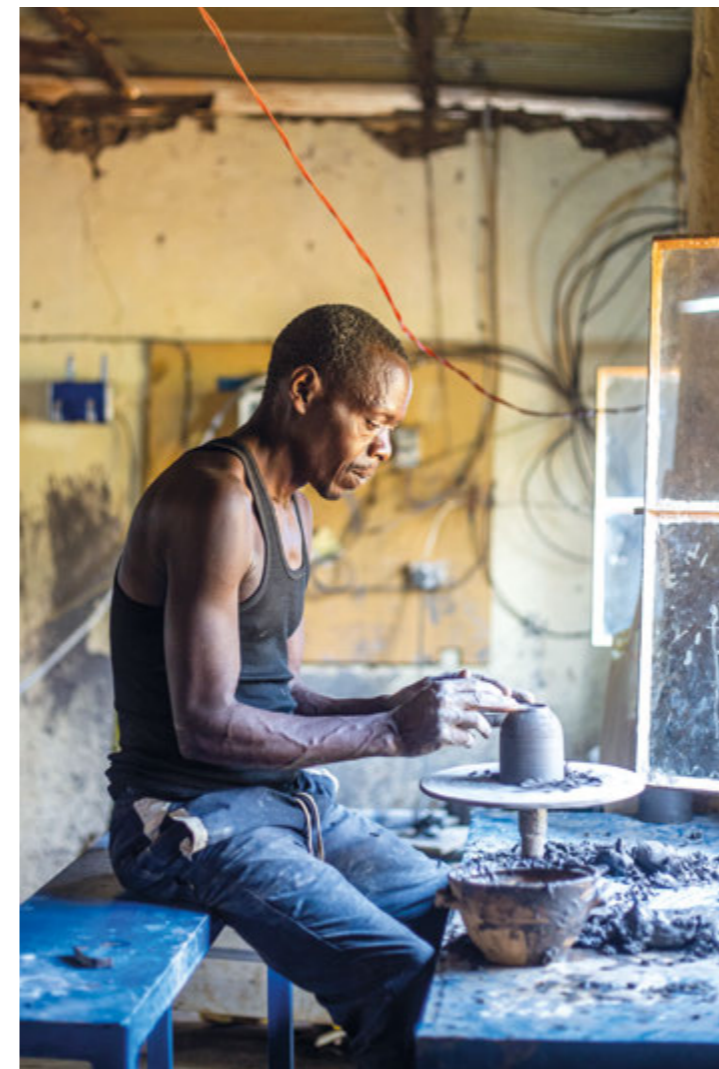


*“It was so inspiring and encouraging to see how during this year's Deepawali festival, the entire market filled with 'Joyful Candles'.”*

– Anju Sinha / GENVP / India

*“Our ancestors taught us the benefits of medicinal plants. This knowledge we now continue to cultivate.”*

– Paula Parqui Calcina,  
Community Tuturcuyo /  
IDECA / Peru



*“What do we do at AIMPO? We upgrade traditional pottery with new ceramic techniques. Through hard work we overcome challenges together.”*

– Richard Ntakirutimana / AIMPO / Ruanda



# Highlights 2022.

*The year 2022 was full of great moments.  
We would like to take the opportunity to highlight some of them to you.*



**Photo caption:** Cristina Rivera (in the burgundy coat) is the project leader of the APEDIK project "Women in Business". Also in the picture are the participants: Marina Chipana (light blue jacket), Sandra Quispe (with baby), Aleja Yapura (red jumper), Silvia Flores (black jumper), Flor Puma (grey cap).

## Peru: our new project country

The year 2022 brought changes in many ways, one of which constituted a shift in our regional focus in Latin America. The last projects in Argentina and Paraguay came to an end, and we are now happy to have been supporting three projects in our new project country Peru since the end of 2022.

### APEDIK

The non-profit organisation *Asociacion para el desarrollo integral kallarisunchis* was founded in Cusco in 1993 and offers both education-promoting and self-strengthening projects aimed primarily at income-generating business start-ups. With its "Women in Business" project APEDIK aims to counteract the steadily declining living conditions of women and mothers.

### CEDEP AYLLU

The non-profit organisation *Centro Para el Desarrollo de los Pueblos Ayllu* (Centre for the Development of the Ayllu Peoples), founded in 1983, supports marginalised indigenous rural communities in the state of Cusco and promotes local ecological agriculture.

Within the framework of the project "Sustainable economic inclusion of agricultural communities in the Andean highlands", three communities in the district of Curahuasi are supported in order to enable their members to achieve a better long-term economic income.

### IDECA

The local organisation *Instituto de Estudios de las Culturas Andinas* was founded in Puno in southern Peru in 1974. Its work focuses on the protection of the cultural identity and rights of indigenous peoples in the Andean region. In cooperation with the indigenous organisation APROCLAS, IDECA aims to build up the Andean dispensary *Hampi Wasi* (Quechua: *House of Health*) in the next three years.

The aim is to cultivate inexpensive yet effective medicinal plants and, on the basis of knowledge passed down through generations, process them into medicine. This medicine will then benefit the communities themselves. In addition, their sale on national and regional markets should improve the income of its employees.

## First project trip since 2020

Before pandemic travel restrictions made it impossible for us to visit our project partners, our last project trip was to Sri Lanka in February 2020.

In the summer of 2022, it was finally time to travel again: for the first time in over two years, we went to the Eastern Cape of South Africa for a week to visit the organisations ESST, Keiskamma Trust, the Bulungula Incubator and the Nkosinahti Foundation.

## Sustainability Advisory Board of the re:publica

The re:publica is a place for engagement, emancipation and empathy in (digital) society. An advisory board has been convened to consider all pillars of sustainability.

Aileen has been supporting this since 2022 with her expertise, providing impetus for the curation of the programme and production.

# Our team.



## Goodbye.

The year 2022 also brought changes within the Foundation. Hanna Brüning, who had been instrumental in shaping the work and development of the Foundation as Project Coordinator Latin America and Communications Officer since 2017, left the Foundation in June 2022 to pursue new professional challenges. It was therefore with a heavy heart that we had to say goodbye. We are very grateful to Hanna for the wonderful years we spent together!

## Welcome.

In 2022, we did not only have to say goodbye, but also gained new colleagues.

Nic Hartmann has been actively supporting us in the area of administration since June 2022 and has become an integral part of the team. Nic is currently studying “Interdisciplinary Public and Non Profit Studies” at the University of Hamburg and has also been involved in sea rescue since 2018, both on land and actively on mission.

Claudia Wondratschke joined the Foundation in mid-August 2022 as Hanna's successor and has taken over the supervision of the projects in Latin America and the area of communication. She has been closely connected to Latin America for a long time, not least

because of her studies in “Regional Studies of Latin America” at the University of Cologne. She also lived in Mexico City for ten years before moving to Hamburg in 2015. In Mexico, she worked for the Heinrich Böll Foundation and the Goethe-Institut, among others.

## The advisory board.

The advisory board supports the work of the Foundation on a voluntary basis. In addition to the board of the Foundation, it consists of other country-specific experts from the fields of development cooperation, social entrepreneurship and sustainability.

Twice a year, Foundation staff and advisory board members convene in person - one of their key responsibilities being the assessment of project applications and subsequent project selection.

The members of the advisory board in 2022 were:

**Anke Luckja**  
Board member  
Opportunity International Germany

**Thomas Friemel**  
Founder enorm  
Managing Director Kombüse

**Markus Beckmann**  
Professor Sustainability Management  
Friedrich-Alexander-Universität  
Erlangen-Nürnberg

**Francisco Layrisse Villamizar**  
Postdoc Social Innovation and  
Sustainability Management  
Friedrich-Alexander-Universität  
Erlangen-Nürnberg

**Atika Pasha**  
Senior Monitoring & Evaluation Specialist  
C4ED Center for Evaluation and Development

**Christian Wiebe**  
Divisional manager WASH Projects  
Viva con Agua de Sankt Pauli e.V.

# Impact. How do you measure change?

*Our path towards implementing an impact measurement system.*



**I**n the context of development cooperation, impact is defined as "change brought about by an intervention" and its measurement is now an integral part of every project. But what exactly do we mean by this?

It is often referred to as impact logic, i.e. certain activities lead to direct changes, which then result in short- or long-term effects in the wider social and economic environment.

Apart from the difficulty of measuring social change, it is equally difficult to prove that a social measure was actually the only reason for a certain change. Other factors may also have been instrumental in that change.

Although the construct raises many questions, impact measurement has become a central tool in development cooperation. On the one hand, it serves to justify project expenditure, thus naturally playing an important role for us in the Foundation.

On the other hand, it often also acts as a control system to evaluate whether the planned impact of a measure has actually occurred. The evaluation, and thus examination of the impact of projects, forms the end of each project cycle.

As the first projects funded by the Foundation were nearing completion, we too had to deal with the questions of whether and how we should evaluate projects and measure their impact.

Our motivation is to learn from our project partners in order to deeply understand their work. This also allows us to showcase their important and exciting efforts to the outside world. Impact measurement serves as a communication tool to reveal what our partners achieve, despite their challenges, to positively shape the future for many.

It's at this point that a dilemma arises however. We want to tell stories, highlight complexities and raise awareness about political, economic and social injustices. But how can we do justice to this claim on the basis of a few figures?

Can we justify the additional costs of data collection, which in the end are mainly borne by our project partners?

Plus, evaluations are costly. Couldn't resources be put to better use? Our answer: impact measurement must become part of our project management. It has to go hand in hand with usual project monitoring and include clearly defined processes.

Only then can impact measurement be feasible and useful for our project partners, as ultimately, it is beneficial for organisations to be able to prove the impact of their projects by means of measurable goals.

This data yields valuable insights, particularly for small organisations who may be actively collecting data on their work for the first time. It sheds light on a project's individual components, limitations and potential, serves as evidence of achieved goals, and provides a reference for future funding applications.

Thus, the persuasive power of solid data in development cooperation should not be underestimated, as in the eyes of donor organisations, it's often the convincing factor of a project's successful implementation.

Integrating this impact measurement into our project management processes could not be immediate however, and as such, required us to take our project partners on an "impact journey".

What is special about our project portfolio is that it encompasses a vastly broad scope of partners, each operating differently.

For some, impact measurement has long been part of their own project management, while for others, they've never engaged with impact measurement processes at all. Regardless, it was important to involve everyone equally from the outset, meaning that some projects required more support and time.

Fast forward to now: we can proudly state that all project partners are successfully integrated into our processes. This means that they have analysed their impact logic, set themselves measurable target values and review these at regular intervals.

Importantly, it is crucial to us that the target and measurement values are defined by our partner organisations themselves. They determine how, when and which data is collected. With this in mind, since all of our project partners work in the focus areas of education, access to finance, value chains and advo-

cacy, certain measurements will always remain the same.

We call these areas our *Foundation Indicators*, with each indicator covering one focus topic. Due to this simplicity, they are easy to aggregate. All *Foundation Indicators* work purposefully towards our mission: to support entrepreneurial and income-generating initiatives in regions that currently lack fair access to the global economic system. Aggregated impact measurement also allows us to document our mission progress, and thus our contribution to fairer social, economic and ecological structures in our project countries.

# Finances.

*In compliance with German commercial law and supplementary provisions of the Statutes of the Foundation.  
In accordance with the categorisation of the DZI.*

## Income.

In 2022, the Lemonaid & ChariTea Foundation reported an income of EUR 1,554,145.57.

## Expenses.

In 2022, the Lemonaid & ChariTea Foundation supported projects in India, Sri Lanka, South Africa, Rwanda, Mexico and Peru with a total of EUR 1,015,023.32.

The funds always flowed to where they had the greatest impact: That is, exclusively into the direct implementation of local projects by partner organisations in the area.

The administrative and advertising costs amounted to 9% of the total expenditure this year. Compared with the guidelines of the German Central Institute for Social Affairs, this is a very low proportion.

## Explanations.

The year 2022 was dominated by project acquisition. After two calls for proposals, more than 250 organisations from seven countries applied for project funding. This enabled us to fund 14 additional projects in 2022, bringing the total to 31.

In 2023, further project funding from these rounds of calls for proposals will be added.

The relatively high reserves from the last few years are thus to be reduced again in a timely manner in accordance with the purpose of the statutes.

Anyone who would like to have an insight into the complete financial statements of the Foundation can request them at [info@lemonaid-charitea-ev.org](mailto:info@lemonaid-charitea-ev.org).

## Income statement.

For the period from 1 January to 31 December in the year 2022 (in EUR).

	2022 (preliminary status)
<b>Income</b>	<b>1.554.145,57</b>
+ Sponsoring from Lemonaid Beverages GmbH	1.533.765,10
+ Free donations	14.333,00
+ Taxable business operation	4.514,35
+ Other income	1.533,12
<b>Expenditures</b>	<b>-1.250.393,75</b>
+ Project support	- 1.015.023,32
+ Personnel costs	- 176.552,52
+ Administrative costs	- 52.549,50
+ Depreciation	- 690,00
+ Other	- 5.578,41
<b>Total surplus</b>	<b>303.751,82</b>
<b>Supply/Ed Reserves Balance sheet</b>	<b>0,00</b>
<b>Result</b>	<b>303.751,82</b>

## Income statement.

By expense categories as defined by DZI (in EUR) for 2022.

	Actual 2022	Project funding (abroad)	Project support (abroad)	Marketing & public relations	Administration
<b>Project funding</b>	<b>1.015.023,32</b>	1.015.023,32			
<b>Personnel costs**</b>	<b>176.552,52</b>		108.801,75	45.565,05	22.185,73
<b>Depreciation</b>	<b>690,00</b>				690,00
<b>Other expenses</b>	<b>58.127,91</b>				
+ Marketing & general public relations				14.817,39	
+ Material expenses (rent, travel expenses, IT costs, etc.)			14.490,39		28.820,13
<b>Total 2022</b>	<b>1.250.393,75</b>	<b>1.015.023,32</b>	<b>123.292,14</b>	<b>60.382,44</b>	<b>51.695,86</b>
<b>In percent</b>	100,0	81,18	9,86	4,83	4,13
<b>In percent according to DZI scale</b>	<b>100,0</b>	<b>91,04</b>		<b>8,96</b>	

\*\* The personnel costs were split in accordance with the description of the employees' tasks, since the full-time employees of the registered Foundation are involved in project support/monitoring (50%) and administration and/or public relations (50%). In addition, these costs are used for administration and advertising, as well as the salaries for project assistants and interns, since they usually work 100% for communication.

# Outlook.

*In 2022, we were privileged to play a role in many organisations' journeys. We're excited to keep learning from them in the future.*



**Photo caption:** Landscape in Rwanda, photo taken by Jean Bizimana.



The end of 2022 brought only a brief reprieve, as the wheels of planning and project travelling continue to turn. When I look to the future, I anticipate exciting new moments, encounters and experiences with our project partners.

Compelling project and Foundation trips to Mexico, Sri Lanka and South Africa are scheduled, which after years of not traveling, represent the exciting prospect of connecting directly with our partners again.

We have big plans for the future. The number of projects we support will continue to increase, the team will grow, and our strategic orientation will solidify. At the same time, we want to maintain our agility, as well as our somewhat unconventional lens of the world. It will be a challenge, but we look forward to it.

Similarly, we look forward to acquainting ourselves with our new project country, Madagascar, which sees the opening of a completely new region for us.

We want to be more present both on social media and in person at events, because the impressive work of our project partners deserves more visibility. At a time when the world feels a little disorientated, we wish to champion the people and organisations who are combatting challenges with concrete solutions.

As our report on the organisation Hand in Hand shows, we work with exceptional visionaries. We asked ourselves the questions: how may we learn

more from them? How can we continue to refute and break with the widespread assumption that knowledge is only located in the Global North?

We know first-hand that innovation potential is hidden in the Rwandan hills, the South American Andes and on the east coast of South Africa. To show more appreciation for our project communities' various initiatives, we want to share this knowledge with the broader public. This starts with questioning the language we use to talk about projects and initiatives. We will continue to reflect on methods of communication, and try new ways here. We are starting the new year full of energy and can't wait to get to work.

Yours, Aileen Puhlmann

Director, Lemonaid & ChariTea Foundation

**Photo caption:** Gaudence Nyirarukundo, 31, is the president of the VSLA savings group in the Kicukiro district of Kigali-Rwanda. She sells vegetables as a street vendor. In the photo, she was leading a meeting of the Saving Group and demonstrating to the visitors how the VSLA methodology is applied by the members of the group.

# Support.

*Anyone who would like to support the work of Lemonaid & ChariTea Foundation is welcome to do so - whether through donations, sponsorships or active assistance.*

More and more people are becoming active supporters of the Foundation by donating directly, contacting us via our newsletter and actively using their networks for the benefit of the Foundation.

You can support our work in the following ways:

*Donations:*

IBAN code: DE71 4306 0967 2027 6856 00  
Swift code / BIC: GENODEM 1 GLS

The Lemonaid & ChariTea Foundation is recognized as a non-profit organisation by the Hamburg-Nord tax office.  
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**Photo caption:** Claudia Pech Chum, 65 years old, comes from the community of San Pedro Chenchela in Yucatán, Mexico. She is part of the San Pedro Saving Group. She is a housewife and farmer and weaves hammocks, of which she sells about two per month.



**Photo caption:** (Top) Delphine Nyirahabimana is a member of a Saving Group initiated by the Rwandan organisation SYTRIECI. (Middle) The Mexican organisation Tjiiothli supports indigenous youth through training in art and graphics. (Right) Clement Munyan-dekwe is a member of a ceramics cooperative initiated by the Rwandan organisation AIMPO.



# Abbreviations and glossary.

# Imprint.

*We use gender-sensitive language in our written texts to reflect our goal of an inclusive and equal society.*

<b>Advocacy</b>	<i>see: en.wikipedia.org/wiki/Advocacy</i>	<b>IDECA</b>	<i>Instituto de Estudios de las Culturas Andinas</i>
<b>AJECL</b>	<i>Foundation de Jeunes de Saint Charles Lwanga</i>	<b>INSADE</b>	<i>Interculturalidad, Salud y Derechos A.C.</i>
<b>AIMPO</b>	<i>African Initiative for Mankind Progress Organisation</i>	<b>NGO</b>	<i>Non-Governmental-Organisation</i>
<b>APEDIK</b>	<i>Asociacion para el Desarrollo Integral Kallarischichis</i>	<b>NPO</b>	<i>Non-Profit-Organisation</i>
<b>APROCLAS</b>	<i>Asociación de Productores Cristianos Laicos de Santiago de Pupuja</i>	<b>Pilot project</b>	<i>Project in which novel procedures, working methods or the like are applied on an experimental basis.</i>
<b>CEDEP AYLLU</b>	<i>Instituto de Estudios de las Culturas Andinas</i>	<b>PMC</b>	<i>Programa Mexicano del Carbono, A.C.</i>
<b>COROAT</b>	<i>Community Renovation &amp; Organisation Advancement Trust</i>	<b>PSYDEH</b>	<i>Psicología y Derechos Humanos</i>
<b>DERMAC</b>	<i>Desarrollo Rural y Medio Ambiente A.C.</i>	<b>RSF</b>	<i>Rwanda Sustainable Families</i>
<b>ECSAT</b>	<i>Equality-based Community Support and Training</i>	<b>RWDT</b>	<i>Rural Women Development Trust</i>
<b>ESST</b>	<i>The Educational Support Services Trust</i>	<b>SOCEO</b>	<i>Society, Equity, Opportunity</i>
<b>GENVP</b>	<i>Gramin Evam Nagar Vikas Parishad</i>	<b>SYTRICIE</b>	<i>Syndicat des Travailleurs Domestiques et Indépendants de l'Economie Informelle</i>
<b>Global North / Global South</b>	<i>see: en.wikipedia.org/wiki/Global_North_and_Global_South</i>	<b>UNM</b>	<i>Uyisenga ni Imanzi</i>

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Sustainable  
partnerships  
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the Global South  
and the Global  
North require  
commitment to  
dismantling power  
hierarchies and  
systemic  
inequalities.



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