

Acting together  
with the South

2005 > 2006

# Acting together with the South

Activity Report 2005  
& prospects for 2006 | **SOS FAIM**





## PROVIDING PEOPLE IN THE SOUTH WHO HAVE PROJECTS FOR THE PRESENT AND THE FUTURE WITH THE MEANS TO REALIZE THEM

SOS Faim was created in 1964 as an independent French-speaking Belgian association. It is not linked to any political or philosophical movement. Transformed into a strong, active, and respected NGO, it is among the thousand European NGOs recognized by the European Union and having access to the co-funding system through the programmes developed by the EU. Its action is furthermore reinforced by the synergies established with its sister organization based in Luxembourg, «SOS Faim Luxembourg» as well as with other players in the field of cooperation throughout Europe.

Its historical rationale is the fight against poverty in developing countries. In order to achieve such an objective, SOS Faim supports economic and social development actions.

SOS Faim has identified four fields of action:

- The funding of rural development programmes, particularly through the microcredit system, and the support to farmers' organisations in order to increase the incomes of the populations of the countries of the South.
- The development of open partnerships with local organisations in the South
- The focus of its action on a limited number of countries and regions, in Africa and Latin America, in order to intensify its efficiency
- The defence, in Belgium as well as in other European countries, of the interests of its partners.

Each year, SOS Faim collects and allocates to the achievement of its social purpose funds on the order of some € 5,5 million. Thanks to a «leverage effect», for each euro received from a private donor, 4 euros are donated by the institutional funding system (European Union, Belgian state, the Walloon region, the French Community, foundations and companies).

The global approach adopted by SOS Faim is as human as realistic. It aims at being efficient without neglecting generosity. It is both pedagogical and progressive. All its activities and initiatives are managed with a high level of professionalism that combines a strict financial policy with a transparent decision-making process within well-established governance structures.

## ACTING TOGETHER WITH THE SOUTH: A DEEPLY ROOTED PRINCIPLE BASED ON STRONG PARTNERSHIPS

SOS Faim decided to translate its rationale into a motto in which each word is important. *Acting*, of course because doing nothing is unacceptable when 800 million men, women and children are starving. *Together with*, because partnership is at the heart of our action. We are not a charity organisation as such. Our support enables farmers from dozens of countries to carry out useful projects. *South*, obviously, since it is the part of the world where development needs are the most flagrant.

Indeed we are fighting against an outrageous paradox: African and Latin-American farmers are both the victims of famine or malnutrition and the victims of shameless exploitation by the developed countries. The antidote to poverty does exist: it demands the transfer of know-how, technical assistance, financial means, access to fair trade systems and structural changes in the international relations.

Over the past 10 years we have been able to offer a support of some € 30.7 million to farmers' organisations of which € 4.3 million in 2005. Steadfastly, year after year, we are present where we have identified obvious needs, courageous people and emerging structures. Development work requires perseverance and faithfulness: SOS Faim and its 67 partners live together the adventure of human progress. The success of our partners is our success as well.

We did not wait for 2005 to be declared «International Year of Microfinance» to use this flexible tool that is well adapted to various situations: we dedicate 50% of our available funds to microfinance projects.

In 2006, we plan to progress even further and to innovate in all sectors of our organisation, in cooperation with the North and South organisations that have placed their trust in us... with the smile of men and women who feel happy about what they are realizing.

And our last and most pleasing word to our donors without whom we would be unable to do anything is: thank you!

**Freddy Destrait**  
Secretary general



**Jean-Jacques Beauvois**  
President

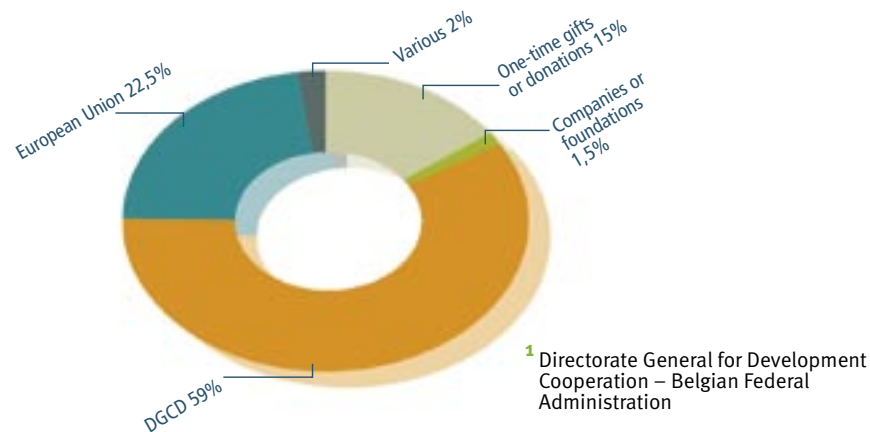
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## SOURCES AND APPLICATIONS OF FUNDS IN 2005

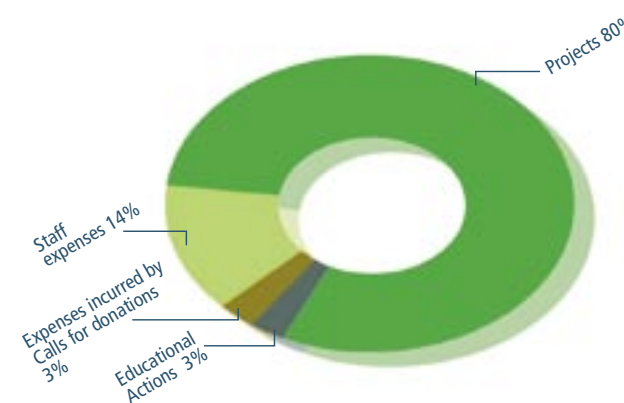
### Funding sources

The total funds made available amounted to € 5 430 799. Private donors started in 2005 with a generous contribution of € 824 039, i.e. individual and major donations (15% of the total). Companies or foundations have also contributed with € 79 100 (1.5% of the total). The Belgian public authorities (DGCD<sup>1</sup>, the Walloon region and the French-speaking Community represent € 3 195 950, i.e. 59%) along with the European authorities (€ 1 220 311, i.e. 22.5%) have been the main funding sources (81.5% of the total). And finally, various funds obtained through services and publications amounted to € 111 422 (2%).



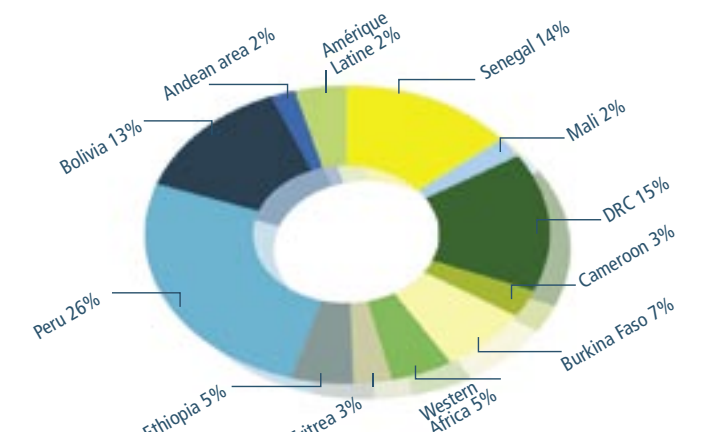
### Breaking down of expenses

SOS Faim devotes 83% of its budget to the achievement of its social purpose. The largest part of it, i.e. 80%, is used for funding 68 projects actively developed in 13 countries. For every € 100 of direct donation, thanks to a leverage effect, € 500 are made available to the partnerships with the South. Moreover, our organisation carries out development educational actions (3% of the budget). The expenses for soliciting private donations are limited to 3% of the budget. Staff and office expenses and depreciation costs represent altogether 14% of the budget.



### Breaking down of transfers of funds

SOS Faim takes part in projects fighting against poverty in nine African countries and in four Latin American countries. In Africa, the projects against poverty and in favour of the strengthening of the agricultural sector are carried out in cooperation with producers' and farmers' organisations. In Latin America, the fight against the drop in incomes in tensed socio-political circumstances is waged through microfinance and commercial development projects.







## PROSPECTS FOR 2006: MANY PROJECTS HAVE BEEN SET GOING

*Each activity sector has defined action plans that meet the needs of the partners. Mid 2006, they are already well underway. The 2006 budget has been increased thanks to higher public subsidies (+ 5.9%) from Belgium.*

Because of the funding system reform operated by the DGCD, SOS Faim has applied for the additional accreditation that is necessary for an approach by program. Such an accreditation will be granted after an external **screening** of the organisation and of its activities; the results should be made available during the first quarter of 2007.

At the end of 2005, the signing of two contracts with the European Union enabled us, on the one hand, to launch a development education campaign on food sovereignty (called «**Alimenterre**») jointly with our Luxembourg sister association and a French NGO, CFSI<sup>2</sup>, and, on the other hand, to co-fund a microfinance project in Ecuador with our partner CEPESIU<sup>3</sup>.

However, the Union political orientations in the field of External Relations do not allow us to foresee any significant progress of the European budgets in the years to come.

As we all know, it is essential to ensure the continuity of the support to our partners' projects: we will therefore continue in 2006 to fund the current projects without excluding any justified extensions. We carried out a survey among some 20 current projects in order to assess their perception of the «**added value**» brought about by SOS Faim; the survey was discussed by the Belgian and Luxembourg associations during a one day meeting.

The opening of the **Mali** office, jointly with the Senegalese management project office GERAD<sup>4</sup> should be a reality at the end of the year, with local development support activities.

As for development education, the priorities are the review of the **publishing policy**, the strengthening of the volunteers' network and the launch of the «**Alimenterre**» campaign.

<sup>2</sup> Comité Français de Solidarité Internationale

<sup>3</sup> Centro de Promoción y Empleo para el Sector Informal Urbano

<sup>4</sup> Groupe d'Étude, de Recherche et d'Aide à la Décision

## SOS FAIM LUXEMBOURG: A SISTER ASSOCIATION, AN ALTER EGO

*SOS Faim Luxembourg maintains permanent relations with SOS Faim Belgique and is involved in most of its actions. The same philosophy unites the teams and the diversity of viewpoints stimulates them. The pooling of resources leads to a higher level of efficiency and the broadening of institutional and political relations. Excellent cooperation does not mean that we are not willing to improve ourselves: an assessment of the relationship is foreseen for 2006.*

### In operational terms, both associations:

- ☛ Share the same «Partner support Service» in the Southern countries,
- ☛ Have a common internet site, jointly updated,
- ☛ Jointly publish «Défis Sud», «Zoom Microfinance» and «Farming Dynamics».
- ☛ Have combined their financial services.

### As far as the campaigns are concerned, they worked jointly:

- ☛ To organize the **microfinance** seminar held in Luxembourg and its complementary activities in Brussels,
- ☛ To organize an internal forum on the «**frozen chickens**» campaign
- ☛ To prepare and implement the development education programme on **food sovereignty**,
- ☛ Within the framework of their relationship with the French NGO **Inter-Réseaux**.

Both associations have several common partnerships (Ethiopia, Cameroon, Democratic Republic of Congo, and Senegal); the Luxembourg association separately carries out specific actions (Benin, Burkina Faso, Congo-Brazzaville, Niger).

## A POWERFUL «LEVERAGE EFFECT»: 1€ DONATED MOBILISES 4€

*Even if private donations represent but a small part of the funds collected by SOS Faim, they are nonetheless an essential condition to its actions. Indeed, a faithful and generous donors' basis ensures the credibility and legitimacy of the association. Without them, it would be impossible to obtain public subsidies. That is why the association deploys sustained information and awareness efforts both with donors and the general public. The donors of SOS Faim can therefore measure the «leverage effect» resulting from their contribution, since for each euro we receive we can obtain 4 euros in the form of subsidies, i.e. a total of 5 euros for the association and its partners.*

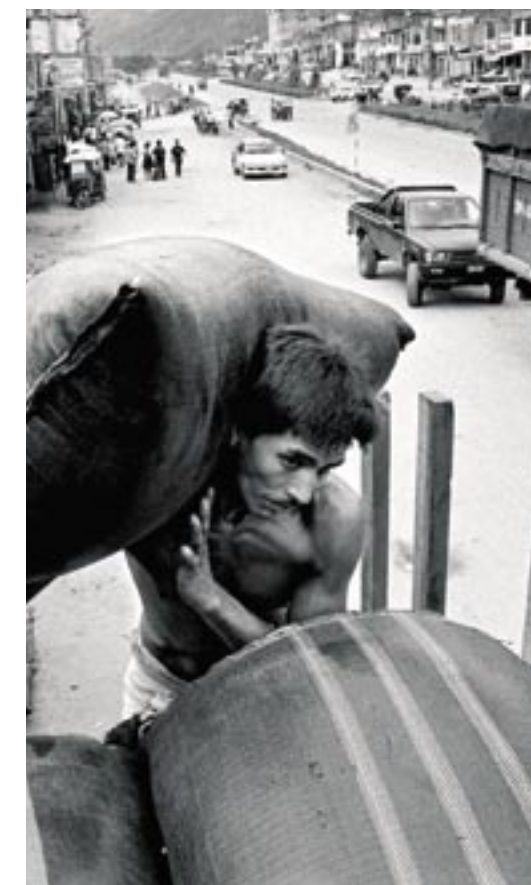
2005 was a **good year** as far as fund-raising from private donors is concerned. Without exceptional donation, the total amounts to € 824 039, a slight progress as compared to 2004 and an amount much above the budget forecasts. If we deduct from this revenue the expenses they generated, the net amount is € 606 834.

In 2005, the association counted nearly **11,500 donors**, a figure slightly higher thanks to 600,000 un-addressed letters (household mail) at the end of the year. More than 2,500 donors regularly contribute by standing order. Contributors' loyalty increased thanks to the mail sent to active and passive donors, which had a positive effect on the amounts collected. We are happy to note that the average donation increased by 2.8% and that the amount collected for one euro invested in 2005 amounted to € 7,91. The cost for preparing and sending the tax certificates (for donors whose donation is superior to € 30 per year) amounts to € 5 411. Such certificates are given for most donations (€ 688 025). In 2006, awareness-raising efforts will particularly focus on passive donors in order to strengthen loyalty.

In 2005, SOS Faim also benefited from **companies and foundations donations**, with a total of € 79 078. The main contributors are the Corporate Funding Program (collecting funds among companies), the VIA foundation (from the agro-food industry in Belgium), the Raiffeisen foundation, the Dubois foundation and Siemens Belgium.

The **subsidies** granted by the public authorities provide the main part of the resources of the association. Indeed in 2005, the DGCD subsidized programmes up to € 3 064 552 and the European Union up to € 1 220 311. Moreover, we received contributions from the French-speaking Community of Belgium as well as from the Walloon Region (€ 131,398).

The total of funds available to SOS Faim in 2005 therefore amounted to € 5 430 799, of which **83% were directly used for its social objective**. The funding of 68 programmes developed in 13 African and Latin American countries mobilized on its own 80% of the budget. The actions focussing on donors and the public represented 6% of the budget (i.e. 3% for collecting fund, 3% for development education). 14% of the budget was dedicated to the running of the association (mainly staff remuneration and management expenses). More detailed data are included at the end of the present report.





## VISION AND MISSIONS: THE PRIORITY IS GIVEN TO FARMERS OF THE SOUTH

*The members and the staff of SOS Faim share a clear and motivating vision: poverty is, alongside hunger, the main obstacle to development. But poverty is neither the result of fate nor of a curse: trends can be reversed through coherent and voluntary strategies. With a lot of courage, the Southern players mobilize themselves and reach tangible results thus improving their life conditions and accelerating their development. Our mission is to support their efforts since efficient agricultural production through farming or animal husbandry requires technical skills, working methods, markets, infrastructures (for instance irrigation, storage and transport facilities), hence appropriate financial means and a shared know-how in all such fields.*

In the last decades, **globalization** has exacerbated competition for producers' regions and organisations, thereby worsening a historical imbalance and making the fight against underdevelopment even harder. The efforts deployed in rural areas in Southern countries are countered by practices akin to unfair competition, incompatible with a reasonable and generous approach of North-South relations.

The *raison d'être* of SOS Faim is to help Southern farmers to acquire the control of their agricultural activities so that they can produce enough to lay solid foundations for their development. SOS Faim knows that the populations concerned must be involved in order to become progressively responsible of their own destiny. That is the reason why the preferred methodology of SOS Faim is the partnership, either with existing structures or by supporting their creation. In the motto «**Acting together with the South**», it is the word «with» that perfectly reflects the philosophy of our association.

The **missions** of SOS Faim are:

- ☛ To support the development of **income generating activities** in rural areas (production, processing, commercialisation of agricultural products) the added value of which must be sustainable and fairly distributed,
- ☛ To support the **creation of social organisations** that are able to defend the rights and interests of farmers at the level of the public authorities,
- ☛ To inform and mobilize the **citizens** in Belgium and in Europe so that they will support fairer, better balanced and more democratic North-South relations policies.

With the objective of optimizing the impact of its interventions, SOS Faim has opted for limiting its actions to some countries, to the benefit of **selected partners** based on the value of their projects and on the estimated merits of the local managers of the projects.

For instance, in 2005, SOS Faim supported:

- ☛ in **Senegal**: the FONGS<sup>5</sup> of which the organisation has been strengthened, the representativeness increased and the economic actions expanded (support to 4,000 family farms, funding through a network of groupings and mutual funds, commercialization of groundnut, rice, onions, processing of groundnut oil, honey, milk, fruits and vegetables)
- ☛ in **Bolivia**: seven craftsmen's associations (occasionally animal breeders and farmers) have developed their skills to design, produce and trade original handicrafts both for the local market as well as for the tourists; some of them, especially textiles could even be exported. SOS Faim helps these associations develop complementary skills in the field of creation, quality control and marketing.

<sup>5</sup> Fédération Nationale d'Organisations Paysannes du Sénégal

## COUNTRIES, PARTNERSHIPS, PROJECTS: A WELL PROVEN SYSTEM IN A CONTINUUM

*In 2005, SOS Faim continued some partnerships some of which were initiated several years ago while others had only just started. The number of countries where the association is present did not vary: in the last years, SOS Faim has voluntarily focussed its efforts on some countries where it identified acute problems as well as local ambitious and dynamic associations looking for solutions.*

These countries are:

☛ in **Africa**: Benin, Burkina Faso, Cameroon, Congo Brazzaville, Eritrea, Ethiopia, Mali, Democratic Republic of Congo, Senegal

☛ in **Latin America**: Bolivia, Chile, Ecuador, Peru.

**Partnership** as developed by SOS Faim is an evolving principle and methodology. To be successful, a partnership requires to be knowledgeable of the context, adaptability to the nature and identity of the partners, coordination with other actors, a high level of flexibility, progressive funding, management controls, follow-up and evaluation tools designed by the partners. Although, inevitably, the partnerships mirror the inequality between the financing partner and its beneficiary, such a situation must be compensated through relations based on trust, openness and transparency. Initially a partnership can go through difficult times, in time it will acquire its full legitimacy. The stronger the reciprocal knowledge, the deeper the trust... and the more effective the partnership. A partnership cannot be a rigid system; much to the contrary, it is a contract open to integrating experience, to evolving according to circumstances and to being reassessed while reviewing the partners' objectives.

Experience shared with partners as well as steadfast commitments from stakeholders are the necessary conditions for success which is never given nor guaranteed. It is in difficult times that relations deemed to last can be cemented. Finally the Southern partners themselves are best placed to assess the «added value» that SOS Faim can bring them. Beyond funding and advice on strategic orientations, beyond ideas about the organisation, the expansion of networks, the training, the actions with the authorities... SOS Faim and its partners take part in a **dynamic process** generating hope.

In the last decade, SOS Faim has worked with some hundred partners. Globally, its financial contributions represented € 30,7 million. During that period, Africa received 66.30% of the amounts committed and Latin America 33.70%. In 2005, the average intervention amounted to € 57 000 (€ 83,000 in Africa, € 48 000 in Latin America).

The new partnerships for which a decision was adopted in 2005 are situated in:

- ☛ **Ecuador**, with the CEPESIU<sup>6</sup>, a microfinance institution,
- ☛ **Mali**, with the CNOP<sup>7</sup>, the farmers' organisations platform,
- ☛ The Democratic Republic of **Congo**, for a regional development dynamic process in Lower Congo, in cooperation with the CENADEP<sup>8</sup>.



<sup>6</sup> Centro de Promoción y Empleo para el Sector Informal Urbano

<sup>7</sup> Conseil National des Organisations Paysannes

<sup>8</sup> Centre National d'Appui au Développement et à la Participation Populaire





## MICROFINANCE: A SUCCESSFUL STAR

*Microfinance (or «microcredit») enables assets-poor people or organisations to carry out useful activities that lead to economic and social gains. The granting of relatively small loans (by banking criteria) is accompanied by education aiming at giving a sense of responsibility and by the follow-up of beneficiaries. For instance, with a loan equivalent to € 200, an African woman can buy, breed and sell chickens or goats which, after enabling her to meet the essential needs of her family, will enable her to acquire progressive autonomy. Microfinance is the tool that is best adapted and accepted by our Southern partners: 2005 was therefore, and rightly so, declared: «International Year of Microfinance».*

According to the United Nations, in 2005, there were 100 million beneficiaries of microcredits in the world, a figure ten times higher as compared to ten years before. However, a thousand million people would need to benefit from such a system, a figure that gives us an idea of the length of the path still to be covered.

Since 1986, SOS Faim has been the first Belgian NGO to use microfinance as a preferential intervention tool. In 2005, 50% of its funding activities were related to microfinance. In total, the partners active in the field of rural microfinance have more than 866.000 customers, with an outstanding credit of € 137,3 millions.

During the «International Year of microfinance», SOS Faim developed multiple initiatives:

☛ SOS Faim was involved in the organisation of the opening seminar of the International Year in Belgium,

☛ Twenty partners of SOS Faim, players in the field of microfinance, participated to an international seminar, held in Luxembourg and followed by meetings in Brussels; the conclusions of 6 workshops (in which some hundred persons took part) were transmitted to the Belgian and Luxembourg political authorities in order to highlight three recommendations:

- To make a priority of rural development,
- To support cooperation frameworks developed with microfinance institutions,
- To create an investment fund in favour of rural development.

☛ SOS Faim took part in the microfinance summit of French-speaking countries organized by the French-speaking Cooperation Agency; several of its partners were present as well,

☛ Our partner Kafo Jiginew (Mali) had the honour to receive the visit of H.R.H. Princess Mathilde of Belgium during an official Belgian mission,

☛ SOS Faim continued the publication of its specialized newsletter «Zoom Microfinance» and published a special issue of the magazine «Défis Sud», a document of reference that answers questions on microcredit «By whom, for whom, what for»,

☛ SOS Faim contributed to the implementation of the Guarantee Fund for Latin America (FOGAL<sup>9</sup>) that is developed in four countries (Peru, Ecuador, Chile and Bolivia) to the benefit of producers' organisations and of microfinance institutions; by the end of 2005, the fund included a guarantees portfolio of € 1,178 million distributed among 18 partners, mainly in Peru (64% of the portfolio and 11 partners),

<sup>9</sup> FOGAL was founded in 2004 by CEPESIU (Ecuador), the La Florida Cooperative (Peru) and SOS Faim.

☛ SOS Faim was one of the founding fathers of the PAIDEK<sup>10</sup> association in Kivu (Democratic Republic of Congo), i.e. the successor of the programme of which it was the initiator; this credit programme covers eight agencies, it granted loans to 1,703 client groups (i.e. 5,211 beneficiaries who, with their family, represent some 36,000 persons) with a net loan portfolio of € 669 000.

<sup>10</sup> Programme d'Appui aux Initiatives de Développement Economique du Kivu

The table below shows all the interventions of SOS Faim in the field of microfinance

COUNTRY	PARTNER(S)	OUTSTANDING CREDITS (€)	NUMBER CUSTOMER OR MEMBERS
Benin	1	741 543	18 520
Burkina Faso	1	832 000	1 664
Cameroon	4	5 092 105	58 750
Congo Brazza	1	270 388	11 286
Ethiopia	4	62 984 800	449 217
Mali	1	11 420 000	198 085
DRC	1	931 570	11 665
Senegal	2	182 939	4 000
<b>TOTAL AFRICA</b>	<b>15</b>	<b>84 094 345</b>	<b>796 287</b>
Bolivia	2	27 083 333	25 706
Chili	1	375 000	260
Ecuador	3	904 543	3 856
Peru	7	24 840 417	39 716
<b>TOTAL LATIN AMERICA</b>	<b>13</b>	<b>53 203 293</b>	<b>69 538</b>
<b>GRAND TOTAL</b>	<b>28</b>	<b>137 297 637</b>	<b>865 825</b>

Two cases are particularly illustrative:

☛ In the South of Peru, SOS Faim is partner of the microcredit NGO MIDE<sup>11</sup>; MIDE has 4,543 clients, with 98% of women active in the agricultural sector and in retail activities. The gross loan portfolio amounts to € 492 000. Its positive impact can be perceived not only because of the economic dynamic process it leads to but also because it enables women to be emancipated (autonomy, self-esteem, respect).

<sup>11</sup> Microcredito para el Desarrollo La Chuspa

☛ In Tigré, in Northern Ethiopia, the microfinance institution DECSI<sup>12</sup> (one of the most important ones in Africa) has 98 agencies with 426,000 clients. The loan portfolio is superior to € 62 million with a very low level of risk. DECSI also acts as a saving entity with € 16 millions collected. DECSI can adapt itself to a large spectrum of needs. The support from SOS Faim focuses on offering specific products to rural families suffering from food insecurity.

<sup>12</sup> Dedebit Credit and Savings Institution





## FARMERS' AND PRODUCERS' ORGANISATIONS: CLAIMS AND FIGHT AGAINST POVERTY

SOS Faim supports the creation of farmers' organisations and their actions. Indeed, confronted with the national governments and the current development of international trade, the Southern farmer cannot, by his own means, have access to social and economic development. Farmers' organisations are managed in different ways according to the continent, the country, the region they are situated in, but their main justification is the creation of a representative power. The sharing of concerns and the common interests strengthen better structured and more professional «pressure groups» that are part of networks able to present claims and proposals aiming at changing the agricultural policies.

These organisations are now the **privileged partners** of SOS Faim for which they represent 60% of its members.

This topic is illustrated and defended in the newsletter «**Farming Dynamics**» and is regularly dealt with in the magazine «**Défis Sud**».

The interventions of SOS Faim that had an economic and social impact in 2005 are worth being mentioned:

- ☼ In **Bolivia**, SOS Faim has 16 partners established in six different districts where it contributes, among others, to the strengthening of farmers' organisations among which seven rural craftsmanship associations, two forestry exploitation associations in the Amazonian region, an organic agricultural production association; moreover, it takes part to the triennial training programme on farmers' organisations management within the framework of the Andean programme (7 modules, 120 people trained).
- ☼ In **Burkina Faso**, SOS Faim funded the FNGN<sup>13</sup> responsible for an important food security programme carried out through the creation of village grain stores, a task that is now difficult because of the bad crops of 2004-2005 which led to shortages and the doubling of cereals prices. The programme really progresses but the impact on food safety is still too limited.
- ☼ In **Cameroon**, SOS Faim works, among other partners, with the ACDIC<sup>14</sup> with which it carried out the campaign «Frozen chickens»: the objective was to denounce mass exports to African markets of frozen poultry meat, the low price of which resulted in a lack of competitiveness of the local poultry production. The imposition of quotas and import rights offered a partial solution but the campaign is continuing. A highlight in 2005 was when we handed over to European Commissioner Peter Mandelson a petition with 65.000 signatures collected in Europe and in Africa. During a seminar held in September, in which SOS Faim took part, the ACDIC announced that it wanted to enlarge its actions to other imported agricultural products, on the basis of the motto: «Let us consume what we produce and let us produce what we consume».

<sup>13</sup> La fédération nationale des groupements Naam, an umbrella organisation for 5.000 farmers groups representing some 700.000 members.

<sup>14</sup> Association Citoyenne de Défense des Intérêts Collectifs (Citizens Association for the Defence of Collective interests), created in 2003.

## INSTITUTIONAL RELATIONS: PARTICIPATION, NETWORKS AND SYNERGIES

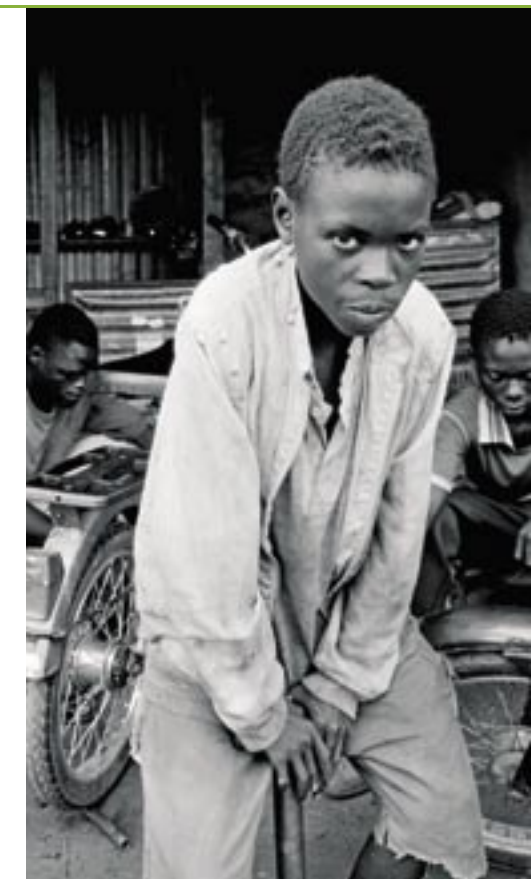
SOS Faim is considered as a competent stakeholder and as a highly appreciated contributor among humanitarian organisations. The association as well as its leaders intervene at different levels in a large number of aid agencies, NGOs and foundations. Such a recognition facilitates networking which, in the world of associations and particularly in the case of an organisation working in Southern countries, represents a key element in the access to information as much as in the development of synergies.

SOS Faim:

- ☼ Is a member of **ACODEV**, the French-speaking Belgian federation of NGOs; it is represented in its Board of Directors, in sectorial groups (service provision, development education) and it represents it at the Wallonia-Brussels Council for International Cooperation,
- ☼ Is a member of the Belgian cooperative **ALTERFIN** (that funds several of our partners in Latin America); as such, it participates to its Board of Directors and to its Loans Committee,
- ☼ Is a member of the **Belgian platform on microfinance**, that has organized activities for the International Year and attempts to establish synergies between Belgian microfinance operators,
- ☼ Is a member of the **Belgian platform on food sovereignty**, that defends the interests of Southern farmers,
- ☼ Is a member of the **Corporate Funding Program**, an association of companies and NGOs that collects funds among companies to finance partners' projects in the South,
- ☼ Is a member of the **Cotonou Network**, a group that follows-up the evolution of the Cotonou Agreement that governs the relations between the EU and the African, Caribbean and Pacific countries,
- ☼ Is president of **Inter-Réseaux** (France), of which SOS Faim Luxembourg is also a member. Thus they are both able to participate in various initiatives regarding farmers' organisations, rural development and agriculture and to maintain relations with the French cooperation movement and to develop synergies,
- ☼ Chairs the **Coalition against Hunger** that carries out a campaign in Belgium to make the public aware of what are the stakes related to hunger in the world,
- ☼ Has cooperated for 20 years with the **French Committee for International Solidarity** (umbrella organisation of NGOs), more specifically for the European campaign for food sovereignty «Alimenterre» (launched in 2006),
- ☼ Has cooperated for 15 years with the **DDC** (Swiss Cooperation) to support the National Federation of Farmers' Organisations (Senegal) that covers 32 associations,
- ☼ Participates to the activities of the Support Committee of the **EED**<sup>15</sup> campaign (Germany) on the issue of frozen chickens,
- ☼ Cooperates with the **AFDI**<sup>16</sup>, an NGO emanating from the French agricultural trade-union world, to support farmers' organisations of the South,
- ☼ Maintains its cooperation with **APRODEV**<sup>17</sup> (network of European NGOs) on the commercial stakes of the **EPA**<sup>18</sup>,
- ☼ Is member of **EURAC**, European network for Central Africa.

Moreover, SOS Faim has sustained relations with numerous **associations**:

- ☼ In Belgium: Oxfam Solidarité, GRESEA, FIAN, CNCD, Broederlijk Delen, Wereldwinkels, Max Havelaar,
- ☼ In France: GRET, CCFD,
- ☼ In the Netherlands: NOVIB, Aquiterra and CORDAID.



<sup>15</sup> Evangelischer Entwicklungsdienst

<sup>16</sup> Agriculteurs Français et Développement International

<sup>17</sup> Association of World Council of Churches related Development Organisations in Europe

<sup>18</sup> Economic Partnership Agreements





## DEVELOPMENT EDUCATION: FOR SOLIDARITY AMONG CITIZENS

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*In order to inform the Belgian public and make it aware of what is at stake in SOS Faim's actions, a recurrent programme of participative activities, of animations, of media actions, of petitions, of calls upon the political world, of publications... ensures a year-long presence in the field, in the opinion and in the medias. The persons thereby contacted can pass on the major issues among which foremost is the need to develop active solidarity with rural partners in the South.*

One essential objective is achieved through development education actions, i.e. the citizens **network** that can integrate in their life as players/ decision-makers/voters the needs of the farmers of the South and prolong the work carried out by SOS Faim with the aim to promote and sustainable changes in the North-South relationship.

In 2005, three **campaigns** were crucial:

- The first one was against the export of **frozen chickens** in Cameroon (a point already mentioned),
- The second one was titled «Ça passe par moi» («It goes through me») to support the development of **fair trade**, with the involvement of the La Florida coffee producers' cooperative (Peru),
- The third one developed within the framework of the world campaign «White Headband» the objective of which was to remind governments of their **commitments in the field of development** included in the «Millennium Objectives» of the United Nations.

By establishing and maintaining regular contacts with **decision makers** in Belgium, we can better defend our positions as well as that of our partners, using our experience of the arcans of the Belgian institutions and of the European Union institutions.

The relations with the **medias** are an essential aspect of information. Each publication, each campaign, each participation to an event leads to contacts with journalists (files, communiqués, interviews, reportages). Some events are particularly propitious for wide media coverage: such was the case of the visit of Princess Mathilde to one of our partners in Mali. Microfinance enables us to generate interest in the economic and financial medias about the often underestimated stakes in the South.

In 2005, the **stands organized** by SOS Faim have increased its notoriety and five major events allowed us to convey our message: the agricultural fair in Libramont, the Couleur Café festival, the Esperanzah festival, the Dour Festival and the Valeriane Fair. Thanks to our participation to such events, we could reach some 17,000 persons (out of which 1,282 have shown interest in maintaining the contact with the association and 421 have indicated their interest in becoming volunteers).

In the **educational field**, SOS Faim has maintained contacts, among others, with teachers, training and thesis sponsors, intervened in various courses, seminars or conferences and met with «kots» (groups of students) on the Catholic University of Louvain and the Université Libre de Bruxelles campuses.

The **internet** site has been completely reorganized in cooperation with SOS Faim Luxembourg. It was launched in December 2005 with a new motto on its home page: «Acting together with the South».

At the end of December, SOS Faim broadcasted on the radio of the RTBF («La Première» and «VivaCité») 26 **spots** of 30 seconds «La fin de la Faim» («the end of hunger»). The spot was a 100% produced thanks to the volunteer work of professionals (creative team, actor and recording studio) and with very limited broadcasting costs.

The **publication** of documents is an important activity: they are addressed to the partners, to donors, to «opinion makers», to members and to the public that is interested:

• «**Défis Sud**» is the star-publication: six issues were published in 2005, with 6,000 copies, on basic topics such as agriculture in the South, globalization, social and economic development of the third world, coffee producers, aid geopolitics and, of course, microfinance. The evaluation of the magazine, carried out with the support of a consultant, was finalized in February 2006. Its conclusions will enable us to redefine the publishing policy.

• «**SOS Faim News**» is a newsletter that aims at being a «journal de campagne»: it focuses on partners' activities and on specific campaigns (such as the «frozen chicken», a theme that was examined in a special issue widely distributed to the signatories of the petition). Usually, the circulation reaches 3,500 copies.

• «**Zoom Microfinance**» has played a very specific role during this International Year: its two issues, with 1,550 copies, have examined the commercial paradigm in microfinance and its link with social inclusion as well as the saving-credit cooperatives in Peru and Ecuador.

• «**Farming Dynamics**», newsletter in three languages, with 2,000 copies, was published on three occasions: it presented the Bolivian experience of quinoa producers, the cereals banks as food safety tool.

• An **electronic** information letter has been circulated on four occasions. It was sent to more than 6,000 people and gave an idea of our activities to a highly diversified group of readers.

The «Information Service» actions are too **varied** to be detailed here; let us mention the follow-up of «stagiaires» (trainees) and of students preparing their thesis, the relations with the network of volunteers and its enlargement, the organisation of information evening sessions, the facilitation of think tanks. We should not forget the participation of a team bearing the colours of SOS Faim in the footrace «The 20km de Bruxelles». It achieved a better rank than in 2004.











## FINANCIAL REPORT 2005

### Income and Expenditure Account on the 31st December 2005

INCOMES 2005	€	% OF TOTAL
Private donors	737 488,14	13,58%
French Community and Walloon Region	93 801,50	1,73%
Belgian Cooperation - DGCD	3 064 552,35	56,43%
Companies and foundations	79 077,70	1,46%
Gift by will	29 193,39	0,54%
Other NGOs	57 357,00	1,06%
Walloon Region	37 596,17	0,69%
European Union	1 220 311,02	22,47%
Others	111 422,15	2,05%
<b>TOTAL</b>	<b>5 430 799,42</b>	

EXPENSES 2005	€	% OF TOTAL
Transfers to projects and services	4 279 030,05	79,48%
Fund-raising	146 923,68	2,73%
Information activities	173 266,26	3,22%
Running expenses and Depreciation	126 877,35	2,36%
Staff expenses	658 007,70	12,22%
<b>TOTAL</b>	<b>5 384 105,04</b>	

Our accounts are prepared under the official control of:

- The European Commission and of DG Development Cooperation - The Belgian Federal Service - for the funding of projects;
- The Auditors «Bigonville, Delhove and Co» that checks and certifies our accounts and the balance sheet;
- The General Assembly of the association that approves this.

Our accounts and our balance sheet are registered with the Registrar's office of the Brussels Tribunal of commerce.

### Balance sheet as of 31 decembre 2005

ASSETS	€	LIABILITIES	€
Fixed assets	655 037	Social funds	1 330 006
Contributions receivable	453 028	Provisions	114 598
Loans & advances	1 139 272	Partnership funds	168 696
Current assets	926 235	Restricted funds	1 369 927
		Current liabilities	192 344
<b>TOTAL ASSETS</b>	<b>3 175 571</b>	<b>TOTAL LIABILITIES</b>	<b>3 175 571</b>





## TWO TEAMS, ONE SPIRIT

SOS Faim supports its Southern partners thanks to its donors, to volunteers and to its professional staff. SOS Faim's actions are carried out by its in Belgium and Luxembourg and by representatives in Peru and in Bolivia.

The Secretariat supports the Secretary General in the management of the association. The SG acts as the external representative of SOS Faim and reports on the work of the representatives to the Board of Directors.

The **Partner Support Service** is responsible for the follow-up of projects. It has regular contacts with the Southern partners in order to guarantee the efficient management of our support.

For each project, the managers will have to value the funds made available to the best of their ability and will also have to convince the private and public institutions to further support the generosity of SOS Faim's donors through the application of the so-called « matching funds » principle.

Two offices, one based in Bolivia and the other in Peru, are responsible for managing relations with local partners.

The **Development Education Service** organises contacts with Belgian and European citizens; it is responsible for the implementation, promotion and dissemination of publications and carries out information campaigns and lobbying actions.

The **Donors Relations Service** is in charge of collecting funds among the public; it manages the list of donors and answers to their requests.

Fund-raising campaigns ensure that ethical principles such as the dignity of groups and individuals in our messages, the transparency of the accounts and the confidentiality of the information about our donors are respected. The guiding principles of our campaigns are included in an « Ethics Chart » available on our Internet site ([www.sosfaim.org](http://www.sosfaim.org) <<http://www.sosfaim.org/>>).

The Management and Finance Service is responsible for financial aspects. It ensures that both internal and external procedures are respected. It also drafts and monitors the annual budgets.

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### COORDINATES

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### The team of SOS Faim Belgique

Freddy Destrait, Secretary General; Linda Gelmi et Sonia N'Kele (Secretariat); Marc Mees, François Vandercam, Aurore de Crombrugghe, Hervé Léonard et Laurence Siquet (Partners Support Service); Jean-Jacques Grodent, Pierre Coopman, Fanny Charpentier et Clémentine Raskin (Development Education Service), Sabine Chevalier (Donors Relations Service), Marianne Lebeau, Ascension Nieto (Administration and Finance Service).

#### SOS Faim Belgium Office in Peru

Wilfredo Necochea Tello (Office manager), Viviana Migliori, Galdos Veliz Antonio, Ada Pinto, Alberto Nunes.

#### SOS Faim Belgium Office in Bolivia

Cesar Soto Santisteban (Office Manager), Enrique Guzman, Jorge Dorado, Jimmy Menesez.

### The Team of SOS Faim Luxembourg

Thierry Defense (Secretary General), Aude Ehlinger (Communication Service) Véronique Hammes (Administration), François Legac et Alexandre Stoeklin (Partners Support Service), Marc Mees (Coordinator of the Partners Support Service).

### General Assembly

The General Assembly ensures that the management keeps constant sight of its social and economic objectives of fighting poverty in the countries of the South. Sergio Alvarez (Peru), Jean-Jacques Beauvois), Juliette Bouffieux, Bernard de Brouwer, Thierry Defense, Laurence Demaeght, Jean-Paul De Potter, Freddy Destrait, Freddy Devreeze, Amadou Diop (Senegal), Michel Falisse, Baudouin Hamuli Kabarhuza (Democratic Republic of Congo), Sabine Heymann, Olivier Heck, Nicole Hogger, Henri Jurfest, Anne-Hélène Lulling, André Masset, Ephrem Mbugulize (Rwanda), Marc Mees, Bernard Njonga (Cameroon), Wilfredo Necochea (Peru), Mamadou Ouedraogo (Burkina Faso), Denis Pesche (France), Jean-Michel Pochet, Roger Reul, Marc Van Eerdewegh, Lucas Van Wunnik.

### Board of Directors

The Board of Directors approves the strategies proposed by the General Secretary, follows up on their implementation and pays special attention to the management of financial and human resources.

On the 31st of December 2005, the members of the Board were: Jean-Jacques Beauvois (President), Roger Reul (Vice-president, treasurer), Juliette Bouffieux (secretary), Freddy Destrait (secretary general), Amadou Diop, Bernard Njonga, Denis Pesche, Jean-Michel Pochet.

**CREDITS PHOTOS** Black and white photographs by Gaël Turine, colour photographs by members of the SOS Faim organisation except for that on page 8 which is by Karin Ulmer.

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