



HARVEST HOPE

2022

ANNUAL REPORT



OUR MISSION

**Empowering Kenyans to better
their own lives and strengthen
their own communities**



Note from the team

2022 was our biggest year yet! It was full of challenges and successes, and Harvest Hope is stronger for it. If this year had a theme, it was *sustainability*. The last couple of years taught us that things could be turned upside down in an instant, and we needed to take a step back and evaluate what we were doing to ensure our mission can be accomplished for years to come.

We were very selective about new loans and focused most of our resources in building a community center. The center acts as a gathering place for the people we are trying to help and produces a profit that pays our Kenyan employees and funds our impact in perpetuity. We still have a long way to go, but we now have eight employees on the ground, a handful of profitable small businesses, our own location for trainings and workshops, and a home base to run everything a little more smoothly.

Five of our team members traveled to Kenya this year (on their own dime) to work side-by-side with our employees in making our vision a reality. We also sent three amazing interns to Kenya where they accomplished so much in a short period of time. On top of that, four part-time interns from BYU joined us this summer to help with fundraising and creating content. We look forward to welcoming more interns next year.

Thanks to your generosity, we raised more money this year than ever before. Our first fundraising event was a huge success, and we look forward to making it an annual highlight. It gave us a chance to tell many of you about our work in Kenya and to join together in support of a great cause. We still rely heavily on donations to fund our growth and our impact, so we greatly appreciate your contributions.

2023 will be another exciting year! With our community center largely set up, we hope to get back to focusing our attention squarely on impact. While we have expanded our free trainings significantly this year, we extended fewer loans than previous years. We plan to ramp those loans back up in 2023 as we have seen how impactful they can be for entrepreneurs growing their businesses.

We want to say a huge THANK YOU to all of our donors, mentors, volunteers, and team members. We couldn't do it without you, and the good people of Kenya never stop expressing their gratitude. If you want to hear more about our work, feel free to reach out. If you want to volunteer or are thinking of visiting Kenya sometime soon, let us know! We hope you had a fantastic 2022 and look forward to an amazing 2023.

Thanks for a great year,
Harvest Hope team

Kenya employees



Moses Mudavadi Kisembe

Moses is one of Harvest Hope's original borrowers and greatest success stories. He is an experienced poultry farmer and has been with us since 2018. He oversees all of our operations in Kenya.



Stephen Otieno Ochieng

Stephen is our car wash professional. He is from Okana, near our community center, and is married with an 8-year-old girl named Angel whom he adores. He is a hard worker and brings a lot of energy to the team.



Rose Okumu Omondi

Rose is from Siaya County on the western edge of Kenya, and she oversees the drink and snack sales for Harvest Hope. She is married with two young girls and is often seen with her smiling daughter, Diana.



Sarah Atieno

Sarah is from Kisumu, and she makes sure the community center remains clean and operational. She and her son Samuel are devout Jehovah's Witnesses, and they always lift the spirits of those around them.



Wanjala Ochieng'e

Wanjala cares for our goats and the crops planted at the community center, including kale, tomatoes, and cowpeas. We have 16 goats in total and our herd is growing fast. He loves helping out around the center.



Samuel Laisa

Samuel is the other member of our night watch security team. He can be seen standing guard at the community center with his crossbow throughout the night. He is extremely nice and helps everyone feel safe.



George Obongo Okienga

George is from Kisumu and is in charge of our football center, but he also helps with several other projects around the community center. He is married with one young son who loves coming to watch the games with him.



Joseph Matayo

Joseph is part of our night watch security team with his brother, Samuel. He is from the Maasai tribe, a well-known tribe in southern Kenya, and he helps our chickens and goats (and us!) sleep peacefully through the night.



U.S. volunteer team



Connor
Community center
Donor relations



Miranda
Goats
Fundraising events



Billy
Poultry
Corporate fundraising



Dave
Rice and other crops
Individual fundraising



Dallin
Accounting
Record-keeping & admin



Chad
Interns
Interns



Lauren
Marketing & media
Marketing & media

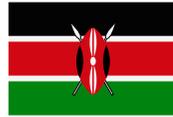


Jared
Safaris
Recurring donations

Kenya role
U.S. role

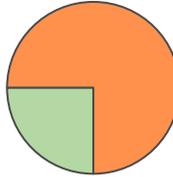


Where do we work?

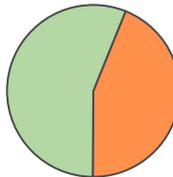


KENYA

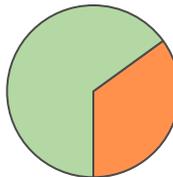
Population: 55 million



Nearly **75%** of Kenyans rely on agriculture for all or part of their income; poultry farming is one of the most profitable businesses in Kenya when done correctly, though training can be expensive



Around **44%** of Kenyans are “unbanked” meaning they have no access to financing to start or grow businesses; even for those with access to micro-finance, interest rates can reach 100% annually or higher



More than **35%** of Kenyans suffer from food insecurity and malnutrition each year, and ~9 million Kenyans live on less than \$1.90 per day



Chicken Run 5K | September 2022

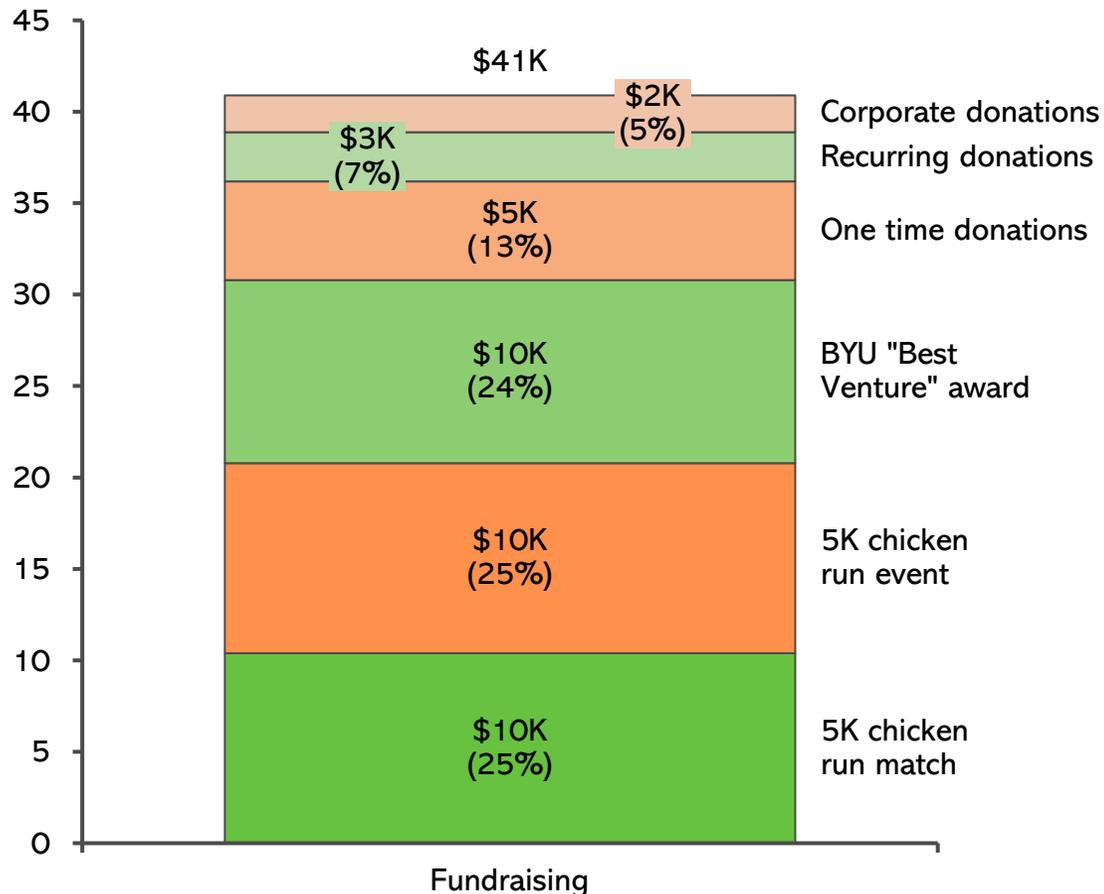


We hosted our very first fundraising event in September: a 5K chicken run in Draper, Utah. It was a huge success with more than 150 people participating in person or virtually. We also had a silent auction, info booths, and tons of fun games for participants. Thanks to your support, we were able to raise more than \$10K! After a generous donor matched that amount, the event brought in more than \$20K to help those in need!



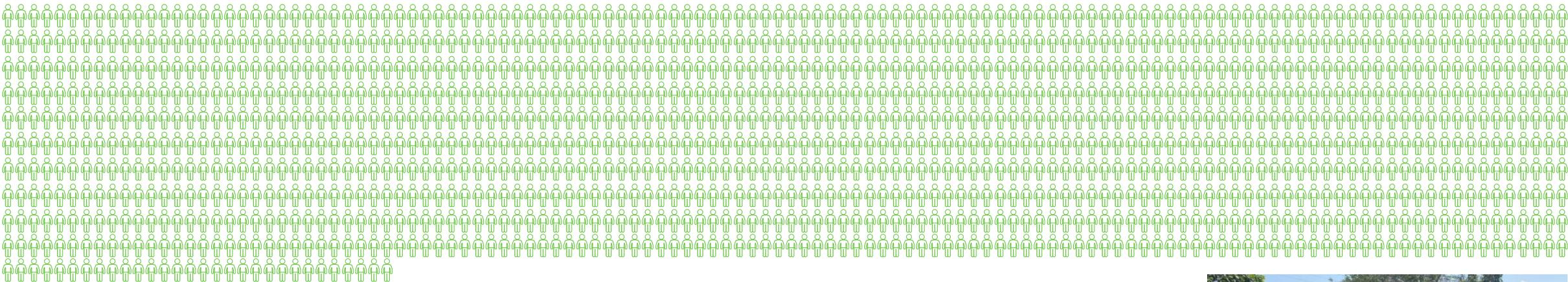
2022 Fundraising

2022 Fundraising
Thousands of dollars



- Our largest sources of fundraising in 2022 were the 5K Chicken Run event and a generous donor's match of everything it raised, together totaling about half of our fundraising for the year
- We were also awarded \$10K by the BYU Ballard Center for Social Impact; this is the final installment of prize money for our "Best Venture" award
- One-time donations ranged from \$20 to \$3,000 and were contributed by 7 different individuals
- As always, all donations to Harvest Hope are tax deductible and go directly to helping people in Kenya as our U.S.-based management team is comprised entirely of unpaid volunteers

Poultry farming training



1,230+
Individuals trained in 2022



Our new insect farming operation



Patrick | *Harvest Hope intern*

Patrick got his appetite for insects in 2016 when he opened his first business, Grandma Nancy's Insect Farm. Since then, his six-legged friends have stolen his heart, leading him to get a Bachelor's Degree in zoology in 2021 and to the insect research field where he currently works for the National Institutes of Health (NIH) investigating sand flies and Leishmaniasis.



- Our borrowers consistently cited feed cost as the number barrier to success in raising chickens
 - Feeds typically account for ~80% of the cost of raising chickens
 - Costs have risen dramatically in 2022 as a result of high inflation
 - Without proper protein, chickens are very likely to die of malnutrition
- Patrick is an expert in insect farming and is currently spending 2 months in Kenya as a volunteer to help us set up our own insect farm and train others on how to use insects to reduce feed costs
- Our Black Soldier Fly (BSF) greenhouse is up and running and can produce 50-70 kg of maggots per week perpetually, while the flies feed on very low-cost materials such as manure and slaughterhouse waste
- Research suggests that supplementing chickens' feeds with Black Soldier Flies can reduce costs by 30-40%, while also increasing egg production by as much as 53% and boosting the chickens' immune systems
- Patrick has incorporated insect farming practices into our training materials, and we will be able to supply BSF eggs along with our poultry loans to all future groups



Sustainability – The Harvest Hope Community Center



Car wash

- The car wash was our first project at the community center; it was completed this year and brings people together while giving us an opportunity to explain what we do
- It provides stable employment for Stephen and Asa and a stable form of cash flow for us to maximize our impact
- We will continue to grow our client base of regulars in 2023



Football center

- The football center was completed in October just in time for the world cup and has been our most profitable project to date
- People from all over the community gather to watch professional “football” (soccer) games
- The structure can hold around 250 people at full capacity and also serves as a place for community gatherings and trainings



Shop

- Our storefront was recently completed but has not yet fully opened; so far, we are only selling sodas and limited rice from our last harvest
- We will primarily sell grains from the store, known in Kenya as “cereals”
- We will also use the store to sell eggs and chicken and to spread the word about our work in the community



Goats

- We currently have 12 adult goats and 4 babies, with another set of twins due any day
- Our goal is to continue growing the herd to 20; we will sell the milk for profit and ultimately give out goats as loans
- The goat’s droppings provide a key food source for the insect farm, and goats are inexpensive as they graze around the community center



Farming

- We currently operate around 12 acres of farmland, most of which was recently harvested and re-planted with rice
- We also grow various vegetables including kale, tomatoes, and cowpeas on spare land at the community center
- Our next harvest should be around March when we are expecting more than 250 bags of rice



Recurring donation goal

Our goal is to reach \$1,000 in recurring monthly donations

45%

55%

\$450 in recurring donations

Generous donors have signed up for recurring donations totaling \$450 per month. These donations are incredibly helpful as we plan projects and forecast our resources

\$550 more to reach our goal

While our target will undoubtedly increase as we grow, \$1,000 in monthly donations would do a lot to help us reach our goal of impacting as many deserving people as possible





HARVEST HOPE

THANK YOU!



Harvesthopeafrica.com



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