



HARVEST HOPE



# 2023

ANNUAL REPORT

# OUR MISSION

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



# Note from the team

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2023 was another big year for Harvest Hope! It was full of challenges and successes, and Harvest Hope is stronger for it. We continued to focus on developing sustainable operations throughout the year and now 100% of Harvest Hope's operational budget is covered by our profitable businesses in Kenya. That means all of our employees on the ground receive their salaries even when donations are slow. We still greatly appreciate donations, and they go directly to our major projects on the ground as the entire US team is comprised of unpaid volunteers.

We leaned into our free vocational training program in 2023. For zero cost to the trainees, Harvest Hope has now trained more than 15,000 individuals since starting the program in 2019. Most of those trainings have been focused on poultry farming, but we have also provided rice farming, general business, personal finance, and other trainings at times. The majority of both our trainees and borrowers are women.

Connor and his younger brother traveled to Kenya in December to work side-by-side with our employees in making Harvest Hope's vision a reality. They met one-on-one with every single employee and talked about how we can better help the good people we work with.

Thanks to your generosity, we received even more donations in 2023 than 2022, despite spending most of our time focused on the operations on the ground. We look forward to another 5K event in August 2024 and plan to use the money raised to provide more high-impact loans for people that have completed our training program.

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 2023 and look forward to an amazing 2024.

Thanks for a great year,  
Harvest Hope team

# Kenya employees



## Moses Mudavadi Kitembe

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.



## Cynthia Awuor

Cynthia is the Head of Operations for the Harvest Hope community center. She is from Homa Bay county in the Southwest corner of Kenya and manages all employees day-to-day at the community center.



## Evalien Achieng

Evalien and her brother both work for Harvest Hope – Evalien as a server in the café and her brother in our insect farm. She lives right next to the community center and is one of the newest additions to the team.



## Rose Akinyi Okumu

Rose sells drinks around the community center and helps in the café. She is raising 28 chickens at home with the things she learned at Harvest Hope's trainings and is married with two young daughters.



## Emelda Emma

Emelda is an orphan from Namba Okana. She works with Rose selling drinks and helping in the café. She took this job to support her family and is grateful to have a steady income so her children can attend school.



## Joseph Otieno

Joseph is the head chef at the café and loves providing visitors with a great experience. He is married with two children and is grateful he can provide for his family as a full-time chef. He loves adding new items to the menu.



## 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.



## Stanley Otieno

Stanley has been the head of security for almost a year. He is married with a 7-month old baby girl and is a motorcycle taxi driver when he's not working security. He first learned about us by attending our trainings.



## Barack Odhiambo

Barack is the Harvest Hope accountant and also serves as leader of the local youth group. His group attended a training at the community center where he met Moses and inquired about a job using his accounting background.

Harvest Hope also has 3 other full-time employees and ~10 seasonal laborers that help with our rice farming

# U.S. volunteer team



Connor Pulsipher



Miranda Pulsipher



Billy Affleck



David West



Dallin Vosti



Chad Paskett



Lauren Paskett



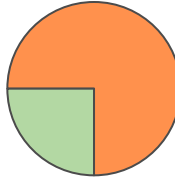
Jared Spicer

# Where do we work?

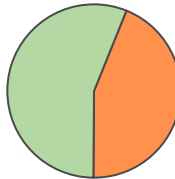


## KENYA

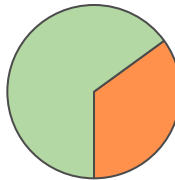
Population: 55 million



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

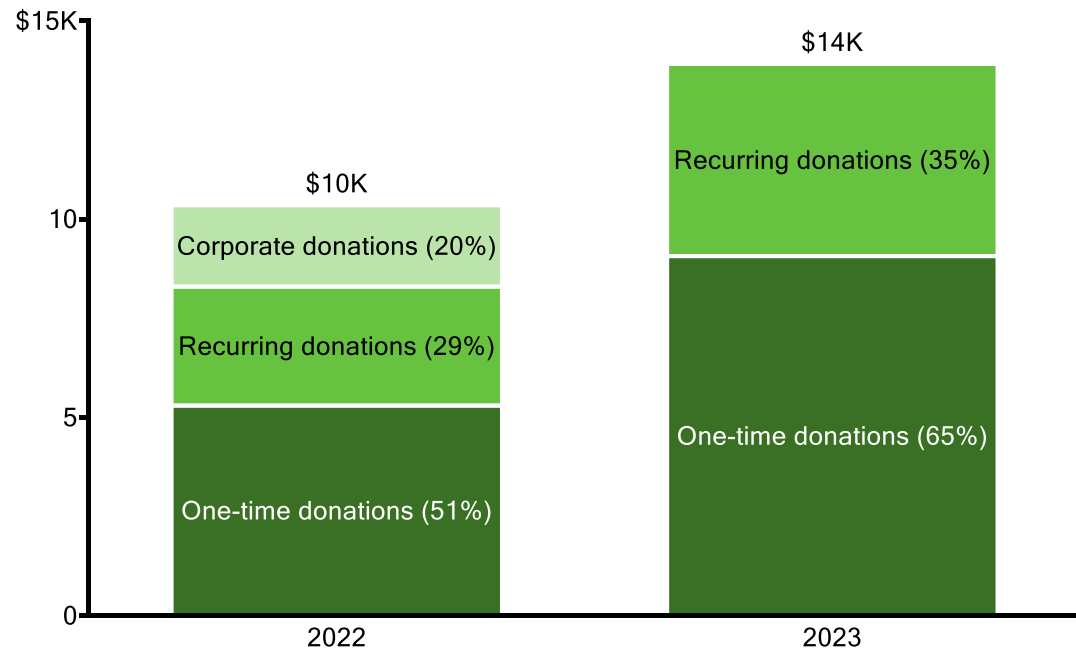


More than **35%** of Kenyans suffer from food insecurity and malnutrition each year, and ~9 million Kenyans live on less than \$1.90 per day



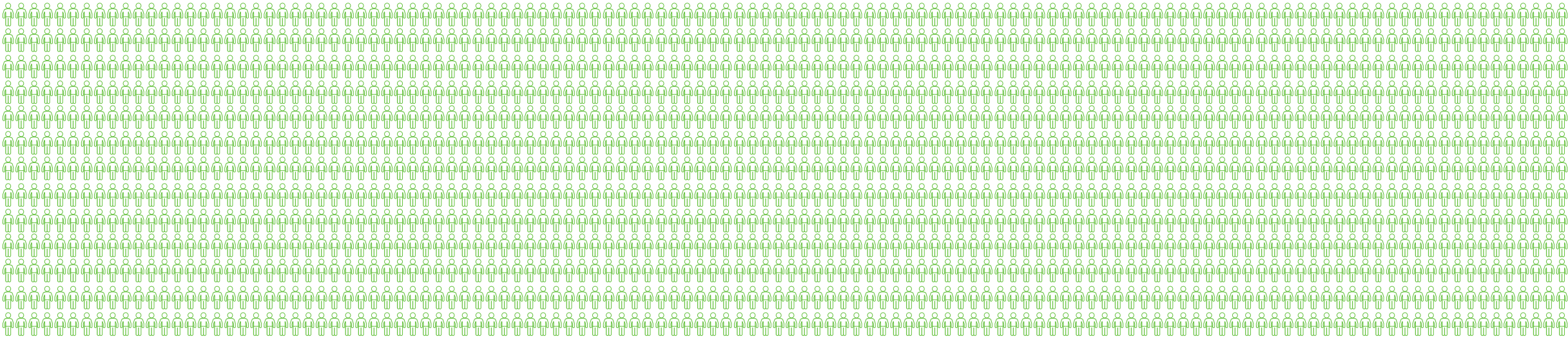
# Donations Summary

Donations Summary (excludes events)



- With our profitable businesses in Kenya fully operational, we had less of a need to focus on fundraising in 2023 relative to years past
  - Despite less of a focus, we received more donations in 2023 than 2022
- One-time donations ranged from \$100 to \$5,000 and were contributed by 9 different individuals
- As always, all donations to Harvest Hope are tax deductible and go directly to helping people in Kenya since our U.S.-based management team is comprised entirely of unpaid volunteers
- We are currently receiving \$450 per month of recurring donations, with a target of \$1,000

# No-cost training



15,000+

 = 10 people trained

Individuals trained at no cost since 2019





# 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 spent 2 months in Kenya as a volunteer in early 2023 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 in 2022 and brings people together while giving us an opportunity to explain what we do
- It provides stable employment for 2 employees and a stable form of cash flow for us to maximize our impact
- We will continue to grow our client base of regulars in 2024



## Football center

- The football center was completed in October 2022 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



## Cafe

- Our café doubles as a storefront where we sell drinks, food, grains, seeds, and rice from our most recent harvest
- We also use the store to sell eggs and chicken and to spread the word about our work in the community
- It has become a fun gathering place for people in the area to meet together and learn about Harvest Hope’s impact



## Goats

- We have grown our goat herd to 28. 11 have been given out as loans and 17 remain with plans to extend them soon
- We sell the milk for profit and ultimately give out pregnant goats as loans so borrowers can raise the kids once they give birth
- The goat’s droppings also provide a key food source for the insect farm



## Rice farming

- We currently operate around 12 acres of farmland, most of which is planted as rice throughout the year
- We also grow various vegetables including kale, tomatoes, and cowpeas on spare land at the community center
- Each harvest provides a good profit, and we use the land to teach people how to farm



# 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 reaching as many deserving people as possible





HARVEST HOPE

# THANK YOU!



[Harvesthopeafrica.com](http://Harvesthopeafrica.com)



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