



Ordinary people doing extraordinary things...



ANNUAL REPORT 2018



THE STRATEGIC PRIORITIES WHICH GUIDE BÓTHAR'S WORK ARE:

- Sustainable development: Striving for highly efficient agriculture in communities in the developing world;
- Women's empowerment towards gender equality;
- Climate change and environmental degradation; and
- Value addition.



EMPOWERING WOMEN



BUILDING COMMUNITIES

TABLE OF CONTENTS

| | |
|----|---------------------------|
| 5 | MESSAGE FROM THE CHAIRMAN |
| 7 | MESSAGE FROM THE CEO |
| 8 | OUR MISSION |
| 9 | OUR APPROACH |
| 12 | OUR WORK |
| 14 | SUCCESS STORIES |
| 20 | OUR TEAM |
| 22 | FINANCIAL INFORMATION |



ACCESS TO EDUCATION



INCOME AND ASSETS



IMPROVED NUTRITION



MESSAGE FROM THE CHAIRMAN, HARRY LAWLOR

Ordinary people doing extraordinary things...

In life we have choices.

We can do some good or we can choose to do nothing.

Through the course of my work with Bóthar, most people I come into contact with, choose to do something good. However big or small it might be, they do it.

That gesture of goodwill is powerful because it effects change. It changes lives for the better.

The actions of "apparently ordinary people" doing extraordinary things is the reason Bóthar can continue to do what it has been doing since 1991.

So, I want to use this opportunity to say "Thank you".

- Thank you to every "ordinary" farmer that donated an extraordinary calf to Bóthar's Spring Calf Appeal or who reared extraordinary goats on Bóthar's behalf or donated an extraordinary in-calf Irish dairy heifer
- Thank you to every "ordinary" volunteer that ran an extraordinary fundraising event.
- Thank you to every "ordinary" person that made an extraordinary donation.
- Thank you to every "ordinary" support group that fundraised to help transport extraordinary animals to their new families

On behalf of the families that you have helped, I thank you. Because you are quite extraordinary, not ordinary.

Bóthar is also indebted to our wonderful partners. The work that these partners execute provide Bóthar with greater efficiencies and effectiveness in delivery, financial resources, a network of contacts on the ground in developing countries and avoids unnecessary duplication.

We continue to keep our administration costs low. It is something we work hard to do. Bóthar is committed to maintaining high standards of corporate governance and adhering to the Irish Development NGO's Code of Corporate Governance and to the Charities SORP standard of financial accounting.

In 2018 Bóthar helped thousands of new families. We will strive to help even more families in 2019.

With your help, we will continue turning the ordinary into the extraordinary.

Go raibh mile maith agat.



A handwritten signature in black ink that reads "Harry Lawlor".

Harry Lawlor
Chairman

MESSAGE FROM BÓTHAR CEO, DAVID MOLONEY

2018 was a good year for Bóthar and the families we are working with. Because of on-going support from our donors, we were able to give help where it was needed most.



"The values which guide the work of Bóthar are transparency, accountability and empowerment. Bóthar commits to acting with the highest integrity and honesty in how it manages its assets and funds. Bóthar aspires to be transparent and cost effective and to provide supporters, donors partners, communities and all stakeholders access to information about the governance and functioning of Bóthar."

- David Moloney, Bóthar CEO



We value our donors and want to ensure they are satisfied with how their donations are being spent.

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Bóthar is committed to maintaining high standards of corporate governance and adhering to the Irish Development NGOs Code of Corporate Governance and to the Charities SORP standard of financial accounting (as developed by Dóchas in conjunction with the Corporate Governance Association of Ireland). Bóthar has prepared a modern Reserves Policy, Child Protection Policy and Anti-Fraud Policy. These measures assist in keeping Bóthar in line with sectoral standards, public expectations and provide a reflection of an organisation that is robust when it comes to governance.

Bóthar is fully committed to achieving the standards contained within the ICTRG Statement of Guiding Principles for Fundraising. The statement exists to improve fundraising practice; promote high levels of accountability and transparency by organisations fundraising from the public; and

provide clarity and assurance to donors and prospective donors about the organisation they support.

By fulfilling our sectoral obligations in all these areas, donors should be confident that their donation is getting to the field, to the families that need it.

Bóthar has reviewed its systems in order to fully comply with the requirements of the General Data Protection Regulation (GDPR) which came into effect in May 2018. Bóthar has always been mindful of donor communications preferences. The introduction of GDPR provided the stimulus for an overall review of data management practices and the assessment of areas of risk where Bóthar may have been exposed to non-compliance with GDPR requirements.

During the upcoming period here in Ireland, Bóthar will continue to modernise the organisation's infrastructure to meet the expectations of the Charities Regulator and domestic stakeholders. There will be a clear insight into Bóthar's obligations in the domains of Compliance, Governance, Accountability, Transparency and Animal Welfare policies that keep Bóthar's reputation intact. Also, the organisation's 'Theory of Change' will highlight the benefits of our unique approach.

In project countries, amongst partners and beneficiaries, Bóthar will continue to strengthen the focus on cost effectiveness, adding value, enhancing nutrition, gender focus, entrepreneurship and compassion. Being the experts in transferring quality Irish livestock to deserving families worldwide, and 2019 being the 25th anniversary of the genocide in Rwanda, there is a plan to fundraise intensively during the period with funds raised providing a gift of a Bóthar 'Flying Ark' from the Irish public to the people of Rwanda. The 'Ark' will comprise of Irish Dairy Heifers, Irish Dairy Goats, Irish Pigs, Chickens and Irish Bovine Artificial Insemination straws. The beneficiaries will be trained and prepared as usual under Bóthar's programme.

I want to thank you for continuing to trust Bóthar to deliver your donation to where it is needed most.

If you ever want to know something, just ask. Someone is always at the end of the phone or email.

With best wishes for the year ahead.

David Moloney
CEO

OUR MISSION

WHY WE DO WHAT WE DO

Bóthar is proud to be the Irish charity that specializes in livestock in development aid. Bóthar works with families and communities worldwide to overcome hunger and poverty. Bóthar specialises in improved livestock production and support-related training and community development.

By sending Irish dairy cows, Irish dairy goats, Irish chickens, Irish pigs, Irish AI straws, we know that we are working with a quality animal that will yield more than any local animal. Greater yields and a superior output (milk, eggs) results in larger incomes in a quicker period of time. This means that families can turn their lives around much quicker than if they were to rely on local breeds.

An Irish Dairy Cow can produce an average of 20 litres of nutritious milk per day in

our project countries. A local African cow produces just 1-4 litres of milk a day.

Each family trains extensively prior to receiving their animal. They have the expert knowledge and they use it. For up to three years after they receive their animal, they will have access to veterinary services so that their animal receives the very best care. Our animals usually live far longer in our programmes overseas than they do here in Ireland because of the individual attention they receive.

It's a simple idea and it works. And we are going to keep it simple.

Short-term solutions do not build communities. It's long term. It's sustainable. And it's working because of support from the Irish public and the Irish government.

OUR APPROACH

Bóthar uses cornerstones to evaluate the impact of the work being done in the field. Bóthar's approach is different to other NGO's operating in the field. The beauty of Bóthar is that it provides very practical assistance to destitute families. Through a gift of a food-and-income producing animal we are equipping them with the tools to change their circumstances themselves. After a family receives the gift of livestock, enormous changes in health and nutrition are evident straight away. But the most dramatic improvement is in the recipients sense of self-worth. Each participant gains knowledge and understanding that they carry with them for the rest of their lives and impart to others in their network. It is the gift that keeps on giving.



PASSING ON THE GIFT

Beneficiaries become Donors as each family that takes part in Bóthar projects must formally agree to pass-on to another selected family the first female offspring born to their animal. (In the case of the bee, rabbit and chicken projects the recipient family must save money earned from the sale of produce and offspring and with this must purchase breeding rabbits, flocks of chicks or hives to pass on to other families that have been trained to receive them). In this way the gift is multiplied and over time many families and even whole communities benefit.

ACCOUNTABILITY

Before a farmer ever receives an animal, they must train and prepare to receive their animal, so that they can maximise the gifts their animal can give. Each farming family will report to the Bóthar team at regular intervals throughout the year. If an animal is not yielding as it should, steps can be taken to ensure that productivity increases. Bóthar is now supplying all donor farmers with Heifer Progress Reports which highlight how their gift has impacted on the recipient family.



SUSTAINABILITY

Bóthar encourages and facilitates sustainable development in all the projects we support in a number of ways. The codependent ecology of plants and animals is evident in all of our projects, where plants and tree plots are established alongside our livestock, thus maximizing the gains of both. In the case of our heifer projects, manure is used as a natural fertilizer while animal urine is used as an insecticide which in turn leads to the improved production of the plants and fodder which returns again to the cycle to feed the animals. In this way both the stock of the beneficiary and the surrounding plant life mutually prosper.



IMPROVED ANIMAL MANAGEMENT

As Bóthar project recipients know, it is in the farmer's best interest to provide the best possible care for his or her livestock. The knowledge that improved care leads to improved productivity compels the beneficiaries to take great care of their animals for the simple reason that the health and well-being of the animal is directly linked to the owner's own prosperity. Seeing as the animals are the primary source of income for project families and the fact that the farming is done on an easily manageable scale means that in many cases the animal lives for several years longer than they would in large scale farming enterprises. To many families, the animal's importance is such that it is treated very much so as part of the family.

NUTRITION & INCOME

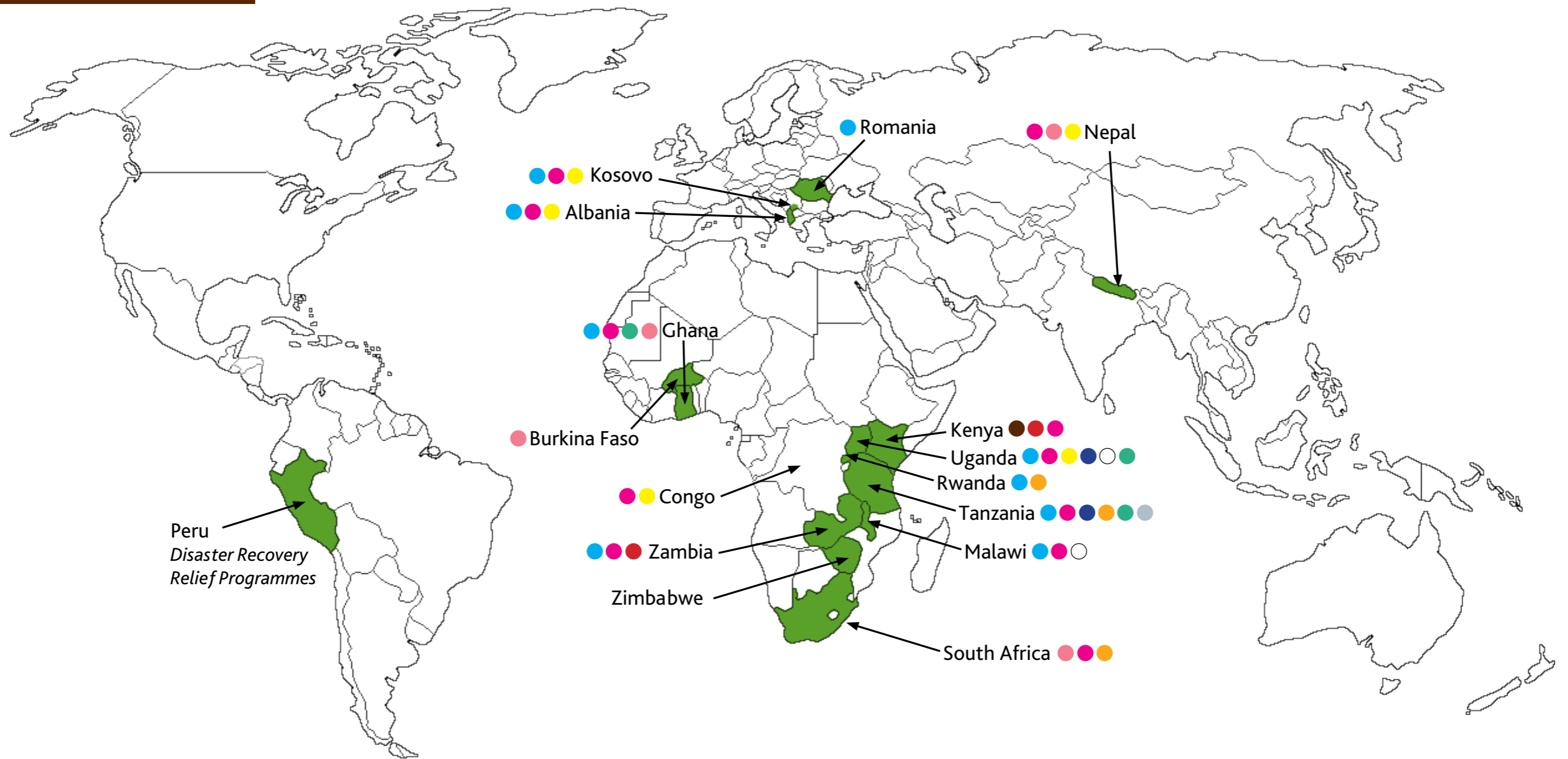
Receiving the gift of an Irish dairy cow or goat will be the first time that many of the families Bóthar works with will earn an income and this gift of a food-and-income-producing animal is like winning the lotto. Once family takes what they need for themselves, they sell the surplus. This extra income allows them to buy other foods that are rich in nutrition and improves their overall diet and health. Additional income is also used to send their children to school.

BUILDING COMMUNITIES

When there are many farmers in one local area and milk yields are high, the greater community benefits through the establishment of creameries. By supplying to the creamery, who in turn can sell the milk in bulk, higher prices can be commanded. This has a knock-on effect in the local community as people have a little extra money and can buy additional items at market and avail of more services. It's a win-win for everyone in the village.



OUR WORK



During 2017/18 Bóthar supported 26 projects in 12 countries in Africa, Asia and Eastern Europe. By way of example some typical projects are briefly described in the following pages for Africa, Asia and Eastern Europe.

- Cows
- Trees
- Sheep
- Ducks
- Goats
- Rabbits
- Poultry
- Dairy Processing
- Pigs
- Bees
- Camels

BÓTHAR WORKING IN AFRICA

Improving poor farmers' livelihoods and enhancing capacities through Dairy Projects in Malawi and Zambia.

MALAWI



Farmers received training on how to grow improved cassava and sweet potato cultivars. Following the training, planting materials were distributed.

This was the first year of a two-year integrated community project which aims to reach 3,000 families living in a flood prone area in North Malawi. During the current period, the project reached almost 1,700 families in seven villages in North Malawi with the support of Bank of Ireland Staff Third World Fund.

RWANDA



Bóthar in partnership with Msaada, provided 59 in-calf dairy heifers to subsistent farm families in East Rwanda (survivors of the genocide). A further 14 heifers were provided to the Agahozo Shalom Youth Village which provides education and social support to over 500 vulnerable teenagers. In addition, 5,000 artificial insemination straws were provided to the Rwanda Agricultural



Board to inseminate cows belonging to vulnerable farmers. Farmers who received a heifer also received support to provide shelter for the cow, water collection facilities and training in animal management in order to maximise the potential of the dairy cow. Many of those who received cows were widows who were in extreme poverty and the cows provided their family with basic nutrition and income, and the opportunity to maintain their children in education.

TANZANIA



Pemba Support Ireland was supported in their work with poor farmers on the island of Pemba. Some 40 families benefited from the local provision of 20 heifers. By using the Pass On the Gift, these families were able to produce milk for their own consumption and for sale, creating their own source of income.

When he gave up dairy farming 7 years ago, Tim Moynihan donated his last in-calf heifer to a family in Rwanda. He travelled with his daughter to see the impact his cow had in their new community.

ZAMBIA



Some 1,800 families increased their income by selling milk produced by heifers supported by Irish Aid and in partnership with Heifer International. Bóthar also provided additional grant aid to improve the conditions of milk storage, transport and cooling facilities to increase milk quality and profit from market sales. This provided families with an opportunity to improve their quality of life and make their farms more economically sustainable. The supports provided to farm families also helped to strengthen 50 local milk producer groups.



Leston Mugala transports milk to the local collection center in Chowa village, Zambia.

BÓTHAR WORKING IN EASTERN EUROPE

ALBANIA

Bóthar supported the provision of dairy cows and goats to 166 poor Albanian farm families (including 177 women and 665 children) through its partner LRD. Some 88 families received Holstein heifers and 78 received dairy goats. Families were provided with training and technical assistance by LRD to improve their knowledge and skills particularly in the areas of housing, nutrition and animal health. The main outcome for these families is improved nutrition due to fresh milk, cheese, yogurt or curds. Family income has also improved as surplus milk is sold locally generating an income of €90-160 per month per family which typically is used to support their children's education.

KOSOVO

Bóthar in partnership with the local non-Governmental organisation Meshquerra and with donations from local municipalities supported the provision of in-half heifers and training to 130 small farm families (910 people in total) in the Fushe, Kosova and Ferizaj areas. These areas have a tradition of livestock breeding and the support focused both on the provision of heifers but also improving the farming skills so as to improve farm productivity and profitability. Farming is an important source of family income in these areas with

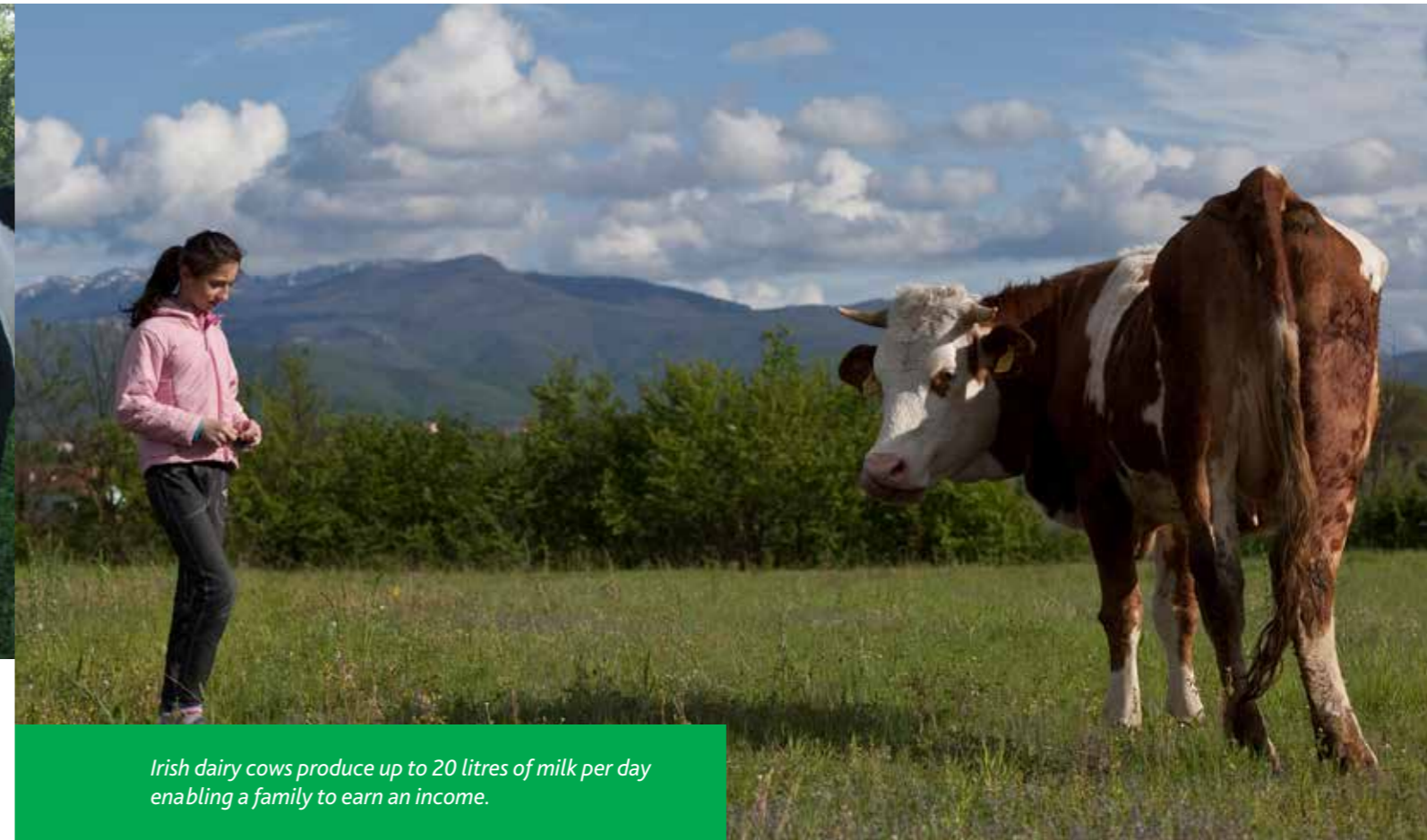


Giving the gift of an Irish dairy cow is like winning the lotto for a struggling family.

little regular employment available. As a result of engaging with Bóthar and its partners, farm families have increased their monthly income by selling milk locally and improved overall farm productivity.

ROMANIA

Bóthar, in partnership with Open Fields supported a dairy cow project in Transylvania. This area has high levels of poverty and is predominantly occupied by the Roma minority community. In the absence of farming, the only option for many is to migrate to the cities or other countries in search of income/food. Some 135 Friesian heifers and 772 artificial insemination straws were provided to poor families. The benefits to these families are milk and income. Families now have their own source of milk, cheese, butter and yogurt and can sell the surplus in local markets. In addition, the dairy cows brought a level of esteem and social status to families which previously had nothing.



Irish dairy cows produce up to 20 litres of milk per day enabling a family to earn an income.

BÓTHAR WORKING IN ASIA

NEPAL

The focus of the project in Nepal was to increase the productivity of goat producers by ways of increased knowledge and access to animal health services. In addition, these families increased their incomes and improved their nutrition. In partnership with Heifer International, the project reached 1,300 families, 52 communities and 25 women groups in the Dhading district. A cooperative was established to support them and maintain the benefits of their project.



Dhan Kumari Mahato poses with one of her goats.

BÓTHAR WORKING IN IRELAND

Bóthar educates young people in schools on our work in developing countries.

The Bóthar na nGabhar in primary schools and the Bóthar na mBó aim is to educate children in Ireland about the lives that children in the developing world lead; and to raise funds to send Irish dairy goats to individual families in the developing world.

Bóthar works with Shelton Abbey Open Prison and Loughan House Open Prison as part of their Restorative Justice Programme, hand-rearing donated Irish friesian calves until they are in calf and ready to be sent to their new homes in the developing world.



Their Bóthar cheque wall is running out of space! Bóthar's Olivia Comiskey visited Ennis National School in Ennis Co. Clare recently to collect a cheque for €2,270. As anyone who organises a fundraiser will know, so much work goes into them. So thank you to everyone for supporting it.



Slam dunk! This is 6th class at Clonmellon National School, Navan, Co Meath. They raised €925 for 2 goats, bees and a camel through fundraising by having a basketball shootout and also donating money from their confirmation. Their teacher who is missing from the pic is Jane Browne. Well done everyone.



Thank you so much to the 5th year students of Rice College, Ennis, Co. Clare who raised €600 to send an Irish dairy goat and bees and chicks to struggling families in the developing world. they are pictured here with teacher Brid Ronan and Maureen Purcell from Bóthar. Thank you for changing lives.



(Above) Congratulations to the Transition year students from Coláiste Éinde, Salthill, Co. Galway who took part in a Halloween dress up to raise funds to put towards sending an in-calf heifer to the developing world. They raised an AMAZING €1,044. Well done everyone.

(Right) Well done to the students of Coláiste Naomh Cormac, Kilcormac, Co. Offaly, who organised a delicious fundraiser "Buns for Bóthar" and raised €200 for Bóthar. Rumour has it everyone was looking for the recipe for a certain lemon drizzle cake. Thank you to all involved.



OUR TEAM



David Moloney
CEO



Niamh Mulqueen
Chief Operating
Officer



Maureen Purcell
Donor Care
Manager



Elaine Moynihan
Financial Accounts
Manager



Pat Mullins
Livestock,
Procurement and
Airlifts Manager



Aisling Matthews
Tax Efficiency
Officer



Kate Finucane
Marketing and
Communications
Manager



Olivia Cumiskey
Committed Giving
Officer



Mags Moloney
Donor Care



Barry Moran
Corporate
Relations Manager



Aideen O'Leary
Resource
Development
Manager



Patty Abazaglo
Programme Manager,
International Development &
Organisational Strengthening

BOARD MEMBERS

The directors of Bóthar Company that served during the reporting period are detailed below.

Chairman: Mr. Harry Lawlor - Foods Exporter, Co. Cork

Vice Chair: Ms. Sinead Baggott - Solicitor, Co. Limerick

Secretary: Mr. David Moloney - CEO, Bóthar

Archbishop Dermot Clifford - Clergy, Co. Tipperary

Canon Tom Sherlock - Clergy, Co. Kilkenny

Mr. Pat Lavin - Accountant, Co. Limerick

Ms. Helga Morrow - Office Manager, Co. Dublin

Mr. Thomas Blackburn - Dairy Farmer, Effin, Co. Limerick

Mr. John Finucane (deceased in office 24.01.2018) - Farmer, Co. Limerick



FINANCIAL REPORT

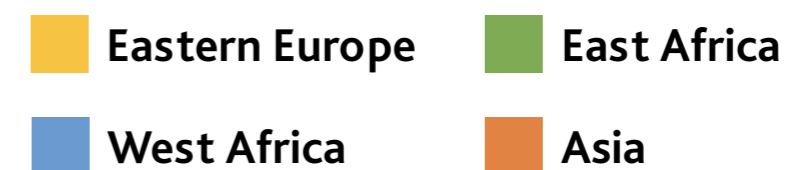
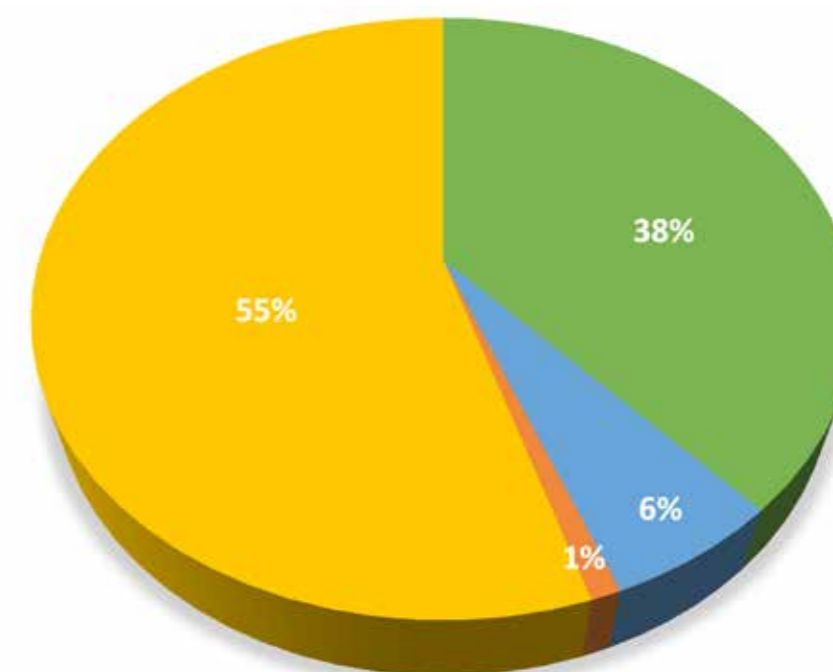
| STATEMENT OF FINANCIAL POSITION | 2018 | 2017 |
|--|----------------|----------------|
| FIXED ASSETS | | |
| Tangible Assets | 761904 | 780105 |
| CURRENT ASSETS | | |
| Debtors | 253087 | 101361 |
| Cash at bank and in hand | <u>636604</u> | <u>777998</u> |
| | 889691 | 879359 |
| CREDITORS: Amounts falling due within one year | (164801) | (155108) |
| NET CURRENT ASSETS | <u>724890</u> | <u>724251</u> |
| TOTAL ASSETS LESS CURRENT LIABILITIES | 1486794 | 1504356 |
| CREDITORS: Amounts falling due after more than one year | (272808) | (370176) |
| Provision for Liabilities | (30851) | (33459) |
| NET ASSETS | <u>1183135</u> | <u>1100721</u> |
| CHARITABLE FUND | | |
| Unrestricted Funds | <u>1183135</u> | <u>1100721</u> |
| Total Funds | <u>1183135</u> | <u>1100721</u> |

STATEMENT OF FINANCIAL ACTIVITIES INCORPORATING INCOME & EXPENDITURE ACCOUNT

| | | |
|----------------------------------|----------------|----------------|
| Income | 5863249 | 5869620 |
| Irish Aid Grant | <u>160000</u> | <u>120000</u> |
| Total Income | 6023249 | 5989620 |
| Livestock Provision and Support | (5403478) | (5199744) |
| Cost of Raising Funds | (537357) | (735403) |
| OPERATING SURPLUS/DEFICIT | 82414 | 54473 |
| Gain on disposal of fixed assets | - | - |
| NET MOVEMENTS IN FUNDS | 82414 | 54473 |
| Surplus brought forward | <u>1100721</u> | <u>1046248</u> |
| Surplus carried forward | <u>1183135</u> | <u>1100721</u> |

DISTRIBUTION OF FUNDS

Distribution of funds per region %





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