



# ANNUAL REPORT



Supported by

# 2016



# WELCOME FROM CHAIR



Overshadowing everything in Malawi-Scotland relations in 2015-16 were the food shortages caused by two successive very poor harvests. With the great majority of Malawi's people being smallholder farmers and the farming being highly dependent on steady rainfall during the growing season, a failure of the rains inevitably leads to a crisis situation for families, communities and the nation as a whole.

While Malawi has been hit by drought in the past, it appears today that climate change has robbed her of the rains on which her people have depended. The resultant chronic food shortage spells crisis in Malawi and is deeply disturbing also for the many Scots who have taken Malawi to heart. Though it could be easy to become demoralised, this is clearly a time when Malawi needs the solidarity of committed friends more than ever. This has been finding expression both in initiatives to meet the immediate pressing need for food supplies and in measures that will strengthen sustainability and resilience in the long term.

In this context, it is good to be able to recognise that the past year has seen continued growth of the Scotland Malawi Partnership, both in terms of quantity and quality. Our national mobilisation continues to broaden and deepen, as new members come on board and as we look to step up our impact.

For this we owe a great debt of gratitude to our talented, imaginative and hard-working staff, our highly committed Board members and, of course, our dynamic members who continue to challenge and inspire us to reach new heights.

**Rev Prof Kenneth Ross, OBE**  
Chair

# VISION, MISSION & PRINCIPLES



The Scotland Malawi Partnership (SMP) is the national network inspiring and supporting links benefitting both Scotland and Malawi.

The SMP is underpinned by a historic bilateral civil society relationship based not on 'donors' and 'recipients' but on long-standing, mutually-beneficial community to community, family to family and people to people links. It is a relationship built on trust and mutual respect. This is a new and innovative model of international development and it is a powerful force for change.

We aim to foster links, consistent with our values, between the two nations, and encourage development of sustainable projects in Malawi.



Having consulted hundreds of Malawian and Scottish organisations working together, the SMP has developed eleven principles of effective partnership working. It is these principles that we look to promote, encourage our members to work within, and hold ourselves accountable to:

Planning together

Appropriateness

Respect, trust and mutual understanding

Transparency

No one left behind

Effectiveness

Reciprocity

Sustainability

Do no Harm

Interconnectivity

Parity (equality)



# WHO WE ARE: Members

We have more than 900 members across Scotland, all of whom have active links with Malawi.

We're a diverse community but the common thread which unites us is our belief in partnership, friendship and solidarity.



# WHO WE ARE: Staff

**DAVID HOPE-JONES, OBE**  
Principal Officer



David is responsible for the management of the Partnership's work and is managed by the Board of Directors. Much of David's time is focused on the strategic development of the organisation, engagement with the respective governments, and external partnership working.

**KEITH BOHANNON**  
Member Development Officer



Keith works to increase engagement and partnership working in four key strategic areas: Business, Investment, Trade and Tourism; Governance; Diaspora; and Local Authorities.

**EMILY MNYAYI**  
Youth and Schools Officer



Emily works to increase the Partnership's engagement of young Scots and its support for school partnerships.

**KATHRYN CHIPPERFIELD**  
Member Services Officer (maternity cover)



Kathryn is responsible for engaging and supporting members, which includes organizing events and forums as well as responding to member queries.

**CHARLIE BEVAN** (on maternity leave)  
Member Services Manager



Charlie is responsible for member engagement, including responding to enquiries and offering advice, managing events and forums and supporting Emily, Keith and Jackie in their roles.

**JACKIE FARR**  
Media and Communications Officer



Jackie is leading the media and communications for the Scotland Malawi Partnership and is responsible for increasing the awareness and support for Scotland's links with Malawi.

**OLU SODIPO**  
Finance Officer (part-time)



Olu is responsible for many of the internal processes of the Partnership in particular looking after the money.

# OUR IMPACT: Sustainable Development Goals

We're proud to be part of The Global Goals, the world-wide campaign to promote the UN's Sustainable Development Goals.

## How are we supporting members and raising awareness of the SDGs in Scotland?

**13** Global Goals micro-grants given to support local events in Scotland promoting the SDGs.

**17** Global Goals banners for free use at any event in Scotland promoting the SDGs.

**92%** of members are now aware of the new SDGs.

**47%** of members have changed their work to support the SDGs.



Our 900+ members are already working towards all 17 SDGs. For example...

**3**

EMMS International works with Malawi to promote healthy lives and well-being for all.

Working through partnership, EMMS are improving training in palliative care, expanding nurse and clinical officer training, reducing the number of babies born with HIV, and making basic healthcare available to more people in rural areas.

They were also quick in supporting their friends in Malawi respond to the disastrous 2015 floods.

**4**

Stockbridge Primary in Edinburgh and Mpeni Primary in Malawi have had their school partnership for over two years.

The two schools work together on joint projects from music to agriculture, and art to languages.

Improving the quality of education is a priority for their partnership as it's important that both schools are able to learn and develop well together.

**8**

Malawi Fruits is committed to developing sustainable businesses in the north of Malawi.

Working in tourism and agriculture, they have empowered local people to start and run businesses which stimulate the local economy, provide employment and generate profits which can be used to continue the cycle of business development.

When people can earn their own living they can pay for school fees for their children and healthcare when their family needs it.

**17**

The Scotland Malawi Partnership exists to coordinate the work of some 94,000 Scots who have active links with Malawi.

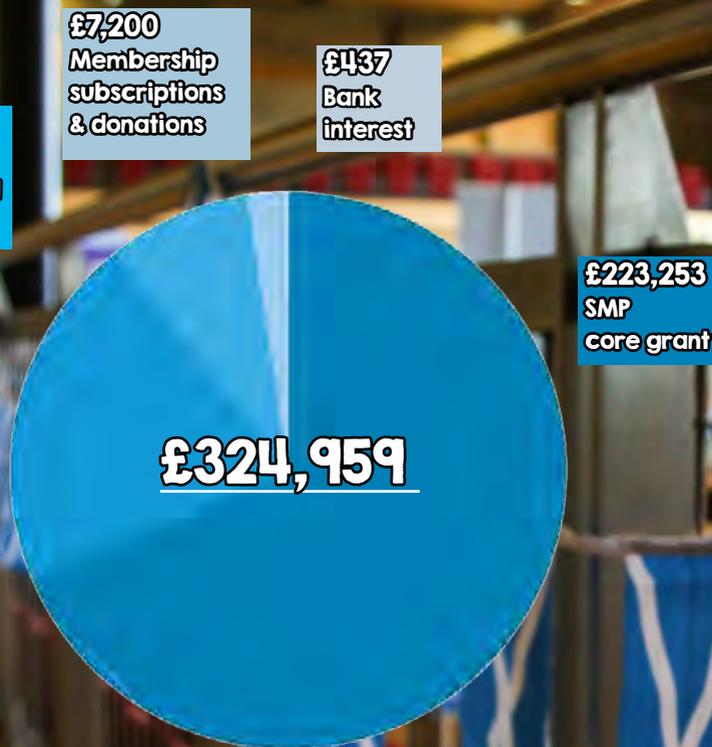
Our sister organisation, the Malawi Scotland Partnership, does the same in Malawi: it is Malawi-owned and Malawi-led, supporting the many Malawian organisations that have links with Scotland.

Together, we believe that the UN's Sustainable Development Goals will only succeed if we can mobilise real people and real communities to get involved, and if we can work not through charity alone but dignified, two-way partnerships.

# FINANCE

The work of the Scotland Malawi Partnership (SMP) is funded primarily from grants, membership fees and voluntary donations.

## INCOME



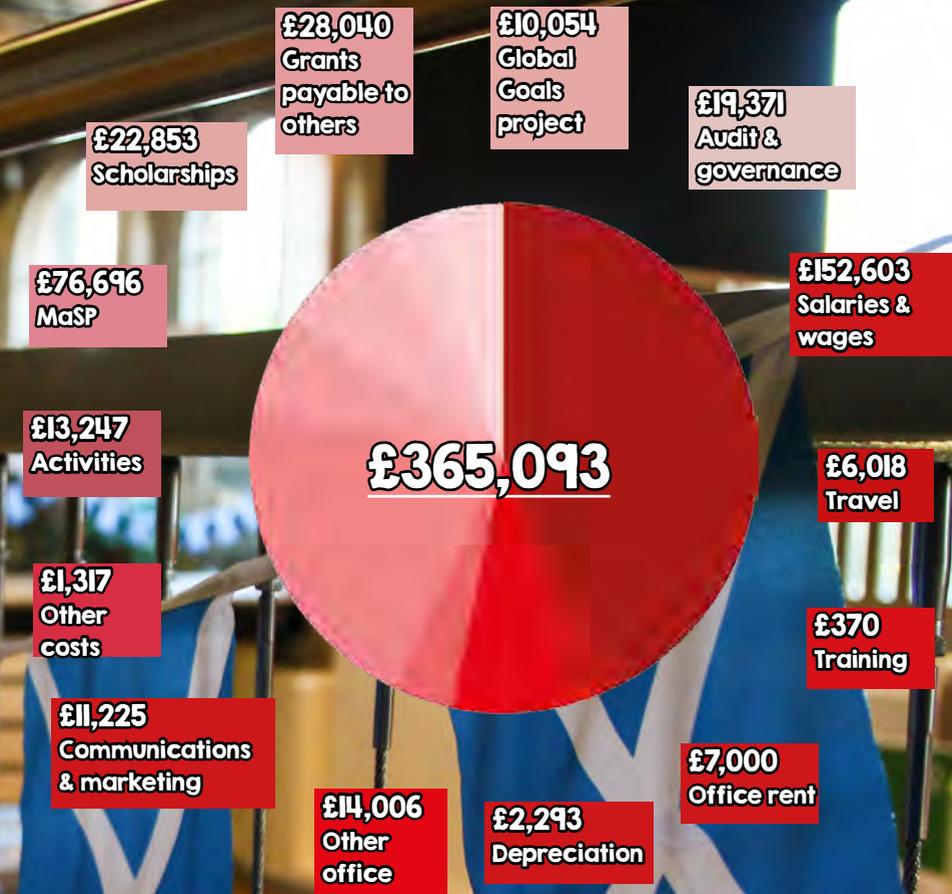
£67,000  
MaSP  
core grant

£27,069  
Other  
restricted  
grants

£7,200  
Membership  
subscriptions  
& donations

£437  
Bank  
interest

## EXPENDITURE



**£365,093**

£152,603  
Salaries &  
wages

£76,696  
MaSP

£13,247  
Activities

£1,317  
Other  
costs

£11,225  
Communications  
& marketing

£14,006  
Other  
office

£2,293  
Depreciation

£7,000  
Office rent

£370  
Training

£6,018  
Travel

£19,371  
Audit &  
governance

£10,054  
Global  
Goals  
project

£28,040  
Grants  
payable to  
others

£22,853  
Scholarships

£7,200 of unrestricted income received from membership subscriptions and donations.

£223,253 of core funding received from the Scottish Government

£67,000 of funding received from the Scottish Government for the development of the Malawi Scotland Partnership (MaSP)

£20,000 received from the Beit Trust for small projects for the relief of flooding in Malawi

And other restricted grants of £7,069



Employment costs of £169,094 which is made up of salaries and wages of £152,603, social security costs of £8,646 and pension cost of £7,845

£76,696 for MaSP development - of which £70,488 came from the Scottish Government grant and £6,208 came from SMP unrestricted funds

£22,853 was disbursed from the David Livingstone Bicentenary Scholarship funds. These were the last disbursement of the scholarship funds. The programme was aimed to help fund under-privileged Malawi students through a Masters degree in Malawi. 37 students were awarded scholarships in the first programme running October 2013 to June 2015. Another 37 students were awarded scholarships in the second programme running August 2014 to June 2016

£13,247 was spent on events and other operational activities

£28,040 grants paid to others: grants received for redistribution to others including the Beit Trust grant.

# RAISING AWARENESS

In 2015/16 the SMP successfully grew its social media platforms with:

“ We have felt more supported & inspired by the SMP leaders & events. ”  
- SMP member

**FACEBOOK**



**67%** INCREASE IN LIKES TO 1,468

**219%** INCREASE IN IMPRESSIONS TO 429,662



**7240%** INCREASE IN IMPRESSIONS TO 15,928

**506%** INCREASE IN FOLLOWERS TO 97



**LINKEDIN**



**TWITTER**



**71%** INCREASE IN FOLLOWERS TO 2,144

**162%** INCREASE IN IMPRESSIONS TO 528,600



**25** VIDEOS PRODUCED

**OVER 3,000** VIEWS



**YOUTUBE**



**INSTAGRAM**



**317%** INCREASE IN FOLLOWERS TO 171



**12%** INCREASE IN NEW VISITORS TO 12,280

“GREAT NEW WEBSITE!”  
Jen Marshall, DFID

“LIKING THE NEW WEBSITE @SCOTLANDMALAWI”  
Humza Yousaf MSP

**OVER 69,000** PAGE VIEWS

**WEBSITE**



# NURTURING NEW GROWTH: Malawian Products

In line with Malawian priorities, and the interests of our members active in this area, the SMP have focused our support on three main areas:

**1** sharing learning and encouraging collaboration through the Business, Investment, Trade & Tourism forum

**2** supporting and promoting Malawian products in the Scottish market

**3** supporting the development of the tourism industry in Malawi and promoting Malawi as a world class tourist destination.

## #BuyMalawian

SMP website now promoting 12 lines of Malawian products available in the UK (including: coffee, rice, tea, sugar, nuts, crafts)



## #KilomberoRice

JTS launched their newly branded Kilombero rice with Margiottas, who took stock of the product following an investment of £70k from Social Investment Scotland.

## #ScotlandStreetCoffee

This was the result of collaboration between the SMP, international best-selling author, Alexander McCall Smith, Brodies and the MZUZU Coffee Co-operative.

Brodies are roasting and packaging the Malawian coffee at cost and gifting all profits from the sale of Scotland Street Coffee to the Mamie Martin Fund.



# NURTURING NEW GROWTH: Tourism



A tourism delegation from Malawi visited Edinburgh in November to explore opportunities for Scotland-Malawi collaboration on Malawian priority areas of:

**1** capacity building (particularly in marketing, hotel grading and statistics)



**2** helping local Malawian community tourism operators to access markets



**3** Meetings held with Visit Scotland, Scottish Enterprise, Scottish Tourism Alliance, Scottish National Heritage.



# NURTURING NEW GROWTH: Schools Youth

## FORUMS & EVENTS



**5** Schools forums across Scotland

**5** Culture & language workshops

## FORUMS & EVENTS



**3** Youth forums

**300** attended the Youth Congress

## NEWSLETTERS & PUBLICATIONS



**6** Schools newsletters sent to members

**1,153** School resources distributed

**6** School videos produced

**6** Youth newsletters sent to members

Youth Guide launched: Paths into International Development

**500** Youth Guides distributed

## NEWSLETTERS & PUBLICATIONS



## MEMBERS



**39** **NEW** school members

**24** School visits

## MEMBERS



**101** **NEW** youth members

**55%** increase in membership from last year

“ I can't thank you enough for all your help and advice. The ideas/ resources/ contacts you shared are really going to improve and enhance the learning experience for the pupils. ”  
Diane Grant, teacher from George Watson's College

“ The Youth Congress has made me think more about what I will do after Malawi, when I'm older and how Malawi can still be a part of my life. ”  
Rebecca, student from St Margaret's High School

# SUSTAINING EXISTING LINKS: Forums

The SMP managed six member forums in 2015/16:



Over 300 members & key stakeholders attended these forums

100%

of those surveyed who had attended an SMP forum or event found this useful

94%

of members told us SMP membership had helped strengthen, support & develop their links with Malawi

# SUSTAINING EXISTING LINKS: Events

Scotland Street Coffee launch at The Elephant House, March 2016



In 2015/16 the SMP organised or supported 108 events & key engagements which enabled stakeholder networking, attended by almost 3,000 Scottish organisations & key individuals.

# SUSTAINING EXISTING LINKS: Publications

Each year the SMP publishes and updates practical advice for members on common areas of work and activity in Malawi.

This year, in addition to sharing members' publications, the following publications were published or updated by SMP:

SG Vehicle Policy: SMP Member Consultation June 2015

Needs and Impact Survey Summary of Result 2015

10 years of health links November 2015

House of Commons Debate 30th Nov 2015

Further and Higher Education Nov 2015 edition

Revised DSA guidelines effective 1st October 2015

SMP Annual Report 2015

Scotland Malawi All-Party MP Briefing May 2015

Landscape of the Extractive Industry in Malawi 2015

Practical Guide to Visiting Malawi 2015 Edition 5

SMP Primary Lessons Booklet 2015

SMP Practical Guide to Schools Partnerships 2015

# SUSTAINING EXISTING LINKS: Developing Members

In 2015/16 we offered members a number of training opportunities to help develop and strengthen their links with Malawi.

Small Grants Programme Information Session

Language and Culture Workshops

Media and Social Media Training

Partnership Principles Sessions



# CONNECTING & INFLUENCING: Lobbying & Advocacy

## Scottish Parliament

### Malawi Cross Party Group

The SMP provided the Secretariat for the Scottish Parliament's Cross Party Group on Malawi, organising meetings to brief MSPs from each party on key issues relating to Malawi, and maintaining all-party support.

## Scottish Government

### International Development Fund

The SMP supported the Scottish Government's International Development Fund, Malawi Development Programme and Climate Justice Fund by hosting a wide variety of coordinating engagements, bringing organisations funded by the SG together to share learning and experience. It also supported a visit to Malawi by the International Development Minister.

### International Development Policy

The Partnership supported members to feed into the Scottish Government's national consultation as it looked to update its International Development Policy, and the SMP itself made a detailed and constructive submission representing its membership.

### 10th Anniversary Cooperation Agreement

November 2015 saw the tenth anniversary of the Scotland-Malawi Cooperation Agreement and the SMP worked with the Scottish Government to celebrate this key moment across a week of events, culminating in a Scotland-Malawi ceilidh with the international development Minister.

### Small Grants Programme

The SMP supported smaller NGOs to apply for the third round of the Scottish Government's innovative Small Grants Programme, with Project Grants, Feasibility Grants and Capacity Building Grants all being awarded for work with Malawi.

### 2016 Election

In the months leading up to the 2016 Holyrood election the SMP worked with the manifesto writers of all five parties in the Scottish Parliament to represent the priorities of SMP members. All five parties went into the election publically supporting Scotland's international development efforts and civic links with Malawi.

### Europe & External Relations Committee

The SMP was proud to submit written and oral evidence for the Committees' "Connecting Scotland" inquiry, briefing the Committee on the work of our members.

“ The partnership is our primary source of information and support. ”

- SMP member

# CONNECTING & INFLUENCING: Lobbying & Advocacy

## UK Government

### Department for International Development

The SMP fed into DFID Malawi's planning for the Bilateral Aid Review and actively contributed to DFID's Civic Society Partnership Review, in person, online and through twitter consultations. The Partnership also successfully lobbied the UK Government to respond to the food security crisis in Malawi.

### Foreign & Commonwealth Office

The SMP was pleased to maintain a close and constructive working relationship with British High Commission in Malawi and the FCO Malawi Desk in London.

### Scotland Office

The Partnership supported a visit to Malawi by Rt Hon David Mundell MP, Secretary of State for Scotland, and worked closely with the Scotland Office through the year.

### UK Visa & Immigration

The SMP lobbied hard for improvements to the appalling UK visa issuing systems for those invited from Malawi to Scotland, with Parliamentary debates and Ministerial meetings.

### HM Revenue & Customs

Working with ActionAid, the SMP lobbied for a new UK-Malawi Tax Treaty, updating the existing unfair and out of date colonial-era treaty, for which it gained the support of every Scottish MP.

## UK Parliament

### All-Party Parliamentary Group on Malawi

The SMP supported and spoke at the Westminster All Party Parliamentary Group on Malawi and Zambia.

### Debates

The SMP had questions and debates in both the Lords and the Commons through 2015-16, including a special St Andrew's Day Adjournment Debate celebrating Scotland's links with Malawi to coincide with the arrival of the President of Malawi into the UK.

### 2015 Election

The SMP briefed all Scottish MPs on Malawi links in their constituency after the 2015 election and supported a special international development reception for Scottish MPs in Westminster.

### International Development Committee

The Partnership met with the IDC in Edinburgh and submitted evidence to the Committee's inquiries on the SDGs and DFID's expenditure. The SMP was quoted in both these inquiry reports.

## Government of Malawi

### Presidential Visit

The SMP was delighted to welcome His Excellency Prof Peter Mutharika, President of the Republic of Malawi, to the UK in December 2015. The Partnership met with the President in the House of Lords, at Chatham House and at a special meeting of UK business leaders. The SMP used this opportunity to discuss with the President how best Scotland could help Malawi respond to the current food crisis.

# JOIN THE SMP

Any organisation or individual in Scotland interested in Malawi can join the SMP as a member.

If you have a link with Malawi, or are looking to establish one, membership of the SMP will help develop and strengthen your work by:

We've got a few different categories of membership:

Connecting you with others passionate about Malawi

Keeping you informed of news from Malawi

Offering you advice and support through our office, at our events and forums and through practical advice guides

Helping you develop and strengthen your link

ORGANISATION

INDIVIDUAL

YOUTH

SCHOOL

LOCAL AUTHORITY

For more information email >>  
[info@scotland-malawipartnership.org](mailto:info@scotland-malawipartnership.org)  
or visit >>  
[www.scotland-malawipartnership.org/register](http://www.scotland-malawipartnership.org/register)

# LOOKING FORWARDS



2015-16 brought a great many new and exciting developments for the Scotland Malawi Partnership but it also presented new challenges: not least in terms of worsening food security for our friends in Malawi, resulting from a changing climate and a devastating El Niño effect.

Looking forwards, our first priority is to harness the enthusiasm and expertise within our network such that we can respond effectively to this crisis, offering all possible humanitarian assistance. To this end we are inspired to see not just NGOs but also churches, schools, hospitals, universities and community groups across Scotland, all doing their bit to support their partner communities in Malawi.

For the SMP, 2016-17 will be a key year as we conclude our ambitious 2014-17 Strategic Plan. During this coming year we look forward to embarking on a Summer Road Trip which will see the SMP and MaSP travel the length and breadth of Scotland and Malawi, visiting projects, celebrating links, and bringing our members together to share their learning and experience. Another key moment in the coming year will be the point at which the SMP exceeds 1,000 members: we are currently on track to hit this exciting milestone a record six months ahead of target.

Through 2016 we are consulting all our members on what they want the SMP to be doing 2017-20. We will tour across Scotland listening to our members and all of this data will feed into our strategic planning process. We eagerly look forward to announcing our 2017-20 Strategic Plan at the October 2016 AGM.

**David Hope-Jones, OBE**  
Principal Officer

100,000 Scots  
94,000 Scots & 198,000 Malawians  
2 million Malawians directly benefit  
fit iolved

**2 million**

Malawians  
directly  
benefit



**4x**

awareness  
of Malawi links  
than any other  
country

**4 million**

Malawians  
indirectly  
benefit

**46%**



of Scots have  
a friend with  
a Malawi link

**74%**



of Scots  
support  
Malawi  
links

**300,000 Scots benefit**

**£40**

million

from

**Scottish  
communities**

94,000  
**Scots &**

198,000

**Malawians  
involved**