



CONSERVATION OF NATURAL  
RESOURCES AND SUSTAINABLE  
DEVELOPMENT

**MISSION  
REPORT**  
**2014**







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## OIKOS' VISION

A future in which ecology, economy and equity come together to reconcile the needs of man and the environment

## OIKOS' MISSION

To contribute to preserving ecosystems and supporting development through professionalism, innovation and participation



## LETTER FROM THE PRESIDENT

The activities of Istituto Oikos in 2014 were focused on our "founding" themes: to manage natural resources in order to identify fair, pragmatic and sustainable means of utilising them and to test and share "best practices" that help in facing the great challenges linked to climate, food and development. In the National Marine Parks of Lampi, Myanmar, and Quirimbas, Mozambique, we have strengthened the resources and skill-sets of park staff to manage the protected areas whilst ensuring compliance with regulations. Together we have implemented environmental monitoring and organised training activities that will teach almost 20,000 fishermen and farmers how to be more careful with their natural capital. In Tanzania we have almost completed 290 kilometres of aqueducts that will supply water to 40,000 people. In Tanzania and Mozambique we have helped more than 300 families to produce and sell quality vegetables through more profitable channels, as well as to plant fruit trees from which they can improve their children's diets. In Italy and abroad, through training and support activities for small local businesses, we have promoted forms of tourism capable of combining economic benefits for local communities with environmental benefits. In Italy, we have introduced the principles of sustainability into schools, to those young people most at risk of exclusion, as well as to the general public, whilst with the Wet Bridge project we are re-establishing an "ecological" connection between the Ticino River and the Rile, Tenore and Olona rivers. In addition to monitoring the effectiveness of our interventions, every day we strive to raise awareness among more and more people on the importance of responsible behaviour. In fact, no-one doubts the essential role that biodiversity plays in guaranteeing food security, health and socio-economic development. And yet there is still a long way to go in creating true awareness of the need to actively safeguard the environment, either from a political perspective or from the general public's. Likewise, it is difficult to estimate the speed at which our environmental heritage will continue to deteriorate, in the northern as well as in the southern hemisphere. By trying to pick up warning signals in rapidly transforming partnerships, maintaining the ability to learn from our mistakes, listening to critical voices both inside and outside of Oikos, we strive to cooperate with our beneficiaries, with students, women, farmers, administrators, to take ownership of our own fragment of responsibility in an ever changing society. Without waiting for fear to guide us.



## 1. ABOUT ISTITUTO OIKOS

### 1.1 WHO WE ARE AND WHAT WE DO

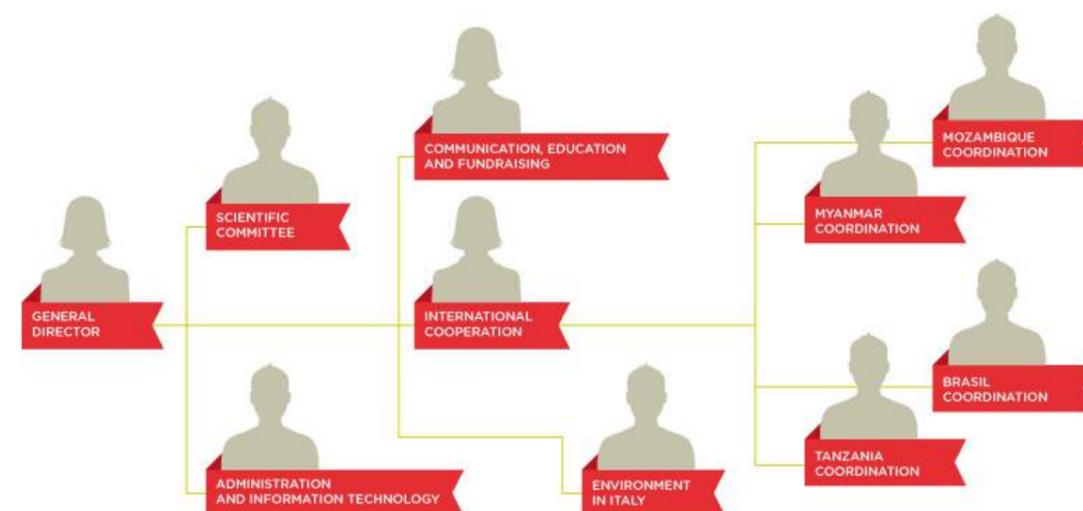
Oikos is a non-profit, non-religious and independent organisation, founded in 1996 in Milan. Since then, we have devised and developed over **200 projects** in Italy, Europe and eleven countries across Asia, Africa and South America.

We work in Europe and in developing countries to **safeguard biodiversity**. We promote a **responsible management of natural resources** and the **widespread adoption of more-sustainable lifestyles** as tools for social and economic development and for fighting poverty.

All our interventions in all fields share one common objective to make city dwellers, rural communities and public institutions more aware about environmental protection.

In 2014, 102 people contributed to the success of our projects: 23 persons in Italy and 79, of which 60 locals, have worked in our branches in Tanzania, Mozambique, Myanmar and Brazil.

### 1.2 THE OPERATIONAL STRUCTURE



### 1.3 OUR APPROACH

Istituto Oikos has always tried to work with **long-term integrated programs**, in natural settings where the organisation can rely on a **good basic knowledge of the territory** and of local biodiversity, on **solid and long-lasting partnerships** and on the ability to **monitor the success and sustainability of interventions over time**.

Our work is developed through three stages:

#### **UNDERSTAND THE REALITY**

Acquire the basic elements that are useful for building interventions with local communities.

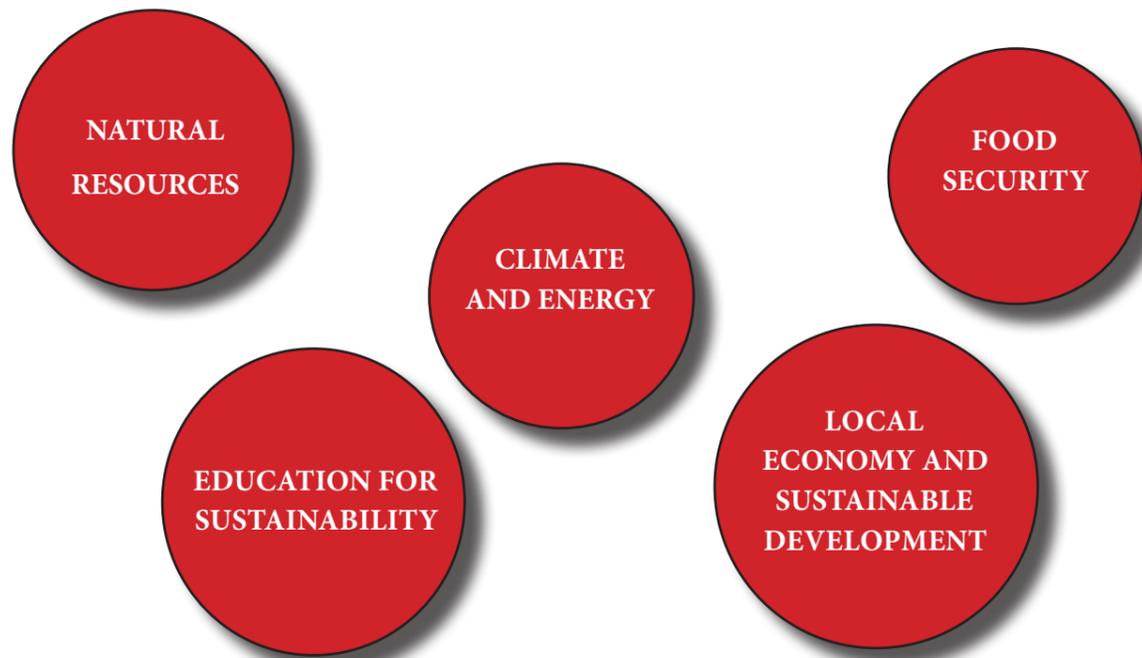
#### **INTERVENTION**

Invest in economic and human resources to fully realize the desired objectives.

#### **MONITOR AND SHARE RESULTS**

Analysis of results is an essential part of our work, because it helps us to understand which interventions have been most effective and which ones could be improved. In the implementation of our projects we always work together with local communities, in collaboration with local, national and international institutions.

### 1.4 OUR KEY SECTORS



### 1.5 OUR JOURNEY



1996

Istituto Oikos was established by a group of biologists and naturalists with the desire to intensify efforts for the conservation and management of biodiversity, in collaboration with government bodies and universities. The first projects focused on large fauna, in the alpine environment and in Tanzania.

2014

Today we operate in Europe, Asia, Africa and Latin America to contribute to defining, together with local institutions and communities, a sustainable development strategy capable of balancing economic growth with the preservation of natural resources and biodiversity. Along with environmental protection, our interventions have also integrated among its goals other fundamental objectives, such as the fight against poverty, food security and women's rights.

## 2. 2014 RESULTS AND 2015 OBJECTIVES



### 2.1 INTERNATIONAL COOPERATION

For us, development cooperation is based on a conviction: an environment managed focussing on the principles of sustainability, can ensure access to water, to the products of the forests and to land suitable for supporting the breeding of livestock, agricultural and forestry production. Finally, "resiliency" is required: the ability to respond to external shocks, such as those related to climate change.

**We work within scenarios where natural heritage is a vital resource whilst simultaneously being threatened.** We put **local values and traditions** at the centre of interventions and we engage children, parents, women, teachers, public body officials and representatives of civil society in **educational activities and vocational trainings**.

#### TANZANIA: WOMEN, HORTICULTURE AND CLIMATE CHANGE

We have been working in Tanzania since 1996, mainly in the **Arusha region**, in the north of the country, implementing plans for the management of national parks, environmental monitoring, interventions in the energy sector and improving the management of water resources. For the past 15 years we have worked with local communities to reconcile the **protection of the environment** with **sustainable development**: small-scale responsible tourism and local artisan enterprises, social cooperatives for food security and environmental campaigns in schools.

#### 2014 NUMBERS

**150** small family gardens cared for by women in the city of Arusha; **3.000** visitors to the Arusha Farmer's Market; **160** small-scale farmers supported in the production and selling of vegetables; **150** kilometres of new aqueducts; **300** new latrines; **12.000** children in **28** primary and secondary schools successfully targeted by campaigns for the dissemination of good hygiene and sanitation practices, and for the promotion of a healthier, more balanced diet; **450** new trees planted; **3** a cres of riparian forest recovered.

Many of the interventions have had the social inclusion of women as their main objective, and the "flag" project for Oikos involvement in Tanzania in 2014 is entirely dedicated to women.

#### **S.A.F.E Gardens: two twin gardens to sow sustainability**

This project is developed between the city of Arusha, Tanzania, and the city of Milan in order to spread urban horticulture community practices and to foster the social inclusion of women, with a particular focus on women with disabilities. In the city of Arusha we have created the **Themi Living Garden (TLG)**, a vegetable garden managed by a group of around 50 women who produce and sell fruit and vegetables, and manage a small restaurant that serves local food. In the city of Milan, at Parco Segantini, twinned with the Themi Living Garden, you will find the **Milan Edible Garden (MEG)**, an tangible and symbolic space designed to promote and implement a new vision for the city, greener and more sustainable. In addition, the Nelson Mandela University and the University of Bicocca in Milan are working together to protect the genetic heritage of several local varieties of vegetables through the implementation of a "**biological passport**", while the University of Insubria, in collaboration with the City Hall in Arusha, has developed an ecological map of the city.

In 2015 we will continue to support the women's cooperative through the consolidation of income-generating initiatives related to horticulture. In parallel, the Milan Edible Garden will become a small botanical museum of little-known local plants, and an open sky educational centre for reflecting on the importance of sustainable agriculture.



*My name is Namayani Simoni. I am a widow and I have six children. My husband died in 2005 and since then I have had to look after the whole family, because my children are still students. Since I joined the Oikos project, I have been able to provide for the needs of my family by selling fruit on the street. Thanks to this new opportunity, I can provide food for my children and allow them to study. What's more, I am even able to buy kerosene for the lamp and salt for cooking. Thank you so much!*

## MOZAMBIQUE: TOURISM, ENVIRONMENT AND FAMILY AGRICULTURE

We have been working in Mozambique since 2011. In 2013 we opened an office in Pemba, in the province of Cabo Delgado. The province is an area of rapid economic growth due to the recent discovery of important gas deposits and the area's potential for tourism development, thanks to the presence of the **Quirimbas National Park**, a rich forested paradise with a coastline dotted with small islands in almost pristine condition. Our commitment in 2014 was focused on the **promotion of eco-tourism development** in the region, with the training of local communities in collaboration with local authorities, and in parallel, the improvement of living conditions of small-scale farmers, in order to encourage the production of healthy and nutritious food and to promote food security.

### 2014 NUMBERS

**3** training courses for local communities in the tourism sector involving a total of **340** hours of lessons; **150** young people from local communities trained in the tourism sector; **6** professors from the Pemba Istituto Industriale e Commerciale trained in active teaching methods; **4** teaching manuals developed for training courses in the field of tourism; **5** agreements with tourism sector facilities signed, for the implementation of internship opportunities for students; **3** professors from the Faculty of Tourism in the Catholic University of Mozambique trained in Italy for a total of **160** hours; **2** professors from the Pemba Istituto Industriale e Commerciale trained in the hospitality field at the Scuola Alberghiera in Casargo, for a total of **300** hours; **1** seminar and **1** workshop ran on themes related to the tourism sector.

In 2015 we expect to further strengthen the skills of local communities in the emerging tourism sector and to lead the construction of a community eco-centre on the island of Ibo, with visitor facilities that will promote the park's resources. In the province of Cabo Delgado we are also taking the lead in **Pemba Verde**, a social enterprise that combines food security, the enhancement of local food culture and the protection of agrobiodiversity.



## *From the Seed to the Plate: women leading the change*

The *From the Seed to the Plate* project was initiated in October 2014 with the purpose of offering technical support to small-scale farmers in the district of Pemba-Metuge (province of Cabo Delgado) to improve their skills in the production and sale of local products.

**227** women out of a total of **465** beneficiaries were involved in this initiative.

The project also proposed a **two-way connection between Italy and Mozambique** that involves schools, institutions, the scientific community and members of the public. In collaboration with the University of Insubria, an ethnobotanical research project was initiated to select 20 local varieties of cereals and tuberos suited to the local area and 3 experimental crops were developed, from 10 varieties of cereals and from 10 horticultural species suitable to local markets. Furthermore, the Pemba Verde social enterprise was established, which will support small-scale farmers in the selling of quality fruit and vegetables in the city of Pemba.



*My name is Elsa Maria Silvestre, I was born in 1973 in Metuge and I have 4 children. I was married for 25 years and recently became a widow; I am the leader of the Umaliha Uuva Association of Women Farmers, which in Macua language means "end poverty", and I try to involve other women who are having problems, especially if they have a disability or are widows. I think it is absolutely essential to start up a process that brings various farmer associations together, especially within a scenario where it is difficult to gain access to seeds, technical support and materials. The Oikos' project is truly innovative and can undoubtedly change the future for people like us who work the land!*



## MYANMAR: FORESTS, PROTECTED AREAS AND DEVELOPMENT

Since 2006 we have been working in **the country with the richest natural resources in South East Asia**, which today, after more than six decades of military dictatorship and isolation, is engaging in a complex process of democratisation, that also includes the redefinition of environmental policies. Our intervention is concentrated in three areas: in the Lampi National Marine Park (located in the Myeik Archipelago) we promote the **active involvement of fishermen and farmers in the management of the protected area**; in the south of the Rakhine state we work towards the establishment and development of community forests; in the Irrawaddy river delta we are committed to the community and sustainable fishing management. With all these interventions we link in **environmental education campaigns for local communities**, with particular attention paid to schools.

### 2014 NUMBERS

**145** families (approximately **700** people) served by the water system; **25** people from the Moken minority group have studied primary-level literacy courses; **15** tourist guides have been involved in training courses.

### *The Lampi Marine Park: a natural heritage to safeguard*

The centrepiece of our activities in Myanmar during 2014 has been **Lampi**, the only national marine park in the country, which boasts an ecosystem among the richest in the world and the most important mangrove forests in South East Asia. The coast is an important habitat for fish species, the main source of food for the local population: about 15,000 people, of which about 3,000 are Moken, an ethnic minority also known as “Gypsies of the sea”.

After an initial phase of data collection and analysis, we developed the **Park Management Plan**, the first to receive official approval from the Burmese government; consequently in 2014 we defined, together with the staff of the park, the monitoring protocols for natural resources for the management of the protected area and promoted training courses with the aim of strengthening the technical capacity of the park rangers.

**We work with local communities to enable more sustainable uses of natural resources** - creating the conditions for future development of responsible tourism - joining up environmental education campaigns and awareness of the importance of protected areas.

We are also working in villages to create a distribution network that provides drinkable water - to be completed in 2015 - and we have initiated the design of a Visitor Centre, a place that will bring together educational activities, seminars, workshops and will provide researchers with a base for a stay in Lampi.

The project was selected as one of the 18 Best Sustainable Development Practices, out of the 750 initiatives presented, within the framework of the EXPO 2015 Feeding Knowledge Programme, which collects and disseminates the best solutions implemented at a global level for increasing food security and promoting sustainable development.



## BRAZIL: TOURISM AND LOCAL DEVELOPMENT

We have been working in the Brazilian state of Bahia since 2008, an area where the potential for tourism goes hand in hand with the exclusion from the labour market of the most vulnerable, in particular women, young people and communities of African descent. In 2014 Oikos tried to **promote the socio-economic inclusion** of these groups and to stimulate the start-up of **small economic initiatives**, through vocational training activities, focusing in particular on the tourism sector.

### *Salvador de Bahia: new opportunities for women of african descent*

The project aims to **strengthen the integration and social cohesion of women of African descent** who are living in the peripheral neighbourhoods of Salvador de Bahia, by offering quality vocational training opportunities and thus improving their employment and income expectations. 200 women (of which 70% are of African descent) have benefited directly from training courses dedicated mainly to cooking and the revitalisation of regional culinary traditions, the learning of the English language and the development of artisanal skills, especially tailoring. We have involved 300 women and men in a series of meetings devoted to themes such as the role of women and gender stereotypes; sustainable tourism as an economic and employment opportunity, but also as a challenge to make the area more welcoming to visitors; awareness of consumption and recycling of waste.

In 2015 we will accompany the women through the phases of transition, from vocational training to actual placement in the labour market, both in facilitating relations with businesses in the tourism sector and through a support role in the drafting of CVs and in preparation for facing job interviews.



## INTERNATIONAL COOPERATION PROJECTS - 2014

Project title	Country	Main donor	Total budget
Malemeu/Nkoasenga Water Project, Leguruki Ward, Arumeru District, Tanzania	Tanzania	Charity and Defence of Nature Trust	€ 146,495
Improving Water and Sanitation access and Hygiene standards to achieve the MDGs in Arusha Region, Tanzania	Tanzania	EuropAid/Charity Nature Trust	€ 2,849,160
Upgrading and Optimization of Momela Distribution Scheme	Tanzania	Charity and Defence of Nature Trust	€ 100,000
Building the future at school	Tanzania	Waldensian Church	€ 20,000
S.A.F.E. Gardens: Sustainable Actions For Edible Gardens	Tanzania	Municipality of Milan	€ 463,375
Solar energy for Ngarenanyuki secondary school	Tanzania	Ekoenergy	€ 10,000
MESULA Ltd – Mount Meru Sustainable Land: a social enterprise for the production of horticultural quality	Tanzania	Lombardy Region – Cariplo Foundation	€ 419,200
A fruit a day	Tanzania	Private donors	€ 5,957
Bee Good! - Promotion of beekeeping practices among Mount Meru communities	Tanzania	Waldensian Church	€ 50,765
Profissão turismo. Vocational training and educational programs to increase employability in Cabo Delgado	Mozambique	EuropeAid	€ 1,277,633
Protection of coastal and marine habitats of Quirimbas National Park for food security and economic development (PHARO)	Mozambique	Italian Ministry of Foreign Affairs	€ 3,398,000
Natural resources conservation and economic development for fisheries coastal communities of Quirimbas National Park	Mozambique	Ensemble Foundation	€ 120,000
Pemba Verde – From the seed to the plate	Mozambique	Cariplo Foundation	€ 600,720
Participatory Land-Use Management and Ecotourism for Poverty Reduction and Sustainable Development in Myeik Archipelago	Myanmar	Italian Ministry of Foreign Affairs	€ 220,180
PLUME Participatory Land-Use Management and Ecotourism in Lampi MNP	Myanmar	Stiftung Drittens Millenium (SDM)	€ 124,250
Enforce local capacities for the Environmental Conservation and Tourism Development in the Myeik Archipelago (COAST)	Myanmar	Italian Ministry of Foreign Affairs	€ 1,793,000
Strengthening of Village Fisheries Societies (VFS) for co-management of fisheries in 20 villages in Bogale Township	Myanmar	Food and Agriculture Organization	€ 50,987
Natural Resources Management of LMNP in Myeik Archipelago	Myanmar	Keidanren Nature Conservation Fund (Japan)	€ 19,250
FISH RIGHTS - Supporto alle comunità per una pesca sostenibile nella Regione del Delta	Myanmar	Waldensian Church	€ 84,370
Professional training and income generation for youngsters and women in the suburbs of Salvador de Bahia	Brazil	EuropeAid	€ 726,209

## 2.2 OUR PROJECTS FOR THE PROTECTION OF THE ENVIRONMENT IN ITALY - 2014

The initiatives promoted in 2014 were concentrated in the Lombardy and Piedmont regions and had as a focus the development of conservation plans for protected areas in the Valle Ossola and in the Cascina Isola Reserve in Oltrepò Pavese.

### *Wet Bridge: a bridge of water to protect biodiversity*

The Wet Bridge project has the objective of **increasing the interconnection and the biodiversity of nine wetlands in the Lombard plain** in the Varese Province. It involves using key resources to maintain connections between rivers and, consequently, to ensure the survival of several species related to aquatic environments. For this reason, after carrying out surveys and through the monitoring of vegetation, fauna, pools and ponds, by 2018 we will have connected the animal and vegetable populations that live between the Ticino and Olona rivers. In 2015 through small-scale interventions in the water supply, we will try to avoid the process of land filling areas and we will create new small pools to allow for the reproduction of amphibians.

In addition, we will remove invasive plant species in order to plant new, more suitable ones. We want to engage schools and businesses in these operations, in order to allow anyone who has their own region at heart, to become a researcher and to contribute to the conservation of the natural heritage found in wetlands.



### ITALIAN ENVIRONMENTAL PROJECTS - 2014

Project title	Country	Main donor	Total budget
Feasibility study for the perimeter measurement of the protected areas in Valle Ossola (Phase 2)	Italy	Verbano-Cusio-Ossola Province	€ 31,000
Wet Bridge – A “water bridge” to connect wetlands	Italy	Cariplo Foundation	€ 854,413
Preparation of the management plan of the natural reserve "Cascina Isola"	Italy	Pavia Province	€ 11,066



## 2.3 EDUCATION FOR SUSTAINABILITY 2014

Throughout 2014 Oikos was committed to awareness campaigns, projects in schools, world citizenship education programmes and public events, to promote **a culture of sustainability and responsible, eco-compatible lifestyles**.

Thanks to 10 active projects in 2014 we have been speaking to people of all ages and professions, paying particular attention to students.

Energy efficiency, creative re-use, sustainable consumption: these are the main topics that we have tried to deal with in an innovative manner and ironically at times, combining **scientific rigour** and **daily practices**, because we believe that a paradigm shift that reduces human impact on the planet must begin with education and experience.

### *Riconsumiamoci: old objects, new life!*

With the **Re-consuming** Project, Istituto Oikos has been promoting good practice, looking at the recycling of old objects as an opportunity to re-evaluate our choices, and at the same time, to reduce wastage and the production of refuse.

In February 2014 **RigeneriAMO** was born, a workshop in the Lambrate district (Milan), which, thanks to the support of two young designers, intends to encourage and involve citizens in activities aimed at extending the life cycle of many products. We have organized workshops for the recycling of bicycles, suitcases, oils, furniture and furniture accessories, involving associations, informal groups and citizens of every age group. **RigeneriAMO** has thus become a place of exchange and gathering for anyone who wants to learn and share their skills and experience of re-using and recycling.

There was also a district exhibition on the theme of re-use for enhancing "regenerated" objects and sharing the results of the initiative.

*How do you sum up in a few lines what RigeneriAMO represented? It was a unique experience, challenging but especially rewarding, a valuable opportunity to put enthusiasm, dedication and creativity into practice. We have tried to transmit our philosophy to the users of the workshop, by the re-utilisation of disused objects, making them re-workable and thus finding new homes for forgotten objects. But we didn't just fix the items! This experience has also become a new form of socialisation: new friendships were created, and we hope that, from this journey, many people may wish to give new life to the objects of their past, that otherwise would represent nothing more than their history.*



*Alessia Ferrè, Designer*

## EDUCATION FOR SUSTAINABILITY PROJECTS - 2014

Project title	Country	Main Donor	Total budget
Rifiutilinsubrici	Italy and Switzerland	Varese Province/ EuropeAid	€ 200,000
Time to seed	Italy and 7 more countries	EU	€ 931,146
Rice according to nature	Italy and Burkina Faso	Municipality of Milan	€ 128,400
The Energy of the city	Italy	Cariplo Foundation	€ 152,600
Capacity Building	Italy	Cariplo Foundation	€ 31,238
Riconsumiamoci	Italy	Cariplo Foundation	€ 164,660
Change the Climate! Active citizenship practices to promote responsible lifestyles	Italy	Italian Ministry of Foreign Affairs	€ 367,081
Seeding the future: new learning and new knowledge for food sovereignty	Italy	Colomba/ Municipality of Milan	€ 333,300
Wame	Italy	AEM Foundation	€ 50,000
Training and planning for effective sustainable development projects	Italy	Cariplo Foundation	€ 28,910



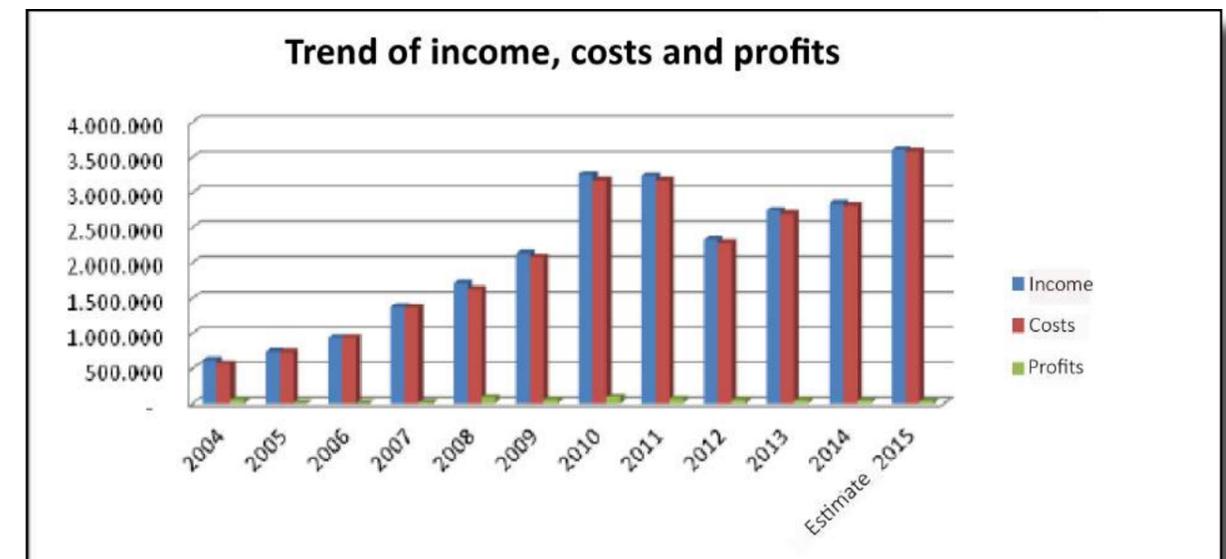
## 3. TRANSPARENT ACCOUNTS

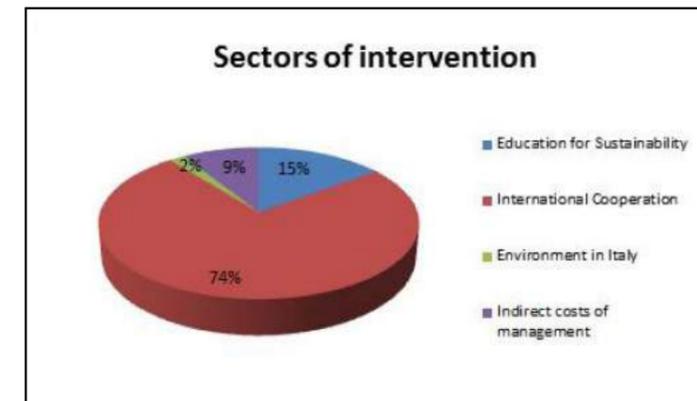
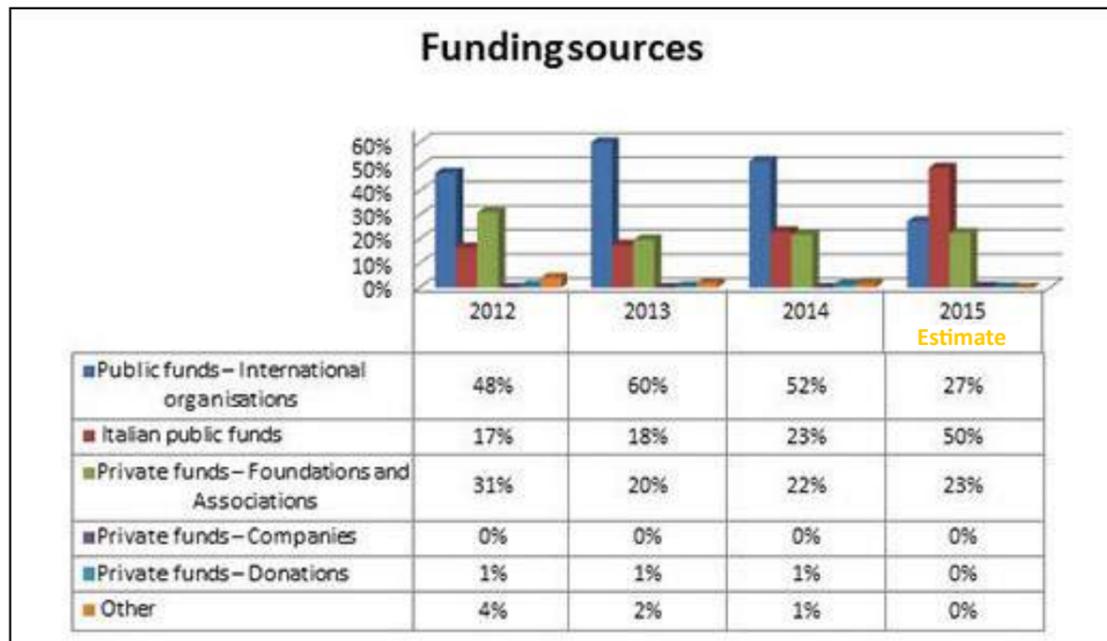
The economic results of 2014 and the forecast for the 2015 year confirm positive trends for the organisation. Revenue has gone from € 2,749,056 in 2013 to € 2,843,050 in 2014, an increase of almost 4%.

Compared to the previous year, in 2014 a **net growth of public funds allocated by Italian public bodies** was also recorded, a statistic that counter-trends the overall contraction of public development aid. However, it is still an objective to achieve an increase in the share of donations from corporate or individual sponsors.

Capital structure has recorded strong growth compared to the year 2013, **from € 7.9m to € 8.4m**, thanks to an increase in activities by Italian and world-wide projects. Also, in 2014, the balance sheet demonstrates prudent financial management, maintaining a solid structure in regards to cash and cash equivalents, which increased from less than €1m to €1.4m and for credit from donors and partners (€ 6.8m).

As per previous years, in 2014 all profit for the financial year was allocated to company assets, reaching the value of € 558,636, thus contributing to the increase of the capital strength of the organization.

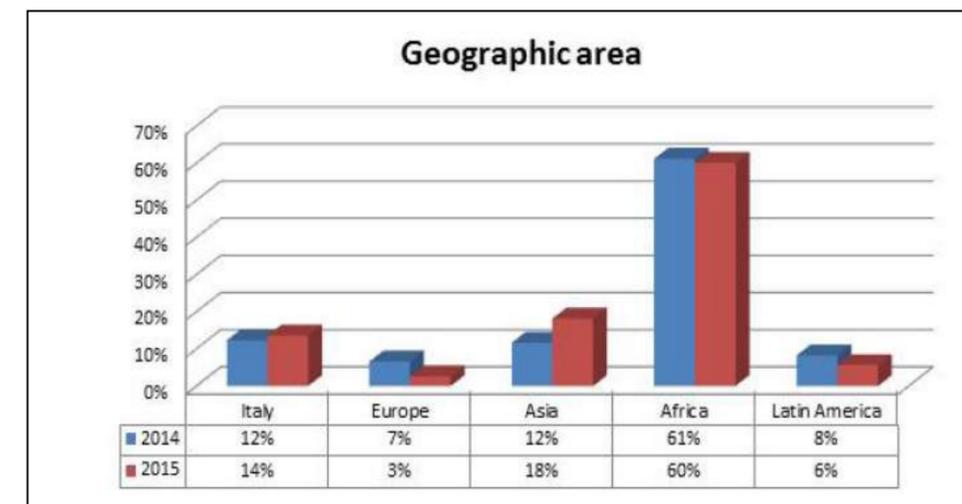




Projects in **Africa**, especially in Tanzania, absorb the main share of the costs per geographical area of interventions, equal to **61%** of the total. In **Asia** (Myanmar) funds being spent amount to **12%**, whilst in **Latin America** (Brazil) the percentage is equal to **8%**. **1%** of the costs is furthermore dedicated to **sustainability education projects** in Europe, while for the same intervention sector in Italy, the share is equal to **7%**.

### 3.1 USE OF FUNDS 2014

The 3 major areas of intervention for Istituto Oikos absorb the majority of management costs in 2014. The majority share, equal to **74%**, went to projects of **international cooperation**; projects relating to **education for sustainability** sector absorbed costs equal to **15%**, while the percentage dedicated to the **protection of the environment in Italy** stood at **2%**. As regards **indirect and management costs**, the share did not undergo a marked change from the previous year, rising to **9%**, in line with the operational objective of the organization. The costs of the staff structure, and the costs of the location and management of the Milan office, affect this figure.





### 3.2 BALANCE SHEET OF THE FINANCIAL YEAR 2014

#### ASSETS

	2013	2014
<b>FIXED ASSETS</b>		
Tangible assets	21,606,00	15,040,92
Financial assets	75,000,00	75,000,00
Total fixed assets	96,606,00	90,040,92
<b>LIQUID ASSETS</b>		
Receivables	19,937,00	64,415,46
Other liquid assets	6,918,059,00	6,802,496,21
Liquidity	937,137,00	1,493,906,56
Total liquid assets	7,875,133,00	8,360,818,23
<b>ACCRUAL AND DEFERRED CHARGES</b>	10,322,00	1,867,75
<b>TOTAL ASSETS</b>	<b>7,982,061,00</b>	<b>8,452,726,90</b>

#### LIABILITIES

	2013	2014
Net worth	522,360,00	558,636,16
Retirement and other employee long-term benefit provision	30,015,00	38,495,29
Current liabilities	7,396,677,00	7,816,041,96
<b>ACCRUAL AND DEFERRED INCOMES</b>	33,009,00	39,553,47
<b>TOTAL LIABILITIES</b>	<b>7,982,061,00</b>	<b>8,452,726,88</b>

### INCOME STATEMENT

#### INCOMES

	2013	2014
Incomes from private bodies	642,255,10	709,040,55
Incomes from public bodies	2,002,255,39	2,053,293,00
Fundraising from individuals	15,709,03	19,461,00
5/1000 contribution	11,777,71	11,211,45
Other incomes	24,597,02	42,673,00
<b>TOTAL INSTITUTIONAL INCOMES</b>	<b>2,696,594,25</b>	<b>2,835,679,00</b>
Incomes from secondary activities	40,790,75	7,372,00
<b>TOTAL INCOMES</b>	<b>2,737,385,00</b>	<b>2,843,051,00</b>

#### OUTLAYS

	2013	2014
Outlays from institutional activities	2,637,173,00	2,764,074,00
Outlays from secondary activities	40,839,00	7,726,00
Financial and patrimonial outlays	5,633,00	15,700,00
Extraordinary outlays	6,348,00	11,860,00
Depreciations	6,955,00	7,415,00
<b>TOTAL OUTLAYS</b>	<b>2,696,948,00</b>	<b>2,806,775,00</b>

	2013	2014
<b>Economic result of the year</b>	<b>40,437,00</b>	<b>36,276,00</b>

## 4. STAKEHOLDERS 2014

### PARTNERS

#### *Partners in Italy*

**Public bodies:** Comune di Albosaggia, Comune di Cassano-Magnago, Comune di Milano, Comune di Origio, Consiglio di Zona 3, Distretto di Economia Solidale di Varese (DES-VA), Parco Lombardo della Valle del Ticino, Parco Naturale Adamello Brenta, Parco Nazionale dello Stelvio, Politecnico di Milano, Provincia di Lodi, Provincia di Varese, Università degli Studi di Milano, Università Cattolica di Milano, Università dell'Insubria, Università di Milano Bicocca, Università degli Studi di Sassari.

**Associations and private bodies:** Associazione Italiana Agricoltura Biologica (AIAB), Associazione Produttori di Energia da Fonti Rinnovabili (APER), Anolf Lecco, Centro di formazione professionale alberghiero Casargo, CoLOMBA - Cooperazione Lombardia, Fondazione Legambiente Innovazione, Fondazione OPES, Fondazione Serbelloni, Gruppo di Volontariato Civile (GVC), Mirage Burkina, Muindi Semi di Sorriso Onlus, Nostrale, Oxfam Italia, WWF Italia, Rivista della Natura, Fratelli Ingegnoli.

#### *Partners in Europe*

**Associations and private bodies:** Azienda Cantonale dei Rifiuti (ACR) - Svizzera, Fundación IBO - Spain, Institute of Global Responsibility (IGO) - Poland, Oikos Cooperação e Desenvolvimento -Portugal, Pastoral and Environmental Network in the Horn of Africa (PENHA) - United Kingdom.

#### *Partners in Tanzania*

**Public bodies:** Arusha District Council, Arusha Municipality, Arusha Region, Arusha Technical College (ATC), Centre for Agricultural Mechanisation and Rural Technology (CAMARTEC), Longido District Council, Meru District Council, Ministry of Water, Monduli District Council, Sokoine University of Agriculture, Tanzania Cultural Tourism Programme, Tanzania National Parks (TANAPA), Tanzania National Resource Forum, Tropical Pesticides Research Institute (TPRI), Tanzania Fisheries Research Institute, Tanzania Food and Nutrition Centre (TFNC), Tanzania Wildlife Research Institute (TAWIRI), The Nelson Mandela African Institute of Science and Technology (NM-AIST), Università di Dar es Saalam.

**Associations and private bodies:** Belgian Fund for Food Security (BFFS), Camel Safari Camp, Faida MaLi, Global Service Corps (GSC-Tanzania), Honeyguide Foundation, Iles des Paix (IDP), Maasai Pastoralist Foundation (MPF), Mali Hai clubs, Meru Sustainable Land Ltd (MESULA), Mkuru Training Centre, Marketplace Literacy Community Trust (MLCT), Ngarenanyuki Community Energy Resource Center, Oikos East



Africa, Oldonyosambu Community Energy Resource Center Postharvest Education Foundation (PHEF), Responsible Tourism Tanzania, Tanzania Horticultural Association (TAHA), Tanzania Maasai Women Art, Tanzania Organic Agriculture Movement (TOAM), The Nature Conservancy, TRIAS, Ujamaa Community, Resource Team (UCRT), Wildlife Conservation Society, World Vegetable Centre (AVRDC), Makilenga Water Consumer Association, Water Service Facility Trust (WSFT).

#### *Partners in Myanmar*

**Public bodies:** Ministry of Environmental Conservation and Forestry (MOECA), Universities of Yangon, Myeik and Maulemyein.

**Associations and private bodies:** Biodiversity and Nature Conservation Association (BANCA), International Union for the Conservation of Nature (IUCN), Marine Science Association Myanmar (MSAM), Rakhine Coastal Conservation Association (RCA), Union of Myanmar Travel Agencies (UMTA), The Centre for People and Forests (RECOFTC).

#### *Partners in Mozambique*

**Public bodies:** Instituto Industrial e Comercial de Pemba (IICP), Quirimbas National Park

**Associations and private bodies:** Fundacion IBO, Faculdade de Gestão de Turismo e Informática (UCM Pemba), ECO Moçambique, Serviço Distrital de actividades economicas de Metuge (SDAE).

#### *Partners in other countries*

Azienda Cantonale dei Rifiuti, Cantone Ticino - Switzerland, Cooperativa Mista Colibris - Brazil, Neighbours Initiative Alliance - Kenya.

### DONORS

Charity and Defence of Nature Trust, Chiesa Valdese, CoLomba, Comunità Montana Valsassina, Comune di Milano, Concessionaria Bahia Norte, Ekoenergy, ERSAF Lombardia, EuropeAid, Food and Agriculture Organization - FAO, Fondazione AEM, Fondazione Cariplo, Keidanren Nature Conservation Fund, Ministero Affari Esteri, Provincia di Pavia, Provincia di Varese, Provincia di Verbano-Cusio-Ossola, Regione Lombardia, Stiftung Drittes Millennium, Holcim Italia, Fratelli Ingegnoli.

## 5. OUR CURRICULUM

In the following table we list, distributed per country, the main projects managed by Istituto Oikos in the 1999-2014 period.

Project title	Country	Start	Duration (months)	Main donor	Total budget
<b>INTERNATIONAL COOPERATION</b>					
<b>AFRICA</b>					
Analysis of migratory movements of large mammals and their interactions with human activities in the Tarangire area (Tanzania), as contribution to the definition of a sustainable development strategy	Tanzania	01/01/1996	24	European Union	€ 151,787
Support to the conservation of natural resources in Tarangire National Park	Tanzania	01/01/1999	24	USAID	€ 747,156
Biological Conservation and Sustainable Management of Mount Meru Natural System, Tanzania	Tanzania	01/01/2000	36	EuropeAid	€ 704,384
Forest resources management, training and development for local communities in the Mount Meru area	Tanzania	01/03/2002	24	Lombardy Region	€ 153,957
Vocational training programme for the development of new local eco-tourism initiatives in Northern Tanzania	Tanzania	01/10/2003	24	Lombardy Region/ Cariplo Foundation	€ 296,290
Participatory wildlife management	Tanzania	01/03/2005	24	Lombardy Region	€ 610,000
Socio-economic development and environmental requalification of the pastoral Maasai areas of Mount Meru	Tanzania	01/01/2005	12	Cariplo Foundation	€ 232,450
Participatory management of the Nading'oro forest	Tanzania	01/04/2006	12	Cariplo Foundation	€ 211,000
Pilote programmes for socio-economic development and environmental conservation to support the Maasai community of the Rift Valley	Tanzania, Kenya	02/05/2006	24	Lombardy Region	€ 568,500
Water resources management and promotion of socio-economic development of rural communities in the Nharenanyuki and Oldonyo Sambu Wards	Tanzania	01/10/2006	24	Charity and Defence of Nature Trust	€ 770,000
Socio-economic development and environmental conservation in the Maasai areas of the Arumeru District	Tanzania	01/07/2007	36	DGCS - Italian Ministry of Foreign Affairs	€ 1,577,788
Water project in the Uwiro village	Tanzania	01/01/2006	12	Charity and Defence of Nature Trust	€ 159,000
Women empowerment in the Mkuru Maasai community	Tanzania	01/03/2006	12	Charity and Defence of Nature Trust	€ 73,400
Maasai Women Art	Tanzania	01/03/2007	12	Charity and Defence of Nature Trust	€ 174,634
BEST RAY Bringing Energy Service in Tanzania Rural Area	Tanzania	01/04/2008	36	EuropeAid	€ 1,500,000
Microenterprises for food security and environmental conservation in the Mount Meru area	Tanzania	01/04/2008	12	Municipality of Milan	€ 321,000
Improve water accessibility in Mkuru, Engedeko, Lendoya, Lekrumuni and Sinai sub villages, Ngarenanyuki and Oldonysambu Wards	Tanzania	01/11/2008	16	Charity and Defence of Nature Trust	€ 444,788
Strengthening human capital for food security and environmental conservation in the Mount Meru area	Tanzania	01/04/2009	24	Lombardy Region	€ 670,000
Improved water accessibility in Kireeni, Qaloki sub villages and Ngabobo village, Oldonysambu Ward	Tanzania	01/11/2009	16	Charity and Defence of Nature Trust	€ 637,517
Renewable energies to improve child health in rural areas in Tanzania	Tanzania	27/07/2009	12	Mediafriends - Fabbrica del Sorriso	€ 143,943

Improvement of food security and nutritional status in Maasai steppes of northern Tanzania, by applying sustainable farming technologies	Tanzania	01/01/2010	22	EuropeAid	€ 1,675,900
Cultivating the future in schools – Renewable energies and education to increase food security and environmental conservation in the Mount Meru area	Tanzania	01/04/2010	36	Intervita	€ 630,570
Malemeu/Nkoasenga Water Project, Leguruki Ward, Arumeru District, Tanzania	Tanzania	01/04/2011	24	Charity and Defence of Nature Trust	€ 146,495
Improving Water and Sanitation access and Hygiene standards to achieve the MDGs in Arusha Region, Tanzania	Tanzania	01/04/2011	48	EuropeAid and Charity/ Defence of Nature Trust	€ 2,849,160
Safe Food, Save lives – Food security for school children in the Arumeru District	Tanzania	01/07/2011	18	Mediafriends - Fabbrica del Sorriso	€ 500,000
Momella Water Project	Tanzania	01/06/2011	18	Charity and Defence of Nature Trust	€ 100,000
MESULA Ltd – Mount Meru Sustainable Land: a social enterprise for quality production, food security and environmental conservation in the Mount Meru area	Tanzania	01/01/2013	24	Lombardy Region/ Cariplo Foundation	€ 419,200
Saving the amphibians in Madagascar	Madagascar	01/01/2003	12	Nando Peretti Foundation	€ 27,000
Capacity building TELWA, Regional Federation of Cereal Banks Unions	Niger	01/02/2007	30	EuropeAid	€ 347,072
Hodh El Chargui. Support to rural municipalities for the management of water	Mauritania	25/01/2006	36	EuropeAid	€ 15,800
The Quirimbas treasure	Mozambique	01/05/2011	12	Municipality of Milan	€ 294,500
Profissão turismo. Vocational training and educational programs to increase employability in the hotel and tourism sector in Cabo Delgado Province.	Mozambique	01/02/2013	48	EuropeAid	€ 1,277,633
S.A.F.E. Gardens: Sustainable Actions For Edible Gardens (Tanzania)	Tanzania	01/02/2014	24	Municipality of Milan	€ 463,375
Solar energy for Ngarenanyuki secondary school	Tanzania	01/06/2014	10	Ekoenergy and Politecnico of Milan	€ 18,500
Bee Good! - Promotion of beekeeping practices among Mount Meru communities	Tanzania	15/07/2014	12	Waldesian church	€ 50,765
Pemba Verde – From the seed to the plate	Tanzania	01/11/2014	24	Cariplo Foundation	€ 600,720
Protection of coastal and marine habitats of Quirimbas National Park for food security and economic development (PHARO)	Mozambique	05/05/2014	36	Italian Ministry of Foreign Affairs	€ 3,398,000
<b>ASIA</b>					
Mergui Archipelago Biodiversity Research Programme	Myanmar	01/10/2006	36	Stiftung Drittens Millennium	€ 120,000
Environmental conservation and socio-economic development for local communities in the Gobi desert	Mongolia, China	20/08/2007	24	Lombardy Region	€ 334,200
Support to the development of the environmental tourism sector in the Chong Kemin Valley	Kyrgyzstan	01/01/2008	24	Cariplo Foundation/ Brescia Province	€ 203,886
Strengthening environmental NGOs in Burma / Myanmar	Myanmar	01/01/2009	24	EuropeAid	€ 470,000
Environmental conservation and socio-economic development for local communities in the Gobi Desert	Mongolia, China	01/07/2009	15	Cariplo Foundation	€ 300,000
Conservation and Sustainable Management of Lampi Marine National Park (COSMO)	Myanmar	01/09/2009	36	Stiftung Drittens Millennium	€ 625,797
Improve knowledge and management of marine and forest resources in Southern Rakhine State (Myanmar)	Myanmar	01/04/2010	36	EuropeAid	€ 708,747
Enhancing the capabilities of Myanmar's civil society to safeguard biodiversity and sustainable development	Myanmar	01/02/2010	24	Lombardy Region	€ 333,900
Fruit and vegetables gardens to improve food security in south Rakhine	Myanmar	01/10/2011	24	Municipality of Milan	€ 519,830

Sustainable development in the Rakhine Region	Myanmar	01/03/2012	12	Italian Ministry of Foreign Affairs	€ 628,130
Participatory Land-Use Management and Ecotourism in Lam-pi Marine National Park	Myanmar	01/12/2012	12	Italian Ministry of Foreign Affairs	€ 220,180
Participatory Land-Use Management and Ecotourism in Lam-pi MNP (PLUME)	Myanmar	01/12/2012	36	Stiftung Drittens Mil-lenium	€ 124,250
Strengthening of Village Fisheries Societies (VFS) for co-management of fisheries in 20 villages in Bogale Township	Myanmar	15/12/2013	10	Food and Agriculture Organisation	€ 50,987
FISH RIGHTS - Supporting local communities for a sustainable fishing in Delta Region	Myanmar	01/05/2014	12	Waldesian church	€ 84,370
Enforce local capacities for the Environmental Conservation and Tourism Development in the Myeik Archipelago (COAST)	Myanmar	25/05/2014	36	Italian Ministry of Foreign Affairs	€ 1,793,000
<b>LATIN AMERICA</b>					
Generating income and social inclusion of youngsters from three regions in the State of Bahia, through the creation of Working Youth Cooperatives	Brazil	01/01/2008	36	EuropAid/Charity and Defence of Nature Trust	€ 396,000
Income generation and social inclusion in the Bahia State	Brazil	01/09/2008	24	Lombardy Region	€ 214,730
Professional training and income generation for youngsters and women in the suburbs of Salvador de Bahia	Brazil	01/01/2013	36	EuropeAid	€ 726,209
<b>ENVIRONMENT IN ITALY</b>					
White partridge ecology and management	Italy	1998	36	University of Milan	€ 71,271
Ungulate valorisation in the Brescia Province	Italy	1999	12	Brescia Province	€ 43,382
Wildlife management plan for the Bergamo Province	Italy	1999	24	Bergamo Province	€ 43,382
Actions for forests valorisation and management	Italy	2000	36	Lombardy Region	€ 196,254
Grouse conservation programme in the protected areas of the Lombardy Region	Italy	01/07/2002	24	Orobie Valtellinesi Regional Park/Stelvio National Park	€ 42,763
Research on the red squirrel ecology in alpine environments	Italy	13/11/2002	24	Orobie Valtellinesi Regional Park/Sondrio Province	€ 52,999
Royal eagle, white hare and ibex analysis and conservation project	Italy	20/05/2003	36	Orobie Bergamasche Regional Park	€ 90,000
Deer study in the Stelvio National Park	Italy	26/02/2004	12	Stelvio National Park	€ 30,000
Environmental requalification of the Valvestino – Corno della Marogna area	Italy	20/06/2004	48	ERSAF – Lombardy Region	€ 39,165
White hare research project	Italy	08/03/2005	36	Sondrio Province/Stelvio National Park	€ 175,000
Environmental and wildlife requalification of the Val Grigna forest	Italy	18/01/2005	12	ERSAF – Lombardy Region	€ 48,000
Deer management and conservation in the Stelvio National Park	Italy	01/01/2007	12	Stelvio National Park	€ 30,000
Environmental analysis to evaluate the impact of a highway at Ospitaletto/Montichiari	Italy	01/05/2007	12	Autostrade Centopadane	€ 96,000
Ibex Project	Italy	30/06/2008	36	Sondrio Province/Bergamo Province	€ 60,000
Conservation and management of the Natura 2000 Network in the Alto Garda Park	Italy	01/06/2008	48	Alto Garda Bresciano Park	€ 79,860
Management plan of the Forni Glacier and Valley protected areas in the Val Cedec, Gran Zebrù and Cevedale area	Italy	01/04/2008	24	Stelvio National Park	€ 38,000
Management plan in the Pavia Province	Italy	26/08/2009	15	Pavia Province	€ 116,000
Analysis of the Valle Ossola protected areas	Italy	01/10/2010	12	VCO Province	€ 100,350
Analysis for the creation of PLiS in the Grigna Park and Orobie Valtellinesi and Bergamasche Parks area	Italy	01/10/2011	18	CM Valsassina	€ 35,996
Wet Bridge – A “water bridge” to connect wetlands	Italy	01/09/2014	48	Cariplo Foundation	€ 854,413

Preparation of the management plan of the natural reserve "Cascina Isola"	Italy	08/01/2014	12	Pavia Province	€ 11,066
<b>EDUCATION FOR SUSTAINABILITY</b>					
Walking together for a sustainable future	Italy and Tanzania	25/06/1905	12	Cariplo Foundation	€ 67,500
Water is precious, save it	Italy	01/09/2004	20	Cariplo Foundation/Varese Province	€ 384,445
Waste, an environmental resource	Italy	01/01/2007	20	Cariplo Foundation/Varese Province	€ 185,004
I, Maasai, I am losing my land	Italy and Tanzania	01/01/2009	12	DGCS – Italian Ministry of Foreign Affairs	€ 409,540
Energy for Life	Italy and 7 countries	01/04/2009	36	EuropAid	€ 919,344
Energy for Life	Italy	01/11/2009	24	Cariplo Foundation / Varese, Pavia, Como Provinces	€ 224,740
Exchanging we learn	Italy and Tanzania	01/09/2009	12	Municipality of Milan	€ 45,650
Rifutilinsubrici	Italy and Switzerland	15/11/2010	36	Varese Province	€ 200,000
Seeds of sustainability	Italy	01/03/2011	12	Cariplo Foundation/Varese Province	€ 150,928
Time to seed	Italy and 7 countries	01/05/2011	36	EuropAid	€ 931,146
Tourism in action	Italy	01/11/2010	12	Municipality of Milan	€ 107,710
The energy of the city	Italy	01/11/2012	24	Cariplo Foundation	€ 152,600
Riconsumiamoci	Italy	01/11/2013	18	Cariplo Foundation	€ 164,660
Change the Climate! Active citizenship practices to promote responsible lifestyles	Italy	01/02/2014	12	Italian Ministry of Foreign Affairs	€ 367,081
Seeding the future: new learning and new knowledge for food sovereignty	Italy	06/02/2014	24	Colomba/ Municipality of Milan	€ 333,300
Training and planning for effective sustainable development projects	Italy	25/09/2014	15	Cariplo Foundation	€ 28,910
Wame	Italy	01/02/2014	12	AEM Foundation	€ 50,000

## 5.1 RECOGNITIONS AND MEMBERSHIPS

### Recognitions

- Officially recognised association (Varese Prefecture)
- Non-profit organisation (“ONLUS”) as per Law 760/1997
- Declared suitable for International Cooperation by the Italian Ministry of Foreign Affairs (Law 49/1987)

### Memberships

- Association of Italian NGOs
- Italian Coalition Against Poverty
- CoLomba (Association of NGOs from the Lombardy Region)
- Expo dei Popoli
- International Union for Conservation of Nature – IUCN



## 5.2 OIKOS AND MILAN EXPO 2015

Oikos has embarked on an active journey toward Milan Expo 2015, with diverse projects:

Project or campaign title	Duration	Place	Initiative	Description
Food we want	May, 1st – October, 31st 2015	Pavilion Zero	Screening of “What is happening in your fridge”	A short video spot on the looped food waste screen on a digital wall at the entrance of the Padiglione Zero in the Expo.
Wame	May, 15th-30th / June, 15th-30th	Cascina Triulza	An exhibition on access to energy	An exhibition on the disparities in access to energy in the world, which illustrates good practices with the aim of extending access to sustainable energy for all.
C.O.S.M.O	July, 6th-7th; May, 30th-October, 31st	Auditorium Palazzo Italia/ Expo Conference Center	Project prize-giving and presentation of activities implemented. In parallel, a photo-story was presented that re-told the project through images.	Project selected as one of the 18 Best Sustainable Development Practices (from 750 initiatives presented) within the Feeding Knowledge Programme, aiming to encourage eco-tourism development in Myanmar through an active management of natural resources .
Maasai Women Art	August, 9th-14th 2015	Italian Pavilion	Temporary exhibition	The exhibition recounts how the Oikos project succeeded in ensuring a stable income for the Maasai women through the creation of a cooperative for hand-made beaded jewellery production and sales.
From the seed to the plate	July, 6th-18th 2015; September, 14th and October, 18th 2015	Milan/Mozambique; Spazio Lambrate in Milan	Cultural exchange between two bloggers, one Italian and one Mozambican, and photographic exhibition	The initiatives aim to tell the stories of the women involved in the project and to create a cultural exchange between Italy and Mozambique around the theme of food.
S.A.M.E. World	October, 19th-25th 2015	Cascina Triulza, Società Umanitaria	Press Conference, stand, theatrical performances, meetings and workshops to tell the story of the project at Expo	The project brings together 13 European NGOs, involving schools, through the training of students and teachers, on the role of climate change in migration processes.

## 6. HOW YOU CAN HELP

### BUSINESSES

Partnerships, social media campaigns, events, support for a specific project and solidarity gifts for employees: all sizes of companies can carry out big activities! Actively supporting Istituto Oikos will add value to your business.

#### *How to support Istituto Oikos projects*

- **Free donation:** supporting an entire project or specific activities.
- **Christmas gifts:** at Christmas, businesses can give an eco-solidarity gift to their employees, customers, suppliers, request greetings cards from Istituto Oikos or make a donation in support of a project.
- **Cause related marketing:** donate a percentage of the proceeds of a sale of products/services.
- **Collection points:** you can link loyalty programs directly to customers and to Istituto Oikos projects.
- **Payroll giving e matching gift:** donations from employees through a monthly contribution or one or more hours of paid leave, the amount of which will be taken from a pay-cheque (payroll giving); the company may choose to double the amount of the donation (matching gift), thus multiplying the generosity of employees.
- **Joint promotion:** participate in and contribute to a communication event organised by Istituto Oikos.
- **Corporate philanthropy:** a company sets itself up as the intermediary for the collection of funds between its customers and our NGO.
- **Corporate event:** auctions, events for employees, dinners and business lunches.
- **Corporate volunteering:** it is possible to actively involve employees in projects carried out by Istituto Oikos.



### *An Example of Successful Partnership: Holcim with Oikos for the Protection of Biodiversity*

Holcim, a well-known company supplying building materials in Italy, has decided to support **Wet Bridge**, the Istituto Oikos project to protect the biodiversity of the wetlands in the Varese Municipality and thus contribute to the conservation of one of the most fragile, as well as one of the richest ecosystems in Lombardy. We asked Manuela Macchi, Head of Corporate Social Responsibility in Holcim, to tell us why and how the company has decided to contribute to this project.

*The conservation of natural resources, including the protection of biodiversity, is a strategic priority in the field of sustainability for Holcim (Italy). It seemed natural for us to support the Wet Bridge project, which has as its objective the conservation of ecosystems and the promotion of responsible use of natural resources. Part of the support from Holcim to the **Wet Bridge** Project consists of several days of corporate volunteering, to involve the company's employees in fauna monitoring activities. Our employees have embraced the initiative and within a few days enrolment was filled up, a sign that this was the right choice!*

**Manuela Macchi, Head of CSR Holcim Italia S.p.A.**



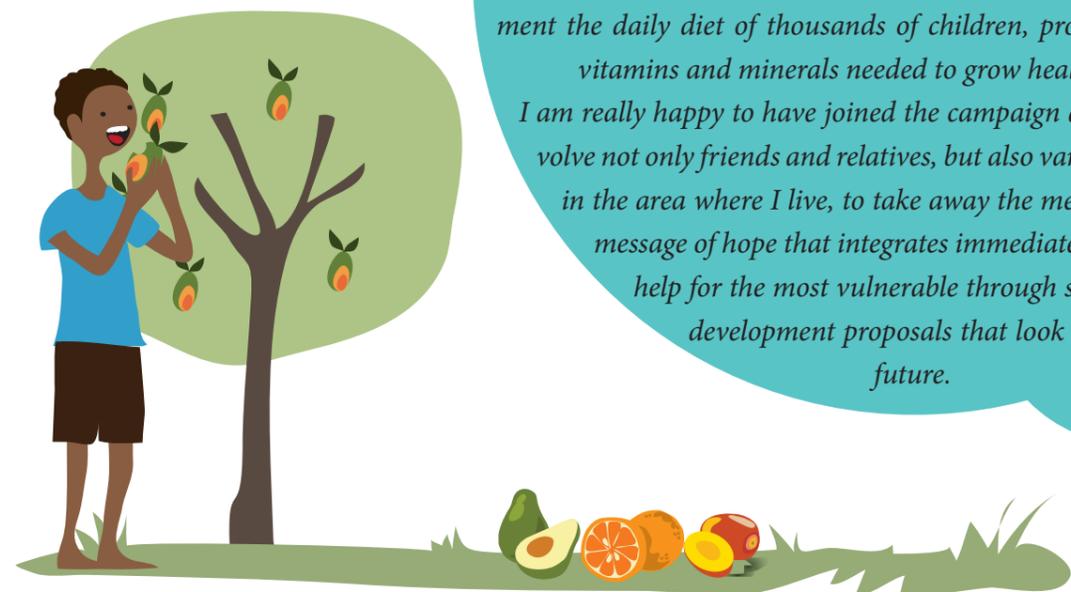
## PEOPLE

In recent years Istituto Oikos - originally established in a strictly scientific field - has worked towards changing its strategy, by also opening itself to the private sector.

The environment, climate change and sustainability are topics that concern everyone, from organizations to public bodies, from companies to ordinary members of the public; **only by joining forces is it possible to reverse the damage and to initiate the change that our planet greatly requires.**

The response of the public to the appeal of Oikos has been very positive. We can demonstrate this through the words of **Enrico Pordon**, who actively supports the **A Fruit a Day Campaign**, to develop orchards in **18 schools** in Tanzania, reducing child malnutrition for **8600 children**.

*My name is Enrico and I am 60 years old. During the last few years I have travelled quite a lot, especially within Africa, a continent that has affected me deeply. For this reason I have decided to support the Istituto Oikos' A Fruit a Day Campaign, which I have found brilliant in its simplicity. In fact, with a small donation, everyone has the opportunity to become a "special" gardener and to help many children in need. Thanks to the contributions of our supporters, Oikos is now developing orchards in the gardens of the schools in Tanzania, which allow them to complement the daily diet of thousands of children, providing them with the vitamins and minerals needed to grow healthy and strong! I am really happy to have joined the campaign and I'm trying to involve not only friends and relatives, but also various organizations in the area where I live, to take away the message of Oikos, a message of hope that integrates immediate and valuable help for the most vulnerable through sustainable development proposals that look to the future.*



## JOIN US!

Thanks to the help of our supporters, over the years we have been able to ensure the sustainability of our projects. Here are some examples of Oikos' initiatives:

### TANZANIA MAASAI WOMEN ART:

Maasai Women Art is a Tanzanian cooperative engaged in the production and sale of quality artisanal crafts. From 2007 to date, 200 women have been involved in the production of jewellery beads combining Maasai traditions and Western taste. Born from an Oikos project, MWA is now an autonomous and independent business producing and selling jewellery all over the world.

In Italy, you can buy Maasai jewellery through the website of the Italian retailer Cetacea Service ([www.cetaceaservice.com](http://www.cetaceaservice.com)).



The project received special recognition from Expo 2015, as part of the Women for Expo Programme. For those wishing to know more and learn from the ancient tradition of the Maasai women's beaded jewellery, Oikos organises stays at the Mkuru Training Camp.

**MKURU TRAINING CAMP:** the Mkuru Training Camp is a training centre with low environmental impact in the African savannah, managed in close collaboration with the Maasai community of the Mkuru village. Knowledge and best practices in the management of water, land, forests, wildlife and energy are developed and promoted here. Since 2003, the camp has provided training courses to over 2,000 people. Several researchers have used it as a base for their research activities. MTC is available to visitors and volunteers who wish to commit to building a more sustainable future.



**A FRUIT A DAY:** with the A Fruit a Day project initiated in 2013, Istituto Oikos wants to provide a concrete solution to the problem of malnutrition in children, through the creation of orchards in 18 schools in the Arumeru district, in northern Tanzania. The A Fruit a Day fundraising campaign is supporting the initiative, whose objective is to successfully plant and grow 2500 fruit trees within the schools involved.

To date, we have planted about 800 trees thanks to the help of our friends and supporters. Volunteers and visitors can contribute to the planting and maintenance of fruit trees during stays at MTC.





## HOW YOU CAN HELP

### *Donations*

Account for bank transfer:

Banca Popolare di Sondrio, ag. 1, via Porpora 104, Milano 20131

account no. 6906/78

account holder: Istituto Oikos, onlus

IBAN IT80R0569601602000006906X78

ABI 05696 — CAB 01602 — CIN R

Account for postal transfer:

Ask for a “Conto Corrente Postale” form

account no. 61923629

account holder: Istituto Oikos

Donations made to Oikos are tax deductible.

Istituto Oikos is an “Organizzazione non governativa” (non-governmental organisation) pursuant to Italian law no. 49 of 26.02.1987 and an ONLUS, “organizzazione non lucrativa di utilità sociale” (non-profit organisation) pursuant to Italian Legislative Decree no. 460 dated 4.12.1997. The donations received can therefore be deducted from your income (up to 10% of the overall declared income and up to a maximum of EUR 70,000 per year). You will receive a receipt from Istituto Oikos to be attached to your tax return for the donation you have made.



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# THANK YOU!



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