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Thank you Bim & Pardeep - in the past year you made a real difference.

You are really special to Find Your Feet and the families we support. You are one of our top supporters and your generous gift of £10,000 last year made a real difference.

Last year your support did not provide a handout but instead an opportunity. An opportunity for vulnerable families who suffer from hunger and poverty to find their feet, so they can start to provide their children with the education, medicines and food they need – thank you, your support was vital.

Your gift was also an investment. An investment that enabled us to develop new projects, start work with new communities, evaluate our approach and leverage greater funds. As a result, you helped us secure grants for three new projects which will start in 2014. These projects will enable us to double the number of families we work with in Zimbabwe to 2,900, to triple the number of families we work with in Nepal to 2,500 and to start our most ambitious project yet: helping over 21,000 tribal families in Chhattisgarh and Jharkhand in India.

These projects would not have been possible without your support and commitment, so thank you again, your gift last year has now multiplied, enabling us to help even more families achieve their full potential.

Families like those from the Chinkhorongo community, who live in a remote rural area of northern Malawi where they struggle on a daily basis because they aren't able to generate enough income to invest in their livelihoods. They can't access credit because they are illiterate and have no assets, so the bank, which is located far away, sees them as too high a risk. As a result, they are left just surviving day to day.

But it doesn't have to be this way. With your help, last year we supported 16 families from the Chinkhorongo community to form a village saving and loan scheme. We provided training to enable them to start the scheme and manage the books. Now, all the members have taken out loans and the repayment rate is excellent. Each family has used their loan to set up a small business such as selling sugar. But they didn't stop there; they also wanted to start a community business, so we provided training in how to make soap (the community is pictured here with their soap).

"Our soap is selling well. If this group had started years ago, we would be rich by now! Now when our families discuss our problems, we know that we have access to



credit to tackle them. The group is strong and we are all committed. We don't want material things, they don't last, but getting training and access to loans is a great help."

In 2013 we remained a resourceful and efficient charity. Our income was just over £1m and we reached 61,000 families, which means on average it cost £16 to support each family we worked with. This was possible because we provide families with knowledge, skills and opportunities and encourage them to share their knowledge with others. This creates a ripple effect of empowerment and increased food security at relatively little extra cost.

This means that your gift of £10,000 last year enabled us to support 625 families – so thank you so much!

I enclose in this letter our review of 2013 which I hope you find interesting and I very much look forward to keeping in touch over the coming year.

Thank you

Very best wishes

A handwritten signature in black ink that reads "Laura Perkins". The signature is written in a cursive, flowing style.

Laura Perkins
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