



Mission Report 2010



conservation of natural  
resources and sustainable  
development



CONSERVATION OF NATURAL RESOURCES AND SUSTAINABLE DEVELOPMENT



## Letter from the Chairman

2010 was the year in which the "Big Plan for Nature" was signed, promoted by the International Union for Conservation of Nature (IUCN) to confirm the commitment of nearly 200 governments to biological diversity protection. However, it was also the year of the Gulf of Mexico oil spill, which contaminated 180.000 square kilometres of marine and coastal ecosystem. Despite the many multilateral agreements and declarations of intent, there still remains a predatory attitude towards the environment. The uncertainty as to the "resistance" of the environment is growing alongside economic uncertainty, the greed of governments and banks and the vicious circles that have arisen between financial institutions and political institutions. This wide-ranging combination of insecurity and lack of prospects is eroding people's trust in the future, especially that of young people who are finding it very hard to draw inspiration from past solutions and to detect promising anchorages in the future. More and more people are wondering whether it is still worth focusing only on industrialisation and richness, two values that appear to be eroded from several viewpoints.

In this scenario, Istituto Oikos feels the importance of its commitment in an increasingly clear and strong way: that of demonstrating, through small concrete experiences, both in Italy and abroad, that the management of a natural resource, whether it be water, soil or wildlife, can be made more rational and sustainable through the application of scientific knowledge and a strong commitment to sharing problems and solutions with the populations concerned. Though also that of creating, together with local authorities, virtuous processes in which attention to the environment is placed at the heart of development processes.

As the past, in 2010 we decided to strengthen our presence in some local areas such as the Lombard Prealps and Alps or the arid and semiarid savannah land in Tanzania where we improved our knowledge of the area, experimenting interesting and innovative solutions, though also pondering, in some cases, on the lessons taught from failed activities. This was always done with the objective to propose, through networking and increasingly broader dialogues, models capable of working and of inspiring global processes.

In 2010, as in the past, we worked in two directions:

- We managed 32 projects, 17 of which in Italy or Europe. These mainly concerned interventions in the management of water, wildlife, sustainable agriculture, forests, renewable energies, though also regional planning and educating for sustainability. A sort of "ecological crafts" activity essentially aimed at increasing efficiency in the use of natural resources. An imperative which cannot be ignored, considering that in 2050, the 9 billion people that will crowd this planet will have to make do with the few "common goods" available.
- We took steps to inform a growing number of people of what could be done to use natural resources more responsibly. And what were the consequences of doing nothing. This was done with a specific approach: to inform signifies not only to propose a direction, but also, and perhaps above all, to try to learn all together, starting precisely from those you're trying to involve.

The results reached in 2010 rewarded our efforts. Our revenues, that is the resources for projects (94% of revenues), increased by 35% compared to 2009. Our collaborators increased from 68 in 2009 to 92 in 2010. We started cooperating with new partners, new interesting prospects arose for our intervention in Mozambique and, above all, our beneficiaries increased, and the experience we acquired together became richer and diversified. An encouraging result which was made possible only thanks to the skills and generosity of all the people, mostly young people who, in Italy and abroad, proved not to be willing to be trapped by the widespread distrust in the future. This report is dedicated to them.



Rossella Rossi  
President  
Istituto Oikos

## WHAT IS THIS REPORT?

### WHAT IS THIS REPORT?

The mission report is our travel diary.

- An opportunity to tell you who we are, how we got till here and what our objectives are for the future.
- A tool for reporting on the work done in 2010.
- An opportunity to focus on our strengths and weaknesses.
- A way to communicate our work with clarity, accuracy and transparency of data.

### WHO WE ARE

Istituto Oikos is a non-profit organisation established in Milan in 1996. It operates in Europe and in developing countries to promote the protection of biodiversity and the sustainable use of natural resources as tools to fight against poverty. We promote development projects that aim to boost environmental sustainability and economic independence for vulnerable communities. We support forms of cooperation and partnerships between organisms in the North and South of the world and we encourage the creation of micro-enterprises in the environmental sector. We implement environmental monitoring activities, land use planning programmes, educational and awareness-raising initiatives concerning the environment.

**THE VISION:** A future in which *Ecology, Economy and Equity* come together to reconcile the needs of **man** and the **environment**

**THE MISSION:** Professionalism, innovation and participation to preserve ecosystems and encourage development.

### OUR APPROACH

The interventions of Istituto Oikos, whether these take the shape of regional plans, wildlife monitoring, responsible tourism programmes, aqueducts or photovoltaic plants, are always centred around a common objective: to bring the issue of environmental protection to the attention of both institutions and people. This is done in the belief that, in the rural areas in the south of the world, a land management that takes care of preserving "natural capital" is at the basis of any development process. Indeed, poverty and scarcity of natural resources (or lack of access to resources) are directly related.

We always try to operate through **integrated, long-term programmes in specific and limited natural areas**, where we can rely on our good basic knowledge, on a network of solid and long-lasting partnerships and on the possibility of monitoring the success and sustainability of our work in the long term. **The alpine region** in Italy, the **Maasai steppes** in Tanzania or the **Myanmar coastal area** are only some of the specific areas where we have been working for years. We usually act in **three, often interconnected phases: a learning phase**, in which we acquire basic information that is necessary to develop our work, in partnership with local communities; **an operational phase**, which involves a number of investments and of concrete actions; a phase of **critical analysis of the results achieved** and of distribution of good practices.

We mainly work in **fragile natural environments**, exposed to climate changes and to increasing and poorly controlled anthropic pressure, though which are very **valuable in ecological terms** for their rich biodiversity or for the services that their ecosystems can offer in terms of climate stabilization, water drainage, supply of raw materials.

In these contexts, Istituto Oikos develops projects based on innovation and experimentation, as well as on concrete and sustainable actions, scientific rigour, the application of the principles of equity, solidarity and interculturality.



## A JOURNEY THAT BEGAN IN 1996

- 1996 MILAN.** Istituto Oikos was created by a group of biologists and naturalists. The technical and scientific skills of its founders allowed the organization to soon become an expert in the environmental field, proposing and managing projects for the conservation of biodiversity, the sustainable management of wildlife resources, land use planning, database design, the development of environmental assessment models and of decision support systems. As from then, these activities became an important and stable nerve centre of the work of Istituto Oikos, based on its staff's internal capacities.
- 1997 ITALY.** Istituto Oikos focused mainly on fauna and flora in the Alps. It created geographic information systems and management plans for national parks and protected areas, giving rise to solid partnerships with local authorities and universities.  
**TANZANIA.** The first international project of Istituto Oikos was the analysis of the migratory movements of large mammals and of their interactions with anthropic activities in the Tarangire National Park, in the north of the country, with the aim of contributing to the definition of a sustainable development strategy for the area.
- 1998 SUSTAINABLE DEVELOPMENT.** A key issue for Istituto Oikos. In fact, the preservation of natural systems is crucial for the well-being and economic development of a large part of Sub-Saharan Africa, where the price of environmental degradation is paid directly by local populations. By working in synergy with the beneficiaries of the projects, by listening to and trying to understand their needs, it arose the need to extend the activities of the organization from the protection of flora and fauna to soil conservation and, to sustainable agriculture.
- 1999 OIKOS EAST AFRICA** was opened as the local branch of Istituto Oikos and was later registered and recognized as a local NGO in Tanzania, confirming the stable presence of the organization in east Africa.
- 2000 LOCAL ECONOMY.** For the purpose of fighting poverty, Istituto Oikos started to support the development and consolidation of small income-generating activities based on the sustainable use of natural resources.
- 2001 ITALY.** The activities of Istituto Oikos in the environmental field in Italy were constantly pursued. Istituto Oikos began to assess issues of environmental incidence and impact on behalf of public and private bodies, becoming an increasingly esteemed and affirmed organization among experts.
- 2002 AFRICA.** The activities in Sub-Saharan Africa continued: Istituto Oikos and Oikos East Africa constantly grew, strengthening their relations with local institutions and populations. The organization's continuous link with the Tanzanian area was a valuable opportunity to define and implement an integrated approach that fostered the preservation of nature through wide-ranging programmes that included education and training, regional planning and participatory management, and the social and economic promotion of women.
- 2003 EDUCATING FOR SUSTAINABILITY** has always been a strategic goal of Istituto Oikos and has become over the years an internal field of its own, aimed at satisfying the need to communicate, at Italian and European level, the importance of a responsible use of natural resources, as well as at increasing public awareness of the connection between the environment and human lives, both in the North and South of the world.
- 2004 WATER** and water management are essential to the survival of all forms of life. To promote access to this precious element, to increase its quality and reduce water wastage became one of the priorities of Istituto Oikos in 2004, which launched many projects to foster fair and efficient water management for the benefit of Tanzanian rural communities and of the domestic and wild animals living in the areas of intervention.
- 2005 ECOTOURISM.** It is the answer to the question: why should populations in need be engaged in the preservation of resources? The beneficial effects of a healthy environment are often hardly visible in the short term, and to develop economic opportunities that tie environmental protection to development, such as responsible tourism, is an important kind of incentive to conservation.
- 2006 FOOD SECURITY.** On the basis of the experience acquired during a project launched in Niger, Istituto Oikos included among its activities the commitment to the nutritional, organoleptic and hygienic quality of food, through training and communication campaigns in Sub Saharan Africa.
- 2007 MONGOLIA.** The scientific skills of Istituto Oikos became increasingly sought after: the organization was asked to collaborate in a project for the integration of the environmental component in the path towards sustainable development in the cross-border area of Dzungarian Gobi, between China and Mongolia.  
**MYANMAR.** Local NGOs involved Istituto Oikos to support the management of the Lampi Marine National Park. The organization was involved in research and monitoring activities that fostered its discovery of the land, leading to take stable roots in the area.
- 2008 KYRGYZSTAN.** The organization's many collaborations with Italian national parks opened up the way for joint actions with international park entities, as in the case of the Chon Kemin National Park.  
**BRAZIL.** It is the country where Istituto Oikos developed most of its activities in support of ecotourism and sustainable entrepreneurship, paying special attention to the young.  
**ENERGY** and energy efficiency are another key element in the preservation of resources, in particular with respect to the problem of deforestation in developing countries and of wastage in developed countries. In 2008, many Italian and international projects were launched to address this issue at all levels, from Maasai villages to European cities.
- 2009 4 CONTINENTS** were covered by the activities of Istituto Oikos, including many programmes aimed at protecting the environment and at fighting poverty through actions designed to improve, at global level, the management of natural resources, local economy, food security, energy efficiency, education and training, all integrating and complementing each other to ensure sustainable development.

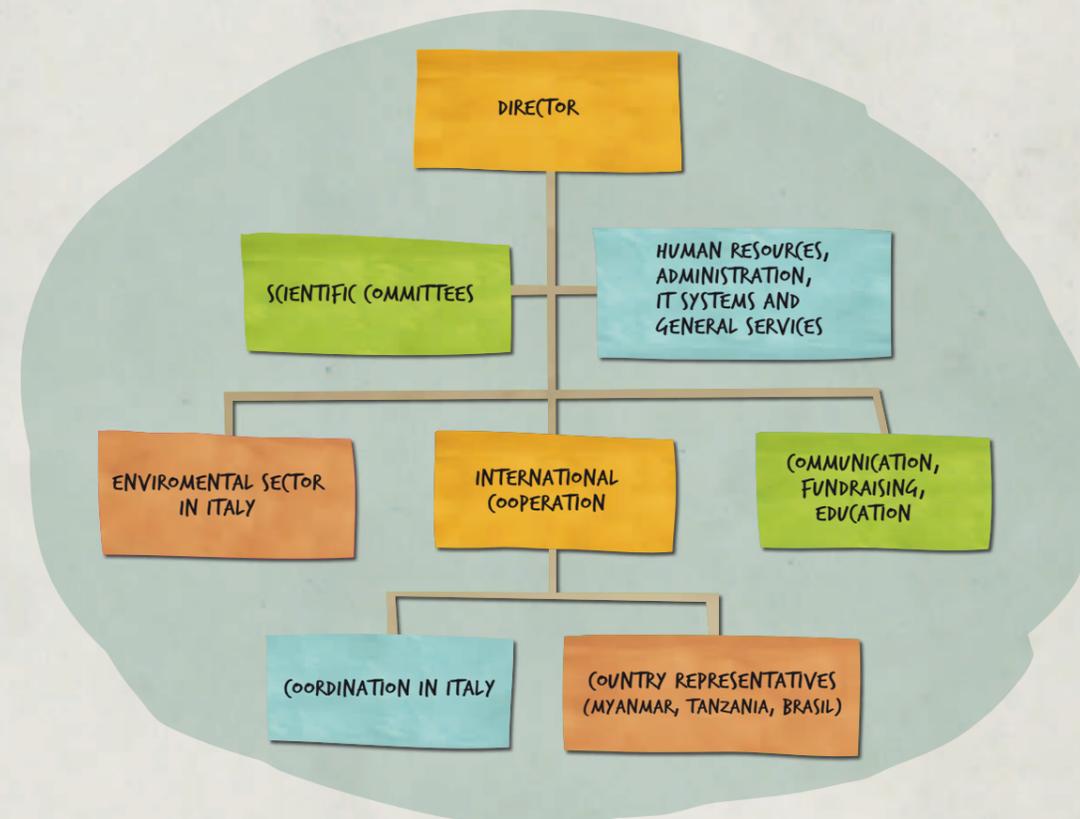
## TODAY

### 2010 – ISTITUTO OIKOS TODAY

From 1996 to the present we implemented **more than 120 projects** in Italy, Europe and in **11 countries** across Asia, Africa and South America.

In 2010 we had 16 ongoing projects in Italy, 1 in Italy and Europe, 8 in Tanzania, 4 in Myanmar, 2 in Brazil and 1 between China and Mongolia. Over the last year, Italy and Tanzania represented, as in the past, the most important intervention areas, while our involvement increased in Asia.

Our operational structure allowed us to manage with efficiency and effectiveness a great number of projects.



In 2010 a total of 92 people worked for Istituto Oikos, distributed as follows:

- MYANMAR/** Yangon: 2 expatriates , 3 local staff.
- TANZANIA/** Arusha: 11 expatriates, 46 local staff.
- BRAZIL/** Salvador de Bahia: 2 expatriates, 4 local staff.
- ITALY/** Milan: 5 employees (3 part-time), 19 collaborators.

### CREDITS

Officially recognised Association (Varese prefecture)  
 Acknowledged as a not-for-profit organisation (Onlus) in accordance with the Italian Law 760/97.  
 Acknowledged as a development NGO by the Italian Ministry of Foreign Affairs in accordance with the Italian Law N° 49/87.

### MEMBERSHIP

- World Conservation Union - IUCN
- Italian Network of Development NGOs
- Lombardy Region Network of Development NGOs (CoLomba)
- Italian Association of Responsible Tourism (AITR)
- Italian coalition of UN Global Call Against Poverty (GCAP)
- European Commission Campaign "Sustainable Energy for Europe"



# SECTORS OF INTERVENTION

## OUR COMMITMENT TO THE PLANET EMBRACES 5 SECTORS OF INTERVENTION

To foster biodiversity conservation and sustainable development in Italy and across the world we work with a systemic and interdisciplinary approach that includes the following sectors of intervention:

**Natural Resources.**  
Knowing, planning and acting to protect the environment and biodiversity.

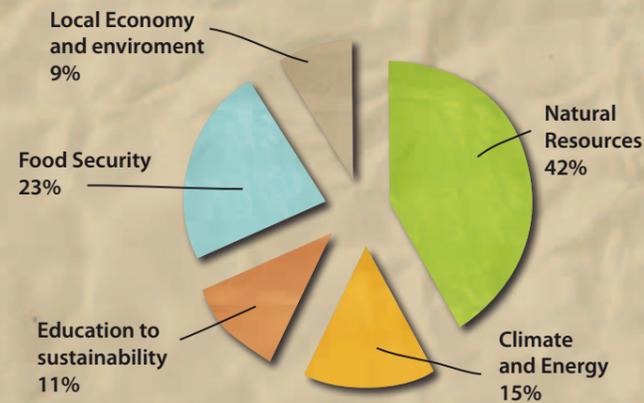
**Climate and Energy.**  
Protecting the climate and enabling the transition towards renewable energies.

**Education on Sustainability.**  
Promoting sustainable behaviour among the citizens in the North and South of the world.

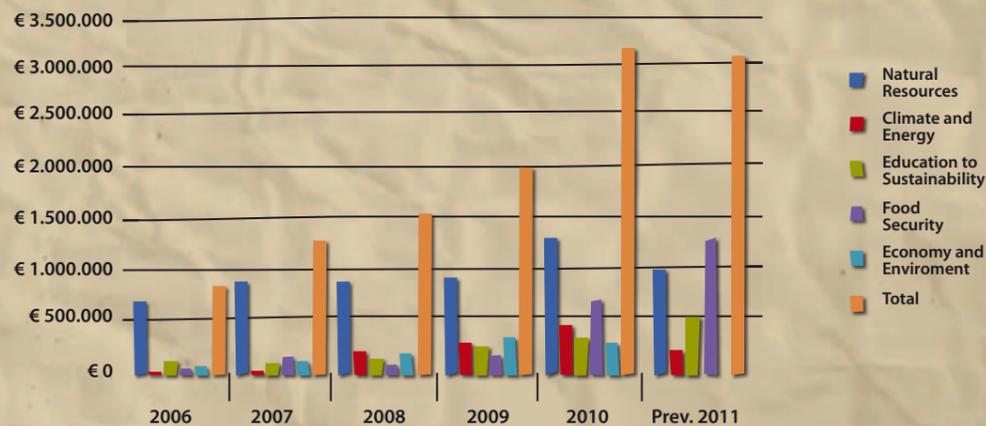
**Food Security.**  
Improving land management to boost food production and the population's well-being.

**Local Economy and Environment.**  
Promoting economic initiatives in the environmental sector.

2010 projects by sector



Income 2006-2011 by sector

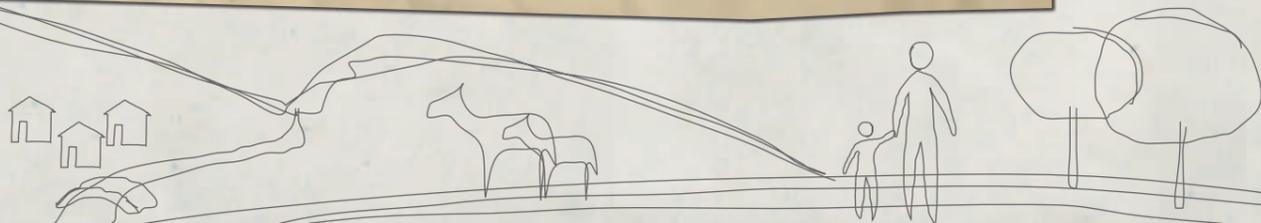


The most recent Fao estimate says that **925 million people in the world are undernourished**. This means that almost 1 in 7 people are hungry.

A healthy ecosystem is a crucial step to secure appropriate food availability to everyone.

This is why we care so much about sustainable agriculture. We work to spread agricultural practices capable of protecting the environmental balance through controlled use of pesticides, crop diversification and rotation, sustainable and efficient use of water and regular monitoring of soil quality, erosion and salinization.

WE CARE



## NATURAL RESOURCES. Knowing, planning and acting to protect the environment and biodiversity.

Safeguarding natural resources and protecting the environment have always been the very essence of our work. In 2010 we renewed once again our commitment by making increasingly specific technical skills available to this sector and by deepening our knowledge of the intervention areas. Our scientific vocation is clearly highlighted by the creation of wildlife monitoring programmes, drawing up environmental assessment models, performing territorial requalification operations, drawing up management plans for protected areas and biodiversity enhancement areas such as parks, nature reserves, Sites of Community Interest (SCI) and Special Protection Areas (SPA). Moreover, all operations are based on the constant gathering and analysis of environmental data.

### SOME OF THE YEAR'S ACHIEVEMENTS

#### TANZANIA/Arusha and Meru Districts

- **700 people** from isolated rural areas in the north of the country were trained in the sustainable management of natural resources, at the Mkuru Training Camp.
- **1 regional management plan** for the village of Uwiro and **1 geo-referenced database** with climate data and data on the preservation of natural resources, were created in the Meru District, serving as Decision Support Systems.
- **5 Village Game Scouts** were officially recognized in the governmental documents of the village (By-Laws), representing the task force for environmental management in the village of Uwiro.
- **2 CAHWS** (Community Animal Health Workers) and the building of **5 drinking tanks** for animals, improved the health of livestock in the area.
- **13 Km of aqueducts** and **30 latrines** were built.

#### MYANMAR

- **24 local environmental organizations** were involved in training courses and seminars.
- About **100 meetings** with environmental actors were organized, as well as **30 visits to protected areas** and **6 research missions** in the Myeik archipelago and in the Rakhine State.
- In the Lampi Marine National Park, we identified **195 species** of plants, **66 mangroves** and associated systems, **228 birds**, **19 mammals**, **19 reptiles**, **10 amphibians**, **279 plankton**, **84 algae**, **50 gastropods**, **42 crabs**, **41 bivalves**, **32 sea cucumbers**; among which we found **29 new species** for Myanmar.
- Our environmental education programmes reached **67 schools** with about **5,000 students** and **284 teachers**, and more than **1,600 inhabitants** in **90 villages**.
- We created, through participatory methods, **4 local groups (120 families)** for the planning and management of **4 community forests** (tot. 800 acres).

#### ITALY

- We prepared **21 plans for the management** of community relevant sites (SCIs - Sites of Community Interest and SPAs - Special Protected Areas).

### FUTURE CHALLENGES

Since 2003 we have been experimenting innovative strategies in the Mount Meru area, in the north of **TANZANIA**, to reconcile the social and economic development of rural communities with environmental preservation. Our objective is to create in the long term new integrated models of sustainable development in the areas of our intervention in the North of Tanzania, based on the application of innovative technologies in the fields of energy, water, agriculture and cattle breeding as well as on the valorisation of traditional skills and cultures, working closely with local communities and institutions and with a network of partners coming both from the scientific world and from Tanzanian and Italian civil society. To this end, we will develop the potential of the Mkuru Training Camp as a centre for training and for meetings between organizations, national and international entities, cooperatives and local bodies.

Our commitment to the preservation of natural resources in **MYANMAR** will continue in the next few years with projects in the Rakhine State and in the Myeik archipelago, two areas of great environmental value. We want to encourage the participation of local communities in the management of forest and marine resources, in partnership with Burma's civil society and local authorities. Through the establishment and training of local groups, we aim at strengthening the role of Burma's civil society in the reconciliation of the interests in natural resources of different actors, in the fight against discrimination to the detriment of ethnic minorities and women, and in the promotion of sustainable development strategies in rural and disadvantaged contexts.

In **ITALY**, we will continue to provide local entities and operators in charge of managing protected areas with our regional knowledge and with our expertise in environmental planning, ecology and wildlife management. In addition, by using the knowledge and experience gained in the implementation of development cooperation projects, we hope to develop sustainable tourism activities in Italy, especially in protected areas.

Project	Country	Main sponsor	Total budget	Main sponsor funding	2010
Research project on the white hare in the Sondrio Province.	Italy	Sondrio Province, Stelvio National Park	€ 175.000	€ 175.000	€ 457
Management Plan of the Special Protected Area (SPA) "Lomellina".	Italy	Cariplo Foundation and Pavia Province	€ 65.000	€ 65.000	€ 31.092
Management Plan of the Special Protected Area (SPA) "Grigne".	Italy	Cariplo Foundation and Lecco province	€ 58.500	€ 58.500	€ 22.433
Conservation and management of Natura 2000 network in the Alto Garda Park.	Italy	Park Alto Garda Brescia	€ 350.000	€ 79.860	€ 9.923
Management Plan of the Special Protected Area (SPA) "Forni glacier - Gran Zebrù and Cavedale".	Italy	Stelvio National Park	€ 71.030	€ 38.000	€ 18.364
Between Po and Ticino: management plan for the Special Protected Area (SPA) of the Pavia Ticino-Po rivers confluence.	Italy	Cariplo Foundation and Pavia Province	€ 37.000	€ 37.000	€ 36.266
Safeguard and monitoring of red squirrel.	Italy	Sondrio Province	€ 3.000	€ 3.000	€ 824
Management Plan of 8 Sites of Community Interest (SCIs) in Pavia Province.	Italy	Pavia Province	€ 116.000	€ 116.000	€ 74.447
Management Plan (wildlife component) of 5 Sites of Community Interest (SCIs) in Sondrio Province.	Italy	Sondrio Province	€ 40.250	€ 40.250	€ 22.924
Analysis of the impact of forest management strategies on common squirrel population (Sciurus vulgaris)	Italy	Orobic Valtellinesi Park	€ 8.333	€ 8.333	€ 3.131
Safeguard and monitoring of red squirrel (Sciurus vulgaris).	Italy	Sondrio Province	€ 2.500	€ 2.500	€ 1.671
Feasibility study to revise the boundaries of protected areas in Ossola Valley	Italy	Cariplo Foundation and VCO Province	€ 100.350	€ 76.225	€ 550
Strengthening environmental NGOs in Burma / Myanmar.	Myanmar	EuropAid	470.000	350.000	169.524
COSMO COnservation and Sustainable Management Of Lampi Marine National Park.	Myanmar	Stiftung Drittens Millennium (SDM).	625.797	150.000	71.183
Improve knowledge and management of marine and forest resources in Southern Rakhine State / Myanmar.	Myanmar	EuropAid	708.747	531.560	97.640
Development of Myanmar civil society's capacities for biodiversity safeguard and sustainable development.	Myanmar	Lombardy Region	333.900	100.000	64.363
Socio-economic development and environmental rehabilitation of Maasai pastoral areas in Arumeru District.	Tanzania	Ministry of Foreign Affairs - Italy	1.577.788	773.409	169.524
Improve water accessibility in Mkuru, Engedeko, Lendoya, Lekrumuni and Sinai sub villages, Ngarenanyuki and Oldonysambu Wards.	Tanzania	Charity and Defence of Nature Trust	444.788	444.788	71.524
Improved water accessibility in Kireeni, Qaloki sub villages and Ngabobo village, Oldonysambu Ward - Tanzania.	Tanzania	Charity and Defence of Nature Trust	637.517	637.517	468.293

19 projects for a total of 1.334.131 Euro in 2010

# CLIMATE AND ENERGY



## CLIMATE AND ENERGY. Protecting the climate and enabling the transition towards renewable energies.

Climate changes are the biggest threat of the new millennium. Through the right combination of strategic partnerships and the involvement of local communities, we work to promote sustainable instruments and technologies; to support the transition towards the use of renewable energies; to analyse economic plans and incentives and to strengthen the capacities of the beneficiary communities to provide a suitable response to climate change. We deal with the environmental emergency through development projects that add to the fight against poverty activities aimed at reducing deforestation, often linked with inefficient energy practices, and at promoting technological innovations, such as improved stoves, solar panel and biogas, able to significantly improve the quality of life of rural populations and to reduce greenhouse gas emissions.

### SOME OF THE YEAR'S ACHIEVEMENTS

#### TANZANIA/Arusha and Meru Districts

- **2 CERCs** (Community Energy Resource Centres) for the promotion and distribution of sustainable technologies for energy production were launched.
- **2 guidelines** on energy were prepared for the Meru and Arusha Districts.
- **9,253 people**, of which about **8,000** students, took part in seminars, workshops and awareness-raising campaigns regarding energy issues.
- **15 women's cooperatives** took part in training courses on the building of improved stoves.
- **24 people** were trained in the installation and maintenance of photovoltaic panels and **8 people** in the installation and maintenance of biogas plants, many of whom have now found a job in these sectors.
- **50** photovoltaic plants, **25** domestic biogas plants and over **200** improved stoves were installed.

### FUTURE CHALLENGES

In order to pursue our commitment to reducing the vulnerability of the environment and of local populations to the effects of climate changes in the Arusha and Meru Districts (strong droughts, long rains, greater unpredictability in the weather), we will continue to support CERCs, to promote highly-efficient energy technologies and the use of renewable sources, also by carrying out activities in primary schools and at the Mkuru Training Camp. In particular, we aim at developing the potential of hydroelectric power.

Project	Country	Main sponsor	Total budget	Main sponsor funding	2010
BEST RAY Bringing Energy Service in Tanzania Rural Area.	Tanzania	EuropAid	€ 1.500.000	€ 1.125.000	€ 403.727
S.O.S. Solar Health- renewable technologies to improve the health of children in rural Tanzania.	Tanzania	Mediafriends - Fabbrica del Sorriso	€ 64.666	€ 144.540	€ 79.874

2 projects for a total of 483.602 Euro in 2010



# EDUCATION ON SUSTAINABILITY

## EDUCATION ON SUSTAINABILITY. Promoting sustainable behaviour among the citizens in the north and south of the world.

Education on sustainability is a fundamental tool for giving people the ability to deal with the problems linked to the environment surrounding us in a critical and creative way and for encouraging them to change their lifestyles to achieve a better society and a fairer world. We have always believed in the potentials of this means and since our establishment we have carried out awareness-raising activities targeting the population of the North and South of the world in order to spread awareness of the correct management of natural resources to guarantee sustainable and shared economic development that is respectful of planetary balances. To this end, we implement environmental education programs in schools, we develop social campaigns, we create partnerships between players in Developing countries and Europe and we organize training courses with the goal of making the most of individual capacities, promoting the adoption of responsible lifestyles and spreading the culture of sustainability.

### SOME OF THE YEAR'S ACHIEVEMENTS

- **30 pilot initiatives** on energy saving strategies began to be implemented in schools and public buildings in Lombardy.
- **800 people** from different African nations and from Italy, in addition to many artists and musicians, participated in the Africa Day, an awareness-raising event about African culture.
- **14 African countries** were involved in the association African Forum in Italy.
- **1 European campaign** on energy efficiency and sustainable behaviour in the North and South of the world was planned and launched.
- Approximately **20,000 people**, and **70** guided school groups visited the touring exhibition "Io Maasai perdo la terra" (I, Maasai, am losing my land"), organized by Istituto Oikos on the problem of desertification and environmental refugees.

### FUTURE CHALLENGES

To continue to educate, inspire and encourage people to take responsibility for the creation of a sustainable society, informing and sensitizing the public opinion, involving young generations and giving rise to a conscious and active environmental awareness that can foster change. The greatest challenge will be to broaden our network of partnerships and collaborations in order to reach more and more people, giving value to existing good practices and making them part of this network.

Project	Country	Main sponsor	Total budget	Main sponsor funding	2010
I, Maasai, I'm losing land	Italy and Tanzania	Ministry of Foreign Affairs - Italy	€ 409.540	€ 256.717	€ 65.744
Energy for Life	Italy and Europe	EU	€ 919.344	€ 689.508	€ 223.988
Energia per la vita	Italy	Cariplo Foundation and Varese, Pavia, Como Provinces	€ 224.740	€ 105.250	€ 30.021
Scambiando si impara	Italy	Milano Municipality		€ 45.650	€ 41.467
Ação Turismo	Italy and Brazil	Milano Municipality	€ 70.310	€ 70.310	€ 2.062

5 projects for a total of 363.281 Euro in 2010



## FOOD SECURITY



### FOOD SECURITY. Improving land management to boost food production and the population's well-being.

Ecosystems' health is essential to guarantee food security and to promote means of subsistence in which farming production and resource conservation work together to complete and strengthen each other. The proliferation of unsustainable farming and livestock practices is one of the main causes of environmental degradation and is a threat for the very existence of the populations in the South of the world. Encouraging sustainable farming, introducing appropriate technologies for transforming and preserving farm and food products, improving access to local markets by creating new economic opportunities and prompting fairer trading policies are fundamental tools for dealing with the challenges of food security and fighting rural poverty while protecting biodiversity.

#### SOME OF THE YEAR'S ACHIEVEMENTS

##### TANZANIA

- **31 groups of honey producers** participated in training courses and were provided with equipment, including hives and protective clothing. The establishment of two "Honey producers networks" was facilitated.
- **49 groups of chicken farmers** were trained and helped to strengthen their skills (the chicken reproduction rate had a tenfold increase).
- **8,997 students** were measured and **600** were tested to assess their micronutrient deficiency (iodine deficiency, anaemia and iron deficiency).
- **13** food committees were established in primary schools.
- About **315,000 litres of rainwater** were collected at primary school level, approximately **1,800 plants** were planted in school gardens, **7** of which were equipped with drip irrigation systems.

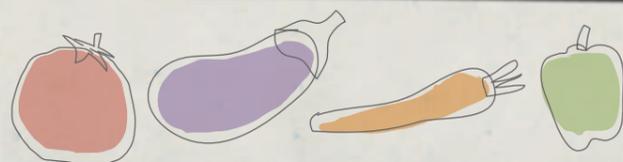
#### FUTURE CHALLENGES

We aim at contributing to fight malnutrition in the Mount Meru area, by spreading good practices of sustainable agriculture and by planning educational campaigns on the principles of healthy eating. To achieve this ambitious goal, we must continue to operate on two levels:

- 1) Food education in primary and secondary schools through education campaigns, the improvement of school meals and the creation of orchards and vegetable gardens.
- 2) Training farmers in the sustainable management of agriculture in order to improve the quality of agricultural production, paying special attention to the excessive use of pesticides and fertilisers which can even cause serious diseases, water and soil pollution and the abandonment of single-crop systems.

Project	Country	Main sponsor	Total budget	Main sponsor funding	2010
Strengthening human resources for food security and environmental protection in the Mount Meru area.	Tanzania	Lombardy Region	€ 670.000	€ 200.000	€ 139.091
Improvement of food security and nutritional status in Maasai steppes of northern Tanzania, by applying sustainable farming technologies.	Tanzania	EuropAid	€ 1.675.900	€ 1.500.000	€ 506.104
Cultivating the future at school – sustainable technology and education to promote food security and environmental protection in the Mount Meru area (Tanzania).	Tanzania	INTERVITA	€ 630.570	€ 500.940	€ 84.571

**3 projects for a total of 729.766 Euro in 2010**



## LOCAL ECONOMY AND ENVIRONMENT

### LOCAL ECONOMY AND ENVIRONMENT. Promoting economic initiatives in the environmental sector.

In order for the preservation of natural resources to become an economically advantageous activity and to contribute, especially in developing countries, to improving living conditions, we provides local communities with technical support for starting up, managing and developing income-generating micro-enterprises in the field of renewable energies, food security, responsible tourism and traditional handicraft. Particular attention is paid to professional training for youth groups and for women in developing countries, where they play a crucial role in protecting the environment and transmitting local values and traditions.

#### SOME OF THE YEAR'S ACHIEVEMENTS

##### BRAZIL

- **2 youth cooperatives** were created in the State of Bahia: Dendé cultural and Turismo Nativo.
- **168 young people** were trained as operators in the tourism-hotel business, many of whom are now working.

##### MONGOLIA

- **26 people** received advanced training in tourism management in the Gobi National Park area.

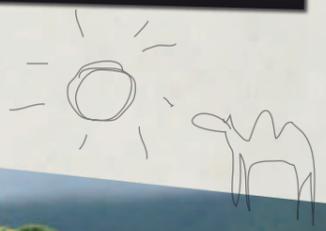
#### FUTURE CHALLENGES

To give continuity and support to the actions undertaken is essential to ensure long-term sustainability. Just like with the Maasai Women Art ([www.maasaiwomenart.net](http://www.maasaiwomenart.net)), a cooperative of Maasai women engaged in the production and marketing of quality handicrafts, and with the Mkuru Camel Safari ([www.mkurucamelsafari.com](http://www.mkurucamelsafari.com)), a responsible tourism project that is entirely managed by local populations in the Mount Meru area in the north of Tanzania, we will do everything we can to continue to promote the activities pursued by the cooperatives established in Brazil and to spread the philosophy and principles of responsible tourism both in Italy and Europe.



Project	Country	Main sponsor	Total budget	Main sponsor funding	2010
Geração de Renda e Inclusão Social dos jovens de três regiões no Estado da Bahia, através da criação de Cooperativas de Trabalho Juvenis	Brazil	EuropaAid and Charity and Defence of Nature Trust	396.000	393.000	109.284
Income generation and social inclusion through a multi-cooperative for youth work in the Sauipe Coast, in Bahia	Brazil	Lombardy Region	214.730	139.000	78.753
Conservazione dell'ambiente e sviluppo sostenibile delle comunità locali nell'area transfrontaliera dell'ecosistema del Grande Gobi, tra Cina e Mongolia	Mongolia, China	Cariplo Foundation	300.000	145.000	92.288

3 projects for a total of 280.324 Euro in 2010



**Each year about 13 million hectares of the world's forests are lost due to deforestation.**

For most of the people, in many developing countries, fire is the only source of energy available and it is usually prepared on the ground, inside the houses, with highly inefficient techniques that require great amounts of wood and cause accumulations of smoke with dangerous consequences for the health. Women of every age are forced to cut hundreds of trees and to carry heavy loads on their shoulders in order to cook and warm up their families.

Producing energy without damaging the environment is one of the greatest challenges of modern times, but simple and low cost technologies, such as improved stoves, can change people's life and protect the environment: by reducing the need for wood, energy efficient stoves are a tangible option to limit deforestation, and the consequent risk of desertification, to improve women's quality of life and to reduce the health problems of a community.

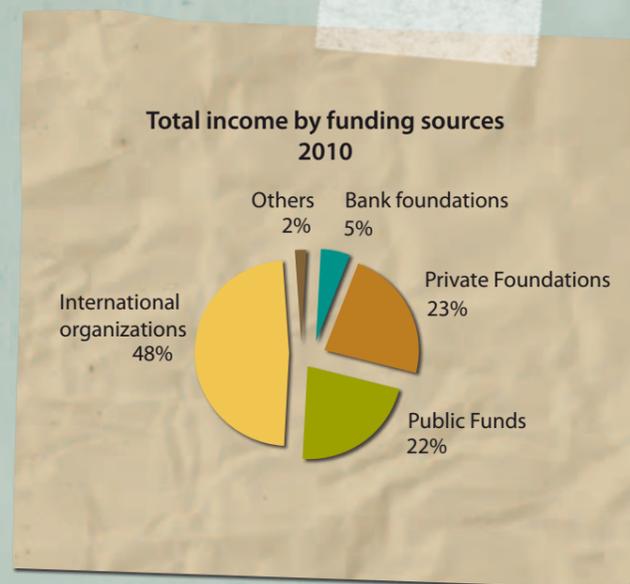
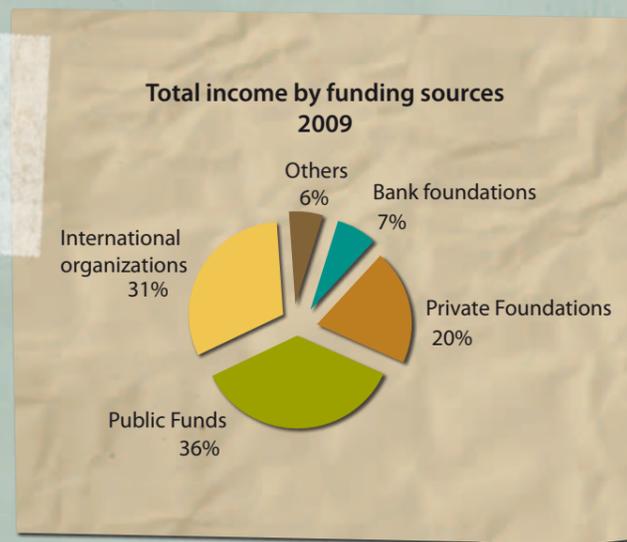
CHANGE  
PEOPLE'S  
LIFE



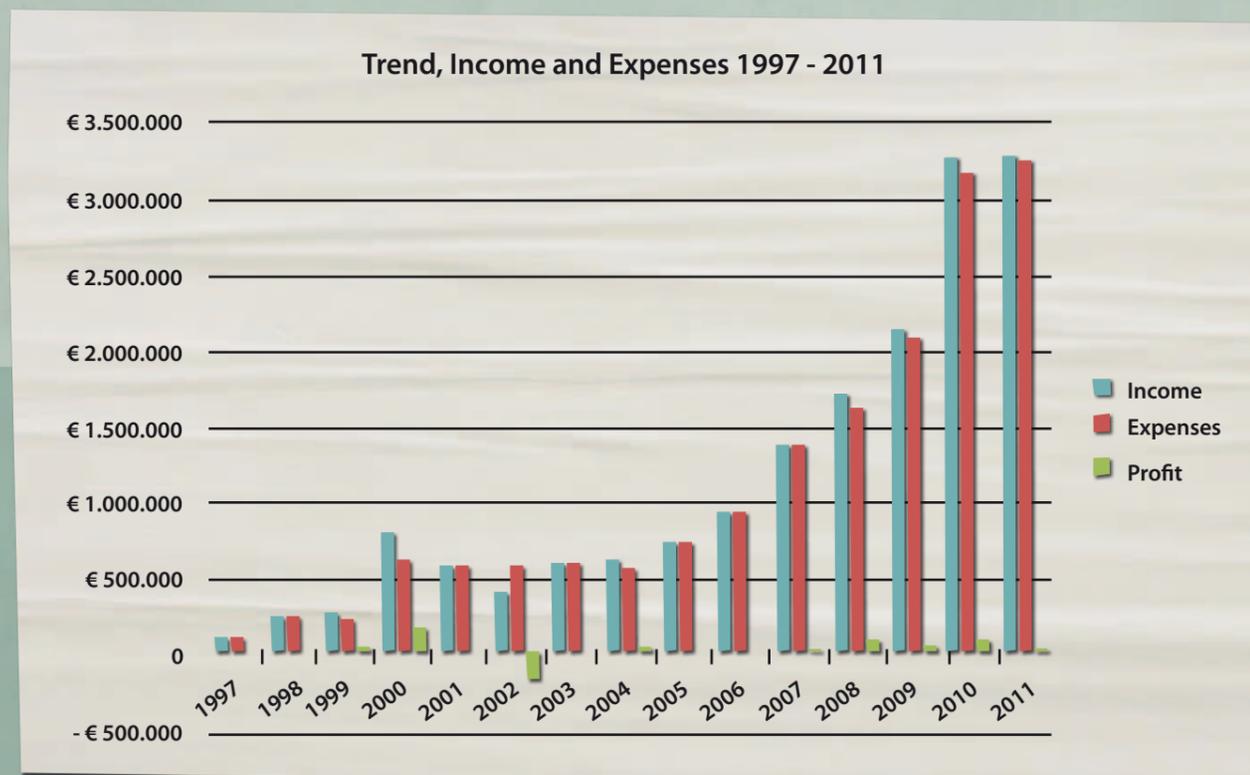
# ECONOMIC ASPECTS

## ECONOMIC ASPECTS

As shown by the graphics below, Istituto Oikos's income is essentially linked to project management, while the share of income from other sources of funding (private donations, tax return donations, etc.) continues to be limited. If compared with the data from the previous year, it appears a significant increase in the share of funding from international organizations (European Union) and a decrease in public funds' contribution.



In terms of trend, the income has continued to increase over the last years, until 2010. In 2011, however, the income will tend to stabilize.



## BALANCE SHEET OF THE FINANCIAL YEAR 2010

### ASSETS

<b>FIXED ASSETS</b>	<b>€ 113,571.00</b>
Total intangible assets	€ 2,480.00
Total tangible assets	€ 36,091.00
Total financial assets	€ 75,000.00

### DUE FROM CUSTOMERS AND PARTNERS

<b>DUE FROM CUSTOMERS AND PARTNERS</b>	<b>€ 3,169,470.44</b>
Due from customers	€ 107,672.51
Due from donating entities	€ 2,843,797.42
Due from subsidiaries	€ 51,717.55
Accounts receivable for advances to partners	€ 42,542.00
Due from partners for contribution to projects	€ 123,740.96

### OTHER ACCOUNTS RECEIVABLE

<b>OTHER ACCOUNTS RECEIVABLE</b>	<b>€ 55,346.17</b>
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<b>CASH ON HAND</b>	<b>€ 1,926,930.57</b>
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### ACCRUED INCOME AND PREPAID EXPENSES

<b>ACCRUED INCOME AND PREPAID EXPENSES</b>	<b>€ 2,342.44</b>
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<b>TOTAL ASSETS</b>	<b>€ 5,267,660.62</b>
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### Memorandum Accounts

#### Risks taken

Guaranties	€ 228,000.00
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Other Memorandum Accounts	€ 228,000.00
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### LIABILITIES

<b>EQUITY</b>	<b>€ 371,314.81</b>
Initial endowment	€ 1,549.37
Non-distributable reserves	€ 66,499.26
Distributable reserves	€ 209,241.09
Profit for the year 2010	€ 94,025.49

### SEVERANCE PAY FUND

### DUE TO SUPPLIERS AND PARTNERS

<b>SEVERANCE PAY FUND</b>	<b>€ 12,719.72</b>
Due to suppliers	€ 189,202.64
Project availability	€ 4,366,543.45
Project availability for partn. monet. contribution	€ 123,740.96

Advances to partners	€ 59,183.45
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### OTHER ACCOUNTS PAYABLE

### ACCRUED EXPENSES AND DEFERRED INCOME

### TOTAL LIABILITIES AND EQUITY

### Memorandum Accounts

#### Risks taken

Guarantees to third parties	€ 228,000.00
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Other Memorandum Accounts	€ 228,000.00
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TOTAL PROFIT AND LOSS ACCOUNT FOR 2010

COSTS		INCOME AND REVENUES	
<b>Total institutional costs</b>	<b>€ 3,035,947.51</b>	<b>Total institutional income and revenues</b>	<b>€ 3,130,794.90</b>
Costs for projects		Income for projects	€ 3,090,606.00
European Union Projects	€ 1,415,134.29	From the European Union	€ 1,532,868.99
Italian public Entities Projects	€ 551,938.16	From Italian Government Entities	€ 579,722.75
Other donors	€ 911,457.43	From other donors	€ 978,014.13
Costs for study/research on new countries	€ 10,241.22	Private donations	€ 27,317.25
General charges	€ 147,176.41	Financial and capital income	€ 4,616.26
<b>Total Commercial Costs</b>	<b>133,651.90</b>	Other income	€ 8,255.39
<b>TOTAL COSTS</b>	<b>€ 3,169,599.41</b>	<b>Total income and revenues from commercial activities</b>	<b>€ 132,830.00</b>
<b>Profit</b>	<b>€ 94,025.49</b>	<b>TOTAL INCOME</b>	<b>€ 3,263,624.90</b>

PARTNERS AND DONORS

PARTNERS

Italian and European civil societies organizations :

AITR Associazione italiana turismo responsabili  
 CRIC onlus  
 DGS, Deutsche Gesellschaft fur sonnenenergie, Germania  
 Ecodes, Ecologia y Desarrollo, Spagna  
 ERSAF - Istituto di Ecologia Applicata

Nature Trust, Malta  
 Oikos Cooperacao e desenvolvimento, Portogallo  
 Terre Solidali, onlus  
 WWF International, Switzerland  
 WWF Italia

Universities and Research Institutes

International Institute for Aerospace Survey and Earth Science (ITC), The Netherlands  
 Istituto Europeo del Design (IED)  
 Istituto Nazionale per la Fauna Selvatica (INFS)  
 Research Institute of Wildlife Ecology, University of Vienna (Austria)  
 Sokoine University of Agriculture, Tanzania  
 Tanzania Fishery Research Institute (TAFIRI), Tanzania  
 Tanzania Wildlife Conservation Monitoring (TWCM), Tanzania  
 Tanzania Wildlife Research Institute (TAWIRI), Tanzania

Università degli Studi dell'Insubria - Varese  
 Università degli Studi di Milano  
 Università degli Studi di Milano Bicocca  
 Università degli Studi di Sassari  
 University College of Land and Architectural Studies (UCLAS), Tanzania  
 University of British Columbia, Centre for Biodiversity Research, Canada  
 University of Dar es Saalam, Tanzania  
 Xinjiang Institute of Ecology and Geography, Chinese Academy of Sciences, China

Institutions and Local Authorities

Comune di Milano  
 Fondazione Horcynus Orca  
 Museo di Storia Naturale di Bolzano  
 Museo di Storia Naturale di Milano  
 Museo Tridentino di Scienze Naturali  
 Parco Naturale Adamello Brenta  
 Parco Naturale Alpi Marittime  
 Parco Naturale Campo dei Fiori  
 Parco Naturale Orobie Bergamasche  
 Parco Naturale Orobie Valtellinesi

Parco Naturale Pineta Tradate Appiano Gentile  
 Parco Naturale Valle del Lambro  
 Parco Nazionale dello Stelvio  
 Regione Lombardia, Direzioni Generali Presidenza, Agricoltura e Qualità dell'Ambiente  
 Provincia di Como  
 Provincia di Lecco  
 Provincia di Pavia  
 Provincia di Sondrio  
 Provincia di Varese

Companies

Media 88

Timesis S.r.l.



## Other local partners

### BRASIL

Pangea

### CAMBODIA

COMPED - Cambodia Education and Waste Management Organisation

### KIRGHIZISTAN

Chon Kemin National Park

Eco-Gis

Intercooperation Kirghizistan

Rural Development Center

### LAOS

CDEA - Community Development and Environment Association

### MAURITANIA

Terre Solidaire

### MONGOLIA

Great Gobi Strictly Protected Area, Zone B

International Takhi Group (ITG)

### MYANMAR

Biodiversity and Nature Conservation Association (BANCA)

Rakhine Coastal Conservation Association (RCA)

### NIGER

Afrique Vert

Federation Telwa

### TANZANIA

African Wildlife Foundation (AWF)

Arusha District

Region of Arusha

German Technical Cooperation (GTZ)

Inyuat e Maa (Maasai Organizations)

Meru District

Meru-Usa Forest Plantation

Monduli District

Mount Meru Catchment Forest

Oikos East Africa

Osetwa Mount Meru Community Based Organisation

Region of Arusha

Tanzania National Parks (TANAPA)

Tanzania Tourist Board (TTB)

Tatedo

Women Development for Science and Technology Association (WODSTA)

WWF/Tanzania Programme Office

## DONORS

- Charity and Defence of Nature Trust
- Comparto Alpino Cusio Ossola VCO 2
- Compensorio Alpino Alpi Lecchesi
- Compensorio Alpino Val Chiavenna
- Comune di Milano
- Comunità Montana Valsassina
- Consorzio Parco Lombardo della Valle del Ticino
- ERSAF
- ERM Italia
- European Union (EuropeAid)
- Federazione Italiana della Caccia
- Fondazione CARIPLO
- Fondazione Nando Peretti
- GAL Lomellina
- Intervita Onlus
- IREALP
- Mediafriends, Fabbrica del Sorriso
- Ministero Italiano Affari Esteri (MAE). Direzione Generale Cooperazione e Sviluppo
- Parco Naturale Adamello Brenta
- Parco Naturale Alpi Marittime
- Parco Naturale Alto Garda Bresciano
- Parco Naturale Campo dei Fiori
- Parco Naturale Orobic Valtellinesi
- Parco Naturale Orobic Bergamasche
- Parco Naturale Paneveggio Pale di San Martino
- Parco Naturale Pineta Tradate Appiano Gentile
- Parco Naturale Valle del Lambro
- Parco Nazionale della Val Grande
- Parco Nazionale delle Dolomiti Bellunesi
- Parco Nazionale dello Stelvio
- Provincia Autonoma di Trento
- Provincia di Belluno
- Provincia di Bergamo
- Provincia di Brescia
- Provincia di Como
- Provincia di Lecco
- Provincia di Milano
- Provincia di Pavia
- Provincia di Sondrio
- Provincia di Trento
- Provincia di Varese
- Provincia VCO
- Regione Lombardia, Direzioni Generali Presidenza, Agricoltura e Qualità dell'Ambiente
- S.A.B.C.O. S.p.A.
- Stiftung Drittens Millenium (SDM)

## AUDITORS' REPORT

Like every year, the financial statements have been reviewed by the auditing company and accounts organisation PKF which concludes by saying that Istituto Oikos financial statements as at 31 December 2010 show the association's overall financial situation in a true and correct manner. The full financial statement, the additional note and the Audit 2010 are all available online.

# NEXT

## FUTURE PROSPECTS

The future will require our increasing commitment at all levels, both internal and external ones, as well as our continuous critical review of the instruments through which we operate. These are our priorities for 2011.

### Intervention strategies:

- We will maintain our nature of small NGO, capable of interacting with its partners to achieve successful experiences together, built on shared inspirations, scientific innovation, investment capacity and on the willingness to put the best competences into action.
- We will think about how to make our approach to cooperation more efficient. Indeed, many NGOs, constrained by little time, resources and the expectations of donors and beneficiaries, are often unable to plan and manage their actions with due effectiveness. The intrinsic fragility of cooperation mechanisms, which are often far too complex, can cause many failures.
- We will constantly strengthen the role of our local partners and of local technical staff, maintaining our strong commitment to vocational training and to raising awareness on environmental issues, which are essential tools to enable beneficiaries to escape poverty in an autonomous manner.
- We will support the small economies of "informal actors" acting in local contexts, which are built on their knowledge of traditional cultures and the territory. We believe that this dimension is still a dynamic drive that is rich in potential, despite the limits imposed by the local/global contradiction.
- Although we will maintain our priority engagement in the areas where we operate with long-term programmes, we wish to increase our network of partners and to operate in areas where our experience can be a valuable resource, as in Mozambique.

### Internal organization:

- We will strengthen our strategic and organizational component in order to maintain the results achieved and to further strengthen and consolidate our structure. In particular, we would like to improve and complete our operational programmes in different fields and to monitor success indicators more carefully.
- We will conclude our internal reflections that will lead to the preparation of a *Position Paper* for all the strategic sectors of Istituto Oikos (water, sustainable agriculture, energy, environmental monitoring).
- We wish to improve internal communications, both between our headquarters and our offices in the countries where we operate and between the various sectors (science, communication and cooperation) so as to make everyone's common effort towards a shared goal more tangible.

### Communications strategies:

- We wish to promote greater openness to the public, to be in touch and cooperate with citizens, starting from citizens in the Municipality of Milan.
- We will be fully aware of the value of the Community concept and we will thus try to create a community of responsible, conscious citizens with whom to share thoughts, projects, dreams, expectations.
- We will be more open to forms of voluntary work and active participation in our organization.
- We wish to establish relations with private people and companies, whose contribution can be valuable in fostering changes towards sustainable lifestyles.
- We will strengthen our networking skills, increasing opportunities for a dialogue with all those who, just like us, would like to bring environmental protection to the heart of the development process.

In conclusion, we would like to be able to remain vigilant, paying special attention to the protection of those values which have made us develop up to today, capable of reacting to changes and of strengthening our concrete experiences before suggesting any new ideas or before thinking that we can improve those of others. Without ever forgetting that to cooperate means, first of all, to be able to establish a circularity of relations in which 'to offer and receive' on the basis of mutual strengths, abilities and intelligences. Being aware that the cultures of the south of the world, despite the limits imposed by poverty, have many resources to offer to come to the aid of the West.



# CAN HELP US

## HOW YOU CAN HELP US

Thanks to your contribution, Istituto Oikos has managed to really improve the living conditions of the rural communities in the countries where it operates, promoting sustainable development that is compatible with the delicate balances of the planet.

Our challenge against poverty and environmental degradation continues this year too.

**Join us, investing in the environment is investing in the future.**

### Donations

Bank current account:

Banca Popolare di Sondrio, Branch no. 1 Via Porpora 104 - 20131 Milan

acc. no. 6906/78 in the name of Istituto Oikos, Onlus

Italian banking association code 05696 - sort code 01602 - CIN R

IBAN IT80R0569601602000006906X78

Post office current account:

acc. no. 61923629

You can also choose to support a single project. You just have to specify which one in the donation description. Donations made to Istituto Oikos are **tax deductible**.

Istituto Oikos is an NGO (non-governmental organisation) pursuant to Italian law no. 49 dated 26.02.1987 and also an NPO (non-profit organisation) pursuant to Italian Legislative Decree no. 460 dated 4.12.1997, therefore on the basis of the law in force the donations received can be deducted from the donor individual's overall income up to 10% of the overall declared income and nevertheless up to a maximum of EUR 70,000 per year.

You will receive a receipt from Istituto Oikos to attach to your tax return for the donation you have made.

### 5 x 1000 (tax return donation - Italy only)

You just need to sign the section in question on the "CUD", "730/1-bis" or "Unico persone fisiche" tax return forms and include the **Istituto Oikos tax code 97182800157** in the first of the four boxes (support for volunteer work, non-profit organisations...). You can make a donation to the "5 per mille" even if you don't have to present a tax return. In this case, you just have to fill in the last page of the "CUD" form and hand it in to your local tax assistance centre or personal accountant.

### Companies

If you are a company, you can choose to actively support Istituto Oikos and give your business added value. Since 1996, Istituto Oikos has been working in the North and South of the world following principles of independence and transparency, with constant commitment in the field of preserving nature and sustainable development. In order to continue and develop our activities, we need real support from all those companies which, like us, believe that valuing the land and promoting international solidarity are the conditions for guaranteeing a future for our planet.







**Istituto Oikos Onlus**

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