

# GATSBY AFRICA INTRODUCTION

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WE AIM TO ACCELERATE INCLUSIVE AND RESILIENT GROWTH IN EAST AFRICA BY DEMONSTRATING HOW KEY SECTORS CAN BE TRANSFORMED.

WE FUND AND IMPLEMENT PROGRAMMES THAT LOOK TO CATALYSE AND INFLUENCE LARGE-SCALE AND LASTING CHANGE IN PRIORITY SECTORS.

WE BUILD AND SUPPORT LOCAL ORGANISATIONS DEDICATED TO SECTOR TRANSFORMATION.

WE ALSO AIM TO SHARE WHAT WE HAVE LEARNED WITH OTHERS WHO ARE TRYING TO TRANSFORM SECTORS.

## OUR HISTORY & EVOLUTION

David Sainsbury set up the Gatsby Charitable Foundation in 1967 to support causes in areas he is passionate about, including science and economic development.

Gatsby has worked in Africa since 1985, with the ultimate aim of creating jobs and raising incomes to reduce poverty and accelerate development. Up to 2006, we mainly funded NGOs, R&D organisations and private consultancies to undertake projects in two areas: local institution building and agricultural research & dissemination.

In 2006 David Sainsbury left his position as Minister of Science and Innovation in the UK Government. His eight years as a minister, following a 35-year career at the UK retailer J.Sainsbury, had strongly influenced his thinking on the roles of the public and private sectors in driving economic growth.

He believed that to help generate large-scale and lasting change in Africa, Gatsby needed to be more ambitious and make more of its freedoms as a private foundation. Rather than fund many different and isolated projects, he saw a role for Gatsby in partnering with government and the private sector to transform the growth of entire sectors - such as cotton - via a holistic, long-term approach.

Since 2007 we have gradually evolved to fill this role, focusing on both funding and implementing ambitious programmes in East Africa.

## OUR WORK

We work in sectors with the potential for competitiveness and where growth could benefit large numbers of people. We help public and private stakeholders to tackle immediate constraints to growth as well as long-term structural challenges.

We support stakeholders to develop a vision for the sector by combining international learning and benchmarking with high quality analysis of local, regional and global markets and trends. We pilot new ways of working via partnerships with the private sector that look to test and prove inclusive business models that can be scaled and replicated.

We also seek to facilitate effective policy-making and public-private dialogue. Crucially we look to build public institutional capacity to regulate and govern markets effectively while creating the right environment for dynamic private sector innovation.

Ultimately we aim to help build competitive, inclusive and resilient sectors. Resilient sectors have the institutions, incentives and capabilities in place to dynamically adapt to new challenges and opportunities and ensure continued, long-term growth.

Beyond our programmes, we build and support East African organisations to undertake sector transformation work and to influence the broader debate on economic growth in the region. We also aim to share our lessons on both successes and failures with others who face similar challenges.



GATSBY  
AFRICA

## OUR PORTFOLIO

### TANZANIAN COTTON SECTOR

We are working with the Tanzania Cotton Board to reform sector governance and secure sustainable funding of crucial services so that more than 350,000 farmers can access the quality inputs and training they need to improve agronomy, increase yields and raise quality. This work, co-funded by DFID, critically aims to build the sector's resilience, allowing it to break free from cycles of frequent collapse and capture by vested interests.

### TANZANIAN TEXTILES SECTOR

We have set up a unit in Tanzania's Ministry of Industry, Trade and Investment to help sector stakeholders rapidly create jobs by developing the right infrastructure, business environment and skills to increase foreign and domestic investment. This supports Tanzania in its 10-year goal to develop an internationally competitive textile sector employing 200,000 workers and exporting more than US\$1 billion of goods per year.

### TANZANIAN FORESTRY SECTOR

We are working with public and private stakeholders to create a world-class forestry sector, ensuring large and small-scale growers can exploit compelling opportunities in wood and energy markets, and generating knock-on economic, social and environmental benefits. We have set up the Forestry Development Trust with joint funding from DFID to drive a long-term, holistic programme in the sector.

### KENYAN FORESTRY SECTOR

We are supporting stakeholders to close Kenya's wood supply gap through commercial forestry. We are partnering with the private and public sector to catalyse increased productivity and quality, and secure a sustainable supply of commercial support services and collaborative research. Initial work includes supporting Kenya's main smallholder tea firm to strengthen its biomass fuel supply chain, and testing new inclusive business models in the coastal region.

### TANZANIAN TEA SECTOR

We work with The Wood Foundation and local stakeholders to encourage investment in farmers and to increase cultivation, productivity, quality and smallholder returns. We are also facilitating foreign investment via innovative models that see benefits shared more equitably. We are currently supporting a multinational's major greenfield investment by setting up a smallholder service company to ensure a reliable supply of quality green-leaf.

### RWANDAN TEA SECTOR

We expanded our tea partnership with The Wood Foundation from Tanzania to Rwanda in 2011. We are trialling and demonstrating new methods of service delivery and ownership structures in the sector – including via the purchase of two privatised factories on behalf of smallholders. The aim is to increase productivity and quality, while ensuring smallholders benefit from the sector's growth through higher incomes.

### KENYAN SECTOR DEVELOPMENT

We partnered with DFID in 2012 to support Kenya Markets Trust - an independent and locally governed institution - to focus on sector transformation. KMT seeks to transform key markets so they function better and improve the lives of those participating in them, ensuring large scale wealth creation and poverty reduction. KMT's portfolio covers the dairy, water, agricultural inputs, seed and livestock sectors.

[www.kenyamarkets.org](http://www.kenyamarkets.org)

### REGIONAL INNOVATION - MSINGI

We have set up an independent, long-term East African organisation that is building dynamic and globally competitive industries that can drive growth and the structural transformation of the region. Msingi supports catalytic firms in selected high-potential industries with technology transfer, capability building and securing finance. It complements this with wider support to the enabling environments of the industries.

[www.msingi.com](http://www.msingi.com)

Accelerating inclusive and resilient economic growth in East Africa by demonstrating how key sectors can be transformed



IT'S ABOUT GETTING ECONOMIC GROWTH GOING. IT'S NOT ABOUT HANDOUTS OR SEEING PEOPLE THROUGH THE NEXT CRISIS.

YOU HAVE TO MAKE A LONG-TERM COMMITMENT OF TIME AND EFFORT. YOU HAVE TO EXPERIMENT AND TAKE RISKS. YOU HAVE TO EMPOWER PEOPLE SO LONG AFTER WE'VE GONE THEY CAN GO ON PROGRESSING AND BUILDING THE SECTOR UP.

Lord Sainsbury of Turville,  
Founder of The Gatsby  
Charitable Foundation