

## REAP Story Script

Slide 1: Rural Extension with Africa's Poor

A Christian approach to development through teaching

Script: REAP – Rural Extension with Africa's Poor - is a Christian approach to development through teaching

Slide 2: REAP's Story

Script: REAP has a unique approach to improve the lives of the African poor. .

Slide 3: Rural Extension with Africa's Poor is a charity set up in 1999 to improve the lives of Africa's poor through teaching

REAP UK Registered Charity No. 1075121

Script: Dr Roger Sharland started the charity REAP in 1997 in Kenya, funded through his own consultancy work.

REAP UK became a registered charity in 1999, formed in order to give support to the work that Roger had started in Africa.

Slide 4: Dr Roger Sharland, founder of Rural Extension with Africa's Poor (picture of Roger)

Script: Founder, Dr Roger Sharland spent his first five years in Africa where his parents were missionaries, and has always had a heart for Africa's poor.

Roger gained a degree in agriculture and forest sciences at Oxford, followed later by a Masters and a PhD at Reading.

He has spent his life working for Christian organisations in Africa, and in recent years giving consultancy input.

Slide 5: Roger's vision

To develop a distinctively Christian approach to development which:

- ▶ Shows concern for the wellbeing of the whole person and all of creation
- ▶ Achieves sustainable results without the input of large financial resources
- ▶ Relates to the potentials and limitations of each Church

Script: Roger's approach to development is based on biblical teaching and his vision is to see God's kingdom established here on earth.

He wants to enable Africa's poor to reach their full potential and become good stewards of God's creation.

- 1) Roger's holistic vision seeks to teach the poor to help themselves so they can maintain their own dignity and become fully functional in supporting their families. As the poor improve their own lifestyles, they become more aware of their responsibilities to their community and environment.
- 2) By teaching people to achieve a higher standard of living through more efficient use of what is locally available, the poor are able to sustain a more healthy, practical and comfortable lifestyle with minimal financial input.
- 3) REAP does not have a project based approach, but rather seeks to realistically integrate ideas with the African church based on Biblical principles.

Slide 6: Problems in developing Africa

- ▶ Culture of dependency
- ▶ Call for money
- ▶ Materialism leads to selfishness
- ▶ Environmental deterioration

Script: There are many problems commonly encountered in trying to improve the lives of the poor, which are only too familiar to those who have worked in Africa, and are often incredibly frustrating.

- 1) Governmental agencies and commercial companies often create a culture of dependency, by financing planned schemes or marketing their products.
  - 2) Africans have come to hold a view that external sources of money are necessary to facilitate change. This frequently deters people from using resources that are readily available to them.
  - 3) Increasing materialism causes people to become selfish and discourages sharing freely with others.
  - 4) The environment suffers when there is no motivation to maintain it.
- REAP seeks to counter these factors...

Slide 7: Countering the problems: dependency

Script: Unfortunately often help that is given to the poor by Governmental agencies and other organisations, with the best of intentions, creates a culture of dependency. Once the project comes to an end there is no further lasting benefit. People wait and expect help to come to them when they are in need, rather than taking the initiative themselves. REAP works by teaching and motivating the poorest people, rather than relying on Government or Aid Agencies who remain in control.

Slide 8: Moringa leaves (picture of a Moringa tree)

Script: A good illustration of the difference in approach can be seen in the use of Moringa leaves: These are extremely nutritious. Moringa trees were planted in Uganda as a cash crop for selling to a commercial company. Some farmers in Western Kenya were told that Moringa would make them rich so they also planted Moringa. The market did not materialise, however, but the trees remained growing. The local people knew nothing of the nutritional value of Moringa because it was assumed that monetary income was the only basis of 'development'. When Roger visited the area he was able to tell the local people of the benefits gained by eating the Moringa leaves. This teaching meant that the local people could utilise the resources in their neighbourhood to substantially improve their diet.

Slide 9: Countering the problems - dependency - money

Script: People constantly ask for money to fix their problems. Roger's whole approach is to teach the poor that there is much they can do to improve their lot without external aid.

Slide 10: African churches (picture of an African church)

Script: REAP works largely through Africa's many churches and teaches Good Stewardship of God-given resources. This provides spiritual, rather than financial, motivation to improve their lives.

Slide 11: Countering the problems - dependency – money – materialism

Script: The focus on money being the solution to all ills not only creates a culture of dependency and a view that money is central to development; it also cultivates selfishness and greed. People too often look for ways of making money, rather than improving their own situation, or the condition of those around them. This often leads to exploiting others rather than sharing with them.  
God and Money are found to be opposing masters in their promise of wellbeing; one leads to sharing the other to self interest.  
REAP encourages sharing the benefits of the teaching they give with others.

Slide 12: Goats set a good example... (picture of a goat)

Script: Breeds of high yielding dairy goats that have been introduced into Kenya, which are stall fed so can be kept from destroying crops, are encouraged by REAP.  
These goats are bred by REAP and given away to people on condition that the first and third born offspring of each one is given to their neighbours, on the same terms.  
In this way REAP has not only introduced a much improved breed of goat, but also sought to establish the importance of freely giving away what has been received.

Slide 13: Delivering a goat (picture of a goat in the back of a car)

Script: Here is a goat on the way to a new home in a village that has not yet experienced the results of the new breeds.

Slide 14: Countering the problems – dependency – money – materialism – environment

Script: When people live for themselves and financial gain they seldom care for their environment, unless there is a realisation that it costs them money not to.  
Deforestation is an example...

Slide 15: Results of deforestation (picture of muddy river)

Script: The poor in Africa get fuel by using local trees.  
People do not always notice that deforestation allows the rain to carry away the top soil and that their rivers are becoming increasingly filled with silt, but when the matter is discussed they quickly see that this is the case.  
Coverage by the media means that now everyone realises that the situation is getting worse but they don't know what they can do to change things.

Slide 16: Soil erosion (picture showing soil erosion)

Script: Roger's team and their network of facilitators show them how they can stop the loss of soil and the destruction of their crops, by using simple techniques.  
When people experience how soil can be retained on their own small plot of land and how its yield can be substantially increased, they are keen to learn more about REAP's ideas.

Slide 17: Taking the vision forward

- ▶ Knowing
- ▶ Teaching
- ▶ Sharing
- ▶ Sustaining

Script: REAP realises its vision in four stages;  
1) REAP works with the poor to discover ways in which they can use resources that are readily available. Roger has developed numerous ideas that can be introduced with little or no cost, which cover every aspect of life for the rural poor. He and his team are constantly looking for new and imaginative ways to extend their teaching.

- 2) REAP workers then refine their teaching and produce teaching aids. They discover ways that are appropriate to the individual requirements of the region of people they are addressing. Differences in tribal customs and climate can vary greatly, so they get alongside the particular group to make sure they benefit fully from the schemes.
- 3) REAP uses a variety of different means to effectively share its teaching, so it reaches those who need it.
- 4) The REAP team endeavours to follow it's teaching up, to ensure that the methods are being used beneficially and are becoming sustainable.

Slide 18: Knowing... Roger and his team discover ways to utilise readily available resources

Script: So, how do Roger and his team discover their ideas?

Slide 19: REAP ideas

- ▶ Roger's experience, expertise and imagination
- ▶ General knowledge and access to the internet
- ▶ Other agencies
- ▶ African traditional knowledge
- ▶ Local needs

Script: REAP teaching is derived from a variety of sources and are constantly evolving and being refined. Here are just a few of the ways in which REAP has obtained ideas.

Slide 20: Roger's experience

Script: An example of an idea from Roger's long experience in Africa would be Roselle tea.

Slide 21: Roselle (picture of Roselle)

Script: Roselle (Kerkade in Sudan) is a popular drink in Sudan.

Roger enjoyed drinking it when he worked there.

He noticed it liked hot sunny conditions similar to Nyanza in Kenya so brought some seeds for REAP worker Sam to grow....Sam enjoyed the refreshing drink and shared the new plant with others, which soon became popular in the area.

People then started asking what the medicinal value of Roselle was.

Roger found on the internet that Roselle is useful in treating urinary problems, detoxifying the blood, bringing relaxation and stimulating the immune system. This was confirmed in its use.

He has added this information to REAP's teaching on the use of Roselle and it is now spreading very quickly.

Slide 22: Roger's expertise

Script: Roger uses his many years of expertise to come up with some solutions.

For example terracing the land will help stop soil erosion and provide more useable land surface.

Roger shows how to do this without costly equipment...

Slide 23: Using an 'A' Frame (picture of A Frame)

Script: Roger first learnt about the 'A' frame from World Neighbors.

When used to plot the contours of a hill it will enable effective terracing of the land; a low cost accessible solution to the common agricultural problem of soil erosion.

It is as accurate as a spirit-level and yet is constructed from materials that are freely available – three sticks, some string and a stone. It is simple to construct and calibrate.

Slide 24: Roger's imagination

Script: Roger often adapts ideas that he sees others using.  
An example would be the use of Vetiver grass...

Slide 25: Vetiver grass (two pictures of Vetiver grass)

Script: Vetiver grass has roots that extend downwards, so used as a hedge Vetiver will stop the soil being washed away and will help retain moisture.  
Roger learnt about Vetiver from Roland Lubett who was working with Tearfund in Tanzania and included it in his newsletters.  
When Roger was doing work for Tearfund in Ethiopia he found that they had it in a government nursery and started multiplying Vetiver for the project there.  
On his return to Kenya he showed it to Sam, one of REAP's fieldworkers, who found some locally and REAP developed its teaching from there.  
REAP have now helped numerous people increase the amount of soil on their plots through Vetiver's use.

Slide 26: General Knowledge

Script: REAP ideas are often derived from a combination of sources....

Slide 27: Fireless cooker (picture of fireless cooker)

Script: The idea of using a hay-box to keep food warm has been used by many over the years, first introduced to Roger through the boy scouts!  
A similar concept of a fireless cooker (kapok filled basket) was introduced to REAP by the Home Economics Department of the Ministry of Agriculture.

Slide 28: Explaining how it is made (picture of Rosalia showing women)

Script: REAP worked with village women to discuss its values, extend its use and refine its design. Since then REAP has taken the lead in promoting the use of their fireless cooker design as a way of keeping food warm, and thus giving women greater control over their own time – their food is now ready for their family whenever they return home.

Slide 29: Other agencies

Script: A lot of ideas are being used by people somewhere in Africa already, but are not reaching those who need to know about them.  
We have already seen Moringa as an example...

Slide 30: Moringa powder (picture of drying Moringa leaves)

Script: In the early 1980s Roger first heard of Moringa from ECHO, who were using it as a vegetable, to extend the season for fresh vegetables. Seeing this REAP started working with Moringa in Kenya.  
Roger was already familiar with the value of using leaf protein, so when the Tearfund magazine Footsteps ran an article about the use of Moringa powder REAP took their teaching on from there.  
Moringa leaves contain 7 times the Vitamin C of oranges, 4 times the Calcium of milk, 4 times the Vitamin A of carrots, 3 times the Potassium of bananas and twice the protein of milk.  
(for further information contact [echo@echonet.org](mailto:echo@echonet.org))

Slide 31: African traditional knowledge

Script: There are many practices that stem from African traditional knowledge, but how they work is not always fully understood so there is often suspicion in using them.  
REAP tries to find out why they work and explain them appropriately.

Slide 32: Black stones (picture of black stones)

Script: Roger first learnt about using a black stone to draw out poison from snake bites or scorpion stings, from the Congo.

When cow bones are burnt without air, in the same way as charcoal is made, the small internal capillaries are opened so that they will suck fluids outwards when pressed against the bite.

Slide 33: Cooking the black stones (picture of cooking the black stones)

Script: When Roger read about black stones in the Oxfam publication Baobab he thought it sounded interesting, but found Oxfam's way of baking the cow bones in a cocoa tin a bit complicated.

It was when REAP started interacting with Anamed (Action for Natural Medicines - <http://www.anamed.org>) that they started using baking foil and found it easy to make, and refined the teaching through practice.

One thing that REAP discovered was the importance of smell in determining when it is ready.

Slide 34: Aloe vera (picture of aloe vera plant)

Script: The sap from Aloe vera plants has been well known in many cultures for its use in healing burns.

More recently Aloe vera products have become popular in the west in cosmetics, soaps, etc.

Slide 35: Using the sap (picture of extracting the sap)

Script: REAP has developed their teaching through links with Anamed and others working with it. Roger's Korean neighbours (in Nairobi) used Aloe vera a lot and taught him which plants released the most amount of gel and also shared how they used it in Korea.

Slide 36: Malaria treatment

Script: Since the resistance of malaria to quinine, Artemisinin, extracted from the Artemisia plant, has become the drug of choice.

Slide 37: Artemisia (picture of the Artemisia plant)

Script: REAP's interest is in growing the plant for local use.

When Roger's brother David was in Sudan a German nurse organised a course by Hans-Martin Hirt of Anamed. Realising Roger's interest David sent Roger a book containing Hans-Martin's teaching.

Before she left Africa the German nurse gave Roger an Artemisia plant she had. Roger took cuttings and REAP learned more about Artemisia from Anamed.

Slide 38: Artemisia for everyone... (picture of small Artemisia plants growing)

Script: Artemisia has now been promoted by REAP so that it can be grown by individual families to be used at home as 'Primary Health Care on your doorstep'.

Once dried the leaves can offer prevention or treatment for malaria, which is still a major killer on the African continent.

Slide 39: Other uses for Artemisia (people behind Artemisia plants growing)

Script: Monica, one of REAP's contact people with the Salvation Army, has really taken the use of Artemisia to heart.

She tried it for all sorts of things and has discovered it effective in treating chickens with coccidiosis and in the prevention of Newcastle disease, as well as finding it a useful medium to give liquid medicine to animals.

Slide 40: Conserving fuel; efficient cooking

Script: Traditionally the African poor have used firewood available locally for fuel.

This has led to deforestation, yet other resources are not available for the poor.

One way to help is to provide a method of fuel efficient cooking.

Slide 41: Fuel efficient stoves (picture of woman cooking at stoves)

Script: These stoves use very little fuel, they cook efficiently and produce only a minimal amount of smoke, which makes cooking in a mud hut much more pleasant and economical.

The carbon in smoke is also a significant contributor to global warming, so its reduction helps maintain the environment.

The liners that make the fuel efficient stoves use were originally developed by a German woman working for GTZ, who introduced them as a commercial project.

It was taken up by the Home Economics Department of the Ministry of Agriculture and promoted by ITDG (now Practical Action).

Roger first started to teach on how they could be installed when he was working for the Organisation of African Instituted Churches.

Slide 42: REAP produces stove liners that don't require firing (picture of green liners)

Script: Early on in REAP Roger was visiting a church very close to the biggest production centre for the liners and the women there knew nothing about them.

He identified the problem as being in the system of firing and marketing the stoves, which was impractical as it used a lot of fuel and produced liners that were heavy and breakable, so not easy to transport.

REAP pioneered the idea of using Green Liners, that is unfired liners, which could be made in church centres without any production unit.

Once in use the clay becomes hard as if it had been fired, so a kiln is not needed.

Slide 43: Installation with a mud hob (picture of stove installed with a mud hob)

Script: With funding from Germany, REAP was able to train Domitila who improved the stoves installation and worked out how to install the unfired liners practically.

She developed the idea of using plastic supermarket bags between the liner and the mud during installation to prevent the water spoiling the liner.

Domitila has since picked up other ideas, as well as incorporating the stoves into mud hobs...

Slide 44: Mud cupboard (picture of a mud cupboard)

Script: She has designed mud cupboards, mud seats, built in fireless cookers, etc., and is constantly adapting and improving on her ideas for kitchens.

Slide 45: Reversing deforestation

Script: Reversing deforestation is a great concern for environmentalists as well as the local people.

Slide 46: Easter Tree Planting (picture of planting trees by a church)

Script: The idea of Christians planting trees every Easter, as a symbol of new life, was brought to REAP by Wangari Mathai, the Nobel peace prize winner.  
Wangari's representative was involved in the God and Creation conference that REAP organised with Care of Creation, Arocha, Green Belt movement and others.  
She proposed it as a church based idea, building on what had been common in schools in her school days.

Slide 47: Establishing a new tradition (picture of planting trees)

Script: There are an enormous number of Christians in Africa.  
If each one plants trees each year this could have a huge affect on the climate... and much more beneficial than the custom of buying chocolate eggs!

Slide 48: Using rubbish

Script: A lot of items that are discarded can be put to use in ingenious ways and REAP is keen to use anything to hand.

Slide 49: Milk cartons to grow seedlings in (picture of seedlings in milk cartons)

Script: Instead of buying plastic bags to grow seeds in, REAP advocates the reuse of waste items.  
At the time that REAP introduced the idea of milk cartons for seedlings Brookside Milk had an advert on the side of their milk cartons about planting trees, and REAP picked up on this.  
In Botswana Roger had seen a project using beer cartons in the same way at about the same time.

Slide 50: Tippy taps (picture of tippy tap)

Script: Using a 'tippy tap' to ration the amount of water used in washing is another example of putting waste products to efficient use.  
Roger first saw an old plastic bottle used this way in South West Uganda and about the same time it featured in Tearfund's Footsteps. REAP tried it out.  
They have since come across various modifications of the idea and have passed these on.  
The shape of the oil containers originally used has changed but the new designs that have come up are easier to use and more efficient.

Slide 51: Plastic bag mattresses (picture of plastic bag mattresses being made)

Script: The ladies of Orongo Widows and Orphans came up with the idea of using plastic bags in mattresses.  
The women started by using the supermarket bags to stuff cushions for sale.  
As many of the orphans they were caring for in the community had bed wetting problems they tried using the bags for children's mattresses.  
These are easy to wash and dry in the sun.  
When the Orongo widows later got involved in Community Based Care they realised that the plastic bag mattresses were really useful for those with chronic diarrhoea as a result of HIV/AIDS.  
More recently they have discovered that many imported items come with packaging made from strips of plastic and these are even easier to use.

Slide 52: Shelling maize (picture of shelling maize)

Script: This is the daughter of one of our trustees showing how easy it is to take the corn off maize by using a piece of wood with four holes drilled in and the centre removed.  
It is simple but very effective.



Slide 53: Teaching... How appropriate teaching is developed.

Script: You will have gathered that REAP works through many of its ideas from practical observation and interaction with others.  
They constantly liaise with the local people to find out how to appropriately develop their teaching.

Slide 54: Nairobi Office (picture of Ann in Nairobi office)

Script: Development of ideas often takes place at REAP's Nairobi office, where the background can be investigated, further possibilities explored and the teaching refined.

Slide 55: Providing literature (Roger handing over literature to a church leader)

Script: REAP staff produce simple leaflets, with pictures and explanations, which help convey their teaching, along with more detailed books that are welcomed by church leaders or other organisations.

Slide 56: REAP workers (a picture of a couple of workers in REAP's office)

Script: The Nairobi office is used as a library source for many other organisations that share a similar vision and can benefit from their teaching.  
It has become a centre where ideas can be shared and experimented with.  
In this way REAP workers not only promote their own ideas, they get valuable important feedback from others.

Slide 57: Sharing... How REAP's teaching is shared with the poor

Script: There are many avenues for REAP to share its teaching.

Slide 58: Links with churches

Script: One of the main ways REAP has taken its ideas forward is through African churches.  
This ties in well with teaching on being Good Stewards of God's creation and is a welcome message.  
Churches from Kenya, Sudan, Ethiopia, Uganda and Tanzania have taken REAP's teaching on board.

Slide 59: Natural Medicines at church gardens (picture of people planting a church garden)

Script: Several churches have started planting their own natural medicine gardens around their church for the benefit of their congregations.  
When members visit the church they can find out about the medicinal plants and get planting materials to take home for their own gardens.

Slide 60: Extending the teaching (picture of Roger with other members of staff)

Script: REAP's staff run workshops and accept invitations to talk at churches and other organisations in order to convey their teaching.  
Unfortunately demand is so great that many opportunities cannot be taken up at this time.  
Volunteer REAP workers often promote the teaching alongside their own work as pastors and farmers.  
Everyone who has benefited is encouraged to pass the news on, so the network is constantly extending, but not as fast as we would like.

Slide 61: Bible based teaching (picture of person with bible open)

Script: REAP's strongly bible based teaching has been welcomed by many para-church organisations and missions.

Christians working in government departments have learnt to appreciate the value of using the Bible as a basis for motivation.

Combining technical teaching with spiritual principals is a natural way to inspire development in Africa.

Slide 62: Church women's groups (picture of women outside church)

Script: Women's groups in particular benefit a great deal from a lot of REAP's teaching.

Many women have found their lives transformed by REAP's practical ideas.

Slide 63: Kisumu Showground (picture of REAP office at Kisumu Showground)

Script: REAP regularly exhibits at the Kisumu Show and has an office and garden on site.

This garden is used all year round as a base for teaching seminars and for growing plants.

Agricultural shows have been found to be a good way to promote many of REAP's ideas, particularly on natural medicines.

Slide 64: Awards give high profile (picture of awards won – firsts in all three categories entered)

Script: Every year REAP wins several awards at the Kisumu Show; this gives REAP's ideas a higher profile and ready recognition among others working in African development.

In 2009 REAP came first in all three categories that it entered at the Kisumu Show; Best Small Trade Stand, Best Non Government Organization and Best stand in Environmental Management.

Slide 65: Goat recognised by President (picture of the President and REAP goat)

Script: This REAP goat won the champion rosette at the Kisumu Show and is being awarded by the President of Kenya.

Slide 66: Kisumu garden (picture of Roger by REAP's garden at Kisumu)

Script: The garden at Kisumu is not only a source for teaching it also provides many of the initial plants that start people's gardens.

More land is hoped to be available soon in this area of Kenya so that REAP's resources can be extended further.

Slide 67: Direct contacts (picture of Roger in garden with Rosialia)

Script: People often directly ask Roger and his team for their help and advice when they see how REAP teaching has transformed other people's lives.

Slide 68: Visiting farms (picture of people in garden)

Script: Farmers particularly welcome REAP's teaching when they see how their neighbour's farms benefit through applying it.

Slide 69: Sustaining... Following up the teaching

Script: REAP understands that it is important to follow up their contacts and monitor how their ideas develop.

Slide 70: Inspecting a garden (Roger and others looking at a garden)

Script: REAP tries to visit their main contacts to ensure that their ideas are being sustained.  
It is essential to give guidance where problems have emerged.  
Adaptations that come into use sometimes enable REAP to improve their teaching presentation and content.  
Unless the teaching is working well it won't be passed onto others.

Slide 71: Roger samples the results (picture of Roger drinking from a gourd cup)

Script: Roger samples the results!

Slide 72: What is REAP's need at this time?

- ▶ Explore more ideas
- ▶ Support for team workers
- ▶ Visitation for follow up

Script:

- 1) REAP would like to release Roger to use his natural ability more in investigating new concepts that can be developed to help the poor.
- 2) More trained team workers are needed to respond to the many requests for teaching and demonstration.
- 3) There is a need for more facilities for efficient community feedback on how well the ideas are being adopted.

Slide 73: Where REAP's finances come from:

- ▶ Charity grants
- ▶ Churches
- ▶ Individuals
- ▶ Consultancy work

Script:

- 1) REAP has benefited from some charity grants.  
(These are usually a single payment or for a limited time.)
- 2) REAP receives help from a few churches in the UK and Kenya.
- 3) There are a number of individual supporters worldwide who faithfully give regularly to the work.
- 4) Roger still provides some support from his work as a consultant.

Slide 74: REAP UK - REAP UK supports REAP's work in Africa.

Registered Charity No. 1075121  
REAP, 18 Yewhurst Close, Twyford , RG10 9PW  
reap@ukonline.co.uk

Script: REAP UK was set up to support REAP in Africa.

Slide 75: How to contribute

- ▶ Gifts by standing order, direct debit or through CAF
- ▶ Gifts by cheque or direct transfer  
(please fill in form if tax payer for claiming Gift Aid)

Script: Forms are provided to let you know how to give.

Slide 76: Making REAP known

- ▶ We also very much value prayer
  - please give email address or mailing address to receive our Newsletter
- ▶ You can help to make REAP known by telling others about our work
  - showing presentations or DVDs

Script: Other ways of helping REAP are by receiving our Newsletter and praying for us, or by helping make REAP more widely known to others who may be interested.

Slide 77: Website - To find out more visit our website on: <http://www.reap-eastafrica.org>

Script: Please check out our website.

Slide 78: Rural Extension with Africa's Poor

A Christian approach to development through teaching

Script: