

Hi, my name's Nik Kafka, and I'm the founder of Teach A Man To Fish – a UK non-profit working in Africa & Latin America to Eliminate Poverty through Sustainable Education

It'd be a fairly safe bet that virtually everyone in this room went through High School. It's so much a part of life that we take it for granted. But this isn't the case in most developing countries. The great tragedy of this, and the reason I'm so passionate about education, is that it's about unlocking potential

Jorge's Story



Take Jorge Guerrero. He comes from a family in rural Paraguay where there are 19 children. What opportunities are there for him to unlock his potential His family gets by producing corn on their small patch of land, but they can't afford to pay school fees for 19 children. And if they could afford to send him to the local high school would it really change things much? He'd spend three years working towards a piece of paper that would only qualify him at best for a place at a university 100s of Kms away that he could never take up. The chances are that 3 years later he'd be back on the family plot trapped within the same vicious circle of poverty.



The Problem

High school education that:

- Exists (!)
- Affordable
- Relevant

So how do make this vision a reality? Before diving into our business model it's important to understand how the school model works,



Overview

- Teach A Man To Fish
- School Model – How It Works
- Benefits
- How It Applies To Cocoa Growing Communities

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Teach A Man To Fish

To lift generations of **young people out of poverty** through '**Education That Pays For Itself**' - a school-based model for education which:

i) is financially sustainable - allowing schools to run indefinitely **without additional external funding**

ii) enables high schools to target poverty reduction, typically **increasing graduate income by over 200%**

You may need:

A compelling photo, your logo, tagline

Value Proposition, Venture Vision, Elevator Pitch are all used to help develop this slide

School Model - How It Works



Students learn the underlying technical and business concepts alongside general education



Maths class they learn how to calculate their break-even point, and in language classes how to write a business letter.



Applied Knowledge



Then during field-based classes they learn how these concepts work in practice & how to use them





Learning by Doing



"Learning by doing"
they gain the
practical technical
skills needed to
master each
discipline



Building Leadership Skills



Rotating through the school's business units, specializing, and assuming greater responsibilities



What's really unique is that they learn these things within real profit making school businesses. The school pictured for instance has 16 business from cheese-making to fish farming to a hotel & conference centre to a retail store.

Building Business Experience



Managing financial transactions, monitoring profitability, learning to market and sell their produce

The Result: Unlocked Potential



Graduates qualified for university but with skills needed for good jobs or self-employment





Financial Sustainability

Individual School example: Income & Expenditure - Year 5

School Business Income	
School Business Revenues	\$300,000
School Business Costs	\$200,000
Net Income	\$100,000
School Operating Expenses	
Salaries	\$80,000
Other Costs	\$20,000
Total Expenses	\$100,000

So how can a school be financially sustainable? It's back to those school businesses.



School Businesses

At our first school businesses include:

- Dairy
- Cheese Production
- Organic Vegetables
- Hotel & Conference Centre
- General Store & Café
- Technical Assistance

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Benefits

For the Students

- Learning made relevant
- Real business experience
- Low to no fees
- Three pathways: entrepreneur, employee, or further education
- Dramatic increases in income

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Cocoa Growing Communities

Building Community Capacity & Resilience

- Food security
- Diversified economy
- More adaptive growers
- Better organized

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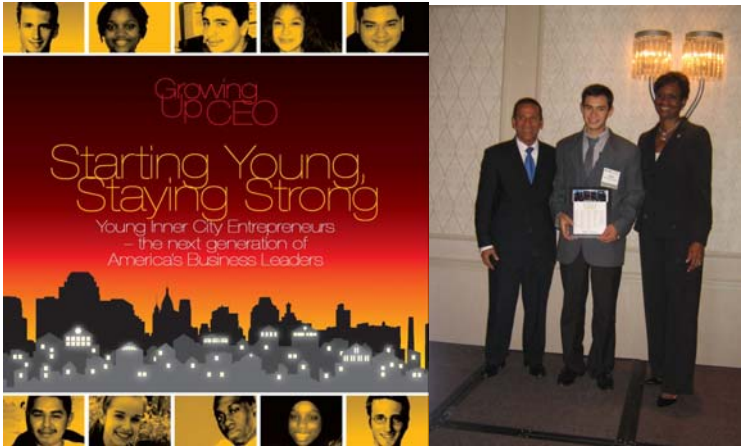
Jorge's Story Continues...



Start Up Funds College



Sets His Aims High



His Future is in His Hands



Thank You!



*“Education is the most powerful tool
we have to fight poverty”*
Nelson Mandela

For more information visit
www.teachamantofish.org.uk

Changing the way people look at developing schools.