



*From the  
CEO's desk*

## SkyFox Digest

The SkyFox Quarterly Newsletter

Dec. 2019

# High prospects ahead for SkyFox in coming years

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The year 2019 has been an encouraging one for a fast-growing international social enterprise like SkyFox Limited, and the horizon seems even brighter in the years ahead. All our major projects were implemented with keen interest regardless of the resource constraints we have had to contend with.

The spotlight during the year, however, was with agribusiness and the Securing Water For Food (SWFF) project; an initiative that keeps attracting interest from several institutions and individuals in all our project countries.

Results and feedback from Ghana and Sierra Leone in particular have been full of encouragement. In both countries, for instance, a couple of institutions have already signed Memoranda of Understanding with SkyFox for partnerships in aquaculture, drawing inspiration from the SWFF project, while many more have expressed similar interest. The high-profile visit to the SWFF Project site in Sierra Leone by the US Ambassador during the year also provided a lot of inspiration.

Our affiliate and sole distributor of our products – Mamarazzi Food Company Limited – is also gradually gaining grounds and grabbing faithful clients. The volume of fish sold during the year is encouraging and hopefully the company will become a household name within the next few years as the preferred hub for organic fish supplies in West Africa.

Our innovative instincts for water supply also saw us installing tracking devices on hundreds of water points in Ghana in partnership with charity: water and the Community Water and Sanitation Agency to facilitate real time monitoring of the functionality, putting SkyFox a step ahead in innovation for drinking water supply.

Management fondly acknowledges the hard work of our staff and their hunger to excel even during turbulent times, raising our company to its current admirable level. Management counts on your continuous dedication and hopes to overcome every challenge and maintain SkyFox as the place to work in the years ahead. Wishing all partners, affiliates and staff a Happy New Year in advance.

# Sierra Leone records 2.2kg average fish weight in first harvest



*A farmer weighing a fish after harvesting*

SkyFox Sierra Leone made great strides in their first catfish production in the latter part of 2019. The harvest was done in one community with 2,400 fingerlings stocked in three ponds. The project site being managed by SkyFox limited and Njala University was able to produce a 2.2kg average catfish after five to six months of nurturing the fish. The country managing director from SkyFox, Mr. Patrick James, attributed the growth performance to the management process which was thoroughly followed by the beneficiaries with the support of the Aquaculture Manager and other field extension workers at SkyFox.

According to James, feeding the fish with improved feed was calculated at 3% of their body weight per day which was done three times daily at fingerlings and juvenile stage. At post juvenile to table size, they were fed twice daily at specific hours of the day. He further stated that farmers who were directly managing the entire process with the supervision of the Field Coordinator endeavored to pay close attention to water quality management, routine feeding and general management which included cleaning, and checking the flow of water. He added that monitoring and controlling the PH level of the water and also introducing natural algae as feed option was also key in achieving this growth size.

The project, which forms part of the activities from the Securing Water For Food programme being implemented

by SkyFox limited in Sierra Leone, has so far amassed 3,027 direct beneficiaries. it was interesting to note that about 1,143 of the 3,027 beneficiaries are women. SkyFox takes pride in the fact that a lot more women are benefitting from the project.

Speaking on the response of the people about the current success, James said the project has attracted people from neighboring communities. He said, "The entire community members (both direct and indirect beneficiaries) and other neighboring communities are very happy with the project at least from the impression we gathered so far, the recent harvest reaffirmed the fact that they are happy after seeing the sizes of the fish harvested from their ponds. Other communities are now expressing interest to be part of the project and SkyFox is now putting mechanisms in place to get them on board," James said.

He added that Schools, farmer groups and private individuals are currently expressing interest in partnering with SkyFox and the company is putting mechanisms in place to engage them. Going forward, James said the company will target beneficiaries like Village Savings and Loans Associations (VSLAs) who can afford to pay for the inputs, followed by those who, through microfinance can secure loan and buy the inputs and then private investors. According to him, SkyFox will make fingerlings and feed available at a rate below current market rate to attract more communities. We shall also have a buy back module in place in case communities cannot sell the fish after harvest.

# SkyFox participates in National Farmers Day Exhibition in Ghana



*Visitors excited about the SkyFox Aquaculture innovation at the Exhibition*

Skyfox Limited was invited to take part in the 2019 farmers day celebrations organized by the Ministry of Food and Agriculture. The week-long event was organized in Ho in the Volta Region with the theme “Enhancing small scale Agriculture towards Agribusiness Development”. The celebration was marked with a five-day exhibition from farmers all over the country and crowned with an awards ceremony for hardworking and deserving companies at the Jubilee Park in Ho.

SkyFox Limited was present to show case our various products ranging from our aquaculture products (mainly catfish) to crops to the public at the event. According to Mr. Wisdom Agbeti, the Aquaculture and Hatchery Manager, who was in charge of regulating activities at the SkyFox stand, we received quite an impressive crowd at our end.

“Most people were excited about our aquaculture project, those who made enquiries wanted to know how they could set up their own farms on a small scale. There were others who were more interested in our business model and wanted further consultation with us,” he said.

Mr. Agbeti mentioned that being part of the exhibition also created an opportunity to interact and network with other companies in the agriculture industry.

“This event was of great benefit to SkyFox mainly because we were able to meet and connect with potential clients interested in our business. We also created awareness about Skyfox as this is the first time some people were hearing about us. Hopefully we will be able to participate in more exhibition events to increase brand awareness,” he added.

Present at the exhibition was Mamarazzi Food Company Limited, a subsidiary of SkyFox. The Mamarazzi staff was available to serve the audience with hygienically grilled catfish.

The company also partnered with one of its aquaculture partners in Ghana, the National Community Development Vocational and Technical Institute to exhibit products from the outcome of the aquaculture and crop production joint at Madina in Accra. Present at the SkyFox stand to inspect our products was the Municipal Chief Executive of Madina, Hon Jennifer Afagbedzi.

#### **A MESSAGE FROM THE CEO”**

“Our emphasis is on profitable fish farming based on good technical structures and knowhow. We are ensuring that all the pond structures are technically sound. And we are developing strategies for providing good-quality seed material and feed locally. At present, most supplies are brought in from outside Ghana. But we are working to develop local capacity in the near future.”- Patrick Apoya-CEO, Skyfox Limited



# SkyFox Sanitation Innovations

## Introduction

SkyFox researches and promotes innovative solutions to facilitate access to household, institutional and community sanitation facilities.

## How we do it

### The ECO-SAFE Toilet

We offer the ECO-SAFE brand of bio-digester toilets for households, schools, health facilities and public places. This toilet requires no dislodging once installed, completely odour-free and requires little space to construct and little amount of water to flush.

A small bio-digester replaces the need for a substructure or septic tank. Faecal sludge is digested within five hours once deposited in the digester. It can be adapted for poor urban communities, rural households, water-logged areas, areas without access to adequate water, and markets. SkyFox Ltd is the only partner in Ghana that has been trained on the ECO-SAFE Toilet Technology by the inventor, VULPEC Ltd.

### Biogas Toilets

We also offer bio-gas toilets for clients who desire to harvest gas for cooking or generating electricity for their own use. Through this intervention, thousands of households have now discovered the value of human excreta and have been able to save money on energy bills and dislodging of septic tanks.

### Municipal Faecal Sludge Treatment

We offer innovative sewerage treatment solutions that require less than 10% of space for treating similar volumes of faecal sludge using existing treatment methods, requiring no stabilization ponds, and no energy or mechanical aerators. Maintenance costs are less than 10% of conventional sewerage treatment systems, requiring only mid-level technicians to maintain.

### Where we do it

SkyFox Limited has been implementing this initiative in Ghana, Guinea, Sierra Leone and Burkina Faso since 2017 and working to extend to Liberia, Cote d'Ivoire and Nigeria soon.

## Contact for Further Information

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