

PARTNERS FOR DEVELOPMENT ANNUAL REPORT



2013

Strengthening Local Partners. Improving Quality of Life.

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WHAT WE DO

Partners for Development (PFD) is an American not-for-profit organization whose employees and volunteers work in partnership with local and international groups to improve quality of life of vulnerable people in underserved communities. We envision a more just, peaceful, and environmentally sustainable world. We also seek to empower persons through training, education, and access to resources which will help create more vibrant communities and more accountable leadership.

Partnerships for growth.

OUR APPROACH

PFD's technical experience and capacities are mainly in public health, agriculture, and economic development. But overarching this work is local capacity building. We help local partners design and implement community development programs and in the process strengthen their management, planning, and governance skills. This approach also allows PFD to tap into the frequently wide networks of these local partners, thus minimizing PFD's own administrative costs while still insuring significant impact.

HEALTH

Counseling, Care and Anti-retroviral Mentoring Program (CAMP) for HIV/Prevention: PFD completed the successful five-year CAMP Project funded through PEPFAR/CDC in mid-2013. Through CAMP, PFD provided comprehensive HIV/AIDS prevention, treatment and care in Nigeria in partnership with local organizations. CAMP collaborated with several community partners to provide HIV testing and counseling, prevention of mother to child transmission (PMTCT), orphans and vulnerable children (OVC) and sexual prevention services at both the facility and community levels.

In 2013, PFD enabled over **102,000 people** to know their HIV status and placed 2,239 adults and children on treatment. PFD provided comprehensive HIV/AIDS services to over **2,320 orphans and vulnerable children**. PFD also engaged and trained over 200 OVC caregivers and volunteers on income generating activities and helped them establish voluntary savings and loans associations in 2013.



Prevention of Mother to Child Transmission of HIV/AIDS (PMTCT): With support from UNICEF, PFD built on the success of the CAMP Project to extend prevention of mother-to-child transmission of HIV (PMTCT) and pediatric HIV/AIDS services in 28 health facilities in Delta State.

Photos: (Left) Community Health Extension Worker conducting HIV testing and counseling during CAMP community outreach in Bauchi, Nigeria. (Right) Child dressed as a mosquito participating in Malaria Week health education activities in Cambodia.

Malaria Control Program – Global Fund: With continued support from the Global Fund to Fight AIDS, Tuberculosis and Malaria, in 2013, PFD conducted community-based health education in 215 malaria epidemic villages benefiting **25,121 people** (13,762 women); organized 10 malaria events/weeks at both facility and community levels benefiting 2,845 people (1,795 women); and organized 115 quarterly meetings between health center staff and village health volunteers to update the progress and issues of malaria intervention with participation of 1,847 people (931 women).

Saving Lives at Birth through Emergency Transport and Health Financing in Cambodia: With USAID funding through the Saving Lives at Birth competition, PFD worked to improve emergency and antenatal care in rural areas of Cambodia. The PROTECT Project sought to create an innovative, financially sustainable transport system that incorporated commercial and other destinations apart from the health centers. The emergency transport system exceeded financial/social sustainability targets and achieved a 44.7% increase in facility deliveries. Through the PFD-established Village Loan Fund, we issued over 500 loans in 13 months within 25 villages; these enabled access to emergency maternal and other types of newborn care.



AGRICULTURE AND ECONOMIC

Growing Resources for Enhanced Agricultural Enterprises and Nutrition (GREEN): The USDA-funded GREEN Project works through local partners specializing in produce farming and microfinance to increase vegetable production and improve farmers' marketing skills; improve producers' value chain and post-harvest skills; and improve farmers' access to financial services. In 2013, close to 2,000 new vegetable farmers benefited from a variety of technical trainings, and this was in addition to the 2,135 farmers participating in the GREEN Project since 2012. 49% of beneficiaries are women farmers.

As a result of PFD training, 95% of trained vegetable farmers use organic fertilizers in place of or in tandem with chemical fertilizers. Farmers recognize that using organic fertilizers reduces costs and improves vegetable quality. Farmers have also learned the benefits of alternating their use of chemical pesticides with natural pesticides. Using natural pesticides also reduces costs and is safer for farmers and consumers.

One of the project's crowning achievements this year was the development of a vegetable Market Information System (MIS), accessible via cell phone and operated through Esoko. This MIS provides farmers, wholesalers, and others along the value chain with real-time market information on vegetable products through SMS cellphone messages. These SMS text messages come out biweekly with the latest prices of a wide variety of vegetables from 23 markets throughout southern Benin. Over 1,500 participants of the GREEN Project area are currently registered on the Esoko MIS and the number of new subscribers increases weekly. In 2013, GREEN helped farmers develop numerous new market connections and more than 150 new commercial relationships with wholesalers along the crop value chain.

C GROWTH



Expanded Access to Services for Agricultural Enterprises (EASE) Project in Nigeria: From December 2009 through September 2013, PFD worked with 15 indigenous organizations to implement the USAID-supported EASE Project in four Nigerian states. Over four years, PFD provided micro loans to over 7,000 beneficiaries; business skills training to 16,500 entrepreneurs; and short-term agricultural technical assistance to over 1,200 farmers and input suppliers.

Unlike many enterprise development programs, EASE savings and loan clients paid a small fee to participate in business skills trainings, contributing to sustainability of the services during and after the project's implementation. Throughout the program, PFD worked closely with private sector agricultural companies and government agricultural extension service providers to improve local services, set up demonstration plots to train farmers, and better integrate local value chains.

INTEGRATED APPROACH: HEALTH AND MICROFINANCE

For more than a decade, we have implemented our signature integrated health and microfinance programs to combat the devastating, vicious cycle of poverty and illness.

Integrating Microfinance and Sexual and Reproductive Health via Program Related Investment (PRI): In April 2009, the David & Lucile Packard Foundation provided a \$1.5 million PRI loan to PFD for the purpose of promoting sexual and reproductive health in Nigeria. Working with 10 microfinance partners, PFD continued to build on our signature approach to integrate sexual and reproductive health education and behavior change messaging into microfinance.

In 2013, PFD reached a total of 20,780 beneficiaries with reproductive health messages with referral services during meetings and issued 8,130 loans at an average size of \$364 through its partners. Since the project's inception, PFD has turned the Packard Foundation's original \$1.5 million capital investment into over \$20 million in micro loans (including repeat loans) to over 74,000 borrowers (about 90% women).

Linking Microfinance, mHealth, and Behavior Change Communication to Promote Exclusive Breastfeeding: PFD collaborated with the University of North Carolina to promote exclusive breastfeeding among new mothers in Nigeria. Exclusive breastfeeding during the first six months of life is recommended to reduce childhood illness and early death.

From 2011 - 2013, PFD reached 2,500 households in northern Nigeria's Bauchi state. We leveraged regular microfinance meetings to educate mothers on breastfeeding. This education was reinforced through a cell phone messaging component targeting clients and their husbands. A 2014 study published in the *Journal of Nutrition* found that the program increased the likelihood that women in microfinance groups exclusively breastfed for six months and changed their breastfeeding habits in the first days of the babies' lives.

IN MEMORY

ANNE RANDALL JOHNSON 1957-2013

Partners for Development was fortunate to have a 20-year relationship with Anne Johnson, who died in her home in Vermont early on Christmas Eve 2013. In honor of Anne's countless accomplishments and dedication, PFD will establish a girls' education scholarship fund in Nigeria.

In 1993, Anne coordinated PFD's war-time assistance in Bosnia & Herzegovina. The program provided seeds and tools, enabling extremely vulnerable families to grow their own food and be less dependent on food aid. Following her assignment, Anne left PFD and returned to her work in Egypt, one of her favorite places in the world. In 2000, Anne briefly returned to PFD and led on the design of a large agricultural support program that won funding from the U.S. Department of Agriculture.

In 2008, PFD welcomed Anne back to a second tour as its Country Program Director in Nigeria. Through Anne's leadership, the Nigeria program began activities in the volatile Niger Delta region, increased its number of local partners to over 20, and secured a \$1.5 million Program Related Investment (PRI) from the David & Lucile Packard Foundation. In 2010, PFD was pleased that Anne accepted a promotion to Director of Programs. During her three years in this position, Anne's accomplishments were many, including leading on the design of a winning agricultural project in Benin, improving monitoring and evaluation systems and setting up Partners Consulting Group, a sister initiative to PFD.

While all of Anne's more tangible accomplishments on behalf of PFD are important in their own right, of equal import was her sterling character and how that affected so many. Anne had a very rare mix of unfailing grace and kindness, keen intelligence, an outstanding sense of humor, and an unrivaled commitment that was truly inspirational.



SUPPORTING PARTNERS



United States Department of Agriculture

Centers for Disease Control and Prevention

The Global Fund To Fight AIDS, Tuberculosis and Malaria

United States Agency for International Development



The David and Lucile Packard Foundation

John Snow Research & Training Institute, Inc.

University of North Carolina



The London School of Hygiene and Tropical Medicine

The United Nations Children's Fund (UNICEF)

Grand Challenges for Development:

USAID



Norwegian Ministry of Foreign Affairs

The Bill & Melinda Gates Foundation

Grand Challenges Canada

The U.K. Department for International Development

The Nathan Cummings Foundation

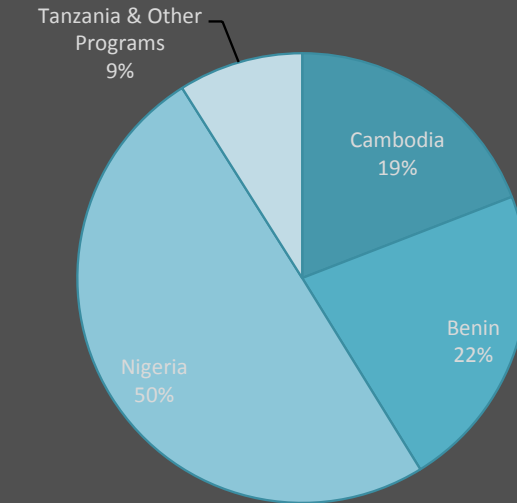
The Marrkand/Henry Family Fund & Fidelity Charitable

World Hunger Education Service

FINANCIALS

Individual Supporters

Nancy Harris
Kim Marrkand & Kathleen Henry
Jennifer Harris
Steven Hansch
Joel Montague
Deirdre Lapin
Stephen O'Brien
Lanre Williams-Ayedum
Juliet & Jack Marrkand
Anna & Charles Sykes
Margaret & James Hanson
Vincent Oluboyo
Terry Kirch
Alex Miner & Allison Johnson
Robert Berg & Vivian Derryck
Allison & Homer Johnson
Ijeoma & Lakunkle Lasebikan
Jenny Altshuler
Jane Eesley
Anonymous



Expenditures By Country

REVENUE AND SUPPORT

Grants | \$883,361
Contributions | \$13,708
Investment & Interest | \$212,526
Other | \$99,376
Total Revenue and Support | \$1,208,971

EXPENSES

Programs

Benin | \$704,610
Cambodia | \$610,284
Nigeria | \$1,590,797
Tanzania and Other Programs | \$286,267

Total Programming | \$3,191,958

General and Administrative | \$468,721

OTHER ITEMS

Exchange Rate (Loss) Gain | \$(25,214)
Changes in Net Assets | \$(2,476,922)
Net Assets in Beginning of Year | \$7,724,168
Net Assets in End of Year | \$5,247,746

LOCATIONS & AFFILIATES

Headquarters

8630 Fenton Street, Suite 613
Silver Spring, MD 20910

ANNUAL REPORT 2013

Cambodia

No. 26, St. 334
Sangkat Beoung Keng Kang I
Khan Chomcarmorn
Phnom Penh, Cambodia

Nigeria

No. 66 Yaoundé Street
Wuse Zone 6
Abuja, Nigeria

Benin

National Lot No. 169
Quartier Patte d'Oie
Cotonou, Benin

Partners Consulting Group, Washington, D.C. | Technologies for Renewable & Efficient
Energy, Tanzania | Initiative for Advancing Livelihoods Solutions, Nigeria