# TABLE OF CONTENTS

2. LETTER TO THE READER

3. MISSION & VISION

4. FOCUS AREAS

5. IMPACT

6. PROGRAMS

10. SPOTLIGHT

13. SCHOLARSHIP PROGRAM

14. FINANCIAL INFORMATION

15. BOARD MEMBERS

16. SUPPORTERS
LETTER FROM THE EXECUTIVE DIRECTOR

On behalf of Partners for Development (PfD), I am pleased to share our 2015 Annual Report with you. 2015 was an exciting year for PfD and we’ve done our best to capture its highlights in this report.

Programmatically, we advanced in our commitment to help underserved communities improve their health, productivity and economic status. In addition to our programmatic work featured in this report, we completed a three-year Strategic Plan, updated our logo and added a new tagline to better demonstrate what we do. That new tagline, “Local Solutions. Sustainable Outcomes.” is also the theme of this report.

What does this new tagline mean to PfD? Local solutions represents how we work: PfD works with and through local partners. Sustainable outcomes demonstrates what we achieve through those partnerships.

The report presents how, where, and in what sectors we work – in an integrated way and always overarched by a goal to develop skills locally. But it also puts a face to some of the many thousands of people with whom we have the privilege of working: a woman in Cambodia who is helping her family and neighbors in the fight against multi-drug resistant malaria; members of a community in southeast Nigeria who are improving their potable water and sanitation; and a girl in Nigeria who is building a better life through continued education.

Our work is possible only through the time and financial support of volunteers and donors, and we thank them all most sincerely.

If you are interested in learning more about PfD, please let me know. I would be happy to provide additional information. You can reach me at JMarrkand@PfD.org or at +1.301.608.0426 ext. 16.

Sincerely,

Executive Director,
Partners for Development

MISSION & VISION

PfD is a 501(c)3 not-for-profit organization whose employees and volunteers work in partnership with local and international groups to improve the quality of life of vulnerable people in underserved communities. We envision a more just, peaceful, and environmentally sustainable world. We also seek to empower people through training, education, and access to resources to help create more vibrant and resilient communities with more accountable leadership.

PfD aspires to be a premier organization for grassroots human and economic development that partners with community organizations to adapt innovative but tested solutions to local needs. PfD is committed to value for money; delivering results; and developing talent of PfD staff and partners. PfD has demonstrated capabilities in working effectively in challenging and underserved environments.
FOCUS AREAS

PfD is distinguished not only by what we do, but how we do it. The name ‘Partners for Development’ summarizes our approach of working collaboratively with a range of groups to achieve sustainable change. Our overarching goal is to strengthen and improve conditions of rural communities that are vulnerable due to poverty, inaccessibility, conflict or other forms of upheaval. PfD creates and delivers sustainable solutions that result in:

**Wherever possible, our programs strive to integrate activities in all three of these areas for the greatest impact in the communities we serve.**

**AGRICULTURAL DEVELOPMENT**

**HEALTHY COMMUNITIES**

**ECONOMIC DEVELOPMENT**

IMPACT

For all of our donors, PfD aims to produce measurable, lasting results. Here are a few highlights from 2015:

<table>
<thead>
<tr>
<th>In Nigeria:</th>
<th>In Benin:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>55,000</strong></td>
<td><strong>91%</strong></td>
</tr>
<tr>
<td>Additional women gave birth in health facilities with the help of trained birth attendants</td>
<td>In Cambodia, as a result of PfD’s malaria education program, 91% of company/plantation workers slept under an insecticide treated net the previous night.</td>
</tr>
<tr>
<td><strong>18,000</strong></td>
<td></td>
</tr>
<tr>
<td>Additional women received a dose of Misoprostol (a medication used to treat postpartum bleeding due to poor contractions of the uterus) to prevent post-partum hemorrhage, a significant cause of disability and death in Nigeria.</td>
<td>Calibrated season extended by 95% for targeted farmers</td>
</tr>
<tr>
<td><strong>180%</strong></td>
<td>Over 7,400 farmers trained during life of project</td>
</tr>
<tr>
<td>Increase in the number of pregnant women attending at least one prenatal care session, a marked improvement in health-seeking behavior.</td>
<td>Farmers increased their vegetable crop production on average 122%</td>
</tr>
<tr>
<td></td>
<td>160% increase in net farmer incomes</td>
</tr>
</tbody>
</table>
Healthy Communities

PfD’s work in reproductive health, child survival, health systems strengthening, and malaria prevention and control improves people’s health and wellbeing, encourages healthy lifestyles, increases access to health services, and makes health systems more efficient. Our community-based programming provides individual households with training and support, while our national health initiatives promote effective policy and build responsive institutions.

WASH

PfD promoted community-centered development by strengthening local capacity to manage water, sanitation, and hygiene (WASH) and to build better WASH systems in the southern states of Delta, Edo and Ekiti in Nigeria. We organized 600 community groups for Water, Sanitation and Hygiene Committees (WASHCOMs), and empowered them via training and mentoring to lead WASH activities in their communities. (Strengthening Capacity of Local Institutions to Drive Community-Centered WASH Service Delivery, funded by EU/UNICEF)

PfD strengthened cooperation between health service personnel and other stakeholders at village and ward levels, and promoted improved policies and enabling environments at the local government area and state levels in the northern state of Bauchi. We built capacity of Ward Development Committee and other civil society groups, with particular focus on reproductive health, family planning, maternal, newborn and child health. (Targeted States High Impact Projects (TSHIP), funded by USAID. In TSHIP, PfD was a sub-grantee to John Snow International.)

Malaria Prevention

In Cambodia, PfD helped at-risk populations combat malaria by promoting knowledge and self-protective change, for individuals and entire communities. Using behavior-change communication and community mobilization techniques, our work increases knowledge of malaria’s cause and treatments, and promotes the use of bed nets and other preventive measures, particularly for children. (Cambodia Global Fund New Funding Model, funded by The Global Fund to Fight AIDS, TB and Malaria)

PfD piloted a project on Early Warning System supported by a GFATM grant to improve tracking the emergence and spread of the Plasmodium parasites – carried by female Anopheles mosquitoes – that cause malaria and which are increasingly resistant to malaria-prevention drugs. PfD collected blood samples from confirmed malaria patients through filter papers and sent them to Institute Pasteur Cambodia (IPC) for analysis. The results indicated that about 60% contain resistance to artemisinin-combination therapy (ACT), heretofore one of the most effective treatments for F. Falciparum malaria. PfD reported this information widely and worked with various partners to find a solution to drug-resistant malaria. (Cambodia Regional Artesiminin Initiative (RAI), funded by The Global Fund to Fight AIDS, TB and Malaria)

PfD trained health workers, village volunteers, mobile malaria workers, and school teachers to deliver malaria education. In 2015, we particularly focused on migrant populations by pairing mobile malaria workers with plantations and companies that employ seasonal workers, and reached more than 8,000 migrant workers. PfD also developed and distributed a package containing malaria prevention materials to those working in the forest, a group at high risk of malaria. (Cambodia Global Fund Single Stream Funding, funded by The Global Fund to Fight AIDS, TB and Malaria)

PfD worked with KREDIT, a leading microfinance institution (MFI) in Cambodia, to implement a pilot project by providing small loans (on average $100/each) to 26 Village Health Volunteers (VHV) in malaria high endemic areas of Kratie Province. By providing support and these loans to facilitate income generating activities, PfD encouraged the VHVs to engage in more education activities on malaria. (Microcredit Empowerment Project, funded by PfD)
Agricultural Development

PfD’s work in agriculture, food security and nutrition increases agricultural efficiency, improves livestock health, promotes production of nutrient-rich foods in household gardens, and increases people’s access to credit and marketing opportunities. In communities, we provide training and support to individual households; at higher levels, we promote effective national policies and support responsive institutions.

In 2015, PfD’s work in agricultural development included:

**Value Chain Development**

PfD began working with Benin’s pineapple producers, processors, and exporters to strengthen the fruit’s value chain at all levels. Through the Pineapple Processing for Export project, we will build capacities of 5,200 pineapple producers, 70 small processing companies, and the nation’s two largest pineapple processors. (Pineapple Processing for Export, or PINEX, funded by USDA)

PfD also works with vegetable farmers in Benin to increase production, improve value chains and marketing skills, reduce post-harvest loss, and expand financial services to smallholder farmers. In 2015, almost 2,800 farmers participated in agricultural extension training; overall, vegetable farmers have seen a 139 percent increase in production. (Growing Resources for Enhanced Agricultural Enterprises and Nutrition: GREEN, funded by USDA)

**Microfinance**

Through the microfinance institution KREDIT, PfD has supported 1,500 microfinance loans for agricultural activities, including farming, animal husbandry, and palm and sugar production. Ninety percent of the borrowers of these funds have been women. PfD also worked with KREDIT staff and government agriculture staff in Sambour District, Kratie Province in Cambodia to provide agricultural skill training to their clients during thematic client loan management meetings focusing on vegetable growing, raising animals, and rice crop production. (Microcredit Empowerment Project, funded by PfD)

PfD supports the growth of small and medium-sized enterprises by providing microcredit and other financial services, offering business development skills training, and introducing new technologies. Our community-based programming also promotes women as entrepreneurs. In 2015, PfD’s work in economic empowerment included:

**Economic Empowerment**

PfD supported microfinance loans for people without access to banks or conventional loans. The loans averaged $110 each and 63 percent went to women. (Nigeria Microfinance program, funded by PfD)

PfD worked to strengthen the capacity of 21 agricultural producer and processor associations in Nigeria’s Delta, Edo, and Rivers states. PfD provided training and guidance for associations to improve their financial management and record keeping, strengthen their governance, negotiation and management skills; and gain access to credit from commercial sources. (MARKETS II, funded by USAID; PfD was a subcontractor to Chemonics)

PfD’s scholarship fund awarded six new scholarships in addition to nine existing scholarships, each covering about 50 percent of a girls’ total costs to attend secondary school for a year. (Girls’ scholarship program, funded by the PfD Anne Johnson Memorial Scholarship Fund)

PfD partnered with local microfinance institutions (MFIs) in Benin to provide loans to smallholder farmers—whom commercial banks often view as too risky—so they could purchase agricultural inputs and increase productivity. With the loans, farmers purchased seeds, fertilizer and tools, and coupled with PfD technical training, increased production by 122%. Farmers are now able to apply to MFI for credit without PfD assistance. (Benin Microfinance program, funded by PfD)

PfD provides microfinance loans to vulnerable populations in rural areas of Cambodia. By providing support and these loans to facilitate income generating activities, PfD encouraged village health volunteers to engage in more education activities on malaria. PfD also worked with KREDIT staff and government agriculture staff in Kratie Province to provide agricultural skill training to their clients during thematic client loan management meetings. (Cambodia Microfinance program, funded by PfD)
Although considerable progress has been made in malaria control in Cambodia over the past decade, the disease remains an important threat to the population.

Crucial to the prevention, control and elimination of malaria are people like Ms. Nub Chin, who lives with her family in a forested village in northeast Cambodia, where malaria is endemic. Most of her neighbors are small farmers whose daily farm work is the mainstay of their livelihoods. Malaria significantly impacts their ability to work.

Malaria can be treated, yet many people do not have access to a health center or health workers. Chin and her daughter frequently suffered from malaria, in part because they did not know what causes the disease, nor how to prevent it. When they got sick, Ms. Chin and her family had to choose between spending a large sum to travel to the distant government health center, or seeking treatment from the closer but costlier private clinic.

Ms. Chin attended PfD-sponsored training and learned about the cause of malaria and treatment options. She decided to volunteer as a Village Malaria Worker to help her community. Today, Ms. Chin not only helps protect her family and her village from malaria infections; she also travels to nearby villages to lend her skills to especially at-risk groups such as forest workers, seasonal migrant workers, and smallholder farmers.

Her motivation and dedication have helped prevent unknown numbers of malaria cases, and treat hundreds of confirmed illnesses.

Because of women like Ms. Chin, families in her own and surrounding villages can continue to farm, and dedicate the money they would have spent on malaria treatment to feeding their families and educating their children. PfD values all our local volunteers. Ms. Chin is just one example of how, in partnership with concerned citizens, we are making a lasting difference.
Memorial Scholarship Fund

SPOTLIGHT: community

Over 100 million people in Nigeria lack access to basic sanitation facilities, and 53 million do not have access to clean drinking water. In partnership with UNICEF, PfD forms and supports community-based water, hygiene, and sanitation committees, or WASHCOMs, to build local capacity to respond to this national crisis. WASHCOMs are composed of community members, chosen by their neighbors, trained in WASH issues, guided in creating community action plans, and tasked with community mobilization.

One of the many villages that have achieved success is Okoro II, home to about 2,200 people in Edo State, southern Nigeria. A stream was once Okoro II’s main water source, and only three households in the whole community had functional latrines. There was no community coordination for sanitation.

Today, Henry Igbinovia, Okoro II’s WASHCOM Secretary, declares, “We now have a group of people who organize and coordinate WASH activities such as cleaning up the environment, sensitizing community members on the importance of hygiene and sanitation, and mobilizing for latrine construction in every household. Every member of Okoro II is affected by WASH problems, irrespective of age, sex, and status. As such every community member is now involved in WASH solutions.”

PfD values the relationships in all the communities in which we work. Okoro II is just one example of how, in partnership with communities, we are making a lasting difference.

ANNE JOHNSON Memorial Scholarship Fund

Nigeria has made progress in educating its children, but gaps remain and disparities persist between boys’ and girls’ education, especially beyond primary school. Among all secondary-school-aged girls, only 45 percent attend school. Only 58 percent of young women can read and write. Seventy percent of the poorest females in Nigeria have never been to school, and 84 percent never completed primary school.

Every girl who is excluded from education suffers: her self-development, scope for self-expression, and life opportunities are stunted. And the effects of denied education ripple outward from the individual: numerous studies have demonstrated the relationship between girls’ education and social and economic well-being, not only of families and communities but of entire nations.

In memory of our late friend and colleague Anne Johnson, PfD created the Anne Johnson Memorial Scholarship Fund. One of her greatest passions was girls’ education, given that level of education correlates strongly to other social and economic improvements. With local partner Lift Above Poverty Organization, PfD is offering scholarships to Nigerian girls in secondary school.

* The awards cover a percentage of tuition, uniforms, and school supplies. Candidates for scholarships or scholarship recipients are children (daughters in the case of PfD) of our microfinance clients, by combining economic and educational impact, participating families are even better equipped to break the cycle of poverty.

Meet Suzanne, a scholarship recipient who is 12 years old and lives in Edo State, southern Nigeria. Her father, David, is a bus driver; her mother, Patricia, is a petty trader. Suzanne is the second of five children in her family, and the only girl.

In school, Suzanne especially enjoys English and social studies classes. She is thriving in the environment that her school provides and likes the method of teaching. In her free hours, Suzanne pursues numerous hobbies, such as reading and dancing. Suzanne would like to become a doctor.

In school, Suzanne and other girls like her, in memory of our colleague Anne Johnson. With your support, PfD can further the education and dreams of more students like Suzanne.
FINANCIAL INFORMATION

Board of Directors

Nancy Harris, Chair
Stephen O’Brien, Treasurer
Steven Hansch
Michael Chommie
Lanre Ayedun
Sophal Ear, Ph.D.
Damilola Odetola
Felipe Tejada
Dale Hill
Jack Marrkand, Executive Director &
Ex-Officio Non-Voting Secretary to the Board

Advisory Board

Joel Montague, Chair Emeritus
Charles Sykes, Chair Emeritus
Richard Westebee, Treasurer Emeritus
Deirdre LaPin, Ph.D.

Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Benin</td>
<td>$993,084</td>
</tr>
<tr>
<td>Cambodia</td>
<td>$465,457</td>
</tr>
<tr>
<td>Nigeria</td>
<td>$899,839</td>
</tr>
<tr>
<td>Tanzania &amp; Other Programs</td>
<td>$184,857</td>
</tr>
<tr>
<td>Total Programming</td>
<td>$2,503,237</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>$376,689</td>
</tr>
<tr>
<td>Other Items Exchange Rate (Loss) Gain</td>
<td>($132,314)</td>
</tr>
<tr>
<td>Changes in Net Assets</td>
<td>$7,933,895</td>
</tr>
<tr>
<td>Net Assets at Beginning of Year</td>
<td>$4,803,660</td>
</tr>
<tr>
<td>Net Assets at End of Year</td>
<td>$12,737,545</td>
</tr>
</tbody>
</table>

Revenue and Support

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants</td>
<td>$10,740,596</td>
</tr>
<tr>
<td>Contributions</td>
<td>$35,572</td>
</tr>
<tr>
<td>Investment &amp; Interest</td>
<td>$37,879</td>
</tr>
<tr>
<td>Other</td>
<td>($2,832)</td>
</tr>
<tr>
<td>Total Revenue and Support</td>
<td>$10,946,125</td>
</tr>
</tbody>
</table>

Technical Breakdown of Funds

PID believes in a holistic, systematic approach to development. In each community we work in, PID integrates our various technical approaches. The funding for each technical area can vary by community and donor. This resulted in the following breakdown in funding by technical impact area:

- Healthy Communities: 47%
- Agricultural Development: 34%
- Economic Empowerment: 19%

PID believes in a holistic, systematic approach to development. In each community we work in, PID integrates our various technical approaches. The funding for each technical area can vary by community and donor. This resulted in the following breakdown in funding by technical impact area:

- Healthy Communities: 47%
- Agricultural Development: 34%
- Economic Empowerment: 19%
Gratitude

Supporting Partners

Chemonics International
Faster Forward Fund
JSI Research & Training Institute, Inc.
Nathan Cummings Foundation
National Cooperative Bank
Severna Park Middle School
The Global Fund to Fight AIDS, Tuberculosis, and Malaria
The London School of Hygiene and Tropical Medicine
United States Department of Agriculture (USDA)
United Nations Children’s Fund (UNICEF)
United Nations Office for Project Services (UNOPS)
United States Agency for International Development (USAID)
United States Combined Federal Campaign (CFC)

Gratitude

Supporting Individuals

Partners for Development is proud to be a member of professional development associations including DevEx, InsideNGO, Volunteers for Economic Growth Alliance (VEGA), and the International Family Planning Coalition. 

Seun and Yetunde Adedeji
Margaret Aberthuthn
Olutayo and Leke Arikawe
Elizabeth Ashbourne
Olojede and Lateef Ayefan
Ama Baidu-Forson
Avi Beard
Maureen and Henry B. Beasley
Shelby and Hunter Benson
Michael Benson
Marta Bizians
Henry Byrne
Jenny and Benjamin Cardamone
Gail Carter
Nancy Cedar
Michael Chommie
Frank Cohn
Zachary Corey
Elizabeth and Flavio DeCosta
Timothy Daniel
Evelyn DeGrat
Robert Dunning
Sophal Ear
Jane Eversley
Adesina and Af Eroudu
Felisobu Falade
Temi and Bode Fataya
Katherine and Alex Getschow
Christiana Gianopoulos
Gladys Gleckler and Tony Woolner
Stuart and Marilyn Goldman
Tony Gottseman
Patricia and Kevin Gross
Kevin Harris
Stephen Hanch
Margaret Hanson
Jennifer Harris
JoAnn Harris
Nancy Pandirvis Harris
Carolyn Hart
Nelly Henningsen
David and Jonathan Hall
Kathleen Henry
Gregory Jackson
Brad Kennedy
Martha Koster
Marc and Suzanne Krauss
Ijeoma and Kuku Lawrence
Joyce Leader
Melone Lopez
J Kendall Lott
Louis and Pat Lucchello
Daniel MacArthur
Kathleen Madigan
Juliet and Jack Mariand
Kim Marrand and Kathleen Henry
Alan McNutt
Robert McNutt
Sean McKee
Afiea Merchant
Halu McKenney
Edward Miller
John and Gray Miller
Lois Miller
Alex Minor
Jill Montague
Marc Narkus-Kramer
Mandy Noelle
Frederick and Mary O’Brien
Dami Olanrewaju
Oyedele and Dina Onayemi
Maxwell and Nene Oyedepo
Ometole Omadeke
Peter Ogunlade
Oluwatito and Allison Johnson
Bahabumini Kassai
Reed Kedricy
Ayodele and Kenny Oseni
Abisumun and Aminat Ousobodo
Ihaba Ottone
Julie Patel
Ilene Photos
Amy Pollcher
Stockton Ranch
Amy Reid
Chelsea and Justin Rolain
Charles Sanders
Devina and Reuben Shah
Sheridan, Robert and Catherine
Michael Simpson
Thomashine L. Shroble
Glenn Summers
Adeosun San-Basorun
Violette and Adeoluwa San-Basorun
Charles Sykes
Donna Thurston
Landry Tumtchur
Anna Titular
Hylynn Mary Titular
Christine and David Torelli
Anne-Marie Uebbing
The Ugbodes
Barbara Uke
Rashid Vasudevan
Jeanne DeShazo and Robert Vershuis
Gail and David Walsh
Joseph Wambia
James Waring
Kim and Carl Weichel
Michelle and Jerome Williams
Olalere Williams
Olatunbo Williams
Timothy and Adin Williams
John Wysham
Jonas Zelli
And numerous anonymous donors.

And numerous anonymous donors.
Thank you to all our partners and supporters who continue to donate and work with us to help vulnerable communities.

Learn more by following Partners for Development on Facebook, LinkedIn, and Twitter.

www.pfd.org

OUR OFFICES

Headquarters: 8720 Georgia Avenue, Suite 906, Silver Spring MD, 20910, USA

Nigeria Office: 13 Angola Street, Wuse Zone 2, Abuja, Nigeria

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

Benin Office: National Lot No. 1176, Parcelle K, Haie-Vive, Cotonou, Benin