

PARTNERS FOR DEVELOPMENT

# ANNUAL REPORT

2019 - 2020

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**LOCAL SOLUTIONS.  
SUSTAINABLE OUTCOMES.**



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8720 Georgia Avenue | Suite 906 | Silver Spring, MD 20910, USA



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\*\*Cover photo - A pineapple harvest, By Mr. Soglo C. Alain

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# LETTER FROM THE EXECUTIVE DIRECTOR

I am honored to share with you the 2019-2020 Annual Report for Partners for Development (PfD).

Despite the Covid-19 pandemic our staff and partners, exercising the necessary precautions, were still able to undertake the great majority of scheduled project activities in 2020. Often this meant a change in modality, such as working remotely or conducting trainings via Zoom. A few of our staff tested positive for Covid but fortunately nobody became seriously ill.

As in the U.S.A., GDP in the countries where we work shrank in the second and third quarters of 2020, with some rebounding taking place in the last quarter of the year. Rates of infection throughout 2020 were far lower proportionately in Cambodia, Nigeria, and Benin than in the U.S. though, unfortunately, both Benin and Cambodia experienced spikes in Spring 2021.

As those countries attempt to regain their footing vaccination against Covid 19 will be a critical factor, with those rates especially modest in Africa but quite a bit more robust in Cambodia (benefitting from China's Sinopharm and Sinovac vaccines).

Despite the pandemic's massive challenge, on top of the more "regular" challenges in developing nations in general, in 2020 PfD won additional funding of \$4.4M for our Pineapple Processing for Export (PINEX) project in Benin, along with a time extension of 24 months. And in Nigeria in 2021 we anticipate starting two new major projects in aquaculture and in water, sanitation, and hygiene (WASH).

In Cambodia, our long-time program there is transitioning. The country's remarkable strides in reducing malaria morbidity and mortality to very low levels, with PfD playing a significant role in this regard, has meant a reduction in donor funding for this communicable disease. As a result, PfD is now determining the Cambodia program's future while continuing to support microfinance there.

As noted in the past, our work is possible only through the efforts of our staff and partners, the volunteer work of our Board of Trustees, and the very generous financial support of individual and institutional donors. To all of them we extend a very sincere Thank You.

Finally, we welcome any feedback on or questions about this report.

Sincerely,  
Jack Marrkand  
Executive Director  
Partners for Development



# HEALTHY COMMUNITIES: CAMBODIA PT. 1

## Cambodia Global Fund RAI2E Project

In 2020, PfD continued to implement a sub-grant agreement of \$1.3M for 2018-2020 as part of the Regional Artemisinin Initiative Project (RAI2E) along with other partners (PSI, Health Poverty Action of the UK, and the Malaria Consortium, also of the UK). Under this project, PfD works in Koh Kong and Kampong Cham provinces in south-western and central Cambodia, respectively, targeting around 700,000 persons living in malaria endemic areas in the two provinces. PfD oversees two sub-partners of Koh Kong and Kampong Cham Provincial Health Departments (PHD) by providing funding support to them to implement core activities for malaria prevention, control and elimination, including technical support for promotion of long-lasting insecticide treated bed-nets (LLIN), malaria case management, passive surveillance, and behavior change communication; and management support on planning, implementation and reporting (both technical and financial reports).



*PfD field staff and Forest Malaria Workers raising awareness about the research program activities in Achen village, Kampong Cham commune, Sambo District, Kratie Province,*

## Some Key Results & Outcomes:

- Partner staff have improved their skills on activity and budget planning following the Global Fund Guidelines. As a result, 100% of health facilities submitted required technical and financial reports on time, 100% of health facilities conducted monthly and quarterly meeting with Village Malaria Worker (VMW), and 100% of health facilities in average reported no stock-outs of key commodities
- Over 90% of VMWs/MMWs performed their duties at a high level
- All suspected malaria cases received a parasitological test at public health facilities or within communities
- Over 90% of confirmed malaria cases received first-line antimalarial treatment at public health facilities or in communities
- The target of distributing Long Lasting Insecticide Net (LLIN) and Long Lasting Insecticide Hammock Net (LLIHN) to Migrant and Mobile Populations (MMP) in Koh Kong and Kampong Cham Provinces was exceeded by 65%
- Health staff has improved their database management (Malaria Information System) resulting in improved real time case reporting in the MIS and better use of data to inform the program



*Forest Malaria Worker checked temperature before providing malaria testing, Sambo District, Mondul Kratie Province*



# HEALTHY COMMUNITIES: CAMBODIA PT. 2

## 5% Initiative Project

Also in 2020, PfD implemented a research project, **"Blocking malaria transmission in forest vulnerable populations through forest malaria workers: a key for malaria elimination in Cambodia"** in Koh Nhek District, in remote Mondul Kiri Province in eastern Cambodia in partnership with Institute Pasteur Cambodia (IPC). IPC is principal investigator while PfD is responsible for the field implementation including recruiting Forest Goers, training them to become Forest Malaria Worker (FMW), field data collection by FMW using mobile telephone, taking dried blood spot among forest goers by FMW for PCR analysis, and screening and treating malaria in forests.

### Some Key Results & Outcomes:

- FMWs interviewed 1,515 forest goers of a total: 2,956
- FMWs collected 314 dried blood spots from forest goers and sent to IPC Phnom Penh for analysis. Total dried blood spots collected: 1,547
- FMWs tested 14 forest goers by RDTs and one case was confirmed malaria positive
- FMW provided ASMQ drugs to 634 forest goers to prevent malaria and met with 453 forest goers who took the drug in order to monitor drug efficacy



Blood test for malaria by Forest Malaria Worker on forest goer, Koh Nhek District, Mondul Kiri Province

## Cambodia Global Fund Operational Research

Also in 2020, PfD implemented an Operational Research Project (ORP) concerning malaria, as a sub-partner to Institute Pasteur Cambodia (IPC) at \$220,000 from 2019-2020. This ORP focuses on malaria elimination in selected forests in Sambo District, Kratie Province in northeastern Cambodia.

### Some Key Results & Outcomes:

- Trained 12 Forest Malaria Workers (FMW) on smart phone apps in data collection using Kobo, and malaria testing and treatment
- FMWs interviewed 1,234 forest goers
- FMWs collected 1,234 dried blood spots from forest goers and sent to IPC Phnom Penh for analysis
- FMW tested 1,234 forest goers by RDTs and found 11 positive cases (2 Pf; 9 Pv)
- FMW/PfD field staff provided malaria health education to 416 forest goers



PfD field staff and Forest Malaria Worker raising awareness about the research program activities in Tonsong Thleak village, Boeng Char commune, Sambo District, Kratie Province,



# HEALTHY COMMUNITIES: NIGERIA

## Implementation of Community Mobilization for Early Initiation and Exclusive Breastfeeding, FHI360/Alive & Thrive

Completed community mobilization activities of the Alive & Thrive Project in nine States - Osun, Ogun, Enugu, Edo, Cross River and FCT Anambra, Ondo and Kano. In this project, PfD worked with the state and Local Government Authority (LGA) structures to strengthen capacity of LGA social mobilization, health education and nutrition officers.

### Some Key Results & Outcomes:

- Strengthened capacity of 170 state and LGA personnel on community mobilization.
- Through sensitization of 27,121 community members including 11,214 men and 15,907 women, there is increased uptake on improved breastfeeding practices in 90 communities
- Enhanced community mobilization activities of the target states by developing and providing them with CM tools – community mobilization plan, facilitator guidelines and other job aids for their activities
- Improved resource pool on improved breastfeeding practices by engaging and training 547 (347 women and 200 men) community volunteers who reached 377, 950) community members with early initiation and exclusive breastfeeding messages

## Rural WASH Sector Support, USAID and The Coca-Cola Foundation.

With funding from USAID and Coca Cola Foundation through the Water and Development Alliance (WADA) mechanism, PfD supported the governments of Abia and Cross River States to improve and expand access to safe, affordable, sustainable and reliable water, sanitation and hygiene (WASH) services. This project provided and expanded access to improved, safe, affordable, sustainable and reliable water and sanitation services to over 56,133 men, women and children in 58 rural communities in both states.

### Some Key Results & Outcomes:

- 47,014 persons have access to clean water
- 440 women and 220 acquired business and vocational skills for improved income
- 23,940 people with demonstrated sustainable hygiene behavior change
- 39 water facilities (majorly solar-powered boreholes) and 33 sanitation facilities (latrines with hand washing stations) completed
- 58 community WASH management structure established and strengthened
- Handbook for WASH practitioners produced



*Post Community Mobilization Monitoring Session with Ogoemoson Community volunteers facilitated by PfD Program Officer and Uhumwode LGA M&E, Edo State*



# AGRICULTURAL DEVELOPMENT: BENIN PT. 1

## PfD's Approach to Agricultural Development in PINEX

Based largely on its earlier Growing Resources for Enhanced Agricultural Enterprises (GREEN) project in Benin PfD employs an approach of market research for the particular food value chain and then builds the capacity of farmers to meet demand for the product(s). In 2019, USDA engaged the University of Minnesota to study past projects that it had funded with respect to important factors for sustainability, and GREEN was the one such project studied in Africa – along with two others in Asia and Latin America. The USDA study, "Food for Progress Post-Project Sustainability Assessment" demonstrated that three years after the end of GREEN the vast majority – over 90% -- of producers in the project were still using improved production and marketing skills taught during implementation.

PfD is using a similar approach in the eight year \$15M Pineapple Processing for Export (PINEX) project in Benin. We have thoroughly researched Benin's pineapple export markets and then strengthen private sector companies, institutions and government capacities to meet export demand for fresh and processed pineapple. . To ensure that training of pineapple farmers on best practices continues, during 2019 and 2020, PfD trained the technical staff of the largest pineapple producers association, PPNB, and 40 Master Farmers, who are the most experienced pineapple producers and willing to share their expertise with other producers on 40 demonstration plots used as farmer field schools. Because of Covid-19 in 2020, PfD produced learning videos that Master Farmers use to train individual farmers and small groups.

## Processing Agricultural Products

PfD is also building the capacities of pineapple processors and the largest processor association, NAPPCB, to improve product quality and meet export market demand. During 2020, six processing companies had earned the food safety certification HACCP, required by international markets. Though PfD provides management and financial training, credit to enable producers to procure inputs such as fertilizer and seedlings is provided by the project's microfinance institutions. . To ensure sustainability of fresh pineapple and processed products, PfD is assisting exporters and processors to draft contracts with retail and wholesale buyers in export markets.

PfD continued to provide technical assistance to CRS's McGovern Dole Food for Education Project. Working with the Farmers' Association of Borgou/Alibori (URP-BA) in the north eastern provinces of Benin, PfD assisted in establishing 12 community farms that are providing locally grown food crops to supplement imported commodities in the school feeding programs. PfD also developed solar dryers to lengthen the shelf life and improve the hygiene of harvested food crops.

PfD continued working with Technoserve in Benin to create a more palatable juice blend between pineapple and cashew "apple," the latter being the edible but somewhat bitter tasting fruit of the cashew nut. Technoserve works with USDA funding to promote Benin's cashew value chain. The contract has three objectives: (a) To improve the cashew apple juice processing system, juice quality and food safety standards; (b) To develop juice cocktails using cashew apple and pineapple juice; and (c) To train selected cashew apple juice companies in marketing and branding and to then assist the companies to participate in product and trade fairs.



*Women pineapple farmers sorting out seedling*



# AGRICULTURAL DEVELOPMENT: BENIN PT. 2

## Some Key Results & Outcomes:

- Increased fresh pineapple volume sold in export markets and to processors to 455,286 MT and for a value of \$79 million
- Increased on export markets volume of pineapple juice to 20,094 MT of juice and valued at \$21,451,392 and dried pineapple sales to 98 MT with a value of \$622,824
- Added 14,584 more jobs with 7,313 more jobs for women and 8,635 more youth employed in the pineapple sector
- Assured certification of 420 hectares of pineapple fields in GlobalG.A.P., a food safety certification required by European fruit markets
- Increased to sixty the number of juice and dried fruit companies using new techniques in modern processing, and best practices for good hygiene; and ensured that six companies had earned international food safety certification of Hazard Analysis and Critical Control Point (HACCP)
- Increased to over 5,000 the number of pineapple farmers applying new techniques or technologies and practicing improved farm, and financial management
- Introduced new varieties of pineapple to Benin, Queen Victoria and MD2, with 1,500 plants successfully grown on 41 demonstration fields used as farmer field schools to teach best pineapple production practices



*Corn crop on the Wara-Gogounou community farm, Northern Benin*



*Training staff on drying pineapple at the Eva processing company, Cotonou, Benin*



# AGRICULTURAL DEVELOPMENT: NIGERIA

## Capacity Building of 14 Spray Service Provider (SSP) Groups in Bauchi and Gombe States, Palladium/PropCom Mai Karfi

This contract with Palladium/PropCom Mai-Karfi Project strengthened organizational capacity and effectiveness of 14 Spray Service Providers (SSP) groups in Bauchi and Gombe States.

### Some Key Results & Outcomes

- All 14 SSP groups registered as multi-purpose cooperative societies
- Improved financial and internal control systems for the 14 SSP groups including use of basic tools such as cashbook, account registers, payment vouchers, receipts and minutes books
- Strengthened collaborations and linkages between the 14 SSP Multipurpose Cooperative Societies and other agricultural stakeholders, including Agro-Dealers, Microfinance Institutions, Input Suppliers, Extension Agents, Cooperative Authorities in Bauchi and Gombe States



*Post Community Mobilization Monitoring Session with Ogoemoson Community volunteers facilitated by PfD Program Officer and Uhumwode LGA M&E, Edo State*



# ECONOMIC EMPOWERMENT: NIGERIA

## Initiative for Advancing Local Solution (IALS):

In late 2019, PFD local affiliate, IALS, commenced micro-credit activities in Delta and Cross River States to improve financial inclusion of the underserved individuals and groups in Nigeria. IALS provide loans to individuals or groups (6-20 members) involved in petty trading or agricultural activities. As at Dec 31st, 2020, IALS had disbursed NGN99,345,000.00 or \$261,434 (@ 380 naira/\$) to 1,350 beneficiaries – 90% women; 30% of the loans went to beneficiaries involved in agricultural activities. Average loan recovery rate dropped from 80% to 60% between March and June 2020 due to COVID-19 lockdown. This is expected to improve with economic activities picking up after relaxation of the lockdown.



*IALS Operations Manager, Mr. Brodrick Emerho during assessment visit to Mrs. Kate Monday's shop at Effurun Market, Warri, Delta State*



# ECONOMIC EMPOWERMENT: BENIN

## Microfinance Activities

Through 2020, PINEX's three local microfinance institution (MFI) partners, ALIDé, UNACREP, and RENACA, provided 1,155 small loans to pineapple producers valued at about \$801,445. In total, with PINEX's assistance, the local MFIs have issued 2,798 small loans to producers, valued at \$2,508,975 and with a median individual loan value of \$875. The pineapple producers use the credit to purchase fertilizer and hire field labor. Through another MFI, FINADEV, small processing companies have received 18 loans to purchase supplies such as bottles, labels, and fresh pineapple. The total loan value of the processor loans is \$65,772, with an average loan value of \$3,650.

## Marketing Value-added Pineapple Products

PfD economically empowers Benin's pineapple farmers and processing companies by conducting marketing tours and participating in regional and international product fairs. During 2019 – 2020, PfD assisted 23 pineapple processing and fresh pineapple exporting companies to participate in the national Agri-Finance Trade Fair and regional product fairs in Mali, Senegal and Ivory Coast. Four Beninese fresh fruit exporting companies also participated in the 2020 Fruit Logistica Trade Fair. In 2019 – 2020 pineapple exporters sold \$5,318,282 in value to European markets, and pineapple juice and dried fruit processors sold \$12,826,115 in value.



Display of pineapple juice and dried fruit at the Agri-finance Trade Fair, Calavi, Benin



# SCHOLARSHIP PROGRAM: NIGERIA

## Anne Johnson Memorial Scholarship Program

In August 2014, Partners for Development (PfD) signed a Memorandum of Understanding with Lift Above Poverty Organization (LAPO) to implement a scholarship fund for secondary school girls in Nigeria to honor, Late Ms. Anne Randall Johnson, former employee of Nigeria. This scholarship contributes to improving girl-child education that was dear to Anne's heart. Since inception of AJMSF in 2014 through 2019/2020 school year that was highly disrupted by the covid-19 pandemic, PfD has issued 177 scholarships to girls in junior secondary school. Each scholarship of about \$100 covers a reasonable percentage of a girl's total annual school fees, supplies, and uniforms for a secondary school in Nigeria – these vary widely in Nigeria but would be at least \$200 and up to \$700. PfD envisions an additional 35 scholarships for the 2020-21 school year.



Kano, Kano State



# IMPACT SPOTLIGHT: BENIN

## Producing Organic Fertilizer from Pineapple Waste

Processing pineapple generates considerable waste from peels, crowns and cores. Pineapple processors create tons of pineapple waste, with some being consumed by animals, but most is just thrown out. Mr. Rodolphe Ahotonou is a young agricultural engineer, from Segbedji, a village in the Allada Province, heart of the pineapple farming region. He has developed a method to produce low cost and environmentally friendly pineapple fertilizer from pineapple waste. Mr. Ahotonou won a grant of \$8,500 from PfD's Innovation Fund, part of the PINEX project.

Mr. Ahotonou created a cooperative with six other young agricultural engineers and entrepreneurs, the COVAPtA-Cooperative and with the innovation grant funds, constructed four composters, and a combined storeroom and packhouse. He also purchased a flatback tricycle to transport the fertilizer, and tools such as shovels, forks, rakes, wheelbarrows, and watering cans. It took several months to set up the operation and develop the organic pineapple fertilizer, which combines measured amounts of soil, manure, and pineapple waste into the cement composters, where it turns into fertilizer in about a month.

In October 2019, COVAPtA-Cooperative piloted an initial 500kg with local pineapple farmers, who found the fertilizer effective and at about \$5.00 for a 50kg sack, costs about half of chemical pineapple fertilizer. The organic fertilizer has the added advantage of enriching the soil with increased use. As of December 2020, COVAPtA had produced and sold 90 MT of organic pineapple fertilizer, and for about \$9,000, which Mr. Ahotonou is using part of to expand production.



*Corn crop on the Wara-Gogounou community farm, Northern Benin*



# FINANCIAL HIGHLIGHTS

## Expenses

Total Program Expenses: \$2,738,439  
Management & Administrative Expenses: \$373,492  
Total Expenses: \$3,111,931

## Revenue & Support

Grants: \$1,005,684  
Contributions: \$114,080  
Investments & Interest: \$415,627  
Other: \$27,555  
Total Revenue & Support: \$1,576,826

## Other Adjustments & Net Assets

Exchange Rate (Loss) Gain: (\$31,642)  
Changes in Net Assets: \$1,535,105  
Net Assets at Beginning of Year: \$8,947,559  
Net Assets at End of Year: \$7,394,392\*

*\*From the independently- audited financial statements of Partners for Development as completed by NCheng LLP, New York.*



# SUPPORTING PARTNERS & INDIVIDUALS

## Partners

AmazonSmile • Catholic Relief Services (CRS) • FHI 360 • TechnoServe • The Global Fund to Fight AIDS, Tuberculosis, and Malaria • United States Department of Agriculture (USDA) • United States Agency for International Development (USAID) • World Bank Community Connections Campaign • World Perspective, Inc.

## Individuals

- Lanre Williams-Ayedun
- Steve Hansch
- Damilola Odetola
- Sophal Ear
- Dale Hill
- Anjali Kumar
- Maja Feldman
- Dan Lee
- Juliet & Jack Marrkand
- Joel Montague
- Charlie Sykes
- Fredrick & Mary O'Brien
- Nancy Harris
- Kim Marrkand & Kathleen Henry
- Jennifer Harris
- Christina Gianopulos
- Robert Picciotto
- Rajesh Vasudevan
- Donna Ellis
- Jane Eesley
- Marshall Miller
- Peter Harrold
- Maurice Nsabimana
- Alan McNutt
- Robert McNutt
- Jean Miller Frane
- Jahan Montague
- Jennifer Harris
- Martha Koster
- Scott Otteman
- David Greeley
- Homer & Allison Johnson
- John Deidrick
- John Field
- Prem Garg
- Mercy Niwe
- Christine Kessides
- Oliver Fratzscher
- Daniela Gressani
- Amira and Javed Iqbal
- Shengnan Wang
- Alison Harwood
- Vinod Prakash
- Alexander Shakow
- Robert Liebenthal
- Jeffrey Katz
- Katherine Marshall
- Ilene Photos
- Sarah Sanya
- John Field
- Caitlin Bertsch
- Andrew Gifford
- Gwynn Bradley Garthright
- Peter Kauffmann
- Debra O'toole
- Jennifer Harris
- Steve Briggs
- Jan McDonald
- Roy D Schaumburg Jr.
- JoAnne O'Connor
- Cindy May
- Linda Briggs
- Robert McNutt
- Adun Williams
- Valarie Flax
- Zeljko Bogetic
- Edward JayCox
- Scott Otteman
- Anonymous





## JOIN US

**Thank you to all our partners and supporters who continue to donate and work with us to help vulnerable communities.**

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## OUR OFFICES

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