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ANNUAL REPORT



Bedrija separating leaves and dirt from a fresh collection of wild berries

WORKING WITH VULNERABLE AND UNDERSERVED POPULATIONS IN DEVELOPING COUNTRIES TO IMPROVE THEIR QUALITY OF LIFE

Bedrija Celic and her family of five live 1,500 meters above sea level on top of a mountain in Kozica village, Bosnia. Life on Vranica mountain is very difficult. Bedrija’s family collects and sells wild herbs, mushrooms, berries, and other natural products to make a living. Because of the mountainous terrain, the Celic family has very few options for income generation through agriculture. Her family begins collecting when the snow melts and ends the season with the first snowfall. During each seven-month season her family can earn USD 3000–6000, if they sell all they collect.

PFD has set up stations through a local organization to buy commodities from collectors such as the Celics. Before the buy-off station was established, it was difficult for the collectors to find buyers for their commodities. Bedrija’s family sells the collected commodities to the buy-off station set up by PFD in Voljevac Gornj Vakuf.

Bedrija and her family have endured their share of hardships. Last winter, in middle of the night, their family home burned down due to an electrical fault. Fortunately they escaped unharmed. They rebuilt their house on the same block of land with funds that came solely from the sale of their commodities, and with some help from their neighbors.

Almost all of the inhabitants of Kozica village earn their living from the collection and sale of natural products. And now, thanks to PFD, they have a guaranteed local buyer for their commodities.

TABLE OF CONTENTS

HEALTH	
Cambodia.....	2
Nigeria	4
VETERINARY HEALTH	
Bosnia	7
Cambodia.....	8
AGRICULTURE	
Bosnia	9
Cambodia.....	11
Nigeria	12
SMALL ENTERPRISE DEVELOPMENT	
Bosnia	14
Nigeria	15
CONDENSED FINANCIAL STATEMENT	16

In the past year, the world has experienced a tsunami, numerous earthquakes, floods, hurricanes, and pandemic diseases. The devastation seems overwhelming. What can any one person or organization do? For fifteen years, Partners for Development has earned a reputation helping people rebuild and improve their quality of life *long after* the outside world's attention has shifted elsewhere.

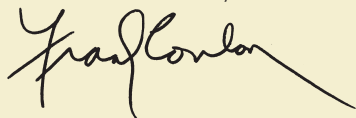
In this report, you will read about some truly inspirational people. With PFD's help, their lives are better. Incomes are greater. People will live longer.

In the years ahead, PFD plans to grow and expand in a logical way that builds on lessons learned. Our participatory approach has been particularly successful at the community level in underserved or remote areas. There are places in the world where needs are great, but the spotlight of the world's attention has faded.

In the words of PFD Chairman, Charles Sykes: "PFD re-affirms its commitment to: (1) reaching poor communities and remote areas that have little infrastructure and few resources, (2) promoting local participation in designing and implementing public programs by building self-confidence and strengthening organizational capability among low-income people, (3) operating at low cost, and (4) identifying local needs, building upon existing resources, and transferring appropriate, low-cost technologies developed successfully elsewhere."

We are thankful for the support of our donors, field and headquarters staff, and our board of trustees. We continue to be inspired by our partners in Bosnia, Cambodia, and Nigeria. We look forward to building a better future together with them.

After all, we are truly Partners for Development.



Frank Conlon
Executive Director



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HEALTH

BRIDGING THE GAP

BETWEEN DEMAND

AND SUPPLY FOR

HEALTH SERVICES

CAMBODIA

In Cambodia, Partners for Development (PFD) implements an integrated primary health care program designed to bridge the gap between the formal public health system and communities through the provision of a comprehensive package of health services. **Spien Sokhaphheap (SSP)**, or **Bridges for Health**, funded by USAID, is based on a grassroots model where the community participates in a process to assess and prioritize health needs together. Village Health Volunteers (VHVs) and Community-Based Distribution agents (CBDs) form the backbone of the program and the link between the formal health system and the community. The VHVs and CBDs are selected by the community, trained by government health staff and PFD, and supervised and supported by the provincial health center.

The SSP program offers full geographical coverage in Kratie and Koh Kong provinces and includes projects on child survival, safe motherhood, malaria, dengue, HIV/AIDS, reproductive health, family planning, and nutrition.

The Child Survival Project, funded by USAID, is designed to reduce the morbidity and mortality of children under age five via interventions focusing on preventing diarrhea, reducing malnutrition, and increasing immunization coverage and breastfeeding.

HAK SOUEN'S STORY

Hak Souen and Kong Pou live in Thmey village in Sre Ambel with their two children. One of their children, Pou Sean, was severely malnourished at 2½ years old. Hak Souen shares her story:

"I never received health information, or knew anything about health care for my children. But since the VHVs were selected in our village and trained by PFD, I have always been involved with their health education activities. I now know about the signs and prevention of diarrhea, Vitamin A deficiency, malnutrition, and malaria. They also taught me about breastfeeding. In the past I had no idea how to take care of my child whenever she got sick. I always bought medicine from a local store and spent a lot of money on treatment. Honestly, in the past, I only fed her porridge and added sugar or MSG, and my child got very thin. She got sick almost every month.

After the VHV weighed my child for the first time, we found that she was severely malnourished. We joined the HEARTH program that started in my village, and my daughter started getting nutritious food. Recently, she was weighed again, and she has gained weight. I think this is because she eats well-prepared food, using vegetables, something I had never given to my child to eat before. During the NERP activities I always learn new things about preparing food. Now my daughter does not get sick as often as before the NERP, and she does not cry as much. I also don't spend much money on medicines. I now know that if we eat food that is properly prepared, my child will stay healthy. I am going to use this new knowledge for my next child as well."

Krus Kumru L'ol, the Family Nutrition Project, funded by USAID, the Canadian International Development Agency, and GTZ, is an innovative health project designed to improve the nutritional status of children under the age of five through community education and rehabilitation using the **Hearth**

Model. The Hearth Model, implemented in villages with significantly high rates of malnutrition, uses a positive deviance approach that rehabilitates malnourished children. VHVs conduct regular health sessions and household visits to educate mothers on nutrition using storytelling, drama, Information,



Education, and Communication (IEC) materials, and the **Nutrition Education Rehabilitation Program (NERP)**. NERP is a 10-day program to educate mothers on the rehabilitation of malnourished children, and the preparation of high-nutrient meals.

The School Health Education project, funded by USAID and the Australian Agency for International Development, strengthens local capacity in primary schools to deliver basic health and hygiene messages through the child-to-child education methodology. Primary school teachers are trained in a curriculum based on the most important health issues within the community, and they in turn, instruct the school children who share their knowledge with their friends, families, and communities.

Teachers are also trained in drama skills so that children can communicate with their peers and communities using innovative and entertaining channels.

The Malaria Prevention Program, funded by USAID and the Global Fund for AIDS, Tuberculosis, and Malaria, focuses on building community awareness and self-help in malaria prevention, and the distribution of insecticide-impregnated bednets. VHV's educate their communities on the signs, symptoms and transmission of malaria, where to go for prompt treatment, and the importance of using and re-impregnating insecticide treated bednets and hammock nets. The VHV's also serve as distributors for the bednets and hammock nets.

The Youth Reproductive Health Program, funded by UNFPA, addresses the needs of young adults through several innovative initiatives in Kratie province. Four Youth Resource Centers are being developed and equipped with a wide variety of IEC materials for young people of all literacy levels. Each resource center is staffed with professional counselors with whom youths may consult, or receive a referral to other treatment centers without worrying about confidentiality. PFD also trains health staff and secondary school teachers in youth reproductive health issues to help improve their services and create sensitivity towards young peoples' needs. Through this program, young people conduct outreach to promote their health issues by participating in a Youth Club. After a week-long training course, the youth team

leaders work with teachers and health center staff, to design training school curricula that they deem most appropriate and effective for their peers.

PFD works closely with Provincial Health Departments (PHD) to strengthen Cambodian health systems and services at many levels. PFD staff provides support to health centers through on-the-job training, in-service training, general health center management, and administrative tasks.

In Cambodia, PFD has developed a wide network of VHV's, CBDs, Influential Male Educators (IMEs), and Traditional Birth Attendants (TBAs), who reach very remote and underserved populations. VHV's serve as community health educators, and are trained to educate communities in a wide range



“LUCKY DRAW” INITIATIVE SPOTLIGHTS MALARIA EDUCATION

The PFD Malaria Team launched an innovative program called the ‘lucky draw’ in the Svay Chreas Health Center catchment area to generate malaria consciousness. When a person in the community becomes ill, they contact their VHV who determines whether the sick person needs to be referred to the clinic. If so, a referral ticket is issued. The referral ticket has three stubs—one for the VHV’s file, one for the Health Center, and one for the patient. After the Health Center staff treats the patient, they drop one ticket stub into a raffle box, and give the last stub to the patient. On the day of the lucky draw, a few stubs are drawn from the raffle box at random. The person whose ticket is drawn is asked a question about malaria. If they answer the question correctly, they win a prize packet, which includes insecticide-treated nets, insecticide, a hammock net, and IEC materials. The lucky draw has resulted in a significant increase in referral of suspected cases of malaria.



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PROFILE OF A PROUD VHV

Mrs. Nub Houng is 43 years old and has been working as a VHV in Phum Thmey Village. She says, with a smile on her face, "Phum Thmey is my village. The children in my village used to get sick with diarrhea all the time. No one did anything to help them. People in my village do not believe in the health center. It is too far from our village, and most people do not have the money to rent a boat.

Since I got my training and became a VHV, I have been helping the mothers by educating them on diarrhea prevention and other important child

health issues. When I first started as a VHV, no one would listen to me and it was difficult for me to convince the mothers. But I was persistent and followed them!

When the fishing boats came to the port and the villagers gathered in small groups to peel crabs, I tried to talk with them. Some of them were interested in listening to me. They asked me many questions about diarrhea. I would always say, it is very simple, you don't need to buy medicine, you can give your children homemade medicine or ORS for diarrhea. I showed them the ORS packet and how to prepare the fluid. One mother brought her child who was having diarrhea so I diluted ORS in one liter of water and gave it to the child. The child became much better. After that all the villagers paid more attention to my sessions and now follow my advice. I am very happy and proud to be a VHV because I can help children in my village."

Mrs. Nub Houng is also responsible for educating the community about hygiene and keeping the environment clean. She has joined the 'Trash Collection team', which is an active and important part of the community.

of health issues. CBD agents are volunteers from the community who focus on reproductive health, family planning, and HIV/AIDS issues. They distribute condoms and pills, educate communities on sexually transmitted

infections and HIV/AIDS, and refer patients to the health center. Until recently, all CBD agents were female, however more male CBDs are being recruited and trained.

IMEs are males who are credible and influential within their community, and are likely to influence the behavior of other men. Currently, IMEs include karaoke shop owners, motodup drivers, barbers, and Acha Wats (pagoda leaders). IMEs educate males in their communities on HIV prevention, encourage voluntary testing, and work to reduce stigma and discrimination associated with HIV/AIDS.

NIGERIA

In Nigeria, PFD implements health projects that are integrated with the agriculture and small enterprise development sectors in order to maximize reach. PFD's health projects in Nigeria currently focus on reproductive health and HIV/AIDS. Through partner NGOs, PFD works on increasing awareness of reproductive health and HIV/AIDS among community members, and on strengthening the availability and accessibility of basic health care in remote villages in Bauchi, Benue, and Nasarawa states.

The Reproductive Health Through Women's Micro-Credit Networks

project, funded by the Packard Foundation, seeks to improve the quality of life of women of reproductive age through enhanced access to family planning and HIV/AIDS prevention services. The project's primary strategy is to integrate reproductive health activities into micro-credit programs to increase knowledge and use of family planning among the micro-credit network members and their peers.

The Care, Support, and Nutrition for People Living with HIV/AIDS Project, funded by USDA, and the Community Home-Based Care for People Living with HIV/AIDS Project, funded by the

World Bank through the National Action Committee on AIDS, are designed to improve health care for HIV/AIDS-affected individuals and their families. PFD implements activities through local partners by building their capacity to provide training to health care providers and voluntary care-givers. PFD also provides support through the provision of food supplements, drugs, and training in skills acquisition.

PFD's Community Based Distribution of Family Planning Commodities and Services project, funded by USDA,

improves the quality of and access to contraceptives and family planning services. PFD trains partner NGO staff in reproductive health issues, including family planning and HIV/AIDS. NGO staff, through the step-down training, train clinic staff, health workers, Community-Based Distributors (CBDs), and male motivators on reproductive health issues. This process builds a network of health-care provider and outreach workers who make reproductive health more accessible for women in remote villages.

Male Motivators and CBDs distribute contraceptives and reproductive health information within their local communities and micro-credit groups. They can also refer clients to a health clinic if they need more intrusive family





IMPROVING THE QUALITY OF LIFE FOR PEOPLE LIVING WITH HIV/AIDS

PFD NGO partners have sensitized almost 500 community leaders in Benue, Bauchi, and Nasarawa states to advocate support for People Living with HIV/AIDS (PLWHA). This has created an enabling environment for PLWHAs, fostering the formation of more networks and support groups, with more PLWHAs and Orphans and Vulnerable Children (OVCs) joining them. Volunteer caregivers who conduct outreach and implement the home-based care for PLWHAs are also becoming more involved. More volunteer caregivers have enlisted, and some have integrated income-generation activities for support groups so that PLWHAs can sustain themselves and their families. Some support groups have assimilated the AIDS orphans, and one volunteer caregiver has enrolled orphans into his school without a fee. He trains out-of-school orphans, who have passed secondary school, in income-generating activities such as tie-dye, Vaseline/pomade making, perfume and soap making, and in computers.

PFD is complementing these activities through the provision of micro-credit to these groups. One community leader was so impressed with the success of PFD programs in other communities, that he donated a piece of land to PLWHAs in Gidan Buba for a community farm. Communities where PFD programs are not being implemented have approached staff requesting the establishment of similar programs, particularly PLWHAs and OVC activities, in their communities.

planning methods, or additional services. PFD provides CDBs and male motivators with a kit that includes IEC materials and contraceptives for use during counseling sessions, and replenishes them as necessary.

PFD has been working to strengthen the capacity of local clinics to provide more extensive services than those provided by the CBDs. PFD, through partner NGOs, trains health clinic staff on various health topics including counseling, the provision of injectable contraceptives and intra-uterine contraceptive devices, syndromic management of sexually transmitted infections, and commodity management, to ensure a constant supply of contraceptives. PFD also supplies the clinics with basic equipment and commodities.

Volunteer Care Givers (VCGs) are community members or health workers that volunteer to work with PLWHAs and support groups to improve their health care. VCGs are trained through PFD's partner NGOs in counseling, psycho-social support, home-based care, food demonstration, nutrition, care of opportunistic infections, and formation of support groups. Most recently, PFD has been training VCGs in income-generation activities for PLWHAs.

COMMUNITY-BASED DISTRIBUTORS ARE CHANGING LIVES



"The CBD training has benefited me in many ways. Before the training, I did not know much about women's hygiene or family planning. But now, after the training, I have

gained so much experience. I've learned how to help other women take care of themselves and to look after their family. I even teach them to use family planning drugs! I met one woman whose husband would not allow her to take the family planning drugs. I told her if she continued to bear children it would affect her health and she wouldn't have enough money to take care of them. I told her to go to the hospital for check-up and then I gave her the family planning drugs. I was able to convince her at the end of the day and she was able to convince her husband too! She told him that if she had more children she wouldn't be able to take care of them or educate them."



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A PERSONAL AND PUBLIC BATTLE AGAINST HIV/AIDS



"I was born in Doma, Nasarawa in 1969. After completing secondary school, I became a community health extension worker, but couldn't get a job with the government. So I went to a seminary in Jos and got my diploma from the Church of Christ. After I graduated, I came back to my village to teach the Gospel. After a few years, I strayed, and ran away to Keffi where I entered into sin. Soon after, I began to feel very sick. In 1991, I decided to go for HIV screening. I tested positive. I could not accept the result.

By 2000, I had sold all my possessions to save my health. I had already spent a lot of money on treatment. I was emaciated and looked like a skeleton. In 2002, I decided to confirm my HIV test. I tested positive again. I had four children and a wife and I told them that I was going back to my hometown to die.

I met my friend in Doma and told him my status. He counseled me and suggested that we look for other PLWHAs and start a group. We met three more people and decided to start a group called "Nasara" which means victory. From then on, we started mobilizing the community. We went from one street to another and called people. We did concerts and talked with people about HIV. In 2003, we went to the local government chairman to ask for support and he promised to work with us.

We have had workshops for the members on HIV/AIDS and development, positive living, and nutritional training. We also have a work plan to engage three communities that we have identified. We have 10 resource persons in each of the three communities. The resource persons visit the community and talk with them about HIV. They create awareness and identify PLWHAs.

I learned about PFD through CENPERD NGO. PFD supports CENPERD to help us with drugs, food supplements, training on food nutrition, skills acquisition, and other donations. It is because of the support from PFD and CENPERD that I decided to create a movement—a network of PLWHAs called NASNET. We have eight support groups in Nasarawa and we oversee all of them. However, we have many challenges. We need more drugs, food supplements, and funds. The rate of mortality in the group is very high—13 people have already died. But I'm ready to work, work, and work to fight HIV until I die—I will never die of HIV until my last day comes!"

—Alex (PLWHA, President of the Nasara support group)





The past decade has clearly shown us that human health is inextricably linked to animal health. Numerous diseases including the Avian Flu can be transmitted from animals to humans. PFD is striving to do its part at the community level, to help in the prevention of such outbreaks.

BOSNIA

PFD's **National Quarantine Station Project (NQSP)**, funded by the USDA, seeks to build the capacity of the public veterinary sector in Bosnia at the state level. PFD is working with the State Veterinary Office (SVO) to build the capacity of Border Inspection Posts (BIPs) to monitor and control imports of animals and animal products. BIPs, as well as the Border Veterinary Inspectors (BVIs), as public operators, constitute a very important sector of the public veterinary services. They represent the public health and safety system, and are responsible for livestock trade between Bosnia and commercial partner countries. As the first and last line of control, they are responsible for recording the import, export, and movement of all animals, animal products, medications, and biological materials. They are also required to conduct clinical and physical checks on all products and livestock, including sending samples to veterinary laboratories. These processes facilitate data collection

VETERINARY HEALTH

PROTECTING

HUMAN HEALTH

BY MONITORING

AND ENSURING

ANIMAL HEALTH



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on trade, which is critical for potential investors and donors interested in livestock development.

Bosnia imports a large quantity of animals and animal products. Due to a lack of standardization in regulations governing animal border inspection, lack of training for BVIs, lack of proper equipment, and poor facilities, there is a greater risk that sick or infected animals will be imported into Bosnia. This in turn has a risk of infecting human and animal populations, which in turn affect incomes at the farmer level.

The NQSP helps develop new regulations, improve infrastructure, and provide training to BVIs. Through the upgrading of the BIPs and procedures, inspectors are able to follow a standard operating procedure, and report incidence of disease. Upgraded BIPs also enable veterinary inspectors to communicate information about suspect consignments to other inspection posts.

The NQSP and SVO working group has drafted a veterinary BIP manual for operators. This manual serves to define BIP activities at the national and international levels and provide consistent guidelines for all BVIs. The use of this manual also assures traders that international standards and regulations are being met at the BIPs.

The NQSP has created a specific web site: www.nqsp.ba that provides information and updates on the veterinary border control reform. It also allows, through an on-line intranet forum, discussion between veterinary inspectors and stakeholders. The project information section is important because it informs national veterinarians, educational institutions, members of the international community, or any other person or agency involved in the movement of animals in Bosnia. The site is written in the local language, Serbo-Croatian, and English.

CAMBODIA

PFD's USDA-funded Agricultural Development Program in Cambodia includes a veterinary health component that is designed to improve household income and food security. PFD works to improve veterinary services at the local level by introducing better breeding stock and improved animal husbandry techniques in the communities.

PFD has trained Village Animal Health Workers (VAHWs) in basic animal health care and immunization. The VAHWs work within their communities



to train farmers on pig raising and breeding, and proper animal nutrition. PFD has also facilitated the establishment of VAHW Associations and provided training on management and marketing, immunization, sourcing medicines and supplies, and other relevant topics. As a result, access to veterinary services among the communities has increased by almost 80 percent.

Family and community pig raising and breeding programs complement the VAHW effort to improve household income and upgrade the genetic stock of breeding animals. Three community pig breeding operations provide high quality breeding pigs and serve as focal points for training and technical support.

The anticipated impact of PFD's veterinary program on the private sector in Cambodia include an increase in demand for high quality commercial feed, medicines, and vaccines as a result of improved animal husbandry within the communities. It is also anticipated that higher profits from swine production will stimulate demand for additional and replacement piglets of good genetic stock from private breeders.



BOSNIA

PFD implements a USDA-funded **Integrated Agricultural Development Program** (IADP) in the Upper Vrbas region of Central Bosnia, an area that was severely impacted by the war. This program addresses different aspects of agricultural development in Bosnia, including building the capacity of small farmers' associations, improving access to agricultural information, and supporting the development of agricultural policy.

PFD has been supporting the development of an **Independent Farmers' Association** (IFA), a multi-ethnic, agriculture producers association. The association currently has over 200 members, and a voluntary management board. The IFA, through support from PFD, has made significant contributions to strengthening local, private agricultural entities in the Upper Vrbas region. The IFA has organized individual farmers for joint purchasing of inputs, and marketing of produce, and developed market linkages with successful private Bosnian food processing companies. The joint purchasing of farm inputs brings IFA members together to purchase farm material so that they can reduce their costs. A recent evaluation found that IFA members who used the joint purchasing program saved as much as 30% on their farm inputs.

IFA – HELPING RESTART A CAREER

Ekrem Duranovic is married with three children, and lives in the Jajce valley. Ekrem has been a member of the IFA since the very beginning. He has participated in the IFA's joint procurement activities and sees the development of a producers' organization as the only possible way to enhance agricultural production and marketing in Bosnia.

Prior to the war, Ekrem was employed at the aluminum factory in Jajce. Like many other people in war-torn Bosnia, Ekrem was left unemployed because his factory was destroyed in 1992. Ekrem and his family were forced to leave their home during the Bosnian conflict. They returned in 1995 and found their house destroyed. It took years to reconstruct and repair the house, but the family didn't lose hope. During these difficult years, Ekrem's former factory began operating but there was no place for Ekrem any more. They preferred to employ younger workers despite their lack of experience. Today, Ekrem is nearing his sixties and is still too young for retirement.

As an IFA member, Ekrem learned about the raspberry cultivation program and decided to participate. During fall of 2004, Ekrem took out a raspberry cultivation loan and planted one dunum (0.1 hectares) of raspberries. This is a trial period for now and as Ekrem says, "If this goes well, next year I will double it. I am also ready to participate in any other organized cultivation and sale that PFD and the IFA organizes." In 2004, Ekrem purchased 85 plum trees through the IFA's joint procurement program. Previously the area of Jajce was famous for producing plums. During the war however, most of the orchards became infected with various diseases because of inattention. Ekrem feels that starting fresh is the best approach, and has decided to try raspberry cultivation and establish a brand new plum orchard.



AGRICULTURE

EMPOWERING SMALL
FARMERS AND LINKING
THEM TO MARKETS



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MAKING A SUCCESSFUL LIVING OFF THE LAND

Alija Medic is an IFA member from Donji Vakuf. He is the father of two boys. Prior to the war in Bosnia, Alija worked as a policeman in Donji Vakuf, and his wife worked for a local plaster factory. Their monthly income was enough for a solid Bosnian family. Alija enjoyed collecting

medicinal herbs and bee keeping as a hobby. During the war Alija and his family were forced to leave their house in Donji Vakuf.

They returned to Donji Vakuf in late 1995, and Alija got his old job back at the local police station. In 1997, Alija had to go into early retirement because of reorganization of the police force in accordance with the European standards. "You cannot do much with a 250 KM monthly pension. That is not enough even for food. My one son is in the final grade of high school and the other is at university. We need money for their education! Believe me, I feel very bad as a father who has two sons that are excellent students, and I cannot provide school books for them."

In 2003, PFD and the IFA organized a buy-off program. A buy-off station was established in Donji Vakuf for medicinal herbs, mushrooms, and natural products. Alija recognized the buy-off program as a good opportunity for the improvement of his financial situation and immediately started with the collection of medicinal herbs, mushrooms, and natural products. He has become certified for organic collection in accordance with international standards through the PFD/IFA buy-off station in Donji Vakuf. "I am aware that I cannot get rich through the collection of medicinal herbs but this helps me to send my eldest son to university," says Alija showing the yellow chanterelle mushrooms. During the month of May, Alija collected almost 4,000 kg of ramson (wild garlic) and earned more than 1,000 KM, which is four times more than his small monthly pension. Currently, the PFD/IFA buy-off stations are buying off yellow chanterelle mushrooms and wild strawberries, and Alija is already collecting from the grassy hills. He knows the best locations to find various species of medicinal herbs. "This region is rich with many species of medicinal herbs, mushrooms and natural products. It is not polluted, and we have a guaranteed buyer. So what is missing? Work, and more work," says Alija.

Last year, Alija took out an agricultural loan from the PFD/IFA open credit line and invested in bee keeping, his second hobby. The first batches of honey are already being sold at the local market, so this year Alija is planning on sending his younger son to university.

The **Organized Cultivation of Raspberries** and **Herbs and Natural Products**

projects are supported by PFD and the IFA, through the provision of credit, agricultural information, technical assistance, and the creation of partnerships with Bosnian commercial agro-processing companies. The IFA has established a partnership with Klas, a private Bosnian company, to buy the cultivated raspberries for the next ten years at a guaranteed minimum price. Raspberries are considered a high value product because the Bosnian climate and the land requirements for raspberry production are ideal for small landholders. The IFA commercial office has established buy-off stations for these products so that purchasing, handling, and transport can be better coordinated.

The IFA has partnerships with ten additional buyers for the wild herbs and natural products (honey, mushrooms, crabapples, berries). The herb buy-off program has received approval for the first step of organic certification of wild grown herbs through KRAV (a Swedish organic certification company). Organic certification will make it possible to receive higher prices for the wild-grown herbs. The IFA commercial office has also linked the buy-off stations to herb driers. This linkage increases the value of wild herbs and natural products from four to ten times the price for fresh products.

PFD's **Agricultural Information Program** implemented through the IFA, supports activities to increase access to technical agricultural information. Information activities range from conferences to brochures on various topics. PFD supported the development of posters and brochures to represent the Bosnian medicinal herbs and natural products sector, and the IFA, for presentation at the BioFach 2005 fair in Nuremburg, Germany. The BioFach fair is one of the major organic trade fairs in the world.

PFD, USAID's Linking Agriculture Producers to Markets Project, and the Foreign Trade Chamber of Bosnia and Herzegovina, signed a memorandum of understanding to develop a directory of companies in the mushroom sector in Bosnia. This directory will list information on the most important producers' organizations, as well as processors in the sector and their products and services. The directory will be an important tool in the coordination and international promotion of the mushroom sector in Bosnia.

The **Agricultural Policy and Institutional Support** program builds the capacity, accountability, and transparency of the four municipalities in the Upper Vrbas region where the IFA operates. The project improves the linkage between the municipalities and producers' organizations in order to help develop policies and support that are beneficial to the agriculture sector.





CAMBODIA

Cambodia's **Agricultural Development Program**, funded by the USDA, strives to further increase agricultural productivity of smallholder farmers, improve family nutrition, strengthen the formal extension system, and increase access to markets by supporting and establishing a Farmers' Association.

The Agriculture Development Program is being implemented in three heavily agriculture-dependent provinces, Kratie, Koh Kong, and Stung Treng, where two-thirds of the workforce is involved in agriculture. These provinces are underserved by government agricultural institutions, and have little to no involvement by other donor-supported agriculture programs. As a result, Kratie, Koh Kong, and Stung Treng provinces have insufficient access to high quality seed, fertilizer, breeding stock, animal feed and medicines, agricultural extension services, and market information.

PFD's Agriculture Development Program works to increase agricultural productivity, household income, and food security through improved rice production and husbandry techniques. PFD introduces proven new varieties of rice and improved cultivation techniques in privately-managed demonstration plots. Agriculture extension agents provide technical support to the participating farmers. To complement the demonstration plots, PFD implements a rice seed production program. As demand for improved varieties increases, capable private farmers are identified and advised on how to grow high quality seed that can be sold to farmers through private channels. PFD also supports the agricultural extension service to conduct Integrated Pest Management in field schools in 50 communities. Each field school trains up to 30 farmers in effective methods of controlling insects, rats, and other infestations.

As part of the Agriculture Development Program, PFD works to improve family nutrition through household vegetable gardening. These interventions are designed to reduce micronutrient deficiency and increase household income. The core of the effort involves training on the growth of nutritious, locally available vegetables, proper use of compost and pesticides, and seed production. Approximately 30 gardens have been established in each participating community (over 1900 total). A smaller number of families (one or two per community) are supported to develop "model" gardens to grow seeds

and vegetables to sell to the community. This activity also serves as an example of how to use gardening as an income-generating activity. To complement gardening, PFD trains Village Health Volunteers to conduct community nutrition education. The nutrition education effort is closely linked with PFD's community-based health program activities.

Effective agricultural extension is critical to the Agriculture Development Program, and to reviving Cambodia's agricultural economy. PFD provides support to provincial and national level

institutions to promote technically stronger, better-managed, and more highly motivated services.

At the provincial level, PFD focuses on building capacity within the Department of Agriculture's Office of Agricultural Extension and Office of Animal Health and Production. Support includes guidance on office administration and management, assistance in preparing work plans and reports, and offering opportunities for motivated staff to attend training to improve outreach and agricultural skills.



PARTNERS for
DEVELOPMENT

At the national level, PFD supports the University of Tropical Agriculture (UTA) by equipping and constructing a much needed feedstuff analysis laboratory, and additional classroom space. In addition, PFD promotes linkages between UTA research and USDA-supported field programs. PFD also supports selected provincial extension agents, local farmers, and animal producers from the field to enroll in UTA courses.

Physical isolation and poor access to market information are significant barriers to improving the strength of Cambodia's private agricultural sector. To help overcome these barriers, PFD is helping to establish 24 Farmers' Associations. The Associations, each comprising approximately 60 farmers, receive management, technical, and marketing information through agricultural extension agents. The objective is to increase farmers' understanding of the market system and to increase their collective power in commodity sales and in purchase of inputs.

NIGERIA

The USDA-funded **Agricultural Marketing Support Program** is being implemented in Benue and Nasarawa states, regions that are highly dependent on agriculture. This program seeks to increase household economic, health, and food security through micro-credit activities, strengthen NGOs, provide



BUILDING SKILLS AND SUSTAINABLE ACCESS

PFD-trained Community Development Committee members are now involved in training other community members on road maintenance. Approximately 34 members of Boher community, who were trained in post construction maintenance, are now able to conduct small repairs on the road. Young men in the community have acquired skills on basic construction techniques such as carpentry, iron bending, and masonry work. This will help ensure self-reliance, and improve their income-generation capabilities.

agricultural training and support, and improve access to agricultural markets by upgrading feeder roads.

Many farmers in the region are isolated, and therefore remain vulnerable to monopolistic traders because of the lack of transportation and roads. In response, PFD works through local communities to improve access to markets for agricultural produce. Local partner NGOs approach PFD after identifying communities that require access to markets. PFD, in collaboration with Local Government Authorities, provides technical assistance and materials to build or improve an access road or bridge. Contractors are hired for the larger projects, and the community provides labor. PFD helps to ensure that infrastructure improvement projects can be sustained, maintained, and replicated by offering training to local partners in management and maintenance. This collaborative process promotes community buy-in and ownership, and ensures that the roads or bridges will be maintained.

The Agricultural Marketing Support Program also works to strengthen and support the capacity of agricultural communities to understand and work with market forces, through the provision of farmer education focusing on literacy and numeric skills. PFD trains community volunteers to become Agriculture Extension Agents (AEAs) and develops training materials in local languages. Activities to improve





BUSINESS FLOURISHES ALONG IMPROVED ROAD

As a result of the improved Oju-Obusa road in Benue state, on market days, about 20 vehicles use this road per hour compared to three vehicles prior to the road rehabilitation. Joebe, a groundnut seller, who resides in AINU community, noted that she now transports 10 bags (50 kg each) of groundnuts to Obusa market whereas previously she could only transport two bags. She has experienced improved turnover on groundnut sales, and profits, which has enabled her to pay the children's school fees, and purchase more farm inputs such as fertilizers and seedlings. There is a business boom for local motorcycle taxis called 'okadas.' This has created many job opportunities for residents, and provides better transportation services for the residents.

farmers' skills include AEA visits, inter-state exchange visits among farmers to view successful agricultural initiatives, and farmer education classes. AEAs educate farmers on crop production, food processing, and other agricultural techniques.

Food security forms another component of the Agricultural Marketing Support Program. PFD works to improve food security by promoting food processing and preservation activities for crops such as cassava, tomatoes, and pepper. PFD supports farmers' groups and assists them in establishing food processing and preservation centers in collaboration with state agricultural development programs. These efforts help reduce post-harvest wastage, help ensure food security, and enhance the agricultural-based economies.

PFD works with the local community to build community market warehouses and shelters to preserve the food. The community contributes in the form of labor and provision of wood and local materials, while PFD funds other building materials such as cement reinforcing rods, and roofing sheets. The community members manage the facility, and maintenance costs are covered through income generated from the use of the facilities by the community members. The warehouses provide storage facilities for traders, who are mostly women, and at the same time, protect them from both the heat of the sun and rains.



IMPROVED ACCESS LEADS TO HIGHER INCOMES

Sarah, a tomato seller in Boher community in Nasarawa state, noted that her transportation costs had been reduced by 50 percent since the construction of the road. Before the road existed, it would take her one hour to travel to Akwanga market (a 25 kilometer journey), at a cost of 100 Naira. Now, she stands in front of her house to catch a bus that takes about 15 minutes to get to the market, and pays only 50 Naira. Craftsmen in Boher community stated there is increased patronage from neighboring villages for farming tools (hoes, sickles, cutlasses).



PARTNERS for
DEVELOPMENT

SMALL ENTERPRISE DEVELOPMENT

CREATING ACCESS TO

CREDIT TO BUILD

SUSTAINABLE

LIVELIHOODS

BOSNIA

PFD implements a credit program as a part of the USDA-funded **Integrated Agricultural Development Program** (IADP) in Central Bosnia. PFD works in partnership with a local Bosnian bank (UPI Bank) to improve farmers' access to credit.

Credit is made available to the members of the **Independent Farmers' Association** (IFA) to support joint purchasing and other agricultural activities. UPI Bank administers the credit line to members of the IFA. To administer the loan fund widely, UPI Bank has opened a branch in Bugojno, where most of PFD's agricultural projects are being implemented. Through this credit program, revolving loans are made available to IFA members to support the development of agriculture activities. IFA members have used this credit to purchase machinery, grain milling equipment, animal fodder, cows for dairy farms, support for bee keeping and other sectors such as vegetable production, herb and spice collection, land expansion, and other income generating activities.



IFA'S YOUNGEST MEMBER PURSUES HIS DREAMS

Muhamed Abazovic is the IFA's youngest member. He was born in 1982 and completed his education in the year 2000. He has been an active member of the IFA since 2001. An electro-technician by trade, Muhamed enrolled at the University of Agriculture this year in order to obtain a degree in agronomy.

Muhamed does not own any land. Because of his interest in agriculture, he leases six hectares of land so that he can produce various products such as onions, potatoes, corn, and grain. "The majority of young people in Bosnia depend on pocket money from their parents and cannot afford to study at the university. I can now afford to enroll at the university due to the production and sale of my commodities. Thanks to PFD and the IFA, I regularly participate in the joint procurement activities that are available through credit. I purchase the repro-materials at lower prices, with guaranteed quality. This year I am harvesting and packing between 15 to 20 tons of onions, I expect to have 30 to 40 tons of potatoes, and a few of tons of corn. All of this wouldn't be possible if I wasn't able to access a long-term loan for the purchase of a tractor through the PFD/IFA open credit line. I must admit that I still don't have the attachments for my tractor and I am borrowing them, but I do expect to upgrade my machinery through the sale of my products. To produce, cultivate, and sell such enormous amounts of commodities, one really must have the appropriate machinery. I have also received enormous support from my father who is an agronomist. In a few years, I expect to be totally independent once I complete my degree and have more field experience. The war in Bosnia totally destroyed the industry and economy. I really see nothing else that is more appropriate than production of food. No matter how young or old one is, people must produce and market food," says Muhamed.



NIGERIA

In Nigeria, PFD is helping to break the vicious cycle of poverty by increasing access to credit for those unable to get loans through commercial banks—either due to a lack of collateral or because their credit needs are too small to be attractive to the traditional commercial market. PFD's Small Enterprise Development project, funded by the USDA, increases annual income among poor farming households through the provision of micro-loans primarily for women engaged in petty trading activities, and small loans for agricultural enterprise activities.

SMALL LOANS, BIG GAINS

Rebecca Godwin trades in grain, corn, and millet, which she resells at a profit. This business has really helped her. She participates in the PFD-supported micro-credit through women's reproductive health networks program. She is now at the 4th stage of her loan. Prior to the loan, she was trading in the same commodities, but the volume was very low. The loan has enabled her to buy and sell more commodities and Rebecca has managed to build her loan capital. She has even bought a bicycle that helps her transport her goods to the market. From this money, she was also able to support her son to get a job in southern Nigeria.

Examples of agricultural activities that benefit from the credit program include smoking fish, drying spices, producing sorghum, making yam and cassava chips, milling rice, processing cassava, and making traditional drinks out of soy beans and millet.

The credit program is implemented through local NGOs who are trained in credit methodologies. PFD provides partner NGOs with seed money for loan capital and operational costs with the goal of the NGOs becoming



self-sufficient with income from the revolving loan fund. PFD is also working with a network of organizations to integrate health education components into existing credit and small enterprise development programming, and to establish links between borrowers and appropriate healthcare providers.

The credit program design is based on the Grameen Bank model using group-lending approaches to micro-credit. The average individual micro-credit loan is \$50–\$60 and borrowers can graduate to micro-loans, which range between \$75–\$200. Small loans, which are made to solidarity groups of five women, range between \$1000–\$2500. PFD requires the groups to deposit 10 percent of the loan amount with the NGO recipient agency before they receive the loan. Collateral remains in the form of a group guarantee—if one member of the group defaults, the others are obligated to pay or their required savings to participate in the program are withheld until repayment is made. Interest rates on the loans are market-based and range, on average, between 15 and 18 percent.

PFD has also set aside a block of \$50,000 which it will use to apply the lessons learned from previous grants, in implementing micro-credit for People Living with HIV/AIDS (PLWHA). Appropriate methodologies will be developed, based on discussion with current partners and support groups who have displayed a high level of commitment and capacities to implement this innovative program.



RADIO REPAIR MAN EXPANDS AND TEACHES HIS TRADE

Moshi Joshua Ajeh is a radio repair man. He rides a hand-driven wheelchair due to his handicap. He is one of the few men who participates in PFD's micro-credit program. Moshi used to fix radios before he got a loan, but it was at a very small scale. After he got the loan, he was able to expand and buy new tools. Now his business has expanded, he has more customers, and he has re-stocked more equipment. Moshi dubs and records tapes as well. As a result of the expansion, he even buys tapes and CDs to sell to his customers. He has been so successful that he is teaching the trade to four apprentices!



CONDENSED FINANCIAL STATEMENT

JANUARY – DECEMBER 2004

REVENUE AND SUPPORT

Grants and Contributions	\$3,544,409
In-Kind Contributions	191,322
Interest	310,947
Other	<u>35,471</u>
Total Revenue and Support	4,082,149

EXPENSES

General and Administrative	420,454
Programs	
Bosnia and Herzegovina	1,760,427
Cambodia	1,517,625
Nigeria	<u>1,655,236</u>
Total Expenses	5,353,742
Changes in Net Assets Before Other Items	(1,271,593)

OTHER ITEMS

Exchange Rate Gain	<u>553,875</u>
Changes in Net Assets	(717,718)
Net Assets at Beginning of Year	<u>15,254,484</u>
NET ASSETS AT END OF YEAR	\$14,536,766



INSTITUTIONAL PARTNERS

United States Department of Agriculture
United States Agency for International Development
Global Fund for AIDS, TB, and Malaria
Family Health International
United Nations Population Fund
Australian Agency for International Development
Canadian International Development Agency
World Bank
World Food Programme
GTZ
European Union
Catholic Relief Services
HAGAR
Land O' Lakes
Voluntary Services Organization
Action for Enterprise
Center for Development and Population Activities
George Washington University
Harvard University, Kennedy School of Government
University of Florida, International Center
Associates for Rural Development
The David and Lucile Packard Foundation
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Hellen Keller International
Health Net
Population Services International

LOCAL PARTNERS

BOSNIA

State Veterinary Office
Foreign Trade Chamber
Regionalna Ekonomska Zajednica
Independent Farmers Association
UPI Bank
Klas D.O.O.
Jajce, Donji Vakuf, Gornji Vakuf, and Bugojno Municipalities

Central Bosnian Cantonal Government
Agricultural Institute
National Cooperative Association
Association of Medicinal and Aromatic Plants
ECON

NIGERIA

Anglican Diocesan Development Services
Center for Peace and Rural Development
Country Women Association of Nigeria
Country Women Association, COWAN
DASS Women Multipurpose Cooperative
Ecumenical Commission for Justice and Peace
Fantsuam Foundation
Health & Development Organization
Catholic Diocese of Makurdi
Methodist Health Services
Methodist Women
Ohonyeta Care Givers
NACWYCA
NKST Health Services
Osa Foundation
Project Agape
Rahama Women's Cooperative Society
Women in Nigeria
International Institute for Tropical Agriculture
National Action Committee on HIV/AIDS
Young Men's Christian Association
Primary Health Care

CAMBODIA

Ministry of Health
National Malaria Center
Ministry of Rural Development
Provincial and District Departments of Health in Kratie and Koh Kong
Ministry of Education, Youth, and Sport
Ministry of Women's and Veterans' Affairs
Cambodian Red Cross
Provincial and District Department of Education in Kratie, Stung Treng, and Koh Kong

Provincial Department of Agriculture in Kratie and Stung Treng
Reproductive and Child Health Alliance
Normad

PAST DONORS

We would like to acknowledge our past donors for their generous contributions to PFD.

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The United Nations Development Program
The Soros Humanitarian Fund for Bosnia & Herzegovina
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