



PARTNERS FOR DEVELOPMENT
ANNUAL REPORT

2010

Dear Friend,

Due partly to increasing fuel costs, food prices rose dramatically in 2010. Wheat and corn, for example, both shot up by over 16%. A typical family in a developing country will spend over half its income on food, while the same family in the United States only about 15%. More widespread food insecurity not only drives more families into poverty, it also slows progress in key areas – public health challenges, job creation, and environmental concerns.

Thus, as of 2010, after a Strategic Planning process, Partners for Development (PFD) has increasingly centered much of its work on agricultural development. By way of a few examples, this focus for PFD and its partners has meant:

- Expanding microfinance programs in Nigeria and Bosnia and Herzegovina and starting new ones in Benin and Liberia, with most of the thousands of small borrowers and entrepreneurs in these programs working in small scale agriculture – the production, processing, or trading of farm products.
- In Tanzania, supporting a plant-based alternative energy source, *Jatropha curcas*, which can: save families considerable money; spur local innovation in *Jatropha* stove design and manufacture; improve health for women (not using smoky traditional stoves); strengthen links with the private sector; and reduce rates of deforestation.
- Starting a new program in Benin that will support thousands of small scale growers of vegetables, thereby increasing incomes, improving health, and strengthening local horticulture associations.

Our Annual Report also highlights PFD's continued programs in global health priorities, with these generally woven into agricultural development activities, including:

- Malaria prevention and education work in Cambodia.
- Reproductive health and HIV/AIDS programs in Nigeria.
- Nutrition activities in Tanzania.

Challenges persist in developing nations, but there is progress: hundreds of thousands of people are now treated for HIV and AIDS; foreign investment in many countries has increased, enhancing indigenous business; and local skills continue to improve. In the latter vein, in 2010, PFD transferred management of its Nigeria and Cambodia programs to country nationals, thus tapping into local skills and knowledge to grow those programs and their impacts.

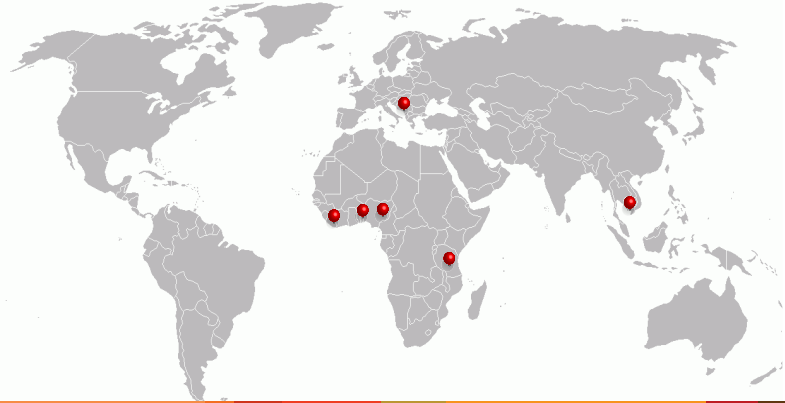
In 2011 and beyond, PFD will expand its programs and become more innovative. It will also seek out creative, new partnerships that contribute to tackling climate change, the challenge of rapid urbanization, preventable disease, and food insecurity

None of PFD's work would be possible without the talents and dedication of many people, including our staff, volunteers, Board members, local community residents, partner organizations, and our many financial supporters. We greatly appreciate your support of and interest in Partners for Development.

Jack Marrkand
Executive Director
Partners for Development
jmarrkand@pfd.org

*Cover Photo:
Children singing
a JANI
promotion song,
Tanzania*

*Photo Right:
Girl with
Jatropha curcas
plants,
Tanzania*



WHO WE ARE

Entering 2011, Partners for Development (PFD) has completed 18 years of vital economic development work throughout the world. PFD is an American 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 persons through training, education, and access to resources which will help create more vibrant communities and more accountable leadership.

With its local partners, PFD addresses poverty, malnutrition, and preventable diseases through integrated activities in health, safe drinking water and sanitation, secure livelihoods, and agricultural development. All PFD programs emphasize local partner participation through training programs, provision of technical assistance, and enhancement of non-governmental organization capabilities.

With a range of experience in community-based partnership activities, PFD has developed recognized capabilities in health and livelihood programming.

WHERE WE WORK

PFD seeks to expand programs in order to have a significant impact on the lives of underserved populations in some of the most vulnerable parts of the world.

In 2010, Partners for Development continued working in Cambodia, where programs focus primarily on malaria prevention and tracking. In Nigeria, PFD maintained its comprehensive work addressing both health and livelihoods development. In Tanzania, PFD focused efforts on sustainable agricultural development, increasing livelihoods through *Jatropha curcas* promotion and market linkages. PFD continues to expand access to financial services for agricultural producers in Bosnia and Herzegovina.

PFD began working towards increasing local livelihoods through micro-credit activities with new programs in Benin and Liberia.

In the past, PFD managed public health and enterprise development programs in Rwanda and Somalia.



FOOD SECURITY & NUTRITION

In Tanzania, PFD implements the USDA funded Jatropha Agriculture and Nutrition Initiative (JANI) project, which includes a focus on improving food security and nutrition for underserved households. Activities include training in bio-intensive gardening; solar powered food storage, preservation and marketing; and nutrition education.

At the market level, PFD has established 60 fruit and vegetable nurseries to produce fruit and vegetable seedlings known to contribute to improved nutrition. During 2010, with assistance from PFD, farmers took ownership of more than 7,000 fruit and vegetable seedlings, including guavas, mangoes, oranges, avocado, okra, and passion fruit.

JANI PROJECT - TANZANIA

In Nigeria, PFD has incorporated basic nutrition information into broader health messaging and training modules delivered through microfinance borrower group meetings. This addition enhanced communication about safe motherhood and reproductive health that has helped over 30,000 women in Nigeria improve preventive health practices.

SAFE PROJECT - NIGERIA

With support from PFD, farmers established 1,168 kitchen gardens providing their households with vegetables, including pumpkins, spinach, cabbage, cucumber, water melon, and chard. PFD has trained farmers in the construction of several types of gardens, including keyhole gardens, sack gardens, double dug gardens, and traditional gardens. Each garden gives a family improved food security and access to the nutritional benefits of vegetables.

JANI PROJECT - TANZANIA

*Photo
Left: JANI
project
partici-
pant*



Above Photo: Clients waiting for a reproductive health clinic in Benue State, Nigeria

In Tanzania, it is not possible to produce vegetables year round due to lack of adequate water. The traditional practice of sun-drying vegetables often results in the loss of nutrients, and contamination of the produce. Past interventions have worked to spread the usage of food dryers, but cost and availability has discouraged most households from using the improved systems.

In collaboration with Global Service Corps, PFD developed a simple and cost effective food dryer, which can be constructed from readily available materials. Over 1,500 farmers have been trained in drying methods in 2010.

JANI PROJECT - TANZANIA

In Nigeria, PFD expanded the CDC funded Counseling, Care and Antiretroviral Mentoring (CAMP) project to include a larger component focused on improved nutrition for people living with HIV/AIDS. Nutrition programming for adults is coupled with a broader set of services, including palliative care, preventative prophylaxis, and home based care.

As part of this expansion, PFD enrolled over 450 orphans and vulnerable children in programs covering a range of topics, including basic nutrition. Nutrition education includes classroom education during Kid's Club sessions, promotion of family homestead farming to improve food security, and the distribution of food supplements.

CAMP PROJECT - NIGERIA



Above Photo: Children performing a skit during Malaria Day celebration. Photo Right: Child receiving treatment for malaria in Kratie Province, Cambodia

PFD and its government partners in Cambodia trained 868 providers as health staff, Village Health Volunteers, and Village Health Support Groups on basic epidemiology, and Health Information Systems, and early diagnosis and treatment of malaria. PFD and partners distributed over 53,000 malaria nets in 271 villages. These nets help protect over 34,170 rural villagers from malaria.

GLOBAL FUND PROJECT – CAMBODIA

PFD and its partners trained 508 Village Malaria Workers on health education, blood testing and screening and how to use Rapid Diagnosis and Treatment for multi-drug resistant malaria in four provinces and municipalities in Cambodia. These community members provided malaria blood testing to over 19,000 villagers, allowing the 4,382 people tested positive to be treated by the trained VMWs.

GLOBAL FUND PROJECT – CAMBODIA

PFD trained or re-trained 571 primary school teachers on malaria school health education using PFD's well practiced child-to-child methodology. These trainings bring health messages to 11,411 primary school students.

GLOBAL FUND PROJECT – CAMBODIA

In Nigeria, through funding from the David and Lucile Packard Foundation, PFD improved access to reproductive health and family planning services using a referral system linking micro-credit borrowers to clinics. In 2010, over 14,000 borrowers were referred to clinics. In addition, PFD programs led to 9,700 people accepting family planning methods. Another 26,000 people accessed other services, including antenatal and post-natal care, delivery, emergency obstetric care and counseling , clinic-based child welfare services and treatment for sexually transmitted infections and HIV.

NIGERIA

PFD organized 109 community based malaria events including bed net re-impregnation sessions reaching over 42,000 community members. With the help of our partners, PFD trained 114 new Village Health Volunteers on malaria education.

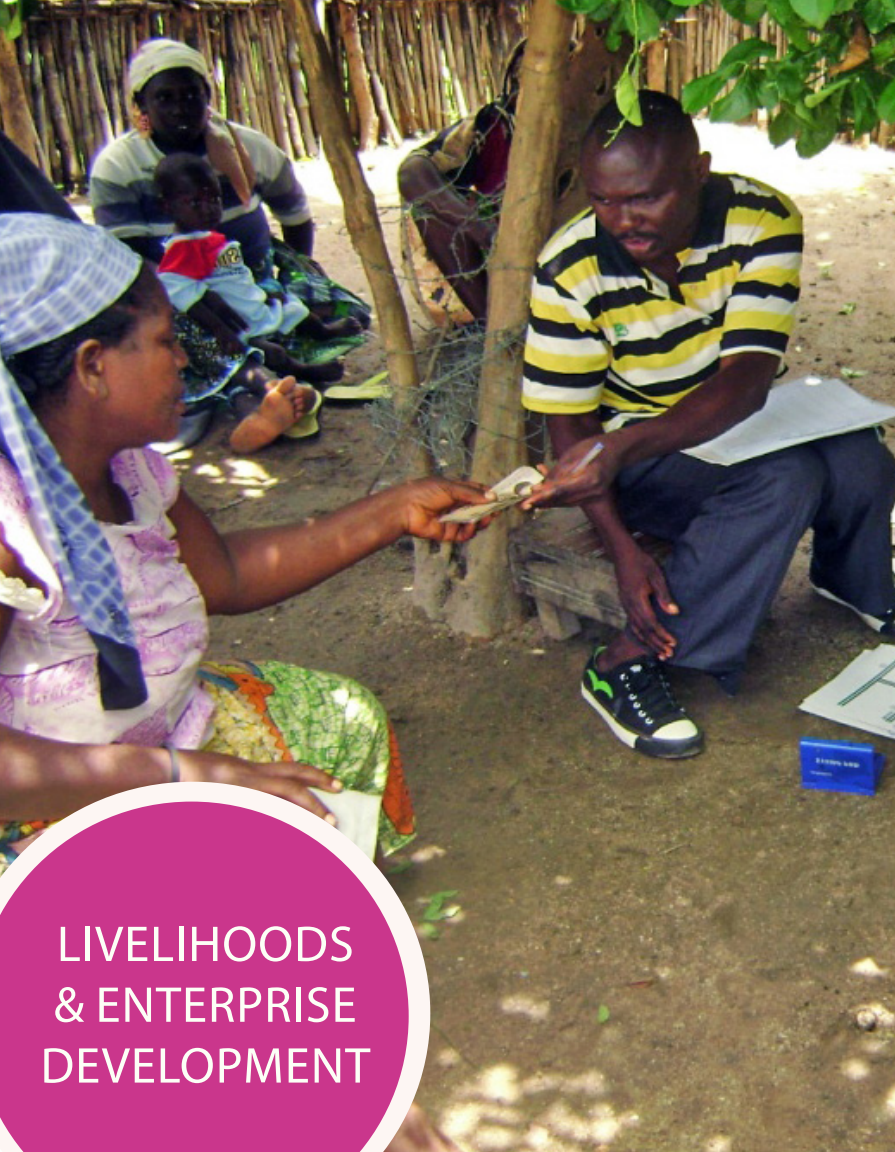
GLOBAL FUND PROJECT – CAMBODIA

With support from PEPFAR, PFD helps deliver a comprehensive program of care, support and treatment for persons affected by HIV/AIDS, and has commenced collaborations with indigenous NGOs to raise the standard of living for orphans and children affected by HIV/AIDS and their caretakers.

CAMP PROJECT - NIGERIA



HEALTH



LIVELIHOODS & ENTERPRISE DEVELOPMENT

In 2010, PFD began partnerships with local microfinance organizations in Liberia and Benin. With local partners, PFD has reached over 33,000 borrowers in both West African countries.

In Benin, PFD has expanded micro and small enterprise development activities through our implementing partner CEBEDES. With over 20 years of experience, CEBEDES has provided loans to over 20,000 agricultural producers.

In Liberia, PFD works with LEAP, a leading local microfinance institution which targets its programs to populations most at risk.

MICROENTERPRISE PROJECTS - BENIN & LIBERIA

In Nigeria, PFD has worked extensively with agricultural producers and processors to increase livelihoods using a value chain approach. In 2010, PFD initiated a value chain analysis of cassava, groundnut, yam, rice, maize and sorghum in three different states.

The analysis brought together information from over 650 entrepreneurs through value chain workshops. The findings and recommendations were then incorporated into workshops, ensuring that over 400 enterprises received access to follow-up coaching and technical assistance designed to improve the functionality of the whole value chain.

In response to the recommendations, PFD loaned over \$2,200,000 to nine local microfinance organizations, reaching over 13,000 borrowers and entrepreneurs with access to financial services.

MICROENTERPRISE PROJECTS - NIGERIA

Photo Left: Woman receiving microcredit loan, Nigeria

PFD's JANI program also vaccinates poultry against Newcastle disease, which kills 70% of poultry each year in Tanzania. PFD and community trainees vaccinated 186,964 poultry in the Arusha area in 2010. PFD also expanded the program, introducing five new communities to vaccination and training 15 vaccinators.

Farmers paid for subsequent vaccinations organized by local committees without diminution of numbers, clearly demonstrating sustainability of the vaccination program.

JANI PROJECT - TANZANIA

In order to improve sustainability of our programs, PFD has coupled enterprise development training with our microcredit activities. The result has demonstrated that borrowers receiving business development skills training which incorporate interactive simulations of small business challenges have increased their planning and financial management skills, allowing them to grow their businesses more sustainably.

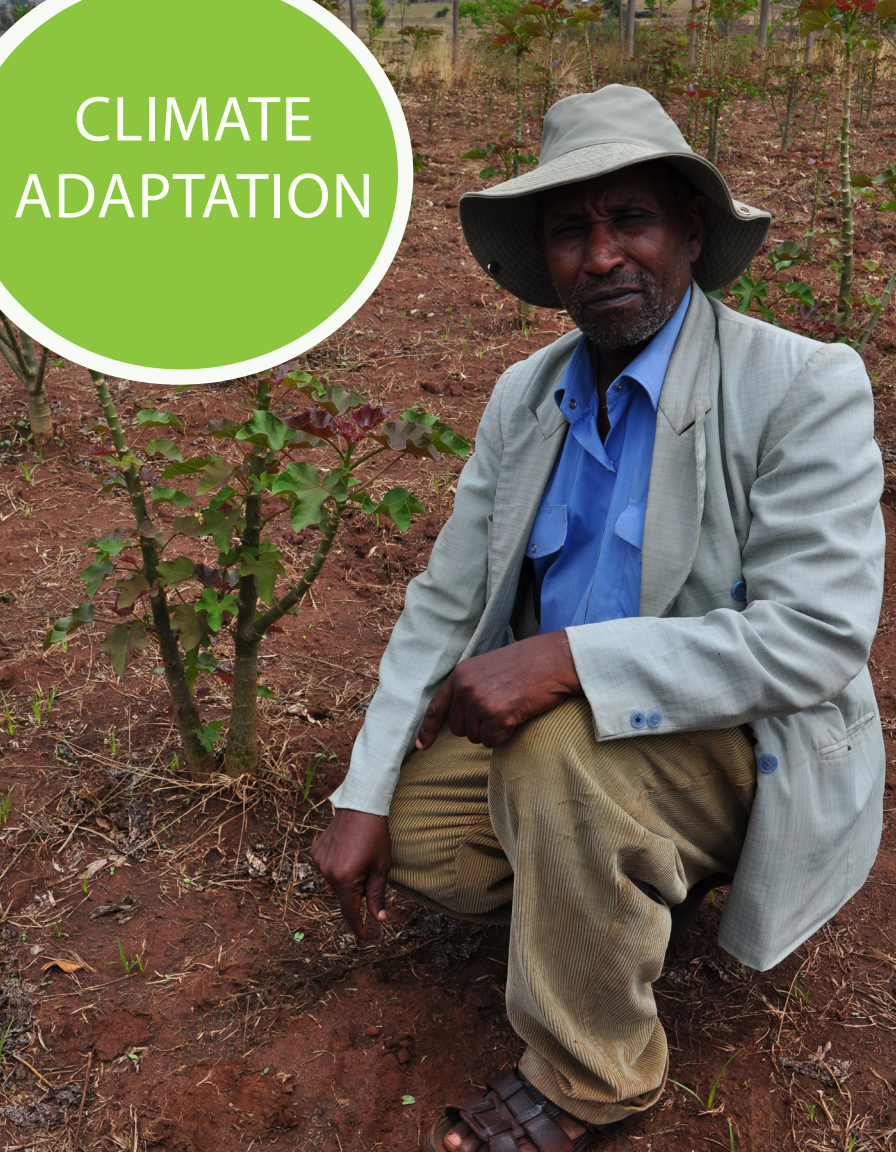
In 2010, PFD enabled 12 Nigerian microfinance organizations to utilize the Nigeria Agricultural Enterprise Curriculum, a curriculum which PFD helped to pilot, to assist agricultural producers and processors in expanding their businesses. In addition, PFD developed companion Business Development Services training modules for non-agricultural-related enterprises. Over 3,000 clients have received training in one of these two curricula.

MICROENTERPRISE PROJECTS - NIGERIA

Photo Below: Community chicken vaccinator, JANI Project, Tanzania



CLIMATE ADAPTATION



Over 95% of rural Tanzanian households rely upon non-renewable solid fuels (firewood and charcoal) for their cooking needs. To combat this problem, PFD implements the JANI Project to promote the cultivation and use of the Jatropha plant.

Jatropha is a multi-purpose tropical hedgerow shrub. Drought-hardy, Jatropha makes an impenetrable living fence, unpalatable to grazing animals. Jatropha seed produces oil that can be used for various purposes including lighting, cooking and biofuel. The by-product seedcake is a nitrogen-rich organic fertilizer and fuel for biogas digesters. Jatropha plantings promote soil conservation and help to reclaim degraded land, without taking field space needed for food crops.

During 2010, PFD worked with our partners to continue development of a Jatropha-seed cookstove. The two prototype models, Jiko Mbono and Jiko Safi, have proved more energy efficient than traditional cooking methods in independent testing.

While early models of the stove used Jatropha oils, current prototypes use fuel pellets made from a combination of press cake (a by-product of Jatropha oil extraction) and rice husks (a hard-to-dispose-of waste product of the rice milling industry). This innovation both increases the volume of renewable cooking fuel available, offering an alternative to firewood and charcoal, and provides added value in the form of much sought-after Jatropha oil.

Together, PFD's interventions are reducing household level carbon emissions, and improving air quality.

JANI PROJECT - TANZANIA

Photo Left: JANI farmer next to young jatropha plant, Tanzania

BECOME A PARTNER FOR DEVELOPMENT

RECENT INSTITUTIONAL SUPPORTERS

Partners for Development's programs appreciate the generous support of individuals and organizations, including those listed to the right. PFD is a not-for-profit corporation under Section 501(c)3 of the U.S. Internal Revenue Service code, and all donations to PFD are therefore deductible as permitted by law.

PFD BOARD OF TRUSTEES

Steven Hansch | *Chair*
Richard Westebbe | *Treasurer*
Jacques Lauriac | *Founder*
Charlie Sykes | *Chair Emeritus*
Joel Montague | *Chair Emeritus*
Nancy Harris | *Trustee*
Wasiq Khan | *Trustee*
Stephen O'Brien | *Trustee*
Deirdre LaPin | *Trustee*
Jack Marrkand | *Executive Director,*
Non-Voting Trustee



REVENUE AND SUPPORT

Contributions & Interest | \$51,334
Donated Services & Other Support | \$17,911
Net Assets Released from Donor Restrictions | \$5,231,716
Total Revenue and Support | \$5,300,961

EXPENSES

Program Services: Cambodia, Nigeria, Tanzania,
Bosnia & Herzegovina | \$4,673,965
General & Administrative | \$699,038
Total Expenses | \$5,373,003

Total Undesignated Net Assests at End of Year | \$117,859
Total Net Assets at End of Year | \$8,025,322

Gelman, Rosenberg & Freedman, CPA, Bethesda, MD
Engaged as PFD's independent auditor in 2010



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2010

Photo Left: Entrepreneurs participating in business skills training, Nigeria