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LETTER FROM THE EXECUTIVE DIRECTOR



I am honored to share with you our Annual Report for 2017-2018.

Our tag line, "Local Solutions. Sustainable Outcomes.," in many ways captures our approach and our basic goal as an international development organization: That is, we seek to partner with indigenous entities to help create or build upon solutions to the many challenges in community-based work. And in strengthening local entities our projects ensure that outcomes – changes in condition or behavior – will be durable.

Our succinct report offers some highlights and examples of local solutions and sustainable outcomes, whether in malaria control and prevention in Cambodia, water and sanitation in Nigeria, development of the pineapple value chain in Benin, or improved access to credit in all three countries.

Our work is possible only through the time and dedication of our staff and local partners, through our volunteer board of directors, and through the financial support of several institutions and many generous individuals. To all of them I extend a most sincere thank you.

Finally, we welcome your ideas and critiques, and I would be pleased to answer any questions you might have.

Sincerely,

Jack Marrkand
Executive Director
Partners for Development

PFD's Approach to Development

LOCAL SOLUTIONS. SUSTAINABLE OUTCOMES.

To encourage local solutions and sustainable outcomes, PfD works with local partners who have a greater understanding of priority needs and local resources to help address those needs. By building the capacity of local partners, PfD increases the likelihood that gains will be sustained.

WHO WE WORK WITH

In 2017, PfD partnered with the following local organizations:

Benin: National Association of Pineapple Processing Companies of Benin (NAPPCB) | National Association of Pineapple Exporters of Benin | Promo Fruits Company Ltd. | Jus Tillou Company Ltd. | ALIDe | FINADEV | Songhai Center | Ministry of Agriculture, Livestock and Fisheries (MOA) | President's Office for Agricultural Research and Support (B2A) | Ministry of Infrastructure and Transport, National Civil Aviation Agency (NCAA) | Ministry of Development, Private Sector Capacity Building and Support Project (PARASEP) | Ministry of Commerce, Agency to Promote Investment and Export (APIEx)

Nigeria: Abia State Rural Water Supply and Sanitation Agency (RUWASSA) | Cross River State RUWASSA | Bauchi State RUWASSA | Benue State RUWASSA | Edo State RUWASSA | Delta State RUWASSA | Ekiti State RUWASSA | Katsina State RUWASSA | Kaduna State RUWASSA | Jigawa State RUWASSA | Zamfara State RUWASSA | Life Above Poverty Organization

Cambodia: Kratie Provincial Health Department (PHD) | Kratie Operational District (OD) | Kratie Health Center (HC) | Koh Kong PHD | Koh Kong OD | Koh Kong HC | Pursat PHD | Pursat OD | Pursat HC | Kampong Chhnang PHD | Kampong Chhnang OD | Kampong Chhnang HC | Kampong Speu PHD | Kampong Speu HC | Takeo PHD | Takeo OD | Takeo HC | Kep PHD | Kep OD | Kep HC | Kampong PHD | Kampong OD | Kampong Chhnang HC | Preah Sihanouk PHD | Preah Sihanouk OD | Preah Sihanouk HC

Mission & Vision

PfD is a 501 (c)3 not-for-profit organization whose employees and volunteers work in partnership with local and international groups to improve the quality of life of vulnerable people in underserved communities.

We envision a more just, peaceful, and environmentally sustainable world. We also seek to empower people through training, education, and access to resources to help create more vibrant and resilient communities with more accountable leadership.

PfD is committed to value for money, delivering results, and development of talent of PfD staff and partners. PfD has demonstrated capabilities in working effectively in challenging and underserved environments.



The name 'Partners for Development' summarizes our approach of working collaboratively with a range of groups to achieve sustainable change. Our programs strive to integrate activities in two or more of our technical areas for the greatest impact in the communities we serve. PfD creates and delivers locally-driven, sustainable solutions that result in:



Agricultural Development

Economic Empowerment



HEALTHY COMMUNITIES

Partners for Development's (PfD) work in reproductive health, child survival, local health systems strengthening and malaria prevention and control increases health systems efficiency, improves the health and wellbeing of community members, promotes a healthy lifestyle, and increases people's access health services. Our community-based programming provides individual households with training and support, while our national health initiatives seek to introduce effective policy change and build responsive institutions. In 2017, PfD's health programs strove to prevent and move towards elimination of drug-resistant malaria in Cambodia and to increase access to safe, affordable, and reliable water and sanitation services in rural Nigeria.



Photo: Sok Nors, two years old, Pontachear village, Kratie province, Cambodia. PfD staff.

MALARIA PREVENTION & CONTROL

For over a decade, PfD has delivered malaria programming to the most underserved people in remote areas of Cambodia. During this time, there have been great gains in reducing the morbidity and mortality rates of malaria. Over 80% of cases occurred amongst people age 15-49. Although this age group is often less vulnerable, they also often comprise the primary breadwinners of families, and thus each case of malaria means a loss of precious income through payment for treatment or lost labor time. In addition, multi drug-resistant strains of the disease have been on the rise in the border regions of the country. This can be caused by exposure to poor quality medicine, or more commonly, failure to comply with medication directions. Mobile and migrant workers are particularly at risk because they work in the wooded border regions of Cambodia with high incidence, they often come from areas with less incidence of malaria, and they often work through the night.

In 2017, PfD concluded one of its projects focused on malaria prevention through community mobilization and capacity building of key health care workers within eight southwestern provinces. PfD trained, informed, and educated key village members about malaria risk, prevention, diagnosis, and treatment. Through community events such as World Malaria Day and workshops, as well as individual trainings and information-sharing, PfD raised awareness of malaria among at-risk populations, increased use of bed nets (particularly for children) and other prevention measures, and promoted self-protective behavior changes. (Cambodia Global Fund New Funding Model, funded by The Global Fund to Fight AIDS, TB and Malaria)

Also in 2017, PfD concluded a project, which piloted an early warning system in Kratie province, which borders Vietnam, to improve tracking the emergence and spread of drug resistant parasites that cause malaria. PfD re-tested malaria cases 28 days after their initial "first line" antimalarial drug treatment to determine if it treated the malaria infection. If the cases tested positive for malaria again, the project referred them to health facilities and used second line treatment. PfD also sought to confirm if those with a confirmed malaria infection after the first line of treatment had contracted a new malaria infection or if the first line treatment had failed, signifying drug-resistant malaria, by sending a blood sample to the Institute of Pasteur Cambodia for analysis. (Cambodia Regional Artemisinin Initiative (RAI), funded by The Global Fund to Fight AIDS, TB and Malaria)



Photo: Van Seng, community volunteer trained by PfD, conducting a blood test on Day 28. Rotes Leu village, Kratie province, Cambodia. PfD staff.



456 suspected malaria cases reported to health centers/ village malaria workers

649 suspected malaria cases tested on day 28

22 cases supported with transportation and health costs to receive second line treatment at referral hospitals. All were cured and returned home safely



1,888 health center staff, village malaria workers, and village health support groups trained on community mobilization, malaria health education, and best behavior change communication practices

8,683 key at risk people provided malaria education (forest goers, mothers groups, mobile migrant population, etc.)



15 health staff trained on the updated Malaria Treatment Guidelines/second line treatment

47 village malaria workers trained on early diagnosis and treatment, and blood sample collection

WATER, SANITATION, AND HYGIENE (WASH)

According to WaterAid, nearly a third of Nigeria's population does not have access to safe water and over two thirds of the population does not have access to adequate sanitation. The lack of clean potable water threatens the livelihoods of smallholder farmers, contributes to low levels of school enrollment, especially among girls, and contributes to the high prevalence of waterborne diseases. Around 45,000 children under five years old die every year from diarrhea caused by unsafe water and poor sanitation in Nigeria. PfD is committed to improving and expanding water and sanitation services in rural communities while focusing on engaging all stakeholders and members of the community to improve the livelihoods and wellbeing for those impacted.

Under the Water and Development Alliance (WADA) platform, PfD is improving and expanding access to safe, affordable, sustainable and reliable water and sanitation services in 58 rural communities in Abia and Cross River States, Nigeria. PfD is constructing/ rehabilitating water and sanitation facilities such as boreholes, latrines, and hand washing stations. To ensure efficient management and sustainability of these structures, as well as to drive water, sanitation, hygiene (WASH) services, PfD is establishing and strengthening the capacity of WASH structures such as WASHCOM, Environment Health Clubs in schools, and health care workers. Also, PfD is training community members and artisans on operation and maintenance of installed WASH facilities. PfD expects to reach at least 58,000 beneficiaries. (Rural WASH Sector Support, USAID and The Coca-Cola Foundation)



Photo: Rehabilitated water facility in Cross River State, Nigeria. PfD staff.

"Partners for Development is doing wonderful work. On behalf of Abia State Government, I am expressing very serious gratitude to the donors supporting this project – USAID and The Coca-Cola Africa Foundation. Whatever support you need to make this project a success, we shall provide. The people of Abia State want development – water is life and required for almost all enterprises to thrive"

- Chidiebere Nwoke, Honorable Commissioner for Public Utilities and Water Resources, Abia State PfD is strengthening capacity and effectiveness of local institutions to monitor community management and promotion of WASH and other development outcomes, including WASH committees (WASHCOM), WASHCOM Federations, community WASH savings and credit schemes, and women participation/empowerment and dialogue. PfD is supporting over 27,000 rural communities across nine states. (Water, Hygiene, and Sanitation, Community Empowerment, UNICEF)

WASH ACTIVITIES IN NIGERIA

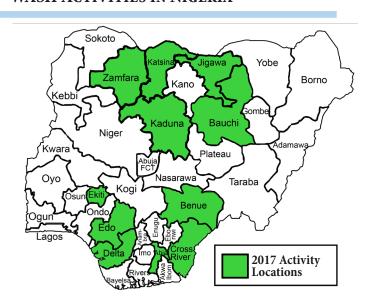




Photo (Above): Drilling of a solar powered borehole at Araragha Primary School, Cross River State, Nigeria. PfD staff.

Photo (Below): A WASHCOM member who built his own latrine after knowing the importance of having one. PfD staff.



AGRICULTURAL DEVELOPMENT



Photo: PfD PINEX farmer with newly harvested pineapples, Benin.

Alain Soglo, PfD.

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

In Benin, where 70% of the population depends on subsistence agriculture, PfD is breaking down agricultural barriers and increasing access to markets to further improve the livelihoods of farming households and create agricultural related jobs. As pineapple is one of the highest agricultural earners in terms of GDP in Benin, PfD is strengthening the fruit's value chain at all levels through the Pineapple Processing for Export project.

Though Benin farmers were producing tons of pineapple, the quality did not meet either processing or export standards. Therefore in 2017, PfD **trained 3,800 pineapple farmers** on best farming practices as well as business and marketing skills which resulted in an **88% increase in production of high quality pineapple** and amounts sold to: juice and dried fruit processing companies(80MT), and exporters (49MT) to be shipped as fresh fruit to Europe.

To increase sales of fresh and processed pineapple in international markets, PfD trained 60 pineapple processors and five exporters on best practices and international certifications. PfD also **connected 13 processor companies to new markets** through organizing export market tours within Benin's neighboring countries, including Togo,

Ghana, Burkina Faso and Niger and facilitating participation in Fruit Logistica, one of Europe's largest fresh fruit trade fairs. The resulting new monthly export sales of pineapple products in the regional market include 140 MT of Sugarloaf pineapple juice and 240 kg of dried pineapple; in the European market, 40 additional MT of Sugarloaf pineapple is being exported to Spain.

In addition, PfD was a catalyst to improving international pineapple trade policies. Benin produces the unique Sugarloaf pineapple whose skin is green when it is ripe and has extraordinarily sweet, pale flesh. As golden-colored pineapples are demanded in the European markets, producers were administering the ripening agent, Ethephon, to the green pineapples to make them appear golden. However, Benin lacked policies and guidelines for the use of Ethephon, which contributed to Benin pineapple violating France's imported food safety norms. Concerned that Benin pineapple would be banned from European markets, in December 2016, the Benin Ministry of Agriculture (MoA) imposed a ban on exporting artificially colored pineapple. PfD worked with exporters, producers, and the Benin MOA in the first half of 2017 in training on proper use of Ethephon. Once the MoA saw that the training had led to proper application of Ethephon, it lifted the ban in August 2017 and Benin restarted shipping its delicious pineapple to waiting French and Belgian buyers. (Pineapple Processing for Export (PINEX), USDA)



Photo: Employees at La Divine Juice Company pasteurizing bottled pineapple juice, Benin. Patrice Koko, PfD.



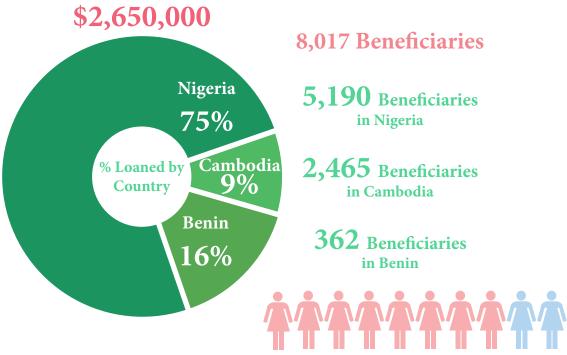
Photo: Demonstration on the removal of Ethephon, Benin. Patrice Koko, PfD.



Photo: PINEX partner presenting pineapples at SIALO International Food & Agricultural Fair, Togo. Kyle Callen, PfD.

ECONOMIC EMPOWERMENT

PfD supports the growth of small and medium-sized enterprises by providing micro-finance, offering business development skills training, and introducing new technologies. Our community-based programming makes particular effort to promote women as entrepreneurs. In 2017, PfD facilitated approximately \$2,650,000 in loans which benefited over 8,000 rural and vulnerable people in Nigeria, Cambodia, and Benin.





82% of loans went to women to support agricultural and petty trading activities

Scholarship Program

Nigeria has made progress in educating its children, but gaps remain and disparities persist between boys' and girls' education: boys attend secondary school (equivalent to U.S. middle and high school levels) at a rate about 10% higher than girls, with that difference growing in the country's poorer north where households often want girls to work rather than continue beyond primary school. Every girl who is excluded from education suffers: her self-development, scope for self-expression, and life opportunities are stunted. And the effects of denied education ripple outward from the individual: numerous studies have demonstrated the relationship between girls' education and social and economic well-being, not only of families and communities but of entire nations.

In memory of our late friend and colleague Anne Johnson, PfD created the Anne Johnson Memorial Scholarship Fund (AJMSF) in 2014. One of her greatest passions was girls' education, given that level of education correlates strongly to other social and economic improvements. With local partner Lift Above Poverty Organization, PfD has been offering scholarships to Nigerian girls in secondary school, for four school years with total number of scholarships being 78.

Antonia Moses is 15 years old and the fourth child of ten children of Mr. and Mrs. Ijere Moses in Ofagbe village, Delta State, southeastern Nigeria. Antonia is one of the new recipients of the AJMSF for Nigeria school year 2016- 2017. She is in her final year of a three-year Junior Secondary School program in Delta State. Antonia is the sixth best student in her class of eightynine students and loves Fine Arts. She wants to become an artist when she graduates from secondary school. She is enrolled in several subjects in her school, and thus the scholarship has been especially helpful in paying for her many required books. Antonia's role model is her mother, and her favorite Nigerian artist is Mercy Johnson.



Photo: Miss Antonia and her mother, Mrs. Moses.

"This scholarship has done a lot for me and my family, it has made things easier and has made the buying of my textbooks and the paying of my school fees easier for me and my parents. It has brought a lot to me".

- Antonia Moses

MPACT SPOTLIGHT JUICY SUCCESS IN NIGER

Ms. Chakeratou Alao, a retired social worker, started a juice company called ALACHAC, based in a small town outside of Cotonou, Benin. And true to her passion for helping others, Ms. Alaoe hired underprivileged youth and women.

But when she started her company, Ms. Alao lacked the technical, business, and marketing skills to make ALACHAC a successful juice processing company: Nor could she export her juice as she did not have the food safety certification required by most retailers outside of Benin. To address these challenges, PfD trained Mrs. Alao's staff on new juice processing techniques, business management, and marketing skills; with support from the Belgian Development Agency, ALACHAC earned the food safety certification, making export possible.

In August 2017, PfD included ALACHAC along with eight other small pineapple processing companies on a ten-day regional market prospecting tour to Niger and Burkina Faso in West Africa. Using her new marketing skills, Ms. Alao distributed flyers and offered Sugarloaf pineapple juice samples to potential clients in the markets, grocery stores, restaurants and import businesses. The retailers raved about its delicious taste and were impressed by her food safety certification; ALACHAC was an instant success.

During the trip, Mrs. Aloa made her first sale to the owner of the Ténéré Hotel in Niger's capital, Niamey; he tasted her juice and immediately ordered three cases to try out in the hotel's restaurant. He also asked her for samples to send to other members of Niamey's Association of Hotels and Restaurants. ALACHAC started by sending the three cartons of 24 bottles, but by the end of 2017, the hotel's order had grown to four cartons of Sugarloaf pineapple juice every week.

With new orders coming in from Niger and then Burkina Faso, ALACHAC is growing. Ms. Alao's next challenge is her product labels, and PfD is ready to help. During a December 2017 market training session, focused on logos and product branding, Ms. Alao observed:

"Thanks to PINEX, I'm growing my business!"



Photo: Ms Alao with cartons of pineapple juice, Benin. PfD staff.

MPACT SPOTLIGHT OVERCOMING DRUG-RESISTANT MALARIA



Mr. Beat Eart is a 21 year-old laborer who lives with his family in Sre Sronok village, Kampong Damrey commune, Kratie province, Cambodia. Mr. Beat Eart lives in a poor family, thus, after rice planting and harvesting, he goes into the forest to harvest high-value woods as a source of additional income for his family. As the forest is far from his village, he often stays around 15 days and nights within the depths of the forest before returning home - exposing him to a high risk of malaria infection.

Each year, Mr. Beat Eart gets one or two malaria infections, likely due to his work and overnight stays in the forest. Recently when he felt symptoms of malaria, Mr. Beat Eart went to a Village Malaria Worker (VMW) for care. The VMW tested his blood using a Rapid Diagnosis Test (RDT), which was positive for malaria, and therefore provided him with an antimalarial drug for treatment.

Photo: Mr. Beat Eart.

However, due to the spread of drug-resistant malaria strains in Cambodia, use of the typical antimalarial drug (first-line treatment) may not be effective. To combat and track drug-resistant malaria, PfD trained and supported VMWs to follow up with malaria patients on Day 0 (the first day confirmed malaria positive by RDT) and Day 28. If the patient tested positive for malaria on Day 0 and again on Day 28, then they have a Late Clinical Treatment Failure (LCTF) that needs to use the second-line treatment as per the Cambodia national malaria program's guidelines.

In Mr. Beat Eart's case, the VMW conducted a RDT on Day 28 and found him to be malaria positive. As this is suggestive of LCTF, and possibly a drug-resistant malaria infection, Mr. Beat Eart was sent to the referral hospital for the second-line treatment with his transportation cost and service fee at the hospital supported by PfD.

With PfD's and VMW support, Mr. Beat Eart was cured and able to return to work to generate income for his family.

MPACT SPOTLIGHT COMMUNITY LEADS HEALTH OBJECTIVES

According to an assessment conducted by PfD in Ndi Uduma Awoke, Ohafia Local Government Area (LGA), Abia State, Nigeria, there are approximately 2,900 people living in this predominately farmer-community within 1,025 households; 969 households do not have latrines and 94.9% of the population practices open defecation. Meanwhile, the only source of water for consumption and domestic use is a stream that is exposed to various sources of pollution including fecal contamination.

Ezeogo Kalu Ncheuwa, the community leader of Ndi Uduma Awoke, pointed out to PfD that the community is conscious of the serious health risks posed by its current sanitation and hygiene situation as well as lack of access to improved water sources - but they did not know options or strategies to improve their situation.

Therefore, PfD hosted meetings with the community to promote the adoption of improved sanitation and hygiene behaviors and raise awareness of water issues. These meetings also served as a platform for the community members to discuss WASH challenges and develop possible solutions to improve their situations. The Ndi Uduma Awoke community identified the lack of community structures to manage WASH services as a significant gap. To rectify this gap, the community elected people to form a WASH committee (WASHCOM) as well as persons to serve as Volunteer Hygiene Promoters (VHP), with the responsibility to manage WASH services and to provide house-to-house hygiene education.



Photo: Ndi Uduma Awoke WASHCOM members during training.

"We knew we had all these problems, everybody defecates in the bush, rain falls and wash into our stream. The stream is our only source of drinking water. We have the mind to make a change but the structure/ people is what we lack. Thank you for bringing this project to us. We will support these people (WASHCOM/VHP) and we believe from now on, we shall start making those changes towards good and safe WASH practices"

- Ezeogo Kalu Ncheuwa

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Damiola Odetola, Treasurer

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Dale Hill

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Michael Chommie

Jack Marrkand, Executive Director & Ex-Officio

Sophal Ear, Ph.D Non-Voting Secretary to the Board

 $Photo:\ Plantation\ workers,\ a\ high\ risk\ population\ to\ malaria,\ in\ Kratie\ province,\ Cambodia.$



Advisory Board

Joel Montague, *Chair Emeritus* Charles Sykes, *Chair Emeritus* Deirdre LaPin, Ph.D. Stephen O'Brien

FINANCIAL HIGHLIGHTS JANUARY - DECEMBER 2017*

Revenue & Support

Grants: \$1,430,809 Contributions: \$19,244

Investments & Interest: \$230,157

Other: \$62,985

Total Revenue & Support: \$1,743,159

Expenses

Total Program Expenses: \$2,340,911

Management & Administrative Expenses: \$353,906

Total Expenses: \$2,694,817

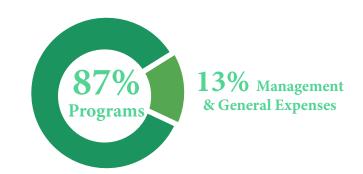
Other Adjustments & Net Assets

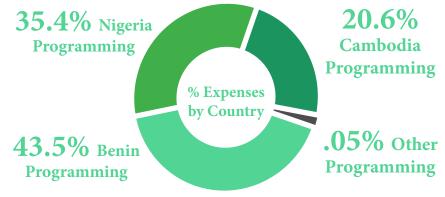
Exchange Rate (Loss) Gain: \$59,213 Changes in Net Assets: (\$892,445)

Net Assets at Beginning of Year: \$9,146,057

Net Assets at End of Year: \$8,253,612

2017 Operating Expenses





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

Supporting Partners & Individuals

PARTNERS

AmazonSmile Global Environment & Technology Foundation Nathan Cummings Foundation National Cooperative Bank The Coca Cola Africa Foundation The Global Fund to Fight AIDS, Tuberculosis, and Malaria United States Department of Agriculture (USDA)
United Nations Children's Fund (UNICEF)
United Nations Office for Project Services (UNOPS)
United States Agency for International Development (USAID)
United States Combined Federal Campaign (CFC)
WorldBank Community Connections Campaign

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And several anonymous donors.

