



**PARTNERS**

**FOR DEVELOPMENT**

Local Solutions. Sustainable Outcomes.

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**2015 ANNUAL REPORT**

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## LETTER FROM THE EXECUTIVE DIRECTOR

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

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

### Local Solutions. Sustainable Outcomes.

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

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

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

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

Sincerely,  
Jack Marrkand



Executive Director,  
Partners for Development



## MISSION & VISION

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

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

# FOCUS AREAS

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



**AGRICULTURAL  
DEVELOPMENT**



**HEALTHY  
COMMUNITIES**



**ECONOMIC  
DEVELOPMENT**

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

# IMPACT

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

In Nigeria:

**55,000**

Additional women gave birth in health facilities with the help of trained birth attendants.

**18,000**

Additional women received a dose of Misoprostol (a medication used to treat postpartum bleeding due to poor contraction of the uterus) to prevent post-partum hemorrhage, a significant cause of disability and death in Nigeria.

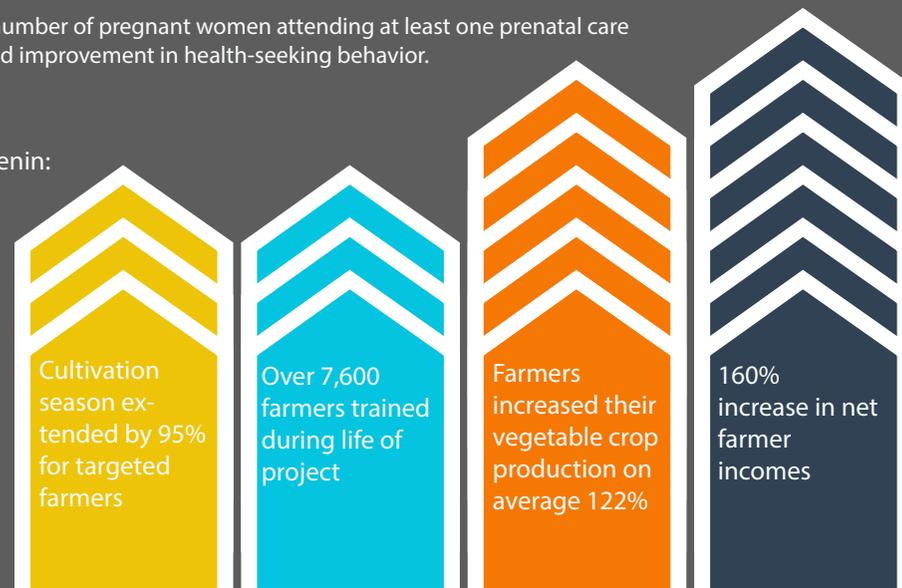
**180%**

Increase in the number of pregnant women attending at least one prenatal care session, a marked improvement in health-seeking behavior.

In Benin:

**91%**

In Cambodia, as a result of PfD's malaria education program, 91% of company/plantation workers slept under an insecticide treated net the previous night.





# Healthy Communities

## WASH

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

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

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

## Malaria Prevention

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

PfD piloted a project on Early Warning System supported by a GFATM grant to improve tracking the emergence and spread of the Plasmodium parasites – carried by female Anopheles mosquitoes – that cause malaria and which are increasingly resistant to malaria-prevention drugs. PfD collected blood samples from

confirmed malaria patients through filter papers and sent them to Institute Pasteur Cambodia (IPC) for analysis. The results indicated that about 60% contain resistance to artemisinin-combination therapy (ACT), heretofore one of the most effective treatments for P. Falciparum malaria. PfD reported this information widely and worked with various partners to find a solution to drug-resistant malaria. *(Cambodia Regional Artemisinin Initiative (RAI), funded by The Global Fund to Fight AIDS, TB and Malaria)*

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

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

# Agricultural Development

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

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

## Value Chain Development

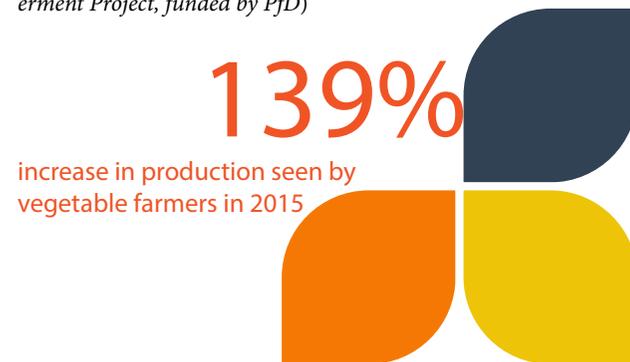
PfD began working with Benin's pineapple producers, processors, and exporters to strengthen the fruit's value chain at all levels. Through the Pineapple Processing for Export project, we will build capacities of 5,200 pineapple producers, 70 small processing companies, and the nation's two largest pineapple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

PfD also works with vegetable farmers in Benin to increase production, improve value chains and marketing skills, reduce post-harvest loss, and expand financial services to smallholder farmers. In 2015, almost 2,800 farmers participated in agricultural extension training; overall, vegetable farmers have seen a 139 percent increase in production. (*Growing Resources*

8 *for Enhanced Agricultural Enterprises and Nutrition: GREEN, funded by USDA*)

## Microfinance

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



# Economic Empowerment

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

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

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

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

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

PfD provides microfinance loans to vulnerable populations in rural areas of Cambodia. By providing support and these loans to facilitate income generating activities, PfD encouraged village health volunteers to engage in more education activities on malaria. PfD also worked with KREDIT staff and government agriculture staff in Kratie Province to provide agricultural skill training to their clients during thematic client loan management meetings. (*Cambodia Microfinance program, funded by PfD*)

# SPOTLIGHT: health volunteer

Although considerable progress has been made in malaria control in Cambodia over the past decade, the disease remains an important threat to the population.

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

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

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

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

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

**20** NUMBER OF VILLAGERS Ms. Nub Chin provides health education for in one month. She conducts approximately five blood tests among malaria suspected cases to screen for malaria, and provides treatment to all confirmed malaria cases



Nub Chin, Village Malaria Worker performs rapid malaria blood test

# SPOTLIGHT: partner

Benin's economy is underpinned by semi-subsistence agriculture: more than 70 percent of the population depends on farming, yet agriculture contributes only about 35 percent to gross domestic product. The government aims to diversify agricultural production, but many farmers lack the resources and training needed to achieve this goal.

Supporting these farmers in southwest Benin's Mono and Couffo departments is the Regional Council of Farmers or CRM, a professional organization of smallholder farmers that offers services such as marketing and production support to its 3,000 members. PfD has worked with CRM since 2012; together, we have identified hard-to-reach farmers and provided them resources such as trainings and technical support.

As on-farm production increased, farmers struggled to sell large quantities of their vegetables. Most had no formal relationships with buy-

ers, nor did they have information on price fluctuations. Through PfD's market information system, that transmits local market prices via SMS, farmers now have a good understanding of seasonal price trends, and can better negotiate a fair price.

In 2015, PfD facilitated workshops with CRM members and local traders, in which traders communicated the types of produce that are most in demand, and what varieties and qualities attract the highest prices. CRM farmers can now respond to market demand, and farmers and traders created 1,500 business relationships, which gives the farmers the best prices for their vegetables and the market traders a steady supply of high quality products.

PfD values all our local partnerships. CRM is just one example of how, in partnership with local organizations, we are making a lasting difference.





## SPOTLIGHT: *community*

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

One of the many villages that have achieved success is Okoro II, home to about 2,200 people in Edo State, southern Nigeria. A stream was once Okoro II's main water source, and only three households in the whole community had functional latrines. There was no community coordination for sanitation. Today, Henry Igbinovia, Okoro II's WASHCOM Secretary, declares, "We now have a group of people who organize and coordinate WASH activities such as cleaning up the environment, sensitizing community members on the importance of hygiene and sanitation, and mobilizing for latrine construction in every household. Every member of Okoro II is affected by WASH problems, irrespective of age, sex and status. As such every community member is now involved in WASH solutions."

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

## ANNE JOHNSON Memorial Scholarship Fund

Nigeria has made progress in educating its children, but gaps remain and disparities persist between boys' and girls' education, especially beyond primary school. Among all secondary-school-aged girls, only 45 percent attend school; the proportion is 53 percent for boys. While three-quarters of young Nigerian men (15-24 years) are literate, only 58 percent of young women can read and write. Seventy percent of the poorest females in Nigeria have never been to school, and 84 percent never completed primary school.

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

In memory of our late friend and colleague Anne Johnson, PfD created the Anne Johnson Memorial Scholarship Fund. Anne served as PfD's Nigeria Country Program Director, and was a dedicated PfD team member for many years. One of her greatest passions and development interests was girls' education, given that level of education correlates strongly to other social and economic improvements. In 2014, PfD honored Anne's memory through the scholarship fund. With local partner Lift above Poverty Organization, PfD is offering scholarships to Nigerian girls in secondary school.

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

Meet Suzanne, a recipient of an Anne Johnson Memorial Scholarship. Suzanne is 12 years old and lives in Edo State, southern Nigeria. She is in Form 2 of junior secondary school (the equivalent of 8th grade in the United States). Her father, David, is a bus driver; her mother, Patricia, is a petty trader. Suzanne is the second of five children in her family, and the only girl.

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

Suzanne and her family are grateful for the scholarship: it has reduced the financial burden of education expenses on her family. Her parents are now also able to pay for her brothers' education, affording the family a brighter future.

PfD is proud to support Suzanne and other girls like her, in memory of our colleague Anne Johnson. With your support, PfD can further the education and dreams of more students like Suzanne.



# FINANCIAL INFORMATION

## Expenses

Benin | \$953,084  
Cambodia | \$465,457  
Nigeria | \$899,839  
Tanzania & Other Programs | \$184,857  
Total Programming | \$2,503,237

General and Administrative | \$376,689  
Other Items Exchange Rate (Loss) Gain | (\$132,314)  
Changes in Net Assets | \$7,933,885  
Net Assets at Beginning of Year | \$4,803,660  
Net Assets at End of Year | \$12,737,545

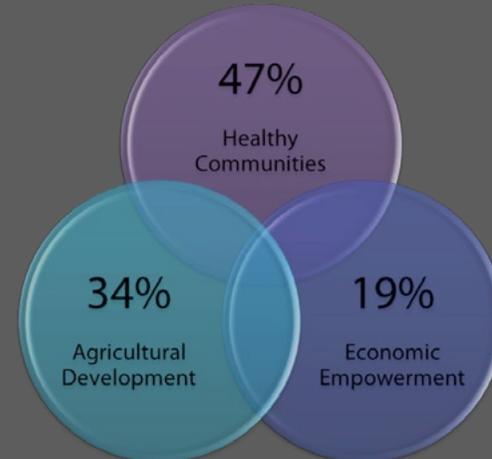
## Revenue and Support

Grants | \$10,740,506  
Contributions | \$35,572  
Investment & Interest | \$172,879  
Other | (\$2,832)

14 Total Revenue and Support | \$10,946,125

## Technical Breakdown of Funds

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



# Board of Directors

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Steven Hansch  
Michael Chommie  
Lanre Ayedun

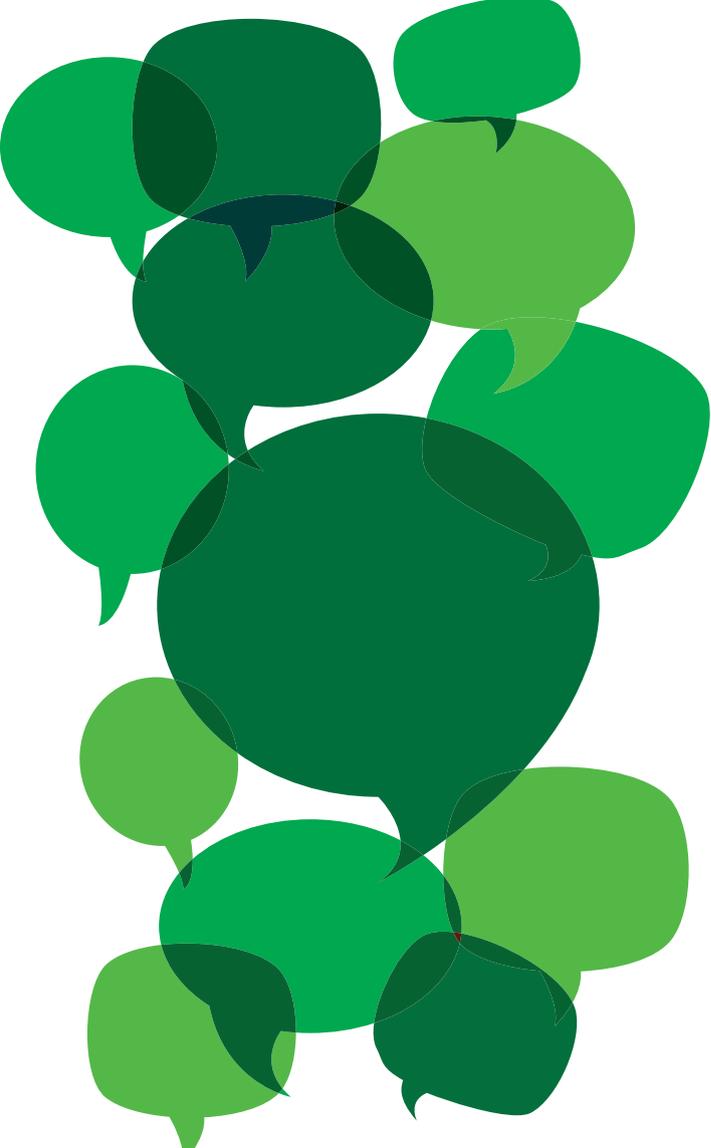
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Damilola Odetola  
Felipe Tejada  
Dale Hill  
Jack Marrkand, Executive Director &  
Ex-Officio Non-Voting Secretary to the Board

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

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

[www.pfd.org](http://www.pfd.org)

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