

ANNUAL REPORT

PARTNERS FOR DEVELOPMENT



2012





Annual Report

Letter from the Board of Directors



Dear Reader,

We welcome you to this review of the calendar year 2012 global activities of Partners for Development (PFD), a US-based non-profit organization dedicated to addressing the worst forms of poverty in the poorest or most challenged regions around the world.

PFD's focus remains in evidence-based and creative, field-driven programs in three areas: enterprise development, public health and agriculture.

In 2012, PFD worked to build resilience in local communities through combinations of value-chain support, microfinance, food security, enterprise development and public health. We saw the fruition of our efforts to promote carbon-sparing, farmer-friendly *Jatropha* production among farmers across Tanzania.

We remain very proud of our long-standing programs in Cambodia, where we have built extensive health networks in neglected parts of the country, and Nigeria where we have a range of health, infrastructure, IT, and small entrepreneurship programs.

Speaking for the Board of Directors, 2012 was particularly exciting around our new US Department of Agriculture supported program in Benin where we are improving nutrition and jobs at the same time.

We were also excited to launch the new affiliate, "Partners Consulting Group," that will allow our network to work better with peer organizations across the international development community. We specifically want to thank Anne Johnson and Maja Cholody for their pioneering efforts to make this a success. More information is found on page 6 and the website listed.

On behalf of the Board, we invite you to see PFD as YOUR partner, as a bridge to engagement in development programs across continents. Let us know how we can serve you in this cause.

Yours,
Steven Hansch
Chairperson, PFD Board of Directors
steven.hansch@gmail.com

CAMBODIA

Malaria Control Program – Global Fund

In Cambodia, malaria continues to affect poorer communities living in forested areas, where over 3 million people are at risk. Malaria incidence was at 407 per 100,000 in 2010, a reduction from 616 in 2009. Despite reductions in cases, Cambodia is at the center of the global multi-drug resistant malaria problem. PFD implemented community-based malaria prevention and control activities in four provinces of: Koh Kong, Kratie, Stung Treng and Kampot. The program engages village health volunteers (VHVs), mobile and migrant workers, primary school students, teachers, village authorities and locally elected officials in adult and youth peer-education programs aimed at improving the prevention and treatment seeking behaviors of rural populations.

With support from the **Global Fund to Fight AIDS, Tuberculosis and Malaria**, PFD, together with its key partners, achieved the following results: Conducted community-based health education in 805 villages benefiting 126,269 people; Organized 67 malaria events/weeks at health center and community levels benefiting 23,650 people; Organized 88 bimonthly meetings between health center staff and VHVs to update the progress and issues of malaria intervention with participation of 1,574 people (786 women); Trained 64 health staff on malaria health education and behavior change communication (BCC) packages in four provinces; Distributed 348,162 insecticide treated nets to 348,608 at-risk groups.

Saving Lives At Birth-USAID/Partners

PFD continues to implement its innovative Providing Rural Communities Equal Care Through Transport (PROTECT) project—which provides a transportation system in rural Kratie province to bring pregnant women to antenatal care and delivery at the health center, while at the same time allowing access to travel for the entire village. The system has had unexpected positive results; allowing school children to get to schools safely and consistently.



Remork carrying children to school.

A Mother's Story:

CheangPheang, 35, lives in the remote village of KbalKhlar in the KanhChor HC catchment area. Her husband works as a daily farm laborer. She delivered her 5th child last July at home with a traditional birth attendant. The placenta failed to deliver, resulting in hemorrhage. Her family borrowed 100,000 Riels (\$25) from the Village Emergency Loan fund to pay a motorcycle owner from a nearby village to take her by motorcycle to the provincial hospital, a distance of more than 50 kilometers. Thanks to the immediate availability of the loan, she was able to make the trip immediately. As she was weak from blood loss and unable to sit up, her husband squeezed in behind her on the motorcycle to prop her upright. Hospital staff manually removed the placenta and transfused one unit of blood. Hospital costs were covered by the government's Health Equity Fund for the poor, which also reimbursed the travel costs, but only after the family had first paid them up front. They have since fully repaid the loan that made this care possible, and both mother and baby are doing well.

NIGERIA

Health Activism for Local Empowerment (HALE) project: In February 2012, PFD won a sub-grant under John Snow International's Targeted States High Impact Project (TSHIP) to increase use of high-impact approaches in the areas of maternal and child health, reproductive health, and family planning in Bauchi State. PFD trained and mentored 522 local health facility staff in 53 communities both on high-impact approaches to community health and on a Health Management Information System; supported high-quality service provision to 90,803 individuals including children; trained 134 local development committee members on community action; and helped support 53 local development committees and health facilities.

Counseling, Care and Antiretroviral Mentoring Program (CAMP): In 2012, the five-year comprehensive HIV/AIDS project funded through PEPFAR/CDC support entered its last year of implementation. CAMP's activities in providing comprehensive support to individuals and families affected by HIV/AIDS were implemented in Akwa Ibom and Delta states in the south of Nigeria through a faith-based organization, Daughters of Charity. PFD also secured the support of UNI-CEF to complement services provided under CAMP in the area of prevention of mother-to-child transmission of HIV and pediatric HIV/AIDS services in 28 health facilities in Delta State. PFD also provided similar services in Bauchi and Benue States in collaboration with community-based organizations to provide essential health services as well as services aimed at supporting children orphaned or made vulnerable by HIV/AIDS. Over the course of 2012, CAMP reached 130,926 eligible persons with HIV prevention, treatment, care and support services.

Kogi State Flood Response: In September 2012, following devastating flooding from the Benue and Niger Rivers which affected communities



Drama Presentation on promotion of exclusive breastfeeding in Bauchi state

throughout Nigeria's central region, PFD collaborated with the Baby Hannatu Foundation, an indigenous NGO, to provide emergency relief materials, including critical medications for adults and children, and life jackets to rescue teams and security agencies.

Linking Micro credit, Technology, and Promotion of IYCF Breastfeeding Guidelines: In collaboration with the University of North Carolina (UNC), PFD is conducting a two-year randomized controlled trial study in Bauchi State aimed at increasing by 15% the proportion of women in the intervention population who exclusively breastfeed for the first six months. The study has reached 2,500 households, and is slated to conclude its final analysis in mid-2013.

Expanded Access to Services for Agricultural Enterprises (EASE): In 2012, PFD reached 5,152 direct beneficiaries with business skills and enterprise development trainings through the USAID-funded EASE Project. EASE, a 42-month program operating in four states of Nigeria's north and central regions engages a variety of stakeholders along selected agricultural value chains to identify and address constraints through targeted technical assistance. Following PFD's core model, PFD works with a number of local community organizations to provide training and build local capacity; in 2012, PFD trained 13 staff of such organizations.

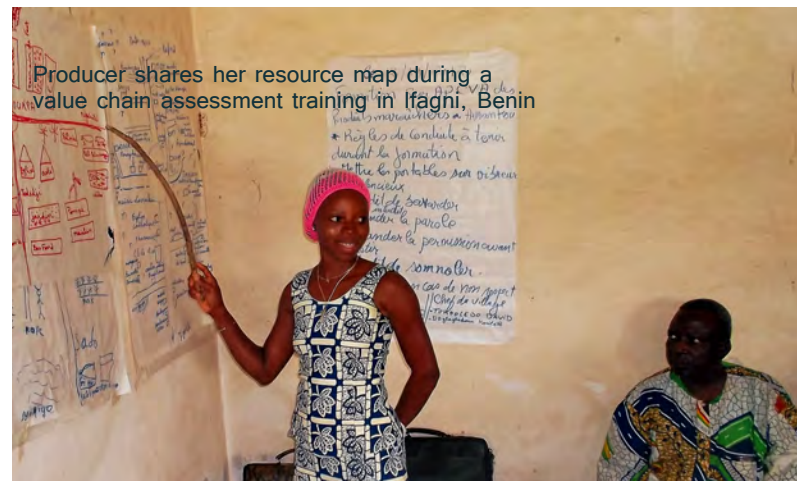
BENIN

In 2012, Partners for Development opened its new office and launched the **Growing Enhanced Agricultural Enterprises and Nutrition (GREEN)** project in six departments in Southern Benin. GREEN, funded by the U.S. Department of Agriculture (USDA) aims to improve the livelihood of horticulture producers through three main objectives:

1. Improve vegetable production skills among 6,000 smallholder households via training and extension,
2. Build value chain and post-harvest skills of farm association members to ensure a 30% increase in net sales revenue, and
3. Improve financial services to targeted smallholders by increasing access to loans, electronic market information, and business skills training.

In partnership with the Regional Producers' Unions of Atlantique-Littoral, Mono-Couffo, and Oueme-Plateau, PFD trained **4,098** horticulture producers in improved production techniques and essential business skills. Thirty PFD and RPU staff participated in training workshops on post-harvest treatment for tomatoes, peppers, and leafy greens conducted by World Food Logistics Organization (WFLO); value chain assessment conducted by the International Institute for Tropical Agriculture; and a training conducted by PFD on technical specifications for selected agricultural producers.

By December 2012, GREEN partners had trained **2,135** producers (of which **916** were women) in improved production techniques for tomatoes, peppers and leafy greens. Over **400** trained producers participated in a market assessment to meet with buyers and sellers of their products in local, inter-



mediary and regional markets to identify market opportunities that could increase their revenue. Over 2,000 producers participating in the GREEN program are now finalizing their business plans to be submitted to PFD's local microfinance partner La Faïtière des Caisses d'Epargne et de Crédit Agricole Mutuel du Benin as part of their applications for microloans to improve their businesses.

Finally, GREEN launched a number of field studies and initiatives that aim to build the marketing capacity of local producers that will be put into place in 2013. The first of these was a baseline study that was completed by a local consulting firm, after which PFD hired the local insurance firm Assurance Mutuelle Agricole du Benin to study the development of an insurance product targeting horticulture farmers. In addition, WFLO completed three studies in post-harvest loss for three products, an assessment of the existing cold chain infrastructure in Benin, and an assessment of local producer organization capacity. PFD also selected Esoko, a Ghanaian firm, as a partner in the development of the market information system for the program.

TANZANIA

In 2012, Partners for Development completed the four year, US Department of Agriculture funded **Jatropha Agriculture and Nutrition Initiative (JANI)** project. JANI's main objectives in a large area of central and northern Tanzania are to:

1. Diversify and improve incomes of targeted smallholder farmers through promotion of *Jatropha curcas*,
2. Strengthen capacities of local implementing partners,
3. Improve food security and nutrition among participating smallholder families.

JANI met or exceeded nearly all program targets, assisting **42,837** Tanzanian households in diversifying and improving their incomes through the sale of various *Jatropha curcas* products, including soap, seed and oil. A final evaluation of the program found that most participants have made significant income gains from diversified sources. The knowledge disseminated is likely to impact communities well beyond the program period. The program has effectively demonstrated methods of improving income and nutrition that are locally appropriate and require limited amounts of investment beyond labor.

In addition, significant improvement was made to nutritional status. 93% of households reported consuming new and different types of fruit and vegetables since the start of the program. The reason for this improvement is the success of the program in promoting home gardens including sack gardens, keyhole gardens and double dug gardens. Training and distribution of subsidized seeds and cuttings has greatly increased the availability of vegetables in most villages. At baseline only 13.5% of households had home gardens—compared to 85% of participants who now report that they have some type of home garden in place.



The chicken vaccination initiative is one of the most popular aspects of the JANI program according to focus group respondents. It is clear that major reductions in mortality have been achieved due to the efforts of trainers, community vaccinators and the provision of free and subsidized vaccine to encourage participation. In total, the project vaccinated **1,183,318** chickens against New Castle Disease, reducing deaths by 68% in the Lake Zone, where 13,200 households participated in the program. The final evaluation found that the project created **\$422,000** in potential additional income.

The JANI program developed an innovative clean burning cook stove (Jiko Bomba) and renewable energy fuel pellets (Moto Bomba) made from agricultural waste products. The cook stove, pellets, and solar lights all represent products for which JANI has successfully created market demand, for which future profit potential exists. To ensure that these products remain available to Tanzanian households after JANI, PFD has supported the start-up of a local renewable energy company, Technologies for Renewable and Efficient Energy (TREE). As a testament to PFD's commitment to sustainability, the products developed under the JANI program will continue to be made available to beneficiaries through TREE. In addition, TREE hired a number of former JANI staff, providing them with continued employment opportunities.

GROWTH

PARTNERS CONSULTING GROUP

A Sister Initiative of Partners for Development



In November 2012, Partners for Development formed a new organization called Partners Consulting Group (PCG). PCG offers the skills and expertise of many individuals that have helped build PFD's local partners. PCG consultants are leaders in their field, with extensive hands-on experience working with rural and urban communities, businesses, and public institutions building sustainable business linkages to health and education programs benefiting disadvantaged populations.

The mission of PCG is to improve livelihoods through expert technical assistance in the fields of health and economic and social development. PCG builds on core practice areas of Partners for Development and specializes in skilled melding of technical approaches to achieve integrated solutions. PCG has a network of talented and experienced U.S. and internationally-based consultants. Our consultants' international placement means shorter and less expensive travel time for clients. Whether you need a project manager, facilitator, evaluator, proposal writer or someone to simply tell your organization's story- PCG provides services to cover the full spectrum of organizational needs.

PCG is a social enterprise; proceeds from PCG's work directly benefit current PFD projects.

To learn more or to enlist PCG's services visit:
www.partnersconsultinggroup.org

MICROFINANCE NUMBERS AT A GLANCE

NIGERIA

LOAN CAPITAL | \$500,000
BENEFICIARIES | 13,986

TANZANIA

LOAN CAPITAL | \$200,000

BENIN

LOAN CAPITAL | \$100,000
BENEFICIARIES | 1,058

CAMBODIA

LOAN CAPITAL | \$100,000
BENEFICIARIES | 1,410

Access to credit is a key constraint to entrepreneurs in the developing world. In an effort to give individuals a chance to not only boost their income but also their local economies, PFD continues to support our partnerships with several microfinance organizations. Loaning over \$900,000 in 2012, PFD has been able to provide thousands with better means for growing their businesses and providing for their families.

FINANCIAL INFORMATION

REVENUE AND SUPPORT

Grants | \$2,318,465

Contributions | \$10,575

Investment & Interest | \$411,485

Other | \$119,959

Total Revenue and Support | \$2,860,484

EXPENSES

Programs

Benin | \$810,171

Liberia | \$126

Bosnia and Herzegovina | \$21,858

Cambodia | \$1,088,046

Nigeria | \$2,489,891

Tanzania | \$1,010,485

Total Programming | \$5,420,578

General and Administrative | \$723,983

OTHER ITEMS

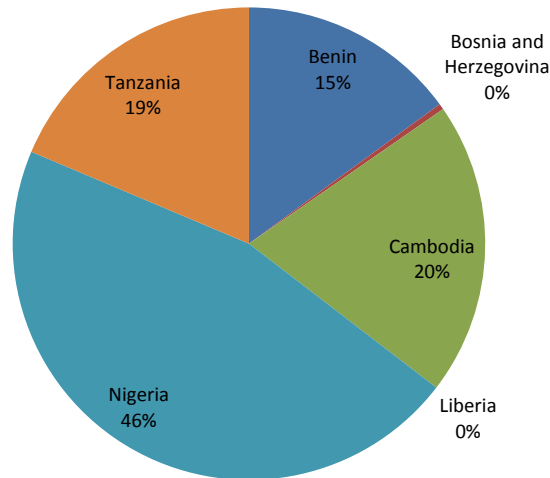
Exchange Rate (Loss) Gain | \$30,821

Changes in Net Assets | \$(3,253,256)

Net Assets in Beginning of Year | \$10,979,701

Net Assets in End of Year | \$7,726,445

Expenditures by Country Program 2012





SUPPORTING PARTNERS

United States Department of Agriculture

Centers for Disease Control and Prevention

The Global Fund To Fight AIDS, Tuberculosis and Malaria

United States Agency for International Development

The David and Lucile Packard Foundation

John Snow Research & Training Institute, Inc.

University of North Carolina

The London School of Hygiene and Tropical Medicine

The United Nations Children's Fund (UNICEF)

Grand Challenges for Development:

USAID

The Government of Norway

The Bill & Melinda Gates Foundation

Grand Challenges Canada

The U.K. Department for International Development

Individual Supporters

Alexandra Cach & Jahan Montague

Vivian Derryck & Robert Berg

Margaret & Thomas Hansch

Steve Hansch

Margaret & James Hanson

Jennifer Pendarvis Harris

Nancy Pendarvis Harris

Anne Johnson

Deirdre LaPin

Juliet & Jack Marrkand

Kim Marrkand

Mintz Levin Attorneys at Law

David Montague

Joel Montague

Mary Kathryn & Stephen O'Brien

Charles W. Puttkammer

Anna & Charles Sykes

Elizabeth Tschoegl





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WWW.PFD.ORG

1320 FENWICK LANE, SUITE 406

SILVER SPRING MD

301-608-0426