

2016 ANNUAL REPORT



PARTNERS
FOR DEVELOPMENT
Local Solutions. Sustainable Outcomes.



TABLE OF CONTENTS



3	Letter from the Board Chair	14	Scholarship Program
4	Mission and Vision		
5	Focus Areas	15	Financial Information
6	Impact		
7	Programs	16	Board of Trustees
11	Impact Spotlight	17	Supporters



LETTER FROM THE BOARD CHAIR

Dear Partner for Development,

I thank you for your support of Partners for Development (PfD). I joined this organization as an intern 12 years ago, and it's with great pride and pleasure that I invite you to review the work that we did around the world in 2016. The reason I continue to support PfD is so well illustrated in these pages. In this report you will see the answer to the "so what?" question that I often ask myself as a somewhat hardened development professional. *Why should I be impressed? Why should I care? Why should I believe this is important, or impactful work? Why should I partner here?*

And yet, every time that I read through a PfD annual report—I remember. Your support and continued financial investment in PfD makes it possible for villages in remote Cambodia to be on the cutting edge of identifying and treating drug-resistant malaria—helping to make that country and others globally safe from a debilitating illness. PfD is providing scholarships to girls in Nigeria where cultural and societal forces are questioning the very right to an education for those children. PfD is improving agricultural yield and household incomes significantly in Benin, translating to real change in the lives of those farmers and their families.

The stories and numbers reported in this document represent the hope that I see whenever I interact with PfD—that with efficient management of resources and some really passionate and dedicated people, we can find local solutions and create sustainable outcomes. Read the report for yourself and see; then consider becoming a monthly financial partner with us.

Again, thank you for your partnership.

Sincerely,

Lanre Williams-Ayedun
Board of Directors, Chair
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 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.



FOCUS AREAS

Our programs strive to integrate activities in all three of these areas for the greatest impact in the communities we serve.

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.



HEALTHY
COMMUNITIES

ECONOMIC
DEVELOPMENT

AGRICULTURAL
DEVELOPMENT



IMPACT

For all of our donors, PfD aims to produce measureable, lasting results. Here are a few highlights from 2016:

BENIN

Growing Resources for the Enhanced Agricultural Enterprises and Nutrition (GREEN) Project resulted in:

7,390

farmers trained in vegetable value chain theory, market assessments, and modern methods to improve agricultural production

95%

of farmers increased their vegetable production by an average of over 160%

8,600

seasonal jobs created

CAMBODIA

Regional Artemisinin Initiative (RAI) Project provided significant insight into the spread of malaria-cases resistant to the main treatment, artemisinin-combination therapy (ACT). Tracking the emergence of anti-malarial drug resistance is vital to reducing the occurrence and severity of resistance, and improving malaria control and elimination programming.

2,530

NIGERIA

community water, sanitation and hygiene committees (WASH-COMs) educated on effective management of community WASH and other development services

6,034

petty traders and agricultural farmers/processors boosted business capital for trading and farming



PfD's research found 60% of malaria cases contain resistance to ACT.

HEALTHY COMMUNITIES

PfD's work in health systems strengthening, improving rural community water sources, hygiene and sanitation education, 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. PfD's community-based programming provides individual households with training and support, while its national health initiatives promote effective policy and build responsive institutions.

MALARIA PREVENTION

CAMBODIA

PfD helps at-risk populations combat malaria by promoting knowledge and self-protective change for individuals and entire communities. Using behavior-change communication (BCC) and community mobilization techniques, PfD's work increases knowledge of malaria's cause and treatments, and promotes the use of bed nets and other preventive measures.

PfD conducted a knowledge, attitudes and practices (KAP) survey on malaria in eight provinces and developed a BCC toolkit and appropriate malaria messages. PfD also supported provincial health departments in the target provinces to organize World Malaria Day. The results of the KAP survey showed:

84% of the population slept under an insecticide-treated net the previous night; 89% of pregnant women slept under an insecticide-treated net the previous night; 80% of children under five slept under an insecticide-treated net the previous night; 90% of the population at risk for malaria correctly identify the cause of malaria as a mosquito bite; 73% of forest-goers slept under a net/ITN the last time they were in the forest. *(Cambodia Global Fund New Funding Model, funded by The Global Fund to Fight AIDS, TB and Malaria (GFATM))*

In June 2016, PfD completed the Early Warning System pilot project in Kratie province aimed at tracking the emergence and spread of plasmodium parasites, which cause malaria. PfD collected blood samples from confirmed malaria cases. The results indicated that about 60% contain resistance to artemisinin-combination therapy (ACT), the main treatment. In early 2016, due to the widespread resistance of malaria to ACT, the national program of malaria announced the official use of ASMQ (Artesunate-Mefloquine) as the new anti-malarial drug. This drug was recently supplied to Kratie Province. However, inappropriate drug regimens, inadequate patient adherence and use of substandard quality pharmaceuticals threaten the spread of drug resistant malaria strains to ASMQ.

To support the Kratie Provincial Health Dept. to combat the spread of drug resistant malaria strains to ASMQ, PfD began the implementation of *plasmodium falciparum* (Pf) day 28 follow-up and admission of Pf day 28 positive patients to health facilities. When patients are positive for Pf on day 28 of treatment, this indicates late clinical treatment failure and necessitates the use of a second line treatment. PfD worked to identify and treat such patients. The project also sought

PREVENTATIVE MEDICINE

BENIN

In 2016, PfD held **126 community based workshops** demonstrating cooking methods to preserve nutrients in vegetables and best practices for healthy lifestyles, reaching **2,655** vegetable farmers and their families. During the workshops, local doctors tested participants for noninfectious diseases such as high blood pressure and diabetes. PfD also distributed over 1,500 posters, pamphlets and other learning materials to 24 community health centers. The print material focused on best practices for good nutrition and hygiene, and how to prevent noninfectious diseases such as high blood pressure, diabetes and obesity. PfD trained community outreach agents to ensure effective use of the materials.

To help farmers and their families avoid health problems related to pesticide residue and bacterial contamination, PfD held **649 on-site trainings**, reaching **3,498 farmers and market sellers** to demonstrate proper use of chemicals and good hygiene practices. This included correct application and storage of pesticides; best practices for transporting, storing and selling vegetables; as well as how to treat vegetables before consumption. To raise awareness within the general public, PfD broadcast the sessions on good hygiene during meal preparation on national television and six local radio stations in French and three local languages (Nagot, Adja, and Fon), with a total of **1,672 radio broadcasts** during the year. In addition, two videos demonstrating good hygiene practices and how to prepare vegetables to avoid contamination were broadcast 66 times on the two national television stations. (*Growing Resources for Enhanced Agricultural Enterprises and Nutrition (GREEN)*, funded by USDA)

to identify whether day 28 positives were due to re-infection or drug resistance by sending blood samples to the Institute of Pasteur Cambodia for PCR analysis. PfD trained **13 health staff** on the updated National Malaria Treatment Guideline/Second-line Treatment protocol and trained **48 Village Malaria Workers** on Early Diagnosis and Treatment and how to collect blood samples by filter paper on day zero and day 28 for PCR analysis. A total of 51 blood samples (confirmed Pf positive) were collected on day zero and again on day 28. Two patients were found positive on day 28 and they were referred to the referral hospital for second-line treatment. (*Cambodia Regional Artemisinin Initiative (RAI)*, funded by *The Global Fund to Fight AIDS, TB and Malaria*).

WASH

NIGERIA

PfD **strengthened local capacity** to manage water, sanitation and hygiene (WASH) projects and to build better community WASH management systems in Bauchi, Delta, Edo and Ekiti state. PfD organized and supported **2,530 community water, sanitation and hygiene committees (WASHCOMs)** through training and mentoring. PfD supported the formation and strengthening of **11 local government area WASHCOM federations**, a platform for coordinating communities to improve water, sanitation and hygiene, sustainability of services and engage with government partners for progressive improvements. (*Strengthening Capacity of Local Institutions to Drive Community-Centered WASH Service Delivery*, funded by *DFID/UNICEF* and *EU/UNICEF*).

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. 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 2016, PfD's work in agricultural development included:

BENIN

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 are building capacities of **5,200 pineapple producers**, **60 small processing companies**, and the nation's two largest pineapple processors, as well as the five main export companies exporting fresh pineapple to Europe. (*Pineapple Processing for Export (PINEX)*, funded by USDA)

PfD trained targeted pineapple producers on Global Good Agriculture Practices (Glob-

al GAP), which is mandatory for exporting fresh produce to Europe, and also trained the pineapple processing companies and exporters on business development and marketing strategies. PfD also worked 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 2016, over **1,000 farmers** participated in agricultural extension training; overall, vegetable farmers have seen a **122% increase in production**. (*Growing Resources for Enhanced Agricultural Enterprises and Nutrition (GREEN)*, funded by USDA).



ECONOMIC DEVELOPMENT

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 2016, PfD's work in economic empowerment included:

CAMBODIA

PfD 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 generation activities, PfD encouraged the VHV to engage in more education activities on malaria. (*Microcredit Empowerment Project, funded by PfD*)

BENIN

In Benin, PfD is partnering with local microfinance companies to provide credit to 2,880 smallholder pineapple farmers to finance the inputs needed to increase fruit production and quality of produce, and larger loans to 12 pineapple processing companies to procure equipment needed to meet the growing demand for Benin's pineapple products in local, regional and international markets. (*Pineapple Processing for Export (PINEX), funded by USDA*)

NIGERIA

PfD facilitated the disbursement of microfinance loans to 6,034 people (83% women) with limited access to banks or conventional loans. The majority of the loan value (54%) was disbursed to petty traders to aid the growth of small-holder businesses, while 46% went towards supporting agricultural activities. PfD also provided important reproductive health messaging via credit officers during credit group meetings to women of reproductive age. (*Nigeria Microfinance program, funded by PfD*)

PfD has funded 48 scholarships since 2015, each covering about 40- 50% of a girl's total costs to attend secondary school for a year. In the 2016/ 2017 academic session, 23 girls from low-income households were supported by the scholarship fund. (*Girl's Scholarship Program, funded by the PfD Anne Johnson Memorial Scholarship Fund*)



IMPACT SPOTLIGHT

PARTNER ORGANIZATION

Benin's economy is underpinned by semi-subsistence agriculture: more than 70% of the population depends on farming, yet agriculture contributes only about 35% 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 (CRM), a professional organization of smallholder farmers that offers services such as marketing and production support to its over 3,000 members. PfD has worked with CRM since 2012; and has identified hard-to-reach farmers and provided them resources such as trainings and technical support. PfD also helped CRM to set up a small store, where they now sell seed, fertilizers and other farming inputs to their members at reduced prices.

As on-farm production has increased, farmers have struggled to sell large quantities of their vegetables. Most have had no formal relationships with buyers, nor have they had information on price fluctuations. Through PfD's mobile information system, that transmits local market prices via SMS, farmers now have a good understanding of seasonal price trends, and can better negotiate for a fair price.

In 2016, 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.



IMPACT SPOTLIGHT

VILLAGE MALARIA WORKER

Rolouk Pim, 23, is a Phnornng ethnic minority (indigenous person) living in Sras village, Kratie province in northeastern Cambodia. Pim and her husband are rice farmers. Her rice field is in the forest and is far away from her village. Her family must move and live at their rice field 6 months each year for planting and harvesting. They also bring their three-year old daughter while at the field. Usually, they begin their farming work early in the morning, sometimes continuing until 8:00 pm at night.

Recently Pim's daughter was suspected of having malaria and Pim brought her back to the village to visit the Village Malaria Worker (VMW). **A rapid malaria blood test came back positive and her daughter was quickly treated by the VMW using antimalarial drugs.** Pim was happy to use the VMW's testing and treatment services because they are free. She once visited a private clinic with suspected malaria and paid about \$20 for the service.

Under the RAI project, PfD is implementing day 28 follow-up to combat anti-malarial drug resistance throughout Kratie Province. Based on the national treatment guidelines, patients found malaria Pf positive on day 28 are recommended to receive sec-

ond line treatment. Pim's daughter therefore was followed up on day 28 by the VMW. Unfortunately, **her rapid blood test was still found malaria Pf. positive, indicating likely drug resistance.** She would need to travel to the referral hospital to receive the second line treatment.

The project supported Pim's family, covering transportation costs and the treatment fee at the hospital as the family was unable to afford the cost. Her daughter was cured after the treatment at the hospital.



IMPACT SPOTLIGHT

WASH VOLUNTEER

Aba Ijesha community is in Iguobazuwa East ward, Ovia South West Local Government Area (LGA) in Edo State, southwestern Nigeria. Before PfD began implementing the WASH project in this area, community members defecated in the open with rain water washing human waste into the only stream that served multiple purposes - bathing, washing of clothes and farm produce, cooking and drinking water-posing serious health risks to members of the community.

In November 2014 with support from EU/UNICEF, PfD started strengthening the capacity of 100 rural communities in Ovia South West LGA (including Aba Ijesha) to improve WASH activities. **The program focused on improving the general sanitation of the community, personal hygiene of community members, eliminating open defecation, and improving access and quality of drinking water.**

A key aspect of PfD's intervention was supporting rural communities to identify suitable members to form WASH Committees (WASHCOMs). The project worked to identify responsible, highly self-motivated volunteers to serve on the WASHCOM. Their roles included mobilizing communities towards WASH programs, planning, implementation, monitoring and reporting on WASH activities. Once formed, WASHCOM members in Aba Ijesha community sprang into action putting into practice their new skills with PfD and LGA WASH Unit staff providing mentorship. Per Alhaji Jelili, Chairman of the WASHCOM, implementing WASH activities was a difficult task initially as the majority of the community members were not familiar with WASH services, and were hesitant to accept change. This reluctance did not deter WASHCOM members, they kept pushing and advocating for better hygiene practices and with the support of the Baale (the community head), they enforced legislation against open defecation.

Currently, Aba Ijesha community is Open Defecation Free (ODF), receiving state certification. Their stream has been demarcated into two points - one point for drinking/cooking water while the other is for washing and bathing. The pathway to the stream is also regularly cleared of weeds and trash. Aba Ijesha WASHCOM has also been working with the community association to get water treatment for the stream to improve the quality of water for drinking.

In Alhaji Jelili's own words, **"Our people are now happy with us and they now pray for us because of what we have achieved in our community. Our people now call us Community Sanitary Inspectors. We are so happy and grateful to our Baale who has been supporting us from day one."**



SCHOLARSHIP PROGRAM

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% attend school; the proportion is 53% for boys. While about 75% of young Nigerian men (15-24 years) are literate, only 58% of young women can read and write. 70% of the poorest females in Nigeria have never been to school, and 84% never completed primary school. Every girl who is excluded from education suffers: her self-development, scope for self-expression, and life opportunities are stunted. These 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. 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 tuition, uniforms, and school supplies. Candidates for scholarships or scholarship recipients are daughters of our microfinance clients. By combining economic and educational impact, participating families are even better equipped to break the cycle of poverty.



MEET TEMISAN, a 14- year old scholarship recipient from Sapele, Delta State. As of Summer, 2015, Temisan is a graduate of St. Louis Junior Secondary School in Sapele. In October 2015, Temisan continued her education at the Senior Secondary School (equivalent to high school). She excelled academically during her time at junior secondary school, achieving the second-highest ranking in her school of about one hundred students. Temisan's favorite subject is math and her hobbies include reading, riding her bicycle, and watching TV. Temisan's role model is her mother who recently gave her a Nokia Asha 200 mobile phone as a birthday present. Temisan's dream is to become a medical doctor. In Temisan's words, "This scholarship has done a great thing in my life, and I thank the Anne Johnson Memorial Scholarship Fund for providing me with assistance to enable me to go to school".

PfD is proud to support Temisan 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 Temisan.

FINANCIAL HIGHLIGHTS

January - December 2016^{*}

Revenue & Support

Grants: \$393,129

Contributions: \$37,572

Investments & Interest: \$160,226

Other: \$197,602

Total Revenue & Support: \$788,529^{**}

Expenses

Total Program Expenses: \$2,128,958

Management & Administrative Expenses: \$319,888

Total Expenses: \$2,448,846

Other Adjustments & Net Assets

Exchange Rate (Loss) Gain: (\$399,097)

Monetization Adjustment: (\$1,532,068)

Changes in Net Assets: \$3,591,482

Net Assets at Beginning of Year: \$12,737,545

Net Assets at End of Year: \$9,146,063

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

^{**} On December 1, 2016, PfD executed a grant agreement of \$1,999,389 for performance based water and sanitation activities in Nigeria. As of December 31, 2016, PfD had recognized \$15,243 of revenue from this grant in the Statement of Activities.



BOARD OF TRUSTEES



BOARD OF DIRECTORS

Lanre Williams-Ayedun, *Chair*

Damiola Odetola, *Treasurer*

Nancy Pendarvis Harris

Steven Hansch

Michael Chommie

Sophal Ear, Ph.D

Dale Hill

Marco Ferroni, Ph.D

Jack Marrkand, *Executive Director & Ex-Officio*

Non-Voting Secretary to the Board

ADVISORY BOARD

Joel Montague, *Chair Emeritus*

Charles Sykes, *Chair Emeritus*

Deirdre LaPin, Ph.D.

Stephen O'Brien

Gratitude Supporting Partners

Chemonics International
Faster Forward Fund
Global Environment & Technology Foundation
JSI Research & Training Institute, Inc.
Nathan Cummings Foundation
National Cooperative Bank
Severna Park Middle School
The Coca Cola Africa Foundation
The Global Fund to Fight AIDS, Tuberculosis, and Malaria
The London School of Hygiene and Tropical Medicine
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)

Partners for Development is proud to be a member of professional development associations including DevEx, InsideNGO, and Volunteers for Economic Growth Alliance (VEGA).



Gratitude Supporting Individuals

Timm Abendroth
Ava Beard
Michael Benson
Jean Boardman
Shirley Clarke
Mamie Clarke
Mary Coogan
Sandra Deau
Nicholas DiTaranto
Geoffrey Dolman
Jane Eesley
John Field
Alison Frane
Christiana Gianopulos
Tobias Gottesman
David Greeley

Richard Hamilton
Steven Hansch
Margaret Hanson
Jennifer Harris
Nancy Harris
Peter Hartogensis
Dale Hill
Travis Hutchins
Homer & Allison Johnson
Dorothy Johson
Kim Jones
Mary Kay Leonard
Melanie Lopez
Holly Maranto
Juliet & Jack Marrkand
Kim Marrkand & Kathleen Henry

Mark Matyas
Alan McNutt
Robert McNutt
Randall Mielecki
Edward Miller
Brian Misenheimer
Shahnaz Montague
Joel Montague
Jorge Neve
Thomas Nicoletto
John North
Dami Odetola
Scott Otteman
David Page
Robert Picciotto
Amy Pofcher

Barbara Pofcher
Nancy & Thomas Ragle
Vanessa Redfield
Frank Sanford
Miranda Schutt
Alain Soglo
Anna Titulaer
Barbara Utke
Rajesh Vasudevan
Kimberly Weichel
Olanrewaju Williams
Severna Park Middle School
c/o Ms. Christine Torelli

And several anonymous donors.

JOIN US

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

OUR OFFICES

Headquarters: 8720 Georgia Avenue, Suite 906, Silver Spring MD, 20910, USA

Nigeria Office: 13 Angola Street, Wuse Zone 2, Abuja, Nigeria

Cambodia Office: No. 26, St. 334, Sangkat Beoung, Keng Kang I, Khan Chomcarmorn, Phnom Penh, Cambodia

Benin Office: National Lot No. 1176, Parcelle K, Haie-Vive, Cotonou, Benin

*Some design elements created by Freepik.



PARTNERS
FOR DEVELOPMENT
Local Solutions. Sustainable Outcomes.