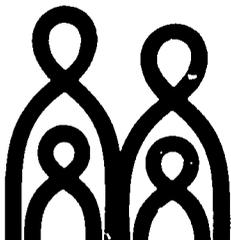


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The Pathfinder Fund

F Y 8 6

ANNUAL REPORT TO AGENCY FOR INTERNATIONAL
DEVELOPMENT

FISCAL YEAR 1986

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I. EXECUTIVE SUMMARY

In Fiscal Year 1986, The Pathfinder Fund committed more funds to the support of family planning projects than ever before. As our Global Assessment (Chapter II) indicates, commitments from AID/Washington funds were over \$5.2 million, up from \$4 million in FY 1985, and commitments from all sources rose from \$5.5 million in FY 1985 to \$6.3 million in FY 1986.

In addition to this very tangible evidence of the growth of the Pathfinder program, two significant events highlighted the year.

- In August, Pathfinder and AID/Washington signed a new five-year Cooperative Agreement. By far our largest and most ambitious funding agreement to date, it provides a total of \$60 million, plus more than \$21 million in commodities, to enable Pathfinder to continue "to enhance the freedom of individuals in developing countries to choose voluntarily the number and spacing of their children."

- Effective January 1, 1986, a reorganization of the management structure of the Pathfinder Fund was effected. (An Organizational Chart appears as Appendix B.) Chief among its features is the centralization of all technical and planning functions related to Pathfinder's program under a new Department of Technical Services and Planning (DTSP), and of all project management functions, including commodities management, under a new Department of Project Operations (DPO). This, along with a new team approach to project development and monitoring, in which a DTSP and a DPO staff person are permanently assigned responsibility for a project from its inception, has made for more effective and efficient handling of projects. Along with this has come an improved system for the development of regional and country strategies, and for tracking progress in implementing strategies against funding allocations.

II. GLOBAL ASSESSMENT - FY86

The Global Assessment is an annual exercise that examines Pathfinder's activities and funding commitments in the previous fiscal year from various points of view, and serves as a guide to future planning. Following are highlights from the FY 1986 assessment.

A. Overview of FY86 Commitments - All Funding Sources:

In FY86, Pathfinder made 181 project commitments (124 new projects and 57 renewals). The breakdown of numbers of projects by funding source was:

121 from AID central funding	\$5,234,939
40 from Private Funds	\$ 503,858
18 from the Dhaka Mission Grant	\$ 437,995
2 from the Cooperative Agreement/Nigeria	\$ 116,627

In FY86, 14% of total funding went to Asia and Egypt, 37% to Africa and the Middle East, 48% to Latin America, and 1% to Non-Regional Projects.

B. AID Central Grant and Cooperative Agreement Washington:*

A total of 121 project commitments were made from our primary AID funding for \$5.23 million (83 new projects including 29 rapid response, and 38 renewals). This represents 83% of total Pathfinder funding.

Table 1 presents commitments from central AID funds by region. Latin America accounted for 52% of total commitments with AID funding; Africa and the Middle East for 40%; and Asia for 8%. Among individual countries, Brazil topped the list, using over 18% of available AID funds, with Turkey second and Nigeria third (its figures do not include commitments from the Nigeria Cooperative Agreement).

* Pathfinder's central AID funding came from two sources in FY 1986: 1) Grant #AID/pha-G-1138, which terminated as of 9/30/85, and 2) the new Cooperative Agreement, #DPE-3024-A-00-5045-00, which took effect 10/1/85.

TABLE 1

FY86 Commitments by Region from AID -
Central Grant and Cooperative Agreement

Regional Dept.	Region	# Projects	\$ Commitments	
ASIA	Bangladesh	9	199,772	
	Indonesia	8	163,154	
	Other	6	69,847	
	Subtotal:	23 (19%)	432,773	(8%
AFRICA AND MIDDLE EAST	Afr. Reg.	4	105,699	
	Sub-Sahara Afr.	14	734,415	
	Nigeria	4	602,690	
	Turkey	7	632,870	
	Other	1	25,536	
	Subtotal AME:	30 (25%)	2,101,210	(40%
LATIN AMERICA	Brazil	23	957,587	
	LA/North	17	690,905	
	LA/Reg'l	3	77,212	
	LA/South	8	535,699	
	Mexico	17	439,552	
	Subtotal LA:	68 (56%)	2,700,955	(51%
GRAND TOTAL		121	5,234,939	

C. Comparison of FY86 Performance with CAW Log Frame

In FY86 Pathfinder received a new 5-year Cooperative Agreement from USAID. It contained a Projected Logical Framework (log frame) for outputs to be supported under the CAW from FY86 through FY90.

Table 2 presents a summary of the project activities supported from AID funds in FY86. Family planning service projects accounted for 65% of total commitments.

Table 3 presents the 5-year AID log frame targets and the proportion of the 5-year targets accomplished in the first year of the CAW. We are ahead of schedule for service projects, behind on training and women's activities, and exactly on target for policy. The other categories are harder to measure because of the differences between the terminology of the log frame and that of our activity areas, but an additional 39 projects (18%) were committed against a target of 220 for rapid response and institutional development over the five year period.

The trend for commitments from AID central funds and from all sources over the past 3 years in the 3 major regions is graphed in Figures 1 and 2.

TABLE 2

Activities Supported by the CAW & Central Grant in FY 1986

	# Projects	%	\$ Commitment	%
<u>Family Planning Service</u>				
Clinic-based	21	17	1404896	
Sterilization	4		109219	
CBD	20		1669731	
Adolescent Clinical Services	6		165355	
IEC/Referral	2		62792	
Subtotal	53	44%	3411993	65%
<u>Training</u>				
Nonphysicians	2		280482	
Physicians & Med Students	7		113990	
Managers	3		17889	
Drugstores	2		10406	
Subtotal	14	12%	422767	8%
<u>Population Policy</u>				
Adolescent Awareness	2		35537	
Pop Awareness & Info	6		301022	
Pop Constituency Dev.	1		3667	
Pop Policy Formation	1		12848	
Subtotal	12	10%	373143	7%
<u>Women's Activities</u>				
Women & FP	2		77571	
Women Managers Trng	1		22682	
WID	1		2449	
Subtotal	4	3%	102702	2%
<u>Conferences & Workshops</u>				
	19	16%	347637	7%
<u>Communications</u>				
	7	6%	101789	2%
<u>Eval/Research</u>				
	4	3%	130157	2%
<u>Data Processing</u>				
	3	4%	43789	1%
<u>Other</u>				
	5	4%	300961	5%
GRAND TOTAL	121	100%	5234939	100%

TABLE 3

Comparison of FY 86 - 90 Log Frame and FY 86 AID & CAW Commitments

	FY86-90 Log Frame Targets <u># Projects</u>	FY87 Accomplishments <u># Projects</u>	<u>% of Target</u>
<u>Family Planning Services</u>			
Clinic-based	90	28	
Sterilization	30	4	
CBD	80	21	
Adolescent Services	-	-	
IEC/Referral	<u>20</u>	<u>2</u>	
Subtotal:	220	55	25%
<u>Training</u>			
Non-physicians	60	7	
Physicians & Med Students	40	7	
Managers			
Drugstores			
Subtotal:	<u>100</u>	<u>14</u>	14%
<u>Population Policy</u>			
Adolescent Awareness			
Pop Awareness & Info			
Pop Constituency Dev.			
Pop Policy Formation			
Subtotal:	60	12	20%
<u>Women's Activities</u>			
Women & FP			
Women Managers Trng	80	1	
WID			
Subtotal:	<u>80</u>	<u>1</u>	1%
<u>Conferences and Workshops</u>			
<u>Communications</u>			
<u>Eval/Research</u>			
<u>Data Processing</u>			
<u>Other</u>			
Subtotal:	220	39	18%

FIGURE 1: THREE-YEAR COMPARISON OF COMMITMENTS FROM AID (CAW & CENTRAL GRANT) BY MAJOR REGION

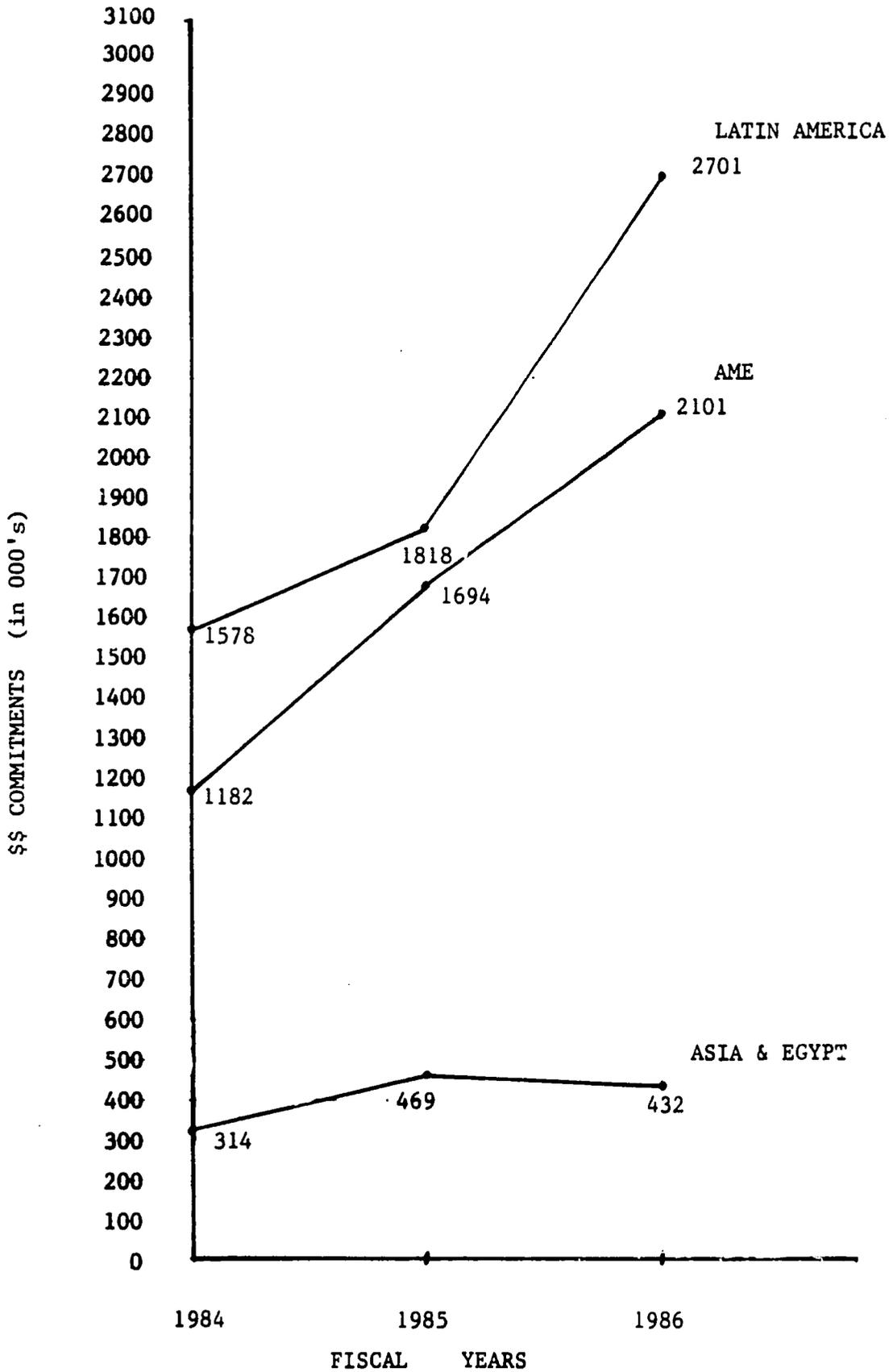
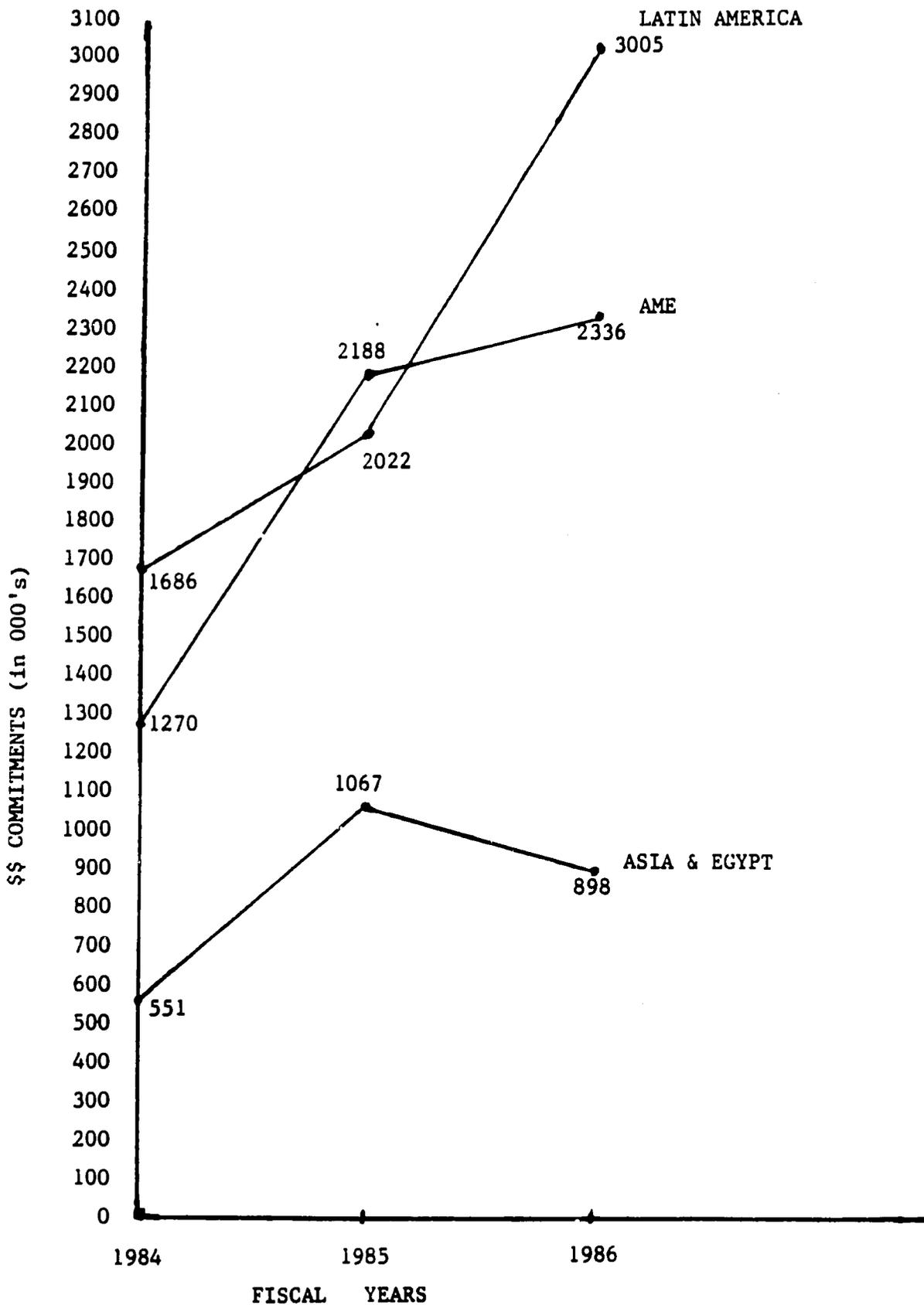


FIGURE 2: THREE-YEAR COMPARISON OF COMMITMENTS FROM ALL SOURCES BY MAJOR REGION



D. Size of Project Commitments

Pathfinder had 5 and 7 AID projects over \$100K in FY84 and FY85 respectively. In FY86 we had 11, as shown below. These 11 projects accounted for 44% of the total AID commitment. The geographic breakdown was:

1 - Peru	1 - Ecuador
2 - Turkey	1 - Uganda
3 - Brazil	1 - Dominican Republic
2 - Nigeria	

Seven of these projects supported were CBD activities. The others were of various programmatic types.

FY86 AID Commitments by Funding Ranges

	<u>#</u>	<u>%</u>	<u>\$</u>	<u>%</u>
0 - 9999	35	29	164,163	3
10,000 - 24,999	24	20	397,126	8
25,000 - 49,999	33	27	1,182,741	23
50,000 - 99,999	18	15	1,179,285	23
100,000+	<u>11</u>	<u>9</u>	<u>2311623</u>	<u>44</u>
	121	100%	\$5,234,939	100%

The average AID project size increased in FY86. In FY 84 it was \$37,322; in FY85, \$35,539; in FY86, \$43,264. The average size of commitments per region was:

Africa	\$65,582
Middle East	\$82,301
Asia	\$18,816
Latin America	\$39,720

The above figures show that, on the average, Pathfinder project assistance in Africa is nearly twice as expensive as in Latin America, and three times as high as in Asia.

E. Commodities

The 5-year Projected Log Frame outputs called for Pathfinder to distribute:

44,933,000 condoms in 28 countries and
15,500,000 cycles of orals in 35 countries.

In FY86 we distributed:

2,553,200 condoms in 15 countries and
4,314,000 cycles of orals in 12 countries.

In total, 16 countries received condoms and/or orals.

In addition, we distributed 2400 Lippes Loops; 91,700 Copper T's; 379,700 foam tablets; 103,608 cans of foam; and 1032 tubes of jelly. We distributed 90 of our training films; 216,500 surgical gloves; and 477 standard instrument kits.

III. REGIONAL REPORTS

A. AFRICA

The majority of Pathfinder activity during FY 86 continued to be in Kenya and Nigeria. The following table summarizes Pathfinder commitments.

<u>Country</u>	<u>Projects</u>	<u>Amount</u>
Nigeria	7	\$774,718
Uganda	1	\$325,393
Kenya	11	\$307,290
Regional	4	\$102,563
Sierra Leone	2	\$ 51,008
The Gambia	1	\$ 30,152
<u>Total:</u>	<u>26</u>	<u>\$1,591,124</u>

NIGERIA

Nigeria is the most populous country in Africa with an estimated population of 91 million. The country is growing at a rate of 3.1% annually, and 48% of its population is under age 15. Pathfinder supports a variety of activities in Nigeria with funds from the Central Agreement Washington (CAW) and from the Cooperative Agreement Nigeria (CAN).

Central Agreement

Pathfinder has continued its efforts to make family planning services more accessible by training health professionals in family planning service delivery. Pathfinder's long-term strategy is to develop and introduce family planning services in seven university teaching hospitals to serve as a training resource for medical and nursing students, and to develop in-service training capabilities in three teaching hospitals for family planning practitioners. This year, support was provided to six medical schools. All projects have independent service delivery and training components.

Another major project in Nigeria has been the collaborative effort in Oyo State of Pathfinder and Columbia University's Center for Population and Family Health (CAW/NIR:012-2). The Oyo State Community-Based Health and Family Planning Project is the first CBD effort established in Nigeria under government auspices and with direct government participation. This project, now in its third year, demonstrates an acceptance of child spacing when family planning is integrated with basic health services. The quality of health services available to the rural population of Oyo State has increased significantly, and the project's format serves as an important model for CBD expansion in Nigeria.

Nigeria Cooperative Agreement

The objectives proposed in the Cooperative Agreement are:

- to assist in increasing the delivery of health and family planning services in Nigeria through technical assistance, including training in the management and planning of family planning programs;
- to initiate a program of community-based distribution (CBD) of contraceptives;
- to train nurses and midwives in clinical family planning skills, oral rehydration therapy, and immunization;
- to develop IEC materials; and
- to standardize medical forms.

Activities in FY 1986 funded under the CAN focused on two areas: the development of a second CBD project in Nigeria, and the accumulation of baseline data on family planning awareness in order to develop a draft for the IEC component of family planning services in Nigeria.

A collaboration with the Family Planning Advisory Committee in Ogun State resulted in the establishment of a CBD program which has become an integral component of a broader effort to expand family planning services throughout the state over the next five years (CAN 009). This project responded to the need for trained personnel and more accessible family planning clinics in rural areas by training 100 nurse-midwives and providing refresher training for 30 community health workers. Thirty-six new clinics were established during the funding period, and plans have been made for an additional 22 clinics.

In an effort to increase the level of awareness and practice of family planning, particularly among adolescents, Pathfinder supported the incorporation of family planning orientation into the training curriculum for the National Youth Service Corps (CAN 007). Another project aimed at all African adolescents analyzed the adolescent population, assessed family planning IEC needs, and compiled a list of appropriate messages to be developed into a media production (CAN 010).

KENYA

Kenya has an estimated population of 20.2 million and a population growth rate of 4.1% per year, the highest of any country in the world. Pathfinder's broad objective in Kenya is to increase awareness of family planning among policy makers and the public, and to develop and implement accessible family planning programs.

The Kenyan National Council for Population and Development (NCPD) coordinates all activities on population and development, including family planning. The NCPD hopes to reduce the population growth rate to 2.8% by the year 2000. At their request, Pathfinder provided funds for a team of Pathfinder staff and consultants to develop a plan for a seven year national CBD program (CAW/KEN:016-1). Funds were also made available to the Nairobi City Commission to enable the elaboration of a CBD plan for the capital.

CBD projects have also been supported in the private sector. Pathfinder's major CBD project in Kenya, implemented by the "Maendeleo Ya Wanawake" (Women's Progress Organization) for the sixth consecutive year, has demonstrated the demand for services in rural areas. This year funds were provided to assist project staff in the development of a financial management system (CAW/KEN:019-1).

Another private sector initiative aims to increase the availability of private practitioner services in urban areas (AID/KEN:005-1). A grant was awarded to the Kenya Medical Association to recruit 100 private practitioners in six urban areas to provide free family planning services once a week. Five "Contraceptive Update" seminars have been held, attended by 110 physicians, and 36 nurse-aides have received additional training to better assist the physicians in service delivery.

UGANDA

Similar to Pathfinder's strategy in Kenya and Nigeria, the long-term objective in Uganda is to aid in the development and implementation of CBD programs. Pathfinder's first project is a collaborative effort with the Experiment for International Living and the Church of Uganda (CAW/UGA:001-1). The Grantee is the Multi-Sectoral Rural Development Program of Busoga Diocese (MSRDP), which was created by the Church of Uganda to provide a functioning infrastructure for delivery of services and implementation of development projects in rural areas and villages of Busoga. This project will allow for the incorporation of family planning education and services into the broader range of MSRDP services by training nurse/midwives and CBD volunteers and equipping health posts to serve as back-up family planning clinics. Pathfinder will also provide support to develop the capability of the Busoga MSRDP to design, implement and evaluate a community based family planning program.

POLICY INITIATIVES IN SUB-SAHARA AFRICA

In Sierra Leone, Pathfinder's role has been to provide support, both financial and technical, to the National Population Committee as it formulates a national population policy (AID/SIE:001-2). Pathfinder has been working with the Committee since 1982, and funds have supported the work of seven Task Forces whose recommendations have served as a basis for the draft of the policy document. During FY 1986 three regional National Population Commission offices were established. In addition, three population awareness seminars were held for parliament members and policy makers throughout the country. Other project activities included the publishing and distribution of two population newsletters (POPLEONE #4 and #5), and the creation of a National Population Week in December, 1985.

The All-African Parliamentary Conference on Population and Development was held in May 1986 in Harare, Zimbabwe. Organized by the Global Committee of Parliamentarians on Population and Development, the conference brought together parliamentarians from 31 of the 36 African countries that have parliaments, making it by far the largest conference of African lawmakers ever held. Conference resolutions included, among others, measures necessary for the establishment of a permanent mechanism -- the African Parliamentary Council --

to carry out the program contained in the Conference Declaration (CAW/AFR:TIN 007).

Adolescent Projects

Many African governments are concerned with the high incidence of pregnancies among adolescents. Pathfinder has worked to help describe the current nature and extent of adolescent reproductive behavior, and to define what policies and programs are required to address their needs.

As part of Pathfinder's effort to gather information about adolescent fertility in Africa to give policy makers and program managers a knowledge base from which to develop strategies, a grant of \$30,152 was awarded to the Gambia Family Planning Association (GFPA). This project, which will start in FY 1987, will allow a survey of some 3,500 adolescents. In collaboration with Family Health International and Pathfinder, the GFPA will analyze the data and disseminate the results to Gambian policy makers, service providers and relevant organizations. A three-day seminar is scheduled to create strategies for dealing with the issue of adolescent fertility (CAW/GAM:001-1).

Pathfinder provided financial support to the World Assembly of Youth for the organization of a seven-day workshop that was held in June 1986 in The Gambia, convening 42 participants from 14 countries to discuss and exchange information on adolescent fertility issues, and to develop programs to address these problems (AID/AFR:TIN 004). Pathfinder also funded a resource person from the Margaret Sanger Center in New York City who assisted participants in developing action programs for implementation in their countries (CAW/AFR:TIN 008).

PROJECT COMMITMENTS MADE DURING FY 1986

Africa Regional

AID/AFR:TIN 004 YOUTH WORKSHOP ON POPULATION AND DEVELOPMENT (\$54,550)
 CAW/AFR:TIN 007 ALL AFRICA PARLIAMENTARY CONFERENCE ON POPULATION AND
 DEVELOPMENT (\$40,556)
 CAW/AFR:TIN 008 SUPPORT FOR RESOURCE PERSONNEL AND PARTICIPANTS TO WAY
 REGIONAL YOUTH WKSP (\$4,142)
 CAW/AFR:TIN 009 TRAINING SUPPORT FOR CECILIA NEMAH TO COLUMBIA UNIVERISTY
 WORKSHOP (\$3,315)

The Gambia

CAW/GAM:001-1 ADOLESCENT FERTILITY SURVEY (\$30,152)

Kenya

AID/KEN:005-1 FAMILY PLANNING SERVICES THROUGH PRIVATE PRACTITIONERS
 (\$72,582)
 AID/KEN:009-1 KENYATTA NATURAL FAMILY PLANNING SERVICES AND RESEARCH
 PROJECT (\$61,482)
 AID/KEN:015-1 COMPUTER FOR AFRICAN MEDIA WOMEN (\$2,449)
 AID/KEN:017-1 CHOGORIA AREA COMMUNITY HEALTH SURVEY (\$7,500)
 AID/KEN:TIN 008 AAI WORKSHOP ON WOMEN AND HEALTH (\$3,000)
 CAW/KEN:008-1 INTEGRATED URBAN COMMUNITY BASED DISTRIBUTION FAMILY PLANNING
 SERVICES PRO (\$44,011)
 CAW/KEN:016-1 DEVELOPMENT OF PLAN FOR NATIONAL CBD PROGRAM (\$74,614)
 CAW/KEN:019-1 CONSULTANCY FOR DEVELOPMENT OF MYWO FINANCIAL MANAGEMENT
 SYSTEMS (\$5,836)
 CAW/KEN:TIN 006 CBD PLAN FOR NAIROBI CITY COMMISSION (\$21,509)
 CAW/KEN:TIN 009 TRAINING SUPPORT FOR MRS. HERINE OGEMBO TO UCONN PROJECT MGMT
 PROGRAM (\$10,227)
 CAW/KEN:TIN 010 TRAVEL AND TRAINING FOR MS. TERRY KANTAI TO CEDPA WKSP
 MAY/JUNE 1986 (\$4,080)

Nigeria

CAW/NIR:006-4 UNIV OF BENIN TEACHING HOSPITAL FP SERVICE DELIVERY AND
 TRAINING PROGRAM (\$294,547)
 CAW/NIR:007-3 JOS UNIVERSITY TEACHING HOSPITAL FAMILY PLANNING PROJECT
 (\$50,584)
 CAW/NIR:009-3 AHMADU BELLO UNIVERSITY TEACHING HOSPITAL FAMILY PLANNING
 PROJECT (\$45,788)
 CAW/NIR:012-2 COMMUNITY BASED DISTRIBUTION SERVICES AND TRAINING IN OYO
 STATE (\$222,506)
 CAN 007 FAMILY PLANNING FOR NATIONAL YOUTH SERVICE CORPS MEMBERS
 (\$44,666)
 CAN 009 EXPANSION OF FAMILY PLANNING SERVICES IN OGUN STATE (\$92,311)
 CAN 010 NEEDS ASSESSMENT AND SCRIPT DEVELOPMENT FOR ADOLESCENT
 FERTILITY FILM (\$24,316)

Sierra Leone
AID/SIE:001-2

INSTITUTIONAL DEVELOPMENT SUPPORT FOR THE NATIONAL POPULATION
COMMISSION (\$47,144)

CAW/SIE:004-1

CONSULTANCY FOR DEVELOPMENT FOR THE NATIONAL POPULATION
COMMISSION'S FINANCIAL MANAGEMENT SYSTEM (\$3,864)

Uganda
CAW/UGA:001-1

BUSOGA MSRDP FAMILY PLANNING EDUCATION AND SERVICE PROJECT
(\$325,393)

B. THE MIDDLE EAST

Pathfinder's activities in the Middle East are concentrated in Turkey. FY 1986 was the last year of involvement in Egypt, while the assistance to the Jordan Soldier's Family Welfare Society is being phased out. Pathfinder support will be terminated upon completion of the present project period (January 1987). The following table summarizes Pathfinder commitments in the Middle East.

<u>Country</u>	<u>Projects</u>	<u>Amount</u>
Turkey	7	\$ 532,292
Jordan	1	\$ 25,536
Egypt	2	\$ 24,765
<u>Total</u>	<u>10</u>	<u>\$ 582,593</u>

TURKEY

Pathfinder's primary objective in Turkey is to help to increase its contraceptive prevalence. Pathfinder proposes to increase family planning services and training in service delivery, to assist the Turkish Family Health and Planning Foundation, and to heighten awareness of population issues and support for family planning programs by decision-makers and the general public.

During FY 1986, Pathfinder's activities fell into three categories: those in support of the public sector, those in support of the private sector, and policy development.

Public Sector

Two grants were awarded to the Ministry of Health (MOH) in order to strengthen the government's capacity to provide family planning services. A new project was developed in response to the need for a supervisory system in the provincial health centers. The project's general objective was to enable family planning services to be provided more effectively to the people in Kirsehir province by improving the supervisory system of health centers. Twenty-five students have been trained in the supervision of health care systems, and three trainees will work on a pilot supervision system in Kirsehir. The supervision system will gradually be expanded to the rest of the country (CAW/TUR:008-1).

In FY 1984, Pathfinder provided funds to develop a family planning curriculum in Midwifery Training Schools. Family planning curriculum and resource materials were developed to be implemented in 17 schools so that graduates could be actively involved in family planning service delivery. The project has been renewed and expanded: the implementation of the family planning curriculum will continue in all of the health schools. Furthermore, 12 nurse/midwives will be selected for training in supervision after which they will supervise 96 midwives in eight provinces. An evaluation of the previous year's training has been conducted, and recommendations have been incorporated into the current training (CAW/TUR:010-2).

Private Sector

A grant of \$179,368 was awarded for the creation of the Turkish Family Health and Planning Foundation, which became legally established at the beginning of this year. The goal of the Foundation, and hence of this project is to improve and expand family planning services through the involvement of the private sector, and to increase public awareness and political support for population and family planning issues. Because the majority of low income and high fertility families have had little access to MOH family planning services, the new foundation aims to expand family planning services through factories and contraceptive marketing activities. Among the project activities planned for the next 24 months are the start-up of two factory-based family planning clinics in the Bursa region (CAW/TUR:011-1).

Another private organization receiving assistance is the Lioness Club, which will implement a CBD project in Cumhuriyet District in order to provide the families in the area with contraceptive methods through community workers. This project is the first of its kind, and hopes to provide information and services to 2,000 families during the 18 month project period. If successful, it may become a model to be replicated at a country level (CAW/TUR:012-1).

Policy Development

The Pathfinder Country Representative in Turkey, in collaboration with two outside consultants, evaluated the impact of the Population Policy Development project carried out by the Turkish Labor Confederation TURKIS. The evaluators noted, among other things, that TURKIS' development of a population policy and the dissemination of this policy to local unions caused an increase in the demand among workers for family planning services in their localities. TURKIS' activities had also received support from decision-makers as they believed that this was an important first step toward a joint effort by the state, employers and the labor unions to tackle population issues (CAW/TUR:013-1).

EGYPT

This was the last year of assistance to the Alexandria Family Planning Association (AFPA). The model Comprehensive Family Planning Clinic (CAW/EGY:001-5) will continue to provide high quality family planning and general health services, and develop an expanded IEC program in the clinic and for the community. This year, 50% of the operating costs were generated by the clinic itself, and the AFPA will take over the project completely in February 1987. The clinic has received high visibility among Egyptian officials and with USAID.

The AFPA Bureau of Family Planning Registration and Services (CAW/EGY:002-6) also received its last grant. Future funding will come from AFPA. The project continues to implement some of the recommendations made last year to improve effectiveness and efficiency of the Bureau.

JORDAN

Pathfinder support for the Soldier's Family Welfare Society integrated project in Zarqa dates from 1982 (CAW/JOR:001-4). This year, Pathfinder support was limited to family planning activities and some health care. The project, which has outreach, service and training components, aims to make family planning more acceptable and available to residents.

Project Commitments made during FY 1986Egypt

CAW/EGY:001-5 ALEXANDRIA MODEL COMPREHENSIVE FAMILY PLANNING CLINIC (\$17,246)
CAW/EGY:002-6 THE AFPA BUREAU OF FAMILY PLANNING REGISTRATION AND SERVICE
(\$7,519)

Jordan

CAW/JOR:001-4 FAMILY PLANNING AND HEALTH SERVICES FOR WOMEN IN ZARQA (\$25,536)

Turkey

AID/TUR:005-1 PREPARATION AND DISTRIBUTION OF BOOKLETS FOR THE NEWLYWEDS
(\$52,190)
AID/TUR:TIN 001 DR. BULUT'S ATTENDANCE AT BERLIN CONFERENCE (\$890)
CAW/TUR:008-1 DEVELOPMENT OF SUPERVISORY SYSTEM FOR FP SERVICES IN
KIRESHIR PROVINCE (\$70,071)
CAW/TUR:010-2 FAMILY PLANNING CURRICULUM DEVELOPMENT FOR MIDWIFERY SCHOOLS
(\$176,704)
CAW/TUR:011-1 CREATION OF THE TURKISH FAMILY HEALTH AND PLANNING FOUNDATION IN
ISTANBUL (\$179,368)
CAW/TUR:012-1 COMMUNITY-BASED FAMILY PLANNING SERVICES IN CUMHURIYET DISTRICT
(\$46,041)
CAW/TUR:013-1 EVALUATION OF POPULATION POLICY PROGRAM OF ORGANIZED LABOR
(\$7,028)

C. ASIA

FY 1986 was marked by a resumption of the Pathfinder Fund's support for family planning in Pakistan, reviving an interest expressed 30 years ago when Clarence Gamble made the first contribution to the nascent Family Planning Association. The opportunity to pioneer has attracted Pathfinder back. Other significant developments in the region took place in Bangladesh, where a reorganized Dhaka Office has permitted Pathfinder to take a leadership role in providing coordination and technical assistance to the large NGO community involved with family planning activities. In Indonesia, Pathfinder continued to function as an innovator, complementing the national program by providing services that the government could not support (such as voluntary surgical contraception), and exploring new approaches to family planning services. The following table summarizes Pathfinder commitments in FY 1986.

<u>Country</u>	<u>Projects</u>	<u>Amount</u>
Bangladesh	27	\$597,852
Indonesia	8	\$155,971
Pakistan	4	\$ 41,999
<u>Total</u>	<u>39</u>	<u>\$795,822</u>

BANGLADESH

Service Program

The cornerstone of Pathfinder's involvement in Bangladesh is its CBFPS (Community-Based Family Planning Service) program. The program currently includes 23 projects which in FY 1986 received a total of \$441,960: 75% from Pathfinder's grant with USAID/Dhaka, 25% from central funds. CBFPS projects have large outreach components with Lady Health Visitors (LHVs) providing IUDs, injectables, and basic MCH services. Mothers' Clubs were formed in a number of the projects. A list of all of the CBFPS projects appears at the end of this section.

Coordinating Activities

An important event this year in Bangladesh was the NGO Workshop on Family Planning in Chittagong (CAW/BAN:014-1). Spearheading efforts to increase the efficiency and effectiveness of NGO family planning interventions, Pathfinder took the initiative in January, 1986 to organize a workshop of NGO and USAID representatives to coordinate the roles of the various actors working in Chittagong. The workshop was a great success, and led to a mapping exercise to show all NGOs and the areas they were assigned. There was a consensus on the need for similar meetings and mapping exercises in other communities and towns.

Through Pathfinder, the NGO Coordinating Committee on Training hired two consultants who conducted a thorough needs assessment, developed curriculum and trained trainers in order to respond to the need for better and coordinated training activities.

Policy Initiatives

Under the decentralized system of national administration, 460 Upazila (local government unit) Chairmen were elected in May 1985. These Chairmen are responsible for local level implementation of national population and other development policies. A grant was awarded to the Government to conduct a series of workshops in order to orient the Chairmen to population problems and their effect on quality of life, and to the implementation strategy of the national family planning program at the upazila level (PIN 2074). It is hoped that with the chairmen's increased knowledge and enhanced interest, family planning activities at the Upazila level will be intensified.

INDONESIA

Pathfinder's activities in Indonesia this year concentrated on four program areas: services to populations in remote and inaccessible areas; services not included in the national family planning program; population education; and assistance to women's groups.

Underserved Populations

The family planning floating clinic exemplifies Pathfinder's commitment to innovative programming in this country. Originally established to test the concept of locating family planning clinics on boats specifically designed to reach populations accessible only by water transport, the clinics have attracted strong government interest and support. Funding was provided for the second consecutive year to the West Kalimantan branch of the BKKBN (the National Family Planning Coordinating Board) to continue operation of two floating clinics (CAW/IND:020-2). Pathfinder has agreed to provide financial and technical assistance through the project's second year, after which the project will operate entirely with local government support.

Voluntary Surgical Contraception

Voluntary surgical contraception (VSC) is a service which is not provided in the national family planning program. During FY 1986, Pathfinder provided a second year of support to the Indonesian Midwives Association to conduct house-to-house VSC education and counseling (CAW/IND:009-2). The results of the first project period were very encouraging: within one year, the project was able to improve communication and acceptance of VSC. Furthermore, the predominantly Moslem population voiced no significant reactions or objections to the approach.

Population Education

Pathfinder has supported the Nahdlatul Ulama's Institute for Social Welfare since 1981 in their efforts to expand their program of population education in pesantren (religious schools) throughout Indonesia. This year, a grant was awarded to hold a six-day training seminar for participants from four regions in Indonesia to be trained in the population education program and to implement the program in 39,000 schools in their respective regions (CAW/IND:030-1).

Women's Groups

The Melati Foundation was created to provide women with training and technical assistance in program management and research with the ultimate aim of getting more women involved in the decision-making, planning and implementation of development programs. Originally supported with Pathfinder private funds, Melati received funds from the Central Grant this year for its operating expenses (AID/IND:025-1).

An additional grant was provided to develop training materials and conduct training courses in the capital cities of seven provinces over three years (CAW/IND:029-1). At the end of FY 1986, Melati had compiled training materials, recruited participants, and conducted two training courses. Preliminary evaluation of the training indicated that it was highly appreciated, with one of the participants saying: "We are thirsty people, we want to drink more."

PAKISTAN

Pathfinder's main objective in Pakistan is to help private organizations provide services. After some preparatory activities in previous years, two new service projects were started this year, as well as two projects aimed at supporting these activities: the translation of a handbook for fieldworkers into Urdu (CAW/PAK:002-1) and a Contraceptive Technology Workshop (CAW/PAK:TIN 002). This workshop, sponsored jointly by Pathfinder and Family Health International (FHI), was attended by some 54 professionals involved or interested in one way or another in MCH/FP programs.

Acceptance of family planning and family size limitation is still very low in Pakistan, so a project was begun to generate local enthusiasm and support in the community (CAW/PAK:001-1). The first phase consisted primarily of outreach and information and education activities. The establishment of a Health and Family Planning Center in one of the three project villages made services available for those who desired them.

The other service project follows a different approach. A family planning unit was established within existing community centers. This unit, staffed by a physician, an LHV, a social worker, and a male and a female educator, provided information, services and referral for reversible methods. At the end of FY 1986, the project had completed the training of local staff and a survey of the project population, and reported that service provision had started (CAW/PAK:003-1).

D. LATIN AMERICA

Pathfinder has begun to concentrate its efforts on larger projects in fewer countries to avoid becoming too thinly spread. We are phasing out of Panama and Paraguay, and possibly of Guatemala as well. The following table summarizes FY 1986 commitments in Latin America.

<u>Country</u>	<u>Projects</u>	<u>Amount</u>
Brazil	24	\$792,410
Colombia	11	\$393,023
Mexico	17	\$386,295
Dominican Republic	3	\$175,291
Peru	4	\$172,659
Ecuador	2	\$119,164
Bolivia	1	\$ 98,910
Regional	3	\$ 77,072
Guatemala	1	\$ 20,292
Panama	1	\$ 14,112
Honduras	1	\$ 12,848
Paraguay	1	\$ 6,014
<u>Total</u>	<u>69</u>	<u>\$2,268,090</u>

REGIONAL ACTIVITIES

Two important regional activities took place during FY 1986:

The Training Workshop in Qualitative Evaluation Methods II (CAW/LAR:008-1) was modeled after the successful workshop in Bogota, Colombia (February 1985), which heightened demand for this type of training. The second workshop, which took place in April 1986 in Bogota, brought together an impressive group of 29 professionals from Mexico, Bolivia, Peru, Brazil, and Colombia. Steps are now being taken to institutionalize qualitative evaluation training. Whereas the first workshop was conducted by three external consultants, this one was conducted by specialists from the University of the Andes, with the help of one external advisor.

The objective of Pathfinder's CBD Management Training Project -- Phase 1 (AID/LAR:006-1) is to improve local management capabilities in CBD projects. During the needs assessment phase funded under this project, the grantee, Instituto Centro Americano de Administracion (INCAE) assessed training and technical assistance needs of CBD project implementation agencies in Ecuador (APROFE), Peru (SMMISA), and the Dominican Republic (PROFAMILIA). INCAE also determined the capacity of PROFAMILIA/Colombia to serve as a training center for CBD managers from the region. A report was published in November 1985.

BRAZIL

Brazil surpassed Colombia in FY 1986 as the recipient of the largest share of Pathfinder assistance, more than doubling its share in FY 1985. The increased level of assistance is reflected in a record number of 15 new projects committed during FY 1986.

Pathfinder's main strategies in Brazil focused on medical schools (training, service delivery and curriculum development); adolescent fertility (outreach, education and postnatal services); CBD; support of private family planning organizations (CPAIME and ABEPF); policy development; and work with women's groups.

Medical Schools Program

During FY 1986 three medical school projects were renewed: the Escola Bahiana (CAW/BRA:004-5), the University of Alagoas (AID/BRA:001-2) and Espirito Santo of Santa Casa de Misericordia Medical School (AID/BRA:029-2).

One new and important medical school project was started at the University of the Amazon (CAW/BRA:043-1). This is the first Pathfinder effort in this extremely poor and underserved region of Brazil. The project provides family planning services at the outpatient OB/GYN clinic and surgical center, allowing supervised practical training of medical students in clinical services.

A related project in support of the Medical School Program is the FEBRASGO Production of Family Planning Teaching Materials Project (AID/BRA:032-1). The Federacao Brasileira de Sociedades de Ginecologia e Obstetricia (FEBRASGO) received \$37,103 to develop a curriculum and to produce training materials for medical schools to train physicians, medical students, fellows, and residents in family planning service delivery. A meeting was held in August 1985, during which the contents of a training manual were discussed and expanded. The participants agreed to monitor training, give demonstration lectures, and introduce this manual in their medical schools' curricula.

Adolescent Fertility

The successful Salvador Fertility Clinic (CAW/BRA:011-4) received renewed funding, enabling it to continue providing obstetrical care to a large segment of the poor population of Salvador and peripheral areas. There are also outreach and IE&C components to this project.

CBD Program

More than a quarter of Pathfinder's total commitments during FY 1986 went to Sociedade Civil Bem-Estar Familiar no Brasil (BEMFAM) to establish two comprehensive CBD projects in the states of Sergipe and Maranhao. The main components of the project are the distribution of non-clinical contraceptive methods (pills, condoms, foam) and referral for IUD and VSC; and information on basic family planning and maternal and child health issues. Other activities include community talks and a newsletter to ensure political and institutional support for the project. During implementation, BEMFAM will try to obtain agreement with state and county governments to integrate project activities into the State Health System.

Support to Private Family Planning Organizations

Centro de Pesquisas de Assistencia Integrada a Mulher e a Crianca (CPAIME) received funds for the translation and printing of a study exploring the accessibility of interval VSC (AID/BRA:037-1). Support was also provided to the Brazilian Association of Family Planning Entities (ABEPF) to conduct a

Microcomputer Patient Flow Analysis and evaluate clinical family planning services provided in 20 clinics operated by ABEPF affiliates (CAW/BRA:031-1). Another grant to ABEPF was used in support of its VII Annual Meeting (CAW/BRA:TIN 005).

Policy Development

Significant political changes, which include a new Minister of Health who is quite favorable to the introduction of family planning, have altered the climate in which Pathfinder has been working. Pathfinder has continued its efforts to stimulate public debate about population matters.

The "O Segundo Brasil" Project (CAW/BRA:002-2) was conceived as a vehicle to bring together social scientists and politicians to discuss the effects of population growth and to increase the number of people who are knowledgeable about population issues. In collaboration with The Futures Group, Pathfinder continued to support the Centro de Estudos de Politicas de Populacao e Desenvolvimento with a renewed commitment of \$138,930. Project activities during this second phase consisted primarily of a symposium held in Manaus in May 1986. This was the first public presentation, and RAPID presentations formed an important part of the symposium. The symposium demonstrated a new and viable way of approaching the population policy education task, and was extremely well attended. Other plans for project activities include two similar symposia, the preparation of five papers on the process and effects of urbanization, and the publication of six quarterly "Gazetas Demograficas."

Work with Women's Groups

Two Women's Organizations, Centro de Assistencia de Enfermagem Materno-Infantil (CAEMI) and Conselho Londrinense de Assistencia a Mulher (CLAM) received funds from Pathfinder during FY 1986. CAEMI has implemented the Campinas Family Planning Health Center project (AID/BRA:013-5) for five years. FY 1986 was the last year of Pathfinder funding as the project has been very successful in its efforts to generate income. During FY 1985, 36% of all its income was generated through local sources, most importantly reimbursements from group health insurance plans. Other sources of income included the rental of medical equipment, home nursing care, fees for VSC, training course tuitions, and fees for contraceptive supplies.

A new project is being implemented by CLAM in Londrina (AID/BRA:035-1). The grantee provided comprehensive family planning education and services in 25 new housing developments around Londrina through trained doctor/nurse teams. In addition, women with leadership qualities were encouraged to generate demand for services through community outreach.

COLOMBIA

Private Sector

Funds were given to the Colombian family planning organization PROFAMILIA to provide services in underserved areas, including VSC and some gynecological care, in combination with a CBD program in communities surrounding the sites. Three PROFAMILIA multi-service centers were renewed in Florencia, Riohacha, and

Quibio (CAW/BOL:013-2, 014-2, 015-2). These projects also had a small income generating component through the sale of non-prescription contraceptives. A similar project was started this year in Tumaco (CAW/COL:016-1).

Public Sector

A successful project which provides training in IUD insertion for registered nurses working in public health services (CAW/COL:007-2) received funding for another year, in order to train an additional 130 registered nurses. The evaluation of the first year showed that the goals were achieved and even surpassed in some sites.

Funds were also approved for the dissemination of the Ministry of Health (MOH) Norms on Family Planning and Early Cancer Detection through a series of seminars which will be organized during FY 1987 (CAW/COL:018-1).

Other Initiatives

With funds from Pathfinder, the Hospital Infantil Universitario, "Lorencita Villegas de Santos," has begun to establish a young women's unit to provide health and family planning services to young mothers, in combination with outreach activities to schools. A research component is also included in the project, which is the first of its kind in Colombia (CAW/COL:021-1).

MEXICO

Private Sector

Pathfinder works primarily with the private sector in Mexico. Nineteen new projects were committed and one renewed during FY 1986. Funds were awarded to the Federacion Mexicana de Asociaciones Privadas de Planificacion Familiar (FEMAP) for the renewal of the Nogales Family Planning Program (AID/MEX:003-3), and new family planning programs in Mexicali (CAW/MEX:020-1) and Tapachula (CAW/MEX:015-1). In each of these projects, FEMAP will test the PVO model of delivering family planning services, including CBD outreach and referrals.

A collaborative private/public sector effort was supported by Pathfinder in two new projects (CAW/MEX:014-1 and 017-1), in which DIF and MEXFAM started a CBD and outreach project in Mexico State and Nezahualcoyotl.

Other Initiatives

In order to broaden the network of agencies and individuals that provide family planning information and distribute contraceptives, Pathfinder has begun to solicit the cooperation of drugstore owners and employees in several Latin American countries. Six training courses have been held in FY 1986, two for drugstore owners and four for employees. An evaluation after one year has been planned to determine the usefulness of the training (AID/MEX:011-1).

DOMINICAN REPUBLIC

In January 1986 a very successful workshop took place on qualitative evaluation methods in Jarabacoa with 25 participants and four observers (AID/DOR:007-1). This workshop and a similar one held this year in Brazil were modeled after an initial workshop which took place last year in Colombia. The proceedings of the workshop are being published in Spanish.

PROFAMILIA received another year of funding for the nationwide expansion of its CBD program (CAW/DOR:003-8). Rather than using the traditional approach of contacting distributors through supervisors and setting up distribution posts, PROFAMILIA will use a strategy of working with existing institutions and their volunteers. Another change is that distributors will now buy their supplies from PROFAMILIA and resell to clients, giving them the opportunity to make a small profit.

PERU

Women's Groups

"Foromujer", a large and important meeting convening 120 high level and influential women leaders, was held in November 1985 (AID/PER:001-1). The event was organized under the auspices of the University of the Pacific and co-sponsored by a number of important Peruvian women's organizations. The meeting served as a mechanism to create formal and informal networks of policymakers, professionals, and women's organizations. It is hoped that the meeting will enhance collaborative input into the policymaking process on family planning and the status of women.

On another level, Pathfinder provided support to the women's organization Asociacion para el Desarrollo de Integracion de la Mujer (ADIM), to collect feedback from family planning clients in order to improve services. A series of workshops has been planned, most of which will take place in FY 1987 (CAW/PER:010-1).

Underserved Populations

Pathfinder continued to support CBD services through two projects: the Community Family Planning Services Project in San Alfonso (CAW/PER:002-2) and the Family Planning Services for Cuzco Marginal Areas Project (AID/PER:007-4). The latter serves an Indian population, and this year plans to expand its geographical coverage while trying to generate income through the introduction of modest service fees.

ECUADOR

Two projects received funding from Pathfinder in FY 1986. The Seven Province CBD Project (CAW/ECU:003-4), implemented by the IPPF affiliate Asociacion Pro-Bienestar de la Familia (APROFE), received a grant for another year of expanded coverage. The agreement stipulates a 25% contribution to project costs from funds generated by the sale of contraceptives. APROFE also worked to streamline the distribution operation to reduce expenses.

A project with the Hospital Patronato San Jose trained 40 medical students in IUD insertion (CAW/ECU:004-1). After completing a training program, each student received a kit and supplies, and sign an agreement to continue to provide low-cost family planning services to needy women.

BOLIVIA

Service delivery and policy development were Pathfinder's main objectives in Bolivia. Two service projects started in FY 1985 continued their activities: Family Planning Medical Center (AID/BOL:003-1), and Natural Family Planning Services (AID/BOL:004-1). At the policy level, a grant was awarded to the Population Division within the Ministry of Planning to research fertility and economic activity among urban Bolivian women (AID/BOL:012-1).

GUATEMALA

Pathfinder is slowly phasing out its activities in Guatemala. The grantee for most of Pathfinder's efforts, the Guatemalan IPPF affiliate APROFAM, has implemented many successful programs and will continue its programs with funds generated by project activities as well as funds from other sources.

Pathfinder did continue to support the Youth Multiplier Project of the El Camino Youth Center, started in 1984 (CAW/GUT:002-3). Sixty new multipliers will be trained to do outreach and to educate their peers. In addition, four round-table discussions will be organized to raise public awareness about adolescence.

PANAMA

Pathfinder's presence in Panama has come to an end with the final year of funding to AID/PAN:001-2, Extension of APLAFA Program for Young Mothers. The project included outreach to young women who dropped out of school because of pregnancy. It also had a service component which provided clinical services to pregnant adolescents.

HONDURAS

Pathfinder involvement in Honduras continued during part of FY 1986 under a project to bring clinical outreach family planning services to a low-income neighborhood in Tegucigalpa (AID/HON:001-2).

In addition, a small technical assistance project was approved to allow the Honduran Institute for Social Security to draw upon the family planning research accumulated by the Mexican Institute of Social Security (CAW/HON:TIN 001).

PARAGUAY

FY 1986 marked the last year of Pathfinder assistance to Paraguay. The final project, Family Planning Services and Training at the National University of

Asuncion (CAW/PAR:006-4), received funds for the fourth consecutive year in an effort to increase the number of physicians qualified to provide services and to make services available in less accessible areas.

PROJECT COMMITMENTS MADE DURING FY 1986

Bolivia

AID/BOL:012-1 FERTILITY AND ECONOMIC ACTIVITY AMONG URBAN BOLIVIAN WOMEN
(\$98,910)

Brazil

AID/BRA:001-2 ALAGOAS, FP TEACHING & SERVICES AT THE SANTA MONICA MATERNITY
HOSPITAL (\$21,479)

AID/BRA:013-5 CAMPINAS, FAMILY PLANNING HEALTH CENTER (\$10,596)

AID/BRA:029-2 ESPIRITO SANTO, FP TEACHING & SERVICES AT OB CLINIC (\$17,935)

AID/BRA:032-1 FEBRASGO, PRODUCTION OF FP TEACHING MATERIAL FOR PHYSICIANS AND
MEDICAL STUDENT TRAINING (\$37,103)

AID/BRA:034-1 FOLLOW-UP EVALUATION OF REGIONAL MEETING FOR THE MOBILIZATION OF
COMMUNITIES IN FAVOR MCH/FP (\$3,067)

AID/BRA:035-1 PROMOTION OF FAMILY PLANNING AMONG WOMEN'S GROUPS IN LONDRINA
(\$26,284)

AID/BRA:037-1 TRANSLATION AND PRINTING OF STUDY "ACCESSIBILITY OF INTERVAL
SURGICAL SERVICES" (\$948)

AID/BRA:TIN 004 MEETING OF FP PROFESSIONALS WITH MEMBERS OF ASSAMBLEIA NACIONAL
CONSTITUINTE (\$4,280)

CAW/BRA:002-2 THE SECOND BRAZIL DEMOGRAPHIC ANALYSIS (\$138,930)

CAW/BRA:004-5 ESCOLA BAHIANA MEDICAL SCHOOL FAMILY PLANNING TEACHING AND
SERVICES (\$11,720)

CAW/BRA:011-4 SALVADOR, FERTILITY CLINIC (\$24,600)

CAW/BRA:015-2 FP SERVICES FOR ADULT PATIENTS AT MATERNITY HOSPITAL TSYLLA
BALBINO (\$22,241)

CAW/BRA:030-1 CPAIMC, FP AND SEX EDUCATION IN LOW-INCOME NEIGHBORHOODS
(\$28,294)

CAW/BRA:031-1 ABEPF MICROCOMPUTER PATIENT FLOW ANALYSIS (\$35,947)

CAW/BRA:036-1 CPAIMC, NATURAL FAMILY PLANNING SERVICES (\$30,545)

CAW/BRA:039-1 THREE SEMINARS ON NATURAL FAMILY PLANNING (\$26,940)

CAW/BRA:040-1 SERGIPE, INTEGRATED FP SERVICES AND COMMUNITY HEALTH EDUCATION
(\$102,330)

CAW/BRA:041-1 MARANHAO, INTEGRATED FAMILY PLANNING SERVICES & COMMUNITY HEALTH
EDUCATION (\$164,759)

CAW/BRA:043-1 INTRODUCTION OF FP TEACHING AND SERVICES AT THE AMAZONAS MEDICAL
SCHOOL (\$32,070)

CAW/BRA:045-1 RIO DE JANEIRO, TRAINING WORKSHOP IN QUALITATIVE EVALUATION
METHODS (\$35,924)

CAW/BRA:TIN 005 VII ANNUAL NATIONAL MEETING OF ABEPF (\$13,578)

CAW/BRA:TIN 006 TRAVEL GRANT TO KAREN LASSNER TO ATTEND APHA MEETING (\$1,008)

CAW/BRA:TIN 007 SUPPORT FOR KAREN LASSNER TO ATTEND SPSS/PC COURSES IN
WASHINGTON, D.C. (\$1,215)

CAW/BRA:TIN 008 VISIT OF TWO BAHIA HEALTH OFFICIALS TO ABEPF, CPAIMC,
BEMFAM & IDAC (\$617)

Colombia

AID/COL:017-1 FAMILY PLANNING/POPULATION AUDIOVISUAL CATALOG (\$13,479)

AID/COL:TIN 006 PARTICIPATION OF 5 COLOMBIAN SPECIALISTS IN A ROUNDTABLE ON
PREGNANCY IN ADOLESCENCE (\$1,482)

AID/COL:TIN 004 OBSERVATION VISIT OF THREE ISS OFFICIALS TO IMSS FP
PROGRAM (\$4,411)

CAW/COL:007-2 TRAINING IN IUD INSERTION OF MOH REGISTERED NURSES (\$44,230)
 CAW/COL:013-2 EXPANDING CONTRACEPTIVE SERVICES TO UNDERSERVED AREAS: MULTI
 SERVICE CENTER - FLORENCIA (\$44,514)
 CAW/COL:014-2 EXPANDING CONTRACEPTIVE SERVICES TO UNDERSERVED AREAS: MULTI
 SERVICE CENTER - RIOHACHA (\$43,049)
 CAW/COL:015-2 EXPANDING CONTRACEPTIVE SERVICES TO UNDERSERVED AREAS: MULTI
 SERVICE CENTER - QUIBDO (\$45,634)
 CAW/COL:016-1 FAMILY PLANNING SERVICES IN TUMACO: A MULTI-SERVICE CENTER
 (\$89,520)
 CAW/COL:018-1 SEMINARS ON DISSEMINATION OF MOH NORMS ON FP AND EARLY CANCER
 DETECTION (\$57,236)
 CAW/COL:021-1 SERVICE UNIT FOR YOUNG PEOPLE AT THE BOGOTA CHILDREN'S HOSPITAL
 (\$39,509)
 CAW/COL:022-2 A FAMILY PLANNING NEWSLETTER FOR PARAMEDICS (\$9,959)

Dominican Republic

AID/DOR:007-1 PROFAMILIA WORKSHOP ON QUALITATIVE EVALUATION METHODS &
 PUBLICATION OF PROCEEDINGS (\$58,800)
 CAW/DOR:003-8 NATION-WIDE EXPANSION OF THE CBD PROGRAM (\$100,429)
 CAW/DOR:008-2 FAMILY PLANNING AND CLINICAL SERVICES TO WOMEN IN SANTIAGO, DOM
 REPUBLIC (\$16,062)

Ecuador

CAW/ECU:003-4 SEVEN PROVINCE CBD PROGRAM (\$114,464)
 CAW/ECU:004-1 TRAINING IN IUD INSERTION FOR MED STUDENTS AT HOSPITAL PATRONATO
 SAN JOSE (\$4,700)

Guatemala

CAW/GUT:002-3 TRAINING OF YOUTH MULTIPLIERS IN FAMILY PLANNING (\$20,292)

Honduras

CAW/HON:TIN 001 IMPROVING THE IHSS FAMILY PLANNING PROGRAM (\$12,848)

Latin America Regional

AID/LAR:006-1 CBD MANAGEMENT TRAINING PROJECT/PHASE I: NEEDS ASSESSMENT
 (\$37,521)
 CAW/LAR:001-1 FILMS FOR FAMILY PLANNING PROGRAM (\$6,962)
 CAW/LAR:008-1 TRAINING WORKSHOP IN QUALITATIVE EVALUATION METHODS - II
 (\$32,589)

Mexico

AID/MEX:003-3 NOGALES FAMILY PLANNING PROGRAM (\$39,916)
 AID/MEX:011-1 FP TRAINING -- DRUGSTORE OWNERS AND EMPLOYEES IN MATAMOROS,
 TAMAULIPAS (\$7,906)
 AID/MEX:013-1 EQUIPMENT FOR ACADEMIA MEXICANA DE INVESTIGACIONES EN DEMOGRAFIA
 MEDICA (\$8,679)
 AID/MEX:016-1 LATIN AMERICAN NEWSLETTER (\$7,500)
 CAW/MEX:004-1 MIPFAC VSC MOBILE PROGRAM FOR COMMUNITIES IN CHIHUAHUA STATE
 (\$47,410)
 CAW/MEX:014-1 MEXFAM/DIF FAMILY PLANNING PROGRAM IN NEZAHUALCOYOTL (\$51,005)
 CAW/MEX:015-1 FAMILY PLANNING PROGRAM IN TAPACHULA, CHIAPAS (\$31,703)
 CAW/MEX:017-1 MEXFAM/DIF FP PROGRAM IN RURAL AND SUBURBAN AREAS OF STATE OF
 MEXICO STATE (\$56,872)

CAW/MEX:018-1 FAMILY PLANNING SERVICES FOR HIGH RISK WOMEN AT THE MANUEL
GEA HOSPITAL (\$30,058)
CAW/MEX:019-1 AUDIOVISUAL EQUIPMENT FOR 20 FEMAP AFFILIATES (\$27,195)
CAW/MEX:020-1 FAMILY PLANNING SERVICES IN MEXICALI (\$35,818)
CAW/MEX:021-1 MALE CONTRACEPTIVE WORKSHOP (\$20,316)
CAW/MEX:022-1 DIAGNOSIS OF COMPUTER HARDWARE AND SOFTWARE NEEDS (\$1,300)
CAW/MEX:TIN 007 II WORKSHOP TO COORDINATE INTERNATIONAL ASSISTANCE TO THE
MEXICAN FP ORGANIZATION (\$1,000)
CAW/MEX:TIN 008 I INTERNATIONAL MEETING ON REPRODUCTIVE AND SEXUAL HEALTH OF
ADOLESCENTS (\$3,704)
CAW/MEX:TIN 009 EXCHANGE VISITS TO DRUGSTORE PROJECTS IN MATAMOROS AND
TIJUANA (\$2,500)
CAW/MEX:TIN 010 OBSERVATIONAL VISIT OF BRAZILIAN SOCIAL SECURITY AUTHORITIES
TO MEXICO (\$13,412)

Panama

AID/PAN:001-2 EXTENSION OF APLAFA PROGRAM FOR YOUNG MOTHERS (\$14,112)

Paraguay

CAW/PAR:006-4 FAMILY PLANNING SERVICES AND TRAINING AT NATIONAL UNIVERSITY OF
ASUNCION (\$6,014)

Peru

AID/PER:007-4 FAMILY PLANNING SERVICES FOR CUZCO URBAN-MARGINAL AREAS
(\$22,962)
AID/PER:011-1 "FORUMUJER": NATIONAL WOMEN LEADERS CONFERENCE (\$53,850)
CAW/PER:002-2 COMMUNITY FAMILY PLANNING SERVICES (\$75,815)
CAW/PER:010-1 FEEDBACK TO WOMEN'S SERVICES IN POPULATION AND DEVELOPMENT
(\$20,032)

IV. THE PATHFINDER FUND COMMODITIES DEPARTMENT

Since the official establishment of the Commodities Department in November 1985, a series of new procedures and systems has been established to produce a concrete logistics program within the department of project operations. The main objective of the commodities department is to efficiently and effectively procure and deliver the essential materials/commodities to Pathfinder projects.

New formats and guidelines were developed to facilitate the request process. The Pathfinder Fund Grantee Commodity Guidelines were introduced in July 1986 along with a set of booklets that summarizes the Pathfinder commodity request processes as well as the regulations to which all commodity grants are subject. Along with the Grantee Commodity Guidelines, requestors must complete the Pathfinder Commodity Request Form (PCRF-1). Once completed, the PCRF-1 contains all the necessary information to process the request: the Grantee Organization's background, complete address, commodities requested, previous commodities request information, inventory, storage capabilities, shipping information, and compliance statements (Certification of Non-Involvement in Abortion-Related Activities, Pathfinder Standard Terms, and Medical Kits Clause). The Grantee should submit the PCRF-1 to the corresponding regional office for their review. The PCRF-1, along with the Pathfinder Commodity Shipment Information (PCSI) and the Commodities Request Approval Form (CRAF-1), should be completed by the regional offices and sent to Pathfinder Boston its processing.

A comprehensive Pathfinder Staff Commodity Guidelines has also been completed. These guidelines contain step by step descriptions of all systems and processes related to the Pathfinder Commodities Program, both project related (PIN) and non-project related (CIN).

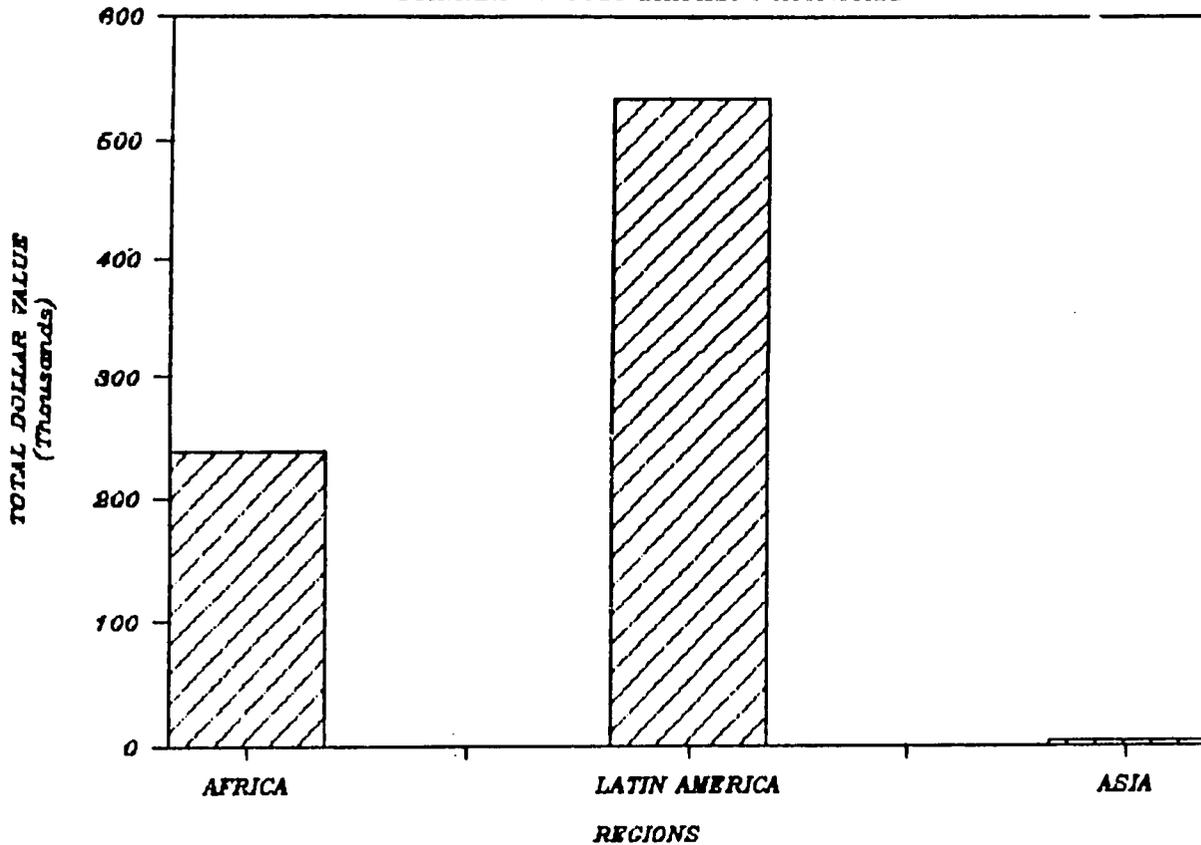
In order to introduce these new formats and guidelines to our field operations, training and monitoring visits were carried out during this fiscal year. The training visits also expanded the expertise of our field offices in areas such as project monitoring of commodities management and distribution, and contraceptive projections for their particular regions and countries. Training will continue during FY 1987.

The Commodities Department plans to expand its operations during FY 1987 to satisfy the increasing demand for commodities in our programs. The department's staff has also grown to accommodate the increasing activity. Currently, the department staff includes a Commodities Director, an Assistant Director, and a commodities assistant.

Among the other plans for FY 1987, the Commodities Department plans to develop a logistics and commodities project in Turkey; create an information, education, and communication unit within the department; continue the training for Boston and International Staff; establish a working relationship with John Snow International's logistics program; initiate contact with contraceptive manufacturers, and increase the contact with AID/Washington.

THE PATHFINDER FUND

SUMMARY OF FY86 SHIPMENT ACTIVITIES



COMMODITIES SHIPMENT ACTIVITIES FOR FY86 THE PATHFINDER FUND

REGION	TOTALS		
	NO. COUNTRIES	NO. SHIPMENTS	DOLLAR VALUE
AFRICA	14	29	\$237,930.71
LATIN AMERICA	12	64	\$533,693.99
ASIA	2	3	\$2,957.60
			\$774,582.30

CHAPTER V.

Financial Statements

and

Project Commitments

THE PATHFINDER FUND

FINANCIAL STATEMENTS
for the year ended June 30, 1986

Coopers
& Lybrand

Certified Public Accountants

To the Board of Directors of
The Pathfinder Fund:

We have examined the balance sheets of The Pathfinder Fund as of June 30, 1986, and the related statements of support, revenue and expenses and changes in fund balances for the year then ended. Our examination was made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances. The financial statements of The Pathfinder Fund for the year ended June 30, 1985 were examined by other auditors whose report, dated October 28, 1985, expressed an unqualified opinion on those statements. Summary totals for that year are shown for comparative purposes.

In our opinion, the financial statements referred to above present fairly the financial position of The Pathfinder Fund at June 30, 1986, and the results of operations and the changes in its financial position for the year then ended, in conformity with generally accepted accounting principles which, except for the change with which we concur, in the method of valuing marketable securities as described in Note 2 to the financial statements, have been applied on a basis consistent with that of the preceding year.

Our examination was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying statements of functional expenses and of direct and indirect costs are presented for purposes of additional analysis and are not a required part of the basic financial statements. The statement of direct and indirect costs is prepared on the basis outlined in the note to the statement. Such information has been subjected to the auditing procedures applied in the examination of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Coopers & Lybrand

Boston, Massachusetts
September 4, 1986

THE PATHFINDER FUND
BALANCE SHEETS
June 30, 1986 and 1985

ASSETS	<u>1986</u>	<u>1985</u>	LIABILITIES AND FUND BALANCES	<u>1986</u>	<u>1985</u>
CURRENT FUNDS					
<u>Unrestricted</u>					
Current assets:			Current liabilities:		
Cash	\$ 139,536	\$ 30,988	Accounts payable and accrued expenses	\$ 260,184	\$ 164,516
Receivables, advances and deposits	196,448	151,785	Grants payable	212,841	334,014
Pledges receivable, current	200,000	-	Deferred revenue (Note 2)	<u>200,000</u>	<u>84,172</u>
Marketable securities (Notes 2 and 4)	950,234	1,298,700			
Due from other funds, net	428,329	298,564	Total current liabilities	<u>673,025</u>	<u>582,702</u>
Prepaid expenses	<u>37,188</u>	<u>2,132</u>			
Total current assets	<u>1,951,735</u>	<u>1,782,169</u>	Deferred revenue, long term (Note 2)	200,000	-
			Fund balance - undesignated	<u>1,373,090</u>	<u>1,282,390</u>
Pledges receivable, long term	200,000	-	Total unrestricted funds	<u>\$ 2,246,115</u>	<u>\$1,865,092</u>
Fixed assets, net (Notes 2 and 6)	<u>94,380</u>	<u>82,923</u>			
Total unrestricted funds	<u>\$ 2,246,115</u>	<u>\$1,865,092</u>			
 <u>Restricted</u>					
Cash (principally in foreign banks, for payments to subgrantees)	340,925	80,504	Accounts payable and accrued expenses	23,325	117,582
Marketable securities (Notes 2 and 4)	576,622	297,920	Grants payable	4,689,752	3,660,236
Receivables, advances and deposits	4,565	19,857	Due to other funds, net	428,329	298,564
Grants and pledges receivable (Notes 2 and 3)	22,512,460	7,033,517	Deferred revenue (Notes 2 and 3)	<u>19,373,168</u>	<u>4,923,328</u>
Inventories (Notes 2 and 5)	<u>1,080,002</u>	<u>1,567,912</u>	Total restricted funds	<u>\$24,514,574</u>	<u>\$8,999,710</u>
Total restricted funds	<u>\$24,514,574</u>	<u>\$8,999,710</u>			
 ENDOWMENT FUND					
Marketable securities (Notes 2 and 4)	<u>201,416</u>	<u>-</u>	Fund balance	<u>201,416</u>	<u>-</u>
Total endowment fund	<u>\$ 201,416</u>	<u>-</u>	Total endowment fund	<u>\$ 201,426</u>	<u>-</u>

The accompanying notes are an integral part of the financial statements.

STATEMENT OF SUPPORT, REVENUE AND EXPENSES
AND CHANGES IN FUND BALANCES

year ended June 30, 1986 with comparative totals for 1985

	Current Funds		Endowment Fund	Total All Funds	
	Unrestricted	Restricted		1986	1985
Support and revenue:					
Support:					
Gifts and contributions (Note 2)	\$ 695,115	\$ 156,190		\$ 851,305	\$ 1,026,506
Nongovernment grants		56,365		56,365	
U.S. Government Support (Notes 2 and 3)					
Grants		9,159,584		9,159,584	8,067,591
In-kind contributions of commodities		752,828		752,828	625,045
<u>Total support</u>	<u>695,115</u>	<u>10,124,967</u>		<u>10,820,082</u>	<u>9,719,142</u>
Revenue:					
Investment income	114,195	18,646		132,841	160,795
Recovery of program administrative charges (Note 2)	<u>1,916,401</u>	<u>(1,916,401)</u>		<u>-</u>	<u>-</u>
<u>Total revenue</u>	<u>2,030,596</u>	<u>(1,897,755)</u>		<u>132,841</u>	<u>160,795</u>
<u>Total support and revenue</u>	<u>2,725,711</u>	<u>8,227,212</u>		<u>10,952,923</u>	<u>9,879,937</u>
Expenses:					
Program services (Notes 2 and 3):					
Program grants:					
Family planning	125,331	5,261,152		5,386,483	4,736,411
Women's programs	131,668	215,403		347,071	663,495
Population policy	15,237	449,884		465,121	337,028
Human resources	49,290	213,094		262,384	259,197
Program management and technical assistance	<u>94,363</u>	<u>2,080,229</u>		<u>2,174,592</u>	<u>1,977,705</u>
<u>Total program services</u>	<u>415,889</u>	<u>8,219,762</u>		<u>8,635,651</u>	<u>7,973,836</u>
Supporting services:					
Management and general	2,127,069			2,127,069	1,926,464
Fund raising	<u>76,818</u>			<u>76,818</u>	<u>103,635</u>
<u>Total supporting services</u>	<u>2,203,887</u>			<u>2,203,887</u>	<u>2,030,099</u>
<u>Total expenses</u>	<u>2,619,776</u>	<u>8,219,762</u>		<u>10,839,538</u>	<u>10,003,935</u>
Excess (deficiency) of support and revenue over expenses	105,935	7,450		113,385	(123,998)
Net unrealized gain/(loss) on marketable securities (Notes 2 and 4)	(1,424)			(1,424)	51,384
Cumulative effect of change in accounting principle (Note 2)	<u>(13,811)</u>	<u>(7,450)</u>		<u>(21,261)</u>	<u>-</u>
	90,700			90,700	(72,614)
Net changes in fund balances					
Endowment contribution			\$201,416	201,416	-
Fund balances, beginning of year	<u>1,282,390</u>			<u>1,282,390</u>	<u>1,355,004</u>
Fund balances, end of year	<u>\$1,373,090</u>	<u>-</u>	<u>\$201,416</u>	<u>\$ 1,574,506</u>	<u>\$ 1,282,390</u>

THE PATHFINDER FUND
NOTES TO FINANCIAL STATEMENTS

1. Nature of Organization:

The Pathfinder Fund (Pathfinder) is a not-for-profit foundation organized to find, develop, and promote new and efficient paths in family planning and in population-related fields. Activities are funded from private gifts, grants and contributions; from investment income; and from grants made by the United States Agency for International Development (AID) to Pathfinder to further field work in less developed countries. Under the terms to the AID grants, AID reimburses Pathfinder for program subgrants disbursed in connection with the grant plus an allocation on a specified basis of Pathfinder's management and general expenses. These reimbursements are subject to confirmation by AID audit. See Notes 3 and 8.

2. Summary of Significant Accounting Policies:

Certain amounts in the June 30, 1985 financial statements have been reclassified to conform to the current year's presentation.

Fund Accounting

In order to ensure observance of limitations and restrictions placed on the use of resources available to Pathfinder, the organization maintains its financial records for accounting and reporting purposes by funds that are classified in accordance with specified activities or objectives.

Amounts restricted by the grantor are so indicated and are distinguished from unrestricted funds over which the Board of Directors retains full control and which can be used at its discretion to achieve any of Pathfinder's purposes. Externally restricted funds may only be utilized in accordance with the purposes established by the source of such funds.

Endowment funds represent funds that are subject to restrictions of gift instruments requiring in perpetuity that the principal be invested and the income only be used. The Board of Directors has voted to transfer \$100,000 from unrestricted funds to the endowment fund in fiscal year 1987.

Support and Revenue

All support and revenue are considered to be available for unrestricted use unless specifically restricted by the donor. Unrestricted grants and contributions are recognized as revenue when received. Donated securities are recorded at market value at the date of the gift. Commodities contributed under the provisions of AID grants are recorded in inventories and deferred revenue at the donor's cost when received.

THE PATHFINDER FUND

NOTES TO FINANCIAL STATEMENTS, Continued

Restricted grants and contributions are recognized as receivable when awarded (for AID grants, when the AID grant officer executes the grant and any subsequent amendments thereto), with a corresponding credit to deferred revenue. Deferred revenue is relieved and income is recognized when a subgrant, for which funding is available, is approved by Pathfinder or at the time Pathfinder incurs expenses that are reimbursable under the terms of the grant or in accordance with donor restrictions.

Pursuant to the terms of AID and other federal grants, Pathfinder is reimbursed for certain managerial and general expenses on the basis of a formula which relates such costs to expenditures for direct program costs. Such reimbursements are recognized as unrestricted revenue in the accompanying financial statements (recovery of program administrative charges) by applying this formula to expenditures during the year.

Inventories

Inventories purchased under provisions of AID grants or with private funds are stated at cost which is determined on the specific identified lot basis. In-kind donations are recorded at the donor's cost.

Program Services

Program subgrant expenses are charged to operations at the time the subgrantee is entitled to the subgrant. Entitlement to funds occurs upon approval by Pathfinder of the program subgrant.

Expenditures for certain program subgrants are made from unrestricted funds in anticipation of support from restricted gifts. These expenditures are reimbursed to the unrestricted fund.

Program management and technical assistance consists of those activities that are directly attributable to program services and are considered to be essential for achieving the specific goals of program subgrants. These activities include, but are not limited to: providing technical and managerial assistance to subgrantees; monitoring visits to project sites; and direct program management from Pathfinder headquarters and field offices.

THE PATHFINDER FUND

NOTES TO FINANCIAL STATEMENTS, Continued

Change in Valuation Method for Marketable Securities

Marketable securities received by way of contributions are recorded at market value on the date contributed. The valuation of marketable securities as of June 30, 1986 has been determined using the lower of cost or market principle. In prior years, the valuation of marketable securities at the balance sheet date had been determined using current market values which resulted in the recognition of unrealized gains and losses in the Statement of Support, Revenues, and Expenses and Changes in Fund Balance. The new method of valuation was adopted to stabilize the effect that market fluctuations have on the organization's results of operations since management's investment strategy is not to dispose of its investments until maturity. The effect of applying the change retroactively would be to decrease the excess of current fund revenues over expenses by \$21,260 in 1985, and increase the 1986 excess by the same amount.

Grants and Pledges Receivable

Certain donors have pledged funds to Pathfinder over an extended time period agreed upon at the inception of the pledge with predetermined payment schedules and amounts stated. Pledges and related deferred revenues which will not be received within one year are classified as noncurrent on the balance sheet.

Fixed Assets

Fixed assets are stated at cost and are depreciated on a straight-line basis over their estimated useful lives. Leasehold improvements are amortized over the remaining life of the related lease.

3. AID Grants:

At June 30, 1986 and 1985, restricted grants receivable were \$22,512,460 and \$7,033,517, respectively. Of these amounts, \$655,550 and \$402,775 relate to private restricted pledges receivable. The activity relative to AID grants receivable was as follows:

THE PATHFINDER FUND

NOTES TO FINANCIAL STATEMENTS, Continued

	<u>Cash</u>	<u>Contraceptives</u>	<u>Total</u>
Receivable at June 30, 1984	\$ 4,841,503	\$3,985,879	\$ 8,827,382
Amendments by AID	8,560,387	158,189	8,718,576
Received from AID	(6,771,148)	(413,279)	(7,184,427)
Excess at termination of grant	<u>-</u>	<u>(3,730,789)</u>	<u>(3,730,789)</u>
Receivable at June 30, 1985	6,630,742	-	6,630,742
Amendments by AID	23,202,000	-	23,202,000
Received from AID	<u>(7,975,832)</u>	<u>-</u>	<u>(7,975,832)</u>
Receivable at June 30, 1986	<u>\$21,856,910</u>	<u>-</u>	<u>\$21,856,910</u>

At June 30, 1986 and 1985, restricted deferred revenue was \$19,373,168 and \$4,923,328, respectively. Of these amounts, \$1,216,750 and \$613,372 relate to private restricted deferred revenues. The activity relative to AID-deferred revenue was as follows:

	<u>Cash</u>	<u>Contraceptives</u>	<u>Total</u>
Deferred revenue at June 30, 1984	\$ 3,344,016	\$4,670,789	\$ 8,014,805
Amendments by AID to increase grants	8,560,387	158,189	8,718,576
Commitments to program subgrants - revenues earned	(8,067,591)	(625,045)	(8,692,636)
Excess at termination of grant	<u>-</u>	<u>(3,730,789)</u>	<u>(3,730,789)</u>
Deferred revenue at June 30, 1985	3,836,812	473,144	4,309,956
Amendments by AID to increase grants	23,202,000	556,874	23,758,874
Commitments to program subgrants - revenues earned	<u>(9,159,584)</u>	<u>(752,828)</u>	<u>(9,912,682)</u>
Deferred revenue at June 30, 1986	<u>\$17,878,958</u>	<u>\$ 277,190</u>	<u>\$18,156,418</u>

The AID grants may be terminated for cause or convenience, in whole or in part, by either party upon written notice and subject to termination conditions and procedures to be agreed upon by both parties.

THE PATHFINDER FUND
NOTES TO FINANCIAL STATEMENTS, Continued

Revenues earned under the AID grants during 1986 and 1985 were composed of:

	<u>1986</u>	<u>1985</u>
Program subgrants	\$5,237,980	\$4,716,557
Direct program support costs	2,037,664	1,867,958
Bulk procured commodities for shipment to subgrantees	-	(6,460)
Management and general expenses incurred in connection with program subgrants	<u>1,883,940</u>	<u>1,489,536</u>
	9,159,584	8,067,591
In-kind contraceptives from AID for shipment to subgrantees	<u>752,828</u>	<u>625,045</u>
	<u>\$9,912,412</u>	<u>\$8,692,636</u>

4. Marketable Securities:

Marketable securities held at June 30, 1986 and 1985 were as follows:

	<u>1986</u>		<u>1985</u>	
	<u>Cost</u>	<u>Market</u>	<u>Cost</u>	<u>Market</u>
Current unrestricted fund investments:				
U.S. Government obligations	\$ 826,982	\$ 825,558	\$1,064,190	\$1,078,000
Short-term money market instruments	<u>123,252</u>	<u>123,252</u>	<u>220,700</u>	<u>220,700</u>
	<u>950,234</u>	<u>948,810</u>	<u>1,284,890</u>	<u>1,298,700</u>
Pathfinder restricted fund investments:				
U.S. Government obligations	182,422	187,485	187,170	194,620
Short-term money market instruments	<u>394,200</u>	<u>394,200</u>	<u>103,300</u>	<u>103,300</u>
	<u>576,622</u>	<u>581,685</u>	<u>290,470</u>	<u>297,920</u>
Endowment fund investments:				
U.S. Treasury bills	193,068	193,068	-	-
Short-term money market instruments	<u>8,348</u>	<u>8,348</u>	<u>-</u>	<u>-</u>
	<u>201,416</u>	<u>201,416</u>	<u>-</u>	<u>-</u>
Total all funds	<u>\$1,728,272</u>	<u>\$1,731,911</u>	<u>\$1,575,360</u>	<u>\$1,596,620</u>

THE PATHFINDER FUND
NOTES TO FINANCIAL STATEMENTS, Continued

5. Inventories:

At June 30, 1986 and 1985, inventories were insured for their replacement cost and consisted of:

	<u>1986</u>	<u>1985</u>
Bulk commodities purchased under provisions of AID grants	\$ 279,076	\$ 474,066
Centrally-procured contraceptives donated under provisions of AID grants	<u>800,926</u>	<u>1,093,846</u>
Total restricted funds	<u>\$1,080,002</u>	<u>\$1,567,912</u>

6. Fixed Assets:

Fixed assets at June 30, 1986 and 1985 were composed of:

	<u>1986</u>	<u>1985</u>
Office equipment	\$195,850	\$166,877
Leasehold improvements	<u>92,306</u>	<u>80,773</u>
	288,156	247,650
Less: accumulated depreciation	<u>(193,776)</u>	<u>(164,727)</u>
	<u>\$ 94,380</u>	<u>\$ 82,923</u>

7. Retirement Plan:

Pathfinder maintains a defined contribution retirement plan covering substantially all employees. Eligible participants must contribute a minimum percentage of their gross compensation and may make contributions in excess of the minimum requirement to a prescribed limit. Pathfinder's contribution to the plan is a predetermined percentage of the participant's gross compensation and, for the years ended June 30, 1986 and 1985, was approximately \$102,300 and \$91,000, respectively, which has been charged to expense.

THE PATHFINDER FUND

NOTES TO FINANCIAL STATEMENTS, Continued

8. Commitments and Contingency:

Direct costs and overhead expense allocations for fiscal 1984 through 1986 are subject to audit by AID. Management believes that any costs or expenses disallowed as a result of audit will not have a material adverse impact on the organization's financial position.

Pathfinder leases office space under a five-year noncancelable operating lease entered into in fiscal 1982 and amended in fiscal 1985 for additional office space assumed in fiscal 1986. Rental expense in fiscal 1986 and 1985 was approximately \$158,000 and \$95,000, respectively. Future minimum rental payments for the next fiscal year, until termination at year-end, are approximately \$136,300.

SUPPLEMENTARY INFORMATION



THE PATHFINDER FUND
STATEMENT OF FUNCTIONAL EXPENSES
year ended June 30, 1986 with comparative totals for 1985

	Program Services			Supporting Services			Total Expenses	
	Current Unrestricted Funds	Current Restricted Funds	Total	Management and General	Fund Raising	Total	1986	1985
Program subgrants:								
Family planning	\$125,331	\$5,261,152	\$5,386,483				\$ 5,386,483	\$ 4,736,411
Women's programs	131,668	215,403	347,071				347,071	663,495
Population policy	15,237	449,884	465,121				465,121	337,028
Human resources	49,290	213,094	262,384				262,384	259,197
	<u>321,526</u>	<u>6,139,533</u>	<u>6,461,059</u>				<u>6,461,059</u>	<u>5,996,131</u>
Salaries	44,348	1,097,919	1,142,267	\$ 790,790	\$53,301	\$ 844,091	1,986,358	1,724,260
Employee benefits and payroll taxes	9,938	206,329	216,267	169,289	10,496	179,785	396,052	340,123
Total employee compensation	<u>54,286</u>	<u>1,304,248</u>	<u>1,358,534</u>	<u>960,079</u>	<u>63,797</u>	<u>1,023,876</u>	<u>2,382,410</u>	<u>2,064,383</u>
Audit and accounting fees	-	116,449	116,449	45,700	-	45,700	162,149	137,146
Consultant fees	11,424	114,468	125,892	63,442	-	63,442	189,334	106,542
Other professional fees	6	246	252	177,670	-	177,670	177,922	146,260
Travel and living	15,145	272,980	288,125	100,278	2,354	102,632	390,757	361,878
Freight	7,079	216,566	223,645	-	-	-	223,645	246,086
Postage, printing and communications	3,625	977	4,602	157,852	4,292	162,144	166,746	148,368
Field office administration	-	699	699	229,127	-	229,127	229,826	239,207
Office supplies	-	5,115	5,115	125,424	-	125,424	130,539	92,184
Rent, warehousing and utilities	636	26,447	27,083	148,806	-	148,806	175,889	147,786
Other	2,162	22,034	24,196	89,641	6,375	96,016	120,212	297,567
Total expenses before depreciation	<u>415,889</u>	<u>8,219,762</u>	<u>8,635,651</u>	<u>2,098,019</u>	<u>76,818</u>	<u>2,174,837</u>	<u>10,810,488</u>	<u>9,983,538</u>
Depreciation	-	-	-	29,050	-	29,050	29,050	20,397
Total expenses	<u>\$415,889</u>	<u>\$8,219,762</u>	<u>\$8,635,651</u>	<u>\$2,127,069</u>	<u>\$76,818</u>	<u>\$2,203,887</u>	<u>\$10,839,538</u>	<u>\$10,003,935</u>

THE PATHFINDER FUND
STATEMENT OF DIRECT AND INDIRECT COSTS

for the year ended June 30, 1986

<u>Program Payments</u>	<u>Total Costs</u>	<u>Less Exclusions</u>	<u>Direct Costs</u>	<u>Indirect Costs</u>
USAID funded projects	\$3,970,644		\$3,970,644	
USAID funded bulk commodities	325,643	\$ 325,643		
USAID funded contraceptives	833,812	833,812		
USAID funded freight	215,349	200,636	14,713	
USAID program support	1,825,267		1,825,267	
Pathfinder funded projects	425,314		425,314	
Pathfinder funded freight	7,079	2,895	4,184	
Pathfinder program support	129,849	42,176	87,673	
	<u>7,732,957</u>	<u>1,405,162</u>	<u>6,327,795</u>	
 <u>Supporting Services</u>				
Management and general	2,128,301	51,760		\$2,076,541
Fund raising	76,818		76,818	
	<u>2,205,119</u>	<u>51,760</u>	<u>76,818</u>	<u>2,076,541</u>
Total costs	<u>\$9,938,076</u>	<u>\$1,456,922</u>	<u>\$6,404,613</u>	<u>\$2,076,541</u>

Indirect Cost Rate Indirect costs $\frac{2,076,541}{6,404,613} = 32.42\%$
Direct costs

Basis of Preparation

The accompanying statement of direct and direct costs has been prepared on the accrual basis of accounting from the accounting records of The Pathfinder Fund for the year ended June 30, 1986 except that the amounts reported for USAID and Pathfinder projects, bulk commodities and contraceptives represent cash disbursements, including disbursements for purchases of inventory, and the value of inventory received from USAID.

The allocability of indirect costs subject to reimbursement by USAID is determined from Subpart 1-15.6 of the Federal Procurement Regulations. The USAID allocable indirect cost rate is the relationship of indirect costs to direct costs.

Summary of Project Commitments

Pathfinder's project database provides a complete financial record of project commitments, payments, and commodities. The following tables, derived from this database, show total commitments to projects in fiscal 1986 by funding source, region, and division.

SUMMARY OF TOTAL COMMITMENTS FOR PERIOD 07/01/85 THROUGH 06/30/86
ALL FUNDING SOURCES

Region Totals -----	Division Totals -----	Totals by Type -----
BRA 839,370.11	FP 4,292,198.01	New 3,460,196.90
LAN 605,149.47	WP 346,410.26	Renew 2,361,993.00
LAS 547,741.99	PP 465,120.52	Amend 229,252.88
LAR 89,115.05	TG -727.64	Deob -792,001.27
MEX 384,499.42	RR 162,536.66	FE 102,448.89
	IN -2,570.34	Other 0.00
TOTAL-LA 2,465,876.04	Other 98,922.93	
	TOTAL 5,361,890.40	TOTAL 5,361,890.40
TUR 582,831.01		
NIR 673,276.37		
MEO 10,227.08		
SSA 615,640.23		
AFR 168,087.82		
KEN 0.		
TOTAL-AME 2,050,062.51		
HAN 578,008.09		
IND 171,629.02		
AEO 54,132.71		
ASR 0.		
TOTAL-AE 803,769.82		
NR 42,182.03		
TOTAL-ALL 5,361,890.40		

SUMMARY OF TOTAL COMMITMENTS FOR PERIOD 07/01/85 THROUGH 06/30/86
 FUNDING SOURCE: CA/WASH

Region Totals	Division Totals	Totals by Type
-----	-----	-----
BRA 678,742.28	FP 3,463,051.09	New 2,106,739.63
LAN 523,282.00	WP 94,001.00	Renew 1,713,337.00
LAS 221,025.00	PP 203,921.00	Amend 91,889.19
LAR 39,551.00	TG 0.	Deob -50,668.00
MEX 327,242.45	RR 86,912.73	FE 0.
TOTAL-LA 1,789,842.73	IN 0.	Other 0.00
	Other 13,412.00	
	TOTAL 3,861,297.82	TOTAL 3,861,297.82
TUR 497,337.00		
NIR 592,541.00		
MEO 25,536.00		
SSA 521,838.09		
AFR 51,149.00		
KEN 0.		
TOTAL-AME 1,688,401.09		
BAN 160,406.00		
IND 155,884.00		
AEO 66,764.00		
ASR 0.		
TOTAL-AE 383,054.00		
NR 0.		
TOTAL-ALL 3,861,297.82		

SUMMARY OF TOTAL COMMITMENTS FOR PERIOD 07/01/85 THROUGH 06/30/86
 FUNDING SOURCE: GRANT#6

Region Totals	Division Totals	Totals by Type
BRA 59,231.99	FP 172,810.60	New 626,062.97
LAN 52,164.60	WP 76,130.21	Renew 212,850.00
LAS 173,453.40	PP 157,608.71	Amend 89,006.10
LAR 36,614.05	TG -727.64	Deob -541,650.51
MEX 57,256.97	RR 26,713.88	FE 100,337.89
	IN 0.	Other 0.00
TOTAL-LA 378,721.01	Other 54,070.69	
	TOTAL 486,606.45	TOTAL 486,606.45
TUR 43,526.35		
NIR -54,206.94		
MEO -15,308.92		
SSA 83,842.39		
AFR 50,047.42		
KEN 0.		
TOTAL-AME 107,900.30		
BAN 6,695.96		
IND -5,803.25		
AEO -1,307.57		
ASR 0.		
TOTAL-AE -414.86		
NR 400.00		
TOTAL-ALL 486,606.45		

SUMMARY OF TOTAL COMMITMENTS FOR PERIOD 07/01/85 THROUGH 06/30/86
 FUNDING SOURCE: DHAKA

Region Totals -----		Division Totals -----		Totals by Type -----	
BRA	0.	FP	369,065.39	New	59,517.00
LAN	0.	WP	12,593.50	Renew	357,829.00
LAS	0.	PP	17,944.74	Amend	27,684.21
LAR	0.	TG	0.	Deob	-36,168.71
MEX	0.	RR	0.	FE	1,232.00
TOTAL-LA	0.	IN	0.	Other	0.00
		Other	10,489.87		
		TOTAL	410,093.50	TOTAL	410,093.50
TUR	0.				
NIR	0.				
MEO	0.				
SSA	0.				
AFR	0.				
KEN	0.				
TOTAL-AME	0.				
BAN	410,093.50				
IND	0.				
AEO	0.				
ASR	0.				
TOTAL-AE	410,093.50				
NR	0.				
TOTAL-ALL	410,093.50				

SUMMARY OF TOTAL COMMITMENTS FOR PERIOD 07/01/85 THROUGH 06/30/86
 FUNDING SOURCE: NIGERIA

Region Totals		Division Totals		Totals by Type	
BRA	0.	FP	133,642.31	New	161,293.00
LAN	0.	WP	0.	Renew	0.
LAS	0.	PP	0.	Amend	0.
LAR	0.	TG	0.	Deob	-27,650.69
MEX	0.	RR	0.	FE	0.
TOTAL-LA	0.	IN	0.	Other	0.00
		Other	0.00		
		TOTAL	133,642.31	TOTAL.	133,642.31
TUR	0.				
NIR	133,642.31				
MEO	0.				
SSA	0.				
AFR	0.				
KEN	0.				
TOTAL-AME	133,642.31				
BAN	0.				
IND	0.				
AEO	0.				
ASR	0.				
TOTAL-AE	0.				
NR	0.				
TOTAL-ALL	133,642.31				

SUMMARY OF TOTAL COMMITMENTS FOR PERIOD 07/01/85 THROUGH 06/30/86
 FUNDING SOURCE: PRIVATE

Region Totals		Division Totals		Totals by Type	
-----		-----		-----	
BRA	101,395.84	FP	153,628.62	New	506,584.30
LAN	29,702.87	WP	163,685.55	Renew	77,977.00
LAS	153,263.59	PP	85,646.07	Amend	20,673.38
LAR	12,950.00	TG	0.	Deob	-135,863.36
MEX	0.	RR	48,910.05	FE	879.00
TOTAL-LA	297,312.30	IN	-2,570.34	Other	0.00
		Other	20,950.37	TOTAL	470,250.32
		TOTAL	470,250.32		
TUR	41,967.66				
NIR	1,300.00				
MEO	0.				
SSA	9,959.75				
AFR	66,891.40				
KEN	0.				
TOTAL-AME	120,118.81				
BAN	812.63				
IND	21,548.27				
AEO	-11,323.72				
ASR	0.				
TOTAL-AE	11,037.18				
NR	41,782.03				
TOTAL-ALL	470,250.32				

Appendices

APPENDIX A

The Pathfinder Fund Staff

(6/30/86)

Headquarters StaffOffice of the Executive Director

Executive Director	Daniel Pellegroni
Associate Executive Director	Eliot Putnam
Assistant Secretary II	Sally Skillin

Office of Public Affairs

Director of Public Affairs	Marilyn Edmunds
Publications Coordinator	Margaret Mulhern
Administrative Secretary I	Doris Ziskend

Office of Internal Audit

Director of Internal Audit	Ronald Geary
Audit Analyst	Gregg Tousignant

Office of Finance and Administration

Director of Finance and Administration	Carol Gibbs
Director of Personnel &	
Director of Administrative Services	Dolores Howard
Assistant for Administrative Services	Jeffrey Adair
Employee Benefits Coordinator	Cynthia Cummings
Administrative Assistant I, Personnel & Audit	Lisa Shaheen
Administrative Assistant I	Patrice Matthews
Program Administration Coordinator	Loretta Gailius
Asst. Program Administration Coord.	Matthew Collins
Receptionist, Records Assistant	Judy Colantropo
Stockroom, Mailroom Operator	Paul Fata

Accounting Department

Director of Accounting	Joseph Zani
Accountant	Stephen Williams
Financial Staff Assistant III	Geralyn Walsh
Financial Staff Assistant I	Lawrence LeBlanc
Financial Staff Assistant I	Patricia DeVoe

DEPARTMENT OF PROJECT OPERATIONS

Africa and the Middle East

Regional Director	James Crawford
Regional Project Administrator	Delvine Okereke

Administrative Assistant I
Administrative Secretary II

Nancy Cahill
Linda McDermott

Latin America

Assistant Regional Director,
Latin America North & Mexico
Regional Project Administrator,
Latin America South & Brazil
Bilingual Administrative Assistant

Estelle Quain
Maria Elena Letona
Ann Wickham

Asia & Egypt

Regional Director
Assistant Regional Director
Administrative Secretary II

Karen Eng
Pamela Holbrook
Valerie Baker

Commodities Department

Director of Commodities
Assistant Director of Commodities
Commodities Assistant

Jose Mas-Jordan
Lucie Klein
Janet Perales

DEPARTMENT OF TECHNICAL SERVICES AND PLANNING

Director, Technical Services & Planning
Research/Administrative Assistant

Deirdre Strachan
Margaret Perkins

Deputy Director, DTSP & Evaluation
Evaluation Coordinator/Librarian
Administrative Assistant I

Marianne Burkhart
Nancy MacFadyen
Elaine Scheier

Senior Policy Advisor
Research Administrative Asst.

John Paxman
Kathleen Demmon

Director of Medical Services

Praema Raghavan-Gilbert

Associate for MIS & Training

Muhiuddin Haider

Senior Assistant for Women's Issues
Administrative Secretary I

Bonnie Shepard
Shirley Kanaski

Family Planning Advisor,
Management Training Subcontract

Joan Kaufman

International StaffAfrica and the Middle East

Regional Representative, Sub-Sahara Africa	Ayorinde A. Ajayi, M.D.
Country Representative, Nigeria	Olabisi R. Olatokunbo
Country Representative, Turkey	Turkiz Gokgol-Kline, Ph.D.

Latin America

Regional Director, Latin America	Alberto Rizo, M.D.
Regional Representative, LA North	Victor Jaramillo
Regional Representative, LA South	Carlos Aramburu, M.D.
Country Representative, Mexico	Esperanza Delgado
Country Representative, Brazil	Jose de Codes, M.D.

Asia and Egypt

Country Representative, Bangladesh	Mohammad Alauddin, Ph.D.
Country Representative, Indonesia	Does Sampoerno, M.D.
Country Representative, Pakistan	Imtiaz Kamal

FUNCTIONAL ORGANIZATION CHART

APPENDIX B

