



NavPartners, a non-profit organization

ANNUAL REPORT

FINANCIAL YEAR 2009

ANNUAL REPORT FOR NAVPARTNERS 2009

1. Information about the operations

NavPartners is a non-profit organization that:

aims at creating and channeling resources to accomplish sustainable change among poor and vulnerable in Africa

By

- **in co-operation with local partner organizations supporting start and development of new businesses and thereby creating new job opportunities and growth in the community.**
- **in co-operation with local partner organizations educating poor and vulnerable about HIV and Aids and alleviate the medical and social effects of the sickness.**
- **co-operating towards increased capacity of local organizations to manage their undertakings.**

NavPartners is a sister organization of the Navigators in Sweden and is a part of an international network of The Navigators. The Navigators exist in 24 countries in Africa and in more than 100 countries globally. NavPartners undertakes co-operation projects in Kenya, Uganda and Ivory Coast. The main focus is on entrepreneur education and training and on business development but we are also involved in HIV and Aids projects.

During the year we focused actively on organizational learning for relevance and sustainability.

Some of the results of our activities 2009:

Entrepreneur training in Kenya

Six training programs have been carried through in the cities Nairobi, Machakos, Mombasa, Kisumu and Eldoret with in total 200 participants. The people attending these programs have started 58 new businesses and 36 existing have been expanded. Additionally 112 further jobs have been created and 390 people have been affected through the programs. During the year steps have been taken to systemize mentoring after the programs. This is important in order to help the entrepreneurs and their businesses to become successful long term.

During the year the learning process continued. This process started 2008 among others through two seminars in October in which important stakeholders were involved to create stronger ownership for the entrepreneur training and the mentoring program and to suggest others to participate in the continued development. In these seminars the meeting form Open Space was introduced. This form facilitates innovative ideas to be created, it mobilizes leadership and the willingness to take responsibility for implementation and sustainability.

Entrepreneur training in Côte d'Ivoire

Two training programs have been held in two different parts of Abidjan, with a total of 102 people attending of which 48 percent were women. These programs have resulted in 28 new businesses and 15 existing businesses have been expanded. A strategy for continued development into new areas has been prepared to be started during 2010. In these programs young people from the target group are actively involved in planning, coordination, communication and logistic.

New initiative for entrepreneur training in Burkina Faso

By a small financial contribution NavPartners enabled The Navigators Africa's expert in entrepreneur training and business support and the leader for FMP i Côte d'Ivoire to visit Burkina Faso in June 2009 to communicate with a group of people involved in The Navigators in Burkina Faso about how to start up entrepreneur training programs. In the autumn 2009 it was initiated to train about 15 young people on how to start and carry on a business. This development will continue during 2010.

HIV and Aids projects at the Maseno University in Western Kenya

The effort has continued to make students at the university aware of HIV and Aids, it has reduced the stigmatization around the illness and has brought up the importance of making responsible and conscious choices about sexuality, social relations and other important areas in life. Many have been mobilized to VCT (to test oneself – Voluntary Counseling and Testing). Students have also carried through campaigns in other areas in the region. The projects has also taken important steps to create sustainability in the efforts which will enable the work to continue when NavPartners financial support will be discontinued in December 2010.

HIV and Aids pilot project in High Schools in Kenya

A pilot initiative in Kenya for young people in High Schools has been successful. The topic is to avoid HIV and Aids by making conscious and responsible choices. More than 100 young people in two schools in Nairobi have been recruited to be peer educators in matters about sexuality, social relations and choices in life.

The effort has been much appreciated by the young people, the personnel and the management at the schools as well as by school authorities. Our partner I Choose Life (ICL) has gained much experience during the years. This experience is important in the efforts to influence the school sector in Kenya to improve education in life skills. The effort has given ICL and NavPartners important insights for the continued development work. The target group is of strategic importance to work with from a comprehensive view on children and youth on their way to become grownups.

HIV and Aids project in Uganda

The effort to prevent and alleviate HIV and Aids and its effects has been continued in 14 centers from which the surrounding villages have been reached through information campaigns and seminars. 560 vulnerable households have been given deeper knowledge on how to improve their farms in order to enhance yield and security in food supply and on how to develop small income generating businesses. Much focus has been on strengthening the capacity for the 14 local centers to enable them long term to work independently through local volunteers and other resources. The partner organization Centre for Evangelism (CFE) has consciously worked on extending its cooperation with other local operators and authorities. A strategy for 2010-11 was developed during 2009. In this strategy the focus is increased on

local organization capacity, learning and strategic thinking in the villages and in the centers where CFE is active.

Assessment of internal control and financial management of our partner organizations

SMC requires for its member organizations to follow up how their partner organizations manage their internal control and financial management. Also member organisations have to check the audits made in the subsequent steps. This implies to insure on reasonable level that audits made in subsequent steps have no essential inadequacies.

NavPartners are according to the regulations of SMC obliged to follow up such assessments and to make similar assessments for each of its partner organizations receiving financial funds via SMC.

The visit made in 2008 at one of our partner organizations in Kenya has been followed up by a new visit by Knut Ekdahl. The organization has a new management and most of the personnel has been exchanged. It is our judgment that since the visit made in 2008 necessary changes have been made and essential improvements have been implemented.

2. Financial instruments

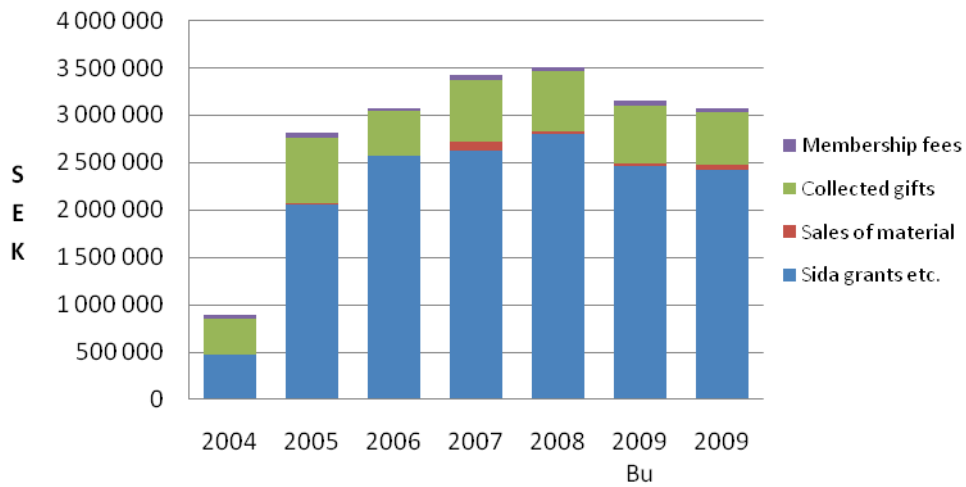
Our organization has no policy for investment in shares etc. The sole investments we have is a smaller gift in a unit trust and some shares in the company Nibe. These will be disposed of when it is deemed appropriate. Our organisation has no real estate.

3. Financial results and balance

Compared to previous year income and expenses have been reduced. Collected funds are 10 % lower than prior year and object expenses are 16 % lower. The short-fall of last year of 54,000 Swedish crowns has been turned into a surplus of 87,000. This has restored equity on an appropriate level.

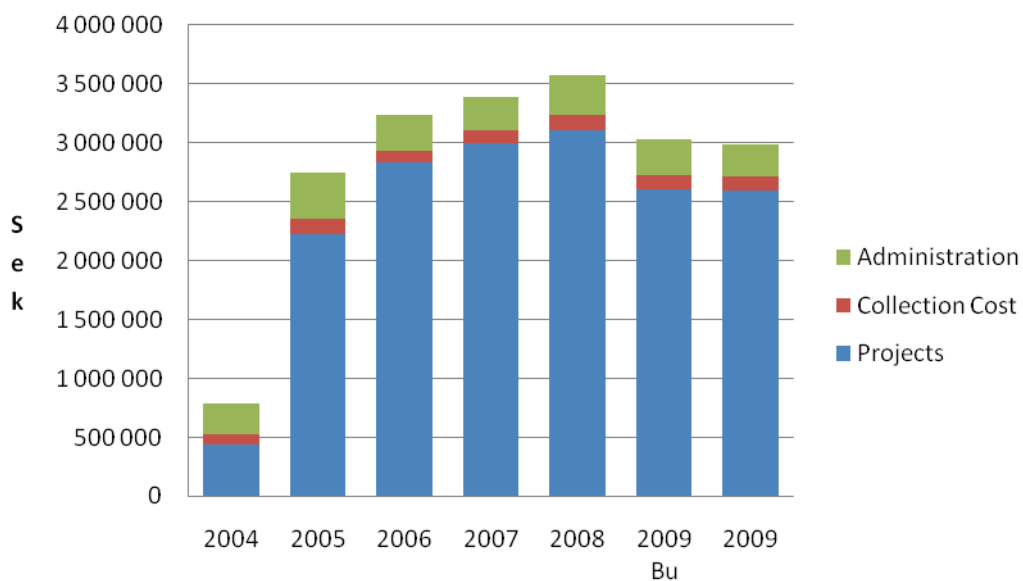
Gifts from individuals to projects came lower than prior year by 28 %. Gifts and contributions from organizations and companies were increased by 9 %. When adding sale of advertisements to these gifts and contributions the increase was 29 %. Funds received from Sida came 14 % lower which reflects the slightly lower level of our project volume during this year. The ratio between funds received from Sida and our own collected funds is fairly constant over time, with 74 % Sida funds and 26 % collected funds.

Sources of Income 2004-2009



During the year expenses for administration and collection cost were kept on somewhat lower level than during previous year. This means that the ratios for collection cost (4 %) and for administration cost (9 %) compared to total cost were unchanged. Other expenses are for our projects (87 %).

Expenses 2004 - 2009



4. Important events during the year.

There are no such events to report for 2009.

5. The boards work on issues related to future

We want to conduct a job that is long-term and gives lasting results. Therefore it is important that our organization is changed and developed to function well in an altering environment and is able to cope with the new challenges that this means. Since a few years the board is addressing issues of how NavPartners shall be managed. The present operational manager needs to reduce his administrative tasks and give more focus on external communication and marketing.

The Board is therefore investigating how a possible co-operation could be designed where NavPartners focus and trade mark is maintained and developed, but where parts of or the entire administration can be handled by another organisation. Such a change of NavPartners organisation would make it possible for Per-Olof Edström to give the bulk of his time to inform about NavPartners activities and to achieve a stronger financial basis for our projects.

During this year the board has been talking to potential partners in order to build a deeper cooperation with another organization alternatively a merger. This process is very important for us and therefore we are keen on learning all we can.

6. Members

The number of members was 196 in 2009, which means an decrease of 4 members from the previous year. We have now had a fairly constant level for four years.

The voluntary work put in by members is of great value to NavPartners. As an example it could be mentioned that Torbjörn Hult during the year has continued to give support to the office in order to maintain the computers to function well. Krister Jallén has during the year continued to assist the operational manager with follow up of the economy of our development projects.

The chairman of the board, Rinus Baljeu, visited Kenya in October together with Nisse Lindh and took part in the workshops mentioned above. Rinus shared among other things experiences from learning within the Navigators in Europe. In November Knut Ekdahl, Ann Brodén and Krister Jallén visited our partner organizations in Kenya and Uganda together with Nisse and Per-Olof Edström. They made valuable efforts in meetings with our partners.

A substantial voluntary job has been done by Knut Ekdahl. Knut is our treasurer and is a member of the management team. Not only this year but also earlier years he has given much time.

What do our faithful members get in return for being members?

- The opportunity through NavPartners to being part in changing the world into a better place to live

- Regular information about the work through news letters being sent out every second month
- Invitation to the annual meeting and information meetings

7. Administration

The Board has during the period had this composition:

Board members: Rinus Baljeu (chairperson), Barbro Andreasson, Per-Olof Edström (operational manager), Knut Ekdahl (treasurer), Ragnar Smittberg (secretary) and Karin Woxlin

Substitutes: Ann Brodén and Krister Jallén

During the period the Board has held six recorded meetings of which one a meeting to constitute the board.

The Management Team consisting of Knut Ekdahl, Nisse Lindh and Per-Olof Edström has had seven separate meetings. Rinus Baljeu has participated in these meetings.

No allowances or other remunerations have been paid to the Board members.

The election group has consisted of Per-Olof Lindqvist, Tord Dahlén and Jörgen Lindh.

Auditor has been Johan Gabre and audit substitute Ingemar Cederlund.

Employees:

- Operational Manager: Per-Olof Edström has had a 80 % employment during the year.
- Administrative Assistant: Lena Edström's employment continues as before on a 20 % level.
- Project Co-ordinator: Nisse Lindh has worked on a 70 % level with developing and co-ordinating partnerships and projects

8. Information

Our webmaster Karin Baljeu has assisted us by keeping our website www.navpartners.se updated. With her support the website has been improved substantially and this work will be continued.

Our core activity is our international development co-operation with our African partner organisations. These are:

- The Navigators – Kenya Economic Projects Trust Fund, EPTF. We support them in an entrepreneur education project in five towns in Kenya.
- I Choose Life – Africa, ICL-A. We support them in a HIV and Aids project at Maseno University in western Kenya and in a HIV and Aids project at high schools in Kenya.
- Centre for Evangelism (The Navigators – Uganda Rural Ministry). We support them in a HIV and Aids project in rural south eastern Uganda.

- Fonds Pour Les Micro-Projets – The Navigators, Ivory Coast. We support them in an entrepreneur education project in two sites in Abidjan.
- The Navigators – Africa. We support them in an organisational development project.

The contributions from sponsors to vulnerable children that we have transferred during several years to Homeless Children International-Kenya have been discontinued. One of the sponsors has taken over this responsibility in a meritorious way.

In addition to these partners in Africa we cooperate with Erikshjälpen in Sweden in two HIV and Aids projects in Kenya and Uganda. Also we have regular exchange of information regarding our activities with Africa Partners being part of The Navigators in the USA.

Per-Olof Edström participated during one week at the turnover of months February-March in “The Navigator Africa staff conference” in Nairobi. The conference gathered 360 participants from 26 countries in Africa and four other countries. A 10 years strategy for The Navigator work in Africa was presented. NavPartners had contributed to the process of developing this strategy by an organization development project partially financed through us by funds from Sida.

9. Future development

We will during 2010 continue to develop our co-operation with our present partner organisations in the following projects:

Entrepreneur training, Kenya

The entrepreneurship training Youth Enterprise Development Program, YEDP, that is been carried out by the partner organisation EPTF is in a phase where change and development is needed in order to train more people and at the same time build capacity that is sustainable and can be financed primarily by local resources. The learning process that started in 2008 continued during 2009 and will go on during 2010 and 2011. Through this process the work will result in increased sustainability and better penetration. NavPartners has made clear that we are unable to finance the entrepreneur training beyond 2011.

Entrepreneur training, Ivory Coast

During 2010-2011 NavPartners partner organization, Fonds Pour Les Micro-Projets, FMP, which runs the entrepreneur trainings in Ivory Coast will move into a new phase which means that they will start training programs at two new places, far away from the present centre and in a new area in the Abidjan region. At these two new locations they will develop teams that will be responsible for recruiting students and teachers, for logistics, mentorship and follow up. This type of team will also be strengthened in the locations where the training has been carried through until now. By this organisation the building of locally established and financed capacity is enabled.

Prevention of HIV and Aids in high schools and universities in Kenya

During the year we will finish the project with I Choose Life at the Maseno University. We have purposefully worked for this to happen without having the initiative being discontinued. ICL has developed a promising plan for sustainability. We estimate that we will have to give

some assistance to ICL during the following years in order to further strengthen and ensure sustainability both in their work in Maseno and in other universities to facilitate new places of meeting and processes for learning..

The initiative on high schools has been successful. It will be finished during 2010 and will then be evaluated. The experiences gained will be well used and may come to be integrated in the educational system through the cooperation ICL has with the Ministry of Education..

ICL sees a very large need to work even more with the youth under 18 years, who make up half of the population of Kenya. ICL has developed a concept to address children's and youth's way to become grownups in an holistic way – with issues about self supply, sexuality, health, social relations, family situation, vulnerability, social responsibility, democracy, school etc. During 2010 we will prepare a pilot project in this field which may have an impact on Kenyan policies for schools among others as well as for the work in churches and other actors within the civil society.

Extended capacity to counteract HIV and Aids and to alleviate its effects in rural south east Uganda

The work in the Busuga region in eastern Uganda will during 2010-2011 move into a new phase which means even more focus on strengthening the local capability for organizing and learning in the villages and centers where the work is done by starting up in five new centers. Erikshjälpen continues to be a partner in this project.

Development in other African countries

In addition to the projects described above we have an ongoing dialogue with The Navigators-Africa on how to co-operate with them and other partners in the best possible way to support good development initiatives that grow within The Navigators and to meet needs identified through them. At present we do not see economic possibilities to start extensive co-operation with new partners in new countries in the next few years. We do, however, discuss with The Navigators on how we can contribute to support development in the best possible and strategic way. There is a great interest to get started with entrepreneurship training in several countries where The Navigators are working. One example is Burkina Faso in western Africa,

A common emphasis in our development strategy is a changeover to direct our support to enable and facilitate new initiatives and systematic learning more than financing the implementation of separate projects. In our view this is a way to create sustainable capacity.

10. Financial report

INCOME STATEMENT 2009

(in SEK)

	2009	2008	2007
INCOME			
Gifts to management	251 014	251 770	263 341
Gifts to admin			
Gifts as needed	23 955	33 720	105 931
Admin contributions from Sida	167 600	181 502	116 950
Admin fee from projects	38 503	40 961	30 144
Member fees	45 425	42 875	51 650
Sale of products	2 715	12 669	99 059
Sales of advertisements	52 000	16 000	
Total own income	581 212	579 497	667 075
Celebration gifts	12 800	7 987	8 600
Gifts to projects from individuals	225 234	311 973	242 506
Gifts from organisations	2 255 196	2 610 213	2 509 704
Total income to projects	2 493 230	2 930 173	2 760 810
TOTAL INCOME	3 074 442	3 509 670	3 427 885
EXPENSES			
Salaries	283 801	273 313	259 315
Pay roll fees	30 723	88 083	67 091
Travel allowance		6 714	3 214
Car allowance	5 867	3 017	3 891
Pay roll tax		-2 074	2 074
Employment insurances	400	2 400	2 949
Total own personal expenses	320 791	371 453	338 534
Cost for sold products	476	5 245	120 908
Depreciation of inventory			
Rent	20 983	23 621	26 704
Consumable equipment		1 060	7 134
Software	2 749	1 875	1 390
Maintenance equipment	1 694	1 613	1 531
Consumable material	7 808	2 228	4 746
Freights			7 290
Office supply	2 821	898	2 745
Printed matters	3 268		15 726
Membership fee SMC & Åbro	15 296	18 170	15 008
Phone	9 085	11 090	8 806
Postage	9 005	8 417	9 044
Insurance	1 994	2 689	2 255
Conferences			1 306
Postal giro and bank fees	9 170	8 479	6 725
Professional literature	1 679	2 092	2 266

Travel	1 207	35 861	9 623
Other	16 703	20 204	3 805
Total own operational expenses	103 938	143 542	247 012
Total own expenses	424 729	514 995	585 546
Salaries	208 764	167 515	143 589
Pay roll fees	63 735	61 211	42 963
Travel allowance	21 023	22 843	14 787
Car allowance	4 006	8 159	1 025
Health care	1 878	1 571	819
Education		4 226	
Total project personnel expenses	299 406	265 525	203 183
Rent	5 708	11 488	
Consumable equipment	990	791	
Software			
Office supply	1 440		
Phone	2 141	2 595	
Insurance	579		
Conferences	2 984	1 400	
Postal giro and bank fees			
Professional literature	375		
Travel	72 516	66 599	88 646
Board and lodging	10 994	9 956	22 158
Other	1 248		
Consultants			
Total project operational expenses	98 975	92 829	110 804
Total project expenses	398 381	358 354	313 987
TOTAL EXPENSES	823 110	873 349	899 533
Transferred funds	2 160 835	2 689 691	2 486 844
Received but not transferred funds			19 253
Change of received not transferred funds from Sida		26 060	-8 259
Profit before depreciation and interest	90 497	-79 430	30 514
Depreciation	3 815	4 735	2 906
Interest received	653	6 324	6 880
Financial expenses			
Other financial income		24 229	
Profit/Loss	87 335	-53 612	34 488

BALANCE SHEET 2009-12-31

(In SEK)

ASSETS	2009-12-31	2008-12-31	2007-12-31
Cash	1 068	1 018	194
Postal giro	43 773	39 112	79 791
Bank	181 299	130 088	168 463
Deferred rent		770	
Total current assets	226 140	170 988	248 448
Equipment	30 556	30 556	21 412
Depreciations	-23 128	-19 313	-14 578
Shares	27 440	27 232	3 042
Total fixed assets	34 868	38 475	9 876
Sida funds		61 554	116 004
Liability to Sida			
Sida funds interest	151	2 026	
Total Sida funds	151	63 580	116 004
TOTAL ASSETS	261 159	273 043	374 328
LIABILITIES			
Employment tax	9 872	9 211	8 228
Payroll overhead	7 910	11 324	9 020
Tax liability			
Other short term liabilities	3 445	20 973	14 466
Total own liabilities	21 227	41 508	31 714
Withheld gifts for projects	26 796	44 180	127 707
Withheld funds from Sida		61 554	35 494
Total liabilities	48 023	147 242	194 915
Equity	125 801	179 413	144 925
This years profit	87 335	-53 612	34 488
Total equity	213 136	125 801	179 413
TOTAL LIABILITIES AND EQUITY	261 159	273 043	374 328

11. Facing future

We look with confidence at the development NavPartners is part of creating in Africa. As can be seen in the report above both the way our partners and NavPartners work is under change. Focus is on sustainability, learning and penetration/result. In this work it becomes more and more evident that it is decisive to work with children and youth of Africa. All under 18 years. All countries south of Sahara have a very young population, in Kenya for example half of the population is under 18 years. To create a sustainable development in these countries their needs have to be met. Young people need to be equipped with entrepreneurship thinking helping them participate in their own, their families and peers development as well as in the development of the society as a whole. We will give special attention to this in the next few years.

12. Signatures and auditor's report

Mölnadal 2010-04-12

Rinus Baljeu
Chairman

Per-Olof Edström
Operational manager

Barbro Andreasson

Knut Ekdahl

Ragnar Smittberg

Karin Woxlin

Auditors report was submitted 2010-04-20

Johan Gabre, approved auditor