

*Inspiring Communities,*



*Creating Opportunities*



Annual Report 2003 – 2004



INMED Partnerships for Children



## Letter from the Chairman and President

Children, partnerships and the power of neighbors helping neighbors have been the core of INMED Partnerships for Children's work for the past 18 years. What began as a modest program of providing essential medicines and medical supplies to communities and children in developing countries has expanded into programs ranging from child care and abuse prevention in the United States; parasitic infection treatment, education and agriculture development in Brazil; promoting literacy throughout Latin America and the Caribbean; and providing field supplies for programs for children in Bangladesh and Tanzania. All of these initiatives share the common mission of giving children an early start toward success in life by providing them with access to crucial healthcare, nutrition and education resources.



In 2003, we brought our ongoing programs closer together; launched new programs for children at risk in the U.S., developing and emerging countries; and solidified partnership commitments for the long-term benefit of developing communities. We also took the step of changing our name to INMED Partnerships for Children to reflect our core commitments.

Strong, hopeful communities are our best chance for a peaceful and prosperous world — and we believe that healthy, educated children are the foundation for that hope. Last year we and our partners provided resources and training for cadres of people, mostly women and children, to improve education and schools, the nutritional status of families, and healthcare access and information. Interactive, participatory techniques, self-esteem training and strong partnerships with the private

sector and government were employed to build networks of trainers, teachers and outreach workers who increase the scope and effectiveness of programs and improve prospects for children.

Across the globe — in developing countries in Africa, Asia, Latin America and the Caribbean as well as in disadvantaged communities in the U.S. — INMED has demonstrated dedication, perseverance and commitment as it has offered new hope for the future to millions of children.

Strength and hope require opportunities as well as health and education, and INMED Partnerships for Children is venturing into the arena of social enterprise. Building on our long history of



entrepreneurship and work with the private sector, we have laid the groundwork for enterprises that can generate revenue for INMED's work for children around the world, and others that can provide income and be self-sustaining within the communities where we work, such as cooperatives, farmers markets and small

business development.

In the following pages we invite you to review our recent accomplishments and the milestones we have marked along the way. We thank you for your interest and support of our programs and welcome your comments about our efforts to help build a healthier, more secure future with and for children around the world.

Sincerely,

Handwritten signature of Paul C. Bosland in blue ink.

Paul C. Bosland  
Chairman

Handwritten signature of Linda Pfeiffer in blue ink.

Linda Pfeiffer  
President



## INMED Partnerships for Children Inspiring Communities, Creating Opportunities

**I**NMED Partnerships for Children is dedicated to inspiring communities and strengthening their ability to raise healthy, educated children with increased opportunities for the future by building self-sufficiency and facilitating partnerships for sustainability. Providing people with basic tools — starting with education and healthcare — helps them become self-sufficient and build a secure future. Forming and facilitating partnerships can have a lasting impact on the major challenges of poverty, violence, and disease affecting our world today.

Since INMED's establishment in 1986, our work has been guided by three key philosophies:

- Collaborative private sector and community partnerships offer the best opportunity to develop initiatives that will enable communities to improve their standards of living.
- Children can play a pivotal role as agents of change in their families and communities when they are given the knowledge and tools to do so.
- Our programs should have a multiplier effect to promote lasting changes far beyond the immediate population.

INMED Partnerships for Children involves the private sector in all of its efforts in order to maximize the impact of its programs. We believe that partnership between the public and private sector will maximize measurable and sustainable return on social investment whether measured by healthier, more educated people, a more competitive work force, or traditional financial indicators. INMED

also actively partners with other non-profit organizations, local non-governmental organizations, and government agencies.

INMED Partnerships for Children works closely with stakeholders in Latin America, the Caribbean, Asia, Africa and the U.S. to establish transparency and achieve results that will transform the lives and futures of disadvantaged children and their families.





## Historical Evolution 1986-2003

### Building Competencies. . .Enhancing our Programs

#### **1986 — INMED is Founded with Global Medical Supply Mission**

INMED Partnerships for Children is founded with the mission of providing low-cost, high quality medicine and medical supplies to children in need in the developing world.

#### **1987 — INMED Extends its Reach into Preventive Health Education Field**

INMED develops its EDTEC program in partnership with private sector companies to help non-governmental organizations (NGOs) obtain, develop and distribute health and nutrition materials for mothers and children.

#### **1988 — Children Act as Agents of Change in Developing World**

INMED's Children As Agents of Change (CAC) program is born in Guatemala in 1988. Through its efforts to treat children and provide basic preventive education materials, INMED sees the potential for children to become actively involved in the development process, bringing about change in their own lives and the lives of their families and communities.

#### **1989 — INMED Hosts Annual International Partnership Conferences**

For the decade of the 90's, leading up to the new millennium, INMED organizes a series of international conferences focusing on multi-sector solutions to international health and development issues, especially those concerning children.

#### **1990 — MotherNet Helps Parents Give Children a Healthy Start in Life**

In a partnership with The National Commission to Prevent Infant Mortality, INMED develops a set of training and reference materials for the fledgling lay home visiting movement in the U.S. Used by community-based organizations in all fifty states, these materials and the training provided by INMED ultimately lead to the establishment of INMED's MotherNet America Program.

#### **1993 – 1994 — MotherNet Develops Two Successful Regional Community Programs**

INMED launches its community-based MotherNet programs with local staff in inner-city Los Angeles and rural/suburban Virginia. Over a ten year period,

MotherNet achieves a distinguished record of improving birth outcomes and preventive care.

#### **1993 — Children As Agents of Change (CAC) Expands to Brazil — becomes Healthy Children, Healthy Futures**

INMED becomes fully incorporated as a local NGO in Brazil (INMED Brazil) in 1993, where it implements the largest CAC program under the name Healthy Children, Healthy Futures. The basic model serves as a platform to add education and action for nutrition, HIV/AIDS, agriculture and school gardens, and environmental education.

#### **1998 — Millennium Alliance Facilitates Partnerships and Investments in Global Solutions**

Out of the series of international conferences, evolves the Millennium Alliance for Social Investment, a USAID sponsored project that actively works with corporate partners on strategic philanthropy and volunteer training programs, with the goal of increasing private sector resources for international humanitarian and development programs through NGOs.



#### **2001 — Contributor Support Expands with INMED's Procurement Program**

INMED's Alliance Procurement Program grows out of both the Millennium Alliance program and INMED's first initiative, the Medical Supply Program. Building on INMED's expertise in providing medicines from pharmaceutical companies and its broader partnership-building efforts, Millennium Alliance rapidly expands its supply chain partnership niche to include all types of field supplies and teams up with over 40 companies.

#### **2002 — INMED Heads Partnerships Program for Presidential Initiative**

INMED is selected by USAID to develop private sector participation for the Centers of Excellence for Teacher Training (CETT), a visionary child literacy initiative announced by the U.S. President at the Summit of the Americas in 2001 and embraced at the presidential level throughout Latin America.

# PROGRAM HIGHLIGHTS AND ACCOMPLISHMENTS

## Healthy Children, Healthy Futures: Empowering Children to Become Agents of Change



Nearly two billion people worldwide suffer from parasitic infection, which the World Bank has identified as the number one health threat among school-aged children. In Brazil, intestinal parasites have long constituted the single largest health problem among school-age children, infecting up to 90 percent of children in rural areas. Parasites stunt children's physical and mental development and make them more vulnerable to disease, anemia, malnutrition, blindness and even death. Anemia and other micronutrient deficiencies, often the result of parasitic infections, are prevalent and if not addressed can cause mental and physical deficiencies in growing children, inhibiting their ability to learn and grow.

**A**t a cost of less than \$10 per year per child, Healthy Children, Healthy Futures provides an essential investment for the future through:

- Treatment of children for preventable diseases and nutritional deficiencies
- Teaching children about good nutrition, preventive health habits, and hygiene and sanitation measures that help prevent disease
- Skills-based and self-esteem training for teachers, cafeteria workers and other community members to multiply the effects of the program
- Development of school and community gardens for nutritious meals and income generation
- Improvement in water and sanitation conditions



These combined elements inspire and enable children to become powerful "agents of change" among their peers, families, and communities. Once children understand the causes and effects of disease, they enthusiastically train others by

translating lessons taught through

participatory activities such as songs and games into messages that entire families and communities can put into action. The Healthy Children, Healthy Futures project has brought far-reaching benefits to the participating children and their families, including the following:

- More than 500,000 children across Brazil have joined the Healthy Children, Healthy Futures program of treatment and preventive health education.
- Parasitic infection rates were reduced from 90 percent to 25 percent in rural areas and fell by about half in the favelas (slums) of São Paulo and Rio de Janeiro.
- Nearly two-thirds of children diagnosed as anemic and treated showed significant improvement in blood hemoglobin levels.
- More than 10,000 teachers, cafeteria workers, and health department staff have been trained to better identify and improve health and nutrition problems.
  - School and community gardens, begun in one pilot community with 5 schools and 400 poor families, are being expanded to 100,000 children and their families in 8 states in support of the Brazilian government's "Zero Hunger" program.

*"Johnson & Johnson is very proud of our partnership with INMED. For over a decade this relationship has benefited thousands of children throughout Brazil. INMED's work with teachers and school administrators links a global corporation to communities throughout Brazil. Their work allows our large corporation, with over 109,000 employees worldwide, to express an ethic of social responsibility."*

**DR. RICHARD MARTINEZ,**  
DIRECTOR, CORPORATE CONTRIBUTIONS,  
JOHNSON & JOHNSON, LATIN AMERICA

## Centers of Excellence for Teacher Training: Education is Everybody's Business

**R**eading for All Children is the mission of the Centers of Excellence for Teacher Training (CETT), a visionary child literacy program that brings best practices in reading education to more than 500,000 children, 15,000 teachers and 1,800 primary schools in disadvantaged communities throughout Latin America and the Caribbean. President George W. Bush proposed the program, which was agreed to by presidents of Western Hemisphere countries attending the Quebec Summit of the Americas in 2001. The goal is to help increase reading and literacy capabilities throughout the hemisphere by empowering teachers in grades 1-3 to improve the teaching of reading.

CETT master teachers are trained through leading local education universities using teaching strategies based on best practices in their own countries or others in the hemisphere. Master teachers work collaboratively with teachers in the participating schools once didactic training is completed to supplement and reinforce skills teachers have learned by providing ongoing coaching, modeling and mentoring in the classroom for an extended period. Special attention is also being given to determining how distance-learning methodologies can dramatically increase the number of teachers and children that can be reached in the long term.

The education institutions are staffed by distinguished educators and experts from local universities and school systems in 14 nations: Peru, Ecuador, Bolivia, Jamaica, St. Lucia, St. Vincent and



the Grenadines, Guyana, Belize, Trinidad and Tobago, Dominican Republic, Honduras, Guatemala, Nicaragua, and El Salvador.

A founding philosophy of this program is that “education, especially the ability to read and write as its foundation, is everybody’s business.” CETT’s vision is grounded in the creation

of public-private partnerships to support the training of primary school teachers to strengthen their ability to teach children to read. INMED was selected by the United States Agency for International Development (USAID) to develop private sector participation to help sustain the program over the long term.

For more information, visit [www.readingforallchildren.org](http://www.readingforallchildren.org).



White House photo/Susan Sterner

*“President Bush and I strongly support your goal of improving the reading skills of children at the earliest grade levels. Learning to read is the cornerstone of success in school and in life. We are also grateful to the companies, foundations, faith-based organizations and individuals who are contributing to this worthwhile program.”*

FIRST LADY LAURA BUSH  
ENDORSES CETT

# MotherNet America: Strengthening Families and Communities

**I**NMED's MotherNet America program provides critically needed health and education services to at-risk communities in the U.S., with a heavy emphasis on minority communities. MotherNet programs focus on the following areas, all of which are key to improving the health, lives and opportunities of at-risk, underserved families and their children:

- Parent education and support to prevent child abuse and neglect
- Prenatal care and education
- Health education and access
- Teen repeat pregnancy prevention
- Promotion of children's overall development and school readiness
- Practical support and life skills education to foster family self-reliance
- Links to other appropriate medical, social, educational, vocational and crisis resources

INMED's MotherNet programs operate in South Central Los Angeles and Loudoun County, Virginia. Both Compton and Loudoun are home to families who face a litany of risks that compromise their health, quality of life and opportunities for success.

## Los Angeles, California:

MotherNet L.A.'s comprehensive, early interventions have played a critical role in improving the health, lives and opportunities of Compton's children and families and helping them maximize their opportunities for success, despite the challenges of their environment. **In 2003, 100% of pregnant women and teens in the program received prenatal care, 96% of children had a medical**



**home, 95% of teen mothers avoided repeat births and 87% of babies were born at healthy weights.**

## Loudoun County, Virginia:

MotherNet/Healthy Families Loudoun provides intensive home visiting and case management for at-risk, underserved pregnant women and teens, new parents and their children in Loudoun County, Virginia. To address the rapid growth of the local Latino immigrant population, MotherNet/Healthy Families Loudoun also offers Spanish-language parent education and support groups to help underserved Latino families overcome social isolation and strengthen parenting and coping skills.

**In 2003, 100% of babies in the program were born at healthy birth weights, all children had a medical home, 100% of children remained up-to-date on their immunizations, all teen mothers avoided repeat births, 93% of children were up-to-date on well care visits at the end of the year and no families had a founded case of abuse or neglect.**

*"We have found MotherNet L.A. to be a committed partner in addressing the health and education problems facing families in our community. MotherNet*

*L.A. consistently evaluates how best to meet the needs of our minority community, and works hard to determine creative solutions to the complicated problems our immigrant families face."*

BETTIE RANDLE, ADMINISTRATOR OF HEALTH AND HUMAN SERVICES, COMPTON UNIFIED SCHOOL DISTRICT



# Millennium Alliance for Social Investment: Building Win-Win Alliances for Social Investment and Procurement

**I**NMED Partnerships for Children's Millennium Alliance is a USAID-sponsored initiative committed to developing public-private partnerships that help communities bring basic health care, education, food, security and economic opportunity to their citizens. The Alliance works with private corporations, foundations, and NGOs to achieve lasting improvements in the quality of life. Public-private partnerships make development investments more effective by diversifying their basis for support and broadening public advocacy and leadership for social development.

Millennium Alliance's capabilities include:

- National and community needs assessment
- Program implementation
- Employee volunteer training
- Partnership facilitation
- Health, education, and agriculture expertise



**The Millennium Alliance Procurement Program** helps nonprofit organizations and institutions in developing countries obtain essential supplies and equipment at significantly reduced cost through its network of corporate partners. Last year, the Alliance Procurement Program included over \$2 million in donations, in addition to low cost purchases of critical health, education and field supplies. An example of a successful partnership is the INMED relationship with the International Centre for Diarrhoeal Disease Research in Bangladesh, whose life saving care and research is augmented by the support INMED provides. Approaching companies to provide product — both gifts-in-kind and

preferential procurement arrangements — has proven to be an excellent way to encourage new companies, with little or no previous involvement in international humanitarian and development programs, to dedicate corporate resources to partnerships.

*"INMED's social investment strategy is enabling us to concentrate our resources...to make larger and longer-term grants to individual NGOs to maximize impact... maximizing and effectively programming our social investment dollars is extremely important...I could not have accomplished this without the expertise of INMED."*

**DEBORAH J. PATTERSON**  
PRESIDENT, MONSANTO FUND

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Director, CETT Partnerships  
Program

## Support INMED Partnerships for Children

*Charity Navigator gives INMED Partnerships for Children 4-Star Ranking.*

As a non-profit organization, INMED Partnerships for Children depends on the generous support of organizations and individuals to make its child health and education programs possible in the United States and internationally. For every dollar INMED receives, more than 90% goes to programs.

To learn more about INMED Partnerships for Children or to make a financial contribution, please send donations or requests for information to the following address:

INMED Partnerships for Children  
45449 Severn Way Suite 161  
Sterling, Virginia 20166

If you would like your contributions allocated to a specific project, please indicate the project on the memo line of your check.

Information about INMED Partnerships for Children's programs is available on the World Wide Web: **[www.inmed.org](http://www.inmed.org)**. Financial donations can also be made online. If you are interested in donating through an estate or planned giving, please contact Bill Walsh at [bwalsh@inmed.org](mailto:bwalsh@inmed.org) or 703-444-4477 for more information.





## Major Partners and Contributors



*Jim Campbell, President and CEO, GE Consumer Products with Dr. Joyce Capelli, Vice President of INMED and Director of INMED Brazil.*



*Children from Rio de Janeiro favelas at event sponsored by Rio Polímeros.*



*From left to right: Dr. Errol Miller, Director, Caribbean CETT; Richard Robinson, Chairman, President and CEO, Scholastic Inc.; Karen Harbert, USAID Deputy Assistant Administrator for Latin America and the Caribbean; Bill Walsh, Director CETT Partnerships Program.*

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|---|---|
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| Ahmanson Foundation                           | ImageFirst  |
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| The California Endowment                      | March of Dimes National<br>Capital Area Chapter             |
| The California Wellness<br>Foundation         | Monsanto  |
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| First 5 L.A.                                  | UCLA School of Public Health                                |
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| General Electric                              | Virginia Family Violence<br>Prevention Program              |
| Healthy Families America                      | Virginia General Assembly                                   |
| Homeland Foundation                           | Virginia Healthy Marriage and<br>Stable Families Initiative |
| ICDDR,B                                       | Weingart Foundation   |



INMED Partnerships for Children

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