



Development
Through
Empowerment



Trailblazer Foundation
Annual Report
2013

Message from the Executive Director



Trailblazer Foundation is celebrating its 10th year beginning 2014! I am proud of our accomplishments and for being able to 'hang in there' despite the several years during the economy's serious downturn. This indicates to me that people can still find it in their hearts and wallets to give and want to help others in great need. We feel privileged that because of our efforts the results are significant and have had positive impact in the lives of thousands. I attribute this success to the growing list of donors, volunteers, businesses, and affiliates that support our cause.

Our mission continues to build upon self-sustaining programs which promote community and individual growth, and which implements appropriate technologies and empowers the individual. Our proven bottom-up grassroots approach for sustainable development provides a solid base and is being replicated village to village. Our participatory model of community-based development allows villagers to identify their needs and together we work in partnership to find sustainable solutions to their most pressing needs.

Access to water and sanitation, an adequate food supply, education and economic opportunity are challenges millions of Cambodians face every day. Working with the poorest of the poor is rewarding. Communities we help are isolated, are least likely to get assistance because they are largely overlooked by other development groups, and simply cannot develop beyond a level of subsistence without help. By addressing basic needs first: securing access to clean and sufficient water to assure a healthier livelihood, villagers then have the energy and time to think beyond survival and begin to dream. They ask for improved agriculture and horticulture training to increase production not only for sufficient food security but to gain the ability for income generation. They request livestock and start small businesses.

In 2013 Trailblazer's work site went through some transformations and had to reduce its size by one-third. Our team took this change in stride and made the necessary modifications with as little disruption to operations as possible. We've got a dedicated staff of eleven Khmer and one international project director, Scott Coats, who is there to oversee operations and offer consult. He's my right arm on the ground and rest of our team 'rocks'!

Our list of needs for 2014 is no less long than it was for 2013. The list includes nearly 700 water filters, over 100 wells, 30 latrines, at least 2 agriculture training sessions, 150kg of chickens [how many chickens that means I'm not sure], a fence for the Kindergarten, and several training sessions on sanitation and hygiene. The *basic* cost to meet these needs is nearly \$80,000 which does not include rent, all salaries, transportation, or all the necessary materials for implementation. Donor and grant funding is what makes meeting these needs possible. People want to know they can be a catalyst for change and continually step up to the plate to become part of the change that's taking place.

Trailblazer's work areas have grown along with our need for capacity building and it's time for more monitoring and evaluation of our project successes. We look forward to the next year and are confident we will meet our financial goals and be able to continue our important work in Cambodia to address the issues of poor and marginalized villagers. Thanks to everyone who has joined us and invested in our cause and made our success your success.

Sincerely,

A handwritten signature in blue ink that reads "Chris Coats". The signature is written in a cursive, flowing style.

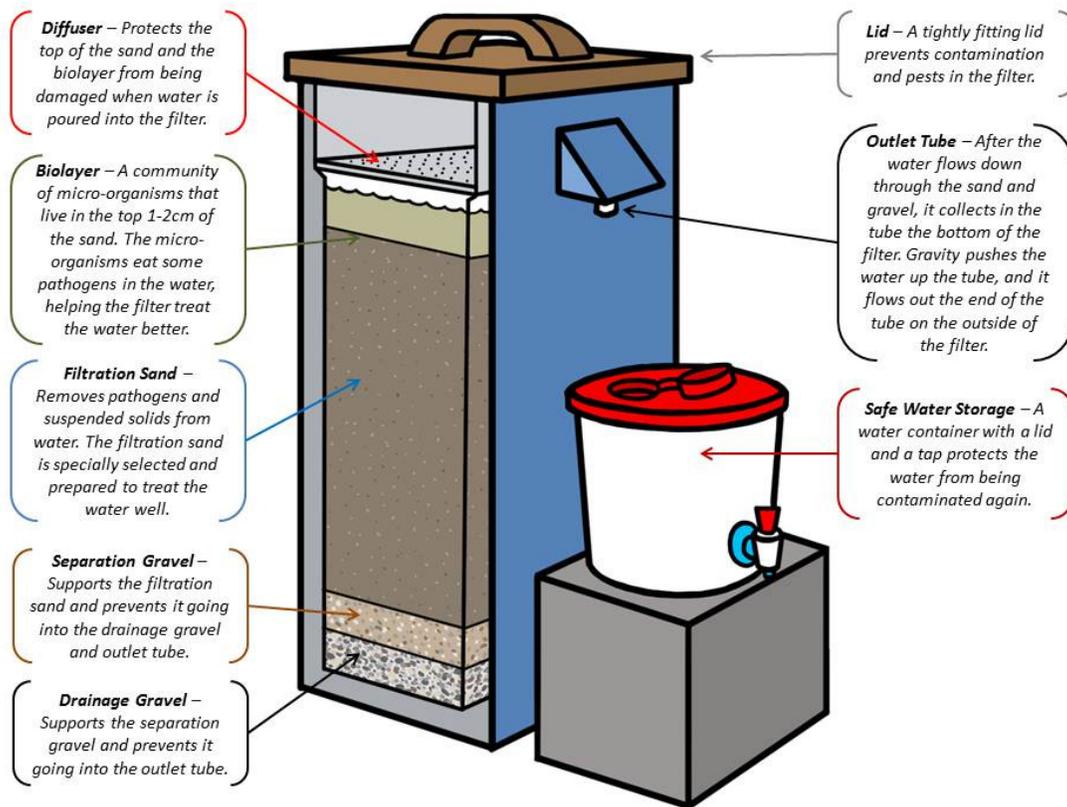
Chris Coats

The Basics: Water First

Clean water is life's most basic need, yet one in eight people of the world's population do not have access to it. Eighty-eight per cent of cases of diarrhea worldwide are attributable to unsafe water, inadequate sanitation or insufficient hygiene. These cases result in 1.5 million deaths each year, most being children. In Cambodia, a country of 14.8 million, there are over 9,000,000 cases of diarrhea. Bad water accounts for 13% of the deaths and 14.8% of the health burden. As of 2010, Government spending on health care corresponded to 5.8% of Cambodia's gross domestic product (GDP).

Without a better water source, villagers use water from deep holes dug into the ground, known as traditional pit wells, filled by rain and run-off from the surrounding fields containing animal and human feces.

One of the easiest ways to combat poverty and disease is to provide access to clean water sources. Bio-sand water filters ensure water from any water source is potable, immediately reducing the impact of water borne diseases. One filter produces 80 liters of potable water each day, a sufficient supply for drinking, cooking and washing.



Bio-sand water filters increase the vitality and livelihood of the users by reducing viral contamination by 90%, bacterial contamination by 90-99% and protozoan parasites by more 99%. They alleviate the human suffering of sickness, death, lost employment, and the hardship of losing loved ones as a result of drinking contaminated water. Women spend less time caring for the sick and as a result have more time to pursue economic sustainability through small business or gardening. Children have more time and energy for education.

Around half a billion people treat their water by boiling it, using charcoal, kerosene or firewood. With a bio-sand water filter there is no need to boil the water after filtration to make it safe to drink. They are easy to use, save villagers' time, money and firewood, and ultimately improve their overall health and the environment. Because of Trailblazer's implementation of nearly 3,000 bio-sand water filters, and counting, over 100,000 people now have access to viable drinking water.



To further ensure success of the project, bio-sand water filter recipients receive training in their indigenous language, Khmer, regarding the proper use, maintenance and storage techniques, along with basic hygiene and sanitation practices. All the wells we drill and bio-sand water filters we install are recorded with GPS locations and have a one year warranty.

Pull pump wells are low tech and appropriate for women and children to use and provide water quickly and easily. Having a well remedies the problem of little or no access to water. Once a villager has access to a convenient and a sufficient water source they can begin to think beyond basic life-sustaining capacities. A well gives villagers the ability to irrigate gardens or create fish ponds, thereby improving their food securities, ultimately their health, as well as building their earning capacity with the sale of excess provisions. To date, we have drilled over 500 wells, and counting.



Program Statistics 2007-2013

| | Beneficiaries of Bio-Sand Water Filters ** | Bio-Sand Water Filters Distributed | 4 Schools Constructed by Trailblazer - Student Population | Village Fund Loans |
|--------------|--|------------------------------------|---|--------------------|
| 2006-07 | 8,955 | 597 | 320 | 1 |
| 2008 | 915 | 61 | 320 | 18 |
| 2009 | 7,235 | 249 | 480 | 27 |
| 2010 | 4,140 | 276 | 365 | 54 |
| 2011 | 5,865 | 391 | 90 | 130 |
| 2012 | 5,760 | 384 | | 93 |
| 2013 | 6,375 | 425 | | 87 |
| Total | 39,245 | 2,383 | 1,575 | 46 |

*These figures are based on BSFs installed with families at the filter's design standards of 15 users per BSF. If we include BSFs that have been installed by partnering organizations in 134 schools, with an average student population of 350 per school, beneficiaries are an additional 46,900 individuals.

2013 Water Program - Cost per Beneficiary

| | | Total Cost | Based on 2 Families Per Unit | Total Cost per Person |
|--|----------------|------------|---------------------------------------|-----------------------|
| Average Family Size | 6 | | 2 x 6 = 12 users | |
| Number of Wells Drilled | 111 @ \$170/ea | \$18,870 | 111 x 12 users per Well = 1,332 users | \$14.17 |
| Number of Bio-Sand Water Filters Installed | 425 @ \$60/ea | \$25,500 | 425 x 12 users per BSF = 5,100 users | \$5.00 |



History Overview and Highlights

Trailblazer Foundation, Inc., a Wyoming Non-Profit, was registered as a 501(c)3 Public Charity in April 2004. Since then, the organization has run highly successful programs in rural villages of Cambodia.

Mission Statement

*By providing training and appropriate technology,
we empower rural villagers to create self sustaining programs.*

*Our focus includes water projects, school construction, and community based development
in order to foster healthy families, sufficient food and sustainable incomes.*

Cambodia suffered the devastating effects of genocide during Pol Pot's Khmer Rouge regime (1975-79). Several million people, 20%-25% of the population, died as a result of mass executions and starvation during the regime. Cambodia's economy and infrastructure were left in tatters and as a result, Cambodia's recovery has been slow and difficult. Siem Reap province is one of two provinces in the country identified by the Cambodian Government and the *World Food Program* as significantly poor and food insecure.

Four out of five Cambodians live in rural areas, most of which lack access to even basic infrastructure. Almost half of Cambodia's rural populations do not have access to safe drinking water and a staggering 82% do not have access to adequate sanitation facilities. Freshwater sources, while abundant in the rainy season, are at risk from pollution and human and animal waste.

Water access, food security, nutrition, and household income are priorities. A person must have access to potable water to improve health and sanitation, and a water resource for growing crops, livestock and fish—their source of food and commerce. Bad water is the cause of illness, malnutrition and poverty.

- One out of seven children dies before the age of five, many from water-borne diseases.
- An estimated 50% of underweight or malnutrition children are a result of unsafe water, inadequate sanitation or insufficient hygiene
- The percentage of children under 5 years old in Siem Reap who exhibit stunted growth rates is greater than the Cambodian national average [*UNICEF Cambodian Nutrition Investment Plan 2009*]
- Cambodia is ranked 13 in the world for stunted growth by the World Bank

Trailblazer has established and works within strong relationships with authorities who need to be negotiated with at the local, provincial and national levels in order to be successful. We have a nine year history of working within the local government structure and non-government organization network to identify, assist and monitor marginalized families and communities in improving access to water and food security beyond subsistence. These communities are identified through the existing priority development matrix standards set by local and national government protocol. This model allows for villagers to identify their needs which are then provided to the commune level and finally given to the district officials.

The government annually assesses and identifies rural villagers at their level of poverty with ID cards which determine marginalized beneficiaries. Because Trailblazer questions and listens, and aids where requests have been made, it has built the rapport with villagers and authorities alike. Trailblazer is known for tackling greatest needs and following through on its commitments. This reputation has opened doors and is critical to building on established relations over time. Each year Trailblazer is invited to attend Integrated District Workshops to review these lists of identified needs and sign agreements to help using a participatory model of community-based development. Water is a typical priority because it allows people to drink, bathe and irrigate.

Trailblazer has also gained a high level of trust with the people served maximizing villager empowerment and participatory involvement in project implementation which finds sustainable solutions to their most pressing

needs and builds upon self-sustaining programs which promote community and individual. Empowerment and equitable participation of villagers is key to the success of sustainable outcomes.

One of the most telling indicators for a lack of development is water access, food security, nutrition, and health status of the people. Low agricultural productivity often means there is very little surplus produce available for income generation. The combination of little to no water access, food shortage and lack of agricultural income link directly to poor health and poor nutrition conditions. In the hierarchy order of needs, water must be met first before one can address the next level. When there is access to water, associated developments can occur to improve livelihoods and establish sustainable commerce.

Cambodia suffers drought conditions four-to-five months each year. Depending on water from the rainy season most families are limited in their agriculture cultivation to growing only one crop of rice per year, which may not be enough to even feed their family. Although many people we are working with now have access to water, their food supply remains tenuous, and they often subsist for several months of the year on food with inadequate nutritional value. In order to improve food security and nutrition it takes agriculture production and water access. Our agriculture program introduces rural farmers to low tech drip irrigation systems, organic fertilizers/pesticides/composting, seeds tested for re-germination, horticulture training, and mushroom and vegetable production to give them the ability to grow more produce, enhance their nutrition and cultivate their economic situation.



With wells villagers have access to an ample and year-round water supply for gardening. Vegetable home gardens have been successfully carried out by extremely poor families when they have a sufficient water source. With increased yields of produce for meeting their family's needs and excess for sale, improved health and income conditions can occur. As the nutrition and health status of the community improves, villagers have more time, energy and money to invest in private enterprise. We have witnessed once their basic needs are met there is evidence of internally generated economic progress activity: i.e. transportation, technology and other aid involvement.

It is our goal that one in every three to five rural village families are provided with a well as a consistent source of water. Bio-sand water filters then ensure that the water is potable. All wells and bio-sand water filters are recorded with GPS locations. Bio-sand water filter recipients receive training in their indigenous language, Khmer, regarding use, maintenance and proper water storage techniques, along with basic hygiene and sanitation practices.



Trailblazer accomplishments in 2013 include:

- Installation of 425 bio-sand water filters
- Drilled 111 pull pump wells
- Delivered 870 ceramic filter units
- Delivered 150 point-of-use solar units
- Distributed 361 mosquito nets to families
- Distributed 328 pairs of flip flops to primary school students
- Distributed 24 bicycles to students
- Distributed 8,000 fish fingerlings to establish fish farms
- Delivered 6 sewing machines to the Women's Development Center graduates
- Delivered 7 tents to families whose homes were destroyed in a cyclone
- Distributed 20 chickens to 10 farmers
- Installation of 3 drip irrigation systems for rural farmers
- Provided 44 school and soccer uniforms to students
- Conducted 1 horticulture training for 12 farmers, and 1 fish farm training for 16 farmers



Program Status/Implementation Model

Problem: The average wage of rural villagers in Cambodia where Trailblazer is working is less than 25¢ a day, or less than \$2 USD a week, leaving little opportunity for economic advancement.

Solution: Local labor is employed whenever possible. Education and vocational training opportunities are supported by Trailblazer funds. Our effective implementation of community-based development projects is a long-term solution to alleviating poverty and increasing their quality of life in a sustainable manner.

According to a UN declaration that resulted from the World Summit on Social Development in Copenhagen in 1995, absolute poverty is "a condition characterized by severe deprivation of basic human needs, including food, safe drinking water, sanitation facilities, health, shelter, education and information." It depends not only on income but also on access to services. Absolute poverty is a level of poverty as defined in terms of the minimal requirements necessary to afford minimal standards of food, clothing, health care and shelter. In Cambodia, population living under the poverty line of US\$1.25 per day is defined as the poor. They essentially lack the sufficient resources to meet their daily needs.

Many of the rural villages in Siem Reap Province had little to no access to international aid prior to Trailblazer Foundation's arrival. The result was residents of these villages suffered a high rate of disease, illiteracy and other devastating effects of lack of water, sanitation and food. Being the first to go into villages where there were no other Non-Government Organizations (NGOs), is a true definition of "trailblazing".

Our definition of 'trailblazing' goes much deeper. Our bottom-up approach to sustainable projects ensures villagers are invested in the successful outcome of the project. Once we arrive within an identified village we then work within the context of the Cambodian and village culture, establishing trust, fostering relationships, and supporting the village infrastructure. Because we work within the government development process our project activities can be tracked, monitored and documented by the government for inclusion in their reporting. These reports substantiate the impact Trailblazer has on improving health, economic status and quality of life.

Our effective implementation method of community-based development projects is a long-term solution to alleviating poverty and increasing the quality of life in a sustainable manner. We pursue projects that emphasize basic needs, health and sanitation, education and vocational training, and which use appropriate technologies. As the basic need of water is met, Trailblazer works with village leadership to establish or enhance a village committee structure. These leaders ultimately manage the sustainability of projects without the need for ongoing international aid. We encourage and mentor villagers to develop their own village bank fund, which is a village-run micro-loan program built to foster sustainable economic development. This bottom-up approach gives villagers ownership and pride and leads to permanent success.

Village Funds build capital for micro-loans that qualifying residents can access. The Village Finance Committee determines residents' eligibility based on their responsibility and ability to repay, and manages the loans. These loans provide an opportunity for villagers that they did not have before, to advance their livelihood and exponentially multiply success, not only through economic growth but by inspiring and motivating others to do the same.

In 2013, there were 87 active loans [of which 54 were with women] secured from the village funds of 11 villages. The total capital amount for these 11 village funds was \$3,362 USD. Loans were made to qualifying villagers for:

- the purchase livestock and/or fertilizers,
- paying for medical care costs, funeral, or ceremony for becoming a monk,
- starting up a small business,
- home improvements,
- purchase of motorbike or bicycle.

This activity is significant in a region where nearly 1 in 3 Cambodians live below the national poverty line, indicating countless Cambodians are still living in deprivation.

Trailblazer provides training and oversight to Village Finance Committees for the management of their Village Fund. We also monitor loans by conducting routine audits and provide loan books to track savings and loan payments. Village Funds are a clear indicator of the economic health of the village as a whole and its ability to maintain economic sustainability, reducing long-term dependence upon international aid, and indirectly benefits every person in the vicinity of the village. All village request-based projects are designed to ensure sustainability in order for Trailblazer (external implementer) to eventually exit the stage and allow the village community (internal activators) to successfully and autonomously continue all endeavors.

The Village Fund component of Trailblazer's programs is innovative and complements Trailblazer's other initiatives for local community development through empowerment. Local ownership of management of the funds for microloans is convenient for villagers because loan terms can be optimized for local needs. Borrowers can interact with a fellow community member for borrowing and repayment and the village fund managers can easily observe how loans are used. Trailblazer's ongoing role in the established Village Funds is minimal but overall the funds are being used very effectively and the capital is growing substantially every year.

Comments made by villagers regarding the Village Fund system include: it is easy, has a low interest rate, is nearby, promotes development, and meets an underserved demographic (i.e., people who are not able to borrow from other lenders).

We stress the need for sustainability in order to reduce the need for ongoing international aid and ensure that during the monsoon season when rural villagers are most isolated, they are able to be self-sufficient. Due to flooding and poor quality roads, many rural villages are unreachable in the rainy season, July through December. This obstacle often creates a period of full separation between the village and Trailblazer, except for telecommunication which is often unreliable but improving.





However, without any outside assistance several villages have proven to be fully independent to manage their own community projects. Because of the relatively long duration of this period, the evaluation of village operations after the rainy season helps to illustrate sustainability trends for longer periods to come when Trailblazer transfers to a role of support-as-needed.

Trailblazer documents every donation/project activity as part of our own maintenance, monitoring and evaluation practices. Basic survey data is collected when projects are implemented and periodic follow-up surveys are conducted to monitor the project's status. These surveys provide us with vital information and results are used to improve our implementation methods for greater success of our projects and outcomes for our beneficiaries.

This survey data includes:

- economic status
- health condition
- family size
- location
- water source and condition
- ownership of livestock
- amount of rice stored for the season
- identified agriculture output

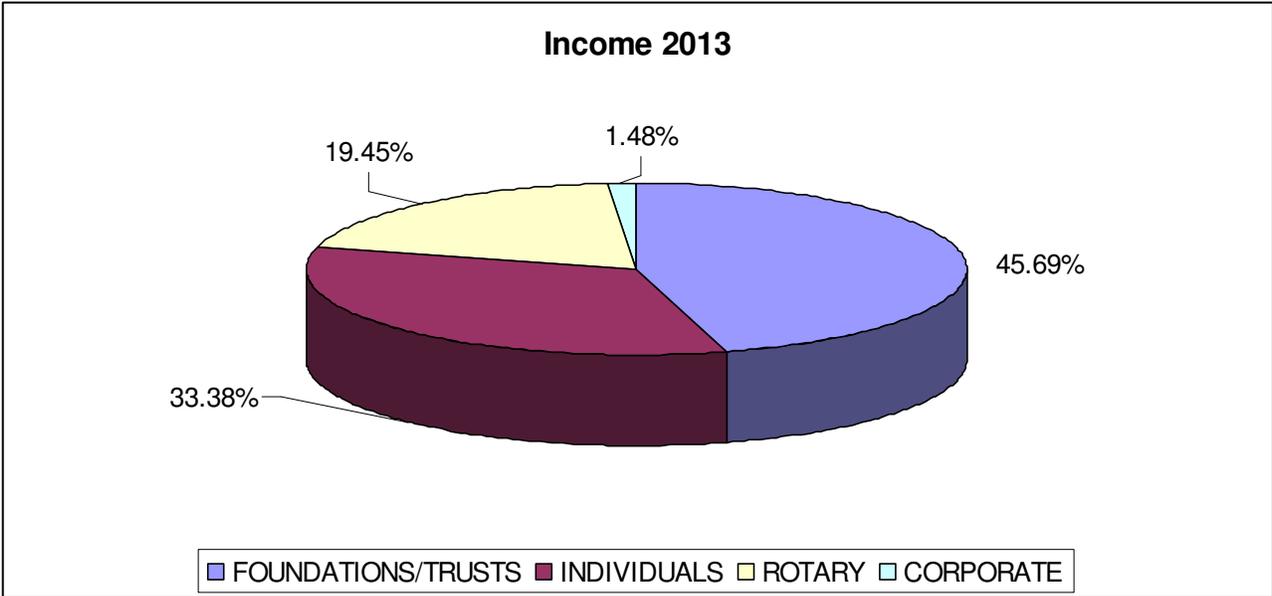
Educational benefits that have been provided to the rural farmer, business owner or recipient can be measured by economic and health data, along with photographs which visually documents the success of their project and/or business.

2013 Financials

Below is a list of the historic growth Trailblazer Foundation has experienced in its 10 years of existence. As you can see, our expenditures were greater than our income for 2013. This is attributed to our continually expanding work areas and list of identified needs that we strive to address with the faith that required funding will be obtained.

| | <u>INCOME GROWTH</u> | <u>EXPENSE GROWTH</u> |
|-------------|----------------------|-----------------------|
| 2004 | \$8,786.42 | \$4,029.86 |
| 2005 | \$22,814.91 | \$16,099.83 |
| 2006 | \$38,533.06 | \$45,535.34 |
| 2007 | \$123,965.53 | \$49,399.53 |
| 2008 | \$134,858.21 | \$114,617.92 |
| 2009 | \$182,533.39 | \$190,328.42 |
| 2010 | \$173,219.38 | \$158,781.70 |
| 2011 | \$193,802.38 | \$143,917.37 |
| 2012 | \$132,663.00 | \$129,089.85 |
| 2013 | \$191,862.65 | \$205,881.49 |

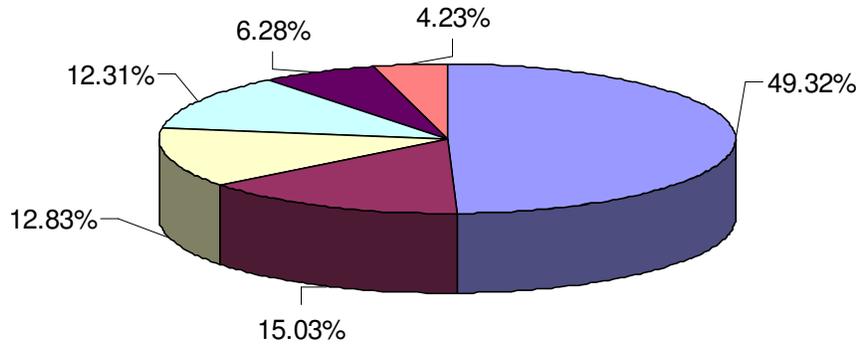
The following charts help in understanding the sources of the numbers in the table above. As you can see from the Income chart, we rely on individuals for over 30% of our funding, with Foundations/Trusts and Rotary Grants providing a substantial amount, with a small percent of Corporate funds making up the remainder.



| | | |
|---------------------------|---------------|---------------------|
| FOUNDATIONS/TRUSTS | 45.69% | \$87,662.04 |
| INDIVIDUALS | 33.38% | \$64,043.75 |
| ROTARY | 19.45% | \$37,317.29 |
| CORPORATE | 1.48% | \$2,839.57 |
| Total | 100% | \$191,862.65 |

On the expenses side, we used nearly 90% of our income to foster projects in the field, including 49% toward water programs, with the remaining spent on agricultural, construction, sustainable development and Cambodia assistance programs. Fundraising was approximately 4.2% of our expenses, with less than 7% left over for administration. Compared to other NGO's our fundraising and administrative expenses are very low.

Expenses 2013



| | | |
|---------------------------|------------------|-----------------------|
| ■ WATER PROGRAMS | ■ AGRICULTURE | ■ CAMBODIA ASSISTANCE |
| ■ SUSTAINABLE DEVELOPMENT | ■ ADMINISTRATION | ■ FUNDRAISING |

| | | |
|--------------------------------|---------------|---------------------|
| WATER PROGRAMS | 49.32% | \$101,540.75 |
| AGRICULTURE | 15.03% | \$30,943.99 |
| CAMBODIA ASSISTANCE | 12.83% | \$26,414.60 |
| SUSTAINABLE DEVELOPMENT | 12.31% | \$25,344.01 |
| ADMINISTRATION | 6.28% | \$12,929.36 |
| FUNDRAISING | 4.23% | \$8,708.79 |
| Total | 100% | \$205,881.49 |

Affiliates

Over the past ten years Trailblazer Foundation has fostered numerous relationships and Non-Government Organizations [NGOs] affiliates to help support village infrastructure and provide access to water, food, medical and dental care, schools, and vocational training. Because of our excellent reputation, long-term presence and Trailblazer Foundation's effectiveness in working to help people on the ground, these organizations routinely ask to partner with Trailblazer in order to expand their presence and assist the villagers more completely. They are the 'big guys' doing large scale or 'blast in and out' projects but need Trailblazer because of our 'boots on the ground', connections and solid relationships, and can mobilize villagers easier and more rapidly to implement projects.

A list of affiliates and organizations we collaborate with are:

- Naga Biofuels [our trucks and cement mixer run on biofuel];
- CAWST [Center for Affordable Water, Sanitation and Technology] for technology support and training on the bio-sand water filter;
- GlobalMedic for water filtration and medical support;
- Rotary clubs in the United States, Canada, Australia, Norway, Taiwan, Singapore, and Cambodia
- Rotary International
- Friends Without a Border for dental support;
- IDE Technologies;
- IE3 Global Internships, Oregon University System;
- University of Edinburgh, Scotland – study for International Development Project, and UK Biochar Research project - www.biochar.org.uk;
- Village Earth;
- Resource Equality – International [RE-I];
- TAG Wealth, TAG Finance and 1% for solar units;
- Cambodian Ministry of Education Youth and Sport;
- Cambodian Ministry of Rural Development;
- Cambodian Department of Rural Water Supply;
- Cambodian Ministry of Agriculture;
- Ministry of Woman Affairs;
- Women's Development Center;
- MIT Lab;
- Envirofit



Some of our social media and financial affiliates are:

- SeeYourImpact;
- GlobalGiving;
- Virgin Giving;
- OneFilterOne Family;
- Earth Protect;
- Great NonProfits;
- GuideStar;
- Jackson Hole Center for Global Affairs
- Mission McNeill;
- Philanthropic Panda;
- EXOFoundation;
- FourGirlsForFamilies
- Friendly Planet Travel;

Our Cambodian business supporters include:

The Villa Siem Reap
HUSK
The X-Bar
Rosy Guest House
Peace Café
Cool Corner Restaurant

ConCERT
Sojourn Boutique Villas
Peace of Angkor Tours
Singing Tree Café
The River Garden Guest House
The Rose Apple B & B

Molly Malone's Restaurant
Anjali House
University of Nations
Globalteer
Grace House
Amansara

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Lon Sey, General Assistant/Volunteer Coordinator

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Bio-Sand Water Filter Team

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Ret Bony, Assistant
Keo Vichet, Assistant

Well Drilling Crew

Sok Samnang, Supervisor
Seng Vichetr, Assistant
Khoeun Khat, Assistant