

Trailblazer Foundation

Development Through Empowerment



Annual Report - 2011



DEVELOPMENT
THROUGH
EMPOWERMENT



CONTENTS

Message from Trailblazer Foundation Executive Director	3
The Need for Water / Affects of Bad Water	4
History Overview and 2011 Highlights	7
Program Status / Implementation Model	9
2011 Financials	12
Supporters, Partners and Sponsors	17
Trailblazer Foundation Leadership and Staff	18

THE TRAILBLAZER FOUNDATION

1-307-399-2192 WWW.THE-TRAILBLAZERFOUNDATION.ORG INFO@THE-TRAILBLAZERFOUNDATION.ORG
THE TRAILBLAZER FOUNDATION, POST OFFICE BOX 3694, JACKSON, WYOMING 83001



Message from Trailblazer Foundation

Executive Director

Dear Friends and Supporters,

Trailblazer Foundation has maintained wonderful support for its mission and projects from individuals, foundations, businesses, and granting organizations from around the world, and we thank everyone for remaining a part of making a lasting change. The support we received in 2011 allowed us to expand all our services into neighboring villages of those we have been directly working in for years. Our well and bio-sand water filter programs are thriving and have provided access to potable water to nearly 90,000 people.

Our Agriculture program has grown in interest and demand by more subsistence farmers. Training on composting and fertilizing techniques has enhanced their capacity for self-sufficiency and has improved the overall quality of life for their families. Through the use of appropriate technologies farmers increased crop yields and earned additional income. Trailblazer's on-site garden continues to test re-germination rates of cucumbers, edumame, long bean, eggplant, lettuce, squash, morning glory, and has conducted several mushroom production workshops.

Our Board of Directors supports our continued growth with their various skills, knowledge and experience, providing the oversight essential to a grass roots organization. When called upon, Trailblazer's Advisory Board members have brought invaluable insight and advice to our team. We welcome interested individuals to become an Advisory Board or Board of Directors member to further develop our skill sets, provide advice and continually strengthen our team.

June 2011 saw the inauguration of our first Library. This new building serves over 1,000 students of the Primary and Junior High level classes for Svay Chek village and the surrounding neighborhood.

The mission and goal of Trailblazer Foundation is to build upon self-sustaining programs which promote community and individual growth, and which implements appropriate technologies and empowers the individual. This successful model generated the growing demand for a long list of new projects that will keep our teams busy in 2012 and beyond.

There is so much to accomplish and funding is the only thing that limits our efforts. Please visit our website for more information, updates and photos of projects. We hope you will continue on, or join our team, as Ambassadors of Trailblazers. Together we can keep the development through empowerment process going. Thank you.

Best regards,

Chris Coats
Executive Director

The Need for Water / Affects of Bad Water



Problem: Cambodia, is a country of 14,000,000 with over 9,000,000 cases of diarrhea. Unsanitary water accounts for 13% of the deaths and 14.8% of the health burden, estimated to be a cost to the nation of \$448 million a year.

Solution: One of the easiest ways to combat poverty and disease is to provide access to clean water sources. 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%. Because of Trailblazer's implementation nearly 90,000 people now have access to viable drinking water.

With out a better source, villagers use and transport water from long distances from deep holes cut into the ground, known as 'traditional' wells. Pull pump or cast iron pump wells are low tech and appropriate for women and children to use and provides water more 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 an ample 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, whereby improving their food securities, ultimately their health, as well as building their earning capacity with the sale of excess provisions.

Trailblazer Foundation 2011 Annual Report



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 and have a one year warranty. Bio-sand water

Trailblazer Foundation 2011 Annual Report

filter recipients receive training in their indigenous language, Khmer, regarding use, maintenance and proper water storage techniques, along with basic hygiene and sanitation practices.

Clean water is life's most basic need, but one in eight people of the world's population do not have access to it. 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 improves their overall health and the environment.



Bio-sand water filters immediately reduce the impact of water borne diseases. 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.

Our goal is to provide every one to three families, depending on how the homes are clustered, with a bio-sand water filter. One filter produces 80 liters of potable water each day for drinking, cooking and washing.

History Overview and 2011 Highlights



Trailblazer Foundation was incorporated as a 501(c)3 in April 2004. Since then, the foundation has run highly successful programs in rural villages of Cambodia. These programs are guided by our Mission:

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.

We strive to preserve the cultural integrity of the villages we work in by using a participatory model of community-based development. This model allows the villagers to identify their needs and empowers them to work in partnership with us to find sustainable solutions to their most pressing needs.

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. Educated people were systematically eliminated, especially doctors and teachers. At the end of the regime all but 40 of 4,000 Cambodian doctors had either perished or fled the country, compared to an average of 250 doctors per 100,000 serving USA citizens.

All of this took place in a country already confronted by drought conditions 4 to 5 months of each year and flooding during the monsoon season the other months of the year. Cambodia's economy and infrastructure were left in tatters and as a result, Cambodia's recovery has been slow and difficult. Access to water and sanitation, an adequate food supply, education and economic opportunity is a challenge millions of Cambodians continue to face every day.

Siem Reap, Cambodia is one of two provinces in the country identified by the Cambodian Government and the *World Food Program* as significantly poor and food insecure. 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*]. Many people we are working with now have access to water, education and vocational training opportunities, but their food supply remains tenuous and they often subsist for several months of the year on food with inadequate nutritional value.

Trailblazer Foundation 2011 Annual Report

2011 Cost per Water Program Beneficiary - Using Average Village Size

Average Village Population	Average Family Size	Number of Wells	Number of Bio-Sand Water Filters	Total
1,200 or 200 families	6 members	69 @ \$120/each	391 @ \$50/each	
		*Based on 3 Families per Well	*Based on 3 Families per Bio-Sand Water Filter	
Total Cost		\$8,280	\$19,550	\$27830
Cost per Person			Divided by 1,200	\$23.19

To date, we have drilled over 350 wells and approximately 2,600 bio-sand water filters have been installed in over 60 villages. Over 50,000 Cambodian school children in nearly 140 schools [with an average population of 350 to 480] and 39,000 individuals now have access to clean water through the installation of bio-sand water filters.

Using the model of participatory community-based development Trailblazer works in partnership with the rural people of Angkor Thom, Puok and Bakong districts to improve living conditions and achieve sustainable economic development.

Empowerment and equitable participation of the villagers is key to the success of sustainable outcomes. We are directly involved in 16 rural villages within our project implementation area and continually maintain, monitor and evaluate our projects. We are indirectly involved in 19 villages as partner to eight other non-government organizations. In total: touching the lives of over 40,000 residents. With villages that received our bio-sand water filters and/or installation of wells, it is the responsibility of the other organization to maintain and monitor. Trailblazer trains one or more of the other organization's staff to be stewards of their bio-sand water filters and/or wells.



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.

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: i.e. villagers identify their greatest challenges and possible solutions, which in turn sets the agenda for Trailblazer projects. This ensures the villagers are invested in the successful outcome of the project. Trailblazer locates the villages in which we work via a government village-based development process. Through this government process we are invited to attend annual District meetings and are provided with lists of identified needs per commune. We review these lists and make temporary agreements to provide specific project support that is within our capacity, and as funding permits.

Once we arrive within each identified village we then work within the context of the Cambodian and village culture, establishing trust, fostering relationships, and supporting the village infrastructure. Trailblazer works with village, commune and district level officials on a community development plan to address growth and meet the on-going needs identified by villagers. Additionally, 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.

Empowerment and equitable participation of the villagers is key to the success of their sustainable outcomes. Using the success of our work in Sras Village, our pilot model, we are replicating this community-based development model in the surrounding region within Siem Reap Province, touching the lives of thousands.

Ninety-one percent of those who live below the food poverty line live in rural areas and spend 65% of their total expenditures on food. **World Food Program Executive Board Report June 2007.* We emphasize 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

Trailblazer Foundation 2011 Annual Report

self-sufficient. Agriculture accounts for 31% of Cambodia's gross domestic product, **Economic Institute of Cambodia survey, February 2006*. Therefore, our agriculture program introduces to rural farmers low tech drip irrigation systems, organic fertilizers/pesticides/composting, seeds tested for re-germination, and training on mushroom and vegetable production to give them the ability to grow more produce, enhance their nutrition and cultivate their economic situation.

Every donation is documented for each recipient with periodic follow-up as to the project's status. As part of our own maintenance, monitoring and evaluation basic survey data is collected when wells, water filters and drip irrigation kits are distributed. 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; as well as identified agriculture output. Results are used to improve our implementation methods for greater success of our projects. 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 document the success of their project and/or business.

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. 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.

To date, there are 130 active loans secured from the village funds of 12 villages. All loans are managed by the Village Finance Committee of those villages. The total capital amount for these 12 village funds in 2011 was \$5,387.00 USD, and \$506.43 was earned in interest revenue from a simple interest rate of 2%. Loans were made to qualifying villagers to purchase livestock, pay for medical care costs, buy rice, start up a small business, toilets, and for municipal improvements. This is significant in a region where 35% of the Cambodian population lives below the national poverty line of \$.45 USD per day, **UNDP Human Development Report 2009*.

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.

Trailblazer Foundation 2011 Annual Report

Due to flooding and poor quality roads, many rural villages are unreachable in the rainy season, July through December. This obstacle creates a period of full separation between the village and Trailblazer, except for telecommunication which is often unreliable. Without any outside assistance several villages have proven to be fully independent to manage its 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 has transferred to a role of support-as-needed.

Illiteracy rates in rural villages average 92% for women and 79% for men. **World Bank statistics July 2006.* By constructing primary schools and libraries, Trailblazer has provided the opportunity for hundreds of children to learn. Females comprise nearly half the student population. When constructing a building it is expected that students, teachers and villagers contribute. As part of the construction contract, we require that local villagers are given an equal opportunity to work on the project to earn money and learn valuable vocational skills.

Trailblazer Foundation pays only for the construction of a government building. At its inauguration we sign the building over to the appropriate Cambodian government office. It is, thereafter, the government's responsibility to provide certified teachers or other staff and pay for their salaries. This agreement and process ensures the sustainability of the project and guarantees that each matriculating student receives a graduation certificate so they can continue on to secondary and higher levels of education.



Svay Chek Primary and Jr. High School Library – June 2011

Trailblazer Foundation 2011 Annual Report

2011 Financials



Trailblazer Foundation Profit & Loss January through December 2011

I N C O M E

GENERAL FUND

Interest Earned 454.51

GENERAL FUND - Other 119,880.18

Total GENERAL FUND 120,334.69

PROGRAMS INCOME

Agriculture Program

Garden 190.00

Livestock 1,190.00

Total Agriculture Program 1,380.00

Cambodia Assistance

Bicycle 140.00

Flip Flops 100.00

Women's Assistance 1,200.00

Cambodia Assistance - Other 2,236.00

Total Cambodia Assistance 3,676.00

School Construction

Kindergarten 1,000.00

Svay Chek Library 21,824.23

Total School Construction 22,824.23

Sustainable Development

Sewing Machines 1,185.00

Weaving Looms 500.00

Total Sustainable Development 1,685.00

Water Project

Filters 16,061.50

Lao Water Project 200.00

Wells 15,810.00

Water Project - Other 11,830.96

Total Water Project 43,902.46

Total PROGRAMS INCOME 73,467.69

Total I N C O M E 193,802.38

Trailblazer Foundation 2011 Annual Report

EXPENSES

FIELD OFFICE EXPENSES

Field Operational Costs

Bank Fees	169.99
Discretionary	372.59
Insurance - Medical	865.20

Total Field Operational Costs	<u>1,407.78</u>
-------------------------------	-----------------

Field Team

Executive Directors	160.00
---------------------	--------

Total Field Team	<u>160.00</u>
------------------	---------------

FIELD OFFICE EXPENSES - Other	<u>50.00</u>
-------------------------------	--------------

Total FIELD OFFICE EXPENSES	<u>1,617.78</u>
-----------------------------	-----------------

FUNDRAISING EXPENSES

Advertising (Newspapers, Radio, Etc.)	249.00
---------------------------------------	--------

Events

Printing/Events-Brochure,Photo	162.03
--------------------------------	--------

Total Events	<u>162.03</u>
--------------	---------------

Newsletter Expenses

Postage/Newsletters	198.62
---------------------	--------

Printing/Newsletters	214.71
----------------------	--------

Total Newsletter Expenses	<u>413.33</u>
---------------------------	---------------

Postage	65.13
---------	-------

Subscription Fees (EmailNow)	359.40
------------------------------	--------

Workshop/Conference/Fundraising	476.80
---------------------------------	--------

Total FUNDRAISING EXPENSES	<u>1,725.69</u>
----------------------------	-----------------

GRANTS OUT

Trailblazer Cambodia Org. (TCO)

Agriculture (TCO)	10,908.50
-------------------	-----------

Cambodia Assistance (TCO)	4,992.75
---------------------------	----------

Contingency (TCO)	2,473.24
-------------------	----------

Grants - Other (TCO)	6,357.62
----------------------	----------

School Construction (TCO)	24,265.42
---------------------------	-----------

Sustainable Development (TCO)	5,180.64
-------------------------------	----------

Water Programs (TCO)

Filters (TCO)	16,504.50
---------------	-----------

Wells (TCO)	19,390.48
-------------	-----------

Water Programs (TCO) - Other	2,557.50
------------------------------	----------

Total Water Programs (TCO)	<u>38,452.48</u>
----------------------------	------------------

Total Trailblazer Cambodia Org. (TCO)	<u>92,630.65</u>
---------------------------------------	------------------

Total GRANTS OUT	<u>92,630.65</u>
------------------	------------------

Trailblazer Foundation 2011 Annual Report

HOME OFFICE EXPENSES

Bank Fees	
Wire/WU Fees	156.00
Bank Fees - Other	70.58
Total Bank Fees	<u>226.58</u>
Communications/internet/phone	514.00
Miscellaneous Operating Costs	2,515.90
Office Supplies	750.41
Organizational (corp) expenses	350.00
Payroll Expenses [CEOs, Sec.]	35,298.25
Postage, Shipping	61.48
Professional Fees	
Accountant	<u>2,039.50</u>
Total Professional Fees	2,039.50
Utilities	1,200.00
Website	<u>711.77</u>
Total HOME OFFICE EXPENSES	<u>43,667.89</u>

PROGRAMS EXPENSES

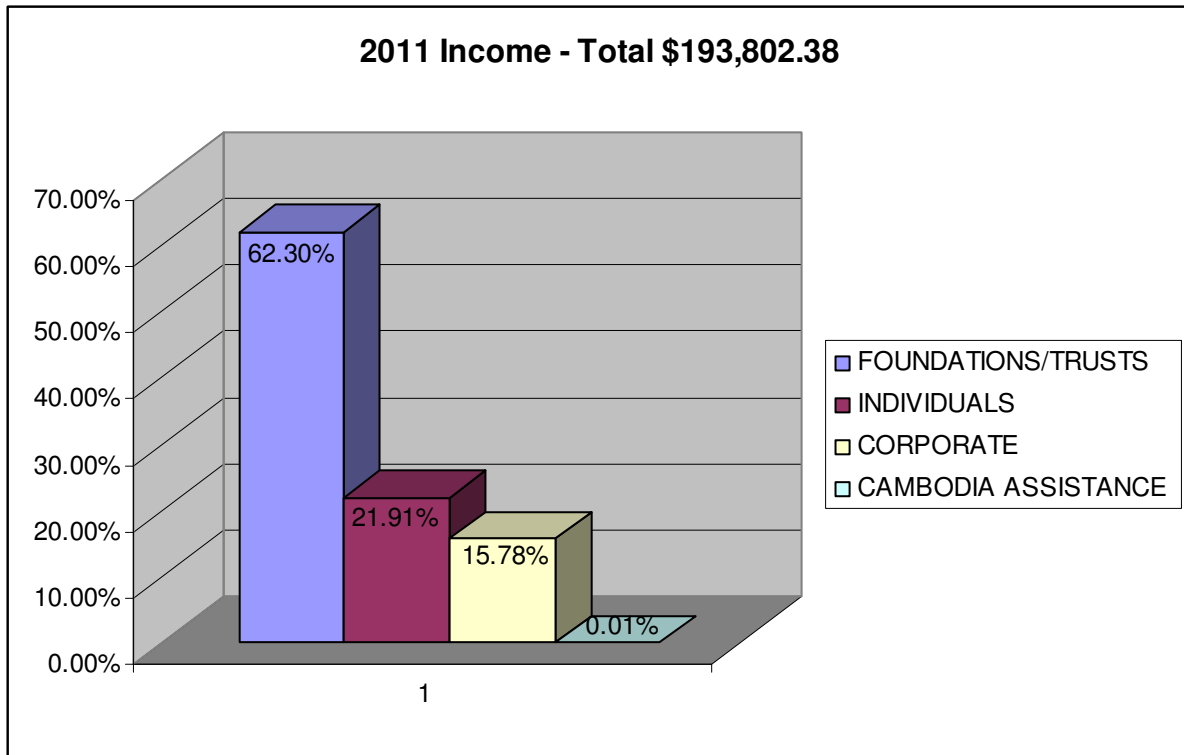
Agriculture	
Garden	<u>288.63</u>
Total Agriculture	288.63
Cambodia Assistance	318.00
School Construction	
Kindergarten	490.00
Svay Chek Library	<u>1,824.23</u>
Total School Construction	2,314.23
Water Project	
Lao Water Project	464.50
Water Project - Other	890.00
Total Water Project	<u>1,354.50</u>

Total PROGRAMS EXPENSES 4,275.36

Total EXPENSES 143,917.37

Net Income **49,885.01**

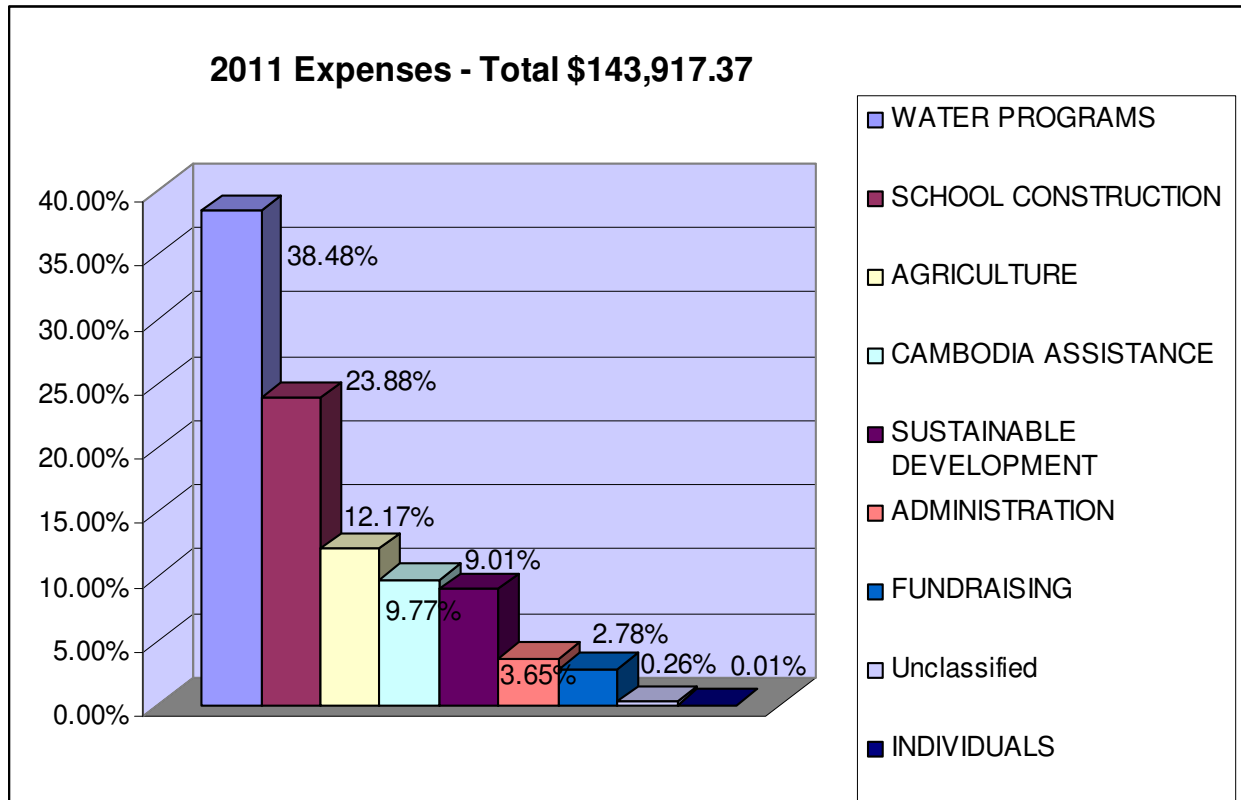
Trailblazer Foundation 2011 Annual Report



2011 Income by Category

FOUNDATIONS/TRUSTS	62.30%	\$120,738.88
INDIVIDUALS	21.91%	\$42,462.10
CORPORATE	15.78%	\$30,582.02
CAMBODIA ASSISTANCE	0.01%	\$19.38
Total	\$193,802.38	\$193,802.38

Trailblazer Foundation 2011 Annual Report



2011 Expenses by Program

WATER PROGRAMS	38.48%	\$55,379.40
SCHOOL CONSTRUCTION	23.88%	\$34,367.47
AGRICULTURE	12.17%	\$17,514.74
CAMBODIA ASSISTANCE	9.77%	\$14,060.73
SUSTAINABLE DEVELOPMENT	9.01%	\$12,966.96
ADMINISTRATION	3.65%	\$5,252.98
FUNDRAISING	2.78%	\$4,000.90
Unclassified	0.26%	\$374.19
INDIVIDUALS	0.01%	\$14.39
Total	\$143,917.37	\$143,931.76

Supporters, Partners and Sponsors



Trailblazer Foundation has fostered numerous relationships to help support the village infrastructure. Other Non-Government Organizations (NGOs) are able to expand their presence and assist the villagers. We have networked with the following governmental ministries and NGOs to provide access to water, food, medical and dental care, schools, and educational and vocational training.

*Cambodian Ministry of Education Youth and Sport
Cambodian Ministry of Rural Development
Department of Rural Water Supply
Ministry of Woman Affairs
Women's Development Center
GlobalMedic
Friends Without A Border
National Office of Social Welfare
One Percent [1%] - Australia
British Schools Group
Atlas Maritime - Engelstoft Family Foundation
Rotary clubs in the United States, Canada, Australia, and Cambodia
Rotary International
SeeYourImpact*

Trailblazer Foundation is supported by numerous individuals, from all over the world, and businesses in Siem Reap, Cambodia. We owe all of them an immense amount of thanks.

Our Cambodian business supporters include:

The Villa Siem Reap	The X-Bar
Rosy Guest House	Peace Café
Cool Corner Restaurant	ConCERT
Sojourn Boutique Villas	Chili Si Dang Café
Peace of Angkor Tours	Singing Tree Café
The River Garden Guest House	Hotel de la Paix
Molly Malone's Restaurant	Anjali House
University of Nations	Globalteer
Sojourn Boutique Villas	Grace House

Trailblazer Foundation Leadership and Staff



Founders

Chris Coats, Co-Founder/Executive Director
Scott Coats, Co-Founder/Project Director

Board of Directors

Douglas Schultz, President
Erin Youngberg, Vice President/Public Relations
Robert Youngberg, Secretary/Treasurer
Donald Kushner, Member
Karin Ralph, Member

Advisory Board Members

David Wendt, Olivia Meigs
Sara VanGenderen
Lee Burbank, Barbara Herz
Christine Denton, Warren Garber
Nancy Pettus, Bill Pettus
Mary Jo Lockbaum
Jim Darwiche, Pat Butts

Staff

Jennifer Swink, Office Manager, USA

Siem Reap Office

Ung Chanrattana [Rattana], Director,
Chep Malinin, Office Manager
Srey Tethvorleak, Agriculture Specialist
Sorn Kimsang, Agriculture Assistant
Sorn Buntheum [Sothearos], Bio-Sand Water Filter Supervisor
Seng Vichet, Bio-Sand Water Filter Crew
Khoeun Khat, Bio-Sand Water Filter Crew
Soung Chanta, Well Driller
Sok Samnang, Well Drilling Crew
Chhot Chhom, Well Drilling Crew