



Development
Through
Empowerment

Trailblazer Foundation
Annual Report
2012

Message from Chris Coats, the Executive Director



I am proud to report that Trailblazer Foundation is about to move into its ninth year. It's been a rewarding, and sometimes challenging, experience that I see continuing indefinitely. When I tally up the rather long list of accomplishments of Trailblazer, made possible by our growing support, I see the significant impacts that have been made and the lives of thousands improved because of our efforts. We are now working directly in 35 villages within 13 communes and 5 districts.

Trailblazer works primarily with the poorest of the poor because they are the least likely to get assistance. Communities we help are isolated, largely overlooked by other development groups, and cannot develop beyond a level of subsistence on their own. We address basic needs first: helping them secure access to clean and sufficient water to assure a healthier livelihood. We then teach improved agriculture and horticulture practices for increased agriculture production for sufficient food security and income generation. Villagers who spend their day sourcing water and food just to survive have little time or energy to contemplate better education, employment opportunities or how they can contribute to the development of their country. We have witnessed that with the most basic needs met villagers can develop and there is internally generated economic progress activity: i.e. transportation, technology and other aid involvement happening.

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

Our Board of Directors grew by one member this past year. We are pleased to welcome Mary Jo Lockbaum. She had been an Advisory Board member for several years and we are very happy she has joined the team as a Board member to further develop our skill sets, provide advice and strengthen the team. In our December Board elections she was voted in as our new Vice President!

Trailblazer's operations went through some transformations in 2012. Those include the hiring of a new Managing Director who brings business and management skills to the local team, a new Bookkeeper who is streamlining our accounting practices, a new Agriculture Specialist who brings experience in village co-ops and marketing, a Volunteer Coordinator/General Assistant to organize and manage the growing numbers of volunteers, new team members to our water programs, and the long-term post of Scott Coats, our Project Director, to work in our Cambodia office to provide consistent oversight.

There remains much to accomplish. Access to water and sanitation, an adequate food supply, education and economic opportunity are challenges millions of Cambodians continue to face every day. Donor and grant funding is what makes meeting these needs possible. As Trailblazer has grown so has our need for capacity building and on-going funding for monitoring and evaluation of project success. We will work to continue our efforts to address the issues of poor and marginalized villagers.

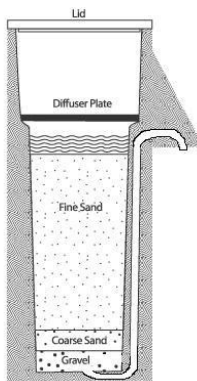
Sincerely,
Chris Coats

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 approximately 2,600 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 provides 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, whereby 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 approximately 450 wells, and counting.



2012 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 people [200 families]	6 members	90 @ \$170/each	384 @ \$60/each	\$38,340
		*Based on 3 Families per Well	*Based on 3 Families per Bio-Sand Water Filter	\$12,780
Cost per Person			Divided by 1,200	\$10.65

History Overview and 2012 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) where 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. Rural Cambodians drinking from unimproved water sources is 22% (WHO/UNICEF Joint Monitoring Program 2012).

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 an eight 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, and low income leads to poor nutrition and poor health. 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.



Trailblazer accomplishments in 2012 include:

- Installation of 384 bio-sand water filters
- Drilled 90 pull pump wells and 2 deep bore filtration wells
- Delivered 200 RainFresh filter units to 200 families in Bakong district
- Delivered 44 point-of-use solar units in Angkor Thom, Puok and Prasat Bakong district
- Conducted deliveries of 1,055 boxes of PUR water sachets to Siem Reap, Kompons Speu and Otdormeanchey provinces equating to over 2.5 million liters of clean water
- Distributed 150 mosquito nets to families in Romdoul village
- Distributed 153 pairs of flip flops to primary school students in Bos Tatrav village, Angkor Thom
- Distributed 27 bicycles to students in Kbal Krapeu village
- Distributed 330 fish fingerlings to establish a fish farm in Bos Tatrav village
- Distributed 35 bags (1,750 kg) of rice for 150 families in Bakong district
- Coordinated a GlobalMedic team to provide medical clinic service for 250 patients in Bakong district
- Conducted 3 agriculture training sessions: 2 courses for oyster mushroom production with an average participation of 10 villagers per session and 1 course for growing edumame with 17 participants

Program Status / Implementation Model

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 2012, there were 93 active loans secured from the village funds of 13 villages. The total capital amount for these 13 village funds in 2012 was \$4,513.05 USD. Loans were made to qualifying villagers for:

- the purchase livestock,
- paying for medical care costs,
- purchase of rice,
- starting up a small business,
- toilet construction,
- home improvements,
- hiring labor for plowing and rice harvest,
- repair of motorbike or bicycle, and
- Municipal improvements.

This activity is significant in a region where about 30.1% of Cambodians live below the national poverty line, indicating that at least one in four 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.

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 creates a period of full separation between the village and Trailblazer, except for telecommunication which is often unreliable.



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.

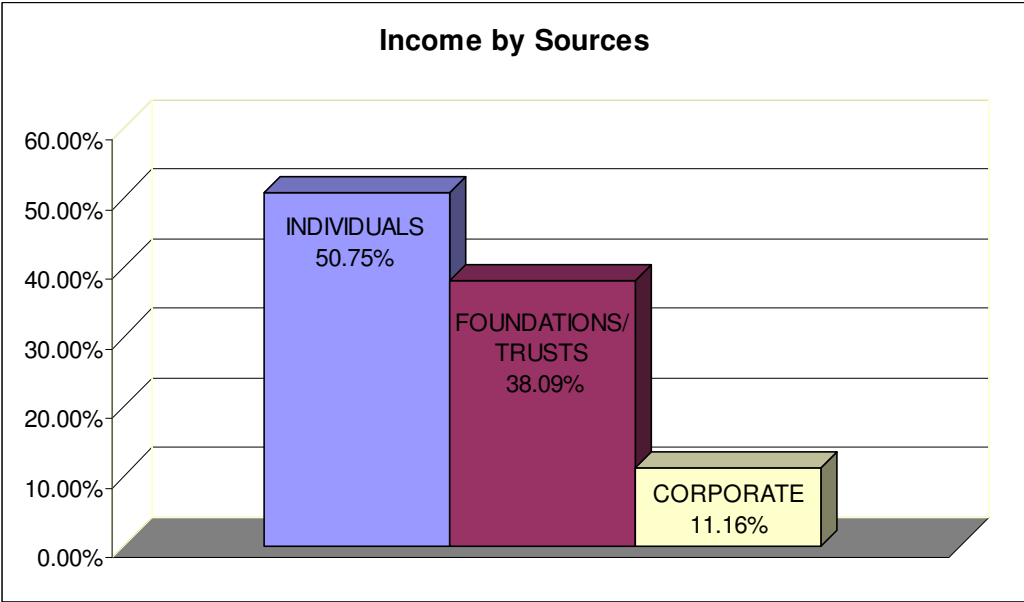
Trailblazer documents every donation/project activity as part of our own maintenance, monitoring and evaluation practices. Basic survey data is collected when projects are implemented and periodic follow-up surveys are conducted to monitor the project's status. These surveys provide us with vital information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

This survey data includes:

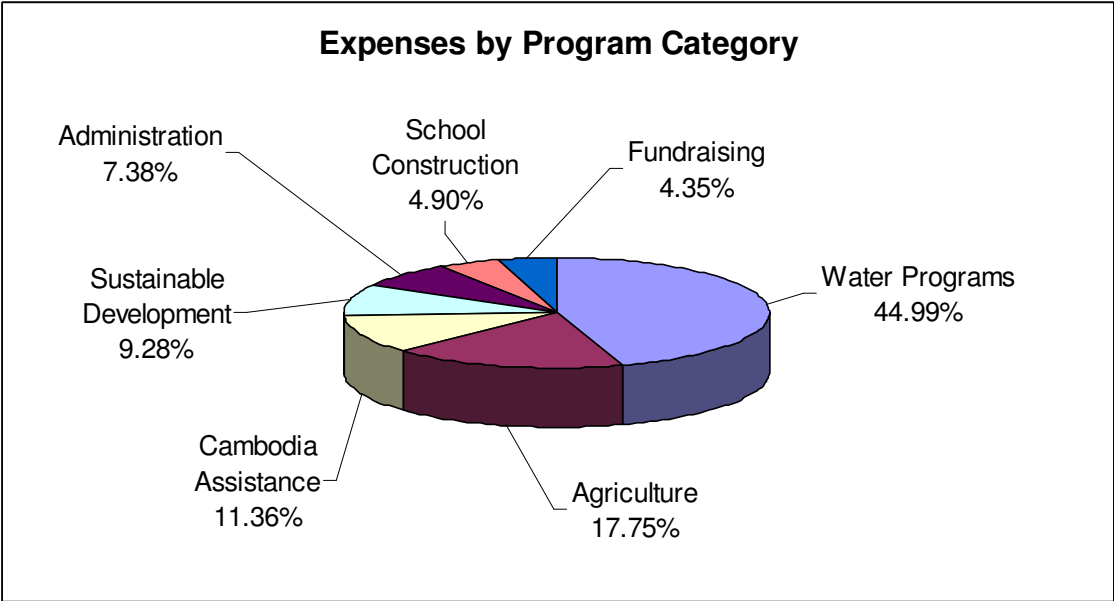
- economic status
- health condition
- family size
- location
- water source and condition
- ownership of livestock
- amount of rice stored for the season
- identified agriculture output

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.

2012 Financials



INDIVIDUALS	50.75%	\$67,326.48
FOUNDATIONS/TRUSTS	38.09%	\$50,531.33
CORPORATE	11.16%	\$14,805.19
Total	100.00%	\$132,663.00



WATER PROGRAMS	44.98%	\$58,064.62
AGRICULTURE	17.75%	\$22,913.45
CAMBODIA ASSISTANCE	11.36%	\$14,664.60
SUSTAINABLE DEVELOPMENT	9.28%	\$11,979.54
ADMINISTRATION	7.38%	\$9,526.83
SCHOOL CONSTRUCTION	4.90%	\$6,325.40
FUNDRAISING	4.35%	\$5,615.41
Total	100.00%	\$129,089.85

Affiliates

Trailblazer Foundation has fostered numerous relationships and affiliates 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
Cambodian Department of Rural Water Supply
Ministry of Woman Affairs
Women's Development Center
GlobalMedic
Friends Without A Border
National Office of Social Welfare
Cambodian Ministry of Agriculture*

*Cambodian Ministry of Health
One Percent [1%] – Australia
TAG Wealth - Australia
British Schools Group
Atlas Maratime - 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
HUSK
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
Grace House
Amansara
El Camino

Leadership and Staff

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Jim Darwiche
Pat Butts

US Office

Chris Coats, Co-Founder/Executive Director
Jenniffer Swink, Executive Secretary

Siem Reap Office

Scott Coats, Co-Founder/Project Director
Sor Ratanak, Managing Director
Sou Sochenda, Bookkeeper
Lon Sey, General Assistant/Volunteer Coordinator

Agriculture Team

Oi Thearit, Specialist
Khoeun Khoun, Assistant

Bio-Sand Water Filter Team

Sorm Bunthoeun, Supervisor
Ret Bony, Assistant
Keo Vichet, Assistant

Well Drilling Crew

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