



YEAR IN REVIEW 2020

May 2021

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MESSAGE FROM THE CEO

The year 2020 has been eventful, to say the least.

We could define it as the year of evolution as we built our new corporate identity, or the year of resilience as we faced the continuing battle of the COVID-19 pandemic. We have been tested throughout the year on our adaptability as we switched our workplace to a fully virtual environment, while rolling out our company's rebranding efforts and starting up new and inspiring projects.

The winds of change have encompassed every aspect of DevWorks' operations, from our activities to our people. We are fortunate to have been able to navigate the year with each other's support, whether through Zoom Happy Hours, or delivered care packages. 2020 truly showed us just how resilient the DevWorks team can be and I am so proud to work with this inspiring group of change-makers.

It is my pleasure to share with you a glimpse of DevWorks' "Year in Review" to illustrate our major accomplishments and other highlights in the past year. In 2020, DevWorks has collaborated with our development partners on a much closer level to enhance the efficacy of our programs worldwide, getting us closer and closer to a world filled with self-reliant communities. We are proud to have supported dozens of projects with our partners throughout the year and welcomed in new partnership, both local and international. As a USAID implementer since 2010, DevWorks has implemented projects in 21 countries, a portfolio valued at more than \$116 million. We look forward to continuing to support USAID's objectives to catalyze systemic



Demetria Arvanitis

changes by partnering with the private sector and local actors through a market facilitation approach.

I would like to take a moment to thank our wonderful Board of Directors for their leadership and words of encouragement throughout this unprecedented year. To our global staff in Uganda, Mali, Ethiopia, Rwanda, Tanzania, Nepal, Myanmar, and Washington DC -- thank you for your continued commitment to DevWorks' mission and for your hard work.

In 2021, we welcome the year with hope, with our continued resilience, and with eagerness to continue our efforts of tackling poverty and bringing forth our vision of a world in which people have the means, ability, and freedom to shape their own destinies.



INTRODUCING DEVWORKS

SNV USA RELAUNCHES AS DEVWORKS

On March 2, 2020, DevWorks International announced the official name change of SNV USA to DevWorks International.

Building on the history and collaboration with SNV Netherlands, DevWorks International will be pursuing a new strategy of growth in the US market and will be expanding on the work done as SNV USA. Retaining the same staff, technical knowledge, and management systems from SNV USA, DevWorks brings together a core team of solutions-oriented development professionals with expertise and experience across technical areas and geographies. Demetria Arvanitis, DevWorks' CEO says, "Over the last 10 years we've built a strong reputation for quality and innovative work internationally. We look forward to continuing our global partnerships and support of communities worldwide."

The DevWorks' approach is grounded in private sector engagement and improved service delivery, while building local capacity through ongoing partnerships and relationships. We provide market-based solutions across five areas: agriculture, water, sanitation and hygiene, youth, governance, and natural resource management.



COVID-19 INTERVENTIONS

The coronavirus pandemic hit in early 2020, affecting communities across the world. In response to the crisis, DevWorks initiated the COVID-19 task force leveraging WASH and health experience in our current programs in Asia and Africa. Given the heightened interest in and need for developing safe water, sanitation and hygiene practices, neglecting to do so in communities that are highly vulnerable in the best of times is simply not an option.

Over the last 5 years, DevWorks has been working to improve healthcare facilities across several districts in Nepal through the USAID Health and Hygiene activity, giving us the experience needed to tackle this issue.

Based on our current programming, DevWorks emphasized the following initiatives that assist community and institutional partners in responding to the COVID-19 crisis. These include:

- 🔄 Mobilizing existing networks of health professionals, local community-based WASH promoters, as well as civil society leaders and effectively engaging them in subsequent activities
- 🔄 Revising promotional materials and approaches to address not only traditional hygiene behaviors such as hand-washing with soap (HWWS), but other needed safe practices
- 🔄 Ramping-up water supply work that supports all of the above, and more.



NEW BOARD MEMBER

DEVWORKS WELCOMES BYRON RADCLIFFE TO THE BOARD OF DIRECTORS

On June 22nd 2020, DevWorks International welcomed Byron Radcliffe, CEO, and President of Equal Access International (EAI), to its Board of Directors. Byron draws on over 30 years of experience in international development and finance to drive innovative growth. Byron's expertise as an executive leader includes leading corporate administration, strategic business planning, finance, and compliance departments.

He is actively involved in project implementation around the world and has been responsible for overseeing regional offices in Africa, Asia, and Latin America. Byron's 16-year tenure on the Board of the Washington, D.C. Chapter of the Society for International Development culminated in a four-year term as Chairman and now as Ex-Officio Board member.

Byron will be joining Board Chair, Nancy Bradley, and Board Members Kenneth Lanza, Emmy Simmons, and Demetria Arvanitis in guiding DevWorks' mission and objectives.



Byron Radcliffe



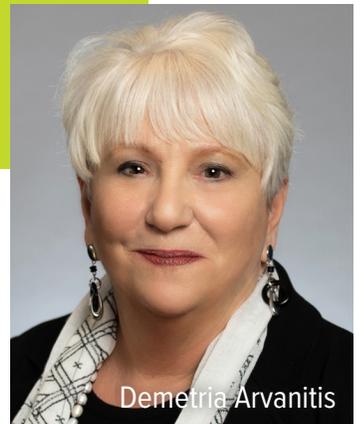
Nancy Bradley



Kenneth Lanza



Emmy Simmons



Demetria Arvanitis



NEW INITIATIVES



FEED THE FUTURE SENE YIRIWA

DevWorks was awarded the United States Agency for International Development's Feed the Future Sene Yiriwa Activity, a five-year, \$20 million project that aims to sustainably improve on-farm resilience to climate, economic, and conflict related shocks and stresses. The Activity contributes to Mali's Global Food Security Strategy (GFSS) to sustainably reduce hunger, malnutrition, and poverty. The Feed the Future Sene Yiriwa targets 36,000 farmers and 10,000 pastoralists for sustained intensification of integrated agricultural, fodder, and animal productivity in eight cercles in the Mopti region: Bandiagara, Bankass, Djenne, Douentza, Koro, Mopti, Tenenkou, and Youwarou; and four cercles in the Tombouctou region: Dire, Goundam, Niafunke, and Tombouctou. The activity will also work to improve agricultural production management practices on 54,000 hectares.

WATER AND ENERGY FOR FOOD

The overall objective of the Water and Energy for Food (WE4F) South and Southeast Asia Regional Innovation Hub (RIH) is to support smallholder farmers at the base of the pyramid to produce more food using less water and energy. In a consortium led by Tetra Tech, DevWorks coordinates RIH country activities in Myanmar, Indonesia and Vietnam, leads the Enabling Environment Unit, and provides technical assistance for innovators within the water-agriculture nexus and agricultural markets. Specifically, our support to innovators across all RIH countries includes: Identifying and addressing their needs for technical assistance; Managing entry into and progress through the investment pipeline; Providing insights and creating linkages in local value chains; and providing guidance on policy and regulatory topics including customs, tariffs, incentives, and product quality standards. As the lead of the Enabling Environment Unit, DevWorks also provides policy and regulation technical assistance services in all WE4F-Asia-RIH countries. We facilitate business ecosystem building at both national and regional levels and support gender-inclusive enabling environments.



Photo: Tetra Tech



SPECIALTY COFFEE COMMUNITY PROJECT

The Specialty Coffee Community project aims to strengthen the supply chain of certified and specialty coffee for coffee cooperatives in the regions of Junin, Cusco, and Puno under the climate-smart agriculture approach. The project will work to improve the incomes of 3,200 coffee-growing families through the following interventions:

- ☞ Increasing the percentage of high-quality specialty coffees produced by introducing improved varieties, agroforestry shade trees, and training in good agricultural practices for coffee.
- ☞ Improving processing and post-harvest handling to increase the overall quality of batches, tested and tracked through regular cupping and a quality control and traceability program.
- ☞ Strengthening connections to international specialty coffee buyers and roasters through coffee tours, participation in international fairs, and direct marketing to supermarket chains to increase export volumes and price per pound.
- ☞ Improving the local market for specialty coffees by improving local roasting and barista skills and linking producers to local buyers, roasters, and cafes for sales in the national market.

SWACHCHHATA EXTENSION

The USAID Health and Hygiene Activity (also known as Swachchhata), has been awarded an 18-month project extension. The extension will apply the successful Swachchhata approach to 50 additional health facilities and will expand the geographic footprint of the project into two new districts—Dailekh and Surkhet. Swachchhata aims to improve the health status of communities in Nepal by integrating improved sanitation and good hygiene practices in health services delivery. Swachchhata works to improve the quality of health services delivery and hygiene behavior in 80 health facilities in five districts—East Rukum in Lumbini Province and Dolpa, Jajarkot, Salyan, and West Rukum in Karnali Province. We look forward to continue implementing this important project to improve healthcare in Nepal.



GLOBAL SERVICE HUB FOR NEW PARTNERSHIPS LAUNCHED

In line with USAID's New Partnership Initiative and in keeping with our commitment to strengthen local capacity for service delivery, in 2020, DevWorks established the Global Service Hub to support new and underutilized partners who are trying to secure and implement USAID projects. Under the Service Hub, DevWorks provides tailored support services to implementers, including market assessments, opportunity identification, partnering recommendations, proposal development support and assistance with project start up, as well as ongoing coaching and mentoring.

Our recommendations are founded on years of successful project implementation and the support we provide is grounded in real-world funding opportunities rather than theoretical examples. We believe that the Service Hub and similar platforms will be key support systems as development work becomes increasingly managed by local actors and influenced by new organizations with novel solutions. As such, we look for opportunities to collaborate with like-minded, inclusive organizations to catalyze locally driven development and ensure longterm sustainability.

PROGRAM ACHIEVEMENTS

ISUKU IWACU



Over the past four years (2016-2020), the United States Agency for International Development (USAID's) Isuku Iwacu activity invested over \$10 million USD in highly successful measures to increase access to basic sanitation for the people of Rwanda. Thanks to USAID Isuku Iwacu, over 500,000 Rwandans have access to basic sanitation (such as improved latrines) for the first time. In a ceremony held at the Kigali Convention Centre, USAID, the Ministry of Infrastructure, as well as implementing partners marked the culmination and remarkable achievements of the four-year activity.

Read the full press release of Isuku Iwacu's closeout event [here](#).

PAANI

DevWorks is excited to celebrate successful completion of PAANI project in Nepal. Through this project, we were able to develop solutions that will contribute in improving livelihoods of

fisher communities in Middle and Lower Kar-nali regions. The solutions included ways to protect biodiversity and create more sustainable fishing practices and developing alternative livelihoods options for these communities that are mostly dependent on the seasonal capture fisheries cycle and require additional income sources throughout the year. The team surveyed community members about business management practices, integration into eco-tourism and household savings practices, and reviewed current fisheries policies, value chains, and market prices to discover. These studies were presented to local governments to use as a resource going forward to identify ways to improve policies that may facilitate these additional income streams while simultaneously.



Photo: DAI

IUWASH PLUS

The USAID Indonesia Urban Water, Sanitation and Hygiene (IUWASH PLUS) project is an initiative designed to assist the Government of Indonesia in increasing access to water supply and sanitation services as well as improving key hygiene behaviors among urban poor and vulnerable populations. In this activity, led by



DAI, DevWorks contributes to components 2 and 4 to: facilitate a robust market for household WASH products and services to the poorest and most vulnerable, especially as concerns toilets with safe septic tanks and handwashing stations; share and mainstream lessons and best practices; and ensure scale up and replication of best practices and successful best approaches. In 2020, the IUWASH Plus hosted a radio talk show to celebrate World Toilet Day with the theme of 'Sustainable Sanitation for Climate Resilience'. During the talk show, the panelists, including representatives of USAID, the Indonesian Ministry of Health, and the e-commerce platform Cleanomic, among others, shared information and experiences in implementing sustainable sanitation for climate resilience. Participants at the talk show included 20 bloggers, journalists from six mainstream media such as KOMPAS and CNN Indonesia, local governments, university students, and community members. Watch the recorded streaming [here](#).

Tanzania Advancing Youth

USAID's Feed the Future Tanzania Advancing Youth (AY) aims to empower Tanzanian youth with the skills, knowledge, and resources they need to enter meaningful and sustainable employment or entrepreneurship in agriculture and

PROGRAM ACHIEVEMENTS (CONT'D)



other value chains that have sustainable income-generating potential. DevWorks leads the livelihood component of the activity, building youth knowledge and skills across the activities ZOI through trainings. In 2020, in collaboration with grantees (SIDO Iringa, TONE irrigation, E-MAC, ZTBI and Five star) the livelihood team trained a total of 563 youth (394 females, male 169) in Iringa, Mbeya and Zanzibar. Youth were trained on Youth Savings and Loan Association management, entrepreneurship and business management, technical/vocational skills, and improved horticulture production.

RECENTLY COMPLETED PROJECTS

KIWASH

The Kenya Integrated Water, Sanitation and Hygiene (KIWASH) was a five-year program funded by USAID, led by DAI with the goal of improving the lives and health of Kenyan citizens in nine counties through development and management of sustainable water, sanitation, and hygiene services. In the project, DevWorks' role was to scale up community-led total sanitation (CLTS) activities in selected villages; promote appropriate low-cost sanitation products and ser-

vices, including the SATO Pan and SAFI Latrine; strengthen the rural sanitation supply chain by conducting market research and trainings on providing appropriate sanitation facility options among sanitation supply actors; and carry out community-based hygiene promotion through existing community structures and programs.



Through activities including CLTS interventions and improved sanitation supply chain activities, 1,687 villages achieved open-defecation-free (ODF) status, 121,836 people gained access to basic sanitation services, and 47,730 people gained access to improved sanitation.

Impact Evaluation on the Integration of Advanced Water Filters into the Community Based Environmental Health Promotion Program (CBEHPP)

DevWorks completed the implementation of the research project entitled "Impact Evaluation on the Integration of Advanced Water Filters into the Community Based Environmental Health





PROGRAM ACHIEVEMENTS (CONT'D)



Promotion Programme (CBEHPP) in Rwanda". In this activity, led by Emory University, DevWorks organized the distribution of LifeStraw water filters in accordance with the distribution plan elaborated by CEHO and CHC facilitators in the control villages in July 2020. Additionally, DevWorks handed over 1,612 water filters to Rwamagana District authorities and conducted trainings for the beneficiaries on the use and maintenance of LifeStraw water filters.

Green Annamites



In 2020, DevWorks successfully completed several activities under the USAID Green Annamites Project, led by ECODIT. The overarching objective of the USAID Green Annamites Project was to assist Vietnam's transition to climate-smart, low emission, and resilient development that protects people, landscapes, and biodiversity in Vietnam's priority forested provinces. DevWorks role focused on capacity building and communication activities for effective use of Payment for Ecosystem Services, on improving low emission

land use practices for district and commune level governments, and on strengthening governments and communities responses to climate change. DevWorks also strengthened Green Annamites' grantees to improve their capacity in managing USAID awards.

Gikuriro



The USAID-funded Gikuriro Program recently ended its 5-year program which aimed to improve outcomes in nutrition and water, sanitation, and hygiene (WASH) through capacity building and the implementation of the Government of Rwanda's Community-Based Food and Nutrition Program and Community-Based Environmental Health Promotion Program (CBEHPP). In this activity led by CRS, DevWorks trained district WASH board members, resulting in the establishment of 258 water users' committees at the village level and triggering the use of water royalties to maintain rural water supply systems. In addition, 3,272 community hygiene clubs (CHCs) were established in the target districts. A training of trainers on the CBEHPP approach was provided to 184 district staff, who then trained 12,241 CHC members. An innovative saving and lending approach was also developed, allowing the CHCs to save more than RWF 498,000,000 to support their operations.

Uganda Sanitation for Health Activity

The USAID Uganda Sanitation for Health Activity (2018-2022) aims to increase the number of people with access to improved and sustainable water, sanitation and hygiene services. Led by TetraTech, DevWorks is contributing to adopting and expanding key hygiene behaviors at home, schools and health care facilities, and strengthening district water and sanitation governance for sustainable services. In 2020, USHA's Phase I market-based sanitation implementation approach (MBSIA) endline survey demonstrated that the practice of handwashing with soap (HWS) considerably improved with 6,173 households practicing basic handwashing in the Central East and Central West. USHA also provided support to District Local Governments (DLGs) to increase knowledge of Government of Uganda sanitation and hygiene-related plans, policies, laws and regulations through regional and district-level policy dissemination workshops. USHA is increasing DLGs' capacity to improve service delivery across all 21 targeted districts.



FINANCIALS

4.5%

\$386,471
Other income



\$1,160,089

In-kind
Contributions

95.5%

\$8,245,250
Federal & Non-Federal
Grant Income

NET ASSETS

\$732,218

BEGINNING OF THE YEAR

TOTAL REVENUE

\$8,631,721

TOTAL EXPENSE

\$9,041,895

OTHER NET ASSET

\$223,900

NET ASSETS

\$545,944

END OF THE YEAR



The DevWorks International team is comprised of over 40 talented and experienced professionals based in over seven countries around the world.



ABOUT US



DevWorks International, previously known as SNV USA, is a U.S. based 501(c)(3) non-profit organization founded in 2011. DevWorks brings together a core team of solutions-oriented development professionals with expertise and experience across technical areas and geographies, and currently has a portfolio of 19 USAID projects in 13 countries.

Our approach is grounded in private sector engagement and improved service delivery, while building local capacity through ongoing partnerships and relationships. We deliver market-based solutions across five areas: agriculture & market systems, water, sanitation & hygiene (WASH), youth, governance, and natural resource management. Across all our programs, we promote women's empowerment to help women improve their economic participation, financial inclusion, and decision-making authority in the household and community.

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