

# Annual Report 2010

Association for  
the Development of  
Pakistan



This Annual Report is dedicated to the communities that we work with - their resilience and spirit continue to inspire us. It is also dedicated to the volunteers who collectively sacrifice countless hours to change thousands of lives in ways they can only imagine.

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The Association for the Development of Pakistan thanks its many donors and supporters from around the world for helping fund deserving small-scale development projects in Pakistan.

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This Annual Report would not have been possible without the wonderful creativity and hard work of Kaylan Thompson, our graphic designer.

Association for the Development of Pakistan - PO Box 2492 - San Francisco, CA 94126, USA

ADP is incorporated as a Non-Profit Organization in the Commonwealth of Massachusetts. Our Federal Tax ID number is 20-0022158. All donations to ADP are exempt from U.S. federal income tax under section 501(a) of the Internal Revenue Code as a non-profit organization described in section 501(c)(3).

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# Message from the Operations Director

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Dear ADP supporters,

ADP was established with the goal of promoting sustainable development in Pakistan by unlocking the tremendous potential of volunteers. Our volunteers have impacted the lives of hundreds of thousands of men, women and children lacking access to basic amenities like clean drinking water, sanitation, education and health facilities.

Over the years, ADP has developed a large, global volunteer base that allows us to consider projects in multiple sectors. We believe that various aspects of people's lives must be improved in order to create a significant and lasting impact, and have, therefore, funded projects in education, health, water, empowerment and disaster relief.

2010 was an extremely difficult year for Pakistan with floods that took lives and damaged the livelihoods of millions. In addition to providing temporary shelter to thousands of flood victims in Sindh, ADP launched and completed several development projects. A children's hospital in Karachi now has increased capacity to treat children suffering from cancer; hundreds of people in Charsadda and Mansehra have access to clean drinking water; a village in Azad Kashmir has a functioning sanitation system; small farmers in Khushab have an alternative energy source and children in Ghotki, Sindh have the opportunity to become computer literate.

In 2011, we plan to continue increasing the number of projects funded by ADP with a particular focus on redeveloping the areas devastated by the floods. We also plan to upgrade our own effectiveness by building internal systems, launching a knowledge management platform and improving volunteer satisfaction and retention - all aimed at maximizing the impact of our projects.

I'd like to thank our amazing volunteers and generous donors who have helped us do more than we imagined when we started in 2003. We hope to have your continued support as we work towards establishing the most powerful platform for volunteers to change Pakistan.

Wishing you all a peaceful and prosperous 2011!

Mehreen Siddiqi  
Operations Director

# About Us

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## Mission

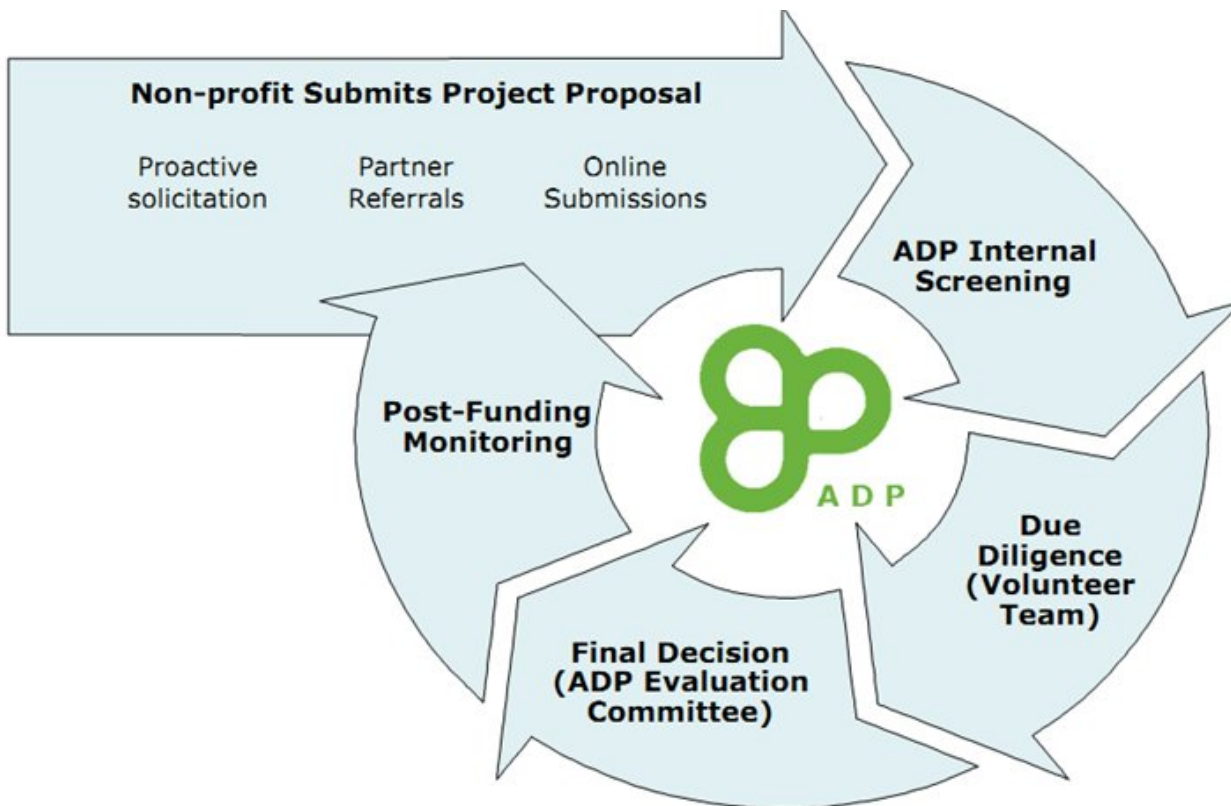
"ADP's volunteers seek to maximize the impact of non profits in Pakistan by supporting the most promising and effective development initiatives."

## Approach

ADP bridges a significant gap in Pakistan's development sector - one that exists between concerned donors looking for deserving initiatives and the myriad of smaller development organizations that often operate below the radar screen. We achieve this through our network of motivated and talented volunteers who help us identify, evaluate and oversee high impact development initiatives on the ground.

The key features of our approach are

- Rigorously evaluate and fund high-impact development projects.
- Deploy skilled volunteers to enable disciplined giving.
- Give 100% of donations to projects.
- Promote a broad spectrum of community organizations.



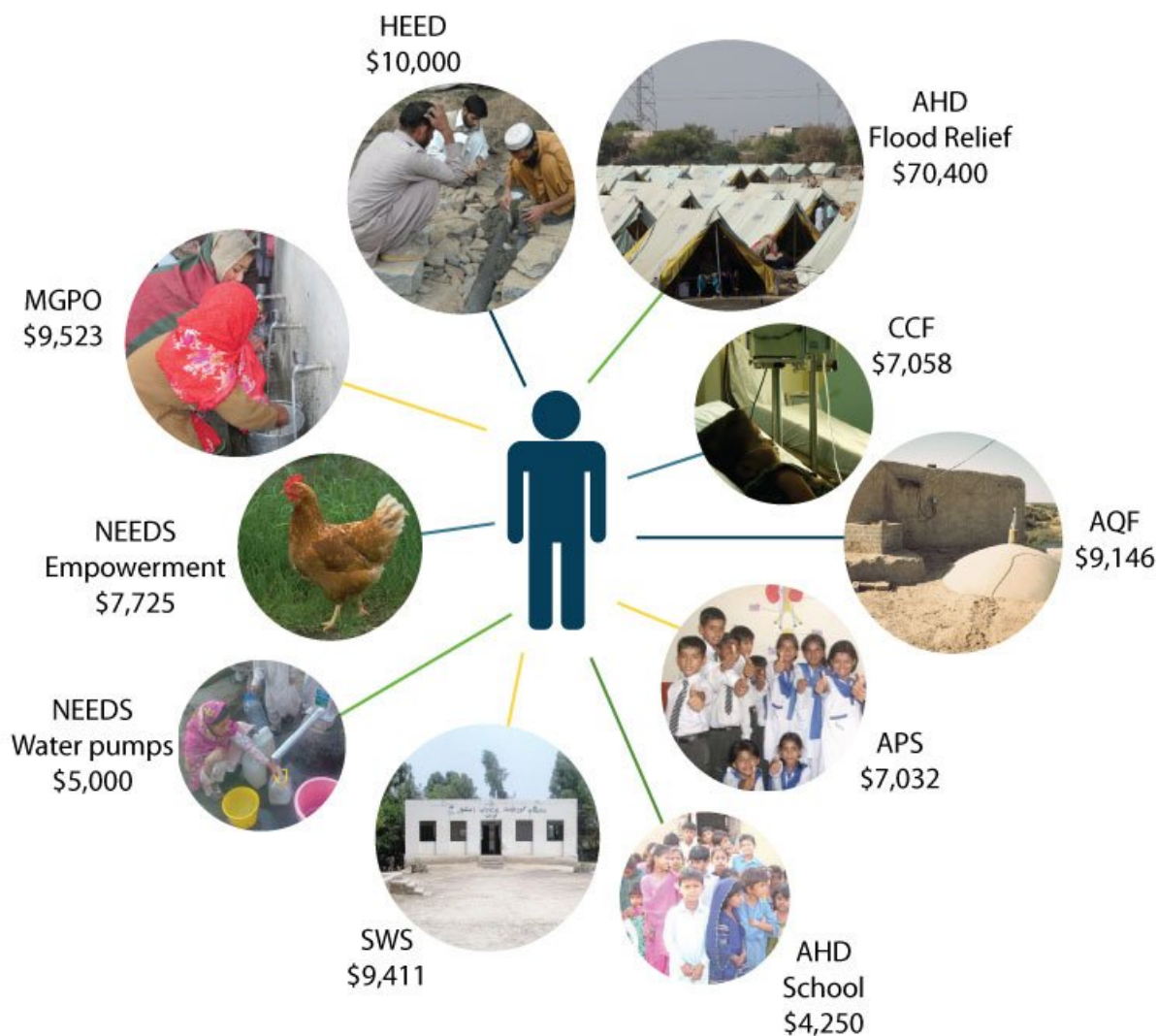
# Why ADP?

## Support local, grassroots development

- ADP targets small organizations that often do not have easy access to capital.
- These organizations have a good understanding of the needs of communities within which they operate.
- Funding small projects allows a granular understanding of the impact of your donations.

## Rigorously evaluated projects for potential to deliver high, long-term impact

- Less than 10% of proposals submitted to ADP are funded.
- All funded projects are reviewed by volunteer teams and visited in person.
- Each funded project has target impact metrics and a monitoring plan.



# Why ADP?

## ADP is a volunteer based organization

- ADP provides a single platform for volunteer engagement at a global level.
- Highly skilled, committed and dynamic volunteers based in USA, Europe, Asia and the Middle East form part of the ADP team.
- Based on their skills and interests, volunteers have the opportunity to be engaged in multiple roles:
  - sourcing projects
  - screening proposals
  - evaluating proposals
  - monitoring progress and impact of projects
  - conducting site visits
  - fund raising
  - being part of ADP's technology ('tech') team
  - raising awareness about ADP; being part of its Media Team

## ADP's Volunteers



### ADP has 150 active volunteers across the world:

- The Permanent Evaluation Committee consists of 8 members
- The Evaluation Committee consists of 14 members
- The Media team consists of 4 members
- The Fundraising team consists of 8 members

# Leadership Team

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## **Mubarik Imam (Director/President)**

Mubarik joined ADP in 2003 and is currently the organization's President. She has been actively involved in growing the organization and has worked on several projects. Mubarik is currently a joint degree student at Stanford Graduate School of Business and Harvard Kennedy School. Prior to that, she was an Acumen Fund Fellow and worked at Bain & Co. She holds a B.S in Electrical Engineering from Massachusetts Institute of Technology (MIT).



## **Tarim Wasim (Director/Treasurer)**

Tarim is a co-founder of ADP and has played a key role in building the organization. He has been involved in several ADP projects in health, education and economic empowerment. He is currently a Director at Hellman & Friedman, a private equity firm. Tarim holds an MBA from Harvard Business School and did his Bachelors in Computer Engineering at Dartmouth College.



## **Mehreen Siddiqi (Operations Director)**

Mehreen joined ADP in 2010 and manages the global operations of the organization. After completing her LL.B from the Pakistan College of Law, Mehreen worked as an Associate at Ramday Law Associates for two years. Mehreen holds an LL.M from the University of Pennsylvania and an MS in Global Affairs from New York University (NYU) where her focus was Human Rights and Humanitarian Assistance.



## **Naima Hasan (Volunteer Manager)**

Naima joined ADP in August, 2010 and has been managing ADP's large volunteer pool since then. Naima has studied Psychology and Education in her undergraduate and holds a Masters in Clinical Psychology. She has worked in the development sector for the past three years with the Citizens Foundation where she has helped initiate and design programs for academic counselling and support for higher education.



## **Syed Shahan Zafar (Diligence Manager)**

Shahan has been a member of ADP since 2006 and is a member of the senior Leadership Team serving as ADP's Diligence Manager. Shahan is currently pursuing his MBA from Harvard Business School, prior to which he was a Senior Associate at Vector Capital, an investment firm out of San Francisco. Shahan graduated summa cum laude from Middlebury College.



## **Usman Hassan (Fundraising Lead)**

Usman joined ADP in 2008 and has worked on multiple projects for ADP's diligence in the meantime. Usman is based in New York City and works for an investment fund focused on healthcare investments. Usman attended the University of Pennsylvania in Philadelphia and completed degrees in Engineering and Business. Usman grew up in Lahore, Pakistan and enjoys playing squash.



## **Nabeel Shakeel Ahmed (Media Team Lead)**

Nabeel Ahmed is the head of ADP's Media Team and is responsible for publications, content management and marketing initiatives. He is also an Assistant Editor at SocialFinance.ca and a freelance journalist with experience in Saudi Arabia, Pakistan and Canada. Nabeel is currently studying public policy and administration at Ryerson University in Toronto. He graduated with a degree in Business Administration from IBA, Karachi.



# Our Volunteers

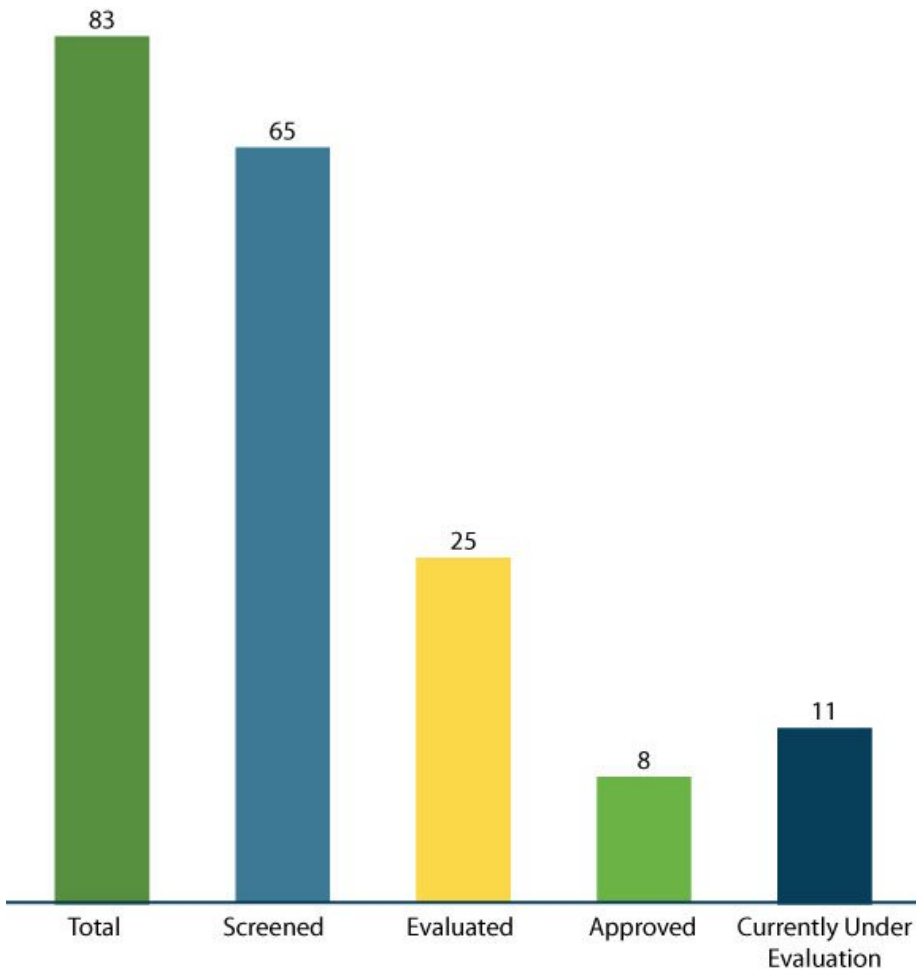
With hundreds of passionate, highly educated volunteers all over the world, ADP is a truly global organization providing a unique platform to help develop Pakistan. At ADP, young, bright individuals with a passion for development have an opportunity to showcase their talent and experience in innovative ways.

Whether it's soliciting projects or conducting diligence on them, visiting project locations or raising funds, each aspect of the organization is managed by strong and committed volunteers. Our volunteers are dynamic individuals who have graduated from some of the top universities of the world and have challenging careers of their own. They spend up to 4 - 5 hours a week volunteering with us to evaluate and support small scale development efforts in Pakistan.

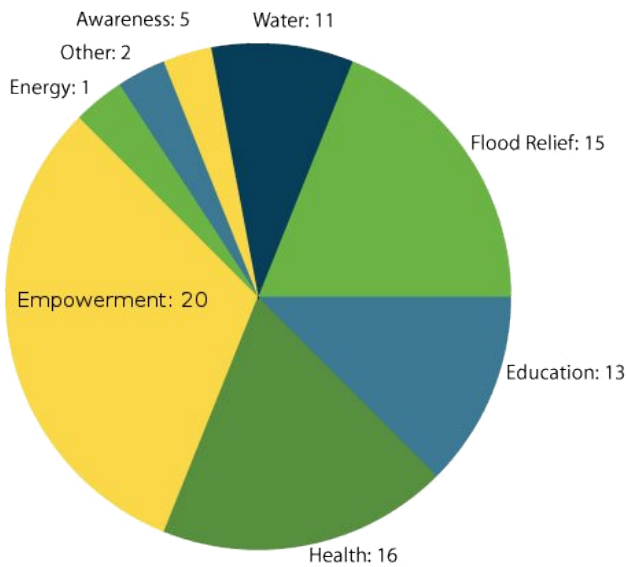


**Umbreen Tapal - Project Solicitation Team Lead:** "The best part of being a volunteer with ADP is that you can do it wherever you are in the world, in whatever hours you have to give. Using your specific expertise and domain knowledge - be it sales, marketing, finance or engineering - you can play an important role in helping build self-sustaining and high impact projects in Pakistan."

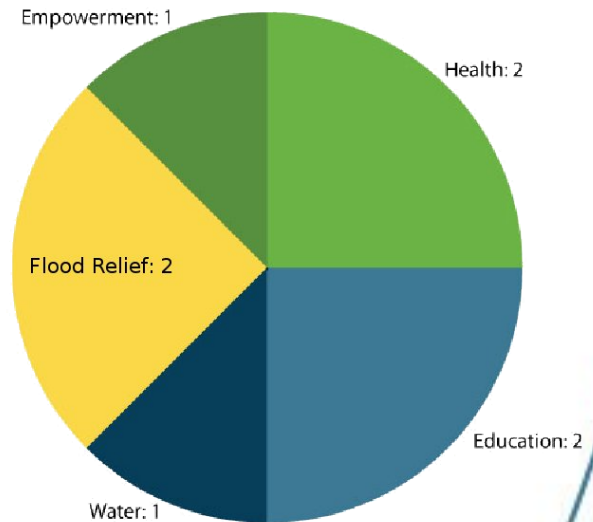
# Proposals received in 2010



## 2010 Total Projects Received Per Sector



## 2010 Total Projects Approved Per Sector



# Map of Projects in 2010



# Initial Response to the Floods of 2010

## Recommendations on Organizations

Any time there is a natural disaster similar in magnitude to the 2010 floods in Pakistan, a major concern for donors is whether the money they donate is going to end up in the hands of credible and competent organizations. In the days after the 2010 floods, ADP volunteers responded to Pakistan's worst natural disaster by conducting due diligence on several non-profit organizations and compiled a list of recommended organizations that were active in the worst hit areas, had relevant past experience, needed additional funds and had a clearly laid out disaster relief plan.



Tent city, Bhan Saeedabad

## Flood Redevelopment Fund

Based on our experience with redevelopment after the 2005 earthquake in northern Pakistan, ADP anticipated the tremendous need for redevelopment that will emerge once relief aid dries up. ADP, therefore, decided to establish a Flood Redevelopment Fund. This Fund will support projects such as the reconstruction of schools and homes destroyed in the floods as well as allowing people to regain their livelihoods.



A girl preparing *roti* outside her tent in Bhan Saeedabad

As part of this initiative, ADP is soliciting proposals from NGOs and is in the process of evaluating projects that deal with the reconstruction of houses and schools in areas like Charsadda, Nowshera, Muzaffargarh, Rahimyar Khan and Bahawalpure. All flood redevelopment projects will be evaluated using our established due diligence approach and projects with the highest impact on affected communities will be funded.



Temporary shelter for IDPs

**Ahsan Hussain - Project Team Volunteer:** "What has impressed me most is the level of commitment demonstrated by my fellow team members. Even though most are busy professionals, the time and effort they put into each project is infectious. Overall, it's a pleasure to be here."

# Emergency Shelter for Flood Victims

## Bhan Saeedabad, Sindh

**Project:** Provision of 457 tents to flood affected families

**Rationale:** Immediate/Primary need of internally displaced persons (IDPs)

**Impact:** Provided temporary shelter to thousands of IDPs

**Budget:** \$70,400 (To expedite the process, \$47,500 raised by ADP was donated directly to UNHCR and \$22,900 was sent by ADP)

As part of its flood relief efforts, ADP partnered with the United Nations High Commission for Refugees (UNHCR) and the Action for Humanitarian Development (AHD) to provide emergency shelter to flood victims in Sindh. ADP had previously partnered with AHD for the construction of a school in Kharo Chan, Sindh and was impressed by their professionalism.

In the days after the floods, AHD reached out to ADP for assistance in purchasing tents for flood refugees. Our volunteers evaluated AHD's plans on an expedited basis and decided to support their effort.

After monitoring flood activity in various areas, AHD concluded that due to breaches in Manchar Lake embankments, the need was most acute in Bhan Saeedabad. ADP volunteers established a dialogue with UNHCR and worked out an arrangement for them to procure and deliver 457 tents directly to Bhan Saeedabad.

257 of the tents were installed at Bhan Saeedabad to create a tent city while the rest were distributed in villages near and around Dadu to families who had lost their homes. At the camp, flood victims were provided with food, clothes, blankets, temporary health and education services for a few months by several non-profit organizations.



IDPs living in tents provided by ADP



Tent city set up by AHD

### Volunteer Bio

**Jazib Zahir:** Jazib is currently working as COO of Tintash, a Pakistan based start-up; developing software applications for mobile and social platforms. He also teaches university Physics and provides career counselling to A-levels students. Jazib is trained in Electrical Engineering and Business Management. At ADP, Jazib is involved in project evaluations.

# Installation of Hand-Pumps

## District Charsadda, Khyber Pakhtunkhwa

**Project:** Installation of 12 hand-pumps

**Rationale:** Lack of access to clean drinking water

**Impact:** Reducing mortality rates and preventing water borne diseases

**Budget:** \$5,000

The 2010 floods left millions displaced in Pakistan. Within the Charsadda District alone, 79,000 people were directly affected and damage caused by the floods left many of them without basic necessities such as clean drinking water. To address this issue, ADP partnered with the Network for Education and Economic Development Services (NEEDS), an organization with which ADP had previously completed successful projects, to undertake a water supply scheme aimed at installing 12 hand-pumps that would provide clean drinking water to hundreds of villagers.



Clean drinking water

Considerable thought went into choosing the locations of hand pumps so as to maximize availability for beneficiaries; thereby limiting any unfair monopolization. Within these select locations, community groups of 3-5 members have been formed to supervise the maintenance of the pumps. Since the success of this project depends on the ability of the community to self-regulate the use of pumps, these groups have been trained on how to properly use and repair the pumps.



Community participation

Once complete, this project will provide clean drinking water to hundreds of families; which will in turn lead to reduction in mortality rates and to the prevention of the spread of waterborne diseases.

### Volunteer Bio

**Hassan Baweja:** Hassan is currently running a Business Process Outsourcing start-up in Health Care and is pursuing other entrepreneurial ventures. He graduated with a BA in Economics from Michigan State University and is now leading ADP's fundraising efforts in Chicago.

# Community Sanitation Program

## Sokar, Azad Kashmir

**Project:** Building 60 latrines; one for each family

**Rationale:** Lack of sanitation system for entire village

**Impact:** Improving public hygiene, reducing sanitation-related disease

**Budget:** \$10,000

Sokar is an isolated village in Azad Kashmir with approximately 60 families who lack access to safe drinking water and a sanitation system.

The past practice in the village has been open defecation which poses serious health-related, environmental and social problems. In particular, poor sanitation increases risk of cholera, dysentery and typhoid. Two previously built community latrines in the village have actually served to accentuate gender divides as women cannot use them because of cultural constraints.

In 2010, ADP partnered with HEED, an organization with considerable experience in Sokar, to build 60 new latrines; one for each family. The construction began before the winter of 2010 and was completed by Spring 2011. Since community involvement is key to the long term success of any sanitation project, HEED conducted a Public Awareness and Training program to teach villagers the importance of good hygiene, distributed basic sanitation supplies, and offered training on how to maintain the latrines.

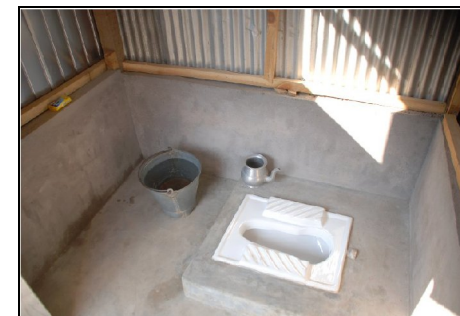
The impact from this project is simple - it will reduce the incidence of sanitation-related diseases and improve the quality of life for everyone in the village - approximately 400 people. Over the long run, this will improve the longevity and productivity of Sokar's inhabitants.



HEED session on Health Issues



Constructing latrines



Inside a completed latrine

### Volunteer Bio

**Nabeel Hasnain:** Nabeel currently works at a solar start-up in the Bay Area, CA.

He graduated from Stanford University with an M.S./B.S. in Management Science. At ADP, Nabeel supervises the existing group of Project Team Leads and has also been involved in several project evaluations, including the HEED latrines project.

# Water Supply Scheme

## Mansehra, Khyber Pakhtunkhwa

**Project:** Installation of 10 hand-pumps

**Rationale:** Lack of access to clean drinking water

**Impact:** Reducing mortality rates and preventing water borne diseases

**Budget:** \$9,523

In August 2010, ADP partnered with Mountain and Glacier Protection Organization (MGPO) to provide clean drinking water to the villages of Shamdarah and Chajhar in Mansehra. In the 2005 earthquake, the sub-surface water aquifers in the area were disturbed and since then, these communities have had limited access to clean water. Currently, villagers (mostly women) have to travel 3 hours on foot to get clean water for their families. The installation of 10 hand-operated water pumps will provide clean water to 350 people per day; serving a total population of 1,700 people.



Clean drinking water in Mansehra

This project has served to engage the community and promote sustainability through user fees and a Water Management Committee that will be responsible for maintenance of the pumps.

Access to clean drinking water will reduce water borne diseases, lower morbidity and mortality rates and improve literacy rates since women and children will have more time to focus on other aspects of life.



Community participation



Change in children's lives

### Volunteer Bio

**Farzal Dojki:** Farzal is currently the CEO of Next Generation Innovations, a Software Services company in Karachi. He has a Bachelors in Computer Science and Economics from UT Austin and an MS from NYU. Farzal was a Project Evaluator for the Water Supply project in Mansehra and is also ADP's webmaster.



# ICU Equipment at Children's Cancer Hospital

Karachi, Sindh

**Project:** Provision of equipment to upgrade existing ICU

**Rationale:** Increased capacity to provide treatment to under-privileged children

**Impact:** Reducing mortality rates, supporting child care

**Budget:** \$7,058

Children's Cancer Hospital, Karachi was established by the Children Cancer Foundation with the aim of providing low-cost and free treatment to children with cancer. Due to free medical treatment provided by the Hospital, the patient load from Karachi and its outskirts has been increasing steadily. In an attempt to meet this growing demand, ADP provided funding for new ICU equipment including two multi-parameter patient monitors, two infusion beds and two ICU beds.

The equipment has almost doubled the ICU's operational capacity and with 60% utilization, the ICU will be able to treat more than 40 children a year based on the historical average stay of 10 days. Timely ICU admission is critical to a patient's survival in many cases. By increasing the Hospital's intrinsic capacity to admit patients to the ICU, there can be considerable reduction in mortality rates resulting from timely administered intensive care facilities.



A doctor checks a child



A patient at the CCH



## Volunteer Bio

**Mansoor Qureshi:** Mansoor is a Manager in Accenture's Technology division where he leads teams in the development of enterprise-level technology solutions. He has a BS in Finance, a BA in Economics, and an MS in Information Science from the University of Florida. At ADP, Mansoor has been involved in project evaluations and was instrumental in launching ADP's new web presence.

# Noor Lakhan Computer Lab

## Ghotki, Sindh

**Project:** Establishment of Computer Lab and Literacy Program for Noor Lakhan School

**Rationale:** Spreading computer literacy in rural areas

**Impact:** Increasing the number of children pursuing higher education, as well as access to better quality jobs

**Budget:** \$9,411

In December 2010, ADP approved funding for the establishment of a computer lab at Noor Lakhan School. Noor Lakhan is one of 11 schools located in Sindh's Ghotki District, a remote area where the majority of the population has had no previous exposure to computers. For purposes of this project, ADP has partnered with Sahara Welfare Society (SWS), an organization that has been working in the area since 1988. Once the computer lab is created, the school will provide computer education to a total of 150 students; with a particular focus on 8th graders so they can successfully compete with urban students for admission in the 9th grade.

Computer literate students have the opportunity to be more employable, and also earn more throughout their lifetimes than they would otherwise. Parents also encourage children to pursue higher education when they see the return on the investment they make in education. The success of this project will be evaluated by monitoring the percentage of students who find jobs that require computer skills and the number of students who pursue higher education. Successful implementation of this project will act as a benchmark for the remaining 11 schools in the district and the computer literacy program will then be expanded to the other schools.

### Volunteer Bio

**Momin Ali Khan:** Momin is currently based in the Middle East and was previously an Associate at KASB Capital Ltd., a partner of Bank of America Merrill Lynch in Pakistan. He holds a BBA in Finance from the James Madison University's College of Business. Momin was an integral part of the SWS project team.



Noor Lakhan School, Ghotki, Sindh

# Construction of a Primary School

## Kharo Chan, District Thatta, Sindh

**Project:** Construction of a primary school

**Rationale:** Provide children with primary level education

**Impact:** Improving the literacy rate and quality of life

**Budget:** \$4,250

Kharo Chan is a coastal area situated in the Indus Delta and is located about 230 km east of Karachi. In 2009, ADP decided to provide the Action for Humanitarian Development (AHD) funding for the establishment of a primary school. At the time, there were more than 200 children in the targeted area below the age of 10 and a site visit by ADP's volunteers confirmed that there was significant enthusiasm for the school among the elders of the villages since children used to remain idle during the day before the school was established.



Kharo Chan School, Sindh

Kharo Chan School was constructed with sufficient space for 100 students. Furniture, books and supplies were provided to the school and two teachers were employed. Currently, the total enrollment at the School is 74 children; with enrollment expected to increase each year. As per the Agreement between ADP and AHD, AHD is now in the process of registering the school as a branch of a local government school.



Children at Kharo Chan School

ADP's funds were to last for the initial year (until mid 2010) and registration as a branch of a government school will entitle the school to receive funding from the Sindh Education Board to support operational costs for the future.

### Volunteer Bio

**Hasan Saeed:** Hasan is currently working for the Abbas Steel Group in Karachi, Pakistan. He is a graduate of the University of Wisconsin-Madison. At ADP, Hasan has been involved with several project teams including the Kharo Chan School project. Currently, he is also leading ADP's Karachi Chapter.

# Expansion of Existing School

## Gujranwala, Punjab

**Project:** Construction of a classroom; teacher trainings

**Rationale:** Enable Amir Public School to provide education to a larger number of students

**Impact:** Increasing literacy rates; reducing child labor

**Budget:** \$7,032

Established in 1980 in Village Kalaske of Gujranwala, Amir Public School (APS) is being run by Nia Ujala, a non-profit organization. Currently, the school has 7 classrooms and a total of 156 children who are provided education free of cost. The school is located in an area where child labor is widespread and families are unable to send their children to school because of low family incomes. In this environment, APS is an institution providing quality education to children who, but for APS, would not be going to school at all.



Students, Amir Public School

APS' current resources are, however, limited and further expansion of the school has not been possible. In December 2010, therefore, ADP decided to provide funding to APS for the construction of an additional classroom for pre-school children, as well as one year's worth of salaries for a teacher and a teacher's assistant, and two teacher-training sessions. Once the classroom is built and furnished, APS will have capacity to accommodate 40 additional students each year. Research has shown extended benefits of providing children with pre-school education. Nia Ujala and ADP are working together so the students of Amir Public School can grow up with the necessary tools required for them to make conscious career decisions and an opportunity to improve their quality of lives.



Students in a classroom

### Volunteer Bio

**Mughees Butt:** Mughees is a graduate of Franklin & Marshall College with majors in Math & Economics. He is currently working as an Associate Analyst with NERA Economic Consulting and is based in New York. At ADP, Mughees is involved in evaluating projects and worked on the Amir Public School Project as well.

# Bio-gas Plants

## Soon Valley, District Khushab, Punjab

**Project:** Construction of Bio-gas plants

**Rationale:** Provide gas supply to farmers (as an alternative to wood)

**Impact:** Preventing deforestation and providing renewable energy

**Budget:** \$9,146

The Soon Valley is an underdeveloped area in comparison to the rest of the District because of smaller land holdings, ground water depletion and difficult topography. The community consists of small-scale farmers who have never had access to a basic gas supply. This, in turn, has led them to burn wood as a basic source of fuel and in recent years, several areas of the valley have experienced vast deforestation and severe droughts.

In September 2009, ADP decided to provide Al-Qasim Foundation (AQF) funding for the creation of 15 new Bio-gas plants in the Soon Valley. AQF has been undertaking development projects in Khushab for several years. By the end of 2010, 6 bio-gas plants had been constructed and reviewed by ADP through a site visit. The remaining 9 will be constructed in 2011.

Once complete, the 15 plants will meet the energy needs of 360 people. In addition to the provision of a renewable energy source, environmental preservation, mitigation of health risks posed by the burning of wood and by-production of organic fertilizer are all foreseeable impacts.



Deforestation in recent years



Gas supply to farmers

### Volunteer Bio

**Ahmad Chaudhary:** Ahmad is a Senior Associate at Crosby, Pakistan. He holds a Bachelors in Economics from the Lahore School of Economics and is involved in evaluating projects at ADP. He was an integral part of the Evaluation Team for the AL-Qasim Bio-gas Plant Project.

This project is generously being supported by Uth Oye - a cause based clothing brand that funds sustainable community based projects. We are extremely grateful for their support.  
<http://uth-oye.com/>

# Micro-finance for Poultry Farming

## District Charsadda, Khyber Pakhtunkhwa

**Project:** Provision of loans to women to establish small livestock businesses

**Rationale:** Assist women in supporting their families and becoming financially independent

**Impact:** Empowering women

**Budget:** \$7,725

Charsadda was severely impacted by the floods and families have since been struggling to make ends meet; all the while rebuilding their homes and communities. In December 2010, ADP decided to support one of our long-term partners, the Network for Education & Economic Development Services (NEEDS) for a project that would enable women to support their families and gain financial independence at the same time.

Currently, there are no micro-finance/consumer loan options available to women in the area. Eggs, hens and meat are imported from Peshawar and sold at marked up prices to meet the demands of the local market. ADP and NEEDS are going to provide 100 women with loans to purchase goats and chickens to set up small businesses. The loans will be recovered through small installments and the funding will be revolved back into the project, thus providing the same opportunity to many other women.

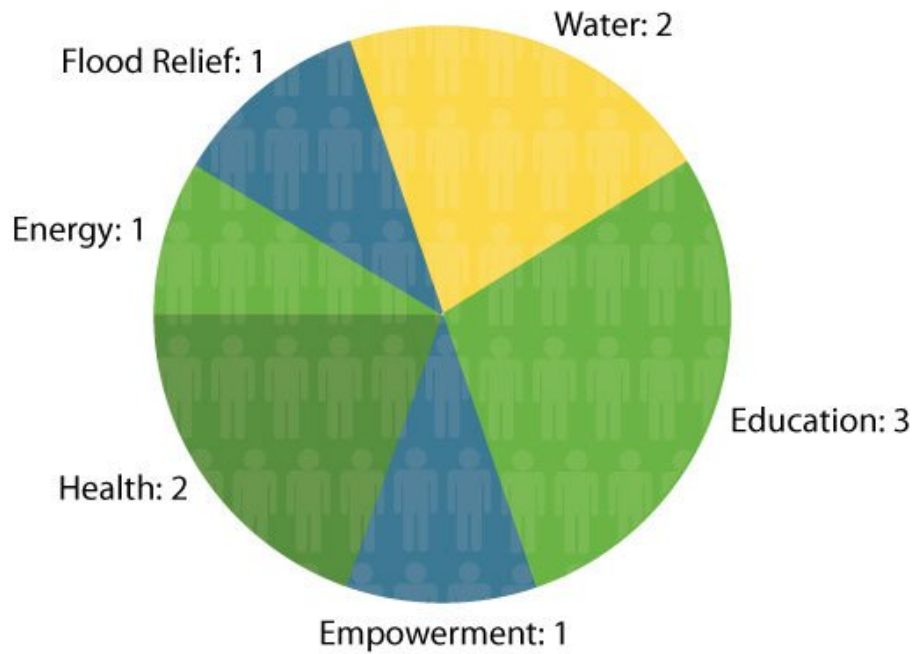
This project aims to raise monthly incomes by Rs. 2,000-3,000 and will provide an opportunity to women to support their families by becoming financially independent. In addition, the community will be able to purchase meat and eggs at lower rates. The project partner, NEEDS, will also provide training to loan recipients. Attendance at training sessions is mandatory and must be completed before loan disbursement.

### Volunteer Bio

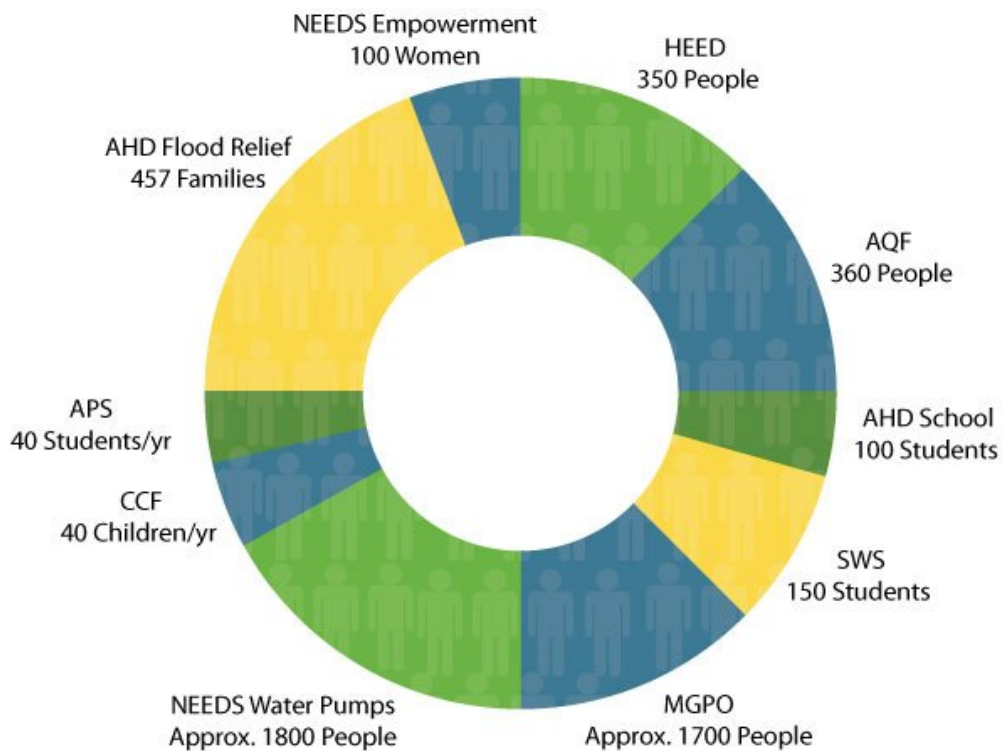
**Arifa Khandwalla:** Arifa holds a Bachelors from Smith College and a Masters in Engineering and Public Policy from Carnegie Mellon. She is currently pursuing a second Masters at Columbia University in New York. Arifa joined ADP as a Project Evaluator and is now a member of the Evaluation Committee. Arifa was a key member of the NEEDS empowerment project.

# Summary of ADP's projects in 2010

## Projects According to Sector



## Number of beneficiaries/project



## Stories from the field

### Saad Halim's visit to the Children's Cancer Hospital

I visited the Children's Cancer Hospital (CCH) in January, 2011 in a visit that was both sad and uplifting. I left with a renewed sense of purpose as an ADP volunteer, as well as a greater appreciation for the challenges faced by both those who need and provide healthcare services in Pakistan. CCH is located in a quiet street near the busy Ayesha Manzil intersection in Northwest Karachi and is run by the Children's Cancer Foundation (CCF). ADP funded the purchase of equipment for the ICU, and at the time of the visit, two patients were admitted there. Both were only four years old; Irshad from Balochistan and Hajra from Afghanistan.

Irshad's thin body looked very small in the large bed of the ICU. His droopy eyes showed that the cancer (leukemia, a form of blood cancer) had really taken its toll on him. He was hooked up to four drips that kept him going and a range of monitoring devices that reported the activity of his weak heart through brightly colored graphs and numbers on the monitor by his bed. The faint hiss from the oxygen mask and the constant beeping sound of the heart monitor indicated that everything was fine for now.

The medical concerns were, however, exacerbated by financial ones. Irshad's father Abdur Razzaq is a farmer in Balochistan whose lands were inundated in the recent floods. Using the money provided by the government for the flood affected people, Abdur Razzaq had taken Irshad from one hospital to another to find a cure for his son's illness. Many hospitals and various treatments (including an operation) later, he was referred to the CCH, where he was admitted in the ICU immediately. Irshad's fight against cancer will take two and a half years, completely funded by CCF. His father's stay, however, is difficult. Abdur Razzaq is concerned about the cost of living in the city; he has no means of earning and does not know what he will do once the relief money runs out. He will have to go back to Balochistan eventually.



I then met Hajra, the boxer. This is what the staff at CCH called her. Hajra rips out all drips that are attached to her and the staff has completely wrapped her hands in bandage, like a boxer's gloves, to prevent it. She is an active and healthy looking girl from Herat in Afghanistan. Her short hair gives her a boyish look. She hates being confined to the ICU bed and makes her displeasure known by crying loudly. Her swollen belly is immediately noticeable. Hajra has a form of abdominal cancer known as Burkitt Lymphoma, but fortunately it is in its early stages and has a very favorable recovery rate. Her parents are in Afghanistan and she is looked after by her uncle Sharif, who is also Afghan and speaks only Farsi. When I visited, Sharif was talking to the CCF staff, asking for a discharge because he couldn't afford to stay for eight months in Karachi.



# Saad Halim's visit to the Children's Cancer Hospital

(cont.)

Finally, I met another boy named Irshad, who was also recovering from Burkitt Lymphoma. He looked thin but healthy. He liked coloring and had coloring books spread over his bed. The cancer medication had made his hair fall out. Irshad was also from Balochistan and was in Karachi for his treatment with his mother and uncle. His treatment has been going on for six months and he is recovering pretty well. Initially, he was unable to walk due to illness, but now he can walk and run. He even smiled and posed for the camera.

There are several harsh realities that the CCH has to face every day. A doctor told me that they usually have poor patients coming in from Afghanistan and Iran with whom they have trouble communicating and are often unable to find translators. More severe than communication, however, is the problem of living expenses as apparent in the case of Abdur Razzaq and Sharif. Most of CCH's patients are from out of town and are very poor. Although CCF covers the cost of treatment for these patients, the cost of living in the city for the duration of the treatment is a real challenge, as described above. This is not only a challenge for the patients, but also for CCH as many times, patients leave mid-treatment because they run out of money. Incomplete treatments are a waste because CCF is unable to make a difference in the patient's lives.

This problem is made worse by the fact that usually patients are referred to CCH after they have spent all their money at private hospitals. Dr. Hamid said that even though these patients inform private hospitals that they will be unable to pay, the hospitals admit the patient, start the treatment, and demand to be paid. Once they realize that the patient will not be able to pay the entire amount, they take whatever money he can pay them and refer the case to CCH.

In all, it was a good visit that really opened my eyes. I would have loved to have been part of the CCF project as it is apparent that there was a definite need for this project. The management said that they were very quickly reaching a point where they would require new ICU beds as patients were increasing due to the increased awareness of free care at CCH.

I have been a part of ADP since April, 2009 and would love to work on a project that goes all the way as none of the three that I have worked on were approved and implemented. Projects like these make me feel very proud of ADP; the only concern that I have is that people are not aware of all the good work that ADP is doing. I think awareness will bring in donations and good volunteers so we can get more accomplished.

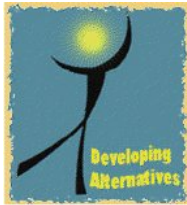


# ADP's Project Partners

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Action for Humanitarian Development (AHD)

[www.ahdsindh.org](http://www.ahdsindh.org)



Flood relief, Bhan Saeedabad, Sindh  
Kharo Chan School, Thatta, Sindh

Network for Education and Economic Development

Services (NEEDS)



Water supply, Charsadda, Khyber-Pakhtunkhwa  
Empowering women, Charsadda, Khyber-Pakhtunkhwa

Health Education Environment Development Association  
(HEED)

[www.heed-association.org](http://www.heed-association.org)



Latrines in Sokar Village, Azad Kashmir

Mountain and Glacier Protection Organization (MGPO)

[www.mgpo.org](http://www.mgpo.org)



Water supply in Mansehra, Khyber Pakhtunkhwa

Children's Cancer Foundation (CCF)

[www.ccfpakistan.com.pk](http://www.ccfpakistan.com.pk)



Children's Cancer Hospital, Karachi, Sindh

Sahara Welfare Society (SWS)



Computer Lab, Ghotki, Sindh

Nia Ujala

[www.apspakistan.org](http://www.apspakistan.org)



Expansion of School, Gujranwala, Punjab

AL-Qasim Foundation (AQF)

<http://soonvalley.bravehost.com>



Bio-gas Plants, Khushab, Punjab

# Event: Comic Relief

**Location:** Cambridge, MA

**Date:** November 12, 2010

**Venue:** Kresge Hall at MIT

**Estimated Attendance:** 700 People

**Purpose:** Fundraising for Pakistan's Flood Victims

In November 2010, three renowned comedians - Azhar Usman, Aron Kader and Dean Obeidallah - came together to put on an unforgettable show which was thoroughly enjoyed by an audience of 700 at the Kresge Hall at MIT. One of ADP's most successful and innovative events to date, Comic Relief was a stand-up comedy fundraiser organized by Usman Hassan, Adnan Pathan, Jawad Hasan, Daniyal Noorani and Amir Mian to raise funds for Pakistan's flood victims.

All three entertainers have international acclaim with their unique takes on comedy and it was easy to see why. The event was a huge success and helped bring together the young and vibrant community of Pakistani students and professionals in Boston to create awareness about those affected by the floods. It was supported and hosted by PaksMIT (Pakistani Students at MIT) and helped raised over \$12,000 for flood relief and redevelopment projects.



Pictures from the Comic Relief Event: Comedians, audience and ADP Volunteers  
Top row, from left: Aron Kader, Organizers and Performers, Azhar Usman, Dean Obeidallah.

## Event: Cricket Tournament

**Location:** New York, NY

**Date:** May 1, 2010

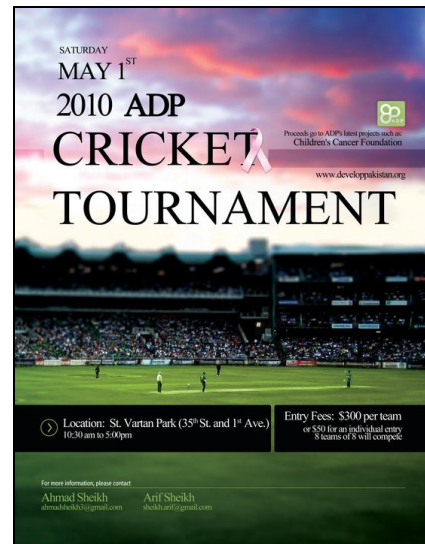
**Venue:** St. Vartan Park

**Estimated Attendance:** 110 people

**Purpose:** Fundraising for the Children's Cancer Foundation

The love of cricket and a passion for aid brought out supporters and cricket enthusiasts alike to participate and encourage each other in this charity event organized by ADP's New York Chapter. About 70 people competed in 8 teams while dozens of supporters (mostly friends and family) cheered their efforts to help raise funds for development projects in Pakistan. The tournament was widely appreciated and there was interest in making this an annual fixture.

Each team donated \$300 towards funding new equipment at the Children's Cancer Hospital in Karachi. ADP hopes to continue the tradition of hosting positive and fun filled charity events that help generate funds for high impact development projects in Pakistan.



## Event: Social Enterprise from Scratch

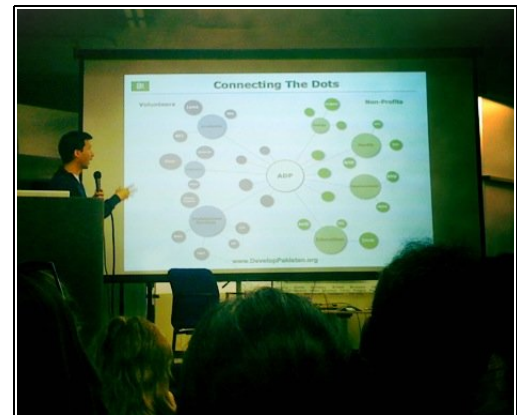
**Location:** Hub Bay Area, San Francisco, CA

**Date:** June, 2010

**Purpose:** Presenting ADP's innovative model

In June 2010, the Association for the Development of Pakistan was given an opportunity to present its innovative model at a conference titled 'Social Enterprise from Scratch' at the Hub Bay Area in San Francisco. ADP's co-founder, Tarim Wasim, spoke at the event and described the organization's activities and achievements. The event also featured veteran social entrepreneurs such as Kiva and Naya Jeevan alongside social venture capitalists Good Capital and RSF Social Finance.

All presenting organizations were able to benefit from critical questioning from venture capitalists aimed at fine-tuning business models; the shared learning that took place was just a natural by-product. It was an honor for ADP to be recognized as an emerging social enterprise focused on Pakistan.



Tarim Wasim presenting at Hub.  
Photo courtesy Angelika Deogirikar.

# Event: Gig Night

**Location:** New York, NY

**Date:** June 10, 2010

**Venue:** Session 73

**Estimated Attendance:** 60-80 People

**Purpose:** Fundraising for ADP's projects

ADP hosted a Gig Night with three enormously talented young artists who helped raise funds for ADP projects through mesmerizing performances in New York City.

- Fahad Ahmad - NY based singer, composer & song writer
- Umer Piracha - Philadelphia based singer-song writer, composer and guitarist
- Daniyal Noorani - Boston based singer-song writer

All three artists enthralled the audience with their original style, each bringing their unique flavor to the show. Fahad is known for his signature pop-rock songs, while Umer creates music with spiritual roots through improvisation; both are working towards full albums. Daniyal's first single and video, 'Find Heaven', has won him critical acclaim for its thought-provoking social commentary. Their performances were greatly enjoyed by the audience, with some even dancing along to the music! The proceeds from the event went directly to ADP's projects being funded in 2010.



Performances at Gig Night, Session 73, New York, NY  
From left,clockwise: Umer Piracha, Daniyal Noorani, Fahad Ahmad

# ADP's Goals for 2011

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ADP's vision is to be the leading platform for volunteers to support high impact development in Pakistan. To achieve this vision, we have set the following goals for ourselves in 2011:

## Projects

- Invest \$100k in high-impact projects with a focus on flood redevelopment.
- Launch a knowledge management tool to share key learnings.
- Build a network of expert advisors in every sector.
- Improve the speed and quality of project evaluation and monitoring.

## Volunteers

- Grow volunteer base to allow :
  - 10 concurrent project evaluations.
  - Timely site visits to any location in Pakistan.
- Significantly enhance volunteer satisfaction and retention.
- Develop a scalable volunteer management tool.
- Build process to continuously identify and fill new volunteer opportunities.

## Fundraising

- Build a donor base that can support ADP for the next 3 years.
- Develop the ability to swiftly raise project-specific funding.
- Offer unparalleled transparency to donors on the impact of their contributions.

## Knowledge Management System

- Establish better project metrics to improve process flow.
- Create a database that combines the project and volunteer information in one place so that key takeaways are clear for future direction.
- Create effective techniques for every step of project evaluation so that there is a better fit with ADP criteria and more projects can receive funding.

## Marketing and Media:

- Create a dedicated team of volunteers focused towards generating awareness about ADP and its activities.
- Introduce the ADP model and approach to more corporate networks in Pakistan and the US.
- Increase ADP presence on social media networks.
- Initiate media partnerships to showcase ADP volunteers and achievements.

### Uzaib Saya - Project Team Lead

".... the most rewarding feature of the volunteer experience has been the ability to learn from others."

### Ahmed Makani - Evaluation Committee Member:

"I love the fact that we at ADP treat every project as an investment with clear goals of achieving meaningful measurable return. The diligence and focus of volunteers on every team that I have been on has kept me motivated to make every project a success."

## Statement of Activities (For the Year Ended December 31, 2010)

	2009	2010
<b>Revenues</b>		
Contributions	\$28,490	\$87,167
Investment Income	\$827	\$274
<b>Total Revenues</b>	<b>\$29,318</b>	<b>\$87,441</b>
<b>Project Grants</b>		
Arshad Public School	\$11,430	\$0
Eye Hospital Equipment	\$17,480	\$0
Kharo Chan School	\$2,692	\$957
Sohb Training	\$1,245	
Youth Facilitation Center	\$1,210	\$0
Al Qasim Bio-gas Plants	\$1,200	\$2,350
Flood Relief Tent Drive	\$0	\$22,900
Children's Cancer Hospital	\$0	\$6,854
Charsadda Water Pumps		\$5,013
Mansehra Water Supply	\$0	\$4,918
Sokar Latrines	\$0	\$2,508
<b>Total Project Grants</b>	<b>\$35,256</b>	<b>\$45,500</b>
<b>Expenses</b>		
Salaries	\$5,490	\$10,427
Marketing / Web	\$282	\$506
Telephone	\$43	\$52
Finance/Audit/Legal	\$2,764	\$25
Other	\$331	\$335
<b>Total Expenses</b>	<b>\$8,910</b>	<b>\$11,345</b>
<b>Change in Net Assets</b>	<b>\$14,848</b>	<b>\$30,597</b>
Net Assets at Beginning of Year	\$79,143	\$64,294
<b>Net Assets at End of Year</b>	<b>\$64,294</b>	<b>\$94,891</b>

# How To Get Involved

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ADP's work is made possible through the continuous efforts of its dedicated volunteers and through generous donations that go a long way in improving the lives of millions of people.

## Volunteer

To join us, please visit our website at <http://www.developpakistan.org/get-involved> to register and we will contact you to learn more about your interests and how you would like to be involved. Brief descriptions of common volunteering roles at ADP are provided below.

Project Evaluation: Volunteers (as part of Project Teams) evaluate proposals submitted by NGOs via conference calls, emails and discussion forums to decide whether projects should be approved for funding. Project Team Members assess each proposal to see if it meets ADP's criteria of critical need, sustainability and high social return.

Site Visit: A site visit to the area where a project is proposed to be undertaken is an important part of the diligence carried out on every project. Project teams rely on volunteers conducting site visits to provide them with on-the-ground facts about the project/NGO before final approval is given to the project and also during post-funding monitoring.

Project Solicitation: Volunteers can help identify worthwhile projects by actively engaging with NGOs to help connect deserving organizations with ADP. This is an excellent way for volunteers to get first-hand experience at development work.

Media Team: Individuals with creative skills are welcome to explore their talents on our Media Team. We are looking to highlight the work we have done in innovative ways and volunteers with interest in writing, marketing, public relations, graphic designing and social media can contribute to promote our work.

Evaluation Committee: Volunteers forming part of ADP's Evaluation Committee screen projects before a Project Team conducts diligence on it. They also form part of Project Teams advising them on how to conduct diligence and analyze the team's findings to provide feedback.

Fundraising: ADP values its policy of utilizing all funds raised solely for its projects. These funds are raised by committed, passionate volunteers through events, grants, campaigns and sponsorships. This is a great way for volunteers to see the impact of their efforts bear fruit in real time through the projects that are funded.

## Donate:

Our work is made possible by donations from hundreds of generous individuals. Donations can be made through our website ([www.developpakistan.org](http://www.developpakistan.org)) as monthly recurring donations or a one-time specific amount. We accept online credit card payments and checks via mail. Personal checks made payable to "Association for the Development of Pakistan" can be mailed to the following address:

Association for the Development of Pakistan - PO Box 2492 - San Francisco, CA 94126, USA



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Association for the Development of Pakistan - PO Box  
2492 - San Francisco, CA 94126, USA

<http://develloppakistan.org>



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[www.twitter.com/develloppakistan](http://www.twitter.com/develloppakistan)

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