

HIVOS ANNUAL REPORT 2004



HIVOS *People unlimited*

HIVOS ANNUAL REPORT 2004



Alliance 2015

towards the eradication of poverty

Hivos is a Dutch non-governmental organisation which operates on humanist values. Hivos aims to contribute towards a free, just and sustainable world. The organisation is committed to the poor and marginalised – and to the organisations which promote their interests – in countries in the South, including Central Asia and in Southeast Europe. Sustainable improvement of their situation is the ultimate benchmark for Hivos' work. An important cornerstone is strengthening the position of women in society.

Hivos's most important activity consists in providing financial and political support for local NGO's. Besides offering finance and advise, Hivos is also active in networking, lobbying, and knowledge sharing, not only at international level, but also in the Netherlands. Civil society building and sustainable economic development are Hivos' central policy areas. In a European context, Hivos works actively with like-minded development organisations in Alliance 2015. Hivos prefers to lobby internationally on issues with public appeal in close cooperation with pre-eminent Southern or international partner organisations, or - in case of the EU - within the Eurostep network.

Within the Netherlands, Hivos joins forces with civil society organisations which have expertise in one of its own major policy domains. In addition, Hivos works with kindred organisations within the framework of the Co-Financing Broad Network and the South-North Federation. Also worthy of mention are a number of special initiatives, such as the North-South Plan, the Hivos Culture Fund and its *Access for all* programme. The North-South Plan, operated jointly by Hivos and Triodos Bank, makes savings available for lending in the South. The Hivos Culture Fund supports activities in the field of culture and the arts. *Access for all* is a campaign which Hivos has developed to promote the use of ICT.

Hivos's network embraces more than 30 countries and over 800 partner organisations. In the course of 2004 Hivos disbursed nearly 66 million euro as grants or loans. These funds were provided by the Dutch government, the European Union, donors and savers, and private organisations.

Hivos has a staff of of 137 people are employed by Hivos. Part of its programme is carried out by the regional offices in Zimbabwe, India, Costa Rica and Indonesia. They are primarily responsible for contacts with partner organisations, offering them services as advisor, supervisor and coach.

Hivos, the Humanist Institute for Development Cooperation (in Dutch: Humanistisch Instituut voor Onwikkelingsamenwerking), was founded in 1968 by the Dutch Humanist League, the Vereniging Weezenkas (united Orphan's Fund) and Humanitas. Hivos has a Management Board, a Supervisory Board and an Advisory Council. Hivos has received ISO certification and the Dutch CBF seal of approval.

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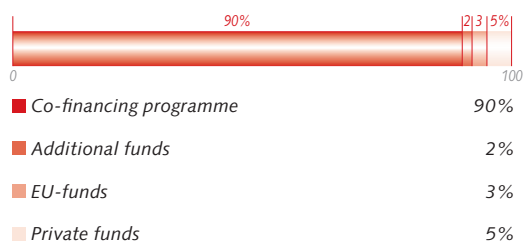
HIVOS IN BRIEF

Hivos Key Figures 2004 *amounts in thousands of euros*

	2004	2003*			
Expenditures <i>for northern and southern partner organisations</i>			Portfolio		
Sustainable economic development	32,333	37,630	Donation commitments	54,719	56,857
<i>of which new loans</i>	4,070	3,290	Loans/guarantees/participations	17,027	12,970
Culture and the Arts	4,084	4,577	<i>of which HTF</i>	16,647	
Gender, women and development	8,684	11,235	Number of partner organisations	825	864
Human rights	11,679	11,935			
AIDS	4,895	4,007	Administrative costs		
ICT	962		Operating expenses	5,713	5,927
Non-sector specific	3,462	4,945	Result	291	-274
Total	66,099	74,329	Internal capital	6,339	5,939
<i>of which integrated sectors</i>		-6,949	Number of staff	137	132
Total expenditures	66,099	67,380			
Liabilities					
Co-financing programme	64,530	72,135			
Additional funds	1,341	2,821			
EU funds	1,864	2,152			
Private funds	3,441	1,194			
Total liabilities	71,176	78,302			

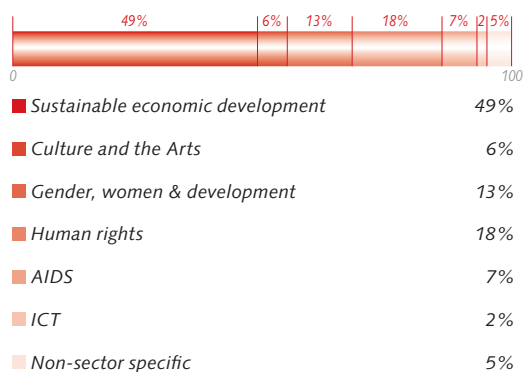
* Adjusted for purposes of comparison

Income

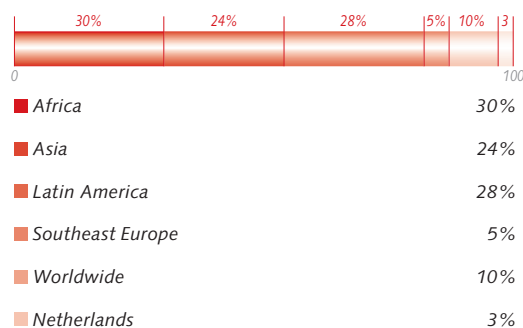


Expenditures

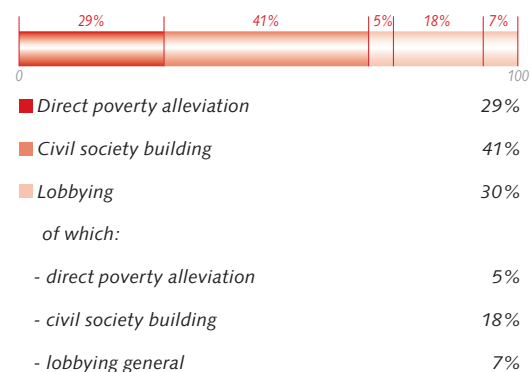
by sector



by region



by objectives of Co-Financing Programme



Hivos Network

	Total 2003	ended partnerships	new partnerships	Total 2004
Africa	293	45	29	277
Asia	208	35	49	222
Latin America	279	52	17	244
Southeast Europe	16	3	4	17
Worldwide	59	18	10	51
Netherlands	9	0	5	14
Total	864	153	114	825

1. REPORT OF THE SUPERVISORY BOARD

Hivos' environment, both in the Netherlands and internationally, is very much in motion. On the Dutch political scene, Hivos is faced with the plans for a new Policy Framework for the Co-Financing System which Minister Van Ardenne presented to the Dutch Lower House at the end of 2004. This policy framework confronts Hivos with new challenges and was one of the catalysts for Hivos to initiate an internal reorganisation process. During the past year, management, the panel of employees and the Supervisory Board spent a lot of time on the preparations for this reorganisation, which will be completed in 2005.

Attention in the public debate was focused on the role of public organisations and how they function in society. Transparency, supervision and accountability were key words in this context. Following publication of the Dutch report by the Committee on Corporate Governance, the Supervisory Board studied its relevance for Hivos. Although the code of conduct described in the report is primarily aimed at business and industry, several elements such as the evaluation of performance and accountability in the form of reports were felt by the Board to be relevant and have been adopted. The Board also drew up a profile of its membership based on the nature of the activities carried out by Hivos and the desired expertise of Board members.

The discussion on supervision and accountability has been prompted by other national and international developments such as the Global Reporting Initiative. This organisation is studying possibilities to apply the codes of conduct for corporate social responsibility to non-profit organisations. In the Netherlands the Wijffels Committee has set to work on a similar

assignment. Its recommendations for a code of conduct for the Dutch non-profit sector are expected in 2005. The Supervisory Board welcomes this initiative and looks forward to the outcomes with great interest.

Regarding such essential matters as effectiveness and efficiency of expenditures, the role of the Supervisory Board cannot be seen in isolation from the existing external control mechanisms which occupy a central place in the Co-Financing Programme. It was satisfying to learn that a positive opinion resulted from the efficiency audit of Hivos and the other co-financing organisations conducted by KPMG at the end of 2004 at the request of the Minister for Development Cooperation.

As set forth in the articles of association, the membership of Hivos' Supervisory Board reflects the organisation's humanist roots (three members were put forward by the constituent organisations Humanistisch Verbond, Humanitas and Weezenkas), Hivos' broader constituencies, relevant social movements such as the trade unions, and academic institutions. One Board member was nominated by the Works Council. The members are appointed in their personal capacity; they are entitled to 70 euros for each meeting they attend and to a reimbursement of their travel costs. The costs involved in the functioning of the Supervisory Board came to a total of 1,687 euros in 2004. The only change in the Board's composition in 2004 was due to one member stepping down. (The appendix contains a summary of the members.)

The Supervisory Board met six times in 2004. In addition to the aforementioned topics in the context of corporate governance, the Board and the

management discussed general policy issues relating to the work and the organisation of Hivos, including expansion of fields of work in which Hivos is active. Some of the matters discussed in this context were memorandums about activities in Iraq and Iran, the role of Hivos in the Dutch Social Forum and the partner policy. The Board gave its consent to the establishment of the Hivos NCDO Culture Fund, which is composed of a part of our own Hivos Culture Fund. The Board members were given very extensive information about developments in relation to the new Policy Framework for the Co-Financing System and the system developed by Hivos to measure results. The Board also approved the budget for 2005.

The Supervisory Board held one meeting with the Works Council. It was also represented in a consultative meeting between the Works Council and the Management. A few members of the Board hold seats in the Board of the Hivos Triodos Fund and the Board of Stop AIDS Now!

During the meeting held on 5 April 2005 the Supervisory Board approved the 2004 annual accounts and granted discharge to management and Board for the policy pursued in 2004.

The Hague, April 2005

On behalf of the Supervisory Board,

Francine Giskes

Chair



2. MANAGEMENT REPORT

Solidarity in the 21st century

Just before the new year, the world was startled by a disaster unprecedented in recent history. The overwhelming force of the tsunami in Asia on 26 December 2004 and the ensuing human tragedy touched ordinary people all over the world. Alongside sympathy, a sense of great injustice prevailed: once more, the poorest and most vulnerable were the hardest hit.

The wave of active involvement that followed the disaster proved that solidarity is not an empty phrase or a throwback to the Seventies. The record amount yielded by the Dutch campaign for earthquake victims - some 200 million euros came in to giro account no. 555 – and the numerous private actions and group and individual projects are an indication that there is still plenty of support for international cooperation. Let us hope that this willingness to act will extend to the more 'difficult' themes of international cooperation in the future.

The reactions to the disaster showed that support and world citizenship have taken a different form in the 21st century. Increasingly, people show their social involvement by taking action directly and at their own initiative, preferably through their own organisation or relief action. Hivos sees this as a logical spin-off of developments towards a society composed of responsible and prosperous citizens, and applauds it. At the same time this is a huge challenge to the professional development organisations – including Hivos – to build a bridge to these smaller-scale initiatives.

We must remember that development cooperation is a professional field of work, and no one stands to gain from amateurism.

Emergency aid is also locally rooted

The tsunami had far-reaching consequences for the Hivos partners in India, Indonesia and Sri Lanka who work in the affected areas. Regular development activities were ceased and the organisations involved pooled their resources so as to provide emergency aid and initial relief to the population. Hivos responded by immediately releasing funds for this work and then approached Dutch umbrella organisation SHO (giro no. 555) for extra funds towards emergency relief and reconstruction in the region. SHO allocated a portion of the necessary resources to Hivos (three million euros). Although Hivos is not an emergency aid organisation in the classic sense, Hivos may not and will not shy away from its responsibility in emergencies, if its network of local partners can offer help immediately and can pave the way to reconstruction. This means it is important to increase the scope for providing such aid via partner organisations after special fundraising drives. With this in mind, Hivos will urge SHO to adopt a broader acceptance policy for new participants.

New policy framework for co-financing

At the end of 2004 the Minister for Development Cooperation sent her plans for a new financing system of private development organisations to the Dutch Lower House. The new co-financing system, which will go into effect on 1 January 2007, replaces the present practice of separate subsidy channels for co-financing organisations and theme-based co-financing programme, and is thus effectively an integrated programme. With this system reform the minister hopes to improve coordination between private channels and bilateral policy and to encourage competition between private organisations on the basis of quality.

Hivos took active part in the public debate that preceded the formulation of this new policy framework. In a dialogue with the government, private organisations explained their views on the role of civil society, the relationship between government and civil society and issues in relation to result measurement and quality. It was certainly not a routine exercise. Hivos is fairly positive about the way in which the vision of 'the field' was ultimately formulated in the policy framework. It is satisfying to know that the minister attaches great importance to the role of the private sector in the South, and recognises the significance and need for lobbying and advocacy in processes of civil society building (*checks and balances*). Hivos also welcomes her recognition of the autonomous role of Dutch private organisations as excellent partners in this field.

Quality must count

However, Hivos fundamentally disagrees with the minister on an important point. Hivos considers it wrong to make government funding conditional upon organisations putting forward their own contribution of 25 per cent. What this means is that the national government grant is determined by other considerations than the only one that really ought to count: the quality and the results of the work in the South. Hivos also fears that requiring a contribution of 25 per cent will ultimately lead to greater competition on the 'charity market', a competition that will draw energy and funds away from the core task of development organisations. Development organisations deserve funding because they do their work well, not because they excel in marketing!

Hivos has a proven track record when it comes to quality and innovation. In an evaluation conducted by an independent committee (De la Rive Box

Committee) during the current financing period, the work of Hivos was awarded the highest rating. Under the new system this good score would be outweighed by the fact that Hivos has but limited access to non-governmental funds. In Hivos' opinion, alleviating poverty and promoting development are matters in the public domain and so they deserve government support on the basis of their own merits.

Partnerships

Cooperation with other public organisations in the North has for many years been central to Hivos' work. More effective interventions become possible in the South by joining forces and pooling expertise. In Europe, Hivos plays an active role in the Alliance 2015 network, which it chairs (see section 5.1). In the Netherlands, Hivos works with partners whose specific contribution means they offer added value to the work of Hivos in its fields of policy. Over one quarter of expenditures in 2004 were paid out through these partners, as was the case in past years.

In a limited number of cases, cooperation takes the form of strategic partnerships in which both partners bear responsibility for shared objectives but play different roles. A good example is the cooperation between Hivos and Triodos Bank which has been in existence for ten years (see section 4.1). The list of partners in this category was expanded in 2004 with IntEnt Foundation (migration and entrepreneurship), NCDO (joint Culture Fund, see section 4.2), ISS (civil society building and knowledge sharing, see chapter 3), and NiZA (democratisation in southern Africa, see section 4.3).

Hivos renews

The setting of international cooperation is becoming increasingly complex. The challenge facing development organisations such as Hivos is to supply not only quality but also – and justifiably – added value for the development process. This applies to our relationship with partners in the South as well: they have been steadily developing in recent years. Partner organisations have built up an increasing amount of expertise and strengthened their capacity to carry out programmes. In order to strengthen its role as a sparring partner and to improve its capacity to link organisations at a local, national and international level, Hivos must continue to build up and strengthen its own knowledge base in its fields of policy (sectors). To this end, in 2004 Hivos explored the possibilities of reorganising work processes so that the focus is sectoral (rather than continental) management. This process will lead to a renewed and rejuvenated Hivos in 2005, organised into thematic sector offices, while the regional offices on the three continents will play a central operational role.

Public information

Hivos sees public information - in the sense of education and awareness raising - as an integral part of its mandate and responsibilities (see section 4.2). Hivos spent 2.3% of its funds on this in 2004, a substantial increase compared to the amount in 2003 and one which is entirely in line with its assignment in the context of the broad co-financing programme.

Hivos is a public organisation and thus pursues an open information policy. This means that Hivos wants to be actively accountable towards politicians and the public for its activities and standpoints. Hivos raises private funds to

a modest extent, but despite its CBF hallmark it is not a typical fund-raising organisation. As a public organisation, it allows itself to be led in its policy choices first and foremost by intrinsic and fundamental considerations and by the priorities within its geographic and thematic fields of work – not by opportunities and chances in the area of private fund-raising.

Finance

The amount paid by Hivos to fund its partners and their projects came to 66 million euros in 2004, slightly less than the previous year. The volume of financial services provided through the Hivos Triodos Fund (HTF) (loans, guarantees and participations) rose by over four million euros to around 16.6 million euros. The number of partners declined from 864 to 825.

At 13%, expenditures for activities in the sphere of internationally operating organisations (including the Netherlands) remained at the previous year's level. This once again highlights the importance attached by Hivos to a global *civil society*.

The programmes in the Asian and Latin American regions are at the desired level with 24% and 28% of expenditures respectively. Expenditures in the region of Africa, at 30%, remained slightly behind the planned level. The sectoral distribution is largely in accordance with the lines set forth in the annual plan. Expenditures for HIV/AIDS, at 7.4% well above the planned 5%, are a deliberate exception.

The majority of expenditures were financed from co-financing funds (88%). Other government funds and EU resources accounted for 9.5%.



The remaining 2.5% came from private sources.

The savings attracted under the North-South Plan, which is carried out together with Triodos Bank, rose very substantially from 12.5 to 17.2 million euros.

The result, after transfer to reserves, came to 291,000 euros. This neutralised the deficit for 2003 and reduced the negative general reserve by more than half.

Total administrative costs, compared to total expenditures, amounted to 9.5% (8.6% in 2003). In accordance with the annual plan, a reimbursement for administrative costs of 8.6% came from co-financing funds. Hivos' own contribution towards administrative costs rose to 12.7%.

Hivos' investment policy is one of restraint: its office building is the only risk-bearing investment. Any funds temporarily not needed are placed in special accounts.

Available funds rose by 300,000 euros to 5.3 million euros. The increase is primarily due to the positive result. The great majority of these funds are found in the special-purpose reserve for administrative costs; this is related to the recent strong growth in the project portfolio, the implementation of which will largely take place in years to come.

The following chapters of this annual report tell how, where and on what organisations and activities Hivos spent its resources in 2004, and the partners Hivos worked with. The broader objective is to achieve greater justice and fairness in the world, and better opportunities for all its inhabitants.

The Hague, April 2005

Manuela Monteiro, Managing Director

Allert van den Ham, Director Programmes and Projects

Jaap Dijkstra, Director External Relations



3. POLICY DEVELOPMENT AND UMBRELLA THEMES

In its general policy memorandum *Civil Voices on a Global Stage* Hivos chose to work in two fields of policy: Sustainable Economic Development and Civil Society Building. Policy in each of these fields is elaborated into themes, or sectors. In the past years Hivos has drawn up separate policy memoranda on these themes. Emphasis within the sectors in 2004 was on the operational elaboration of policy. In addition to working in these main fields of policy, Hivos also works on a number of themes of a broader nature, umbrella themes.

3.1. POLICY DEVELOPMENT

Partner policy

Cooperation with partner organisations in the South is central to Hivos' work. This means that a coherent and effective partner policy is crucial. New and existing insights on Hivos partner policy were brought together in a policy memorandum at the end of 2004. This document clearly spells out how Hivos selects partner organisations, what opportunities there are for cooperation, what Hivos offers its partners and what is expected of them. The memorandum confirms the principles of good donor practice traditionally used by Hivos: openness, consistency and professionalism in addition to a sense of involvement. As formulated in the 2003-2006 Business Plan, Hivos is aiming to limit the number of partners so that it will be able to invest more in dialogue and in strengthening the organisation. This will also leave more room for initiatives that are just starting out, are innovative or less conventional. A special role is reserved for membership organisations. Membership organisations are pre-eminent examples of the

strength of civil society and its capacity for self-organisation. In 2005, for each field of policy Hivos will analyze whether membership organisations are adequately represented among the partners, and what measures might be used to increase their numbers if necessary.

Sharing knowledge

In 2004 Hivos began implementation of a new plan for improved knowledge sharing, both within Hivos and between Hivos and its partner organisations. This *knowledge-sharing plan* resulted from the observation that although various actors have great knowledge about development processes, it is not properly exchanged and exploited. Hivos too can and must learn better and faster from mistakes and successes – both from its own experiences and from those of others. Greater use needs to be made of the outcomes of evaluations, studies and scientific publications in the field of development cooperation.

The plan revolves around the theme of Civil Society Building.

Knowledge network

Against this background, Hivos and the Institute for Social Studies (ISS) in December 2004 set up a virtual knowledge network for the theme of civil society building in developing countries. The network brings together researchers and practitioners. Researchers can tap into practical experiences of Hivos and its partners. Conversely, professionals who work in the field of civil society building can broaden and extend their knowledge on the basis of customised and in-depth research.

www.iss.nl

To start with, the network will focus on staff of Hivos and ISS and the more than 800 Hivos partners in the South. This initiative includes a schooling programme, an annual seminar, research and a web platform.

www.civilsocietybuilding.net

Youth policy

Young people are an important target group for Hivos. However, research has shown that today's younger generation has but limited affinity with traditional forms of development cooperation. On the other hand, they do feel involved with international cooperation and they are willing to give concrete form to their involvement. In the past year Hivos has developed a specific policy to encourage young people to gain knowledge and practical experience in the field of development cooperation.

Hivos will place young university graduates in its organisation for a maximum of two years. These jobs will offer more scope for the young people to develop specialised knowledge and skills. It will allow young people who aspire to a professional career in development cooperation to gain relevant experience. Young employees can also play an important role in Hivos' work with youth organisations in Dutch society.

Moreover, motivated and well-educated young people can be seconded (for brief periods) to partner organisations. These organisations will benefit from the knowledge and skills of enthusiastic and well-educated young people, who in their turn will learn more about the practice of development cooperation. This exchange can help to increase support for development cooperation in general and for the approach of Hivos and its partners

in particular. The youth policy will be introduced in phases starting from 2005. The memorandum on youth policy is expected to be approved by the Board in 2005.

3.2. UMBRELLA THEMES

Millennium Development Goals

Hivos views the Millennium Development Goals or MDGs as an important policy instrument to align national and international efforts for the long-term alleviation of poverty. In a European context, Hivos works with five other development organisations in Alliance 2015. The name of the alliance includes the year in which the Millennium Development Goals are meant to have been attained (see section 5.1). www.alliance2015.org

The work of Hivos contributes to attaining the MDGs such as reducing the number of people living in extreme poverty by 50%, halting the spread of HIV/AIDS, gender equality and sustainability. Translating the MDGs directly into activities of Hivos and its partner organisations is no simple matter. After all, they were formulated around policy of governments, not of NGOs.

In the South

In the South Hivos contributes indirectly to the first seven Millennium Development Goals through its support to partner organisations in their lobbying activities of governments in the South. Hivos also contributes directly where activities of partner organisations are related to subgoals of the various MDGs.

Hivos works to achieve the goal of eradicating extreme poverty and hunger (MDG 1) by supporting activities intended to allow poor groups of people to acquire income. The campaign called 'Stop child labour, school is the best place to work' contributes to goal 2, which is meant to increase access of children to primary education. Through this campaign, support is also given to partners that work to improve the quality of schooling. Promoting gender equality and strengthening the position of women (MDG 3) is at the heart of Hivos' activities in the area of Gender, Women and Development. Making gender issues a focus within all other sectors (mainstreaming) is another aspect of this. The considerable attention devoted by the Hivos programme to the fight against HIV/AIDS and the consequences of the disease for development as a whole fit under the heading of combating contagious diseases (MDG 6). Attention to environment and sustainability (MDG 7) is part of Hivos' activities in its policy field of sustainable economic development. The table on the following page summarises the contributions of Hivos and its partners to the MDGs in 2004.

In the North

As a public organisation in the North, Hivos contributes indirectly to the creation of a worldwide partnership for development (MDG 8). This is mainly accomplished by lobbying governments and international organisations to

keep the promises they made in a number of international agreements. Together with the other members of Alliance 2015, Hivos publishes a series of reports that keep track of EU Member States' compliance with the MDGs (EU 2015 Watch). In 2004 a report was published in this series with special attention to the EU's contribution to combating HIV/AIDS.

Global call to action against poverty (*Maak het waar*)

Hivos is a co-founder (and co-financer) of the Netherlands Platform for Millennium Goals founded in 2004. The aim of this platform is to familiarise a broad public with the Millennium Goals. Through the Platform Hivos is actively involved in the campaign *Maak het waar*. *Armoede de wereld uit* (Keep your word! Eradicate poverty). This campaign is the Dutch 'branch' of the worldwide campaign *Global call to action against poverty*, an initiative of a number of large international NGOs. The national and international campaigns form the prelude to the conference in New York in 2005, when the United Nations will determine how far we have come in achieving the Millennium Goals. www.maakhetwaar.nl

Civil society building

Civil society building – one of Hivos' two main objectives - is the focus of Hivos policy memorandum *Civil Voices on a Global Stage*. The final report of the Co-financing Programme Evaluation Steering Committee published in 2002 resulted in a positive assessment for the Hivos policy in the field of civil society building. However, developments in recent years show that further elaboration of the policy continues to be necessary. This is partly due to changes in an international context, partly due to the growing attention for result measurement. It is particularly difficult to determine

Hivos expenditures on the Millennium Development Goals in 2004

	expenditures 2004 in euro	percentage total expenditures 2004
Goal 1: Eradicate extreme poverty and hunger	22,527,286	34.08%
Goal 2: Achieve universal primary education	835,149	1.26%
Goal 3: Promote gender equality	8,683,616	13.14%
Goal 4: Reduce child mortality	67,682	0.10%
Goal 5: Improve maternal health	1,017,130	1.54%
Goal 6: Combat HIV/AIDS and other diseases	5,426,750	8.21%
Goal 7: Ensure environmental sustainability	7,509,476	11.36%
Goal 8: Global partnership	3,001,314	4.54%
Total:	49,068,102	74.23%
Overlap:	around 10%	
Total corrected for overlap:	46,614,697	70.52%
Estimated Hivos contribution to the MDGs	46,614,697	70.52%
Total Hivos expenditures	66,099,659	100.00%

the effects of interventions in the field of civil society building. Hivos will therefore focus its efforts to develop a better method of result measurement on the field of civil society building.

The complexity of the topic was one reason for Hivos to establish a cooperative alliance with the Institute for Social Studies (ISS). Hivos will draw up a policy memorandum on civil society building in 2005 which will elaborate in greater detail the broad lines contained in the policy memorandum *Civil Voices on a Global Stage*.

Civil society building was also pivotal in the programme evaluations prepared by Hivos together with other co-financing organisations in the Co-Financing Network in 2004 and to be carried out in 2005. These evaluations are expected to yield important insights for the further refinement of Hivos policy in this field.

Civil society building in Africa was the central theme of a partner consultation organised by Hivos in 2004 in Arusha, Tanzania (see box). Similar meetings are planned in Asia and Latin America for 2005. Not only will the results of these conferences be important for the planned policy memorandum, they will also contribute to the formulation of the Hivos 2007-2010 Business Plan.

Conference on Civil Society Building in Arusha

In Arusha (Tanzania) Hivos held a meeting on civil society building in Africa in 2004. Members of partner organisations, researchers, journalists and professionals from eleven countries met together with Hivos staff to analyse the obstacles and opportunities for civil society building from the points of view of economic development, political change and social mobilisation.

The participants discussed how civil society could respond to the challenges in these areas. One outcome was the formulation of two strategies to strengthen the role of civil society. First of all, with support from Hivos, partner organisations will be better able to link their local activities to work at an international level. The latter is now often beyond the reach of African partners. It is therefore important that Hivos continues to invest in strengthening organisations so that they can assert themselves in international decision-making.

A second important conclusion was related to the role of the media in social change: partner organisations can increase the involvement of a broad public in social issues if they focus their strategy on mobilising the media. There is work to be done by Hivos here as well, the partners recommended.

www.civilsocietybuilding.net/arusha

PRSPs and civil society

The World Bank's policy to waive debts of developing countries under certain conditions means difficult considerations and challenges for civil society in those countries. One such condition is that governments draw up plans to alleviate poverty: the *Poverty Reduction Strategy Papers* (PRSPs). All relevant social actors must be involved in the process. In practice, however, the PRSP process leaves a lot to be desired. In many countries, public organisations have too little influence on the formulation of policy, although partner organisations of Hivos are actively involved in this process in a number of countries.

In Nicaragua, Hivos coordinates meetings between the co-financing organisations and the Dutch embassy about the PRSP process. Emphasis lies on encouraging a critical dialogue between the Nicaraguan partners and the government as they develop the National Development Plan. Hivos has encouraged its partners to take active part in the consultations with the government in the *mesas sectoriales de diálogo y concertación*, conferences at a national, regional and thematic level. Hivos, in collaboration with the Dutch embassy in Managua, organised a workshop aimed at local NGOs in this context. Attention in 2005 will focus on the role of civil society in following budgetary support and *basket funding* by multilateral and bilateral donors (including the Netherlands).

In Honduras, Hivos and Alliance 2015 partner Ibis from Denmark participate in a fund formed by a number of bilateral and private donors that is intended to encourage initiatives of the civil society to monitor the implementation of the PRSP.

In Sri Lanka too, Hivos plays a leading role in the joint meetings of the Dutch co-financing organisations. Hivos supports Sri Lankan NGOs that take part in the PRSP process or are planning to do so by contributing towards public information campaigns on poverty alleviation policy. Hivos partners explicitly urge that gender issues are included in the process when monitoring the implementation of policy measures.

In Mozambique, Hivos and Novib set up a programme to increase the involvement of local communities in the practical elaboration of policy that arises from the PRSPs. The programme, for which Hivos and Novib won a tender for financing by the Dutch embassy, is also aimed at civil society building in a broader sense, by supporting grassroots initiatives in rural areas, providing training courses and capacity building. Hivos has set up an office in Nampula for this programme, which is carried out by local staff.

Migration and Development

Migrants contribute significantly to the economy of the countries they come from. Worldwide, the funds sent back by migrants exceed all budgets for development cooperation. Hivos wants to improve the conditions under which migrants can make an effective contribution to long-term alleviation of poverty in their countries of origin. For this reason Hivos concluded an agreement with IntEnt Foundation and the Dutch Ministry of Foreign Affairs in 2004. IntEnt supports entrepreneurship and provides advice and training in the Netherlands to migrants who want to start their own businesses in countries such as Morocco, Turkey or Ghana.

www.ondernemenoverdegrens.nl





4. ACTIVITIES IN THE SOUTH

Hivos' most important task is supporting local organisations and initiatives in developing countries: independent non-governmental organisations (NGOs) in countries within the norm of the Development Assistance Committee (the DAC norm), which includes a few countries in Southeast Europe. Hivos partner organisations concentrate on a broad range of economic and social activities.

Sections 4.1 to 4.6 recount the activities of Hivos and its partners by sector, after which developments per continent are sketched briefly.

4.1. SUSTAINABLE ECONOMIC DEVELOPMENT

Hivos wants to offer poor and marginalised groups access to resources, markets and technology so as to enable them to increase their chances of acquiring income. Hivos also aims to increase the quality of production processes and to guarantee labour rights and gender equality.

Higher quality means that economic activities are sustainable in environmental terms and that biodiversity is retained.

The credit programme is carried out in collaboration with the Hivos Triodos Fund (HTF).

4.1.1. MICROFINANCING: ACCESS TO DEVELOPMENT

Access to financial services is a problem for many people living in poverty. It is why Hivos supports institutions that provide microcredit, known as microfinancing institutions or MFIs. These organisations enable poor and marginalised groups to set up businesses and to provide for themselves.

Hivos Triodos Fund

The most important instrument for support to MFIs is the Hivos Triodos Fund. This fund links Hivos' development expertise to the banking knowledge of Triodos Bank. The capital HTF has at its disposal comes from people's savings in their North-South accounts at Triodos Bank (see section 5.2). HTF celebrated its tenth anniversary in 2004. The fund's strong growth shows that increasingly, microfinancing is seen as an effective means of combating poverty. The United Nations have proclaimed 2005 the International Year of Microcredit. www.triodos.nl

Through the Hivos Triodos Fund, Hivos supported 47 microfinancing institutions with a total of 16.6 million euros last year. This is almost 37% more than in 2003. Fourteen MFIs received their first funds in 2004, for a total of nearly 8 million euros. Africa's share in the HTF portfolio has again risen compared to that of Latin America and Asia. The fund showed a positive result after deduction of provisions and exchange rate losses. The MFIs supported by HTF reached 1.6 million people, as compared to nearly 1 million in 2003. More information can be found in HTF's annual report for 2004.

Table 1 Activities in the field of Sustainable Economic Development 2004 *amounts in thousands of euros*

	Africa	Asia	Latin America	Southeast Europe	Worldwide	Netherlands	Total
Number of projects	127	86	134	5	31	17	400
Number of organisations	119	68	105	4	24	1	321
Expenditures	8,967	6,748	11,112	1,092	4,065	349	32,333
Of which cycled	461	0	2,549	0	500	0	3,510
Balance of expenditures 2004	8,506	6,748	8,563	1,092	3,565	349	28,823
Expenditures charged to co-financing programme	8,726	6,284	10,278	1,092	1,590	339	28,309
SED as percentage of total regional expenditures	45%	43%	60%	35%	60%	17%	49%

Table 2 Overview of credit portfolio Hivos and HTF 2004 *amounts in thousands of euros*

	End of 2002		End of 2003		End of 2004	
	Number	Amount	Number	Amount	Number	Amount
Africa	16	2,824	13	3,313	15	5,181
Asia	6	2,805	7	2,473	8	3,086
Latin America	28	7,016	29	6,859	26	8,360
Southeast Europe	0	0	1	200	1	400
Worldwide	1	125	1	125	-	-
Total	51	12,770	51	12,970	50	17,027*
Loans	42	9,714	34	8,042	35	10,300
of which trade financing	5	727	8	1,102	13	1,027
Holdings	8	2,931	9	3,859	10	5,201
Guarantees	1	125	2	225	4	1,488
Cumulative preference shares	-	-	1	39	1	38
	51	12,770	46	12,165	50	17,027

* This amount consists of 16.6 million euros from HTF and 0.4 million euros directly administered by Hivos.

In India, opportunities for foreign financial support to MFIs are restricted by law. For this reason HTF joined forces with the American Gray Ghost Investments and Indian investors in an initiative to set up a local financial structure. In the future, this Bellwether Microfinance Fund will provide loans and risk-bearing capital to beginning and promising MFIs. Until then, two MFIs (Spandana in Andhra Pradesh and Cashpor in Uttar Pradesh) have been given loans by ABN AMRO Bank in Mumbai after HTF had issued a credit guarantee for them.

Seed capital helps strengthen organisations

In addition to loans and participations, Hivos provides seed capital to beginning partners who do not yet meet the requirements of HTF. These funds give small and young financial institutions the means to grow into strong and self-supporting organisations. Eleven institutions in Africa, Asia – and for the first time Latin America – made use of this possibility in 2004. The provision of seed capital is part of the broader programme of organisational strengthening for MFIs, which also includes training courses, customised advice and help in setting up management information systems. Hivos spent more than 2.5 million euros on capacity building and training in 2004; this figure includes over 1 million euros in seed capital.

Support went to two new MFIs, PRODESA and Coop Maquita, in Nicaragua and Ecuador, each of which has around 15,000 clients. Other new partners are Moris Rasik (East Timor) and Ganesha (Indonesia), which primarily focus on women entrepreneurs. They reached around 11,000 women in 2004. In India, Hivos furnished a package of seed capital and training opportunities to Samuha, one of the few MFIs active in North Karnataka and whose target group primarily consists of poor and marginalised

women. Samuha, which furnished loans to 5,000 women last year, aims to expand its clientele to 25,000 in five years' time.

Women

Women in many countries have insufficient access to microfinancing. Hivos works hard to improve this situation. In early 2004 Hivos organised a workshop in Zambia to discuss research about the position of women within Zambian MFIs and their clientele. As a result of the recommendations, partner organisation Pride in 2004 more closely attuned its conditions for loans to the repayment possibilities for women. Thanks to these measures, the number of female clients increased. The organisation also appointed a number of women to management positions. AMIZ, the network of MFIs in Zambia, will organise a series of seminars in 2005 to tackle the problems observed. www.oneworldafrica.org/amiz

South African partner organisation SEF started a gender and HIV/AIDS project in cooperation with a local university. As the result of a training course on the prevention of HIV/AIDS, groups of women borrowers took action against domestic violence and rape and the way these are dealt with by police. Such actions helped strengthen the group's cohesion, by which the willingness to repay the group's loans increased as well. This meant group members could get higher loans, and so women were able to expand their individual companies. www.sef.co.za

In Central America, the network of microfinancing institutions REDCAMIF organised a second regional conference on microfinancing. More than 700 participants discussed possible strategies and instruments to improve the provision of microcredits. www.redcamif.org

Symposium

In cooperation with Triodos Bank, Hivos organised the symposium Taking risks and still obtaining credit in June. Former Minister of Social Affairs and Employment Willem Vermeend and director of Triodos Bank Peter Blom each addressed the symposium, which attracted 230 participants. Those in attendance gave the symposium 7 points out of 10; the Credit & AIDS workshop even received 9 out of 10.

4.1.2. PRODUCTION AND MARKETING: SUSTAINABLE AND SOCIAL

Low agricultural prices allow little room for improvement to social and environmental aspects of production. Better access to quality markets increases a person's chances of a higher and more stable income. Hivos therefore supports producers so that they can meet the criteria for these markets set by Fair Trade, organic certificates, and Utz Kapeh, a label with fixed social and environmental criteria for coffee producers that is being taken over by increasingly large companies. Once they meet the quality criteria, farmers are more certain of sales, they receive higher prices and they can guarantee the social and environmental quality of the production process. www.fairtrade.net www.utzkapeh.org

Production chains

Hivos' economic activities are based on analyses of complete production chains, including marketing. The analyses revolve around questions such as: who gets the added value, what market segments are there and where

do production and trade take place? In addition to the coffee chain, Hivos investigated the production chain for rice in 2004.

Coffee

Hivos is an active participant in the Coffee Coalition, a cooperative alliance that includes trade unions, the South North Federation, the Netherlands Association of World Shops and Oxfam Netherlands. The Coffee Coalition advocates fairer prices and improvement of social conditions for workers in the coffee production chain. Quality labels such as Max Havelaar and Utz Kapeh can be instrumental in achieving this. Hivos has become involved in this campaign at the request of coffee producers, coffee traders and certifying organisations. Together with the Coffee Coalition, Hivos put pressure on the large coffee companies to process more certified coffee. With success. Of the total amount of coffee purchased last year by Douwe Egberts/Sara Lee, 4% was certified by Utz Kapeh. For the Ahold Coffee Company, that produces the Ahold house brand, this figure was even 100%. Starting from January 2005, the supermarket chain C1000 will also purchase only coffee with Utz Kapeh certification for its house brand. www.koffiecoalitie.nl

Encouraged by these campaign results, Hivos, Solidaridad and DOEN Foundation set up the Coffee Support Network, which will carry out an ambitious programme to increase the production of Utz Kapeh coffee by the cooperatives involved. The object of this programme is to satisfy the increased demand for this coffee. Sales in 2004 increased by 50% (21,300 tonnes) compared to the previous year. This means a considerable rise in income for the producers. Production is expected to show an annual increase of 20%. www.solidaridad.nl www.doen.nl

In El Salvador and Nicaragua, more than 14,000 people gained access to new markets for quality coffee. In Guatemala and Costa Rica, more than 70,000 people saw prospects of a better income because they were eligible for certification for various quality labels. In Uganda, their number was 10,000.

Certification is not cheap. Economically, the farmers in the coffee cooperatives are generally not the strongest. Hivos partner organisations such as Mayacert and Eco-Logica in Latin America always make sure that producers can be certified for several certificates at the same time, thus keeping costs down. In Peru, this worked with all coffee cooperatives that were supported by Hivos in 2004. www.mayacert.com www.eco-logica.com

Rainforest Trading, Peru

Rainforest Trading is a coffee export company in which coffee cooperatives are the shareholders. It was founded to give small cooperatives from all over Peru access to the world market. In 2004 Rainforest Trading was composed of around 35 cooperatives and associations representing some 10,000 small-scale producers, as well as a number of commercial enterprises.

Rainforest Trading supplies to several quality markets, such as Utz Kapeh, Fair Trade and the organic coffee market. The coffee is sold for higher prices than those on the world market. Last year the average price paid on the world market for a 60-kilo bag of ordinary coffee was 65 US dollars. Rainforest Trading sold its Utz Kapeh coffee for 73 dollars a bag, the Fair Trade coffee for 130 dollars and the organic coffee for 160 dollars.

The company is building its own coffee processing plant, which is to process some 1.3 million kilos of coffee in 2006.

Rainforest Trading is also involved in a regional development initiative in which cooperatives work together with an agricultural bank and the government. Producers, including those of products such as cocoa and jute, can rely on a total package of training, micro-financing and technical support.

Hivos supports Rainforest Trading with 33,500 euros a year. In addition, the Hivos Triodos Fund made almost ten times that amount available in the form of trade financing in 2004.

www.rainforestrading.com

Rice

There is a good-sized market for rice that satisfies social, environmental and product criteria. Rice farmers can increase their income by catering to this demand. In 2004 Hivos helped small-scale rice producers in Sri Lanka and Indonesia to improve both the quality of their rice and that of their production process. In this context, Hivos organised an international workshop on this topic in Sri Lanka. The rice production chain was analysed in detail. A similar workshop in Indonesia concentrated on improving production technology. An important finding was that many producers need help in setting up an internal quality control system. Such a system is one of the conditions for farmers to meet the certification requirements for organic or Fair Trade rice. In Sri Lanka, with the support of Hivos, the Movement for the Protection of Indigenous Seeds (MPIS) organised a workshop for some 50 NGOs on the production of high quality sowing seed, lobbying to change government policy and marketing. Many producers find selling rice locally to be a problem. Hivos therefore will hold a regional training programme on this theme in 2005. A platform for information exchange and knowledge sharing has also been set up via internet (Dgroup: see section 4.6) on the rice chain.

Marketing

In practice, poor farmers are often unable to sell their products or to do so well. This is often the biggest obstacle to a better income. Hivos therefore places great emphasis on marketing. In Nicaragua, Hivos' support to two cooperatives of small coffee farmers (Prodecoop and CECOCAFEN) in 2004 led to the introduction of their own new brand of organic coffee for the national and regional markets. In Uganda, Hivos organised a workshop

on marketing for 24 organisations from five different African countries. The participants learned about methods to gain market access, as well as access to a virtual network for information exchange and knowledge sharing (see section 4.6).

www.cooperativecoffee.com/producers/cecocafen

In most countries where Hivos works, stimulating organic production and broadening social support for it are elements of its policy. In East Africa, for example, Hivos helped to set up national associations of organic producers. In 2004, Hivos commissioned an evaluation of partner organisations in East Africa that provide agricultural training. This showed that around half of them are able to provide specific, good-quality training in organic farming. The same number can help clients gain access to the organic market. As a result, half of the producers who had completed training were able to sell their products on the market. Hivos will therefore continue to support training organisations. It can sometimes take a long time before producers receive payment for products they export. For this reason, poorer groups are often forced to sell their products to distributors or middlemen, who pay cash, but offer lower prices. The Hivos Triodos Fund has set up a pre-financing mechanism that enables cooperatives to pay small producers immediately. This trade financing was used by cooperatives, companies and NGOs in Africa (cotton, grapes and herbs), Latin America (coffee and cocoa) and Indonesia (coffee). Over one million euros in loans was placed in 2004. All of them were repaid according to plan.

4.1.3. ENVIRONMENT: BASIC TO SUSTAINABLE PRODUCTION

Genetic engineering and biosafety

Often, genetically modified products are introduced without sufficient attention to the risks this may involve. In recent years Hivos has supported a campaign to focus attention on these adverse developments and to advocate more effective legislation. In the Netherlands this campaign enters its final year in 2005.

With support from Hivos partner organisations, farmers and consumer organisations in the South stood up against the production of genetically modified organisms (GMOs). Partly under this pressure, the governments of Thailand, Costa Rica, Ecuador and Zambia instituted or maintained their prohibition on GMO products. Several countries, such as Bolivia and Peru, introduced strict legislation in this area. The legislation in South Africa was also tightened following legal steps taken by Hivos partner Biowatch against the introduction of genetically manipulated maize.

www.biowatch.org.za

In India, partner organisation Thanal organised the Save our Rice campaign, with more than one hundred organisations participating. The campaign is targeted against the use of genetically modified organisms in the cultivation of rice. With mass protests, Indian farmers forced a seed producer to compensate the heavy losses they had suffered as a result of low yields from genetically modified varieties. www.thanal.org

In a number of countries Hivos partners were also able to influence policy through political lobbying. In Uganda, Acode and Nogamu organised a workshop comparing organic farming to agriculture based on genetically manipulated crops from the perspective of food safety. This resulted in the institution of a committee in which both organisations are represented that will advise the government about organic farming policy. In Costa Rica, environmental protection organisation Fecon ensured that representatives of civil society could join the Technical National Committee for Biosafety.

www.acode-u.org www.feconcr.org

Campaign 'WTO: keep your hands off my plate!'

In the Netherlands, Hivos and Friends of the Earth Netherlands supported a campaign called 'WTO: keep your hands off my plate!'. The reason behind this was the complaint lodged with the World Trade Organisation (WTO) by the US, Canada and Argentina against the EU because it does not allow genetically modified organisms to enter its territory. This case is of great importance for developing countries: If the WTO decides against the EU, these countries will no longer be able to keep GMO products out. The WTO had not yet given its decision at the end of 2004. In the Netherlands, 36,500 signatures were collected and presented to the WTO. There were also a few publications in the press. An informative campaign that visited seven cities was rather less successful: the turnout of the public was below expectations. In the context of the WTO campaign, Hivos partner Navdanya from India organised a meeting to support the European stand-point during the WTO ministerial conference in Cancun.

Sawit Watch, Indonesia

Palm oil is of increasing importance for the Indonesian economy. However, large-scale palm oil plantations expand at the expense of the small farmers. This led to the founding of Sawit Watch in 2003. This Hivos partner organisation, that unites 100 affected communities, instituted a large number of lawsuits concerning the violation of land rights. As a result, more than 500 families were given back their land in 2004. Sawit Watch, which started as an action group, has developed into an important discussion partner. This was clearly demonstrated when the organisation was asked to join a working group of the Roundtable on Sustainable Palm Oil organised by Unilever. By participating in these meetings, Sawit Watch is in a position to make proposals for social and environmental requirements on the basis of its members' experiences.

Hivos supported Sawit Watch with 30,000 euros in 2004.

www.sawitwatch.org

Energy for Development

One-third of the world population does not have access to an adequate energy supply. At the request of the Ministry of Spatial Planning, Housing and the Environment, Hivos and The Netherlands Society for Nature and Environment organised two conferences on Energy for Development, one for Dutch and one for international NGOs, on development and the environment. These meetings took place just before an EU ministerial conference on this topic.

The participants in the Dutch Energy for Development conference decided to work together towards energy conservation and sustainable energy production. They also decided to investigate whether partners in developing countries could be eligible for the Clean Development Mechanism of the World Convention on Climate Change.

The international conference published a position paper, which was subsequently adopted as an official document by the EU energy ministers. The ministers adopted a number of themes from the public organisations, such as the need for participative planning, better access to energy for poor groups and the use of sustainable sources of energy. Still today, 96% of investments made in energy go to non-sustainable forms. Putting an end to the public financing of energy from fossil fuels, did not turn out to be feasible.

In the next few years Hivos will look for partner organisations, funds and partnerships focusing on energy supply to poor groups. www.snm.nl

Biodiversity Fund

Hivos and Oxfam Netherlands jointly manage the Biodiversity Fund (BDF), which has received grants in recent years from the environmental programme of the Ministry of Foreign Affairs' Environment and Development Department. In view of the positive results, the ministry has decided to subsidise the project for another four years. It is not yet clear what organisation will act as manager.

In 2004 the BDF provided 2 million euros in grants to eighteen environmental organisations operating at the regional or global operations were given support. The activities of these organisations helped limit the development and use of genetically modified organisms. They also had an effect on the sustainable management of forests (certified by the Forest Stewardship Council), the use of pesticides and the marketing of sustainable products. The Marine Stewardship Council received support to enable small-scale fishing operations to meet the requirements for sustainable production. BDF also supported attempts toward harmonisation of certification requirements for various social and environmental standards of sustainable agricultural production. This will make it easier and cheaper for small-scale producers to gain access to quality markets for sustainable products. www.msc.org

Centro Humboldt, Nicaragua

The Nicaraguan environmental organisation Centro Humboldt, member of Friends of the Earth International and Hivos partner, carried out a successful campaign in 2004 against the use of certain pesticides. The government prohibited the use of five agents and curbed the use of seven others. Centro Humboldt also ensured that oil company Texaco had to pay compensation after a fuel leak, that a mining project in the Rio San Juan basin was stopped and that two textile-manufacturing plants were temporarily shut down because they did not meet environmental regulations for the shop floor or for the removal of waste products. In addition Centro Humboldt managed to place the issue of biosafety on the national agenda and it laid the foundation for a more critical approach to genetically modified crops all over Central America.

Hivos supported Centro Humboldt with 99,000 euros in 2004.

www.humboldt.org.ni

4.2. CULTURE AND THE ARTS

Hivos supports cultural and artistic expressions that contribute to democratisation and pluriformity. This is done by stimulating local productions in the fields of visual arts, theatre, film, literature and media art, promoting their further dissemination, setting up exchange projects and strengthening the cultural sector.

Towards a broader public

Many culture partners have their headquarters in the large cities, where the largest part of their audience lives as well. Shows outside the cities generally entail many extra costs. The facilities for presentation and showing in rural areas are usually limited. Hivos therefore decided to give extra attention in 2004 to partners who organise cultural activities in several

places in the country. A good example is esArt in Bolivia, which organised a travelling exhibit of the work of 20 local visual artists to four towns in northern Bolivia, directly followed by a concluding exhibit in the capital city, La Paz.

In South Africa, partner organisation Film Resource Unit organised film showings in various townships all over the country. Hivos also supported 17 public festivals on the three continents, including the Zanzibar International Film Festival in Tanzania, the Poetry Festival of Medellín in Colombia and the Prithvi Theatre Festival in Mumbai (Bombay), India.

www.prithvitheatre.org

Diversity of cultural expressions

In Bolivia, Hivos financed the travel costs of native Indian participants from various parts of the country to the fifth baroque festival Festival

Table 3 Overview of Hivos Culture Fund portfolio *amounts in thousands of euros*

	2002		2003		2004		of which co-financing funds
	Number	Amount	Number	Amount	Number	Amount	
Africa	25	1,068	30	1,573	26	1,422	1,352
Asia	24	877	31	1,096	30	1,134	1,134
Latin America	44	1,179	45	1,161	34	929	927
Southeast Europe	2	57	2	106	2	140	140
Worldwide	4	282	9	641	4	281	281
Netherlands					1	178	178
Total	99	3,463	117	4,577	97	4,084	4,012

Misiones de Chiquitos. This festival has built up an international reputation. For an international audience, the Bolivian participants performed a number of late-seventeenth century scores that were found on mission posts in the Amazon region of Bolivia. The concerts were given in the cathedrals of Santa Cruz and the former mission posts of Chiquitos, Moxos and Guarayos. www.festivalesapac.com/apac.htm

Increasingly, diversity in cultural and artistic expressions is threatened by the grip of large media conglomerates on the production of films, books and music. Hivos therefore lobbied against the Dutch position in the debate on the UNESCO Convention for Cultural Diversity. Together with the Dutch artists' trade union FNV-Kiem, a lobbying and information campaign was set up to reach civil servants and MPs who work in the fields affected by the convention such as Economic Affairs, Foreign Affairs and Education, Culture and Science.

Specialists stressed the fact that measures to protect the cultural sector (including the media) are of fundamental importance to maintain plurality, both in the Netherlands and in developing countries. With the same team of experts, Hivos organised a workshop for Dutch art world professionals on the theme of Culture and Development at the Dutch Social Forum in the Beurs van Berlage in Amsterdam.

www.fnv-kiem.nl www.sociaalforum.nl

Literature

In November Hivos organised a conference in Nairobi for writers' organisations in Eastern and Southern Africa. African publishers and other specialists from the book sector took part. Themes discussed were promoting a reading culture in Africa, freedom of speech, developing the talent

of women writers, copyrights, marketing strategies and the use of ICT. From the knowledge and experience of the experts present and through exchange with colleague organisations, participants received important input to help them set up a more effective publication policy.

Women in art

The culture sector is yet another place where explicit attention to gender issues is often lacking. Sometimes the idea of equality of men and women even encounters resistance. In December Hivos therefore organised a workshop with eight Indonesian partner organisations on the integration of a gender perspective into their organisation and their work. A presentation on gender inequality in the Dutch culture sector on the basis of a study by the Dutch Theatre Institute proved particularly effective. Hivos will continue to urge culture partners to pay explicit attention to the position of women artists and female audiences.

Film and theatre

Filmmakers in Southern Africa encounter major obstacles in trying to find financing for their films. For this reason Hivos has studied how a local film fund might be created. This led to collaboration with the film-marketing organisation Sithengi, and the two organisations set up the Hivos/Sithengi film fund. The fund finances the development and production of short films, documentaries and feature films in the region.

www.sithengi.co.za/fund

In 2004 a programme evaluation was conducted of the performance of film partners and the effect of Hivos interventions in Asia and Southeast Europe. As a result of the study, a long-term relationship was concluded

with ScriptNet in Sri Lanka. Another outcome was that Hivos will continue to work with the Jakarta Film festival JIFFEST and will put a considerable contribution towards guaranteeing continuity for the festival. However, the evaluation proved to be less useful as an impetus towards the formulation of a new strategy. Hivos' intention to write a policy memorandum for the film sector has therefore been postponed to the second half of 2005. Cinergia, a film fund for Central America and Cuba, was launched in 2004 with support from Hivos. The fund presented the first prizes (24 in all) in the categories of script, short films, product development, opera prima and scholarships for further film study.

www.cinergia.org

In 2004 a theatre company in Costa Rica performed *La Casa de Atrás*, based on *The Diary of Anne Frank*, sponsored by Hivos and the Dutch Embassy in San José. The play will tour Central America in 2005; it is also a part of the campaign against racism and genocide in Guatemala, in collaboration with the Anne Frank Foundation.

Renewal

Last year Hivos commissioned studies of the culture sector in Ecuador and Indonesia so as to increase the effectiveness of its support to local initiatives. The Ecuador study yielded a good analysis of the various art disciplines and will be reworked into a publication for the general public. On the basis of the study, a few new partners will be identified to replace existing contacts for the years to come.

The Indonesia study led to the financing of a new partner, LAKLAK in Sumatra. This organisation, an innovative basis for artists, aims at high-quality,

nationally and internationally oriented cultural activities in the various artistic disciplines (music, film, dance and poetry) and organises general interest activities with a fairly broad reach. The study also led to the identification of more new initiatives in Sumatra. This is part of Hivos' aim to support more cultural initiatives in areas outside Java, even if many groups there are less well organised.

Hivos NCDO Culture Fund

An important development within the culture sector was the founding of the Hivos NCDO Culture Fund. Hivos and NCDO signed the founding covenant on 20 December. The culture fund will provide joint support to initiatives in the Netherlands that give scope to visions and artistic expressions from non-Western cultures. By combining forces, the two organisations can work more efficiently, which will mean considerable savings on resources. Their cooperation will also make things easier for applicant organisations, because they will no longer need to complete two applications and write two reports.

The Hivos NCDO Culture Fund is aimed at Dutch cultural organisations that promote cultural productions in the South and perform these productions in the Netherlands. Hivos will act as fund manager.

www.hivosncdocultuurfonds.nl

Theertha International Association, Sri Lanka

In addition to its many traditional cultural forms, Sri Lanka also has a dynamic contemporary art sector. Many Sri Lankan artists have contacts in Asia and beyond. But in Sri Lanka itself, these artists and their work are little known outside the capital city, Colombo. Theertha International Association, founded in 2000 at the initiative of Sri Lankan visual artists, wants to promote exchange between artists and their audiences, both in their own country and outside its borders. Theertha is one of the driving forces behind the Contemporary Asian Artists Initiative (CAAI), with representatives of artist groups from India, Pakistan, Bangladesh and Sri Lanka.

In Sri Lanka, Theertha organises exhibits in the Tamil regions, where access is difficult, and publishes catalogues, essays and articles in the two national languages, Tamil and Sinhalese. In 2004 Hivos lent its support to the organisation of an exhibit for the reopening of the public library in Jaffna, which was burned down by extremists in 1980. More than sixty paintings, sculptures and installations by 27 artists were shown, the result of long-standing cooperation between artists from Jaffna and Colombo. The object was to encourage an exchange between them, sharing their knowledge and experiences as artists, but also as people who grew up in a chaotic and hostile environment.

At the end of 2004 Theertha immediately sent volunteers to the relief camps for the tsunami victims in Matara, where they spend time drawing with children and showing films.

Hivos made available 45,000 euros to Theertha in 2004.

www.theertha.org

4.3. HUMAN RIGHTS

Democratisation, the rights of poor and marginalised groups, and tackling the underlying causes of human rights violations (such as impunity and lawlessness, corruption and lack of knowledge about human rights) are the basic priorities of Hivos' support to organisations whose focus is human rights.

Democratisation

Hivos strives to promote democratic relations. In this context public organisations are supported that work for democratisation and free elections.

Iraq

Hivos started a small-scale programme to support the emerging Iraqi civil society in 2004. Contributions went (among others) to an autonomous newspaper in Kurdish northern Iraq, a student group for human rights in Baghdad and a women's organisation.

As from November, these groups devoted themselves to the elections of January 2005. Much of their work was aimed at informing voters. Women were emphatically urged to vote and to make their own choices in this respect. Hivos also supported a number of cultural initiatives, a website for small and medium-sized enterprises and a group of doctors who provide urgently needed training to medical staff about AIDS and other sexually transmitted diseases. groetenuitbaghdad.web-log.nl

Malawi

In Malawi, Hivos partners were actively involved in information campaigns in rural areas about the elections. These campaigns certainly helped achieve a high turnout for the elections. The Hivos regional office in Zimbabwe supported missions of observers and also took part in them.

Election Observatory in Southern Africa

Together with the Netherlands Institute for Southern Africa (NiZA) and the African partner organisations Electoral Institute of Southern Africa (EISA),

Table 4 Activities in the field of Human Rights 2004 *amounts in thousands of euros*

	Africa	Asia	Latin America	Southeast Europe	Worldwide	Netherlands	Total
Number of projects	50	61	36	5	13	33	198
Number of organisations	43	47	30	5	7	2	134
Expenditures	2,857	3,700	2,191	1,412	904	615	11,679
of which co-financing funds	2,832	2,950	1,645	1,052	662	568	9,709
Human rights as percentage of total regional expenditures	14%	24%	12%	45%	13%	30%	18%

Media Institute for Southern Africa (MISA) and Open Society Institute South Africa (OSISA), Hivos set up an election observatory in 2004 intended for all member states of the SADC, the alliance of countries in southern and eastern Africa. The goal is to hold the governments involved to their promise to guarantee free and fair elections. The SADC has developed various instruments and guidelines for this purpose; however, not all member states abide by them. In Zimbabwe for instance, there is no longer any such thing as a free press and the opposition is obstructed in carrying out election campaigns. Together with public organisations, strategies will be developed to urge governments to adhere to the guidelines.

The alliance with NiZA will be formalised in 2005 in a partnership agreement. NiZA partners in the region can also call upon the Hivos regional office in Harare for support to their AIDS workplace policy. In the Netherlands, Hivos and NiZA work together in the field of public information, lobbying and information provision. www.niza.nl

Campaign for Human Rights Activists

Since 2003 Hivos and Amnesty International have been campaigning for the protection of activists in the field of human rights. A huge success was achieved in June 2004 when, thanks in part to the joint lobbying activities and recommendations of Hivos and Amnesty International, the European Union adopted a policy to protect human rights activists. From now on the EU will carefully follow the situation of human rights activists, and EU missions will contact local activists sooner. If they are threatened, European representatives will try to lend assistance by asking governments for clarification and making public statements about each case.

Human Rights Discussion Forum

At the end of the Dutch EU Presidency, the Netherlands devoted the Human Rights Discussion Forum to the protection of human rights activists. Hivos took active part in the preparations and put together a 'toolbox' which will help EU diplomats to better protect local human rights activists. A revised version of the toolbox will be included in a manual for EU missions in 2005. Hivos and Amnesty International Netherlands also gave a workshop, and human rights activists from Hivos partner organisations in Zimbabwe and Guatemala held lectures.

IRAN: NGOS AGAINST THE FLOW

At the beginning of 2004 Hivos decided to start a programme in Iran. During the first year Hivos studied how progressive and independent NGO activists and journalists in Iran could be supported without endangering their position and their personal safety. Conservative forces obtained a majority in the Iranian parliament (the Majlis) in 2004 in a dubious manner. Since then, repression of progressive groups has been on the rise. Critical journalists, webloggers and NGO activists are suspected simply on account of their presumed support of political reformers. This is expected to worsen in the run-up to the presidential elections of 2005. Contact with foreign organisations such as Hivos makes them doubly suspect. Repression and intimidation of NGO activists seriously affects the work of Hivos in Iran.

In Iran, Hivos concentrates on three themes: human rights and freedom of speech, gender equality and civil society building and strengthening. A number of NGOs receive direct support. Hivos also supports training and exchange projects. This allows civil society in Iran to break out of its isolation and to learn from foreign NGOs. In practice, it has proven impossible to provide support to independent NGOs that propagate and defend human rights.

More successful was promoting the participation of Iranian women's organisations in the Beijing+10 process, the evaluation of policy to improve the position of women after the World Conference on Women of 1995 (see chapter 3.5). In July 2004, Hivos made it possible for four Iranian NGO activists to participate in a Beijing+10 conference in Bangkok. Two months later, Hivos, the Iran Civil Society Organisations Training and Research Centre (ICTRC) and a steering committee of prominent Iranian women's rights activists organised an expert meeting in Teheran on the Beijing+10 process in Iran. Ten experts from various parts of the world shared their knowledge and ideas with NGOs from all over Iran. Shortly after this expert meeting two Iranian participants were arrested and detained for months: journalist and women's rights activist Mahbubeh Abbasgholizadeh for her statements in Bangkok on the position of women in Iran and ICTRC staff member Omid Memarian on account of his weblog activities. The arrests formed a serious obstacle to a follow-up to the expert meeting. www.irancsos.net

The most important activities in building up and strengthening civil society in Iran are training projects and direct support to ICTRC. Support to the Iranian NGO Training Centre (NGOTC) was postponed for a number of months because the director was being held in detention. Together with the Dutch BBO, in December 2004 the Centre for Women's Studies (CWS) organised training courses in lobbying and advocacy; NGO activists, government representatives and MPs all took part. www.bbo.nl

In addition to these activities in Iran, Hivos supports initiatives in the Netherlands intended to increase the awareness of the Dutch public about the situation in Iran. In 2004, this included a number of conferences of Iran Future and a special issue on Iran of Eutopia magazine (see section 5.2). The Iranian winner of the Nobel Prize for Peace, Shireen Ebadi, paid a visit to Hivos in April.

Guatemala

The value of lobbying within the EU was proven when Hivos partners in Guatemala who had received threats could count on an effective reaction from the EU embassies. In that country, Hivos is an active participant in the Dutch platform against impunity, in which co-financing organisations and a number of other Dutch organisations take part. Hivos is responsible for the administrative management of the joint lobbying office in Guatemala and helps coordinate content. Under working agreements with the embassy, these activities are attuned to the policy of the Dutch government on this issue. In 2004 Hivos partner CALDH achieved a major success in the fight against impunity when the Inter-American Court for Human Rights pronounced the judgment that survivors of victims of the mass murder in Plan de Sanchez ought to receive compensation. The trial against members of the former military and political top is continually undermined by systematic delaying tactics within the machinery of government and by threats directed at witnesses, lawyers and police officers. www.caldh.org



'Stop Child Labour, school is the best place to work'

In 2003 Hivos started its advocacy campaign 'Stop child labour, school is the best place to work' at the request of Hivos partner MV Foundation from India. The campaign is conducted together with the Dutch teachers' union Algemene Onderwijsbond, the Netherlands Federation of Trade Unions FNV and the India Committee of the Netherlands. Hivos serves as coordinator. The goal of the campaign is to ensure that the abolition of child labour is included in strategies leading to universal education. Hivos is conducting the campaign at a European level together with the Alliance 2015 partners Concern (Ireland) and Deutsche Welthungerhilfe. One aspect of the campaign is educational activities, such as creative teaching packages and school competitions. The campaign has also reached policy makers, politicians and NGOs. Thanks in part to these efforts, campaign priorities were included in a resolution of the European Parliament, in a policy document of the ILO and in the lobbying activities of the Global Campaign for Education. In 2005, the European Parliament will appoint an observer for child labour and the Ministry of Foreign Affairs will set up a knowledge forum on child labour and education. www.mvfindia.org

In November, Hivos organised a conference on child labour in India together with the Netherlands Federation of Trade Unions FNV and MV Foundation. Participants included 100 development organisations and 50 trade unions from all over the world. The conference issued a declaration asking governments to make the necessary resources available so that all forms of child labour can be eradicated immediately.

Learning from the past: knowledge sharing in practice

As a follow-up to the successful campaign for the protection of human rights activists, Hivos started drawing up a report on 'lessons learned' at the end of 2004. The purpose of this activity, undertaken with the support of PSO, is to determine what parts of the campaign proved to be effective. Journalist Frans Bieckmann interviewed various actors who were involved in the campaign as participant or target group, including representatives of NGOs, the United Nations and government officials. Their different perspectives on the issue and the experiences gained during the joint campaign offered insight into the factors that can lead to a successful lobbying campaign.

The first 'lesson' was that it was more effective to directly address the government which currently held the EU Presidency, rather than going through the European organisations. For this reason, the lobby for human rights activists focused first on the Irish and then on the Dutch government in 2004. Another useful and necessary approach was the use of 'classic examples' that have already become good practice. Some Dutch embassies, for example, are highly effective in protecting human rights activists. The campaign can utilise these examples to encourage their application in other countries.

Hivos will use the outcomes of this history lesson to strengthen its knowledge of successful lobbying practices. The knowledge will also be shared with members of the PSO network and other interested NGOs. www.pso.nl

This year, extra attention was focused on the campaign 'Stop child labour, school is best place to work' with advertisements for the Tom Thumb child temp agency. The advertisements urged the public to put forward children aged from 5 to 14 for work. Visitors to the website quickly learned that there was no temp agency for children, but that there are still 250 million children working around the world. Many media gave coverage to this campaign and by the end of 2004, 38,000 people had signed the petition against child labour which will be presented to the European Commission and the European Parliament in 2005.

Rights of marginalised groups

Native peoples

In Bolivia, Hivos has supported native population groups for many years; this has been a major factor in the emergence of native organisations that are demanding an ever larger role in civil society. Emphasis in 2004 was on activities to guarantee that these native peoples can take part in the process of constitutional reform which will take place in 2006. In November, Hivos, together with the Danish Ibis, Netherlands Development Organisation SNV and Oxfam USA, started preparations for a study of critical success factors

in the support to native organisations in Bolivia and Peru. The actual study will be carried out in 2005.

Homo rights

In Uganda, East African Hivos partners in the area of homosexual rights held a workshop on HIV/AIDS and human rights. The object was to increase their knowledge of these subjects and to formulate a strategy in both fields. The Ugandan government lodged a protest against the meeting, declaring that homosexuality was illegal in Uganda. Attention for sexual rights continues to be sorely needed.

In Ecuador and Southeast Europe, Hivos and Dutch homosexual organisation COC provided advice and training to Gay, Lesbian, Bisexual and Transsexual (GLBT) organisations. A study was done of ways to improve the position of lesbian women within South American GLBT organisations. The results will be converted into policy in 2005.

4.4. HIV/AIDS

Hivos regards AIDS as a human rights and development issue and thus as a matter that surpasses the domain of health care. Hivos supports organisations that stand up for the rights of people with HIV/AIDS and that promote their full-fledged participation in society. This applies in particular to organisations that lobby nationally and internationally for optimal information provision, prevention and treatment in the South.

In 2004, just as in the previous year, Hivos supported many partner organisations that focus both on HIV/AIDS prevention among specific target groups (such as youth, women, sexual minorities and sex workers) and on lobbying & advocacy. This lobby is often concentrated on access to care and treatment for people with HIV/AIDS and on observance of the human rights of people with HIV/AIDS. Hivos also supported the treatment programmes of a number of partner organisations.

Table 5 Activities in the field of AIDS 2004 *amounts in thousands of euros*

	Africa	Asia	Latin America	Southeast Europe	Worldwide	Netherlands	Total
Number of projects	37	11	24	1	4	6	83
Number of organisations	35	11	23	1	4	2	76
Expenditures	2,439	639	1,336	108	172	201	4,895
Of which charged to co-financing programme	2,064	515	1,006	0	160	201	3,946
AIDS as percentage of total regional expenditures	12%	4%	7%	3%	3%	10%	7%

CEJIS: STRUGGLE FOR LAND AND CONTROL

"If we look at the circumstances in Bolivia right now, it is obviously more than ever the moment to work towards the establishment of true democracy and justice. We are convinced of it."

Carlos Romero Bonifaz (37), lawyer and director of CEJIS

More than half of the Bolivian population is of native origin. Although the native peoples have traditionally held land, they have no certainty about their ownership rights. They are often excluded from the political decision making on these matters. The Centre for Legal Studies and Social Research (Centro de Estudios Jurídicos e Investigación Social; CEJIS) finds this situation unacceptable. Since its founding in 1978 this organisation has made great efforts for human rights and democracy. From the beginning, this brought CEJIS into conflict with vested interests and corrupt government institutions.

Five years ago CEJIS and the native organisations started out on an immense undertaking to have the rights of the native population in the eastern and northern regions of Bolivia recognised in full. The organisation lobbied for national legislation that would regulate the distribution of jointly held land among the various native groups. With the help of satellite photos, CEJIS managed to prove convincingly in 2004 that land was occupied by third parties. These were primarily large-scale cattle breeders and other companies that tried to press home their claims by deforesting land, surrounding it with barbed wire and letting their cattle graze there. But the satellite pictures showed that these practices were of recent date. Together with native organisations, CEJIS also drew up a proposal in 2004 in relation to the reform of the Bolivian constitution. CEJIS works for the participation of the native population in the process of constitutional reform.

Early in 2005 the CEJIS office in the northern Amazon region was attacked by armed assailants who were linked with local commercial and agricultural interests. The attack made it clear that CEJIS' work for the interests of the native population will not be simple in the future.

Hivos supports CEJIS with a total of 600,000 euros, the majority of which is funded by the European Union.

www.hri.ca/partners/cejis

AIDS and working environment

The 'mainstreaming' of AIDS was also high on Hivos' agenda for Africa in 2004. The Hivos regional office in southern Africa put much energy into the development of workplace prevention policies by partner organisations from all sectors. The workplace policy of the regional office served as a good example (best practice). Training courses were given last year on this point in Zimbabwe and Zambia. Mozambique and Malawi are on the list for 2005. As a target, Hivos had aimed at 30% of the partner organisations in Zimbabwe in 2004 implementing a workplace prevention policy. This objective was achieved.

AIDS and microfinancing

The AIDS epidemic places a heavy burden on the economic development of Africa. Microfinancing programmes that are successful elsewhere are held up in Africa by the deaths of large numbers of clients. Hivos therefore asks the microfinancing institutions (MFIs) that it supports in Africa to develop a specific policy for AIDS. Not without success. In 2004, more than 50% of the MFIs supported by Hivos in Africa had integrated an AIDS policy into their own policy. The target was 25%. A good example is the South African MFI Small Enterprise Foundation (SEF); in collaboration with the Rural AIDS and Development Action Research (RADAR), it developed a programme to raise awareness about AIDS among SEF's female clients. The result was that the women could talk more openly about issues related to sex. It also put them in a better position to bring up the use of condoms and tests for HIV infection. www.sef.co.za www.wits.ac.za/radar

Expert meeting

Together with Nijenrode University and Share-net (the network of Dutch organisations focusing on sexual health and AIDS) Hivos organised an expert meeting on microfinancing and AIDS in April. The purpose of the discussion meeting was to deepen understanding of the consequences of AIDS for economic development. There was special attention to the conditions that allow microfinancing to be effective even when AIDS is widespread. As a result of this meeting, Hivos delved deeper into the subject of microinsurance. A workshop will be organised on this topic for partner MFIs in 2005. www.share-net.nl

Integrated approach in Mozambique

Fighting AIDS is also one of the priorities of Alliance 2015, the network of European development organisations of which Hivos is a member. In Mozambique the Alliance 2015 partners are carrying out a joint programme in the province of Zambesi. The programme entails an efficient and integrated approach at the district level to provide public information, education, food safety and medical care and treatment for mother-to-child HIV infections. The programme was launched in mid-2004. As part of the programme, Hivos studies the impact of AIDS on women. In addition, AIDS toolkits are available for schools, and support is provided to local advocacy groups of people living with HIV/AIDS.

Is Asia a time bomb?

AIDS constitutes a growing problem in Asia as well, but there it is less visible. This is because the percentage of the population infected with HIV is low in comparison with some African countries. In absolute numbers,

however, it is about some four million people. Hivos therefore greatly expanded its activities in relation to HIV/AIDS in India in the past year. It now provides support to organisations that reach a broad section of the population, such as three new partner organisations in the poor federal state of Orissa, and to activities aimed at high-risk groups. Emphasis in the new partner organisations is on prevention activities aimed at poor communities and at homosexual, lesbian, bisexual and transsexual (GLBT) groups.

Access to treatment

Helping people living with HIV/AIDS gain access to treatment: this is the objective of Hivos partner organisation Treatment Action Campaign (TAC) in South Africa. The organisation, with a thousand members and a national reach, has booked important successes in this field in recent years, not the least of which was ensuring that cheaper medications became available for AIDS patients.

During 2004 TAC focused on closely following the government in relation to the distribution of anti-retroviral drugs. TAC now also receives contributions from donors. Together with TAC, Hivos organised donor meetings aimed at providing basket funding. www.tac.org.za

Hivos partner Agua Buena campaigns all over Latin America for access to treatment. Thanks in part to its cooperation with Alliance 2015 partner Ibis, the organisation further extended its action radius in 2004. In 2004, together with Hivos partner Vía Libre from Peru, Agua Buena prepared a conference on the theme of access to treatment. The conference is planned to take place in January 2005. www.aguabuena.org In Central America,

in cooperation with Alliance 2015 partners Ibis and DWHH, Hivos carried out research in Honduras, the country in the region where the epidemic has hit the hardest. Several Hivos partners in the region made a successful appeal to the Global Fund to Fight AIDS, Tuberculosis and Malaria.

STOP AIDS NOW!

Hivos was an active member of STOP AIDS NOW! again in 2004. This group of 4 co-financing organisations and SOA-AidsFonds Nederland works to achieve more and better AIDS prevention and treatment in the South. In the past year the participating organisations chose three areas in which they will work harder and more innovatively to fight AIDS. The first of these is mainstreaming attention to staff members with AIDS in the personnel policy of partners in the South. Second, STOP AIDS NOW! will focus on the alarming circumstances of AIDS orphans, a rapidly growing group particularly in Africa. The third priority is gender and AIDS. Women and girls still more often suffer from AIDS, and their numbers are growing faster than those of boys and men.

One of the reasons for this is the unequal balance of power between the sexes. Hivos is in charge of the work group on this theme within STOP AIDS NOW!. www.stopaidsnow.nl

Under the name of Dance4Life, STOP AIDS NOW! campaigned to make pupils more aware of the dangers of AIDS and other sexually transmitted diseases as well as to raise money for the fight against AIDS in Africa. In the Netherlands and South Africa, many thousands of pupils took part in the campaign, which culminated in a huge dance party held at the same time in Cape Town and in the Gelredome in Arnhem. In the Netherlands,

proceeds came to 1 million euros.

In Namibia, the Hivos regional office in Harare works with PharmAcces International on a project intended to improve treatment and care for AIDS patients, particularly in rural areas. In addition to the Red Cross, a number of Namibian companies are taking part as well. The financing comes from the National Postcode Lottery.

Symposium Homosexualities and HIV/AIDS: more than a question of rights

A highlight for Hivos was the conference in Amsterdam at the end of October on homosexualities and AIDS. One-fourth of the 300 participants came from thirty different countries, the rest from the Netherlands. They had very different professional backgrounds, ranging from judge to philosopher and from physician to musician and AIDS activist. The conference brought together a unique network in a forum in which Hivos and its partners – after some ten years of support to Gay, Lesbian, Bisexual and Transsexual (GLBT) organisations that work to combat AIDS – could exchange experiences. The event attracted great interest from the media that target homosexuals, lesbians, bisexuals and transsexuals. The conference was also the last large-scale activity at Hivos for Frans Mom, senior policy officer for AIDS and GLBT and a pioneer in the field of HIV/AIDS and development cooperation. He retired at the end of 2004.

Male sex workers in India

The Samabhavana Society in Mumbai, founded in 1999, wants to strengthen the position of male sex workers in India. This goes further than just protection against AIDS, since the high infection level among this group cannot be separated from their social position, which is so marginal that exploitation is a frequent occurrence. One important objective is therefore fighting the myths and taboos surrounding homosexuality and sex workers in India.

The Samabhavana Society aims at advocacy and awareness raising as well as at practical promotion of interests, such as access to health care. The organisation holds meetings, has developed websites in thirteen languages and has produced documentaries on homosexuality. It maintains contact with a large number of national and international NGOs. The organisation not only contributes to the Hivos goal of fighting AIDS, but also to policy to enable homosexual, lesbian, bisexual and transsexual (GLBT) groups to strengthen their position. Hivos supported the Samabhavana Society with an amount of 17,600 euros in 2004.

www.samabhavana.org

4.5. GENDER, WOMEN AND DEVELOPMENT

Hivos supports women's organisations that work for women's rights and that want to increase their participation in decision-making processes. Hivos also promotes gender equality within partner organisations and programmes and its integration in the policy of the other Hivos sectors (mainstreaming). The UN Convention on Women, the Cairo Action Programme and the Beijing Action Plan are important guidelines for partner organisations.

Evaluation of Beijing Action Plan

During the World Conference on Women in Beijing (1995) an action plan was formulated to improve the position of women in a large number of areas. In 2005 the United Nations will evaluate what has been realised of this action plan in ten years. Prior to the evaluation, Hivos partner organisations took part in regional NGO conferences on this theme. The conclusion was that governments have not kept their promises. The emphasis on 'gender mainstreaming' (integrating gender into general policy) has basically meant less attention and fewer resources for women and girls.

A certain amount of progress in the field of education and political participation is contrasted by stagnation or decline in the fields of health and HIV/AIDS, work and income and violence against women.

Hivos supported the development of the African Gender Development Index, an innovative instrument to follow and evaluate government efforts in relation to the Beijing Action Plan and other international and African agreements. The index was presented during the African Beijing+10 conference for NGOs in Addis Abeba.

www.uneca.org/beijingplus10/index.htm www.eassi.org

In Asia, Hivos financed the participation of fifteen women, six of them from Iran, in the Beijing+10 NGO conference in Bangkok. This conference with more than 700 women in attendance was important for the Iranian women's organisations to break out of their isolation. Together with Hivos they took the initiative for a conference in Iran a few months later. During this meeting twenty Iranian women's organisations shared their experiences with ten women with a long record of service in the women's

Table 6 Activities in the field of Gender, Women and Development 2004 *amounts in thousands of euros*

	Africa	Asia	Latin America	Southeast Europe	Worldwide	Netherlands	Total
Number of projects	47	50	57	5	9	6	228
Number of organisations	44	48	39	5	6	1	143
Expenditures	2,976	2,519	2,209	390	534	56	8,684
of which charged to co-financing programme	2,167	2,519	2,199	390	534	56	7,865
Gender, women and development as percentage							
of total regional expenditures	15%	16%	12%	6%	8%	3%	13%

movements of Asia, the Middle East or worldwide. Thanks to the conference, the Iranian women's movement could strengthen its international network and a dialogue was started between secular and Islamic women's organisations in Iran. Violence against women was made an action priority for the future (see also the box 'Iran', section 4.3).

www.apwld.org www.irancsos.net

Time for action!, Netherlands Beijing+10

In the Netherlands, Hivos was one of the initiators of Time for action!, Netherlands Beijing+10, a coordination initiative of more than forty organisations. The group wrote the Dutch NGO shadow report on how the Beijing Action Plan is being implemented by the Dutch government. The report was presented at a conference with over 650 participants held in Utrecht on 15 January 2005. www.beijing10.nl

Gender and economy

Microfinancing institutions are often insufficiently aware of the need to offer products and services geared to the need of women. Following a study on this topic, the Zambian microfinancing institution Pride developed an insurance policy that pays a benefit upon illness and death and that is specially for women. Women often look after family members who are ill. Other partner organisations too have committed themselves to develop a gender policy.

In India, partner organisation Spandana provided microcredits to more than 240,000 women in Andhra Pradesh. Some 54,000 women in Uttar Pradesh received loans through Cashpor. A special initiative is the project

of the Co-operative Development Foundation (CDF). This partner organisation set up two dairy cooperatives with – unique for India – female members only. Some 8,500 women are now organised in 67 cooperatives. The women have received loans for the purchase of cows and buffalos. The milk they give is processed in a dairy factory which they have set up jointly with a capacity of 18,000 litres of milk each day.

Last year, Hivos and four Latin American partner organisations in micro-financing and sustainable forestry and agriculture made agreements to improve their gender policy. They will get help from external experts to realise this.

Within coffee production, Hivos looked for ways to explicitly include the position of women in the certification process for quality certificates and in developing internal quality systems. One reason this is needed is because many women work on a temporary basis, which means that their working conditions are not always counted in certification inspections. Moreover, women are faced with specific problems that are not registered using the existing criteria, such as sexual intimidation. In cooperation with experts, Hivos therefore started setting up a training programme in 2004. The training, aimed both at coffee farmers and at the inspectors who monitor the social standards, will start off in the Coffee Support Network in 2005 (see section 4.1).

GENDER LINKS

"In Beijing we acknowledged that the gap between de jure and de facto equality is nowhere so conspicuous as in the field of decision-making. We recognised that equal representation of women in decision making is not a God-given right. It is inherent in good governance."

Gertrude Mongella, secretary-general of the Beijing conference, now President of the Pan-African Parliament

Gender Links (GL) aims to promote gender equality in southern Africa by means of both old and new media. GL conducts research about the position of women in the media and develops training material for training centres for journalists, among others. Gender Links also disseminates knowledge and information via a website and trains women activists and female politicians in communication and media skills.

Together with Hivos partner Media Institute of Southern Africa (MISA), GL conducted research about gender inequality in the media in 2004. After analysing 25,000 news reports in 12 countries, they found that women were the source of the news in only 17% of the cases. The voice of men was dominant in 'hard' news on economy, politics, sports and even violence against women. Female politicians spent less time speaking than their numbers in Parliament would justify. With reference to these results, GL and MISA last year organised the first Gender and Media Summit in Johannesburg, attended by 184 people from 19 countries. The conference led to the founding of the Gender and Media Southern Africa Network, which will organise a media campaign on violence against women with HIV/AIDS.

With the book *Ring up the Changes* Gender Links demonstrated that a greater proportion of women in politics contributes to better administration in southern Africa. Female politicians are catalysts for social change and for a different attitude on the part of their male colleagues towards emancipation and gender issues.

Hivos has supported Gender Links since 2002 with an annual contribution of 42,000 euros.

www.genderlinks.org.za www.misa.org.za

Reproductive and sexual rights

In 2003 Hivos was instrumental in the founding of the Coalition of African Lesbians. In order to strengthen the organisation, in 2004 women from all over Africa joined in a training programme in Namibia organised by Hivos partner Rainbow Project. Hivos brought about an exchange with Asian lesbians.

In India, Hivos financed research about the urgent theme of gender-related abortions and female infanticide. Two meetings for the media led to publications in prominent newspapers and television programmes.

In Latin America, reproductive and sexual rights of women are under pressure because of the negative influence of religious fundamentalist groups. At Hivos' initiative, partner Católicas por el Derecho a Decidir organised a conference on this, joined by 50 organisations from 15 countries. In addition, Hivos contributes to the campaign to conclude a convention on reproductive and sexual rights in Latin America with 430 participating organisations from 21 countries. There was positive news from Nicaragua: there a number of Hivos partners managed to stop a change for the worse in abortion legislation. Thanks to them, and despite considerable pressure from the Catholic church, medically supervised abortion is still legal.

www.catolicasporelderechoadecidir.org www.convencion.org.uy

Also in Latin America, Hivos studied the position towards lesbian women adopted by partner organisations that aim at homosexuals and people with HIV/AIDS. These organisations primarily focus on men. A conference for lesbian women in Central America to make a change to this is currently in preparation.

Violence against women

At the request of Hivos partners in Kazakhstan and Kirghizia, the Haagenlanden police force trained some forty police officers in the role of the police in combating violence against women, reception of victims, dealing with offenders and working with women's organisations. In Kazakhstan this led to a pilot project with joint teams for professional assistance to victims, offenders and children. A follow-up meeting is planned in Kyrgyzstan.

www.diamond-association.org

Hivos did a study about trafficking in women in Southeast Europe and Asia. Hivos most emphatically places trafficking in women in a human rights perspective, in contrast to a number of Scandinavian and North American donors with a one-sided focus on abolishing prostitution. Hivos does not see this as the objective.

In Nicaragua, partner organisation CEPREV took the initiative to found a broad cooperative alliance against domestic violence. As a result of the campaign on this theme, the Ministry of Family Affairs and the national police developed plans of action to draw up prevention models and define the responsibilities of the organisations involved. In Belize, Hivos supported new partner organisation WIN. This partner organised a large-scale manifestation in the streets of Belize City on the international day against violence against women.

Programme evaluation of women's organisations and civil society building

In 2004 Hivos, Cordaid and ICCO completed their joint programme evaluation about the role of women's organisations in civil society building

in Kenya, Zimbabwe and South Africa. The evaluation was positive about Hivos' explicit gender policy, financial and non-financial support to women's organisations and to the internal gender expertise. However, the study contained a recommendation to make gender equality a more concrete aspect of the other policy sectors. It also said that more cooperation, between women's organisations and with other organisations, ought to be encouraged. Following the evaluation, Hivos organised roundtable talks between women's organisations and women from human rights organisations in Kenya and Zimbabwe. All parties were convinced of the need for more cooperation, but it is a matter that proves difficult to put into practice, and one that Hivos will continue to put on the agenda.

In order to determine whether partner organisations give enough attention to the position of women in their work, Hivos plans to review its partners on 'gender quality'. The current state of affairs (the baseline study) was to be determined in 2004 using the new project administration which was to be the starting point in seeking opportunities for improvement. However, the baseline measurement has been postponed until 2005 on account of the delayed implementation of the project administration (see chapter 6).

4.6. ICT AND DEVELOPMENT

Hivos supports partners in the South so that they can make optimal use of the opportunities offered by information and communication technology (ICT). The ICT programme for the period from 2000 to 2004 was aimed at access to ICT, knowledge and skills, internet content from the South, use of network possibilities, e-commerce and the lobby for internet rights.

Hivos spent 8% of its funds on ICT in 2004. Two per cent was earmarked for specialised ICT organisations and networks. The other 6% was for ICT activities of partners in the other sectors. The number of partners with internet access rose from 84% to 92%.

Strengthening organisations

Hivos works to increase the ICT knowledge and skills of partner organisations by means of specific training and capacity building. Often this is done in cooperation with strategic partners. Last year, for example, the One-World network trained one hundred participants. One-third of them were women, which was less than the target of 50%. A two-day regional workshop was held in Lusaka (Zambia). There some 25 African Hivos partners exchanged knowledge and experience on the strategic enlistment of ICT. One of the results was that the Zimbabwean participants were assigned an important role in developing a national ICT strategy for Zimbabwe. New ICT projects were started in Zambia and Ecuador in collaboration with the International Institute for Communication and Development (IICD). Hivos also financed a study of how women and women's organisations in South-east Europe and Central Asia can make more effective use of internet.

www.oneworld.nl www.iicd.org

Content on internet

Hivos now has 825 partners, and 46% of them offer content on internet via their own website. In the meantime, with the active support of Hivos, OneWorld centres have been set up in Africa, Asia and Latin America. The founding of these regional branches brought the number of network members to 966. Hivos also supported other networks that contribute to information exchange and lobbying in relation to specific themes, such as Baobabconnections (2,200 members from 116 countries) and Behind

the Mask, an African network that effectively fights for homosexual rights with a web platform. www.baobabconnections.org www.mask.org.za

E-commerce and transparent production chains

The increase in electronic shopping offers plenty of opportunities to fair trade. Producers in the South can more readily come in contact with buyers in the North via internet. Peoplink, a non-profit web shop and e-market-place for products from developing countries, last year trained 200 people

Table 7 Activities in the field of ICT 2004 *amounts in thousands of euros*

	Africa	Asia	Latin America	Southeast Europe	Worldwide	Netherlands	Total
Number of projects	24	30	25	4	21	10	90
Number of organisations	24	25	24	4	16	4	73
Expenditures	1,224	1,068	943	407	1,412	360	5,414
of which co-financing	1,224	978	940	407	1,138	360	5,047
Expenditures on purely ICT organisations	311	78	35	0	447	91	962
ICT as percentage of total regional expenditures	6%	7%	5%	13%	21%	18%	8%
Type of activity							
Sustainable economic development	23%	40%	38%	27%	36%	28%	33%
Culture & development	10%	23%	23%	0%	3%	0%	12%
Gender, women & development	29%	9%	12%	16%	25%	0%	21%
Human rights and AIDS	2%	7%	11%	57%	4%	0%	7%
ICT specific	29%	3%	8%	0%	32%	25%	20%
Other	7%	17%	8%	0%	1%	47%	7%
Total	100%	100%	100%	100%	100%	100%	100%

in the use of software (Catgen) with which they can display their products online. From a commercial point of view, however, this application has not yet brought much success. Hivos will contribute to the development of track-and-trace software in 2005. It allows producers and consumers to gain insight into the social and environmental quality of products.

www.peoplink.org

Open source software

Open source software is cheap and easy to adapt to local requirements. It also means a stimulus for the local ICT sector. Knowledge about and use of open source software among Hivos partners has increased thanks to the activities of the Free and Open Source Foundation for Africa (FOSSFA), which acquired 160 new members in 2004. In Belgrade, a workshop allowed activists from women's organisations to become acquainted with the use of open source in practice. Hivos supported the publication of a theme issue on open source by the Indian magazine I4D (Information for Development) which is distributed internationally.

www.fossfa.net www.I4DOnline.net

Internet rights and WSIS

The World Summit on the Information Society (WSIS) will take place in Tunis in 2005. In the run-up to the WSIS, Hivos lobbied in 2004 to ensure that digital freedom of opinion and unequal access to information were placed high on the agenda. www.wsis-online.net

In the Netherlands, Hivos, IICD and OneWorld Nederland conducted a campaign called Fill the Gap. A conference, Champions of ICT, was organised

in November in that context. The object of the open day was to interest young people in the role that ICT can play in international cooperation. At the conference partner organisations from countries such as Kenya and Belize showed how they use ICT to increase awareness about AIDS and to distribute music, an aspect of the preservation of cultural heritage.

Dgroup web platform

Dgroups, or Development through Dialogue, is a platform that facilitates digital workplaces for theme groups or work groups. They can quickly be made and customised for a group, organisation or virtual community. Participants can e-mail, organise discussions, exchange documents and keep a joint agenda via their own open or closed Dgroup. Hivos has been a member of the international group that manages Dgroups since early 2004. The other members are Bellanet, DFID, ICA, IICD, OneWorld, UNAIDS and the World Bank. Hivos has seven of its own Dgroups in use. Thirteen groups have been made operational for Hivos partners.

www.dgroups.org

Evaluation of ICT programme

Hivos commissioned an external evaluation in 2004 of the results of its ICT programme. The evaluation, conducted under the guidance of Professor Gerd Junne of the University of Amsterdam, showed that Hivos clearly contributes to helping its partners gain better access to internet, to strengthening organisations in the South and to increasing internet content from the South. The programme has stimulated networking and contributed to awareness of the ways in which ICT can be enlisted to fight poverty. It has been less successful in the area of e-commerce. This was

Women of Uganda Network

Women of Uganda Network (WOUGNET) promotes and supports the use of information and communication technology (ICT) by women and women's organisations. In Uganda, the access of women to ICT is restricted by poverty, illiteracy, traditional role patterns and the limited telecommunications infrastructure, particularly in rural areas. WOUGNET wants to enable women to work together and exchange information on ICT via e-mail and websites. Twenty-one Ugandan women's organisations are affiliated with WOUGNET. The organisation is also involved in the World Summit on the Information Society (WSIS) process, the Council of the Free and Open Source Software Foundation for Africa and the Association for Progressive Communication Women's Networking Support Programme.

The WOUGNET website offers an overview of Ugandan women's organisations and their activities, their participation in the Gender Evaluation Monitoring project and two online forum conferences. The website won the Media Award of the African Information Society Initiative (AISI). WOUGNET also provides training in the efficient use of ICT in enterprise for women.

www.uneca.org/aisi

In the past two years WOUGNET has started a programme to improve its services: in 2004, a series of workshops was organised for members who are active in health care or in enterprise. WOUGNET also creates a pool of volunteers to help its members in website design and other technical matters.

Hivos supported WOUGNET with 31,000 euros in 2004. www.wougnet.org

due in part to the fact that many Hivos partners are not commercial in their approach. But also in a more general sense, a breakthrough of e-commerce did not materialise.

A new ICT programme will start in 2005, focusing more on the strategic use of ICT, on training and education and on utilising ICT for knowledge sharing.

DEVELOPMENTS BY CONTINENT

AFRICA

Hivos supports partner organisations in more than thirty countries in Africa, Latin America, Asia and Southeast Europe. Hivos' activities in Africa are concentrated in the east and south. In 2004, expenditures came to nearly 20 million euros. This amount went to 277 organisations, including 29 new partners.

Key figures Africa *amounts in thousands of euros*

	2003	2004
Expenditures	20,801	20,000
of which charged to co-financing programme	19,744	18,480
Number of partner organisations	293	277
Number of projects	402	303

Hivos expenditures by region: 30%



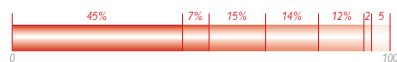
Hivos partner organisations by region: 33%



Hivos supports organisations in:

East Africa	Kenya, Tanzania, Uganda
Southern Africa	Botswana, Malawi, Mozambique, Namibia, South Africa, Zambia, Zimbabwe

Expenditures in Africa by sector:



■ Sustainable economic development	45%
■ Culture and the Arts	7%
■ Gender, women and development	15%
■ Human rights	14%
■ AIDS	12%
■ ICT	2%
■ Non-sector specific	5%

LATIN AMERICA

In Latin America, Hivos primarily supports activities aimed at sustainable economic development, democratisation and the rights of marginalised groups such as the native population. In 2004 Hivos spent approximately 18.5 million euros on the activities of 244 partner organisations, 35 fewer than in 2003. They included 17 new partners. 59% of the funds went to the sector sustainable economic development.

Key figures Latin America *amounts in thousands of euros*

	2003	2004
Expenditures	19,753	18,531
of which charged to co-financing funds	18,313	16,807
Number of partner organisations	279	244
Number of projects	387	305

Hivos expenditures by region: 29%



Hivos partner organisations by region: 30%



Hivos supports organisations in:

Central America	Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua
Caribbean	Cuba
South America	Bolivia, Chile, Ecuador, Peru, Surinam

Expenditures in Latin America by sector:



■ Sustainable economic development	59%
■ Culture and the Arts	5%
■ Gender, women and development	12%
■ Human rights	12%
■ AIDS	7%
■ ICT	1%
■ Non-sector specific	4%

ASIA

The Hivos programme in Asia shows big regional differences. In India, the focus is on the rights of specific groups such as Dalits. In the poorer areas of Indonesia and Sri Lanka emphasis is put on sustainable economic development. In Central Asia Hivos primarily works to strengthen public organisations and to further democratisation. New in 2004 was the programme in Iran, where Hivos supports the awakening critical progressive civil society. In Iraq, too, a few NGOs were supported for the first time. The programme in Asia came to total of 15.6 million euros. Hivos renewed its programme with 49 organisations and ended the relationship with 35 partners.

Key figures Asia *amounts in thousands of euros*

	2003	2004
Expenditures	15,452	15,627
of which charged to the co-financing programme	14,038	14,257
Number of partner organisations	208	222
Number of projects	340	266

Hivos expenditures by region: 24%



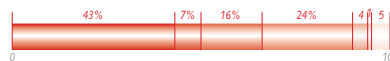
Hivos partner organisations by region: 27%



Hivos supports organisations in:

India, Indonesia, Iran, Iraq, Kazakhstan, Kyrgyzstan, Sri Lanka, Timor Lorosae

Expenditures in Asia by sector:



■ Sustainable economic development	43%
■ Culture and the Arts	7%
■ Gender, women and development	16%
■ Human rights	24%
■ AIDS	4%
■ ICT	1%
■ Non-sector specific	5%

SOUTHEAST EUROPE

Expenditures in Southeast Europe rose from 2.8 million euros in 2003 to 3.1 million euros in 2004. The funds went to 17 organisations. Together with the Dutch Interchurch Peace Council IKV, Hivos is conducting a five-year regional programme for civil society building in Southeast Europe.

Key figures Southeast Europe *amounts in thousands of euros*

	2003	2004
Expenditures	2,751	3,142
of which charged to the co-financing programme	2,651	2,674
Number of partner organisations	16	17
Number of projects	24	18

Hivos expenditures by region: 5%



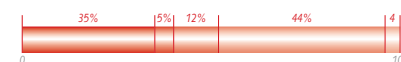
Hivos partner organisations by region: 2%



Hivos supports organisations in:

Albania, Bosnia-Herzegovina, Kosovo, Macedonia, Montenegro, Moldavia, Serbia

Expenditures in Southeast Europe by sector:



Sustainable economic development	35%
Culture and the Arts	5%
Gender, women and development	12%
Human rights	44%
AIDS	4%
ICT	0%
Non-sector specific	0%

WORLDWIDE

In addition to its programmes and projects in the regions, Hivos spent more than 10% of its budget on worldwide activities in 2004.

Key figures worldwide *amounts in thousands of euros*

	2003	2004
Expenditures	7,164	6,768
of which charged to co-financing programme	5,888	3,528
Number of partner organisations	59	51
Number of projects	87	71

Hivos expenditures by region: 10%



Hivos partner organisations by region: 6%



Expenditures worldwide by sector:



Sustainable economic development	59%
Culture and the Arts	4%
Gender, women and development	8%
Human rights	13%
AIDS	3%
ICT	7%
Non-sector specific	6%



5. ACTIVITIES IN THE NORTH

In the Netherlands and in Europe, Hivos frequently works with colleague development organisations and with other public organisations. In the vision of Hivos, international collaboration is more than just development cooperation. One of Hivos' criteria in choosing its partners and alliances is their expertise and their position in Hivos' main policy fields. Cooperation on this basis broadens support in our home country and makes lobbying and education more effective. For Hivos, cooperation in a European context plays a role of increasing importance.

5.1. COOPERATION IN EUROPE

5.1.1. ALLIANCE 2015

The name Alliance 2015 is based on the year in which the UN Millennium Development Goals (MDGs, see section 3.2) are to be achieved. The most important goal is to reduce by half the number of people living in extreme poverty by 2015. Member organisations of Alliance 2015 since its founding in November 2000 have been Concern (Ireland), Deutsche Welthungerhilfe (DWHH, Germany), Ibis (Denmark) and Hivos (Netherlands). In 2002 and 2003 they were joined by Cesvi (Italy) and People In Need (PIN, Czech Republic).

For Hivos, Alliance 2015 is the most important strategic cooperative alliance with counterparts in Europe. Its work is aimed at the coordination of activities in Europe and at cooperation in the South. In the South the members of Alliance 2015 provide both structural aid and humanitarian aid. Although the member organisations share the same – secular – principles

and values, they have different strengths and different strategies. It is therefore the explicit intention of Alliance 2015 that the members complement one another, based on the strength of diversity. www.alliance2015.org www.concern.ie www.welthungerhilfe.de www.ibis.dk www.peopleinneed.cz www.cesvi.org

2015 Watch

The Alliance 2015 organisations conduct joint research on how the European Union and the individual member states contribute to achieving the Millennium Goals. Alliance 2015 presented the first 2015 Watch report to European policy makers and public media in Brussels in June 2004. Emphasis in the report was on the objective of combating HIV/AIDS. The 2015 Watch report describes a method to measure the EU's contribution to the various Millennium Goals. The authors concluded that despite its declarations of intention, the EU has so far failed seriously when it comes to financing measures that can bring the Millennium Goals closer. The European Commission accepted the report and showed great interest in the methodology used to determine the EU contribution to the MDGs. The European media in Brussels gave a lot of coverage to 2015 Watch. As a follow-up to the first report, Alliance 2015 will scrutinise the efforts of the individual member states in 2005.

Stop child labour

Started in 2003, the campaign 'Stop Child Labour, school is the best place to work' is the first large-scale joint lobbying and education project of Alliance 2015. The member organisations organised an increasing number of activities in both Europe and the South in 2004. Following the example

of southern partner organisations such as Hivos partner MVF in India, the campaign aims for the total abolition of child labour and the achievement of full-time schooling for all children up to the age of 15 (see further section 4.3). www.schoolisthebestplacetowork.org

HIV/AIDS campaign: Act now, or pay later

The Alliance 2015 partners formulated a joint strategy in the field of HIV/AIDS in 2004 and took part jointly in the World AIDS Conference in Bangkok. Upon the conclusion of the Irish EU Presidency, a conference on HIV/AIDS was held in Dublin in June 2004 in which Southern Hivos partners took part as well. The conference was the prelude to a proposal for a new European lobbying and education campaign called Act now, or pay later. This campaign will focus on young people. Objectives are to encourage prevention and to make AIDS inhibitors more widely available. The latter is linked to initiatives in the South, such as that of Hivos partner organisation Treatment Action Campaign in South Africa. www.tac.org.za

Cooperation in the South

When the Alliance partners work together in the South, one of them always acts as the lead agency. This donor organisation coordinates the collaboration with the southern partner organisation, thus preventing unnecessary administrative overlap. In 2004, thanks to this coordination, the partners increasingly worked together in consortiums to obtain external financing for joint projects. A joint database was set up listing partners and their activities. Alliance 2015 formed an Emergency Aid group, of which Hivos is a member. The tsunami disaster of December 2004 is an important test of cooperation in the areas affected in South Asia.

Alliance 2015

Alliance 2015 is a pragmatic cooperative initiative of Concern (Ireland), Ibis (Denmark), Deutsche Welthungerhilfe (Germany), Cesvi (Italy), People In Need (Czech Republic) and Hivos.

Joint expenditures in 2003: 278 million euros, of which 50% went to the MDGs, 21% to emergency aid and 20% to other objectives.

Expenditures in: Africa 51%, Asia 24%, Latin America 14%, Europe 5% and other areas 6% Revenues: 62% from public funds, 38% from private funds.

5.1.2. EUROSTEP

Eurostep is a network of European development organisations with a secular background. Hivos and Oxfam Netherlands are the Dutch member organisations. The network focuses primarily on influencing European policy for development cooperation and related themes. In 2004, in response to the drafting of the European Constitution and the European elections, Eurostep presented a document entitled *Vision for a Responsible Europe* to the European Parliament. One proposal of Eurostep in this document was the appointment of a separate European Commissioner for development cooperation, something which the new Commission has since put into

practice. The budget for development cooperation ought to focus explicitly on poverty alleviation, in line with the Millennium Goals. Other projects of Eurostep, such as monitoring the relations of the European Union with certain regions, were carried out with project grants from member organisations. www.eurostep.org

Lobbying in EU and Asia

Within Eurostep, Hivos set up the EU-Asia lobbying project that is being conducted in collaboration with the South Asian Alliance for Poverty Eradication (SAAPE). The SAAPE network monitors the poverty situation in the region and works to influence the policy of both governments and international organisations. In March 2004 a SAAPE delegation presented the first South Asian Poverty Report to policy makers in Brussels. The report advocates more specific attention to poverty alleviation in Asia, for instance, in the budget for European relations with Asia. Thanks to lobbying, this budget was increased for 2005. SAAPE representatives also paid visits to a number of EU countries, including several new member states. Reactions differed greatly by country. The Netherlands and the United Kingdom showed the most positive response to the request for more support for Asia. www.saape.org

New member states

During the Dutch EU Presidency, Hivos asked the Dutch government to contribute to an NGO Fund for New Member States. The object of this Eurostep initiative is to strengthen lobbying & advocacy organisations in the new member states so as to increase public and political support to development cooperation.

In reply to the accession of the new member states, Hivos supported a lobbying project to increase the European co-financing budget. A briefing paper on this topic was distributed to the members of the European Parliament (among others). This did not have the intended result. Nonetheless, the Eurostep lobby did help prevent a reduction to the budget.

5.1.3. OTHER NETWORKS

NGO EU Network

Hivos is on the board of the NGO EU Network, with forty Dutch development cooperation organisations. The NGO EU Network is itself part of the Confederation for Co-operation of Relief and Development NGOs (Concord), with which 900 development organisations from all over Europe are affiliated. Concord was founded at the beginning of 2003 as the successor to the NGO EU Liaison Committee.

www.europaindewereld.nl www.concordeurope.org

Activities in 2004 were dominated by the Dutch Presidency of the European Union. The NGO EU Network organised nine debates, in which the participating organisations alternately took the lead. At the opening conference on human rights in Maastricht in March, Hivos organised a well attended work group on child labour. Partner organisation MVF from India was also a participant. In October Minister Van Ardenne and her colleagues from Ireland and Luxembourg took part in a discussion forum on the policy priorities of the Dutch presidency. Hivos, together with the World Population Foundation, made a contribution to the discussion

on reproductive rights and HIV/AIDS. At the same meeting Richard Stern of Hivos partner organisation Agua Buena from Costa Rica made a powerful plea for a higher budget so as to get more AIDS inhibitors faster to more people with HIV/AIDS in developing countries. Together with Plan Nederland, Hivos organised the concluding debate in The Hague in December, with a special focus on the rights of children. Hivos organised the debate on the campaign 'Stop Child Labour', in which MPs, representatives of NGOs and the director of the programme of the International Labour Organisation (ILO) took part.

Eurodad

Hivos is a member of the board and active as a member organisation of the European network on Debt and Development (Eurodad). This European network counts 48 participating development organisations. In the Netherlands, Eurodad has ten member organisations that are active in campaigns in areas such as debt relief. Eurodad also formulates strategies for poverty alleviation, such as in relation to the Poverty Reduction Strategy Papers (PRSPs, see section 3.2). The Eurodad secretariat serves as an information interchange, monitors worldwide developments on topics such as debt relief, poverty alleviation and PRSPs and develops policy to support its members. Lobbying activities in 2004 were primarily aimed at the World Bank, the International Monetary Fund and the European Union.

www.eurodad.org

IHEU

As a humanist organisation, Hivos is a member of the International Humanist and Ethical Union (IHEU). Hivos also supports the IHEU Networking Fund, which helps humanist oriented organisations in the South that combat religious intolerance and cultural discrimination. www.iheu.org

5.2. COOPERATION IN THE NETHERLANDS

5.2.1. CAMPAIGNS AND LOBBYING

As formulated in the policy document Civil Voices on a Global Stage, in recent years Hivos has increased its attention to lobbying activities in the Netherlands and Europe. Hivos chooses a particular theme at the request of partner organisations in the South and on the basis of Hivos' objectives within a certain sector. In the Netherlands, Hivos worked on the following campaigns in 2004:

Global Call to Action Against Poverty (*Maak het waar*)

The campaign *Maak het waar*. *Armoede de Wereld uit* (Keep your word! Eradicate poverty), focusing on the Millennium Development Goals, was launched in 2004. The campaign was carried out by the Dutch Platform for Millennium Goals, of which Hivos is one of the initiators and a co-financier. This campaign, part of the worldwide campaign Global call to action against poverty, will be very active in 2005, the year in which the United Nations will evaluate progress towards attaining the Millennium Development Goals (see section 3.2).

Coffe Coalition

Hivos takes part in the Coffe Coalition as a member of the Coffee Coalition, a cooperative alliance that includes the South-North Federation, the trade unions, the Netherlands Association of Fair Trade Shops and Oxfam Netherlands. The objective is fairer prices and improved social conditions for coffee workers. Thanks to this campaign, in 2004 a number of large coffee companies purchased coffee that was certified with the Utz Kapeh label. At Douwe Egberts/Sara Lee this was 4%, and at Ahold Coffee Company even 100% (see section 4.1.2).

WTO: keep your hands off my plate!

Together with Friends of the Earth Netherlands, Hivos supported the campaign 'WTO: keep your hands off my plate!' against the use of genetically modified foodstuffs. The policies of the World Trade Organisation (WTO) has huge consequences for developing countries (see section 4.1.3). In 2004, 36,500 signatures were collected and an informative action campaign visited seven cities.

Cultural diversity

Increasingly, diversity in cultural and artistic expressions is threatened by the influence of large media conglomerates. Together with the Dutch trade union for artists FNV-Kiem, Hivos conducted a lobbying campaign to reach civil servants and politicians in relation to the upcoming UNESCO Convention for Cultural Diversity (see section 4.2). Human rights activists Since 2003 Hivos and Amnesty International have been campaigning for the protection of activists in the field of human rights. In addition to the activities aimed at the European Union (see section 4.3), the campaign also focuses

on the Netherlands. Hivos publicity for the campaign included collaboration with The Body Shop. Fifteen branches of this chain store showed posters of four human rights activists from Hivos partner organisations.

Stop child labour

Hivos started its advocacy campaign 'Stop child labour, school is the best place to work' in 2003 at the request of Hivos partner MV Foundation of India. Hivos serves as coordinator for this campaign, which is conducted together with the Dutch teachers' union Algemene Onderwijsbond, Netherlands Federation of Trade Unions FNV and the India Committee of the Netherlands. Advertisements placed by fictitious children's temp agency Tom Thumb, asking children aged five to fourteen to report for work, garnered much public attention. By the end of the year, 38,000 people had signed the petition against child labour (see section 4.3.3).

Fill the gap

Just as in 2003, Hivos, IICD and OneWorld Nederland conducted a campaign called Fill the Gap in 2004. Under the title of Champions of ICT, an open day was organised in November 2004. Some 130 young people investigated how information and communication technology can be put to work for development. Utilising and creating the opportunities offered by new technologies is pre-eminently the domain of young people. Partner organisations from countries such as Kenya and Belize demonstrated how they use ICT to increase awareness about AIDS and to distribute music (see section 4.6).

Expenditures in the Netherlands *amounts in thousands of euros*

	Public information	Campaigns and lobbying	Small-scale initiatives from the Dutch public	Total
Total expenditures co-financing funds	1,028	321	664	2,072
Number of organisations	25	6	76	106

5.2.2. PUBLIC INFORMATION AND EDUCATION

Humanist movement

Together with the Humanist Alliance, Hivos organised World Humanism Day on 19 June. The theme was A more humane world here and there. The day was attended by over 200 visitors and participants from the Netherlands and other countries. Prominent speaker was the well-known African feminist Amina Mama. Harry Kunneman, vice-chancellor of the University for Humanistics, and Manuela Monteiro, managing director of Hivos, signalled the start of the founding of Kosmopolis, a new international institute for human rights and world citizenship. Kosmopolis organised a summer school where 18 participants from the Netherlands, India and Africa heard lectures and exchanged experiences. With Humanitas, Hivos organised three think tanks in 2004 on migration and development, HIV/AIDS and homes that grow with you. www.human.nl www.uvh.nl www.humanitas.nl

Strategic partners: constituency, professionals

Hivos intensified its cooperation with Oneworld, the Netherlands' largest web information point on international cooperation. The two organisations jointly set up weblogs, including that for the World Social Forum, web discussions and exchanges of news. www.oneworld.nl

Migrants and refugees

Migrants and refugees can serve as a bridge to their countries of origin. Hivos works with them to increase awareness of the situation in these countries. Emphasis in 2004 was on initiatives with the Iranian community. Together with Iran Future, Hivos organised three conferences on social and political developments in Iran. These included a stock-taking of 25 years of Iranian Revolution and the perspectives for the role of independent civil society organisations. An international symposium on human rights and social movements was the closing act of the activities in 2004.

Eutopia, a podium for politics, culture and art, organised a number of lectures on Iran and used a contribution from Hivos to publish a theme issue on Iran in its journal Eutopia.

Hivos financed a number of workshops of the African network organisation Afroneth on the theme of funds transfer by African migrants in the Netherlands to their countries of origin. Activities around the economic role of migrants will be strengthened in the coming years thanks to the cooperation agreement concluded by Hivos with IntEnt Foundation (see section 3.2). www.eutopia.nl www.afroeth.nl

Young people

Young people (from 18 to 30) are an important target group for Hivos. Again in 2004 Hivos carried out activities to encourage critical reflection and discussion within this group on international cooperation and related themes. Emphasis was on the themes of ICT and culture, such as on the open day of Fill the Gap. Hivos also supports debates between young people and politicians, such as the discussion held at the Lowlands Festival in collaboration with Coolpolitics and Dutch daily De Volkskrant. New was the opening of Hivos Radio, a website where secondary school pupils can use sophisticated technology to make radio programmes (or more correctly: multimedia productions) about development cooperation. Young people are an important target group for the Africa Day of the Evert Vermeer Foundation. Last year Hivos organised two well-attended workshops on biodiversity and human rights activists. The Africa Day drew more than a thousand visitors. www.hivosradio.nl www.coolpolitics.nl www.afrikadag.nl

5.2.3. FUND-RAISING

Institutional fund raising

Donations from other private organisations constitute a major portion of the private funds raised by Hivos. In 2004 this institutional fund raising brought in 1,201,993 euros for the financing of specific activities of Hivos partners. Considerable amounts came from Simavi and Alliance 2015 member organisations DWHH and Concern.

A special aspect of Hivos' institutional fund raising is STOP AIDS NOW! This is a cooperative initiative of the Dutch AIDS Fund and four development organisations, including Hivos. STOP AIDS NOW! donated 924,450 euros for Hivos partner organisations. www.simavi.org www.stopaidsnow.nl

STOP AIDS NOW!

STOP AIDS NOW! Is an initiative of the Dutch Aids Fund in collaboration with Cordaid, ICCO, Hivos and Oxfam Netherlands, aimed at prevention and treatment of AIDS in developing countries.

Net income available for partners in 2005: 5 million euros.

STOP AIDS NOW! expenditures in 2004 via Hivos: 924,450 euros for 20 organisations.

46% of this amount went to organisations in Africa, 21% in Asia, 16% in Latin America, 16% in Southeast Europe and 1% worldwide.

North-South Plan

Hivos considers its collaboration with Triodos Bank a classic example of a public-private partnership. Private savers who open a North-South savings account make it possible for the Hivos Triodos Fund to provide loans to microfinance institutions in the South (see section 4.1.1). The campaign *Send your savings on a trip* brought the North-South Plan to the attention of a broad public. Potential savers could take part in a competition, in which the first prize was a trip to Tanzania, including a visit to a micro-finance institution.

Not only did the campaign generate 1250 enthusiastic responses, it also led to a strong rise in savings deposits. North-South savers made available 17.2 million euros in 2004, compared to 12.5 million euros in 2003. The total amount in North-South Guarantees also showed a strong increase, from some 960,000 euros to more than 1.5 million euros. Guarantees can serve to compensate possible losses by HTF. It was not necessary to use them in 2004. However, last year again showed a loss as a result of exchange rate differences, although it was smaller than in previous years. www.triodos.nl

Private gifts

Hivos received 442,859 euros in gifts from private donors and groups in its humanist constituency in 2004. Of this amount, 100,300 euros was interest which Triodos Bank savers received on their accounts and donated to Hivos.

Many donors opted for 'Targeted Donations' to specific Hivos partners in the South, for a total of 201,532 euros, of which 26,863 euros went

to the Hivos Culture Fund. Of the private donors, Dutch band Boh Foi Toch and the Lions Club in Haaksbergen deserve special mention. Just as in previous years, they made a sizeable contribution of 33,000 euros to children's rights organisation Kuleana in Tanzania again in 2004. A total amount of 52,262 euros came in for the campaign 'Stop Child Labour, school is the best place to work'. This amount was intended for organisations such as MVF in India that stand up for children's rights and give child workers a future at school. Secondary school Oosterlicht College in Vianen and Nieuwegein collected a total of 14,000 euros for this purpose, Samen Verder in Eindhoven 15,000 euros and the Hivos Committee in Barneveld 3,800 euros through the sale of second-hand books. www.bohfoitoch.nl

This year Hivos welcomed 10% more new donors, twice as many as in 2003. In October Hivos organised a well attended donor event in the Moluccan Museum in Utrecht.

5.2.4. SMALL-SCALE INITIATIVES FROM THE DUTCH PUBLIC ACTIVITIES (LINKIS)

The virtual window for small-scale initiatives from the Dutch public jointly run by the Dutch co-financing organisations and NCDO became operational in 2004 under the name of linkis.nl. With this joint window, the co-financing organisations want to improve their support to low-threshold and relatively small-scale private initiatives and debates in the field of development cooperation, the purpose being to increase awareness about and support for international cooperation. Linkis responds to the trend of

people undertaking their own activities in the field of international cooperation. Hivos supports these initiatives with four funds (see box). Support is available for activities in the South and for awareness raising activities in the Netherlands. Compared to the other Linkis participants, Hivos funds a relatively large number of small experimental projects, and for that reason they are more labour-intensive. A number of examples to illustrate.

www.linkis.nl

First8

From the Experiment Fund, Hivos supported the Different Colours Foundation with its project First8. This project consisted of a website and the book of photographs *Miss Sarajevo*, both of which were used to canvass for the Millennium Development Goals. All over the world, more than 25,000 policy makers (ministers, heads of state, etc.), journalists and television companies in over 190 countries received the book. It was also distributed to some 1.6 million people in the Netherlands. www.first8.org

Q-ba festival

Hivos supported the five-day Q-ba festival held in theatres in various cities in the Netherlands between 6 and 17 October. The object of the festival was to break through the one-sided image people have of Cuba and to show a different, more contemporary face of the Cuban culture. The festival also served as a platform for talented young artists from both Cuba and the diaspora.

Clean Handprint

The Clean Handprint is an internet questionnaire with questions on twenty topics which shows to what extent the respondent contributes to peace or to conflict. The questions cover matters such as purchasing behaviour, use of means of transport and voting behaviour in elections. The questionnaire was distributed to the constituency of various Dutch public organisations and via internet. The Clean Handprint received support from Hivos on account of the project's experimental nature.

www.eurosvoorvrede.nl/schonehandafdruk/detest/vragen.php

Neighbours

Nabuur.com is an internet platform for 'virtual villages' all over the world. Via the website anyone can become a neighbour of these villages and help solve practical problems. Some 1500 'neighbours' and fifty villages, from Cambodia to Guatemala, take part in the project. The Nabuur project offers the Dutch public an easy way of coming in contact with other world citizens and thus with the themes that play a role in international cooperation. What is more, participants can immediately make a practical contribution to development.

Nabuur is in fact a virtual Linkis programme. www.nabuur.com

EO World News

Hivos, together with NCDO and ICCO, contributed to the production of the EO World News. This is the only programme on Dutch television with a focus on development cooperation.

Linkis: support to small-scale initiatives from the Dutch public

Hivos supports private initiatives in the field of international cooperation via its window for small-scale initiatives from the Dutch public, which is Hivos' role in Linkis. This window, which can be reached through the virtual office (www.hivos.org), has four funds:

- World Citizen Fund
- Diversity Fund
- Fund for World View and International Cooperation
- Experiment Fund

Hivos awarded 76 grants to small-scale initiatives from the Dutch public in 2004.

	Number of Applications	Number of Approvals	%
2002	128	31	24%
2003	211	48	23%
2004	325	76	23%

5.2.5. BROAD CO-FINANCING NETWORK, PARTOS AND SOUTH-NORTH FEDERATION

Broad Co-Financing Network

Hivos chaired the Broad Co-Financing Network in 2004, passing the gavel to Cordaid in 2005. The Network, which has replaced the Joint Consultative Body for Co-Financing Organisations (GOM), is the platform for consultation between co-financing organisations in development cooperation where they discuss shared themes and possible collaboration. The member organisations are jointly responsible for programme evaluations (see chapter 6).

In 2004 the member organisations were actively involved in the dialogue on policy between the Minister of Development Cooperation and public organisations on the new policy framework for co-financing. After this round of consultations, the broad co-financing network submitted its proposals for the policy framework.

The network organisations work together to improve the quality of their activities and their organisation. To this end they have set up a 'quality house'. In this context, the participating co-financing organisations each year organise one or two inspection visits on a particular theme. In 2003 this was good donor practice, in 2004 result measurement. The latter topic was taken to hand by the organisations only a fairly short time ago, which means that the co-financing organisations are still developing a shared basis in practice for assessment through intervision. This meant that this inspection visit was primarily used for information exchange and learning from each other's systems and dilemmas.

One of the dilemmas is how development organisations should deal with figures showing how many people are reached by their activities. Although these figures are quantifiable, there is a danger that the discussion is narrowed to a mere comparison of numbers. The quality behind the figures is soon forgotten. The political emphasis on result measurement can lead to a disproportionate fixation on figures concerning reach. Under this pressure, co-financing and partner organisations should not simply opt for goals that are easy to reach. We also need to remember that maximising reach is not the same thing as optimising the long-term results. The co-financing organisations are well aware of these risks.

Nevertheless, following the inspection visits and based on practical examples, they have decided to start publishing figures in 2005 on the direct reach of partner organisations and their activities aimed at direct poverty alleviation. When it comes to civil society building, however, even with extensive explanatory notes, it is almost impossible to compare figures on indirect reach and on activities, let alone add them up. So they will not come under the agreement. One positive conclusion of the visits was that all co-financing organisations now make agreements with their partners about results and indicators. This means one of the most important conditions has been met for a smoothly operating system of result measurement.

Partos

Founded in 2004, Partos is composed of the co-financing organisations as well as the thematic and other development organisations. Partos now has a total of 65 members. The broad co-financing network was one of

the organisations that supported the founding of a joint pressure group. It is expected that when the proposed new policy framework is operational, the separate significance of the broad network will fade because its work will become integrated in that of Partos. Based on previous experiences within the broad co-financing network, Partos will devote much attention to the theme of quality.

www.partos.nl

South-North Federation

The South-North Federation is a coalition of fourteen public organisations in the Netherlands in the fields of international cooperation, fair trade, human rights, health care and international economic research. In February 2004 Hivos took part in attempts to breathe new life into this group. One initiative was a study of possible collaborative projects by members of the South-North Federation and other organisations on the interface of socially responsible entrepreneurship and international trade relations.

The South-North Federation Council has since approved this proposal. The South-North Federation joined forces with the Coffee Coalition in 2004 (see section 4.1.2) as well as with the Globalising Trade Justice campaign. This campaign was conducted by five member organisations with funding from theme-based co-financing. The South-North Federation is also active via the Coffee Coalition within the Corporate Social Responsibility Platform, a network of Dutch NGOs in this field. www.mvo-platform.nl



6. MONITORING, EVALUATION AND INSPECTION

Hivos renewed its system of monitoring and evaluation in the course of 2003 and 2004. Although not all proposed goals and activities have been fully achieved, 2004 was a successful year for this improvement project. In particular, the partner consultations on result measurement were very satisfactory. A number of follow-up activities were delayed on account of 'teething troubles' in the newly developed project administration system. Moreover, the large number of evaluations conducted in 2004 took up a great part of the capacity available for monitoring and evaluation.

Better monitoring instruments

The new project administration system became operational in the course of 2004 and the Hivos staff has been trained in its use. Due to start-up problems, the rating system became operational later than anticipated, so that annual reports from partner organisations for 2003 have not yet all been evaluated using the new system.

Hivos organised five successful partner consultations (in India, South Africa, Costa Rica, Indonesia and Ecuador) to exchange ideas with partner organisations about the new procedure proposed by Hivos for result oriented planning and monitoring. This procedure means that, when Hivos and a partner conclude a contract, they make concrete agreements about the expected results and the way in which they will be determined. In the new set-up, partner organisations make their own proposals for the indicators they want to use.

Most partners were positive about the meetings, because Hivos does not impose a uniform model from the top down and the approach leaves scope

for diversity and flexibility. But they did wonder how the results – often difficult to measure – of social change can be 'captured' in indicators. Hivos recognises these problems and encourages exchange of experiences and knowledge between Hivos and partners and amongst partners (knowledge sharing) so as to find creative solutions.

The outcomes of the partner consultations are set forth in the document Hivos Policy Framework for improved result orientation and result assessment, which offers partners and Hivos staff backgrounds and guidelines on putting the new approach into practice. In deviation from the Annual Plan for 2004, the new policy document Evaluation has not yet been approved. However, the joint co-financing organisations made significant progress towards developing quality criteria for programme evaluations.

Capacity building

All programme staff at both head office and regional offices were trained in 2004 in result oriented planning and monitoring and communicating about this with partners. How successful the training was will appear as it is put into daily practice. Hivos will build further on this in 2005.

The partner consultations yielded much information about the need for capacity building in the field of monitoring and evaluation. Hivos also held a survey on this topic. Both approaches showed that there are big differences in capacity and that a differentiated approach is needed. If partners are not yet able to make result oriented reports, Hivos will make arrangements to help them improve this and will offer financial support if necessary. Information on result measurement has become more easily accessible for partner organisations thanks to the expanded number of links to relevant documents and useful websites in the Hivos Virtual Office.

Programme evaluations

In the period from 2003 to 2006 Hivos is carrying out a number of programme evaluations, some of them in collaboration with other co-financing organisations. These evaluations investigate the effects of activities of co-financing organisations within a theme, sector or region after a period of around five years. The Inspectorate for Development Cooperation and Policy Evaluation of the Ministry of Foreign Affairs (IOB) assesses the quality of these studies and also conducts programme evaluations itself. All evaluations are carried out by external researchers.

Broad co-financing network programme evaluations

The programme evaluation on the strategic role of women's organisations in South Africa and Kenya confirmed the importance of these organisations for civil society building, but was critical about the ties with other NGOs and with the constituency. Hivos therefore organised talks in Kenya between human rights organisations and women's organisations, which clearly showed that it is no simple matter for civil society organisations to establish ties with each other. Hivos will therefore continue to place emphasis on this matter. The evaluators praised the fact that Hivos has a clearly formulated gender policy and invests to keep expertise in the field of gender up to standard within its own organisation. Hivos sees this as encouragement to continue on the road taken. Hivos will incorporate these conclusions in reviewing its gender policy (see also section 4.3).

Within the broad co-financing network, Hivos coordinates the programme evaluation of Civil Society Participation, in which other participants are Cordaid, Oxfam Netherlands and Plan. The methodology and the desk

studies were completed in 2004. After the field work is carried out in Uganda, Sri Lanka, Guatemala, Colombia and Guinee (Conakry), the draft final report is expected to be published in June 2005. The conceptually innovative set-up of this evaluation will probably be an important contribution to the knowledge sharing programme on civil society building, one of the most important umbrella themes within Hivos. Preparations were made for a broad co-financing network evaluation on HIV/AIDS, to take place in 2005.

IOB programme evaluations

The reports on Tanzania, Peru and India as part of the IOB evaluation on *Monitoring capacity for result-based management in the co-financing programme* were drawn up in 2004. Hivos will use the conclusions to strengthen the capacity of partner organisations to work in a result oriented way.

Hivos programme evaluations

Last year Hivos commissioned an evaluation of its ICT action and policy programme Access for all. The outcome was positive. The recommendation to place more emphasis on the strategic use of ICT by partners will be incorporated in the new policy.

The evaluation report on the film sector in Asia gave Hivos much insight into individual partner organisations, but did not yield many new strategic ideas for the Culture and the Arts policy. The planned evaluation of GLBT has been shifted to 2005 because preparations for the broad co-financing network evaluation of HIV/AIDS started earlier than anticipated.

Inspections and financial accountability

In addition to a report of activities, Hivos asks its partners for a thorough financial accounting (one that has been audited by an external auditor). Only partners with a one-time, short-term contract or which receive a contribution of less than 15,000 euros are exempted from this requirement. The annual accounts must provide insight into the financial situation of the entire organisation and may not be limited to the contribution from Hivos. This gives Hivos insight not only into the legitimacy of expenditures, but also into a partner's possible need for professional advice in order to increase the quality of its financial management. Hivos assesses aspects such as the reasonableness of the financial reserves, the extent to which expenditures are in line with the budget and whether partners obtain sufficient income from other sources.

The financial inspections planned for 2004 could not take place due to illness. However, a visit was paid to the regional office in Harare; the conclusion after this inspection was positive. The regional office in Harare had conducted a number of external inspections of partners where doubts had arisen as to their financial management. These inspections brought to light various shortcomings and cases of negligence, but no cases of fraud. Hivos will make extra efforts in 2005 to bring the number of inspections back up to standard.

Auditing by external auditors cannot rule out fraud, but it does increase the chances that it will be discovered. Although no cases of fraud were observed in 2004, on the basis of previous experiences Hivos did decide to ask partner organisations for their management letter from now on.

In this letter, the auditor gives an explanation of the policy pursued and the systems used. This measure will offer even better insight into the strong and weak aspects of partners' financial and administrative organisation, so that Hivos can intervene earlier.



7. INTERNAL ORGANISATION

Governing bodies

The present administrative organisation at Hivos has been operating since 1997. The management, which conducts the administration of the foundation in a legal sense, consists of the managing director, the director of programmes and projects and the director for external affairs. Their joint gross remuneration in 2004 was 246,071 euros, including employers' charges and pension costs. The Supervisory Board (see chapter 1) oversees the actions of the management and the way Hivos functions as an organisation. An Advisory Board, composed of individual advisors, watches over the social effects of priorities within Hivos policy. Since 2004 the Advisory Board has been composed of separate committees organised by theme. A number of new members joined last year.

Hivos also aims to involve the most important stakeholders in its activities, asking them for advice, consultation and proactive contributions. The partner consultations in the South and with partners in the Netherlands are the most important channels for this.

How the work is organised

At the heart of the organisation are the three continental desks for Africa, Asia and Southeast Europe, and Latin America. These desks, responsible for proper implementation of the Hivos programme in the South, constitute the backbone of the Programmes and Projects Department. Last year Hivos started working out plans to give the organisation a sector-based rather than continental structure. Preparation of these plans was in the hands of an internal steering group. In December this steering group issued its advice to the management in the form of a draft plan for a new organisational structure. The management agreed to a very substantial part

of this plan. The reorganisation will have been implemented by mid-2005 (see chapter 2).

The regional offices are responsible for implementation of the Hivos programme and for relations with partners in specific regions and sub-regions. They are located in Bangalore (India), Harare (Zimbabwe, responsible for southern Africa), San José (Costa Rica, for Central America) and Jakarta (Indonesia, also responsible for East Timor). The latter regional office was opened in 2004 and in December it played an active role in the aid efforts in Aceh after the tsunami. The regional offices have basically the same structure as the continental desks, but they play a role of their own in the local civil society.

Hivos' senior sector officials develop and implement policy for the sectors for which they are responsible. This is coordinated with the sector working groups, consisting of staff members at all continental desks.

The ICT desk Hivos.com works closely together with the continental desks. The International Affairs Desk is responsible for shortlisting and handling applications for financing by the European Union (see section 5.1). The Internal Affairs Desk consists of financial affairs, personnel, automation and the office management and services. Internal and external communication and Hivos' activities in the field of fund-raising, lobbying and education are the domain of the Communication Desk (see section 5.2). Overseeing that project funds are put to proper use, supervising operation and use of the project administration and the administrative organisation as a whole are the responsibility of the Testing, Evaluation and Control Desk (TEC). This desk also develops and safeguards the monitoring and evaluation policy (see chapter 6). The work is structured so that there is always room to work

on a project basis on relatively large and innovative projects such as the Biodiversity Fund, STOP AIDS NOW!, the Hivos-NCDO Culture Fund and the strategic partnership with IntEnt.

ISO certification

The entire Programmes and Projects Department is certified in accordance with ISO standard 9001. The head office in The Hague received the original certification (ISO 9001: 1994) in December 2000, followed by the regional offices in 2001. In 2003 came the successful recertification under ISO 9001: 2000. In the run-up to certification of the entire operation in 2005 the Communication Desk and the Hivos.com desk were found to be worthy of ISO certification as well.

New procedures and project administration

In 2004 a new system for project administration was taken into operation that simplifies a number of administrative processes while considerably expanding possibilities for result measurement (see chapter 6). However, the start-up problems with the system have been bigger than expected. The baseline study for partners in the field of gender, women and development had to be postponed once again. Evidently, Hivos underestimated how much work this would be. Clearly, a longer trial period was needed as well as more external technical expertise.

Staff

The number of positions remained nearly constant last year. At the end of 2004 the head office had 73 FTEs and the regional offices 43 FTEs, including 3 expatriates and 22 supporting staff. Hivos employed 137 people at the

end of 2004 (2003: 132), 94 of them at the head office (2003: 94). The staff is 66 per cent female; in higher positions this figure is 30 per cent.

The staff in the regional offices – with the exception of the expatriate management – works under local working conditions and has been recruited in the region in question. A total of 33 per cent of the Hivos staff has a nationality other than Dutch.

The head office has a works council as required by Dutch law. The regional offices each have their own employee council. The works council met 19 times in 2004, including six meetings with the management and one with the Supervisory Council. Much of its time was spent on the process leading up to the reorganisation. It also held two constituency consultations. The works council publishes its own annual report.

Efficiency audit

In accordance with agreements in the present policy framework for co-financing, the minister asked KPMG to conduct an efficiency audit at the end of 2004. The purpose of the audit was to determine whether the co-financing organisations had well functioning systems to safeguard their own efficiency. The audit was also to lead to a recommendation about the role of the administrative costs allowance within the new co-financing system.

The general conclusion from the audit was clearly positive. The auditors observed that all co-financing organisations work on quality assurance in a professional manner and are very much cost conscious. The report recommends that the co-financing organisations continue to implement the INK quality model. KPMG advised the minister to give up the system

of a fixed percentage for the administrative costs allowance. In its place a single grant could be given to cover both programme costs and overhead. Although Hivos sees the advantages of this system, it nevertheless argued to continue making agreements about a ceiling for administrative costs. Another recommendation of KPMG was to increase attention in the quality system to the organisation's own efficiency and to formulate indicators for this purpose. Hivos will take this advice to heart and consult with the other co-financing organisations about developing such indicators.

Virtual Office

Hivos attaches great value to good donor practice in its relationship with partner organisations. An important condition for this is that existing partners and new applicants for support have good insight into the procedures used by Hivos. This was the reason behind the set-up of a virtual office in 2003, where applicants can find information on the conditions applied by Hivos to its financial contributions and its assessment criteria for projects. Starting from 2005, the handling of an application can also be followed via the virtual office. www.hivos.org

8. ANNUAL ACCOUNTS

The balance sheet as of 31 December 2004 and the revenue and expenditure account for 2004 are shown on this page and the following pages, followed by the usual explanatory notes.

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8.1. BALANCE SHEET AS OF 31 DECEMBER 2004 *amounts in euros*

Assets	31-12-2004	31-12-2003	Liabilities and equity capital	31-12-2004	31-12-2003
Tangible fixed assets			Equity capital		
Operating assets/premises	535,835	558,534	<i>Discretionary equity</i>		
Ditto, used directly for the objective	62,570	62,521	General reserve	-208,127	-459,023
Operating assets/inventory	462,011	399,044	Appropriation reserves, operations	385,256	284,350
	1,060,416	1,020,099	Appropriation reserves, overhead costs	5,101,821	5,093,848
				<u>5,278,950</u>	<u>4,919,175</u>
Financial fixed assets			<i>Non-discretionary equity</i>		
Cash reserved	17,576,377	13,382,381	Fund assets, objective	62,570	62,521
Participations / holdings	1	1	Fund assets, operations	997,846	957,577
	17,576,378	13,382,382		<u>1,060,416</u>	<u>1,020,098</u>
Receivables from government sources, long-term			Provisions	0	50,000
Government, co-financing funds	19,104,211	17,651,107	Mid-term debt		
Additional government funds	535,003	1,047,823	General loan fund payable	86,944	86,712
EU funds	2,434,282	2,389,014	Participation North-South Plan	732,539	724,461
	22,073,496	21,087,944	Guarantees (issued)	14,999,433	12,606,552
Receivables from government sources, short-term				15,818,916	13,417,724
Government, co-financing funds	31,038,177	34,017,840	Project commitments, long-term		
Additional government funds	1,479,953	1,620,910	Co-financing programme	19,104,211	17,651,107
EU funds	3,438,196	4,881,002	Additional projects	535,003	1,047,823
	35,956,327	40,519,752	EU projects	2,434,282	2,389,014
Receivables			Hivos project fund	762,921	50,000
Hivos project fund	2,150,504	712,918		22,836,417	21,137,944
Reserved funds on current account	2,208,702	2,326,114	Project commitments, short-term		
Prepayments and accrued income	1,516,063	747,774	Co-financing programme	27,381,482	28,738,508
	5,875,269	3,786,806	Additional projects	618,280	1,966,485
Liquid assets			EU projects	1,580,621	3,017,576
On deposit	37,389	36,366	Hivos project fund	1,156,173	760,666
Bank and giro accounts	576,551	1,744,998		30,736,556	34,483,235
Reusable co-financing funds on current account	950,477	1,200,782	Short-term debt		
Co-financing funds on current account	-257,697	-4,501,030	Available from released funds	1,145,571	1,135,633
Additional funds on current account	-1,710,432	1,583,048	Current account for regional offices	21,119	58,695
European Union funds on current account	-2,176,764	-1,191,089	Accruals and deferred income	3,063,463	2,447,555
	-2,580,479	-1,126,924		4,230,153	3,641,883
	79,961,408	78,670,059		79,961,408	78,670,059

8.2. REVENUE AND EXPENDITURE ACCOUNT amounts in thousands of euros

	2004	2003	Budget 2004	Budget 2005
<i>Available for objective</i>				
Revenues from own fund-raising				
- gifts and donations	545	288	450	463
- bequests	22	75	50	50
	567	363	500	513
Costs of own fund-raising				
- direct and indirect acquisition expenses	63	28	85	100
- operational costs own organisation	58	49	40	25
	121	77	125	125
As a % of the revenue from own fund-raising	21.3%	21.2%	25.0%	24.4%
Available from own fund-raising	446	286	375	388
Subsidies from government and other sources				
Contribution from government agencies	67,735	77,108	70,126	75,741
Contribution from institutional funds	2,875	831	1,000	1,000
	70,610	77,939	71,126	76,741
Results on investments/interest	387	214	100	450
Other revenues	401	383	416	200
Total available for objective	71,844	78,822	72,017	77,779
<i>Used for objective</i>				
Central overhead costs	1,311	1,329	1,418	1,630
Information & PR				
- direct and indirect costs	312	270	206	200
- operational costs own organisation	298	469	337	500
	610	739	543	700
Organisational renewal	128	137	163	216
Programme evaluations	133	208	200	300
Programme renewal	784	2,322	940	550
Programme commitments	63,497	69,086	63,908	69,290
Programme support	935	715	770	876
Programme management	4,046	4,081	3,975	4,108
Total spent on objective	71,444	78,617	71,917	77,670
Results before reserve formation	400	205	100	109
Additions to / Withdrawals from:				
- Appropriation reserves, overhead costs	- 8	-451	pm	-274
- Appropriation reserves, operations	- 101	-30	pm	50
Operating result	291	-274	100	-115

8.3. EXPLANATORY NOTES

These annual accounts have been drawn up in accordance with the Guidelines for Reporting by Fund-Raising Institutions and with due observance of the Financial Rules for the Co-Financing Programme of the Ministry of Foreign Affairs/Development Cooperation of the Netherlands.

All amounts in the notes are stated in euros.

1. Nature of the operations

Hivos Foundation's articles of association cite the institution's objective as the provision of aid in the widest sense to developing countries on a humanist basis.

2. Principles for the valuation and presentation of assets and liabilities

Commitments to projects approved during the year under review have been accounted for as liabilities. The related grants and subsidies, including the overhead costs, are accounted for as revenues linked to approved project amounts. The overhead costs which have not yet been realised are included in the appropriation reserves for overhead costs.

Tangible fixed assets are valued at purchase price less linear depreciation on expected economic life.

Financial fixed assets

Cash reserves are those liquid assets which serve as collateral for financial commitments undertaken by the Foundation in accordance with the guidelines of the Ministry of Foreign Affairs/Development Cooperation for loans and guarantees. Participations are valued at 1 euro.

Receivables from government sources represent claims on various government departments arising from financial commitments undertaken by the Foundation in accordance with the relevant agreements and pursuant to its aid programme. These amounts include a component for the overhead costs.

Other receivables and liquid assets are included, insofar as the accounts do not indicate otherwise, at their nominal value in euros. Assets in foreign currencies are valued according to the official exchange rates applicable on the balance sheet date. Differences in exchange rate are incorporated in the revenue and expenditure account.

Provisions are formed for commitments and risks connected with the Foundation's operations. They do not relate to specific assets.

Debts are included, insofar as the accounts do not indicate otherwise, at their nominal value in euros. Debts in foreign currencies are converted according to the official exchange rates applicable on the balance sheet date. Differences in exchange rate are incorporated in the revenue and expenditure account.

Project commitments relate to financial commitments undertaken by the Foundation in the context of funding agreements concluded with partner organisations.

3. Principles for determination and presentation of operating results

Revenues and expenditure are accounted for in the year to which they relate.

Bequests are accounted for in the year in which their definite value can be ascertained.

Subsidy revenues, including the overhead costs, are accounted for in the year in which the claim becomes definitive.

Lapsed subsidy amounts are deducted from the subsidy revenues in the year in which the right to subsidy expires.

Project expenditures are accounted for in the year in which the commitment becomes definitive and are allocated to the appropriate continental desk.

All expenses, with the exception of extraordinary expenses, are allocated in accordance with commercial criteria as follows:

- The direct costs of fund-raising and of information & PR, training and lobbying (both Communication Desk) are allocated in full.
- The operational costs, including programme management, are allocated directly to the desk and increased with an overhead component in proportion to personnel costs.

8.4. NOTES TO THE BALANCE SHEET *amounts in euros*

Tangible fixed assets

The cumulative purchase values and depreciations on the fixed assets as of 31 December are:

	purchase values		depreciations		book values	
	2004	2003	2004	2003	2004	2003
1)	829,652	846,076	293,817	287,542	535,835	558,534
2)	2,006,831	1,763,552	1,544,818	1,364,508	462,013	399,043
3)	105,765	76,245	43,195	13,724	62,570	62,521
	2,942,248	2,685,872	1,881,830	1,665,774	1,060,418	1,020,098
Operations:	1) premises (10 - 50 years)					
	2) inventory (3 - 10 years)					
Objective:	3) premises Harare (50 years)					
	Movements in totals:				2004	2003
	Book value as of 1 January				1,020,099	895,789
	Investments:					
		conversion		13,096		
		inventory		243,279		
					256,375	368,288
					1,276,475	1,264,077
		Depreciations			-216,057	-243,978
		Book value as of 31 December			1,060,418	1,020,099

- 1) The office accommodation (building and surrounding property) at Raamweg no. 15 and 16, The Hague, recorded in the land register as Municipality of The Hague, section X, number 472, measuring 5 ares and 55 centiares and number 522, measuring 5 ares and 55 centiares, were bought in 1987 for 635,292.
- 2) Operating assets and inventory
- 3) The office accommodation at Stand 2956 Salisbury Township, Harare, measuring 2855 centiares, was bought at the end of 1994 for 76,245. If these premises are sold, any capital gain this entails will go to the programme in Southern Africa, any loss will be charged to the Foundation.

Financial fixed assets

- Cash reserved		2004	2003
	North-South Plan accounts Hivos	740,079	720,656
	Cash reserve Co-Financing 1)	19,045,001	14,987,839
	Total reserved cash in hand	19,785,080	15,708,495
	To settle as of 31 December	-2,208,702	-2,326,114
		17,576,378	13,382,381

These funds represent collateral for the loan portfolio of the Hivos-Triodos Fund, the Fair Share Fund and the Solar Investment Fund.

- 1) In accordance with the wishes of the Ministry of Foreign Affairs/Development Cooperation, this portfolio is secured by a sum in cash. Interest earned (199,411 in 2004) is used to cover the costs of the loan and guarantee programme.

- Participations		1	1
------------------	--	----------	----------

This item represents participations in local credit institutions in the South in the value of 6,269,329 (2003: 5,104,744), 5,548,666 of which is through a subordinated loan to the Hivos Triodos Fund, 379,880 in FTCCS and 340,783 in CDF. They are valued at 1 euro.

Mutations in project commitments

	31-12-2004			2004				01-01-2004	
	Current account subsidy	commitments	overhead reserve	ap-proved	subsidy received	overhead	pay-ments	current account subsidy	commitments (yr03)
Co-financing funds	-376	46,486	4,507	55,742	56,838	5,348	55,645	-1,758	46,390
Other government funds	-517	1,153	94	1,255	1,915	79	3,117	691	3,015
EU funds	-1,365	4,014	292	1,748	3,058	204	3,140 1)	-1,277	5,406
STOP AIDS NOW funds	-73	503	56	879	849	76	683	-239	307
Hivos Project fund		1,417	152	2,214	690	114	939	0	141 2)
	-2,331	53,573	5,101	61,838	63,350	5,821	63,524	-2,583	55,259
Available from released funds	1,146	-	-	3,510	3,520	-	3,510	1,136	-
	-1,185	53,573	5,101	65,348	66,870	5,821	67,034 3)	-1,447	55,259
Contract commitments, long-term		22,837							19,640 4)
Contract commitments, short-term		30,736							35,619
		53,573							55,259

- 1) A separate report with auditor's certificate was drawn up for the EU in respect of the funds it furnished. This report follows the foregoing summary as stated in the column headed "payments".
- 2) Last year the amount stated here was 503; the difference of 362 has been corrected because it represented the portion of the Hivos Project Fund that had not yet been appropriated and for which no commitment had yet been made.
- 3) This amount includes 935 in programme support. Exclusive of this item, payments come to 66,099. This is the amount paid to partner organisations.
- 4) The difference with last year in the amount of 21,138 results from correction of the amount of 362 (see above) in combination with (for the same reason) better placement of the balance of released funds available in the amount of 1,136 in the column headed "current account subsidy".

Liquid assets

The debit balance on liquid assets is due to a fairly high level of prepayments, particularly of EU funds. Prepayments will have been made up for in the course of 2005; any risks will be covered from co-financing funds.

Liabilities

Equity capital

Discretionary equity

This equity guarantees continuity of operations in the short and medium term.

	General Reserve	Appropriation reserves, operations	Appropriation reserves, overhead costs	Total
Situation as of 1 January 2004	-459,023	284,350	5,093,848	4,919,175
Additions	291,216 1)	100,906	5,772,624 3)	6,164,746
Valuation adjustments	0	0	55,409 4)	55,409
Withdrawals	40,318 2)	0	5,820,060 5)	5,860,378
Total mutations:	50,898	100,906	7,973	359,777
Balance as of 31 December 2004	-208,125	385,256	5,101,821	5,278,952

1) Operating result after appropriation

2) Mutation in non-discretionary equity

3) Approved overhead costs (in relation to commitments)

4) Adjusted valuation of overhead costs still to be realised at the percentage for 2005

5) Realised overhead costs (in relation to cash expenditures)

An amount of 65.3 million in new commitments was concluded in 2004. In relation to this, an amount of 5.8 million in overhead costs was added to the appropriation reserves for overhead. An amount of 66.1 million was paid to partners in 2004; in relation to this, an amount of 5.8 million in overhead costs was withdrawn from the reserve and recorded as revenue on the revenue and expenditure account. Based on outstanding commitments (53.6 million as of end of 2003), the value of the reserved overhead per fund was adjusted to the 2005 percentage for overhead, leaving a balance of 0.05 million.

Appropriation reserves, operations	2004	Additions against Results	Withdrawals credited to Results	2003
Automation	40,000	0	0	40,000
External mobility	100,000	0	0	100,000
Reorganisation	50,505	0	0	50,505
Continental desks	93,845	0	0	93,845
Training	25,906	25,906	0	0
Building maintenance	75,000	75,000	0	0
Balance as of 31 December	385,256	100,906	0	284,350
Non-discretionary equity	2004	Additions	Withdrawals	2003
Fund assets, objective	62,570	29,520	29,471	62,521
Fund assets, operations	997,846	226,855	186,586	957,577
	1,060,416	256,375	216,057	1,020,098
Provisions	2004	Additions against Operational Costs	Withdrawals credited to Operational Costs	2003
	0	0	50,000	50,000

This provision was converted into an appropriation reserve and increased by 25,000.

Commitments not shown on the balance sheet

The Hivos Triodos Fund (HTF) incurred an exchange rate loss in 2004. Hivos' share in this exchange rate loss for 2004 was 123,168. The exchange rate loss for 2004 will be incorporated in the 2005 annual accounts under project funds.

8.5. EXPLANATORY NOTES TO THE REVENUE AND EXPENDITURE ACCOUNT amounts in thousands of euros

Specification operational costs own organisation/programme management

Objective	General costs costs	Centralised services management	Personnel costs	Travel, accommodation programme	Regional offices	Total	Budgeted
Overhead, central	139	1,172	0	0	0	1,311	1,418
Fund-raising	11	7	39	0	0	57	40
Information & PR	52	38	208	0	0	298	337
Africa	46	142	597	45	407	1,238	1,400
Asia	18	135	554	42	282	1,031	928
Latin America/Caribbean	102	155	570	44	246	1,116	1,070
Southeast Europe	14	29	110	8	0	162	159
Other areas/worldwide	15	6	191	13	0	225	280
Netherlands	54	34	187	0	0	275	137
Total 2004	451	1,718	2,457	153	935	5,713	5,769
Total 2003	924	1,627	2,547	117	712	5,927	

Specification by region

	2004	2003	budget 2004	budget 2005
Africa				
Programme expenditures	18,258	18,895	22,511	18,119
Programme support	377	233	284	285
Programme management	1,238	1,224	1,400	1,232
	19,873	20,352	24,195	19,636
Asia				
Programme expenditures	15,541	16,166	14,914	14,389
Programme support	323	217	252	266
Programme management	1,031	1,089	928	1,096
	16,895	17,472	16,094	15,751
Latin America and the Caribbean				
Programme expenditures	18,037	18,730	17,212	13,589
Programme support	203	235	226	288
Programme management	1,116	1,261	1,070	1,269
	19,355	20,227	18,508	15,146
Southeast Europe				
Programme expenditures	1,849	6,992	2,563	2,398
Programme support	15	9	8	11
Programme management	162	179	159	180
	2,026	7,180	2,730	2,589
Other areas/worldwide				
Programme expenditures	8,287	6,077	4,503	3,464
Programme support	17	21	0	26
Programme management	225	231	280	233
	8,529	6,328	4,783	3,723
Netherlands				
Programme expenditures	1,524	2,226	2,206	2,146
Programme management	275	97	137	98
	1,798	2,323	2,343	2,244
Totals				
- Programme expenditures	63,497	69,086	63,908	54,105
- Programme support	935	715	770	876
- Programme management	4,046	4,082	3,974	4,108

Specification of results

The operating result is the sum total of the realised overhead (payments), plus other revenue, and the operating costs. The following table shows the structure of the operating result and its relationship to the operating result from the revenue and expenditure account.

	2004	2003	budget 2004	budget 2005
Revenues				
Realised overhead	5,820	5,601	5,687	5,964
Other revenue	788	598	641	650
	6,608	6,199	6,328	6,614
Operating costs				
Salaries (including social security charges)	3,582	3,385	3,664	3,947
Overhead	1,509	1,609	1,538	1,370
Regional offices	935	711	801	929
Depreciations	216	243	225	233
	6,242	5,948	6,228	6,479
Operating result	367	251	100	135
Additions to provisions/reserves				
Automation (appropriation reserve)	0	30		
Building maintenance (appropriation reserve)	75			50
Training (appropriation reserve)	26			
Reorganisation (appropriation reserve)				-50
Major maintenance (provision)	-50	50		
Operation full swing				250
Outstanding leave	24	364		
Correction to overhead IF/PF (2003 only)		81		
	75	525	0	250
Operating result 2004	291	-274	100	-115
Reconciliation of operating costs with operating costs of own organisation				
Operating costs	6,242			
Fund-raising and information & PR, direct	-375			
Organisational renewal	-128			
Additions to provisions/outstanding leave	-26			
Total operating costs own organisation	5,713			

Management costs

The remuneration of the three managers (2.5 FTE) was 246,071 euros (2003: 234,534 euros).

This amount consists of their gross salaries, including employer's charges and pension costs. The costs for the Supervisory Council came to 1,687 euros (2003: 12,103 euros).

Actual figures versus budgeted figures

There is no substantial difference between budgeted and actual figures, neither for total revenues available for the objective, nor for total expenditures spent on the objective. In the event that actual revenues and expenditures as presented in the revenue & expenditure account deviate substantially (i.e. by more than 15%) from the budgeted figures, this is briefly explained below per item.

Revenues

1. Own fund-raising (+19%)

The difference is due to a change in the system. Since 2004, private Triodos savers may choose to pass on the interest they earn to Hivos.

2. Results on investments/interest and other revenues (+53%)

In retrospect, these items were budgeted too cautiously

Expenditures

1. Organisational renewal (-21%)

A large number of the planned expenditures were not incurred on account of the delay in completing the project administration.

2. Programme evaluations (-33%)

A number of evaluations did not take place or were postponed. Moreover, the costs were lower than expected in one or two cases.

3. Programme renewal (- 17%)

The experiment funds received only a small number of requests.

4. Programme support (+21%)

The total costs of the regional offices were estimated too cautiously.

AUDITORS' REPORT



To the Board of the Hivos Foundation
The Hague
The Netherlands

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Accountants N.V.**
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Auditor's report

Introduction

In accordance with your instructions we have audited the financial statements of Hivos Foundation, The Hague, The Netherlands, for the year 2004, as incorporate in this report. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

Scope

We conducted our audit in accordance with auditing standards generally accepted in The Netherlands. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. The points of particular interest as mentioned in the financial regulations by the subsidy agreement 'Medefinancieringsprogramma' are part of our audit. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion.

Opinion

In our opinion, the financial statements give a true and fair view of the financial position of the foundation as at 31 December 2004 and of the result for the year then ended, in accordance with accounting principles generally accepted in The Netherlands and complies with the financial reporting requirements included in 'Richtlijn Verslaggeving Fondsenwervende Instellingen' and Part 9 of Book 2 of the Netherlands Civil Code and comply with the financial regulations by the subsidy agreement 'Medefinancieringsprogramma'.

23 March 2005

PricewaterhouseCoopers Accountants N.V.

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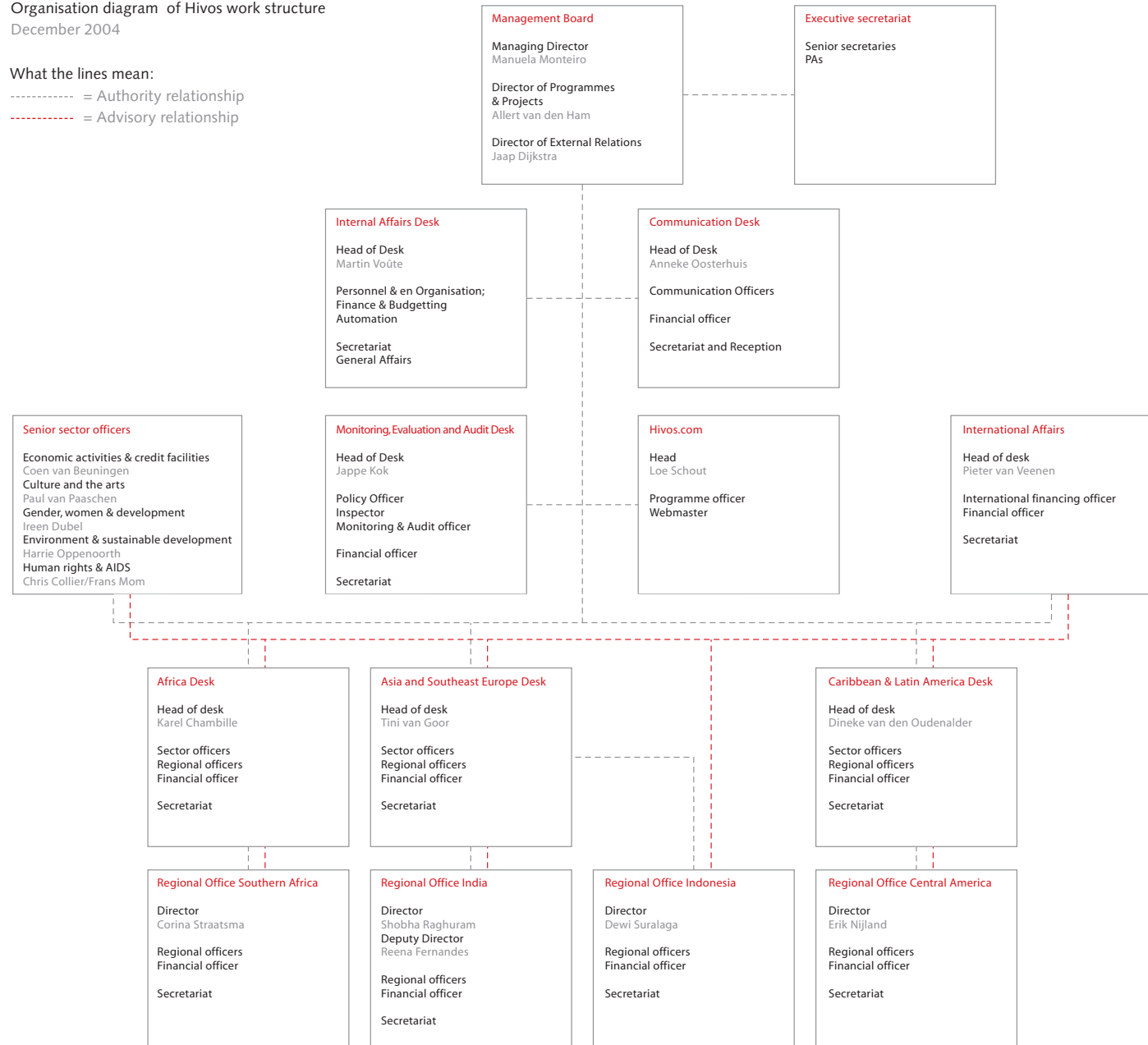
9.1. APPENDICES

Organisation diagram of Hivos work structure
December 2004

What the lines mean:

----- = Authority relationship

----- = Advisory relationship



9.2. MANAGEMENT AND ADMINISTRATIVE ORGANISATION – MEMBERS AS OF 31/12/04

Supervisory Council

Ms F.C. Giskes (former MP for D66) *chair*

Mr H.F. Hoekzema (Director, Euroformation Projectmanagement) *vice-chair*

Mr H.J. Schoenmaker (Former board member, KPMG / former treasurer, Humanitas) *portfolio holder finance*

Ms H.M. Brouwers (Senior lecturer, Institute of Social Studies, The Hague)

Mr G.W. Eveleens (Former partner, KPMG) (until 14 May 2004)

Mr J.P. de Jong (Advisor strategic and organisational development)

Ms A.M. Jongerius (Vice-chair Netherlands Federation of Trade Unions FNV)

Mr C. Vogel (Former head, Radio/Television Humanist Broadcasting Organisation)

Ms M.R. Winter (University of Amsterdam and Technical University Delft)

Ms M.H.A. Kortekaas *official secretary*

As of 24-02-05 the vacancy that arose following the departure of Mr Eveleens was filled by Mr W.J. de Haan

Management Board

Ms M.M. Monteiro *chair*

Mr A.P. van den Ham

Mr J.J. Dijkstra Works

Works Council

Ms C.M.L. van der Wees *chair*

Ms I.E. Dubel

Mr H.P. de Groot

Ms A. de Jongh

Ms M.C. Lempers

Mr T.H.F.J. van der Schoot

Ms P.M. Donker *official secretary*

Supervisory Council Hivos Triodos Fund

Mr P.G.A. van den Kerkhoff (from 11-03-03) *chair*

Mr P.R. de Haan

Ms M.M. Monteiro

Mr H.J. Schoenmaker

Mr M.J. Woltering

Ms P.J.E. Bieringa joined the HTF Supervisory Council as of 24-02-05

Board of Advisors as of 20-04-2004

Ms G. Hesseling *chair*

Committee on Sustainable Economic Development

Mr P. Cornelisse

Ms G. Crijns

Mr M.J.A. Nypels

Mr W.P. Wiertsema

Committee on Gender, Women and Development

Ms M. Botman

Ms A. Chhachhi

Ms N. Tabbers

Committee on Human Rights

Mr R. Buitenweg

Mr J. Handmaker

Ms G. Hesseling

Committee on AIDS

Mr P.L. Janssen

Mr R. Kerkhoven

Ms M. Nicolai

Committee on Culture and the Arts

Mr P. Faber

Ms C. Habbema Ms A. Laan

Committee on Communication and Lobbying

Mr H.C. Morel

Mr K. Veefkind

Ms I. de Zaaijer

Committee on ICT and Development

Ms S. Cummings

Ms V. Frissen

9.3. EXPENDITURES PER COUNTRY

Country	co-financing funds	non co-financing funds	total
Africa			
Kenya	942,854	121,126	1,063,980
Tanzania	1,718,080	895,020	2,613,100
Uganda	2,569,606	23,558	2,593,164
East Africa	322,000	63,000	385,000
Africa-wide*	2,434,209	104,499	2,538,708
Botswana	378,625	0	378,625
Malawi	709,045	25,000	734,045
Mozambique	1,002,686	96,130	1,098,816
Namibia	873,049	62,650	935,699
South Africa	2,695,947	10,390	2,706,337
Zambia	768,423	0	768,423
Zimbabwe	1,668,754	50,000	1,718,754
Regional Southern Africa*	2,396,304	68,963	2,465,267
Total	18,479,582	1,520,336	19,999,918
Asia			
India	6,747,862	1,201,437	7,949,299
Indonesia	1,692,433	43,307	1,735,740
Iraq	306,400	0	306,400
Iran	242,526	0	242,526
Kazakhstan	731,023	0	731,023
Kyrgyzstan	632,775	0	632,775
Regional Asia*	1,891,108	115,000	2,006,108
Sri Lanka	1,568,100	765	1,568,865
Timor Lorosae	411,027	9,450	420,477
Total	14,223,254	1,369,959	15,593,213

Country	co-financing funds	non co-financing funds	total
Latin America			
Bolivia	1,020,669	544,524	1,565,194
Chile	508,600	0	508,600
Ecuador	1,549,196	250,000	1,799,196
Peru	3,113,208	202,368	3,315,576
Cuba	404,021	0	404,021
Caribbean	236,756	188,170	424,926
Surinam	70,000	0	70,000
Regional South America*	1,666,288	25,034	1,691,322
Guatemala	1,414,399	28	1,414,427
Belize	302,800	0	302,800
El Salvador	1,241,500	350,926	1,592,426
Costa Rica	663,000	0	663,000
Honduras	1,133,722	2,778	1,136,500
Nicaragua	2,139,673	109,797	2,249,470
Regional Central America*	1,343,070	50,545	1,393,615
Total	16,806,902	1,724,170	18,531,072
Southeast Europe	2,674,437	468,000	3,142,437
Worldwide	4,062,162	2,738,622	6,800,784
Netherlands	1,974,702	57,533	2,032,235
TOTAL HIVOS	58,221,040	7,878,619	66,099,659

*Including funds for evaluations, consultancies and workshops and microfunds

9.4. EXTERNAL EVALUATIONS 2004

Organisation	Name	Sector
Africa		
MZ00604	MULEIDE, Association de Mulher na Lei e no Desenvo, Mozambique	C
MZ04201	Kindlimuka, Mozambique	E
MZ04701	Nivenyee, Mozambique	E
MZ03301	CJE, Coligacao Para a Justica Economica, Mozambique	A
NA02201	OMBETJA, Ombetja Yehinga Organisation, Namibia	E
NA02001	UTN, Urban Trust of Namibia, Namibia	A
SA05901	Delta, South Africa	C
SA00704	Agenda Collective, South Africa	C
SA01502	CEED, Centre For Education And Enterprise Development, South Africa	A
ZI02803	FDT, Farmers Development Trust, Zimbabwe	A
RA02501	Rooftop Productions, Zimbabwe	B
ZI06701	ITDG, Intermediate Technology Development Group, Zimbabwe	A
ZI04702	ZAMFI, Zimbabwe Association of Microfinance Institutions, Zimbabwe	A
RC05001	ACODE, Advocates Coalition for Development and Environment, Africa Regional	A
TA04302	WOWAP, Women Wake Up, Tanzania	C
UG01304	DETREC, Development Training and Research Centre, Uganda	A
UG02003	Femrite, Uganda Women Writers' Association, Uganda	C
Asia		
KZ02005	Environmental Contact Eastern Europe, Kazakhstan	A
KZ01904	Ecomuseum, Kazakhstan	A
KZ02502	Musaget Foundation, Kazakhstan	B
KI00202	Erayim, Kyrgyzstan	C
KZ02702	KIBHR, Kazakhstan International Bureau for Human Rights, Kazakhstan	D
ID04402	KPI, Indonesian Women's Coalition for Justice, Indonesia	C
LK03402	VAFA, Vibhavi Academy of Fine Arts, Sri Lanka	B
TL00501	La'o Hamatuk, Timor Lorosae	A

Organisation	Name	Sector
IN09502	MSSN, Mahila Shram Sewa Nyas, Madhya Pradesh, India	C
IN05303	CWS-JWDP, Centre for World Solidarity, Jharkhand, India	A
IN05004	FEDCOT, Federation of Consumer Organisations, Tamil Nadu, India	D
IN11003	CWM, Centre for Workers Management, New Delhi, India	A
IN04207	MVF, M. Venkatarangiah Foundation, Andhra Pradesh, India	D
IN12601	STEPS, Women's Development Organisation, Tamil Nadu, India	C
Latin America		
BZ01002	WIN, Women's Issues Network, Belize	C
CR05302	APREFLOFAS, Asociación Preservacionista de Flora y Fauna Sivistre, Costa Rica	A
NI02404	FORESTAN, Forestadores Asociados de Nicaragua, Nicaragua	A
RM02304	FLO-CA, Fair Trade Labelling Organisation–Central America, El Salvador	A
GU05102	AFEDOG, Asociación Femenina para el Desarrollo del Occidente de Guatemala	A
HN02304	MUA, Mujeres en las Artes, Honduras	B
NI01305	Fundación Xochiquetzal, Nicaragua	D/E
HN02105	CODDEFFAGOLF, Comité para la Defensa y Desarrollo de la Flora y Fauna del Golfo de Fonseca, Honduras	A
RL02502	CLADEM, Peru	C
PE01005	CEDIA, Centro para el Desarrollo del Indígena Amazónico, Peru	D
BO01509	CEJIS, Centro de Estudios Jurídicos e Investigación, Bolivia	D

Sectors

- A Sustainable economic development
- B Culture and the Arts
- C Gender, women and development
- D Human rights
- E AIDS
- F Non sector specific

9.5. OTHER STATISTICAL DETAILS

Partners by type of organisation and region

	Africa		Asia		Latin America		Southeast Europe		Worldwide		Total	
	Plan	Actual	Plan	Actual	Plan	Actual	Plan	Actual	Plan	Actual	Plan	Actual
Grassroots organisation	5	5	7	4	10	10	0	5	0	1	7	6
Membership organisation	25	22	37	10	13	11	24	10	8	19	24	15
Social movement		6		21		1		0		7		9
Intermediary	5	10	13	16	9	16	12	5	6	6	9	13
Development organisation												
Service organisation (non-profit)	35	36	24	29	43	37	47	70	29	34	34	35
Service organisation (for profit)	12	8	7	6	12	14	6	5	2	6	10	9
Network organisation	12	10	11	11	11	10	0	5	48	23	13	11
Other	5	3	2	3	1	1	12	0	6	4	3	2
Total	100	100	100	100	100	100	100	100	100	100	100	100

Average expenditures from co-financing per project

	Number of projects	Average in euros
1999	878	46,286
2000	995	47,057
2001	936	51,884
2002	960	51,404
2003	1,120	55,012
2004	910	63,249

Reasons to reject applications

	Africa	Asia and Southeast Europe	Latin America	Worldwide	Netherlands	Total 2004	Total 2003
Geographic limitation	287	237	161	3	56	744	823
Thematic policy limitation	226	321	158	9	123	837	775
Mandate limitation	83	47	11	1	0	142	141
Financial limitation	222	111	66	17	0	416	259
Other	50	27	113	6	67	263	227
Total 2004	868	743	509	36	246	2,402	
Total 2003	873	795	372	28	157		2,225

9.6. LIST OF ABBREVIATIONS

List of frequently used abbreviations

BBO	Ecumenical Institute for Advocacy on International Cooperation	ISS	Institute of Social Studies
BDF	Biodiversity Fund	KMA	Small-Scale Initiatives from the Dutch public
CBF	Central Bureau for Fund-Raising	MDG	Millennium Development Goal
COC	Federation of Dutch Associations for the Integration of Homosexuality COC Netherlands	MFI	Microfinancing Institution
Concord	Confederation of Relief and Development NGOs	MVO	Socially Responsible Enterprise
DAC	Development Assistance Committee	NCDO	National Committee for International Cooperation and Sustainable Development
DFID	Department for International Development (UK)	NGO	Non-governmental organisation
DWHH	German Agro Action	NIZA	Netherlands Institute for Southern Africa
EU	European Union	Novib	Oxfam Netherlands
Eurodad	European Network on Debt and Development	PRSP	Poverty Reduction Strategy Paper
Eurostep	European Solidarity Towards Equal Participation of People	PSO	Association for Personnel Services Overseas
EO	Evangelical Broadcasting Corporation	SAAPE	South Asian Alliance for Poverty Eradication
FNV	Federation of Netherlands Trade Unions FNV	SADC	Southern Africa Development Community
FTE	Full-time equivalent	SHO	Co-operative body of a number of Dutch NGO's which comes into action when disasters occur
GMO	Genetically modified organism	SNF	South-North Federation
GLBT	Gay, Lesbian, Bisexual, Transgender	SNV	SNV Netherlands Development Organisation
HCF	Hivos Culture Fund	UNAIDS	Joint United Nations Programme on HIV/AIDS
Hivos	Humanist Institute for Cooperation with Developing Countries (Hivos)	UNESCO	United Nations Educational, Scientific and Cultural Organisation
HTF	Hivos Triodos Fund	UN	United Nations
ICCO	Interchurch Organisation for Development Cooperation	US	United States of America
ICT	Information and Communication Technology	WSIS	World Summit on the Information Society
IHEU	International Humanist and Ethical Union	WTO	World Trade Organisation
ILO	International Labour Organisation		
INK	Instituut Nederlandse Kwaliteit (Dutch quality institute)		
IOB	Inspectorate for Development Cooperation and Policy Evaluation		
ISO	International Organisation for Standardisation		

The abbreviations for Hivos' partner organisations can be found in the survey published at the same time as this annual report and entitled 'Partner Organisations 2004'.

9.7. NETWORKS AND STRATEGIC COOPERATION

Type of relation

Name of organisation

Partnerships and cooperation

with Dutch organisations

Amnesty International Nederland, Avalon, Both Ends, COC Nederland, Fair Trade Assistance, Institute of Social Studies (ISS), IntEnt, International Film Festival Rotterdam/Hubert Bals Fund, International Information Centre and Archives for the Women's Movement (IIAV), International Institute for Communication and Development (IICD), Interchurch Peace Council (IKV), Netherlands Association of World Shops (LVWW), Mama Cash, Friends of the Earth Netherlands, Milieukontakt Oost-Europa, Nabuur, Netherlands Committee for International Cooperation and Sustainable Development (NCDO), Netherlands Centre for Native Peoples (NCIV), Netherlands Institute for Southern Africa (NIZA), OneWorld Nederland, Poetry International, Schorerstichting, Share-net, SNV, Stichting Natuur en Milieu, Stichting Onderzoek Multinationale Ondernemingen (SOMO), Triodos Bank, Utz Kapeh, Wereld Muziektheater Festival, Women on Waves, World Wide Video Festival

Financing of international organisations

in the context of sectoral cooperation

Association for Progressive Communications (APC), Association for Women's Rights in Development (AWID), Development Alternatives with Women for a new era (DAWN), Fair Trade Labelling Organisation (FLO), Friends of the Earth International (FoEI), Gender at Work (GAW), Global Network of People living with HIV/AIDS (GNP+), International Association for the Study of Sexuality, Culture and Society (IASSCS), International Federation For Alternative Trade (IFAT), International Federation of Organic Agriculture Movements (IFOAM), International Freedom of Expression Exchange (IFEX), International Gender and Trade Network (IGTN), International Lesbian and Gay Association (ILGA), International Social and Environmental Accreditation and Labelling Alliance (ISEAL), Oneworld International, Pesticides Action Network (PAN), Third World Network (TWN), Urgent Action Fund (UAF), Women's Global Network for Reproductive Rights (WGNRR), World Organisation against Torture (OMCT)

(Institutional) private funds

Deutsche Welt Hunger Hilfe (DWHH), Clothing Collection Charitable Institutions KICI, People in Need Foundation (PIN), Simavi, STOP AIDS NOW !

Alliances in the Netherlands

Breed Mensenrechtenoverleg (BMO), Solidaridad / Coffee Support Network, Coffee Coalition, Broad Co-Financing Network (MBN), MVO Platform, Netherlands Platform for Millennium Development Goals, Dutch Microfinance Platform, Association for Personnel Services Overseas (PSO), Partos, Uganda Platform, Zimbabwe Watch, South North Federation (SNF)

Cooperation with Humanist Organisations

Humanist Alliance, Humanist Broadcasting Association, Humanistisch Overleg Mensenrechten (HOM), Humanistisch Vorming-
onderwijs, Humanitas, Humanistisch Verbond (Dutch Humanist League), International Humanist and Ethical Union (IHEU), University for Humanistics, Weezenkas

European Networks

Alliance 2015, Eurodad, Eurostep, Concord, Women in Development Europe (WIDE)

Credits

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