APPENDIX A

PROJECT DESCRIPTION

Laundromat Business for Fistulous Women

I. Introduction

This appendix describes the activities to be undertaken and the results to be achieved with the funds obligated under this Agreement. Nothing in this Appendix A shall be construed as amending any of the definitions, conditions, or terms of the Agreement.

II. Background

Vesico-vaginal fistula (VVF) occurs when dead tissues in the vagina form an abnormal duct or passage to the bladder, or rectum, or both. If the abnormal passage connects to the bladder, urine flows through the vagina; if to the rectum, stool flows through the vagina. Obstructed labor during child birth (brought on by obstetrical or morphological factors, early marriages, or traditional female genital mutilations) commonly causes VVF in Africa. Approximately 5,000 cases are recorded per year in West Africa, with about 600 in Mali. According to medical statistics complied by the Urology Department of Point G Hospital in Bamako (Hospital), 2 women out of 7 consulted have VVF.

Of all the risks related to pregnancy, VVF has the most harmful long term effects. In addition to the damage to a woman's health, the disease is often economically and socially debilitating. Its victims are isolated from society, abandoned by their husbands and families, and excluded from many productive activities. Consequently, they find themselves alone and unable to provide for themselves and their children.

The Benkadi Association: Support to Malian Fistulous Women (Benakdi) has established a laundry service to help VVF patients in the Point "G" Hospital area earn income. The Association's ability to meet demand for its services is limited by a lack of space and equipment.

III. Funding

A. ADF Contribution

The financial plan for ADF's contribution is set forth in Appendix A-1 to this Agreement. The Parties may make changes to the financial plan without formal amendment, if such changes are made in accordance with Article 7 of the Agreement and do not cause ADF's contribution to exceed the obligated amount specified in Article 3, Section 3.1 of the Agreement.

B. Grantee Contribution

The Grantee will provide a 300 square meters plot next to the Hospital, which it acquired with the assistance of First Lady's office. The estimated value of the plot is 2,000,000 FCFA.

ADF ______ Grantee ______

IV. Project Goal

The Project's goal is to improve Benkadi members' standard of living.

V. Project Purpose

The purpose of the Project is to increase Benkadi's income and that of its employees, as measured by the following.

A. Benkadi's net profits after taxes will increase to 4,598,442 FCFA in Year I; 7,942,868 FCFA in Year II ; 15,688,677 FCFA in Year III ; 25,667,456 FCFA in Year IV, and 39,084,505 FCFA in Year V of the Project.

B. Benkadi employees' total wage payments will increase from the current level of 3,360,000 FCFA to 13,780,000 FCFA in Year I; 18,564,720 FCFA in Year II; 19,898,240 FCFA in Year III; 21,828,240 FCFA in Year IV, and 23,856,285 FCFA in Year V.

VI. Project Outputs

The Project will generate the following major outputs in order to attain the its purpose.

A. Washing services delivery capacity increased, as measured by:

1. the laundry throughput volume will increase to 267,960 kilograms of linen in Year I; 334,950 kilograms of linen in Year II; 418,688 kilograms of linen in Year III; 523,359 kilograms of linen in Year IV and 654,199 kilograms of linen in Year V of the Project; and
2. the annual sales turnover will increase to 36,496,152 FCFA in Year I; 47,901,200 FCFA in Year II; 62,870,324 FCFA in Year III; 82,517,301 FCFA in Year IV and 108,303,957 FCFA in Year V of the Project.
3. FCFA in Year II; 3,137,735 FCFA in Year III; 5,133,491 FCFA in Year IV and 7,816,901 FCFA in Year V. Cumulatively the figures are respectively 1,588,574 FCFA in Year II; 4,726,309 FCFA in Year III; 9,859,800 FCFA in Year IV and 17,676,701 FCFA in Year V.

B. Technical and management capacity strengthened, as measured by:

1. the number of employees will increase from the current level of 43 permanent positions to 66 permanent staff in Year I; 71 in year II; 74 in Year III; 76 in Year IV and 78 in Year V of the Project and also to create roughly 400 indirect jobs by the end of the Project;
2. the Grantee's performance monitoring plan will be developed in Year I; data will be collected, analyzed, and reported every four months on critical Project indicators, thereafter; and
3. the Grantee will establish a business plan in Year I and update it at least annually, thereafter.

C. Benakadi's capacity to provide services to its members strengthened, as indicated by the following:

1. the cumulative value of the solidarity fund to help Benkadi's members cover the costs of surgical operations, medicines, lodging food, etc., will be 2,382,860 FCFA in Year II, 7,089,464 FCFA in Year III, 14,789,700 FCFA in Year IV, and 26,515,052 FCFA in Year V;
2. the solidarity fund will enable Benkadi to assist at least 48 women in Year II, 94 women in Year III, 154 women in Year IV, and 235 women in Year V; and
3. the social reinsertion fund established to help women start businesses will assist at least 8 women in Year II; 16 women in Year III, 26 women in Year IV, and 39 women in Year V.

VII. Activities

A. Laundry Operation

Benkadi's laundry operation will offer the following: basic laundry service (including washing, drying, ironing, packing, and special treatment services), alteration services, and telephone service. Benkadi will hire a qualified individual to manage the laundromat operation.

The Project will enable Benkadi to move from a manual to an automatic washing system, thereby improving the Association's production capacity, efficiency, and quality of services. Benkadi will construct a work space at two (2) sites: the Point "G" site will be built on 300 m^2 plot, and a downtown Bamako will be on a leased site. Each laundromat will include one hall with compartments for linen sorting and classification, laundry, and alterations space; a customer reception room; a delivery room equipped with linen cardboards; one (1) machine room; a place for detergent storing;, an administrative office; one (1) room for the watchman; a (1) telephone booth; one drying space; and toilet room. In addition, the laundromat in Bamako will include one (1) concrete-made sink for ordinary manual washing and one (1) hangar for ordinary and full traditional laundering. Both laundromats will be connected to the water, electricity and telephone networks. Benkadi will recruit two watchmen in the sixth month of the Project. They will guard the building site after construction is completed.

Benkadi will install a septic tank on the Point G site to receive waste water. The Bamako site will use the public sewage system.

BENKADI will use ADF funds to procure and install equipment including: four washing machines, four drying machines, two water recycling machines, two detergent dosage systems for washing machines, sets for laundering (electric iron and ironing tables), linen baskets, sewing machines, a minibus for linen collection, computer equipment and office supply and equipment.

The acquisitions will be done according to established procedures and will respect the following arrangements: preparation of the bid, reception of the pro-forma, pre-selection of the three pro-forma, selection and identification of the vendors, order, reception, installations and test of the equipment, final payment.

ADF will provide funds for working capital to cover the cost of raw material, electricity and water bills, rent and guarantee, advertising fees on radio and television, maintenance and repairs during the life of the Project and administrative cost to cover insurance, communication, three months compensation and bank charges for the life of the Project.

B. Training and Technical Assistance

The Project will provide the Grantee appropriate business management training, including personnel management, financial management and accounting, administration, and marketing training. Training will also cover technical production matters, including equipment maintenance, storage and preservation techniques. Follow-up technical assistance will be provided on-site, particularly for marketing and financial management, to ensure that Benakadi adopts and masters appropriate management systems.

The Project will provide the Grantee appropriate training and technical assistance in health care: three medical personnel will undertake an exchange study at Addis Ababa, Ethiopia, where the most advanced center on fistulous in Africa is located. This training will enable the medical personnel to update their knowledge in surgical techniques and procedures and improve the success rate of surgeries performed. Medical specialists under a team lead by Dr. Ouattara Khalil will receive additional surgical kits. These kits will enable the team to improve the success rate of surgeries and to increase the level of beneficiaries up to 6 women each day. In addition, the Project will provide the team computers to improve data collection and management. The equipment will include one desktop with UPS and laser printer; one laptop and specific software named "Epi-Info" for medical survey.

ADF's Partner in Mali, AED-Sahel, will assist the Grantee to establish a performance monitoring system that will provide management with critical information for decision-making and monitoring. An external audit will be conducted during the Project.

The ADF Partner will assist the Grantee to hire a financial manager during the first quarter of the Project. The financial manager will provide the Grantee full-time assistance to meet ADF reporting, financial management, and procurement requirements.

VIII. Roles and Responsibilities of the Parties

Benkadi is responsible for ensuring the proper management and implementation of the Project. Benkadi will hire a Project financial manager to oversee the day-to-day activities of the Project. The ADF Partner will provide Benkadi technical and management assistance during the implementation of the Project.

IX. Monitoring and Evaluation

Within sixty days of the effective date of this Agreement, the Grantee, working with the ADF Partner, will form a monitoring and assessment committee composed of a representative cross-section of the Grantee's organization. The committee will work with the Partner to develop a Project monitoring plan. In addition, during implementation, the committee will have responsibility for ensuring that the Project follows the implementation plan, and that problems identified through monitoring and evaluation are properly addressed in a timely manner.

X. Other Implementation Issues

Benkadi will establish three bank accounts: (a) an account to manage reinvestment funds; (b) an account to receive ADF funds; and (c) a current account. Benkadi will use the reinvestment account to receive regular deposits for equipment replacement and reserves to acquire additional equipment, construct a headquarters, or undertake other activities. It will make deposits to the account on a quarterly basis (at a minimum), beginning as soon as the member groups receive their new equipment or start managing the new facilities, whichever comes earlier.

Benkadi will provide ADF a profit-sharing plan before the Project's construction of the new laundromat facility begins. This plan will describe how benefits will be shared with non-member employees, once the enterprise generates sufficient net income to distribute dividends to its members.

ADF______ Grantee______