

2018 ANNUAL REPORT



**Total Family Health
Organisation**

Your Health, Our Passion

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www.tfhoghana.org

2018

ANNUAL REPORT

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OUR DONORS & PARTNERS



Ghana Health Services
Your Health Our Concern

Message from Board Chairman



Prof. Augustine
Ankomah
Board Chairman



Antonio
Quarshie-Awusah

Dear Friends,

I'm proud to introduce Total Family Health Organisation maiden Annual Report. Transition was the focus of our first six months especially with the tragic passing of our Executive Director, Antonio Quarshie-Awusah, in August 2018. The Board and staff are grateful for Antonio's contribution to TFHO and Ghanaian people's health. TFHO would not be the organization we are today without Antonio's guidance, passion and perseverance towards our mission. The loss of Antonio shook us and reaffirmed our commitment to TFHO's mission and ongoing work.

Our social marketing work in Family Planning, Maternal and Child Health and Water and Sanitation continued to grow in 2018. We solidified our relationships with pharmacies, over the counter medicine sellers and strengthened sales through wholesalers and distributors. We also built new sales channels in water and sanitation. We worked on our own organization – strengthening internal processes, developing policies and creating efficient systems that fit us – to ensure transparency in our operations.

In the next year, we will be bringing on new products, new programming and growing our social marketing work. I feel fortunate to be part of this journey. I invite you, whether as a friend or a current or prospective partner, to join us.

About TFHO

Our Values

- Shared Vision
- Consumer and Customer Focused – both internal and external
- Originality
- Local but International in Character
- Results and a strong focus on measurement

Total Family Health Organisation

is a Social Marketing Organisation with the core mandate of encouraging healthy behaviours and providing affordable health products across Ghana. TFHO is an independent network member of Population Services International (PSI).

TFHO's mission is to be a truly Ghanaian organization that works to improve the health of people, primarily through the social marketing of health products and services as well as health communications in a measurable and impactful way. With PSI as prime, TFHO is a sub-award recipient of the United States Agency for International Development (USAID) Support for International Family Planning and Health Organization 2: Sustainable Networks (SIFPO 2), funding the Ghana Social Marketing Program (GSMP). TFHO's covered subcontract covers the period of July 1- December 31, 2018.

TFHO through SIFPO 2 supports the Government of Ghana to improve the health status of its population, through a variety of Social Marketing and Behavior Change Communication (SBCC) interventions that can be sustained over time. This aligns with USAID development objective of promoting equitable improvement in health status. The Family Planning (FP), Maternal and Child Health (MCH) and Water, Sanitation and Hygiene (WASH) commodities in this activity are subsidized in order to make it affordable to lower income clients.

TFH Vision Statement

TFHO will enhance its position of achieving the greatest possible beneficial health impact, in both scope and quality, through social marketing, including the distribution of needed health products and motivating healthy behaviour. Our focus will be on implementing activities that have both social and health impact by maximizing cost efficiencies. TFHO will combine entrepreneurial spirit with social mission and will seek to establish partnerships with the objective of strengthening these productive linkages.

Staff Strength - 24



Board Members – 5



TFHO Accomplishments

TFHO's Accomplishments

Family Planning

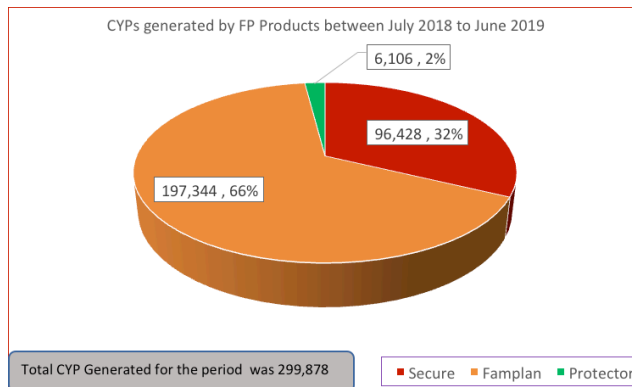
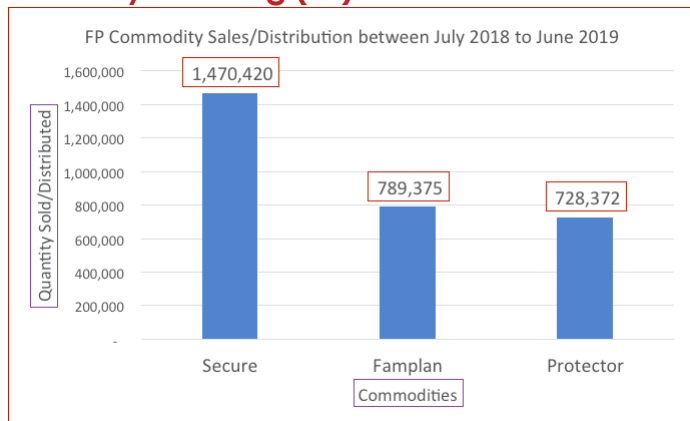
Currently we distribute family planning products such as **Secure Oral Contraceptive, Protector Plus Male condom and Depo Provera (Fam Plan).**



Selected commodities distributed by TFHO

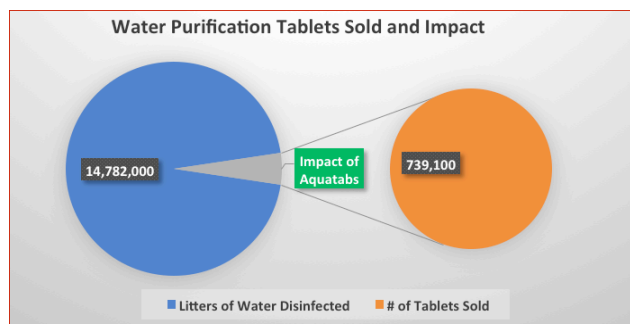
Over the past year, a total of 2,988,167 FP commodities were sold/distributed nationwide. These figures have translated into 299,878 Couple Years of Protection (CYPs); which is the estimated protection provided by contraceptive methods during a one year period, based on the quantity of contraceptives distributed or sold. Fam Plan (Depo) alone contributed 66% of the total CYPs generated for the period.

Family Planning (FP)



Water Sanitation and Hygiene(WASH)

During the period, over 700,000 water purification tablets were sold and it is estimated that these tablets will disinfect over 14,000,000 liters of water for safe consumption among the Ghanaian population.



TFHO sells Sato Pans – an inexpensive, simple yet innovative plastic piece that eliminates odors and flies. It fits in all standard toilet designs including seated and squat toilets.

Between this period, 3,649 Sato Pans was sold to help improve the management of human excreta at the household level that can lead to reduced contamination of food by flies and improved sanitation.



Sato Pan installation process

Financials

In the fiscal year 2018(FY18), TFHO signed a sub award agreement with PSI for an amount of \$1.4m for the implementation of its first project – 'Support for International Family Planning Organization 2'(SIFPO2).

We received our first obligation of GHC 3m in cash and about GHC 6.4m in donated family planning commodities funded by USAID.

Statement of Financial Performance for the year ended 31st December 2018 (In Thousands of Ghana Cedi)

Revenues	2018
Donated Commodities from Donors	6,405
Funds from Donors	3,009
Sales	468
Other	484
Total Revenue	10,366
Expenses	
Marketing and Selling	2,971
Staff Cost, Training and Conferences	1,340
Travel and Transport	300
Research and Professional Services	473
Office and Other Expenses	922
Total Expenses	6,006
Surplus/(Deficit) for the period	4,360

Statement of Financial Position as at 31st December 2018 (In thousands of Ghana Cedi)

Asset	2018
Inventories	3,934
Account Receivables	596
Cash and cash equivalents	434
Total Assets	4,965
Liabilities	
Account Payable	609
Net Asset	4,356
Represented By:	
Accumulated Fund	4,356



Total Family Health Organisation



Head Office

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Middle Zone

Ashanti, Brong Ahafo, Ahafo and Bono East Regions
(Office: Ahodwo, Atinga Junction opposite
OmniBank, Kumasi.
Phone: 0556 543 662)

South West Zone

Central, Western and Western North Regions (Office:
West Tanokrom. Grace and Mercy House near Nakoff
Chinese Restaurant, Takoradi.
Phone: 0556 543 556)

South East Zone

Greater Accra, Eastern, Volta and Oti Regions (Office:
No. 20 Dzorwulu Crescent, Accra.
Phone: 0556 543 692)

Northern Zone

Northern, Savannah, North East, Upper East and Upper
West Regions (Office: Sakasaka, Zaratu Plaza near
Sakasaka Police Station, Tamale.
Phone: 0556 543 714)

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