

Business Plan 2016



Philanthropy Connections
2016
Business Plan

Projects and communities we support



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“By supporting community-driven initiatives we know that what we do is needed, and that the people we help will remain a part of the solutions to the problems they face.”

*Sallo Polak, Founder and Director
Philanthropy Connections*



MESSAGE FROM THE FOUNDER AND DIRECTOR

Dear Reader,

We are pleased to present you our Business Plan 2016. We had a great year in 2015, with a growing support from our sponsors, donors and many other people and institutions who contribute to our work in many ways, and - we are very glad to say - with many positive results!

It is our conscious choice to stay focused on all the good things we can achieve in a world where so many terrible things are happening. We feel that every time we succeed in creating opportunities for marginalised and at-risk children, adults and groups of people, we somehow give a counterweight to what is bad in the world. The people we help know that there are people who care for them, that they are not alone. We know that that knowledge makes a difference to how they see the world and to what choices they make in their future lives.

We certainly make a difference for two sisters, only four and six years old, who lost their parents and found a caring home in Koug Jor's boarding house which we support. The poverty-stricken families who receive our toilets enjoy safer and healthier living conditions. Two of a total of eight new projects we found funding for can count on our support for at least three years. In one, 60 young ethnic minority youths will be trained to help their own communities. In another, 90 Red Lahu women will learn about their rights, nutrition, health and hygiene and earn a guaranteed income through a partnership with a Swedish firm.

Our projects are very diverse but have one thing in common: they help children and adults to build a safe and dignified existence for themselves.

One of the highlights in 2015 was the very honourable audience granted to me by His Excellency Mr. Ittiporn Boonpracong, Ambassador of the Kingdom of Thailand to the Netherlands, a meaningful further endorsement of our work.

We are grateful for and motivated by the growing number of companies, people and institutions who acknowledge and value our work and our approach. Thanks to their help our donor income grew by 37% from 2014 to 2015. With this increased support we were able to increase project spending by 57% to support a total of 16 projects in 2015.

Our strategic plans for the next three years include a significant further increase of projects and people supported. To achieve this it has become crucial to register as an independent foundation in Thailand. This is a long and bureaucratic process which we hope to complete in 2016.

With the registration come increased operational costs. As we always manage our spending with great care, we will not run any risks there. We will have to find more funds though to meet the many challenges and to fulfil our commitment to help where help is needed most.

We hope that you want to stay or become a part of what we accomplish. We assure you that every euro, every dollar is used in the most efficient way to give people more and better chances in life. My deepest gratitude to all of you for helping us to help them.



Sallo Polak

“Overcoming poverty is not a gesture of charity. It is the protection of a fundamental human right, the right to dignity and a decent life.” Nelson Mandela

“Working here with the PCF team, I can create value for others who really need help. I truly believe that everyone deserves a good quality of life. What I do is to give them an opportunity to start their better life. It makes me happy to see other people smile!”

*Laliphat (Bow) Leelaphat,
PCF Administration Assistant, from Thailand*



“I want to go to school because school is the place for me to get knowledge and knowledge can help me to have a good job and good future. The scholarship programme reduces the expenditure on my family. We also have a good sanitation now. The toilet is very useful for my family. I would like to thank you very much for the kindness of the donors to support me and my family.”

*Roeun Kompeak,
KAKO Scholarship Student, from Cambodia*



ORGANISATION

AT A GLANCE

Philanthropy Connections Foundation is a charitable organisation that aims to empower people in vulnerable circumstances by supporting carefully selected local organisations. We believe that these organisations – through their local connections – are the most suited to deal directly with the social and economic conditions of their communities. As a result, they are the most capable of finding solutions to the diverse problems these people face. Since its creation in 2011, Philanthropy Connections has supported almost 50 different projects in Thailand, Cambodia, Burma and Nepal in the fields of education, health care, child care, emergency relief, housing and microfinance. A growing global network of supporters, volunteers and donors underpins Philanthropy Connections's impact.

MISSION AND VISION

Philanthropy Connections strives to become the first organisation that comes to mind for community partners in Southeast Asia who seek assistance for the work they do to empower their communities, as well as for international private and corporate sponsors who want to be sure that their support is used in the most effective and cost-efficient way. Because community organisations are low-key, they are invisible to many development organisations and lack access to needed resources. We therefore endeavour to operate at their local level to discover appropriate partner organisations.

Part of our mission is to operate on a local level to discover partner organisations that lack access to needed resources and seek assistance for the work they do to empower their communities.

OUR APPROACH

We work on the premise that disadvantaged people are able to create a dignified existence for themselves, provided that they have access to the relevant support and knowledge. We strongly believe that local organisations are best suited to support their communities, as they understand the challenges within the communities, know the culture and speak the local languages. These local organisations often lack access to external support in funding, expertise and volunteers. Philanthropy Connections aims to connect these local organisations to the required resources and financial support in order to maximise their impact.

In most cases, we raise funds to support the projects of local organisations. In addition, we place and supervise volunteers, provide trainings and connect parties that offer complimentary services. We carefully screen the organisations and closely monitor the implementation, in order to ensure that funds are used responsibly.

FOUNDATION FOR LOCAL DEVELOPMENT

Founded in 2011, Philanthropy Connections is registered in the Netherlands as a foundation under the name 'Stichting Philanthropy Connections'. In Thailand, where our project office is based, Philanthropy Connections collaborates with the Foundation for Local Development (FLD), an organisation active in the areas of community development and training for empowerment. The FLD supports PCF's work for underprivileged children, adults and communities and facilitates our operations in Thailand by providing us with all legal requirements to work in the Kingdom of Thailand. Our activities in Thailand are carried out within the legal framework and under the name of the FLD. FLD also provides Philanthropy Connections with free office space, the support of FLD's accountants and office manager, and

access to shared services including legal and regulatory support for PCF and the five full-time employees: Sallo Polak, Founder; Lani Hollander, Associate Director; Arusa 'Noona' Panyakotkaew, Project Coordinator; Hunter Vander, Communications Officer; and Laliphat 'Bow' Leelaphat, Administration Assistant. This arrangement allows Philanthropy Connections to keep the overhead costs low.

BOARD MEMBERS

Philanthropy Connections' work is supervised by a Board. The 2015 Board consisted of four members:

- Mr. S. Polak (Chairman)
- Mr. R. Mendel (Treasurer)
- Mr. G.L. Verberne (Secretary)
- Ms. C.E. Keijl (Board member)

Sallo Polak is managing the daily activities of the organisation from the office in Chiang Mai. He is working on the sponsorships, contact with and support for the projects, and leading the team of employees and volunteers that are active for Philanthropy Connections.

Compensation governance

Board members receive a reimbursement of expenses made in the interest of the organisation. In many instances, the board members forgo the compensation for expenses made for the organisation, in the interest of the financial position of the organisation. Board members do not receive an attendance allowance nor are they rewarded compensations for activities necessary to fulfill the administrative functions.

EMPLOYEES

Staff is hired through an affiliate company (FLD) through which the Thai guidelines for non-governmental organisations are followed. Currently, Philanthropy Connections employs S. Polak, four full-time employees and gets support from a broad base of volunteers.

Lani

Lani joined the PCF team in February 2016. Her main responsibility is to work alongside Sallo to manage PCF's staff, programmes, strategic

direction and execution of the organisation's mission. This involves overseeing weekly meetings with individual staff members and one team meeting, delegating and monitoring staff projects and ensuring that organisation activities meet deadlines set out in its plan for strategic development.

Bow

Bow joined our team in October 2015. She manages administration for projects, finances and human resources in the office. As one of the organisation's two Thai staff, she assists Noona in Thai-English and English-Thai translations and manages the visa applications and work permits for all foreign staff and volunteers.

Noona

Noona joined our office in January 2014 and manages a variety of tasks. She has been responsible for localising new potential projects, conducting due diligence and developing project proposals for selected projects. She also visits the projects and monitors and reports on the projects. As one of our two Thai staff members, Noona communicates with project leaders and works on Thai-English-Thai translations.

Hunter

Hunter joined PCF in July 2015 and is responsible for all organisation communications, including social media, project proposal and report writing, marketing and PR.

Within our own organisation, we are committed to working as cost-efficiently as possible, and to provide maximum transparency to our stakeholders. Our organisation operates with very low overhead costs, thanks to our reliance on volunteers, our partnership with the Foundation for Local Development, and the low living costs in northern Thailand. We believe that only by being transparent, cost-efficient, and respectful to all stakeholders, Philanthropy Connections can maintain the trust of sponsors and partner organisations, and thus successfully pursue its mission of helping individuals and communities that are in most need.

OUR ACTIVITIES

OUR FOCUS

Philanthropy Connections, PCF, is a not-for-profit organisation dedicated to helping people in vulnerable situations. We do that by supporting a wide variety of local projects. We work with local organisations because they know the problems and needs within their communities like no others do. They speak the language and they know the culture. Often, all that these projects need are the resources and contacts to find external (financial) support and expertise. We provide that support, and in doing so enable them to do more for their communities.

We focus primarily on organisations that are active in the fields of health, education, social justice, and more generally, poverty alleviation. We support those organisations that, in consultation with their communities, research what the real problems are, involve community members in finding the solutions, are experts in their field and work in a cost-efficient manner.

PROJECTS

Originally we found projects through existing contacts or awareness of projects. Since joining our team in 2014 Noona has focused actively on the search, selection and proposals for new projects. As she visits the current projects regularly, she uses each occasion to look for other interesting and valuable projects in the regions.

We focus on providing the resources and support these projects need so that they can focus on what they do best, supporting the vulnerable people in their communities.

We support a wide variety of projects because we believe that every great initiative should get access to our support and knowledge, independent of the type of work. As long as it serves a major need in the community and we are convinced of the long-term value to the community, we are open to discuss the possibilities.

DUE DILLIGENCE

From our office in Chiang Mai, Thailand, we look for organisations and projects that fit our objectives. We conduct a due diligence process to ensure that an organisation works closely with the community to identify problems and implement solutions; has expertise in the field; and works cost-efficiently. If, after a thorough investigation, we are convinced of the quality and impact of their work, and their reliability as a partner, we will discuss their needs to see how Philanthropy Connections can address those needs.

OUR SUPPORT

In most cases we look to finance the organisation's project. However, we also place and supervise volunteers, provide training and bring parties together that complement each others' services. We leave the direct assistance in the hands of the local experts, as our strength is in finding the resources that make it possible for the experts to do their work so they can focus on what they do best.

This set-up allows Philanthropy Connections to focus on a wide variety of projects in different fields, so that small organisations with great initiatives that are of a high priority in their community can get access to support. Our role as an intermediary organisation is to identify these projects and provide them with the support they need.

“We were attracted to PCF because their projects give hope to people and enable them to help themselves. It is the community-empowering projects that PCF undertakes that make a real difference. They foster self-sufficiency, build confidence, and create a desire for an independent future.”

*Bob and Fran German,
PCF Volunteers in 2015, from the US*



CURRENT PROJECTS

CURRENT PROJECTS

In this section, we will shortly discuss the projects we currently support. For a complete overview of the projects we have supported in the past, the impact we have achieved with those projects and a more detailed overview of the projects we are currently supporting, please visit our website: www.philanthropyconnections.org



Creating Balance Thailand – winter packages

In 2015 Creating Balance Thailand (CBT) approached us to support an annual project to provide winter packages to needy families in the northern province of Chiang Rai to prepare them for the cold season ahead.

In these rural areas winter temperatures often reach far below 10°C (50°F), placing many villagers at risk of getting sick due to lack of proper winter gear.

The housing in these villages is typically built at low cost using bamboo that provides little protection against the cold. In addition there is a village-wide lack of hot water and washing facilities. As a result of these two factors many villagers - especially children and the elderly - are prone to increased illness and health risks during the cold season.

We used funding from one of our sponsors to pay for winter packages for the villagers. The packages included a large thick blanket, a fleece blanket, a jacket, socks, gloves and a beanie.

The packages of clean clothing will help keep villagers protected from the winter cold, leading to fewer hospital visits, increased school attendance from fewer children getting sick and fewer people being unable to work as a result of illness.



Mary's Sweet Home Orphanage - evening classes

Mary's Sweet Home Orphanage was established in 1987 in Piang Luang in western Thailand by a former schoolteacher from Burma named Mary. It serves as a safe home for orphans and displaced children on the Thai-Burma border. The home offers children of ethnic minorities a loving environment, meals and educational activities to help them develop and live independently in the future.

The home runs an English language programme for the orphans and children living in the village. There, the students learn language skills that will give them the opportunity to further their education at a vocational training centre or tertiary educational institution.

Philanthropy Connections financed the operational costs of the programme including teacher salaries, electricity and school supplies.

As of early 2016 a total of nine children live at Mary's Sweet Home Orphanage. Approximately 70 local students join them in the evenings to learn English taught by two local teachers.



Mehm Kan Kyi Education Network - Intensive English Career Bridging Program

Burma lacks effective study programmes for young people that help develop relevant professional skills to improve the social and economic situation in their local communities. To address this need, Philanthropy Connections partner Mehm Kan Kyi Education Network (MKK) developed an innovative empowerment programme for youth of ethnic minorities in Southeastern Burma. Their Intensive English and Career Bridging Programme (IECBP) targets young adults with leadership potential and equips them with a skillset including advanced English, community development and project management.

A total of 17 students have already started the one-year IECBP programme. Thanks to the funding of the Lucendi Foundation, Philanthropy Connections will support the programme for three years, training up to 60 dedicated students to be change agents within their communities.



Tomato Village School - operation costs

Huai Makhuea Som, or Tomato Village as it is also known, is a small village located in the mountains of northern Thailand. For many of the disadvantaged immigrants in this community, opportunities to break the cycle of poverty are not easy to find. To bring about such a change, Benjamin, himself an exile from Burma, started an English language school in 2004. A good command of the English language gives these children better chances to successfully complete secondary education and even to go to university. It improves their chances of finding better jobs and of gaining more financial security for themselves and their families. It is a three-year programme for children aged between six and 18 years old. On completion of the course, students who pass their final exam will receive a Diploma certificate that is accepted by educational institutions in Thailand. Since 2013 Philanthropy Connections has helped provide funding to keep the project going.



Kids Ark - capacity building for Lahu women

A new capacity building project that local organisation Kids Ark implemented in January is aimed at ethnic minority Red Lahu women in northern Thailand. The project focuses on empowering 30 women per year by teaching them weaving skills, about their human rights, about nutritious foods, hygiene and health to improve their well-being. The weaving products that they create will be bought by a company in Sweden giving these women a guaranteed income.

KOUNG JOR CAMP

By early 2013, around 90.000 registered Burmese refugees lived in camps in Thailand, waiting for a possible return to their country. They fled from internal conflicts in Burma and found a “temporary” home in Thailand. Since 2002, over 500 refugees, from Shan State in the eastern part of Burma, have lived in the unofficial camp ‘Koung Jor’. Since 2011, Philanthropy Connections has supported the community in the Koung Jor camp. Starting with a solar panel project and the renovation of a house. In addition, Philanthropy Connections funded the renovation of the boarding house dormitories that hosts 21 parentless

Burmese children. In April 2012 the dormitories’ roofs and part of the bamboo walls were in such a poor condition that heavy rainfall had badly affected bedding, clothing and other belongings of these children. A number of the children had fallen ill because of the damp situation and something needed to be done before the rainy season would really start. In 2015 we helped finance the upgrade of solar panels in the camp so that everyone could have access to safe, reliable electricity within their homes. The relationship between Philanthropy Connections and Koung Jor camp is ongoing and we are supporting them on various projects.

Koung Jor camp – boarding house

Some Burmese refugee children in Koung Jor camp have no parents to take care of them. Their disadvantage is twofold; they are on the run and without parents they are at risk. Without a safe home, their chances to develop into healthy, independent adults are limited. In a basic shelter in Koung Jor camp, these children find a “safe haven”. Over the years Philanthropy Connections has found generous sponsors to continue funding full care and education of these children to this day.



Koung Jor camp – electricity costs

Thai authorities regard the camp as a temporary solution, making a continuous connection to the electricity grid impossible. Since the beginning of 2013 the price of electricity has increased alarmingly, becoming unaffordable for the camp community. Yet the facilities in which the children have evening classes still need electricity. In addition, the camp needs electricity to ensure safety in the camp. Thanks to a donation from the Netherlands, Philanthropy Connections has been able to pay the price increase of the electricity costs for over two years.

Koung Jor camp – supplementary scholarships

Seven students passed their entrance exams for schools that train young Burmese to help their community. They are educated in community development, teaching methods, computer skills, project management and more. Students are from poor families who are unable to support them financially. The strength of the motivation that these young adults have to pursue their education to help their struggling communities was ample reason for us and the sponsor to provide them with supplementary scholarships.



KAKO

In Cambodia, Philanthropy Connections works in close collaboration with KAKO (Khmer Akphiwat Khmer Organisation), which means 'Cambodians help Cambodians'. KAKO is a local organisation that has been committed to empowering very poor village communities in the region of Siem Reap since 2001.

The Cambodian civil war - which lasted from the end of the seventies until the end of the nineties - has completely disrupted the country and ruined the educational system. Still over 40% of all children do not finish their education, largely due to the vast poverty among the village communities where children need to work in order to help support their families.

Many children are caught in a vicious circle: without proper education they cannot escape poverty and in turn will be unable to fund education for their own children.

While many organisations are committed to building schools, not enough attention is given to the underlying problems. Underlying problems include poverty of parents that need their children to work to support the family and misunderstanding the importance of education. To address these problems and other issues in the field of health and hygiene, KAKO has developed a range of initiatives to support their local community. We help them to realise these initiatives.



KAKO – preschool access for 125 children

By far most children born in the Cambodian countryside will start working in the fields before they turn six. Without continuing school, many of them will be unable to escape poverty. Even if they are given a chance to attend primary school, their developmental delay will be too big already which will prevent them from following classes, let alone finish their education. Philanthropy Connections and KAKO work hard to improve this situation in villages in the vicinity of Siem Reap. We have organised funding for four preschools enabling 125 children to 'be a child' instead of working in the fields.

The end of 2015 marked over 170 children graduating from three of these preschools since they first opened. In November 2015 the government agreed to assume responsibility for one preschool and absorbed it into the local primary school. This opened up the possibility of KAKO opening another preschool in response to requests from the village parents.



KAKO - Dok Srei-ny scholarship and salary

Dok Srei-ny was supported from 2012 to 2015 through our scholarships for Cambodian girls programme. She was the first KAKO scholarship student to successfully complete secondary school, and is now the first student we have supported into tertiary education.

In November 2015 she started a four-year course in finance and banking at the University of South-East Asia in Siem Reap. Philanthropy Connections agreed to set up a scholarship programme to fund her university studies. In early 2016, we set up an additional programme to fund a salary for her to work in KAKO's office, where she will gain additional skills.

Dok Srei-ny aims to find a job in microfinance to help people in her village to start businesses of their own. Her dream is to open up her own business in the future. We hope that her university degree will help turn her dreams into a reality.

KAKO – village libraries

Many people from rural Cambodia cannot read or write, which is a huge problem that ultimately excludes them from a chance to free themselves from their exceptionally poor environment. In addition to supporting other education programmes in Siem Reap province, we arranged funding so KAKO could continue to operate seven village libraries that they had previously constructed. The libraries lend out books for free and provide newspapers and magazines which help broaden the children's horizons. The libraries also provide training for the villages: personal hygiene, basic health care, improving agricultural techniques, etc.



KAKO – scholarships for Cambodian girls

Four sponsors have enabled Philanthropy Connections to provide scholarships to eight Cambodian girls, giving them the opportunity to attend primary and secondary school and leave a life of harsh poverty behind.

One of the first beneficiaries of this programme was Dok Srei-ny. Her mother died when she was 11 years old, just prior to that her father had left his children and ever since, Dok Srei-ny has lived with her nine siblings. She received a three-year scholarship enabling her to complete secondary school. Dok Srei-ny has now graduated high school and is supported by our university scholarship programme to complete her higher education.



KAKO – toilets

For the 21 poor rural communities in the vicinity of Siem Reap, Philanthropy Connections was able to provide financing for 26 toilets in 2011. In the beginning of 2013, we found sponsors to fund 35 toilets, in 2015 some of our sponsors funded another 31 toilets and we funded a further 39 toilets in 2016. Poor sanitary conditions and the lack of safe drinking water and toilets cause diseases, with 60 out of 1000 rural children dying before the age of five as a result of them. Our partner organisation KAKO coordinates toilet construction and instructs the villagers on how to use and maintain them. In the future, we want to build many more toilets.



“As part of our CSR strategy at Zodiac Aerospace in North Thailand, each year we hold many activities to support the local community. Through our cooperation with PCF we intend to realise a win-win situation where both partners can achieve more. Our support enables PCF to do more projects and with the help of PCF we are able to optimise our own projects. This in turn provides more local communities with quality improvements for long-term success.”

*Jerry van Vive, General Manager
Zodiac Aerospace, from The Netherlands*



TIMELINE

JANUARY

Each hand helps us make a difference! More volunteers joined the team for a few months throughout 2015 and brought their expertise to our office. Volunteers are so important to us and we are thankful for their role in our development since 2011. New members joined our team including Communications Officer Hunter Vander from South Africa and Administration Assistant Laliphat Leelaphat “Bow” from Chiang Mai.



FEBRUARY

Tell your friends about us! We didn't know Reineke Bakhoven and she didn't know us but a mutual friend told her about our work. After hearing about our projects in Cambodia, she decided to fund scholarships for four girls for two years and visit Siem Reap to meet 'her' students! Reineke is also a sponsor of the KAKO toilet project and makes donations through Philanthropy Connections to directly support KAKO staff.

MARCH

We owe a big thank you to the “Heeren van Sminia” society, who organised a fundraising gala dinner in the Netherlands in December 2014. The fundraiser was a great success and resulted in a very generous donation in early 2015. We designated part of the proceeds to use for new projects including empowering 30 Red Lahu women with weaving skills to generate income in Thailand, teaching 70 migrant children English language skills on the Thai-Burma border and building 25 more toilets in Siem Reap.





APRIL

We received an overwhelming response to the KAKO toilet project in Siem Reap. Thanks to sponsors Stichting De Grootste Familie Help!, Broadcaster VARA-BNN, Anke and Govert Eggink, and friends who donated towards Sallo's birthday gift, enough funds came in to build 31 more toilets in remote villages, that benefit a total of 150 adults and children. Our wish is to build many more to help prevent people from contracting life-threatening diseases. Each Euro takes us a step closer...

MAY

We celebrate Burmese youth who want to be agents of change in their communities. A total of 17 ethnic Mon and Karen students started their training as future aid workers at the Intensive English Career Bridging Program in Burma. The Lucendi Foundation funded startup and running costs for three years to help students learn leadership skills, receive training in project management and community development and obtain the skills needed to pursue careers with development organisations in Burma.



JUNE

It was a great honour for Sallo to meet with His Excellency, the Ambassador of the Kingdom of Thailand to the Netherlands, Mr. Ittiporn Boonpraong. The Ambassador showed great interest in the work of Philanthropy Connections and our mission to help people in need in Thailand. The ambassador gladly accepted our Annual Report 2014 and kindly offered his help to us in the future.



JULY

Summer brought exciting developments for one of our English language projects when a total of 10 students graduated from Tomato Village Learning Centre. Nino Vega Productions even paid the English learning centre a visit and created a video showcasing the project. Ria and Jos Schoones also made a donation to finance an extension of the third classroom, new textbooks, stationery and furniture.



AUGUST

An inspiring milestone for a young Cambodian woman! Dok Srei-ny passed her secondary school examinations, making her the first KAKO scholarship student to achieve this. Dok Srei-ny was supported by our sponsor for three years, making it possible for her to complete her education. After the sponsor generously agreed to support Dok Srei-ny's tertiary education, she applied to study finance and banking at the University of South-East Asia in Siem Reap.

SEPTEMBER

Word of mouth is such a powerful tool for connecting with others. At our friends Toos and Herman van Gent's 40th wedding anniversary celebration they asked guests to donate to us in lieu of gifts! Their thoughtfulness resulted in a generous donation of € 2030 to help us continue our work. A few days later at a post-anniversary luncheon for some friends another donation was made for two toilets in Cambodia.





OCTOBER

Growing support takes us to new heights! Zodiac Aerospace, a Dutch manufacturing company of airline trolleys, agreed to sponsor our travel costs for 2016. They also pledged to donate a Philanthropy Connections-themed trolley with our logo and pictures of our projects, as well as a signboard with our logo to display in our office. We received even more support when over 150 talented students from the Sangdao Performing Arts School in Chiang Mai danced at the school's Annual Charity Dance Performance to raise funds for us!

NOVEMBER

Hilltribe families were prepared for the winter season thanks to our generous and long-term sponsor Peter Brodtbeck. In the mountainous villages in northern Thailand temperatures can reach far below 10° C. With a special focus on children and disabled family members, Mr. Brodtbeck's donation enabled Creating Balance Thailand and Philanthropy Connections to distribute 60 packages containing blankets, a jacket, socks, gloves and a beanie.



DECEMBER

Look at all these clothes! After seeing Sallo give a presentation on the work we do at Philanthropy Connections, the Chiang Mai International Rotary Club collected clothes for our project Koug Jor Shan Refugee Camp in Piang Luang in northwest Thailand. Three trips were made to the camp to deliver the clothing. The community of over 400 Shan adults and children were so pleased to receive winter and summer clothes!

2016 AND BEYOND

PROJECTS

We will continue to support current projects financially by providing them with resources in the form that is needed for them the most. Our collaboration with our current projects is in different stages of development. With some we have been working together for a few years already, while with others we are just beginning to establish a partnership. In the first stages of the collaboration it is important to agree on the goals and long-term objectives of the collaboration. At later stages it becomes increasingly important to support them to become self-sufficient.

We are actively monitoring and following the results of our existing projects to ensure our funds are spent wisely.

Moving forward we aim to continuously work on finding new partners in Southeast Asia for collaboration and for local projects we would like to support. As we approach 2020, we will use our growing team to search for new projects more actively and to make sure we reach projects that do not currently have access to support. We perform a due diligence process on each potential project to assist us in our decision on whether to provide support. Part of this due diligence is to assess the necessity of the project within the community. Although we see the importance of many activities, we support those projects that provide communities in the absolute basic amenities to build a dignified

existence. In addition, we focus on projects that will help to alleviate poverty, are cost-efficient, are reliable and will provide help irrespective of religion and ethnicity of the beneficiaries. Lastly, we believe in the importance of community involvement and will take every opportunity to actively promote the inclusion of communities in decision-making processes.

FUNDRAISING

In many instances, we support projects financially. For that reason, our main focus is on finding financial support for projects and to set up new collaborations. Our fundraising activities primarily focus on private and corporate sponsors. Moving forward into 2016 we plan to further develop our organisation's donor base, who can contribute to both our overhead costs and unearmarked projects.

OFFICE

In 2016 we submitted our application to register as a foundation in Thailand. With this registration came the decision to move from a shared working space into our own office for our team of five staff. Prior to moving into the office we held a fundraiser to cover office rent for the year. As of the publishing of this Business Plan we successfully raised enough funds to cover 20 months of office rent.

“Before I had a toilet at my home I use to go to the rice fields. In 2011 there was a big flood in my village and during the day I had to row a small boat to the other side of a stream. I then walked to a small hill to go to the toilet. PCF and KAKO built me a toilet at home and I don’t use the stream or rice fields anymore.”

*Yee Srei-mod,
KAKO Toilet Project, from Cambodia*



FINANCIAL STATEMENTS

CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 DECEMBER 2015

	Notes	2014 EUR	2015 EUR	2015 THB	2015 EUR
Voluntary Income	1	141.344,74	171.177,43	856.875,00	193.974,71
Projects Supported	2	-73.027,69			-114.389,39
Payroll expenses	3	-17.239,37			-29.426,84
Administrative expenses		-2.278,21			-2.370,27
Representation expenses		-1.918,99			-2.249,94
PR expenses		-457,36			-1.897,69
Transportation expenses		-1.398,71			-2.653,49
Acquisition of equipment		-837,41			0
Total Office expenses	4	-24.130,05			-38.598,23
Bank charges		-485,74			-724,49
Investment income		150,40			338,39
Withholding income tax		-15,04			-4,52
Depreciation		-1.526,88			0
Exchange rate gain/loss	5	1.287,78			0
Total financial income/expenses		-589,48			-390,62
Total resources expended		-97.747,22			-153.378,24
Net movement in funds		43.597,52			40.596,47
Funds brought forward		58.013,84			101.035,59
Funds carried forward	6	103.138,23			141.632,06

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AT 31 DECEMBER 2015

	Notes	2014 EUR	2015 EUR	2015 THB	2015 EUR
Fixed Assets	7	0			0
Cash on hand		2.535,20			83,77
Cash Dutch account		80.832,43			131.156,22
Cash in Thai account -1-		19.770,60			5.190,51
Cash in Thai account -2-					5.201,56
Total assets	8 and 9	103.138,23			141.632,06
Liabilities	9 and 10	10.481,32			22.680,31
Available funds		92.656,91			118.951,75
Total funds		103.138,23			141.632,06

PROJECT EXPENSES 2015

Project	Expenses 2015 in EUR (footnote 2)
General costs	123,50
Bahn Ruam Jai - Running costs for children's home	2.821,49
Creating Balance - Winter packages	1.043,19
KAKO - Preschools	12.472,63
KAKO - Libraries	16.399,34
KAKO - Scholarships	2.497,04
KAKO - Toilets	28.465,85
Kids Ark	5.453,50
Koung Jor Shan Refugee Camp - Running costs boarding house	5.652,43
Koung Jor Shan Refugee Camp - Electricity costs	473,95
Koung Jor Shan Refugee Camp - Upgrade solar panel system	1.272,67
Mary's Sweet Home Orphanage	2.642,26
Mehm Kan Kyi - Intensive English and Career Bridging Programme	5.640,00
Northern Welfare Centre - Full care for two children with Down Syndrome	1.072,44
Tomato Village Learning Centre – Operational costs	6.298,06
Tomato Village Learning Centre – Additional classroom needs	1.631,71
Yogdaan Foundation - Earthquake relief funds	20.429,33
Total	114.389,39

NOTES TO THE ACCOUNT

ACCOUNTING POLICIES

Going concern assumption

The financial statements have been prepared on the going concern assumption. The financial year comprises the dates from January 1 to December 31, 2015.

Cash based accounting

The financial statements are prepared on a cash basis accounting method.

Transactions and positions in the balance sheet in foreign currency

Monetary items in the balance sheet are exchanged at balance sheet date (31 December 2015).

COMMENTS TO POSITIONS FROM THE BALANCE SHEET AND INCOME AND LOSS STATEMENT AS PER 31 DECEMBER 2015.

FOOTNOTES:

1. Voluntary income

Voluntary income is used to fund projects and office costs for operating PCF. PCF distinguishes between funds received for projects (earmarked funds) and funds received for both projects and office costs.

2. Projects supported

A summary of the project expenses can be seen on page 26.

3. Payroll expenses

The payroll costs are part of the office expenses. In 2015 the payroll expenses are recorded in more detail than in 2014 and are split into salary expenses and staff-related expenses, like work permits and visa costs.

EXPLANATION OF INCREASE IN SALARY COSTS

In 2015 there were eight Employees: Executive Director Sallo Polak, Administrative Assistant Vanessa Loucky, Project Coordinator Arusa Panyakotkaew, Programme Manager Miranca van Vliet, Administrative Assistant Nara na Chiangmai, Communications Officer Hunter

Vander, Administrative Assistant Jen Meckhayai and Administrative Assistant Laliphat Leelaphat. Vanessa, Nara and Jen only worked part of the year 2015. Hunter joined us in July and Laliphat in October 2015.

4. Office expenses

In 2015 we received a gift for developing a new website (Euro 1.229,10); these costs influenced the PR costs. In 2015 flight tickets for Sallo to the Netherlands (fundraising) and project visits (KAKO and TVLC) (total Euro 1.605,43) influenced the transportation costs. All flights were sponsored (earmarked).

5. Exchange rate income sheet

Last year we used a different exchange rate than ABN AMRO, which led to an end-of-the-year exchange gain. This year we used the exchange rates as used by ABN AMRO and therefore there are no exchange rate gains or losses.

6. Funds carried forward

Financially PCF had a very good year and managed to increase available funds by almost 50%.

7. Fixed assets

In 2015 PCF took the acquired equipment as costs. Equipment under Euro 450 or THB 20.000 is considered as costs and will not be depreciated. In 2015 two drawers on wheels and one cabinet were purchased for a total of THB 9.250 and IT parts, a monitor and new harddisk for a total of THB 5.500. In 2015 PCF did not purchase items that are qualified as fixed assets.

8. Total assets

Part of the remaining balance from total assets consists of a contingency fund to guarantee that if income costs for 2016 could still be paid. In addition, as part of its requirement as a Thai foundation (registration pending), PCF must keep a static THB 200.000 in its Thai bank account.

9. Exchange rate Balance sheet

The assets and liabilities on the Balance sheet are exchanged according to the rates as per 31 December 2015, which was 1 THB = 0,0254 Euro (www.oanda.com).

Management compensation

Board members receive a reimbursement of expenses made in the interest of the organisation. In many instances, the board members forgo their compensation in the interest of the financial position of the organisation. Board members do not receive an attendance allowance nor are they rewarded compensations for activities necessary to fulfill their administrative functions.

Commitments

There are no commitments except the liabilities as disclosed in the Balance Sheet on page 16. These are promises and legally not enforceable by law.

Onerous contracts and contingent liabilities

PCF has neither signed an onerous contract nor is the the organisation obligated to fulfill services in the name of others. No contingent liabilities exist.

10. Liabilities

The allocated but unused incomings are booked into individual funds for each project and to ensure the payments to all projects for 2016 we reserve the remaining amount.

Annual board meeting held on 15 June 2015

The 2015 annual board meeting was held on 15 June 2015. The 2014 financial report was discussed and approved by the Board.

Subsequent events

There are no subsequent events after the balance closing date as per 31 December 2015.

Board of Directors / Management

The 2015 Board of Directors consisted of four members:

- Sallo Polak (Chairman);
- René Mendel (Treasurer);
- Gerard Verberne (Secretary);
- Catherine Keyl (Member).

Sallo Polak is managing the daily activities of the organisation from the office in Chiang Mai, Thailand.

VOLUNTEERS, SPONSORS AND PARTNERS

PAST AND PRESENT VOLUNTEERS AND SUPPORTERS



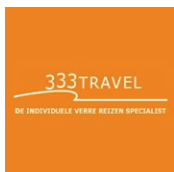
PAST AND PRESENT VOLUNTEERS AND SUPPORTERS

Name	Nationality	Year Volunteered
Adrian van Wijk	The Netherlands	2013
Adriënne Kranendonk	The Netherlands	2013, 2014, 2015
Angie Ng	Malaysia	2012, 2013, 2014, 2015
Ann Amann	Switzerland	2014, 2015
Annabelle Gerber	Switzerland	2014
Anneke Magendans	The Netherlands	2013, 2014
Anouk Aerdts	The Netherlands	2015
Arno Smit	The Netherlands	2011, 2012, 2013, 2014, 2015
Bob German	United States	2015
Carolyn Moffatt	UK	2012, 2013
Cees de Bruin	The Netherlands	2012
Charlotte van Voorst	The Netherlands	2015
Charmaine de Jongh	Curaçao	2013, 2014, 2015
Damian Doyle	The Netherlands	2012, 2013, 2014, 2015
Dick Stevens	The Netherlands	2013, 2014, 2015
Elonie Kooter	The Netherlands	2012
Esther van der Leeuw	The Netherlands	2012
Eva van Dijk	The Netherlands	2012, 2015
François Rossi	France	2013, 2014
Fran German	United States	2015
Fred van Zaalen	The Netherlands	2015
Gerda van den Dool	The Netherlands	2011
Gideon Polak	The Netherlands	2012, 2014, 2015
Harm Edens	The Netherlands	2011, 2012, 2013, 2014, 2015
Heleen Minderaa	The Netherlands	2012, 2013
Jan Johnston	Canada	2015
Jeannette Woelinga	The Netherlands	2013, 2014
Jen Meckayai	Thailand	2015
Jo Lynn Tan	Malaysia	2015
Jo Malcolm	UK	2015
Joanne Nihom	The Netherlands	2013, 2014, 2015
Joe Sieder	UK	2014, 2015
Joris Hofmans	The Netherlands	2013, 2014

PAST AND PRESENT VOLUNTEERS AND SUPPORTERS

Name	Nationality	Year Volunteered
Jos Polak	The Netherlands	2012, 2013, 2014, 2015
Kamiel van Kessel	The Netherlands	2012, 2013
Kate Mellor	Australia	2011, 2012, 2013, 2014
Kevin LJ	New Zealand	2013, 2014, 2015
Lani Hollander	United States	2015
Leanne Noom	The Netherlands	2014
Leo Cok	The Netherlands	2013, 2014, 2015
Liesbeth Roolvink	The Netherlands	2014, 2015
Lucy Firth	Australia	2012, 2013, 2014
Maartje Sak	The Netherlands	2015
Marion van Dam	The Netherlands	2013
Mark Kearns	Ireland	2012, 2013, 2014, 2015
Marleen Laverman	The Netherlands	2014, 2015
Massimo Marletto	Italy	2015
Max Stallkamp	Germany	2013
Melanie Naegeli	Switzerland	2012
Michelle Emmel	The Netherlands	2014, 2015
Naoko Osaki	Japan	2013, 2014, 2015
Neville Powis	UK	2015
Nino Lambert	Belgium	2015
Roderick Polak	The Netherlands	2015
Sai Smith	UK	2015
Samuel van Oostveen	The Netherlands	2015
Sandra Schimment	Italy	2015
Stan Commissaris	The Netherlands	2011, 2012, 2013, 2014, 2015
Tatiana Serikova	Russia	2013, 2014
Teun Melis	The Netherlands	2012
Thomas Hofmans	The Netherlands	2013, 2014, 2015
Tobias Oostveen	The Netherlands	2012, 2013
Urs Meienberger	Switzerland	2014
Vargo Bawits	The Netherlands	2013
Victor Ong	Singapore	2013
William Cao	China	2012

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