



saigonchildren

removing barriers to education

# ANNUAL REPORT

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# 2020



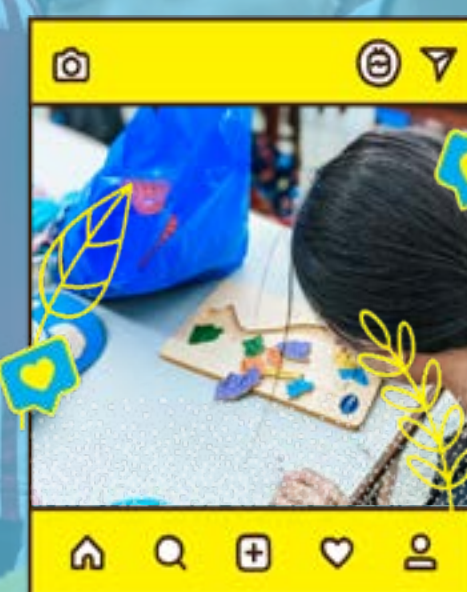
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# OUR CHILDREN





# MESSAGE FROM DAVID APPLETON

*"At a macro-scale, saigonchildren's programmes continue to support Vietnam's economic development, ensuring that it is sustainable and inclusive. Ensuring educational inclusion brings security and prosperity to communities beyond the major cities."*

The global pandemic has led to the cancellation of many of our planned fundraising events and cancelled donations from supporters who find themselves economically-constrained and this has created more challenging conditions for saigonchildren than have been experienced in many years. Despite these difficulties, I am pleased that the charity adapted quickly to global conditions and raised more money and helped more children than in any other year in our 28-year history.

In response to a dramatic initial fall in our income due to COVID, and an equally dramatic rise in the need for our help, The charity launched its first ever emergency appeal raising around half a million dollars for rapid disbursement to thousands of vulnerable families, enabling them to stay safe during the worst conditions Vietnam has seen in years.

Throughout our emergency appeals, we also maintained our core activities across all four programmes. Saigonchildren has become Vietnam's leading autism-focused charity.



Our projects continue to build expertise and capacity nationally. We continue to enlarge and refine our vocational training offer to more than a thousand young people every year, ensuring it is fit to support future generations to enter the rapidly-changing workplace. While COVID has made raising funds for school building more challenging this year, we have seen greater demand for toilets and hygiene facilities in schools as communities recognise the importance of increasing sanitary conditions for their children. Our scholarships are focused on the holistic development of each child and so social care, counselling and skills development are provided alongside food, uniform, books, stationery, glasses and bicycles.

The Board of Trustees and I continue to focus on maintaining saigonchildren's world-class governance and financial transparency, enabling us to meet the due diligence standards of international and institutional funds.

I thank our passionate supporters, volunteers and partners around the world for making it possible for us to transform the lives of Vietnamese children and young people, especially in these most difficult circumstances.

CHAIR OF TRUSTEES  
David Appleton



After the success of 2019 - achieving the highest income in the charity's 27-year history, and helping more children than ever before - 2020 proved both more challenging and more successful than could have been expected.

The pandemic led to the cancellation of close to half a million dollars of pledged donations over the course of ten days as our corporate donors, quite understandably, adjusted their discretionary spending in order to protect their employees from the sudden economic slowdown. Nonetheless, saigonchildren once again achieved the highest income in the charity's history, and once again helped more people than ever before, despite the pandemic dramatically altering our fundraising activity and our programme operations.

The pragmatism, hard work and enthusiastic creativity of our staff was central to achieving this tremendous result. By researching, creating, launching and successfully delivering our first ever emergency campaign, they made it possible to feed 8000 very poor families for the toughest months many had known in years.

We attracted many new donors through our appeals and this has broadened our supporter-base which adds to our stability and growth prospects.

We continue to grow our digital communications and fundraising capacity in line with our strategy, adapting content and messaging for different channels and targeting new audiences to sustain our ambitious plans.

2020 cemented our position as an efficient and impactful grassroots organisation, enabling the safety, well-being, and education of at-risk children and young people across all of Vietnam, particularly ethnic minority groups, girls, and

# A WORD FROM DAMIEN ROBERTS

*"Our organisational resilience saw us come through a uniquely challenging year stronger than we started it."*

children with disabilities.

Saigonchildren endeavours to spend all of our income as soon as we can for the benefit of the poor children in our care, ensuring that donations are used quickly and effectively. Our cash reserves remain untouched and are enough to meet all of our scholarship liabilities for six months in case of serious unforeseen operational issues.

In addition to our standard annual financial report, we hope that this report helps to better communicate the positive impact of our work, beyond the reporting required to maintain our strong transparency and good governance.

EXECUTIVE DIRECTOR  
Damien Roberts





# OUR MISSION

“Saigonchildren enables disadvantaged children and young adults in Vietnam to reach their full potential through receiving a quality education relevant to their needs”



# WHERE WE WORK

- COVID-19 Support
- Emergency Flood Support
- Core Programmes
  - School Building
  - Special Education
  - Child Development Scholarships
  - Getting Ready for Work





# COVID-19 PANDEMIC IN VIETNAM

## 23 JANUARY 2020

- First two cases

## 22 MARCH 2020

- Introduced concentrated isolation
- First school closure after the Tet Holidays

## 1 APRIL 2020

- Announced the nationwide outbreak of COVID-19
- First implemented nationwide isolation for 15 days

## APRIL - MAY 2020

- Second school closure

## 25 JULY 2020

- Second wave - epicenter in Da Nang City
- Lockdown in Da Nang for 15 days from 28 July

## 31 JULY 2020

- First death

## DECEMBER 2020 - FEBRUARY 2021

- Third school closure

# URGENT SUPPORT



**23,800**  
BENEFICIARIES



**7,974**  
PACKAGES



**\$348,297**  
RAISED

"When the Covid-19 epidemic surged, like many poor families in the country, my family fell into hardship. My mother and step-father lost their jobs and we did not have food to eat. Right at that time, saigonchildren contacted us and said that we were selected to be provided with emergency support. The package of rice, noodles, and other necessities which they provided helped us survive at least a month. Sometimes I wondered whether saigonchildren had "mysterious hidden eyes and ears" as they somehow knew our difficulties and came exactly when we needed them."

- Tran Hoang Long



## OTHER SUPPORT

**RENT SUPPORT** was provided for those struggling with rent or risking eviction. **WATER BOTTLES** were provided to those affected by drought. **STORYBOOKS** were gifted to children.



## Covid cases in Vietnam





# EMERGENCY AID

**1,200**  
*PACKAGES* containing

## **Floating Backpack - Doubles as a life-vest**

In case of water emergencies  
(schoolchildren from ages 5-15)



## **School Supplies**

Adjusted to each age group

## **Hand Towel**

To help stay dry

## **A Jacket**

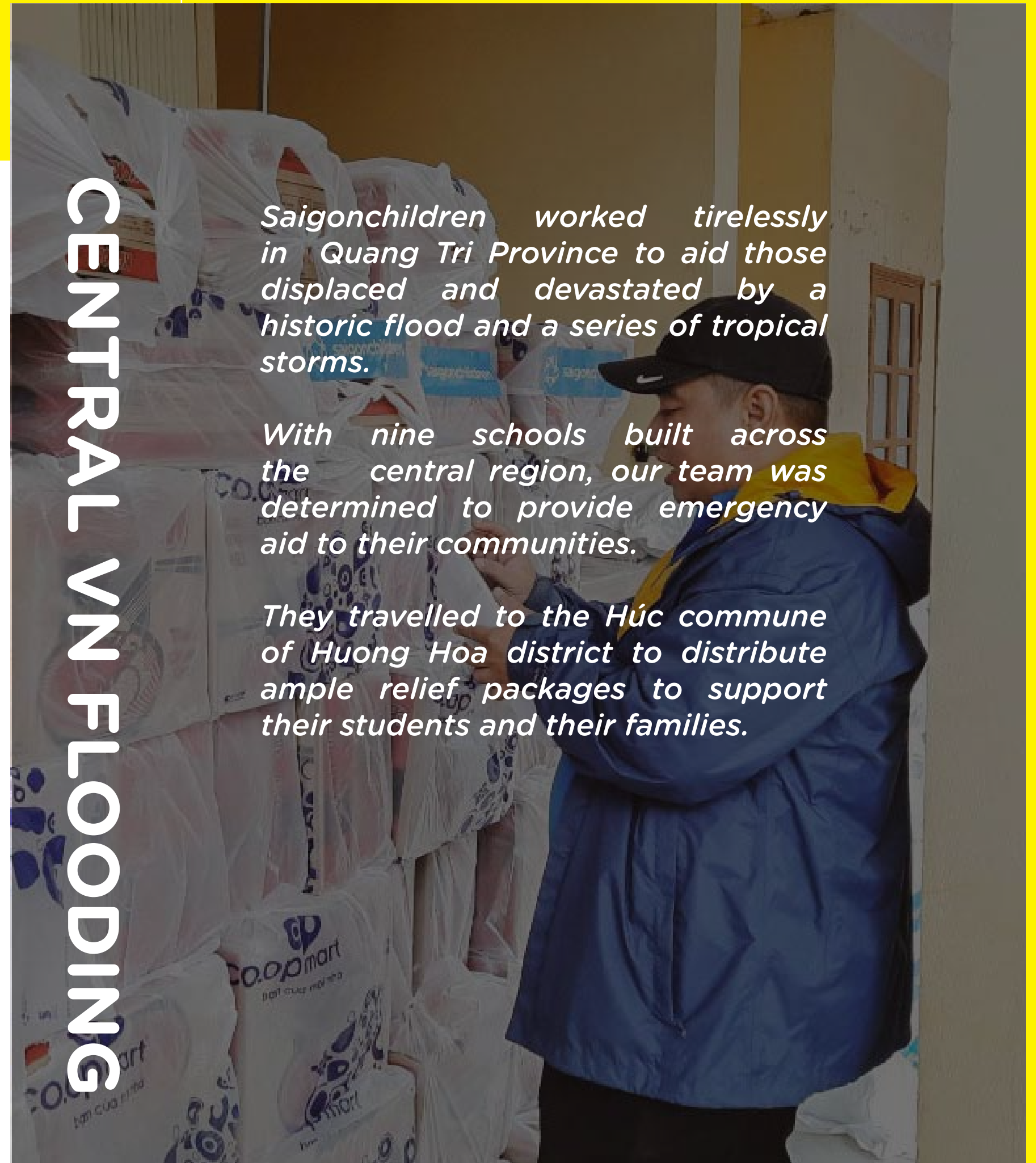
Designed according to the  
school's uniform guidelines

# CENTRAL VN FLOODING

*Saigonchildren worked tirelessly in Quang Tri Province to aid those displaced and devastated by a historic flood and a series of tropical storms.*

*With nine schools built across the central region, our team was determined to provide emergency aid to their communities.*

*They travelled to the Húc commune of Huong Hoa district to distribute ample relief packages to support their students and their families.*





# PROGRAMME

## SCHOOL-BUILDING

Saigonchildren builds schools in **disadvantaged areas** for communities where existing facilities have become unsafe or unsuitable, and in areas where children travel long distances to school. We use **private donations, along with contributions from the government**, to build schools that are publicly owned and operated.

In addition to building **safe, secure, and rejuvenated schools**, we provide **hygienic toilet and wash facilities, libraries, playgrounds, and specialist classrooms** wherever we identify an opportunity to increase access.



**710** BENEFICIARIES



**5** SCHOOLS



**3** PROVINCES



**1** TOILET BLOCK



**NGUYEN BINH KHIEM  
SECONDARY SCHOOL  
BUILDING PROJECT**  
Tinh Bien District,  
An Giang Province  
March - September 2020

**6** new classrooms  
**3** upgraded classrooms  
**400** beneficiaries each year

*"I really like the new classrooms! They are beautiful, bright, airy and well equipped with new furniture. This definitely helps me to study better. I would like to thank the project donor and local authority for bringing us a better learning environment"* - Anh Khoa, grade 8 student



**200TH SCHOOL - THANH HOA 2 PRIMARY SCHOOL BUILDING PROJECT**  
Phung Hiep District, Hau Giang Province  
November 2019 - January 2020

**5** new classrooms | **1** playground | Toilet block

Since the first school ever built with the help of saigonchildren in 1994 in Can Gio district, Ho Chi Minh city with only one classroom, the organisation's "School Building and Learning Environment Programme" has evolved to build about 10 schools each year, from kindergarten to vocational schools, benefiting over 16,000 children every school year in different remote parts of Vietnam.



*"Teachers and students are very happy to have a friendly, well-equipped, clean and convenient new school for teachers to teach and students to learn. Our teachers, parents, and students are incredibly grateful to our sponsors and saigonchildren for helping us build this new school."*

**Ms. Phan Hong Ngan, Principal of Tan Phuoc Hung Kindergarten, Tan Phuoc Hung, Phung Hiep Ward, Hau Giang province**



*"The ongoing and continuous outbreaks have made it even more difficult to plan and actualize projects. The majority of our work has to be rescheduled to be completed once the outbreak is controlled. Through mobile apps like Zalo, I can virtually monitor the projects."*

**- Nguyen Hoang Phuong, School-Building Manager**



# PROGRAMME CHILD DEVELOPMENT SCHOLARSHIP

The Child Development Scholarship Programme (CDSP) aims to ensure that all children excluded from school, or whose education is jeopardized by poverty, can **attend school untroubled by worries about the cost of education to their families until they can stand on their own**. Our diverse scholarships depend on a student's financial capacity.



*"Since the COVID-19 outbreak my family, who were already facing financial struggles, had to face even more hardship, specifically in regards to my grandfather's job. Therefore, I would like to thank saigonchildren for supporting us with basic necessities and helping my family overcome the difficulties caused by COVID-19. This gift brought my family a warm, happy, and fulfilling Tet. I am extremely grateful for this message of encouragement and love that everyone has gifted to me and my family. I promise to do my best to study at school, and conquer many more challenges, paving the way for a brighter future to support my family."*



**Tran Minh Thu - 17 years old. Beneficiary of Saigonchildren's Child Development Scholarship Programme in Tra Vinh**



**1,794** SCHOLARSHIPS



**110** BICYCLES



**6** PROVINCES

## MORE IMPRESSIVE NUMBERS

Visit **704 children** to learn about their lives and situation.

Provide urgent support (medial treatment, glasses, funeral support) to **110 children** and their families.

Organise **10** life skills training sessions for **308 students** to provide essential soft skills in preparation for employment.

Support **7,974 packages** of Covid emergency support provided to children within the programme and poor families negatively affected by Covid.





# PROGRAMME GETTING READY FOR WORK



*"The pandemic greatly affected the economy. Many shops and restaurants are closed, many places are not hiring. In 2020, our project supported 48 students with vocational training, 21 of whom have completed the course, but only 14 of them could find a job in the city. Students who studied Bartending or Servicing restaurants were the most affected."*

**Do Thi Bach Phat - Getting Ready For Work Programme Officer**

*"I was supported with my learning fees, with life skills training, and in particular, with career orientation. The support from saigonchildren helped me regain motivation and a positive perspective on life. It also helped me open up the doors to the future. With guidance in career orientation and encouragement from Saigonchildren's staff, I had all the courage necessary to register for a barista course at Saigontourist Vocational Training School for Tourism and Hospitality. I have a job; I can earn money and help reduce the burden on my mother's shoulders. I'm very grateful for the support that saigonchildren provided to me and to my family. I hope that the organisation will continue to grow so that other disadvantaged youth like me can receive this incredible support."*



**Long - graduated from the Barista course at Saigon-tourist Hospitality College**

*Through the dedication of saigonchildren's team, the youth's perseverance, and their family's persistent support 48 lives changed for the better in 2020.*



*Thang Long School's English Teachers received Online Teaching training*



# PROGRAMME SPECIAL NEEDS EDUCATION



**140** STUDENTS with 100% improvements in cognition, communication, language, and behaviour



**110** PARENTS provided with skills and guidance



**5** PROJECTS

Saigonchildren's Special Needs Education Programme (SNEP) supports children with disabilities and their families.

We specialise in autism education, including early intervention and speech and physical therapy.

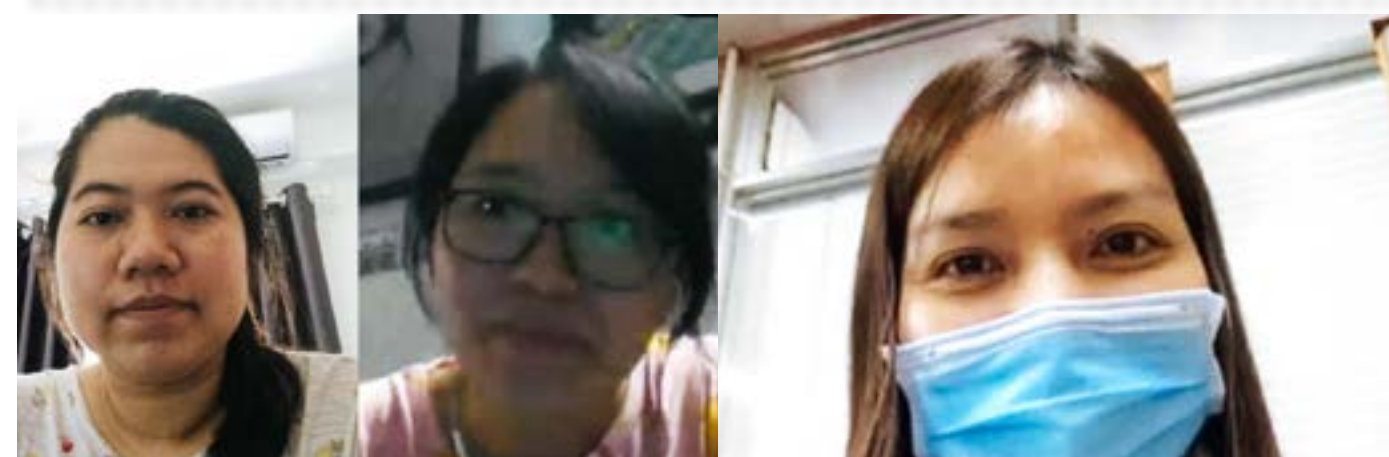
During the COVID-19 Pandemic, many of our in-person services had to be moved online which helped many more families access our workshops to support their children during such difficult times.

We also cooperate with specialist organisations across Vietnam to help children with disabilities such as cerebral palsy, deafness, blindness and congenital conditions, including those associated with Agent Orange.



## Phat and Mom

*"My son and I have been participating in the Early Intervention Project at Thang Long for fourteen months. This has been, and continues to be, a memorable and positive time for my family. Thanks to the enthusiastic support from saigonchildren's teachers and parent-training classes, I now better understand my child's difficulties and embrace his differences. With help from teachers and experts, along with our family's perseverance, we have finally achieved positive results which I can see in my child's daily progress. From a child who had language difficulties and could not communicate, to a child who has started to observe the world around him, pays attention to other people, is able to communicate short sentences, with some of his skills considered by his preschool teachers to be just as good as his classmates. He can do daily activities by himself, like many other children, so he is becoming more confident. My family is also happier. With the improvements achieved through this project, my family would like to thank our sponsors ANZ, saigonchildren, and all the teachers."*



Early Intervention classes moved online during the pandemic

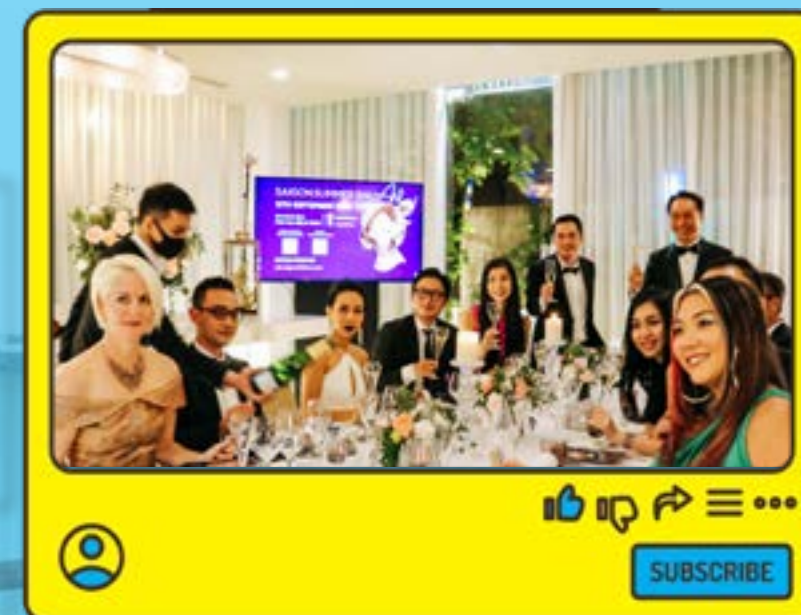


# WE WENT ONLINE



H2H -  
AROUND  
THE  
WORLD

SAIGON  
SUMMER BALL



VIRTUAL CHARITY  
CYCLE ADVENTURE



CCA Phong Nha



COVID APPEAL  
PRESS CONFERENCE



VIRTUAL  
STEPS CHALLENGE



OFFLINE  
AND SAFE



Mini CCA Bao Loc - Lagi



# 2020

## FINANCIAL REVIEW

Our full audited accounts can also be found on the UK Charities Commission website.

Statement of financial activities for the year ended 31 December 2020

Income	2020 Unrestricted funds USD	2020 Restricted funds USD	2020 Total USD	2019 Total USD
<i>Donations</i>				
• School building	-	169,699	169,699	489,810
• Child Development Scholarship Programme	-	389,149	389,149	339,409
• Getting Ready for Work	-	196,587	196,587	175,776
• Special Needs education Programme	-	66,840	66,840	92,103
• Covid Appeal	-	348,297	348,297	-
• General donations	133,862	-	133,862	71,114
• Bank interest	12,834	-	12,834	6,561
• Others	-	898	898	1,636
Events and trading activities	295,889	-	295,889	375,362
Exchange differences	3,757	-	3,757	(8,286)
<b>TOTAL INCOME</b>	<b>446,342</b>	<b>1,171,470</b>	<b>1,617,812</b>	<b>1,543,485</b>

Statement of financial activities for the year ended 31 December 2020 (continued)

Expenditure	2020 Unrestricted funds USD	2020 Restricted funds USD	2020 Total USD	2019 Total USD
<i>Charitable activities:</i>				
• School building	-	180,908	180,908	470,318
• Child Development Scholarship Programme	-	419,284	419,284	394,591
• Getting Ready for Work	-	215,072	215,072	220,135
• Special Needs education Programme	-	70,932	70,932	131,823
• Covid Appeal	-	379,423	379,423	-
Cost of generating funds:				
• Fundraising	111,190	116,853	228,843	279,086
Governance	5,463	14,460	19,923	19,934
<b>TOTAL EXPENDITURE</b>	<b>117,453</b>	<b>1,396,932</b>	<b>1,514,385</b>	<b>1,515,887</b>





# saigonchildren

removing barriers to education

*Saigonchildren believes that all children have the right to fulfill their potential and that focusing on education enables even the most disadvantaged children to create a better future for themselves*