

Operation Report 2010

Maison Chance Vietnam Association

Contents

| I. | Human resources | Page 03 |
|------|---------------------------|---------|
| II. | Operation report | |
| | - Education | Page 04 |
| | - Vocational training | Page 05 |
| | - Production | Page 06 |
| | - Social department | Page 07 |
| | - Health | Page 07 |
| | - Buildings and equipment | Page 08 |
| | - Village Chance | Page 09 |
| III. | Financial report | Page 11 |
| IV. | Overview for 2011 | Page 13 |

Operation report 2010

Maison Chance Vietnam Association

I) <u>HUMAN RESOURCES:</u>

• **<u>Staff</u>**: Maison Chance employs 44 people (22 women and 22 men).

| Department | Number of employees | Former beneficiaries | Number of volunteers | Total |
|--------------------------|---------------------|-------------------------|----------------------|-------|
| Management Committee | 6 | | | 6 |
| Administration, finances | 4* | | | 4 |
| Social department | 3 | | | 3 |
| Education | 5* | | 9 | 14 |
| Training and production | 5 | | | 5 |
| Marketing and sales | 1 | 1 | | 2 |
| Health department | 6 | 1 | 5 | 12 |
| Catering department | 4 | | | 4 |
| Goods and services | 12 | | | 12 |

* three members of the Administration and finance department and one member of the Education department are also members of the Management Committee.

• Vietnamese volunteers: 14 people

Maison Chance worked with doctors and teachers (music, drawing, English lessons, IT tools):

- Medical department: 5 volunteer doctors specialized in urology, spinal column and orthodontia. These doctors have been working as volunteers with Maison Chance for several years.

9 volunteer teachers in the areas of music, drawing, English and computers.

Foreign volunteers: 25 people

In 2010, Maison Chance worked with 25 foreign volunteers, including teachers (in subjects such as English, French, music and sports), construction experts, and assistants in the infirmary.

- Short term (less than 3 months): 21 volunteers
- Long term (more than 3 months): 4 volunteers

• Direct beneficiaries:

Maison Chance helped on a daily basis 434 beneficiaries:

- Free education: during 2010-2011 term, 153 underprivileged children and young disabled (some of whom are also residents of Maison Chance Shelter).

- Beneficiaries residing at the Maison Chance Shelter (on 31th December 2010): 43 people of which 26 are disabled and 17 orphans.

We welcomed 4 new beneficiaries and 14 were reintegrated into society. There were 11 less beneficiaries than at the beginning of the year.

- 18 former apprentices were hired in Workshops at the Take Wing Center.

In addition to the direct beneficiaries (who received daily care), Maison Chance provided occasional or continuous care and assistance to 220 people, including those who were ill, poor and disabled, and former beneficiaries. This assistance includes medical care, medicines, school tuition, rice and some financial aid to set up a professional activity.

II) OPERATION REPORT:

• Education:

Residents of Maison Chance Shelter

Children living in the Shelter are provided with an education at the Take Wing Centre. Eleven other children are attending school outside: 6 pupils are learning at the Secondary level, 1 at the High School level and 4 at the University level.

Disadvantaged children educated at Take Wings Center

Curriculum:

Students were given mid-term exams between March 16 and March 19, 2010.

Year-end exams took place from May 4 to May 14, 2010.

2009-2010 Report Card:

The success rate was 100%. All 159 students passed their exams and will be able to graduate to the next class. Of the 159 students, 104 had excellent results, 33 had good results, and 22 had average results. The 137 children who had excellent and good results received an award.

All 28 students of the 5th grade obtained their Primary School certificates, of which 27 pupils had excellent results, and 1 had a good result. One pupil, Vo Thi Ngoc Van, obtained 10 points (the maximum) in Mathematics and Vietnamese. She received a gift and 500,000 VND from our partner, the Ho Chi Minh City Sponsoring Association for poor patients, and also a gift and a grant to pay the tuition fee for the 6th grade from Maison Chance.

On May 31, 2010, Maison Chance organized a party for the end of the 2009-2010 school year.

The 2010-2011 school year began on August 16, 2010.

The first mid-term exams were conducted between October 18 and October 22, 2010.

Other activities:

- On February 4, 35 children and 3 teachers visited the "Xuan Tinh Thuong" program organized by Nong Thon newspaper.

- On the eve of February 6, 9 children received a prize for their artwork in the drawing contest organized by Roche Company. They each received a bicycle. On the same day about 30 children offered presents to the patients of Thu Duc's mental health center.



Tim and the Take Wing Center children visiting Thu Duc

- March 20, 2010: 60 students of the Polytechnical University and the Open University came to the Take Wing Center to play with the children.

- On the 23rd of March, members of a clinical research group at Oxford University and the theatre company, Thai Duong, performed a play at the Take Wing Center about the pathogenesis bacteria of the digestive system. The objective was to teach some preventative measures to the children.



Sketches of the show proposed by Thai Duong Theatre troupe

- March 27, 2010: a group of volunteers, "Canh dieu uoc mo", and some students from the Natural Sciences University came to play with the children.

- At the end of the semester, all the children could go to the Tan Binh swimming pool.

- September 18 and 21, 2010: Students of the University of Economics organized a Mid-Autumn Festival for the children of Maison Chance Shelter and the Take Wing Center.

Vocational training:

The beneficiaries who are undertaking vocational training at the Take Wing Centre are disabled people, orphans and teenagers in a difficult situation. The disabled people have fragile health and do not have the possibility of attending vocational schools outside.

Maison Chance has 4 vocational training workshops: Sewing, Drawing, Information Technology and Small Carpentry (bamboo workshop), which welcome approximately 50 apprentices.

Sewing workshop

Twelve apprentices learned to sew kimonos. They also learned to sew new styles of cushions, a mobile phone bag and a toy stuffed cat.

Drawing workshop

Sixteen apprentices continued to improve their skills in oil painting techniques. In addition, they took lessons in still life drawing techniques three times a week. Some of them also received lessons in computer design techniques.

A drawing contest is organized periodically in order to check the progress of the apprentices.

In November, five paintings created by apprentices in the Drawing workshop took part in "The Disabled People and Work" contest organized by the Ministry of Labor in collaboration with the Embassy of Germany in Hanoi. Two painters from our workshop earned the first and second prize. A third painter received the Encouragement prize



M. Tam, first prize winner



M. Phong, second prize winner

Bamboo workshop

Five apprentices learned to create practical and decorative objects in bamboo and wood. They also crafted items on order.

Information Technology workshop

Nine apprentices just completed a 2-year web-design course. Since August 2010 they have been working for the Vina Design Co. for an average salary of 1,500,000VND. It is a first step towards selfsufficiency for these quadriplegic people.

In addition, 49 students of the 4th and 5th grades are following IT lessons in order to improve their knowledge, thus having more opportunities available if they continue their studies after primary school.



• Production :

About 50 people are working in the workshops of Maison Chance. Depending on market demand and orders from both local and foreign clients, they produce goods such as clothing, bags, stuffed animals, bamboo products, and paintings.

The apprentices who contribute to the production of these goods are paid for their work. Apprentices who are living at the Maison Chance Shelter receive 20% of their salary up front, and the remaining 80% is deposited into a trust fund account which is managed by the Association. When the apprentices complete their training and are ready to embark



upon independency, they become the holder of their trust fund account and are able to start new lives with their savings.

In 2010, the sewing workshop created 28,091 items, the drawing workshop produced 279 paintings, the bamboo workshop made 6,007 products.

In addition to activities in their respective workshops, apprentices also spend several mornings during the week working on professional skills.

• Social department:

- Social survey to help two young girls from the Thu Duc mental health center (Huynh Thi Dat Minh Lieu, 1992, and Tran thi Yen, 1991). Social rehabilitation and vocational training.

- Formalities to enroll two young boys in the Koto catering school (Nguyen Hoang Thuong and Dang Ngoc Hai, residents of Maison Chance shelter).

- Follow-up and continuity of assistance for Tran Van Hen, a quadriplegic in Cu Chi. Includes situation assessment and renewal of contract for assistance.

- Social survey at Thien Tam, a shelter giving work to disabled people, and to transfer two young beneficiaries of Maison Chance (Nguyen Thi Lan and Tran Thi Kim Chi) and rehabilitate them socially.

- Help Mrs Bich Van to find a room for her social rehabilitation.

- Survey to help Mr Pham Thuong Uyen, who was severely injured then abandoned after being hospitalized at Cho Ray hospital.

- Social survey on the family of Mrs Le Kim Hong for financial assistance to help pay medical fees. This family notably receives 30 kilos of rice each month.

(All the persons helped by Maison Chance cannot be named in this report).

Other social activities:

- On April 18, all the beneficiaries of Maison Chance took part to the event « Work for disabled people », organized at Thao Cam Park in Ho Chi Minh City.
- On May 25, the members of the drawing workshop were invited to the Long An television studio to speak about their lives and work.
- On June 22 the Ho Chi Minh City television did a portrayal of Lien, the disabled cook of Maison Chance.
- On June 24, the program « Disability Resource and Development » (DRD) came to the Take Wing Center to speak about the possibilities of finding work for disabled people.
- On November 27th all the disabled people went to Suoi Tien Amusement Park for the International Day of Disabled people.

<u>Health</u> :

Health department is composed of 1 person in charge of health, 2 physical therapists and 3 patient caretakers.

A group of volunteering doctors (from Hoan My medical center, with various specialties) comes once a year to conduct consultations.

Doctors following our patients:

- A specialist of the spinal column and a specialist in urology are available to help Maison Chance when needed.
- A dentist, Phu My, offers free consultations to the beneficiaries of Maison Chance when needed.

Each week, the medical team organizes meetings about different medical subjects. All the beneficiaries are informed of the status of their health in order that they may better understand and be more mindful of their health and various illnesses.

In 2010, we undertook a testing campaign among 287 people (schoolchildren at Take Wing Center, beneficiaries, staff). The purpose of this testing was to find out who had been vaccinated and against which disease, in order to prepare a vaccination campaign. The first vaccines were administrated early December. The 2nd and 3rd injection phase will take place in January and May 2011. This way all our beneficiaries and staff will be protected against the main contagious diseases.



Blood check to test if patients have already been vaccinated in the past

Also in December, two volunteer dentists, an American and a Canadian, along with their assistants, conducted a general inspection at all our beneficiaries' teeth.

In 2010, there were 149 medical consultations, and 17 hospitalizations for problems related to the spine, bladder, lungs, kidneys, etc. Eighty-one patients required treatment externally.

Buildings and equipment:

<u>Renovation of Maison Chance Shelter</u>: Maison Chance has been planning to renovate the Shelter for several years. The first building was erected almost 20 years ago and needed serious refreshing. This renovation became necessary because of the advanced state of the building's degradation, the lack of adequate space to accommodate young invalids and also because of the return of a portion of the road borrowed from the State in 1999. Despite this return, the Shelter has extended its area from 650m² à 661m². The space was gained by increasing the first floor area. The renovations took about 7 months and cost 106,149.60 USD.

<u>Generator</u>: The Take Wing generator grew tired after two years and requested a lot of repairs. It did not have enough power to run the entire site. We have regularly been lacking electricity during work hours, thus disrupting our operations. So, we bought another generator, more powerful and 100% new!

• Village Chance Project:

In late December 2010, the bulk of construction of the Village (consisting of 34 adapted apartments, 6 guest rooms, a restaurant and an Education building) was completed. Workers are now employed finishing the work and everything will be ready for the 20th January inauguration day.

Completion of this project was made possible through the generous contribution of different donors, of which the most important are:

- Fondation Masikini, Switzerland
- Fondation Michelham of Hellingly, Switzerland
- Fondation Romuald Burkard et Cie Sika, Switzerland
- Fondation Main Dans la Main, Switzerland
- Vietnam Foundation, Australia
- Sequel AG International Company

- Private donors, especially from the U.S, Switzerland, France, Belgium, Germany, Australia, Canada, Japan, Vietnam, Norway and Tahiti.



Buildings C, D et E, December 2010, a month before opening



Construction of Village Chance, 2010





Bloc B being build, access ramp for people in wheelchair



Roofing of Village Chance and completion of Bloc B, the Education building.

III) FINANCIAL REPORT:

For 2010, the overall operational expenses of the program were 301,601.96 USD. The amount of income generated was 1,193,993 USD.

The total investment expense for Village Chance in 2010 was 1,314,970.90 USD.

Therefore, the total amount of expenses for 2010 was 1,708,584.39 USD, and distributed as follows:

| Expenditure of programs | VND | USD |
|-----------------------------|----------------|--------------|
| Maison Chance Shelter | 1,773,187,500 | 88,659.38 |
| Take Wing Center | 3,045,235,000 | 152,261.75 |
| Shared services | 1,213,616,500 | 60,680.83 |
| Total expenditure | 6,032,039,000 | 301,601.96 |
| Investments* | 1,840,230,500 | 92,011.53 |
| Construction Village Chance | 26,299,418,121 | 1,314,970.90 |
| Total | 34,171,687,621 | 1,708,584.39 |

1USD = 20,000 VND

* The expenses under Investments are:

- Purchase of a new power generator for the Take Wing Center: 11,725 USD

- Renovation of Maison Chance shelter: 80,286.53 USD (on December 31; the remaining costs will be paid in 2011).



Operation report 2010 - Maison Chance Vietnam maisorchance

| MAISON CHANCE SHELTER TAKE Wind CENTER No Categories USD No No Categories USD No No Categories USD No No Categories No Categori | EXPENSES 2010 | | | | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------|--|--|--|--|--|
| 1 Medical expenses 32'194.36 4 Direct beneficiaries 11'589.90 1 Education expenses 25'42.83 3 Medical expenses 1 1.2 Hospital expense 10741.53 4.2 Clothing, bedding, linen 1'205.00 1.3 Recreation, trips 5'541.55 3.1 Material, medicines 1.4 Material, medicines 1.4 Food expenses 1.3 Recreation, trips 5'541.55 3.2 Miscellaneous 1.4 Food expenses 1.4 Food expenses 1.5 Rotoq expenses 1.5 Concational expenses 15'332.68 4.4 Food expenses 1.4 Food expenses 1.5 Food expenses 1.4< | | | | | | |
| 1.1 Miscellaneous 4.1 Miscellaneous 9349.55 3.1 Material, medicines 3.2 Miscellaneous 4.2 Clothing, bedding, linen 1/2050.0 4.3 Personal hygiene 2/378.48 1.3 Teacher's salaries 10531.73 3.2 Miscellaneous 4 Food expenses 1/2 A Food expenses 1/2 | USD | | | | | |
| 1.2 Hospital expense 10741.53 4.2 Clothing, bedding, linen 1'205.00 1.3 Material, medicines 10005.06 4.3 Personal hygiene 2378.48 1.4 Salaries 11'47.78 4.4 Entertainment, trips 4'622.03 2 Food expenses 20787.69 4.5 Orthopaedic support 3384.40 2.1 Food, gas 18'48.422 5 Building expenses 19'907.00 5.1 Electricity, gas 4'416.04 Building expenses 19'907.00 5.1 Electricity, gas 4'416.04 5 Building expenses 19'907.00 5.3 Furniture, equipment, miscellaneous 18'0.00 4.3 Equipment, miscellaneous 18'0.20 3.1 Internet service 4'180.43 5.4 Guardians' salaries 2'22.35 5.5 Electricity, gas 5.5 Electricity, gas 5.5 Electricity, gas 5.5 Electricity, gas 5.5 Furniture, equipment 5.6 Repare's salary 1'9'1.15 5.6 Repare's salary 1'9'1.15 5.7 Varehouseman's salary 1'60.75 2.3 E | 2'490.15 | | | | | |
| 1.3 Material, medicines 10'005.06 4.3 Personal hygiene 2378.48 1.3 Teachers' salaries 10'531.73 4 Food expenses 16'831.73 2. Food expenses 20'787.69 4.4 Entertainment, trips 4'622.03 4.5 Ontopaedic support 3'38440 2.1 Computer department 4'179.40 4.2 Salaries 4.3 Equipment, miscellaneous 4.3 Equipment, miscellaneous 4.3 Equipment, miscellaneous 4.3 Equipment, miscellaneous 5.1 Electricity, gas 4'416.05 2.1 Reparations 1'802.38 5.1 Electricity, gas 4'16.05 5.2 Maintenance, reparations 4'033.70 2.2 Sewing workshop 2'375.88 5.1 Electricity, gas 5.3 Furniture, equipment 2'11.7 Furniture, miscellaneous 9'7.58 5.4 Cleaners' salaries 2'223.45 5.6 Reparer's salary 1'9'17.15 5.5 Cleaners' salary 1'9'17.15 5.6 Reparer's salary 1'9'17.15 5.6 Cleaner's salary 1'8'17.10 5.6 Reparer's salary 2'2'1 Furniture, miscellaneous 3'1'12'10 5.6 Repare's salary | 210.70 | | | | | |
| 1.4 Salaries 11'447.78 4.4 Entertainment, trips 4'622.03 2. Food, gas 18'484.22 5 Othopaedic support 3'384.40 5 Chopaedic support 3'384.40 2.1 Food, gas 18'484.22 5 Building expenses 19'907.00 5.1 Electricity, gas 4'180.43 3.1 Electricity 5.1 Electricity, gas 4'032.70 5.3 Furniture, equipment 2'117.00 3.2 Internet service 4'180.43 5.4 Guardians' salaries 3'475.90 5.5 Cleaners' salaries 2'22.345 5.5 Furniture, equipment 5.5 Furniture, miscellaneous 3712.10 5.5 Furniture, equipment 5.5 Furniture, miscellaneous 3712.10 5.6 Warehouseman's salary 5.6 Furniture, miscellaneous 3712.10 5.6 Furniture, miscellaneous 6.1 Production/sales expenses 6.2 Suriding expenses 6.2 | 2'279.45 | | | | | |
| 2 Food expenses 20'787.69 4.5 Orthopaedic support 3'384.40 2.1 Computer department 4'179.40 4.2 Salaries 4.3 Equipment, miscellaneous 4.3 Equipment, miscellaneous 4.3 Equipment, miscellaneous 5 Building expenses 19'907.00 2.1 Reparations 18'02.38 5 Building expenses 19'007.00 2.1 Reparations 18'02.38 5 Building expenses 19'007.00 2.1 Reparations 18'02.38 5 Building expenses 10'003.70 5.1 Electricity, gas 4'110.00 2.1 Reparations 18'02.38 5.1 Electricity, gas | 18'024.18 | | | | | |
| 2.1 Food, gas 18484.22 5 Building expenses 19'907.00 2.1.1 Furniture, miscellaneous 185.00 4.3 Equipment, miscellaneous 2.2 Salaries 2'303.48 5.1 Electricity, gas 4'416.05 2.1.2 Reparations 1'802.38 5.1 Electricity, gas 5.1 Electricity, gas 5.1 Electricity, gas 5.1 Electricity, gas 5.3 Furniture, equipment 2'17.00 2.2 Sewing workshop 2'375.58 5.3 Furniture, equipment 5.3 Furniture, equipment </td <td>14'611.35</td> | 14'611.35 | | | | | |
| 2.2 Salaries 2'303.48 5.1 Electricity, gas 4'416.05 2.3 Equipment, miscellaneous | 2'717.88 | | | | | |
| 2.3 Equipment, miscellaneous - 5.2 Maintenance, reparations 4'033.70 2.1.3 Teacher's salary 2'192.03 5.1 Electricity, gas 5.2 3.1 Electricity - 5.4 Guardians' salaries 3'475.90 5.2 Sewing workshop 2'375.58 5.3 Furniture, equipment 2'170.00 5.4 Cleaners' salaries 3'475.90 5.5 Cleaners' salaries 2'223.45 5.3 Furniture, miscellaneous 97.58 5.3 Furniture, equipment 5.3 <td>694.95</td> | 694.95 | | | | | |
| 3 Internet service 4'180.43 5.3 Furniture, equipment 2'117.00 2.2 Sewing workshop 2'375.68 5.2 Maintenance, reparations 1 3.1 Electricity 5.4 Guardians' salaries 3'475.90 5.5 Cleaners' salaries 2'223.45 5.6 Reparer's salary 1'971.15 2.2.1 Furniture, miscellaneous 97.58 5.4 Cleaners' salary 5.5 Reparer's salary 1'971.15 5.6 Reparer's salary 1'971.15 5.7 Warehouseman's salary 1'23.1 Furniture, miscellaneous 3'71.10 5.6 Warehouseman's salary 2'2.3 Cacher's salary 2'864.10 5.7 Guardians' salaries 2'2.2 Cacher's salary 2'864.10 6 Production/sales expenses 6 Production/sales expenses 6 Production/sales expenses 6.2 Sewing workshop 6.3 | 25'377.18 | | | | | |
| 3.1 Electricity - 3.2 Internet connection 107.80 3.3 Furniture 4'072.63 3.4 Rewards - 5.7 Warehouseman's salary 1'971.15 5.7 Warehouseman's salary 1'971.15 5.7 Warehouseman's salary 1'669.75 5.7 Warehouseman's salary 1'669.75 5.7 Warehouseman's salary 1'669.75 5.7 Warehouseman's salary 1'669.75 5.7 Warehouseman's salary 2'264.10 2.4 Bamboo workshop 2'604.00 2.4.1 Furniture, miscellaneous 3'1'7.00 2.4.2 Teacher's salaries 2'559.90 2.5 Outside training expenses 101.70 5.6 Bemboo workshop 2'50.90 2.5 Outside training expenses 101.70 6.1 Drawing workshop 6.2 6.2 Sewing workshop 6.3 Bamboo workshop 2.4.3 Bamboo workshop 2.5 Outside training expenses 101.70 | 6'744.53 | | | | | |
| 3.2 Internet connection 107.80 5.5 Cleaners' salaries 2/23.45 3.3 Furniture 4'072.63 5.6 Reparer's salary 1'971.15 3.4 Rewards 5.7 Warehouseman's salary 1'969.75 5.7 Warehouseman's salary 1'669.75 2.3 Drawing workshop 6'576.20 2.3.1 Furniture, miscellaneous 3'712.10 5.6 Warehouseman's salary 5.7 2.4.1 Furniture, miscellaneous 44.10 5.7 Guardians' salaries 5.7 2.4.2 Teacher's salaries 2'559.90 6.1 Drawing workshop 6.2 Sewing workshop 2.4.2 Teacher's salaries 2'559.90 6.3 Bamboo workshop 6.3 Bamboo workshop </td <td>3'929.40</td> | 3'929.40 | | | | | |
| 3.3 Furniture 4'072.63 5.6 Reparer's salary 1'971.15 3.4 Rewards - 5.7 Warehouseman's salary 1'669.75 2.3 Drawing workshop 6'576.20 5.5 Reparer's salary 5.6 2.3.1 Furniture, miscellaneous 3'712.10 5.6 Warehouseman's salary 1'669.75 2.3.2 Teacher's salary 2'864.10 5.7 Guardians' salaries 5.7 2.4.1 Furniture, miscellaneous 44.10 6 Production/sales expenses 6 2.4.1 Furniture, miscellaneous 44.10 6.4 Drawing workshop 6.2 Sewing workshop 6.2 2.4.1 Furniture, miscellaneous 41.00 6.4 Drawing workshop 6.3 Bamboo workshop <t< td=""><td>4'625.33</td></t<> | 4'625.33 | | | | | |
| 3.4 Rewards - 5.7 Warehouseman's salary 1'669.75 2.3.1 Furniture, miscellaneous 3712.10 5.6 Warehouseman's salary 1 2.3.2 Teacher's salary 2'864.10 2.4 Bamboo workshop 2'604.00 5.7 Guardians' salary 1 5.6 Warehouseman's salary 1 5.6 Warehouseman's salary 1 5.6 Warehouseman's salary 1 5.7 Guardians' salary 1 5.7 Guardians' salary 1 5.6 Warehouseman's salary 1 5.6 Warehouseman's salary 1 5.7 Guardians' salary 1 5.7 Guardians' salary 1 5.7 Guardians' salary 1 5.6 Warehouseman's salary 1 5.6 Warehouseman's salary 1 5.7 Guardians' salary 1 5.6 Warehouseman's salary 1 5.7 Support 5.6 Supoint 6.1 Drawing worksh | 3'483.08 | | | | | |
| 2.3.2 Teacher's salary 2'864.10 5.7 Guardians' salaries 6 2.4 Bamboo workshop 2'604.00 6 Production/sales expenses 6 2.4.1 Furniture, miscellaneous 44.10 6 Inawing workshop 6 2.4.2 Teachers' salaries 2'559.90 6.1 Drawing workshop 6 2.5 Outside training expenses 101.70 6.3 Bamboo workshop 6 3 Bamboo workshop 2'559.90 6.3 Bamboo workshop 6 4.1 Drawing workshop 6 Sewing workshop 6 6 5.7 Sewing workshop 6 Sewing workshop 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 | 2'632.25 | | | | | |
| 2.4 Bamboo workshop 2'604.00 6 Production/sales expenses 2.4.1 Furniture, miscellaneous 44.10 6.1 Drawing workshop 2.4.2 Teachers' salaries 2'559.90 6.2 Sewing workshop 6.3 2.5 Outside training expenses 101.70 6.3 Bamboo workshop 6.3 1 Total Maison Chance Shelter 88'659.38 Total Take Wing Center 1 6.3 Bamboo workshop 1 1 1 SHARED SERVICES 1 1 1 SHARED Services 1 1 1 3'821.20 Vehicle fuel (bus, motorbikes) 1 1 3'821.20 Vehicle reparations and maintenance 1 | 1'818.60 | | | | | |
| 2.4.1 Furniture, miscellaneous 44.10 2.4.2 Teachers' salaries 2'559.90 2.5 Outside training expenses 101.70 6.3 Bamboo workshop 6.4 Bamboo workshop 6.5 Bamboo workshop 6.6 Bamboo workshop 6.7 Bamboo workshop 6.8 Bamboo workshop 6.9 Bamboo workshop 10 Total Take Wing Center 11 SHARED SERVICES 20 Communication 3'821.20 0 Yehicle fuel (bus, motorbikes) Vehicle fuel (bus, motorbikes) 0 1'338.88 Vehicle reparations and maintenance | 2'144.00 | | | | | |
| 2.4.2 Teachers' salaries 2'559.90 6.2 Sewing workshop 2.5 Outside training expenses 101.70 6.3 Bamboo workshop 1 Total Maison Chance Shelter 88'659.38 Total Take Wing Center 1 SHARED SERVICES Administrative expenses 15'667.63 Transport expenses 1 Communication 3'821.20 Vehicle fuel (bus, motorbikes) Vehicle reparations and maintenance 1 | 65'110.55 | | | | | |
| 2.5 Outside training expenses 101.70 6.3 Bamboo workshop Total Maison Chance Shelter 88'659.38 Total Take Wing Center 1 SHARED SERVICES Administrative expenses 15'667.63 Transport expenses 0 Communication 3'821.20 Vehicle fuel (bus, motorbikes) 1 Office stationery 1'338.88 Vehicle reparations and maintenance 1 | 19'986.15 | | | | | |
| Total Maison Chance Shelter 88'659.38 Total Take Wing Center 1 SHARED SERVICES Administrative expenses 15'667.63 Transport expenses 1 Communication 3'821.20 Vehicle fuel (bus, motorbikes) 1 Office stationery 1'338.88 Vehicle reparations and maintenance 1 | 28'123.10 | | | | | |
| SHARED SERVICES Administrative expenses 15'667.63 Transport expenses Communication 3'821.20 Vehicle fuel (bus, motorbikes) Office stationery 1'338.88 Vehicle reparations and maintenance | 17'001.30 | | | | | |
| Administrative expenses 15'667.63 Transport expenses Communication 3'821.20 Vehicle fuel (bus, motorbikes) Office stationery 1'338.88 Vehicle reparations and maintenance | 52'261.75 | | | | | |
| Administrative expenses 15'667.63 Transport expenses Communication 3'821.20 Vehicle fuel (bus, motorbikes) Office stationery 1'338.88 Vehicle reparations and maintenance | | | | | | |
| Communication 3'821.20 Vehicle fuel (bus, motorbikes) Office stationery 1'338.88 Vehicle reparations and maintenance | 7'874.33 | | | | | |
| | 2'436.95 | | | | | |
| Reception expenses | 3'495.88 | | | | | |
| Salaries 9/284.80 Foreign volunteers management | 1'941.50 2'885.43 | | | | | |
| Statles 9284.80 Foreign volumeers management Staff's training 263.78 Management of the programs | | | | | | |
| Loans _ Reception expenses | 7'489.65 920.88 | | | | | |
| Direct assistance to non-residents 6'405.43 Psychological and social support | | | | | | |
| Staff's medical expenses 731.75 Project's office | 12'539.08 | | | | | |
| Total Shared services | 60'680.83 | | | | | |
| Investments | 92'011.53 | | | | | |
| TOTAL (USD) | 393'613.48 | | | | | |

| | Categories | VND | USD |
|-----|------------------------------------|----------------|-----------------|
| 1 | Incomes from production | 1 | USD = 20,000VND |
| | Incomes from production (cash) | 910,387,500 | 45,519 |
| | Incomes from production (bank) | 823,303,117 | 41,165 |
| | Total | 1,733,690,617 | 86,685 |
| 2 | Donations | | |
| 2.1 | Bank: | | |
| | Maison Chance USA | 7,885,081,200 | 394,254 |
| | Maison Chance Canada | 3,998,064,000 | 199,903 |
| | Maison Chance Switzerland | 2,850,273,020 | 142,514 |
| | Antoine Casetta, Belgium | 2,698,693,200 | 134,935 |
| | Maison Chance France | 1,390,522,500 | 69,526 |
| | Terre des Hommes Alsace, France | 765,072,810 | 38,254 |
| | John Smallwood, Australia | 369,489,800 | 18,474 |
| | Target International Sourcing, USA | 361,584,800 | 18,079 |
| | Other donations | 184,357,930 | 9,218 |
| | Interests | 31,124,748 | 1,556 |
| 2.2 | Cash | 1,509,887,000 | 75,494 |
| 2.3 | Other incomes in cash | 102,024,500 | 5,101 |
| | Total | 22,146,175,508 | 1,107,309 |
| | Final total | 23,879,866,125 | 1,193,993 |

INCOMES 2010

IV) OVERVIEW FOR 2011

In January 2011, Maison Chance will inaugurate the Village Chance. The association's activities will now take place at three sites: the Maison Chance Shelter, place for living for orphans and disabled persons in vocational training; the Take Wing Center, school and vocational center; the Village Chance, apartment buildings suitable for disabled people in wheelchairs.

The total budget for 2011 is 705,713.95 USD, split as follows:

| Operation cost | VND | USD |
|-------------------------------------|----------------|------------|
| Maison Chance Shelter | 2,353,430,000 | 117,671.50 |
| Take Wing Center | 4,148,251,000 | 207,412.55 |
| Village Chance | 1,090,738,000 | 54,536.90 |
| Total operation cost | 7,592,419,000 | 379,620.95 |
| Additional costs for Village Chance | | |
| Construction | 915,755,500 | 45,788 |
| Equipment | 5,606,108,340 | 280,305 |
| Total additional costs | 6,521,863,840 | 326,093 |
| TOTAL | 14,114,282,840 | 705,713.95 |

Operation budget of Maison Chance shelter and the Take Wing Center for 2011

| | | | | Unity : 1000 đ | 20,000d/USD | |
|---|-----------------------------------------------|-----------|---------------------|----------------|-----------------|-----------------------------------------------------------------------|
| | Categories | Shelter | Take Wing Center | Total in VND | Total in USD | Remarks |
| Т | Major renovations and maintenance | 639,000 | 200,000 | 839,000 | 41,950 | |
| Ш | Operations | 2,353,430 | 4,148,251 | 6,501,682 | 325,084 | |
| 1 | Medical expenses | 480,000 | 14,440 | 494,440 | 24,722 | |
| 2 | Foods expenses | 527,684 | 350,352 | 878,036 | 43,902 | projection for 9 months, 3 months transferred to Village Chance |
| 3 | Direct services | 228,000 | - | 228,000 | 11,400 | Clothes, hygiene, activities |
| 4 | Social services | 114,000 | 96,000 | 210,000 | 10,500 | |
| | shelter residents | 18,000 | 12,000 | 30,000 | 1,500 | |
| | outside residents | 96,000 | 84,000 | 180,000 | 9,000 | |
| 5 | Education | - | 203,500 | 203,500 | 10,175 | |
| | equipments | - | 163,500 | 163,500 | 8,175 | projection for 6 months |
| | activities | - | 40,000 | 40,000 | 2,000 | |
| 6 | Vocational training | - | 144,000 | 144,000 | 7,200 | |
| | Sewing workshop | - | 33,500 | 33,500 | 1,675 | |
| | Painting workshop | - | 33,500 | 33,500 | 1,675 | |
| | Computer room | - | 33,500 | 33,500 | 1,675 | |
| | bamboo workshop | - | 33,500 | 33,500 | 1,675 | |
| | others | - | 10,000 | 10,000 | 500 | |
| 7 | Transport | 120,000 | 14,400 | 134,400 | 6,720 | |
| | Petrol | 48,000 | 14,400 | 62,400 | 3,120 | |
| | Repairs (bikes, motorbikes, bus, wheelchairs) | 72,000 | - | 72,000 | 3,600 | |
| 8 | Electricity, water | 108,000 | 174,000 | 282,000 | 14,100 | |

| 9 | Small repairs | 60,000 | 60,000 | 120,000 | 6,000 | |
|----|---------------------------------------|-----------|-----------|-----------|---------|--------------------------------|
| 10 | Small furniture | 36,000 | 50,000 | 86,000 | 4,300 | |
| 11 | Administrative expenses | 33,000 | 84,000 | 117,000 | 5,850 | 1.6% of grand total expenses |
| | Office stationary | - | 24,000 | 24,000 | 1,200 | |
| | telephone, fax ,internet, post office | 33,000 | 60,000 | 93,000 | 4,650 | |
| 12 | Salaries | 641,746 | 1,625,159 | 2,266,906 | 113,345 | 31% of grand total expenses |
| | Management team | - | 172,752 | 172,752 | 8,638 | |
| | Medical team | 193,142 | 144,857 | 337,999 | 16,900 | 3% increase/year |
| | Cafeteria team | 74,340 | 74,340 | 148,680 | 7,434 | |
| | Building maintenance team | 242,986 | 242,986 | 485,971 | 24,299 | incl. security guards, drivers |
| | Administration team | - | 276,120 | 276,120 | 13,806 | |
| | Social Service team | 81,278 | 40,639 | 121,918 | 6,096 | |
| | Training Service team | - | 226,560 | 226,560 | 11,328 | |
| | Education service team | | 149,818 | 149,818 | 7,491 | |
| | Production & sales team | - | 167,088 | 167,088 | 8,354 | |
| | Overtimes, Bonus etc | 50,000 | 130,000 | 180,000 | 9,000 | |
| 13 | Receptions, guests. | 5,000 | 14,400 | 19,400 | 970 | |
| 14 | Volunteer indemnities | - | 48,000 | 48,000 | 2,400 | |
| 15 | Formation, training for employees | - | 10,000 | 10,000 | 500 | |
| 16 | production costs, including salaries | - | 1,260,000 | 1,260,000 | 63,000 | |
| | sewing room | - | 654,000 | 654,000 | 32,700 | |
| | drawing and painting room | - | 456,000 | 456,000 | 22,800 | |
| | bamboo shop | - | 150,000 | 150,000 | 7,500 | |
| | Total | 2,992,430 | 4,348,251 | 7,340,682 | 367,034 | |

| | | đvt : 1000 đ | 20,000vnd/USD | |
|---|-------------------------------|--------------|---------------|-----------------------|
| | | VND | USD | |
| 1 | Medical | 50,000.00 | 2,500.00 | |
| 2 | Education | 163,000.00 | 8,150.00 | |
| | equipment | 83,000.00 | 4,150.00 | for June to Dec 2011 |
| | activities | 20,000.00 | 1,000.00 | IOI JUIIE LO DEC 2011 |
| | food | 60,000.00 | 3,000.00 | |
| 3 | Electricity | 60,000.00 | 3,000.00 | _ |
| 4 | Minor repairs | 74,000.00 | 3,700.00 | |
| 5 | Administration | 33,000.00 | 1,650.00 | 3%exp. |
| | Communication (fax ,internet) | 30,000.00 | 1,500.00 | |
| | office equipments | 3,000.00 | 150.00 | |
| 6 | Salaries | 710,738.00 | 35,536.90 | 65% exp. |
| | Security guards | 24,000.00 | 1,200.00 | |
| | Medical | 104,000.00 | 5,200.00 | |
| | Canteen | 60,500.00 | 3,025.00 | |
| | Maintenance | 320,420.00 | 16,021.00 | |
| | Education | 191,818.00 | 9,590.90 | |
| | Overtimes, Bonus etc | 10,000.00 | 500.00 | |
| 7 | Restaurant operation costs | | | <u>N/A</u> |
| | Total | 1,090,738.00 | 54,536.90 | |

Operation budget of the Village Chance 2011

Additional costs for the construction and the equipment of the Village Chance

| | | VND | USD |
|-----|---------------------------------------|---------------|------------|
| Ι. | Additional costs for the construction | 915,755,500 | 45,787.78 |
| | Inspection | 32,142,000 | 1,607.10 |
| | Solar panels | 880,000,000 | 44,000.00 |
| | Plans of the land | 3,613,500 | 180.68 |
| II. | Equipment | 5,606,108,340 | 280,305 |
| | Total | 6,521,863,840 | 326,092.78 |

| Village Chance Equipment Budget | | | |
|---------------------------------|---------------|-----------|--|
| 20,000 VND = 1 USD | | | |
| Therapeutical equipment | | | |
| Physiotherapy | 29,196,000 | 1,459.80 | |
| Adapted sport | 51,190,000 | 2,559.50 | |
| Therapeutic pool | 1,501,996,000 | 75,099.80 | |
| TOTAL THERAPEUTICAL EQUIPMENTS | 1,582,382,000 | 79,119.10 | |

| Electrical projects & sustainable energy | | | | |
|------------------------------------------|---------------|-----------|--|--|
| Alarm system for disabled | 151,525,590 | 7,576.28 | | |
| Corridor lighting with timer | 9,555,750 | 477.79 | | |
| Generator | 283,590,000 | 14,179.50 | | |
| Solar panels | 880,000,000 | 44,000.00 | | |
| TOTAL ELECTRICAL EQUIPEMENTS | 1,324,671,340 | 66,233.57 | | |

| Other equipments | | | | |
|--------------------------------------------------------|-------------|-----------|--|--|
| Vehicles adapted to transport people with disabilities | 814,000,000 | 40,700.00 | | |
| Hygiene & Cleanliness | 62,500,000 | 3,125.00 | | |
| TOTAL OTHER EQUIPEMENTS | 876,500,000 | 43,825.00 | | |

| Bloc A : Restaurant, coffee bar et canteen | | | |
|-------------------------------------------------|-------------|-----------|--|
| Restaurant | 61,000,000 | 3,050.00 | |
| Kitchen with international standards of hygiene | 257,202,000 | 12,860.10 | |
| Canteen for schoolchildren | 43,290,000 | 2,164.50 | |
| Coffee bar | 67,649,000 | 3,382.45 | |
| TOTAL BLOC A | 429,141,000 | 21,457.05 | |

| Bloc B : Education & Health | | | | |
|--------------------------------------------|-------------|-----------|--|--|
| Administration | 57,700,000 | 2,885.00 | | |
| Lift suitable for wheelchair | 363,000,000 | 18,150.00 | | |
| Infirmary | 75,139,000 | 3,756.95 | | |
| Nursery for children of disabled employees | 22,464,000 | 1,123.20 | | |
| Classrooms | 328,200,000 | 16,410.00 | | |
| Teachers room | 8,000,000 | 400.00 | | |
| Music room | 138,730,000 | 6,936.50 | | |
| TOTAL BLOC B | 993,233,000 | 49,661.65 | | |

| Blocs C, D et E : Apartments and guestrooms | | | |
|---------------------------------------------|---------------|-----------|--|
| Apartments | 195,950,000 | 9,797.50 | |
| Guest rooms | 204,231,000 | 10,211.55 | |
| TOTAL BLOCS C, D, E | 400,181,000 | 20,009.05 | |
| | | | |
| TOTAL BUDGET | 5,606,108,340 | 280,305 | |

And this concludes the overview of our activities in 2010. We hope that reading this has given you the information you expected.

Thank you for your interest and precious collaboration!

Report written by Maison Chance Vietnam in February 2011

Tim Aline Rebeaud

