



Counting on Tomorrow

Activity Report 2011

Today, Counting on Tomorrow (CSD) exists in the associative French landscape as evidenced by the confidence of many private and institutional donors. Our strategy for development is based on simple rules of good governance with the on-going commitment to professionalize. In this process, CSD in 2011 has pursued to dynamically improve its management tools and development of its projects. Team members and Civil Service volunteers have conducted missions with different partners and have followed training and specific seminars. Particular attention was given to the management of each program to preserve the primary mission of the association: the education of underprivileged children.

We present here the summary of our achievements in 2011 and the proposals for action in 2012.

1. LIFE OF THE ASSOCIATION IN FRANCE

Civil Service volunteers : a support to the development of CSD

The volunteer team of CSD has expanded with the recruitment of several volunteers from the Civil Service for missions in Ecuador, Brazil, and France. This public organization allows associations to engage with young people for missions lasting six months to one year to be prolonged in 2012 and open other programs, particularly in Cameroon. The engagement, the dynamics, and the expertise of these volunteers are a real asset for CSD and its partners.

Growth of fundraising

Revenue increased 20% from 147,000 euros in 2010 to 176,000 euros in 2011. CSD has continued its work of exploration among foundations, corporations, associations, and school clubs while retaining its private donors. Among the donors in 2011, noted among others are Foundations RAJA, Air France, PPR (Printemps-Pinault-Redoute), Ecocert, Bonduelle...

Financial transparency

CSD wished, without legal constraints, to renew the audit of its accounts in 2011. The association has commissioned the firm accountant, Mazars, who concluded to its perfect financial management. CSD using the generosity of the public via the internet, accounting for the fiscal 2011 also included the establishment of the first account of use of funds collected from the public (CER). These documents are available upon request.

2. COUNTING ON TOMORROW ON THE GROUND

Close monitoring of programs

2011 saw the deployment of a number of ground missions of administrators, 9 in total, to which is added those of the Civil Service volunteers. All programs in 5 countries of operation, were able to be evaluated one to several times a year. This close monitoring allowed to point out the successes and failures of certain actions and redefine priorities of the organization : quality projects allied with transparent management.

2.1 LAOS

The action of Counting on Tomorrow in the field of education is today recognized in Laos. Thanks to the excellent understanding of the issues of the country by Jacques DORR, administrator and country director volunteer and to the quality of our partnership with the Committee for Cooperation with Laos (CCL) and the Department of Education of the Province of Oudomsay.

This year has seen the realization of various objectives in 2010 with the consolidation of existing programs and the start of construction of a large boarding school in the northern part of the country.

An improvement of living conditions

CSD as continued its work with isolated populations from the north of the country. It is, however, important to note the development of the increasing standard of living in Laos, notably in the province of Oudomsay. In certain inaccessible villages, there are a few years ahead for becoming small villages with electricity, piped water, and commerce while paved roads gradually replace muddy tracks in many districts. CSD, at its level, is proud to support this development in the education sector while remaining vigilant in its support for the most deprived areas.

Three complementary programs to improve education in Northern Laos

Since 2008, CSD has worked with the Department of Education of the Province of Oudomsay on accessibility of education and improvements on the quality of teaching. For this, three main programs have been implemented :

- Aid to the operation of schools

CSD now supports 9 schools with more than 5000 children in different districts of the Oudomsay province. An operating budget around 130 euros per month and by setting wages to finance the salaries of non-tenured teachers, enrollment and school supplies for the poorest students, the costs rests to the school (vegetable gardening, small furniture, etc.)

- The development of boarding schools

CSD couples this funding with projects of construction of boarding school to promote access to education for children living in remote areas. The association has met its commitments in completing the construction of the boarding school Khok na and is starting those of Namor and Tay Or, in the provinces of Oudomsay and Phongsaly. Now CSD systematically integrates latrines and if necessary, a water supply to power them.

Since its creation, the association has financed 7 boarding schools and all of the work has always gone according to specifications and deadlines, building relationships of trust between CSD and the direction of the province.

- Teacher training scholarships

To overcome the shortage of qualified teachers in these remote rural areas, CSD funded in 2008 and 2009, 31 teaching scholarships for teachers of poor students of the Oudomsay province. Seven are already in use in their home districts and should be joined by a dozen others in 2012.

Other actions of Counting on Tomorrow in Laos

Individual mentoring of students

Fifteen students were sponsored in 2011 in Vientiane and Luang Prabang. They continued their success with different courses : medical, dental, engineering, computing...

Francophone support

CSD continued funding language courses at the French Alliance of 8 students and their entry to the Diploma of French Language Studies (DELFL). Mastering French in Laos is a real asset as there are many possibilities in teaching as well as in tourism, or in the medical world.

Primary schools in the plains of Vientiane

CSD has extended its support to schools in Hua Yen Nam and Khun Mong Say in the plains of Vientiane by providing funds for their operations. Counting on Tomorrow has also cofinanced with several local associations including the CCL, a library and equipment of production of drinking water in the school of Daxang.

Ophthalmic training

The project Laophthalmo continued in 2011 with a mission of a week of training in the hospital Tong Pong of Vientiane. Fifteen Laotian ophthalmologists have also benefitted from general courses on optics and refraction validated by practical workshops. The trainers also went to the hospital Luang Prabang to initiate a future partnership.

Propositions of action for the 2012 year

- Aid in the operation of 11 schools in the plains of Vientiane and in the province of Oudomsay
- Finalize the construction of schools of Namor and Ou Tay in the provinces of Oudomsay and Phongsaly
- Development of schools in Naxiendy in the province of Oudomsay
- Financing the training of 23 teachers in Luang Prabang
- Sponsorship of fifteen students in Vientiane and Luang Prabang
- Ophthalmologic training in the hospital at Tong Pong in Vientiane and in Luang Prabang

2.2 CAMEROON

Hand in hand, partner of CSD in Cameroon, has continued its commitment to 80 children and adolescents deprived of Douala through their orphanage, of sponsorship of children in their family and their professional training in sewing.

The investment of CSD has focused on this last point with the expansion project of sewing. In fact, Hand in Hand has set up the grounds of the orphanage vocational training for underprivileged girls. In parallel, the sewing school is allowed to generate revenue thanks to uniform orders from private companies. The age and size of the current building does not allow the conduct of these activities, and Hand in Hand wanted to add one additional floor to the existing building. CSD has accompanied its partner in the project development and fundraising.

CSD has successfully renewed the sending of volunteers during the summer. Two young French have thus facilitated the annual camp for children in Limbe. Program : Olympic sports, games, tutoring...

To the express demand of its partner, CSD has also participated in the financing of tuition fees in September. Indeed, the price of registration and textbooks have risen sharply in recent years.

2.3 FRANCE : The Barbès Club

Since 2010, CSD has partnered with the Barbès Club, an association of academic support and of cultural opening in the Goutte d'Or in the 18th arrondissement of Paris. Thirty middle school and high school students benefit by means of personalized coaching, school trips, and cultural visits.

The support of CSD in 2011 focused on fundraising for the interior of a new building at 16 rue Ernestine. The mission was accomplished since the association has raised more than 15,000 euros from foundations and corporations that helped finance the equipment of 80 meters squared of new space : corner armchairs, shelves, library computers in the computer room, renovation of furniture in the study room, kitchen appliances...

The result is up to the involvement of the supervising team and beneficiaries: the space is a cozy place that will allow the Club Barbès to strengthen its local presence, expand its accompanying action for adolescents, and open the project for students in the district.

CSD plans to invest in 2012 on the project « Diplomats of Diversity, » which consists of intercultural exchanges between the young Club Barbès and American students in the neighborhood of La Goutte d'Or and within American universities.

2.4 BRAZIL- Terr'Ativa

CSD continue its tripartite partnership between the Brazilian association Terr'Ativa and its French emanation Terr'Active. In this context, Marie-Anne Bedier, member of Terr'Active France, joined the Board of Directors of CSD to coordinate the Brazilian programs.

Located in the favela Morro do Fuba, an hour and a half from downtown Rio de Janeiro, Terr'Ativa conducts educational activities and teaching with children and adolescents to fight against school failure and improve their employability.

One hundred beneficiaries participated enthusiastically in the various workshops throughout the year, confirming a real interest in the project. However, 2011 also revealed 2 weaknesses in the functioning of the program : the lack of integration of Terr'Ativa in the favela and the quasi-exclusive French origin of its finances.

In 2012, CSD wants to be involved in these two priority areas of work. To do this, the association will sustain missions of Civil Service volunteers with the main objective of funding local research while working with Terr'Ativa on how to get closer to the community.

2.5. ECUADOR- Essor Ecuador

The year 2011 was the second year of support from its partner Essor Ecuador. This Ecuadorian association was founded and managed by a Frenchwoman, Simone Houlbert, fighting against child malnutrition by distributing nearly 15 tons of vegetables per year to 600 beneficiaries from daycares and associations in poor neighborhoods in Quito. Small gardening courses were also organized in the garden during the school year.

The involvement of CSD was both financial and humanitarian (missions directors, sending of Civil Service volunteers to support the project on the ground).

Despite this investment and the quality of the project, the Board of Directors wished to interrupt this partnership in early 2012. Indeed tensions have arisen between the end of 2011 between the two structures and it became evident that the demands of CSD on project monitoring, including financial, was too great a burden to bear for *Essor Ecuador*.

It is a regret for the whole team, but this event recalls the duty of transparency in CSD face-to-face of its donors.

I will conclude this report in extending to you our sincere thanks for your trust and support.

Fanny Turpin
President



Compter sur demain

Financial report 2011

Compter sur demain (CSD)'s mission is to help underprivileged children have access to education and live in dignity.

At this point, CSD develops programs in France and internationally (Brazil, Cameroon, Ecuador and Laos), in partnership with local teams, instructors and project managers.

Its operations in France are carried out by volunteers, primarily members of the Board of Directors and volunteers from the Service Civique.

Regarding evaluating the work performed and controlling expenses on the ground, the administrators regularly go on missions, at least once per year by country.

2011 is the third full year of operation of the association after its launch in May 2008. CSD has seen an increase in its resources of 20% compared to 2010, closing the year at 175.170€.

For the second consecutive year, the accounts for 2011 have been generated in collaboration with the accounting and consulting office Mazars. Indeed, without being legally compelled, the CSD Board of Directors wished to perform an audit of the organization's accounts. The objectives are numerous: ensure that accounting is done well, reinforce its credibility in the eyes of sponsors and improve its practices.

With CSD appealing to the public's generosity via the Internet, the certified accounting of the fiscal year 2011 also includes the establishment of the first statement of funds utilization.

COMMENTS ON THE 2011 EARNINGS STATEMENT

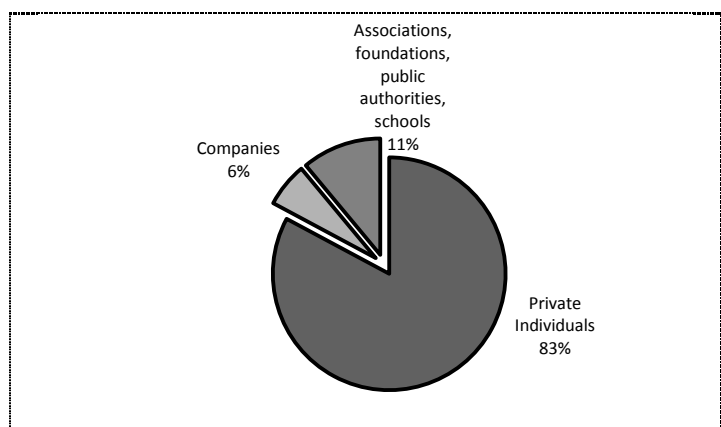
1. Resources

The funds collected during the fiscal year 2011 amount to 175.170€, in line with the target figure of 180.000€ (-2.7%).

The funds came from 163 donors:

- 135 private individuals (+30)
- 10 companies (+1)
- 18 associations, foundations, schools et public authorities (+7)

Distribution of donors by type



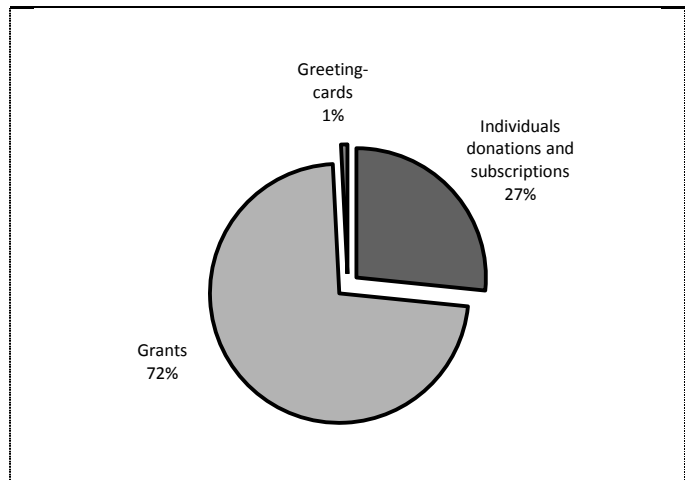
The sources of the contributions are as follows:

- Individuals donations and subscriptions : 46.606€
- Grants : 127.164€
- Greeting-cards sales : 1.400€

73% of the donations and grants are allocated to specific projects.

The projects appeal to more and more donors, seeing that their number is constantly growing (+38% compared to 2011). However, it would be advisable to point out that only 11% of the donors, primarily the foundations, provide nearly 75% of the revenue. Because of this, the CSD team must work on increasing the number of donation from private individuals, who are more faithful in the long term, in order to ensure a better long-term budget.

Distribution of contributions by type of donation



2. Recovery of dedicated funds

The year 2011 saw part of the collected funds used for preceding fiscal years, totaling 42.320€, primarily allocated to the layout of Pha Kham boarding school in Laos. In total, operating income amounted to 217.490€.

3. Voluntary contributions

It is important to emphasize the large number of in-kind contributions to the association's operations. They are positive signs of CSD's dynamism and of CSD's actual volume of activity.

In-kind contributions are estimated at 145,000€ for 2011, divided as follows:

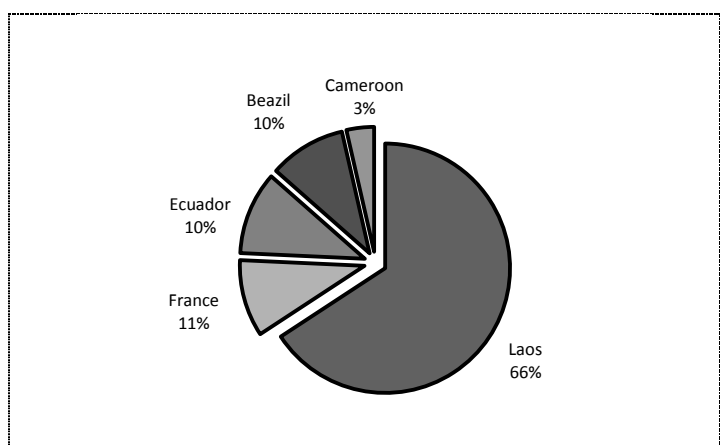
- *Volunteer work (115.000€):*
Daily operations of the organization: programs development and monitoring, fundraising, communication, etc.
- *Refusal of compensation for expenses (15.000€):*
On-the-ground exploratory, monitoring and evaluation missions conducted by administrators, specific missions conducted by special-needs teachers are carried out on a volunteer basis.
- *Services contribution (15.000€):*
Provision of an office free of charge, support for computer maintenance and creation of communication materials: website, leaflets, etc.

4. Expenditures assigned to projects

The expenses taken on in 2011 come out to 127.784€. They were divided among the 5 countries of operation of the association:

- Laos : 82.775€
- France : 14.460€
- Ecuador : 13.549€
- Brazil : 12.500€
- Cameroon : 4.500€

Distribution of funds by country of operation



In Laos, CSD continues its partnership with the Comité de Coopération pour le Laos (CCL), a French NGO based in Vientiane and officially recognized by the Lao government for more than 30 years. CSD outsources its financial management to CCL: funds reception and distribution, accounting. The funds transferred to Laos pass through CCL's bank account, and a variable percentage (1% to 10%, depending on the projects) is withdrawn in accordance with a prior agreement. CCL provides CSD with monthly cost accounting, allowing verifying that the funds transferred are used well and managed transparently.

The primary expenses are divided as follows:

- Layout of boarding schools: 51%
- Aid for schools' operations: 17%
- Scholarships for teachers' training: 13%
- Students' sponsorship: 8%

In France, Ecuador, Brazil and Cameroon, expenses are respectively assigned to projects of the following associations: *Le Club Barbès*, *Essor Ecuador*, *Terr'Ativa* and *Main dans la Main*.

The different associations and partners provide CSD with specific accounting for each project and an annual financial report of their structure.

At the end of December 2011, dedicated funds (collected in 2011 but assigned in 2012) amount to 48.383€.

5. Changes in exchange rates

Projects funding may be subject to significant exchange rates fluctuations that are likely to impact their budgets to nearly 10%, amounting to thousands of dollars when it comes to important projects. This is a reason why CSD has established a principle of prudence by introducing a 5% reserve for projects in Laos and Brazil.

6. Overhead costs

Overheads amount to 7.221€ and represent 4% of the collected funds. They are mainly made up of postage and telecommunication expenses, miscellaneous expenses (insurance, office supplies, etc.).

Overheads remain very low because CSD's operations, excluding projects management, are provided voluntarily and the association's office is provided by a sponsor.

7. Financial management

The association's general accounting is carried out with the software CIEL. It includes an analytical breakdown allowing it to keep track of resources and expenditures for the different programs.

The association's accounts are domiciled in French Crédit Mutuel Bank.

For 2011, financial products amount to 1.390€. Financial expenses related to the functioning of accounts (subscriptions and direct-debits fees) are reintegrated into overhead costs and those related to projects (bank transfer fees) are charged to projects expenditures.

8. Conclusions and perspectives for 2012

The year 2011 is ending with a positive net return of 35.492€ and 117.006€ of available cash, of which 30.774€ are already allocated to Laos (CCL).

Surplus cash will be used in 2012 for the association's long-term projects (dedicated funds).

For the year 2012, CSD anticipates a projected budget of 200.000€, excluding the recovery of dedicated funds.

The association already has various agreements in principle with foundations, associations, companies and private donors.

Thierry Hassanaly
Treasurer

Financial statements are available on request.

Profit and loss account 2011 and Compter sur demain budget for 2012

€	2010	2011	Budget 2012
Income from donors	147 133	175 170	200 000
Subscriptions	760	940	1 000
Donations (private individuals)	31 167	45 666	45 000
Grants (associations, foundations, companies, schools)	113 491	127 164	153 000
Greeting cards	1 715	1 400	1 000
Projects' support	(127 471)	(127 784)	(180 150)
Laos	(114 571)	(82 775)	(112 650)
Functioning of schools	(16 904)	(14 159)	(15 000)
Boarding schools fitting	(60 521)	(40 740)	(75 000)
Scholarships for teachers' training	(12 221)	(10 207)	(6 500)
Students' sponsorship	(7 975)	(6 056)	(8 000)
Children' sponsorship	(600)	(660)	(650)
Electricity vocational training	(848)	(449)	(500)
Francophonie	(1 181)	(1 163)	(1 000)
Home of light Center	(3 928)	-	-
Ophthalmology training mission	-	(1 000)	(1 000)
CCL' coordination costs	(2 206)	-	(2 000)
Miscellaneous	(8 187)	(8 341)	(3 000)
Cameroon - Main dans la main	(2 500)	(4 500)	(38 000)
Orphanage operating aid	(2 500)	(4 500)	(2 000)
Sewing training workshop fitting	-	-	(35 000)
Volunteer's compensation	-	-	(1 000)
Ecuador - Essor Ecuador	(10 400)	(13 549)	(1 500)
Aid to the operation of a vegetable garden	(10 400)	(10 108)	(500)
Volunteer's compensation	-	(3 441)	(1 000)
Brazil - Terr'Ativa		(12 500)	(22 000)
Project	-	(12 280)	(20 000)
Volunteer's compensation	-	(220)	(2 000)
France - Le Club Barbès (Paris)		(14 460)	(6 000)
Ernestine premises fitting	-	(14 460)	-
Diplomats of diversity program	-	-	(6 000)
Endowment of dedicated funds	(70 597)	(48 383)	(50 000)
Recovery of dedicated funds	57 839	42 320	50 000
Overhead costs	(5 582)	(7 221)	(10 000)
Other incomes	2 354	1 390	0
Financial incomes	273	1 390	-
Special incomes	2 081	-	-
Statement of income ⁽¹⁾	3 675	35 492	9 850

CSD Balance Sheet on the 31/12/2011

€

Intangible fixed assets	15	Retained earnings	3 675
Disponibilités	117 006	Statement of incomes	35 492
		Dedicated funds	76 660
		Accounts payable	1 196
Total Assets	117 021	Total Liabilities	117 021

Source : CSD accounting