



Compter sur demain

Activity Report 2010

Supporting without helping is probably the most complex part of our work. Indeed, we face the risk of creating new needs by filling basic needs. The nuance is subtle between a long-term support and an assistantship full of goodwill, and that, regardless of the purpose and the size of the structure.

However, there are ways to avoid, or at least to limit, this negative aspect.

Since our creation in 2008, we have always attached great importance to the local ownership of funded projects. Our first rule is that all programs emanate from the field and are managed by local partners from civil society or public administration.

Another line of work is our operational support in view of empowerment. When we think of opening a new program, we are already contemplating our withdrawal and the means to do so: involvement of local authorities and beneficiaries, implementation of income-generating activities, supporting fundraising in countries of intervention...

The third guarantee is the ongoing evaluation of our activity by conducting one or several annual missions in the intervention areas and by regular emails and phone calls with our partners.

2010 is a year of consolidation of our activity and opening of new partners in France and Brazil, bringing the number of countries of intervention to five.

These geographical choices reflect the diversity of our Board of Directors, whose members have proposed projects that were important to them. So it draws similarities between programs separated by thousands of kilometers. Our goal remains the same: education for young people who do not have access or who have dropped out of school.

We present here the report of our 2010 achievements and our proposal for actions in 2011.

1. 1. THE LIFE OF COMPTER SUR DEMAIN IN FRANCE

A reinforced team

Compter sur demain (CSD)'s team mobilization goes along with its development. About fifteen volunteers, mostly members of the Board of Directors, have run the association's programs and finances in 2010. They all continue their commitment in 2011. CSD now has the invaluable help of volunteers from the Service Civique - the state system for organizations to engage young people for missions of 6 months to a year - in France and in Ecuador.

Compter sur demain gains credibility and visibility

In June 2010, CSD took part in *Salon des Solidarités* (Solidarities Forum), and received on that occasion the Ile-de-France Region's solidarity action price for its program *Essor Ecuador*. Beyond the importance of a better visibility and a financial support of thousands of euros, it is the confirmation of the quality of projects supported by the association.

Fundraising increase

Revenue increased 20% from € 120,000 in 2009 to € 147,000 in 2010. CSD continued its fundraising with associations, schools, foundations, businesses, all while retaining its early donors. Among donors in 2010, we cite, among others, the Région Ile-de-France and Air France and Pinault Printemps Redoute Foundations.

Audit of accounts

To ensure proper accounting, to strengthen its credibility with its donors and to improve its practices, CSD has mandated the accounting office Mazars to audit its accounts without legal constraints. The latter completed perfectly the financial management for the association. Annual accounts, including appendices, are available on request.

Special relationship with schools

Several primary schools, colleges and vocational schools have been involved in 2010 along with CSD for its programs in Laos. The organization of events helped raise funds, while students discovered, according to their age and courses, Lao culture.

2. COMPTER SUR DEMAIN IN THE FIELD

Education; a priority

Since its creation, *Compter sur demain's* main goal is to promote education and schooling of vulnerable children. The opening of programs in new countries has enriched its panel of actions, while preserving its guideline. If issues related to education vary from one country and one context to another, the cornerstone of the association's action remains the same: primary and secondary schooling, vocational training and higher education.

2.1 LAOS : FIRST REPORT

Three years have passed since the opening in Laos of the first CSD program, run by Jacques Dorr, administrator and country director. Three years which have enabled the development of ambitious programs and the establishment of a strong and qualitative network.

Compter sur demain fully inserted in Laos

Since 2008, CSD is actively developing a support network in provinces where projects are located. Its partnership with the *Comité de Coopération avec le Laos (CCL)*, with whom CSD outsources financial management, has laid solid foundations for its futures activities. The association has also surrounded itself with a network of local collaborators, some of them former program beneficiaries. CSD also got closer to associations such as UNICEF or the World Food Program to share information and/or co-finance projects.

Oudomsay province

The quality of its partnership with the Department of Education has contributed to an important and ongoing involvement of CSD in this geographical area. Since its creation, the association has funded the fitting of 5 boarding schools – including Pha Kham and Na Khok in 2010 – totaling 19 dormitories, and has supported the operation of 8 schools welcoming 5.800 students and has allowed 30 students, among 7 have taken up their position, to pursue teachers training.

Those three distinct but interactive programs have achieved their objectives, i.e. to improve access to education and quality of education. Schools supported by CSD have seen the number of students and teachers increased by 10% to 30% per year through the construction of boarding schools, the opening of new levels in college and high school and the reinforcement of the faculty. Sanitary conditions have improved due to the building of latrines, distribution of equipments and reinforcement of hygiene specific training. Similarly, students' food supply has enriched by the creation of a vegetable garden and small farming activities.

In three years, *Compter sur demain* has become a major player in the development of education in the province as evidenced by various awards received by the association from the Governor of Oudomsay.

To a new establishment in the North: Phongsaly province

Benefiting from its experience, CSD wants to implement similar programs in the remote province of Phongsaly. This area, mainly inhabited by ethnic minorities, is classified as a priority by the Governor because of its extreme poverty. The association, which has so far funded primary studies for three children in Nyot Ou, is working with the CCL on a more consistent project to build a boarding school in the same district.

Other activities of Compter sur demain in Laos

Individual student sponsorship

The 12 students sponsored in 2009 in Vientiane and Luang Prabang, have successfully pursued their different courses, while two new beneficiaries joined them in 2010.

Francophonie support

CSD has funded languages courses in the French Alliance for 8 students and also their registration fees for the Diploma in French Language (DELF).

Primary schools in the plain of Vientiane

CSD supports two schools in the plain of Vientiane by providing funds for the operation of those schools. The association also funded the salary of a teacher who is now officially established and therefore supported by the Ministry of Education. In 2010, CSD has co-funded with several locals associations, including the CCL, equipment for producing drinking water through a system of ultraviolet lamp in the school of Hua Nam Yen.

Difficulties encountered

The main difficulties encountered by CSD in its programs in Laos are due to its partnership with the Tong Pong Hospital in Vientiane and the Home of Light center for the blind, which depends on the hospital.

Home of Light

In 2010, CSD in partnership with the AFLAPA (French Association for helping blind people) has contributed to the payment for salaries of center staff. The opacity of accounts and internal tensions led the association to cease payments at the end of December. CSD now favors in-kind support, such as the second part of psychology and blind children development training conducted by two French psycho-motor therapists in July 2010.

Ophthalmic training in Tong Pong Hospital

The training has been delayed due to communication problems between Laos and France. The orthoptist Julien Cerdan, the project initiator, went to Vientiane in August to refocus the refraction training objectives and to prepare for the future visit of French practitioners.

Proposed actions for 2011

Continuation and amplification of existing programs:

- Operating aid for 11 schools (plain of Vientiane, Province of Oudomsay)
- Finalization of the boarding school in Na Khok, and start of work in Namor boarding school in Oudomsay province
- Financing the training of 23 teachers in Luang Prabang
- Sponsorship of a fifteen students in Vientiane and Luang Prabang
- Ophthalmic training in the Tong Pong hospital in Vientiane
- Francophonie support

Developpement of new projets

- Fitting of Daxang school in the Vientiane plain
- Support for nursery schools in Luang Prabang province
- Waste management in schools in the Oudomsay province
- Construction of a boarding school in Phongsaly province

2.2 CAMEROON

Main dans la Main (Hand in Hand), a CSD partner in Cameroon has maintained its commitment to nearly 100 disadvantaged children and adolescents of Douala through its orphanage, scholarships, and professional sewing training.

In 2010, CSD participated in schooling fees. In 2011, the association plans to be involved in the refectory of the sewing workshop which has a double purpose to train underprivileged girls and to generate income for operating costs of the orphanage.

2.3 FRANCE-BRAZIL, PROGRAMS TO PREVENT SCHOOL FAILURE

At the end of 2010, *Compter sur demain* has integrated two new partners: *Le Club Barbès* in Paris and *Terr'Ativa* in Rio to promote equal opportunity for young people from underprivileged neighborhood by tutoring and cultural opening.

Le Club Barbès

Located in the heart of the Goutte d'Or neighborhood in the 18th district of Paris, *Le Club Barbès* supports the education of 25 high school students through hotlines, homework, and availability of cultural activities (fieldtrips and vacations). The staff of 12 volunteers provides a general working system to beneficiaries, all while remaining attentive to the problems of each one individually. A dozen American students come several times per week to five English classes. In parallel, cultural activities are offered to young people throughout the year, as well as holidays in France and abroad.

In 2011, *Compter sur demain's* support will be focus on fundraising for the fitting of a new premises provided to the association by *Paris Habitat*.

Terr'Ativa

Only association in the Morro do Fuba favela in the north of Rio de Janeiro, *Terr'Ativa* conducts educational activities for a few hundred beneficiaries, aged 6-18 years, to fight against school failure and improve their employability. A team of 5 Brazilian workers supports them in their education, their daily lives (medical and psychological care...) and organizes educational activities (sport, cultural activities...).

In 2011, *Compter sur demain* plans to financially support this association and to also work with its French emanation, *Terr'Active*, in fundraising.

2.4. ECUADOR

2010 has been the first year that *Compter sur demain* supports its new partner, *Essor Ecuador*. This association's mission is to fight against child malnutrition by distributing nearly 15 tons of vegetables to 800 children from kindergartens and associations from underprivileged neighborhoods of Quito. Gardening classes were also organized in the vegetable garden during the school year.

The Commitment of *Essor Ecuador* and its founding president Simone Houlbert were honored at the *Salon des Solidarités* (Solidarities Forum) in June 2010. The project received the Ile-de-France Region prize while Simone Houlbert was voted "coup de coeur" of the event and received the Order of Merit.

In 2011, CSD wants to continue to be financially involved along its partner but also encourage the sending of volunteers from Service Civique to support *Essor Ecuador* in developing educational projects and local fundraising.

A huge **THANK YOU** for your support because, today, there are 7.000 children who directly benefit from *Compter sur demain* programs.

Fanny Turpin
Président



Compter sur demain

Financial Report 2010

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 a volunteer 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.

2010 is the second 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 2009, closing the year at 147.133€.

The accounts for 2010 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.

COMMENTS ON THE 2010 EARNINGS STATEMENT

1. Resources

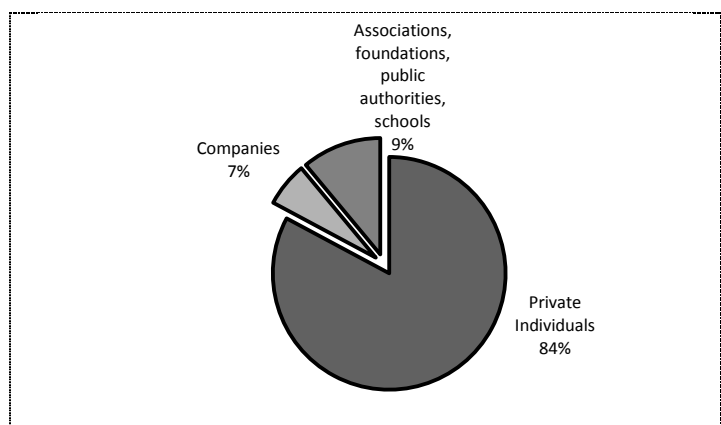
The funds collected during the fiscal year 2010 amount to 147.133€, beyond the target figure of 130.700€.

Funds came from 125 donors:

- 105 private individuals (+34)
- 9 companies (+2)
- 11 associations, foundations, schools et public authorities (-3)

It is noteworthy that for the first year, CSD has received public funding from the Ile-de-France Region. The recent creation of the association did not allow, so far, to apply for this type of funding.

Distribution of donors by type

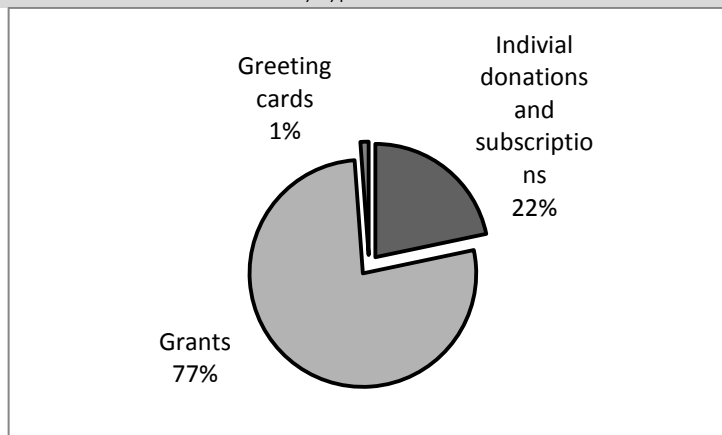


The sources of the contributions are as follows:

- Individuals donations and subscriptions : 31.927€, or 22% ;
- Grants : 113.491€, or 77% ;
- Greeting-cards sales : 1.715€, or 1%

77% of the donations and grants are allocated to specific projects.

Distribution of contributions by type of donation



2. Recovery of dedicated funds

The year 2010 saw part of the collected funds used for preceding fiscal years, totaling 57.839€, primarily allocated to the fitting of Pha Kham boarding school in Laos. In total, operating income amounted to 204.972€.

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 100.000€ for 2010, divided as follows:

- *Volunteer work (85.000€):*
Daily operations of the organization: programs development and monitoring, fundraising, communication, etc.
On-the-ground exploratory, monitoring and evaluation missions conducted by administrators, specific missions conducted by special-needs teachers and volunteers from Service Civique 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.

Taking into account in-kind contributions, resources for 2010, excluding dedicated funds, amount therefore to nearly 250.000€

4. Expenditures assigned to the projects

Expenses taken on in 2010 increased by 54.462€ compared to 2009 and confirm the strong involvement of the association in selected projects. They amount to 127.471€ and are divided among the 3 countries of origin because no findings has been initiated before 2011 in Brazil and France.

- Laos : 114.571€ (90 %) ;
- Ecuador : 10.400€ (8%) ;
- Cameroon : 2.500€ (2%) ;

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.

Primary expenses are divided as follows:

- Fitting of boarding schools: 57%;
- Aid for schools' operations: 16%;
- Scholarships for teachers' training: 11%;
- Students' sponsorship: 8%;
- Home of Light Center: 4%

In Ecuador and Cameroon, expenses are respectively assigned to projects of *Essor Ecuador* and *Main dans la Main* associations.

At the end of December 2010, dedicated funds (collected in 2010 but assigned in 2011) amount to 70.597€.

5. Overhead costs

Overheads amount to 5.582€ and represent 3.8% 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.

6. 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 2010, financial products amount to 273€ (stable compared to 2009). 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.

7. Conclusions and perspectives for 2011

The year 2010 is ending with a positive net return of 3.675€ and 64.899€ of available cash.

Surplus cash will be used in 2011 for the association's long-term projects (dedicated funds).

For the year 2011, CSD anticipates a projected budget of 180.000€, 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 2010 and Compter sur demain budget for 2011

€	2 009	2 010	Budget 2011
Income from donors	120 193	204 972	250 000
Subscriptions	460	760	1 000
Donations (private individuals)	19 594	31 167	37 000
Grants (associations, foundations, companies, schools)	96 671	113 491	140 000
Greeting cards	3 468	1 715	2 000
Recovery of dedicated funds		57 839	70 000
Projects' support	(72 709)	(127 471)	(159 150)
Laos	(67 035)	(114 571)	(105 650)
Functioning of schools	(7 460)	(16 904)	(15 000)
Boarding schools fitting	(31 635)	(60 521)	(60 000)
Scholarships for teachers' training	(10 224)	(12 221)	(10 500)
Students' sponsorship	(4 487)	(7 975)	(9 000)
Children' sponsorship	(600)	(600)	(650)
Electricity vocational training	-	(848)	(500)
Francophonie	(1 427)	(1 181)	(1 000)
Home of light Center	(3 837)	(3 928)	(1 000)
CCL' coordination costs		(2 206)	(2 000)
Miscellaneous	(7 365)	(8 187)	(6 000)
Cameroon - Main dans la main	(3 674)	(2 500)	(17 500)
Orphanage operating support	(3 674)	(2 500)	(4 500)
Sewing training workshop fitting			(13 000)
Ecuador - Essor Ecuador	(2 000)	(10 400)	(13 500)
Aid to the operation of a vegetable garden	(2 000)	(10 400)	(13 500)
Brazil - Terr'Ativa			(8 000)
Center operating support	-	-	(8 000)
France - Le Club Barbès (Paris)			(14 500)
Ernestine premises fitting	-	-	(14 500)
Endowment of dedicated funds		(70 597)	(70 000)
Overhead costs	(6 029)	(5 582)	(12 500)
Other incomes	277	2 354	0
Financial incomes	277	273	-
Special incomes	-	2 081	-
Statement of income (1)	41 732	3 675	8 350

CSD Balance Sheet on the 31/12/2010

€

Intangible fixed assets	15	Retained earnings	3 675
Grants receivables	10 000	Dedicated funds	70 597
Other receivables	553	Accounts payable	1 196
Liquid assets	64 899		
Total Assets	75 467	Total Liabilities	75 468

Source : CSD accounting