



會務回顧及展望 Review and Prospect

去年對於苗圃確是充滿挑戰的一年。面對香港社會不穩及環球經濟不景氣等因素，我們的參加者人數、籌款、義工的參與均面臨考驗，慶幸捐款收入仍然有輕微增長，實在感謝大眾市民的支持。我們心繫遠方孩子的前途，把焦點從目前的困難，放眼到外間更多更廣闊的資源。我們決意為孩子提供更好的讀書環境、努力改善他們的未來，繼續奮勇向前。因此，在可見未來，我們的資源仍會主要用於改善這些孩子的生活及學習需要上。



This past year has been extra challenging for the works we do. Faced with Hong Kong's social unrest, global economic downturn and other factors, Sowers had been challenged in multiple dimensions from number of volunteers and event participants to our fundraising effort. Despite that, though, we have still managed a marginal increase in our total funding raised. For this, we are immensely grateful to all our supporters. This also gives us the positive synergy to stay focus.

Our vision is on the future of the children, for this we must not linger around our current difficulties but to explore broader resources to forge a future with better education environment. For this reason, our resources will still be directed to improve these children's lives and learning needs in the foreseeable future.

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財務

今年總捐款收入為 3,928 萬，助學收入雖略有增長，但運作經費卻稍為減少。而支出方面，總支出為 4,643 萬。當中 1,245 萬主要是用於福利院的建設，及加快滯後項目的處理，這裡實在有賴資助事務部的努力。本著克勤節儉的原則，運作支出只有 493 萬，其中在行政支出相對節省了近 30 萬，運作收入得以有餘。

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Financial Highlights

In this past year, we have received 39.28 million through fund raising and donations, of which there is a slight increase for education sponsorship but a slight drop with our associated operational costs. On the expenditure side, our total expenditure for this year has increased substantially by 16 million from last year, giving 46.43 million in total. Out of that 12.45 million were spent especially on our children welfare home projects and to expedite other existing delayed ones. These works would not be possible without the effort of our Project Funding Service Department. On the other hand, through careful monitoring, our operation expense is 4.93 million, in which administration costs is about 0.3 million less than the previous year, giving us a positive operational income net of administration cost.

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籌款活動

籌款活動是本會助學善款的重要收入來源之一。今年，「行路上廣州」、「挑戰 12 小時」、「單車助學行」、「助學長征」、「童樂行」、「高爾夫球賽」的籌委也實在不可多得，面對坊間五花八門的籌款活動，他們各施其職，在努力維繫舊支持者之餘，又勇於創新，吸納新的參加者，持續為活動增添新元素，為本會帶來穩健的收入。2015 年 11 月舉行的「單車助學行」更首度踏出中國——於柬埔寨吳哥展開騎行，獲參加者熱烈回應。相隔半年，單車隊又馬不停蹄馳騁於蒙古國草原，可謂不遺餘力。此外，我們要特別感謝鄭文聰先生 20 年來的付出與堅持，在善款刷新記錄下，為第二十屆苗圃慈善高爾夫球賽（觀瀾湖）劃上完美的句號。高爾夫球賽的使命將由清水灣高爾夫球賽延續下去。

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Fundraising

As we all know fundraising is the key income source to support our works. Thanks to our exceptionally devoted and creative fundraising committees, who added extra spins and spices to all the long running events such as "Walk to Guangzhou", "Challenging 12 Hours", "Cycling for Education", "Long March For Education ", "Walk for Children" and "Charity Golf Tournament" such that they can retain long-time supporters as well as appeal to new participants. This is essential in these difficult times with a blooming culture of fundraising activities from different charities throughout the year. In November 2015, "Cycling for Education" organised their first trip outside Mainland China, to Angkor, Cambodia. The same team then organised another event cycling through the Mongolian - Manchurian grassland in just half a year. Their enthusiasm is definitely contagious bolstering very good reception for both events! In addition to our organisation teams, we would like to thank Prof. Daniel Cheng for his long time support to us and his leading role in our golf event. This year our 20th Golf tournament at Mission Hills has set a new record in funding raised, which draws to a perfect end. Golf tournament will continue be held at Clearwater Bay in the years to come!

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資助事務

水富苗圃兒童福利院經過三年的運作，發展已漸趨成熟，使苗圃兒童及青少年福利項目踏上新的里程。另外，我們現時每季均派出工作組到化旦尖措孤兒學校跟進項目的進度，與校長更好溝通，並理順其財務流程。今年更獲一個內地基金會加盟，與我們攜手扶助學校的運作。而永善、大關的福利院項目將於年底及明年初相繼投入服務，期望讓更多孤兒及困境兒童能在家庭式的環境內生活及學習。

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Funding Affairs

After its third year's operations, Shuifu Sowers Children's Home project is now matured. This sets a new milestone for our works in the children & youth welfare. On the other hand, we are sending our working team to the Huadanjiancuo Orphan School on a quarterly basis. This is mainly for following on ongoing projects, face-to-face coordination with the principal and to streamline the financial processes. This year we also joined hands with another charity foundation in the support of various school operations. Another two children's home projects we have been working on, namely Yongshan and Daguan, will be ready to come into service by the end of the year and early next year respectively, enabling more orphans and disabled children to live and learn in a homely environment.



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華光女高的故事，既鼓舞又感慨。經過三次遷校後，本已決定覓地建校，可惜又波折重重，未能成事。華光女生卻沒有被這種不穩定環境所影響，今年高考仍獲佳績。楊盈絲同學成功考上香港李寶椿聯合世界書院、覃秀團考上亞洲女子大學、陳鳳想考獲一本並獲廣西師範大學錄取，還有 24 位同學高考成绩達二本。面對有能力又有志向上的孩子，我們怎忍心停辦，為此我們爭取租借校址，圓她們的讀書夢。

另外，「送愛暖童心 2015」適逢今年碰上嚴寒天氣，雲南普遍地區跌至攝氏零度以下，部份高寒地區都下雪了，兩萬件保暖外套及時送到孩子手上，讓他們於愛中繼續學習。

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The story about Huaguang girl's high school has been one of the most inspiring and yet emotional. We have been determined to find a permanent location for the school after it was relocated three times among rented premises. Unfortunately things are yet to be finalised. Despite that, the spirit in these girls simply shine through all the difficulties and unpredictability. This year we have seen lots of good results with Yang Yingsi admitted by Li Po Chun United World College of Hong Kong; Tan Sautuan admitted to Asian University for Women; Chen Fungxiang achieved first-tier grade and was admitted to Guangxi Normal University. There are also 24 students who had achieved second tier grades. With the students spirited will and their ambition, Sowers will keep the school running, rented or not, to provide the students their much needed opportunities.

Yunnan was hit by exceptionally cold weather this year. Most areas have recorded sub-zero temperature and snowed at those higher altitude areas. Our "Sowers Sending Love 2015" has therefore timely provided warm jacket for twenty thousand children such that they do not have to break off learning due to the cold weather.



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中國政府在第 13 個 5 年計劃中決定提高教育品質，計劃將普及教育延伸至十二年，推至高中階段，率先免除高中學生學雜費。對於高中免費教育正在逐步實踐中，苗圃更要積極思考、探索未來的助學方向，在資源有效分配的原則下，讓更多有需要的學生受惠。

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The 13th five-year plan released at the beginning of this year has included plans to deepen reform and promote the modernization of education. Part of the plan is to extend compulsory education to 12 years. With this, and Sowers limited resources, it is important for us to carefully plan ahead in order to maximise our works' impact.

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明年為本會踏入 25 周年，我們需要為三所福利院籌募長遠而穩定的收入，加上香港人不再熱衷於舊模式的籌款活動，內地民眾漸萌公益意識，我們計劃以全新的障礙賽開拓新市場。我們十分高興獲得贊助人認同，捐出起動資金，為慈善障礙賽注入新動力。同時，我們亦將會在茶馬古道十周年之際，於明年再闖十年助學路，追溯茶馬古道夢。

另一方面，內地新頒布兩條法例「慈善法」及「境外非政府組織境內活動管理法」，加強對境外非政府組織及慈善組織的管理，將分別於 2016 年 9 月 1 日及 2017 年 1 月 1 日生效。我們會因應該法例，就登記及備案方式、活動範圍、宣傳方法等作好準備，以應對新法例的成立。

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Thanks and Looking Ahead

Sowers will be turning 25 next year. With our works in the children's homes it is important to secure long-term funding for their stable operation. While traditional fund raising is becoming less efficient these days especially with a wide array of charity events in Hong Kong throughout the year, Sowers is piloting a steeplechase event to attract and open up new markets. For this, we are pleased to have the initial support from our donors. On the other hand, next year will also be the 10th anniversary for our “Ancient Tea Horse Route Expedition”, we are sure to make this a key event to retrace the way we have come in the past decade.

Administratively, in response to the two newly enacted Chinese legislations for the management of NGO and charities, namely the “Charity Law” and the “Foreign NGO Management Law” coming into effect on 1 September 2016 and 1 January 2017 respectively, we are preparing for our registration, record-keeping, scope of activities, publicity etc. to deal with the establishment of new legislation.



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來年將是另一個變幻莫測的一年，苗圃願與中國內地及香港一同成長和蛻變。我們緊守信念，嘗試匯集多方面的資源，積極開拓各方友好合作的機會，籌募長期而穩定的收入。我們並期望透過策略性規劃，熱切關注困境兒童的成長並開拓適切的服務。

最後，在義工為主的機構，義工是無價的資產，也是我們最佳的伙伴。會務得以順利推展，實在有賴各義工、會員無私的奉獻和專業的意見，加上職員的努力，引領本會提升服務水平。

何毅良先生
董事局主席



許彬彬女士
總幹事



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Thanks and Looking Ahead

The vagaries of the coming year will be yet another year of growth and transformation for us along with our mainland counterparts and all our supports in Hong Kong. Standing by our vision, we will broaden our source of supports as well as explore new collaboration with parties with shared values and goals. This is to ensure we can garner long term and essential resources for the works. At the same time, we will also plan strategically so as to provide the most needed works and services for the children in need.

Last but not least, as a volunteer based organisation, Sowers must give our deepest gratitude to all our volunteers, who's been our greatest assets and best partner all the way along, coupled with the efforts from our limited staff. Sowers would not have achieved so much without their selfless dedication and unreserved professional advices.

Mr. Albert Ho
Chairperson



Ms. Brianna Hui
Chief Executive Officer

