

回顧及展望 Review for 2017-2018 and Outlook

主席及總幹事的話

"攜手共進，再創輝煌" 是去年主席再次參選董事時引用名人的雋言，當時已經預見 2017-2018 年度的成功需要依靠每一位員工和義工的通力合作和支持。此時此刻，我們想與大家分享一下在過去豐收且具挑戰性的一年裡，苗圃的工作及階段性成果。

苗圃成立之初，以「將中國的人口包袱轉化為智力資源」為願景。我們緊隨國情的發展，適時作出配合的變化。今年，為善用苗圃的平台及響應中國的「一帶一路」發展戰略，我們的工作重點也隨之擴展到中國以外的地區。相應地，我們的願景在執委會及董事局商議後更新為「沒有孩子因困境而得不到學習機會」。

新發展 — 海外項目

2017-2018 年度伊始，在特別會員大會通過決議及實地考察後，我們開展了在緬甸的工作，並於仰光、伊洛瓦底省、孟邦、克倫邦、臘戍、密支那，以及大其力具體落實資助近 30 個項目，批出捐助款項約 115 萬美元。這筆款項將使 15,700 人受惠，服務範圍涵蓋校舍及設施建設、學生資助、供應學生餐、捐贈電腦，以及捐贈棉衣給偏遠和寒冷地區等。

在落實這 30 個項目的過程中，我們加深對緬甸的認識。緬甸有著很長的西海岸線，這裡的海水相對來說未被污染，新鮮的海產品豐富，而且大部分的陸地屬於沖積層和沉積層，因此土地肥沃。由此可見，緬甸有著豐富的自然資源，政府也一直致力於謀求更大的經濟發展。然而目前缺乏有經驗的人力資源，去善用當地的勞動力和專業人材。這一點猶如苗圃行動在開展中國項目時的情形一樣，教育是必然之路。中國的進步和發展成功地將人口包袱轉化為智力資源，這種發展同樣適用於緬甸。從中國和香港的服務中積累得來的經驗，相信有助我們在緬甸的發展。

Chairperson's and CEO's Message

'Together we can do so much', a statement quoted by our Chairperson when he stood for re-election as Board member last year! As he has foreseen the need for collaborative efforts and support of every member of staff and volunteers to make 2017-18 a successful year. And it is now the time in this report that we share with our members some of the initiatives and results that we have achieved in this fruitful yet challenging year.

Our vision when we started in 1992 was 'To turn China's population burden into intellectual resources'. Recently due to China's one Belt one Road initiatives, our focus and works also extend to cover areas beyond China. Our vision is now changed to "no child shall be deprived of education due to poverty."

A New Development – Overseas Project

In the beginning of the 2017-18 term after amendment to our memorandum in EGM and some "on site assessment" visits, we started our services in Myanmar and implemented around 30 projects in Yangon, Ayeyarwady, Mon State, Kayin State, Lashio, Myitkyina and Tachilek. We have committed donations in these projects amounting to about US\$1.15 million resulting with 15,700 beneficiaries in schools and children hostels construction, sponsorship for children homes, improvement works to schools and children homes facilities, nutritional breakfast, donation of computers and warm jackets to remote and cold areas.

Through the "on site assessment" visits for these projects, we have acquired some brief ideas about the country. Myanmar has a very long western coast line with relatively unpolluted sea water, there are plenty of fresh sea-food and the majority of Myanmar's land form is composed of alluvial and sedimentary deposits, giving rise to abundance of fertile agricultural lands. Hence Myanmar is bestowed with rich natural resources. With a stable and responsible government willing to look for greater economic development for its people, what seems to be lacking, perhaps, is the management human resources for workforces and professionals. The situation resembles to a large extent to what we encountered when we initially

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建立策略夥伴關係

隨著邁入 2017-2018 年第三季度，苗圃已經與香港緬甸商會 (HKMCC) 和世界綠色組織 (WGO) 簽署了合作夥伴協議。我們將開啟在緬甸的教育發展新時代，在教育、可持續發展等方面發揮更大的影響力。通過戰略夥伴的專業，我們計劃在未來十年，爭取在緬甸籌辦 800 個教育或兒童福利項目，並融入綠色概念。我們會就地取材和善用本地再生資源，以建設環保學校及兒童之家項目。

除了緬甸，我們也到過老撾探索更多的服務機會。目前我們會採取謹慎的態度，穩步前進。同時，我們也有不少機遇，可望將我們的服務覆蓋到泰國北部。

苗圃在緬甸和海外的助學路並不孤單，我們接觸了不同的非政府組織，如無國界工程師、中國香港（地區）商會—上海等，我們亦有機會將服務擴展至泰國北部。我們的合作必能達至協同效應，以改善及提升我們在海外項目運作上的成效和工作效率。

儘管看到了這些振奮人心的項目和機會，我們亦意識到一些挑戰，例如高昂的交通費用、招募參與海外工作義工的困難，皆使海外項目運作成本比例增加。目前，我們急需尋找更好的方法，如考慮尋求和當地非政府組織合作、成立苗圃在當地的辦公室等，以提高工作效率及節省成本。在續步實現緬甸的工作計劃的同時，我們也正策劃在緬甸註冊為國際非政府組織，以更有效服務緬甸和周邊地區，期望註冊程序在今年年底完成。

started our service for education in China. The advancement of China could well be successfully turning their population burden into an intellectual resource. We trust that the same can be replicated in Myanmar. With all the experience that Sowers Action have gained previously with the development of Hong Kong and China, our involvements in Myanmar hopefully will contribute to a much faster development and advancement for the Country!

Establish Strategic Partnership

Towards the third quarter of the 2017-18 term, we have entered into a strategic partnership agreement amongst Hong Kong Myanmar Chamber of Commerce (HKMCC) and World Green Organization (WGO). With this agreement, we will embark on a new era of education programmes in Myanmar. We will create greater impact on education level with sustainable development in Myanmar.

The target of our strategic Partnership is to endeavour to implement in ten years 800 projects. These will include construction of green and smart school buildings and children homes drawing on local resources and reusable construction materials as well as laying smart infrastructures. The completed works will facilitate future energy saving, sustainable development and building life cycle maintenance cost savings. These construction projects will certainly remain as a main target of our works in the years to come.

While we see the opportunities in Myanmar, we have also made “on site assessment” trips to Laos to explore the opportunities for providing our service. At the moment we are cautiously moving along at a steady pace.

Our path to extend our works in Myanmar and overseas is not alone, we also met with some organisations, such as Engineers Without Border (EWB), Hong Kong Chamber of Commerce in China. Incidentally, we have an opportunity to extend our services to cover northern part of Thailand. With the collaboration with these local NGOs, we will definitely look for synergy in our works to make improvements and increase effectiveness and efficiency in running projects in Myanmar and Northern Thailand.

Although we have these exciting projects and opportunities ahead of us, we will have challenges such as high travelling costs and difficulties in recruiting

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財務摘要

由於服務地區的擴展，籌款仍然是我們本年度最大的挑戰。

我們慶幸有穩定的捐款以支持這一年的助學及營運上的支出，特別在助學捐款方面，與去年相比增加了港幣 110 萬，整個年度共籌得港幣 2,950 萬元。

儘管運作經費支出為港幣 459 萬元，我們感恩有港幣 747 萬元收入，這個顯著增長主要來自港幣 392 萬元滙兌的收益、運作捐款港幣 331 萬元及其他收入。在實際運作捐款上，我們仍需要努力。

本地及中國內地項目

中國大陸仍然是我們的工作重點。2017 年底，在新的中國境外非政府組織管理法實施後，苗圃成功在雲南註冊代表機構。隨後，我們獲省民政廳推薦到香格里拉開展服務，第三間兒童之家於近期開始正式營運。此外，苗圃在江西和雲南等其他地區的建校項目及在南寧營運的女子高中進展順利。特別令人振奮的是，有兩位分別來自水富兒童之家及南寧華光女子高中的學生，被亞洲女子大學錄取。



volunteers to join the necessary overseas working groups etc., creating proportionally higher operating costs for these international projects. We are diligently exploring ways to improve cost effectiveness and efficiency of operating these international projects such as seeking assistance from other local NGOs in Myanmar. With the above successfully commissioned and future works in Myanmar, we are contemplating to complete the process for registration in the country as an iNGO towards the end of 2018. This will facilitate setting up our own support for running these projects locally and in the neighbouring Regions.

Financial Highlights

Fund-raising remains as a big challenge to us as our service was expanded to overseas in 2017-2018. We are grateful to have stable donations to support our educational and operational expenditures in this financial year.

In particular, we raised HK\$29.5 million for education programmes, representing an increase of approximately HK\$1.1 million as compared with the previous financial year.

Despite the operational expenditure was HK\$4.59 million, our corresponding income was HK\$7.47 million, a significant increase from last financial year, thanks to the HK\$3.92 million exchange rate gain, donations of HK\$3.31 million and other income. Hence, we should keep working hard on raising donations towards operational cost.

Project Funding in China

Mainland China remains as our focal point and we have successfully completed our official registration process in Yunnan under the new Overseas NGO Law towards the end of 2017. Subsequently we were recommended to commence our service to Shangrila, and hence our third Children Home in Shangrila is in operation recently. We are now helping to run three children homes in Yunnan. Our services in school buildings in Jiangxi and Yunnan are also progressing smoothly as well as the running of the girls high school in Nanning. In particular, we are delighted to report that two students, one from Shuifu Children Home in Yunnan and one from Huaguang Girls High School in Nanning were admitted to Asian University of Women with top marks!

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宣傳及籌款活動

回到香港本地，為籌募運作經費善款，除了常規的籌款活動以外，我們還成功舉辦了 25 周年慈善晚宴。

展望將來

未來，我們計劃擴展香港本地服務，計劃中會為一些特殊學生提供課輔服務，預計今年年底開展。我們同時也打算組織新的籌款活動，成立新的工作小組以滿足青少年發展的需要，招募年輕的會員，那樣可以確保機構的持續發展。

總結

2017-2018 年發生了一些意想不到的事情。我們正重新審視我們的機構管治和各項活動風險管理的相應措施。職員和義工的培訓乃是關鍵，相信溝通將會是重要的合作基礎。

我們一直致力於成為更強而持續發展的機構，成功的關鍵在於有您的支持！

讓我們攜手共進，再創輝煌！

Communication and Fundraising

Returning home, with a target to improve the donations to operating and administration costs of the organization, we have successfully completed various activities locally, such as the 25th Anniversary Charity Dinner in addition to other normal fundraising activities in Hong Kong.

Looking Ahead

We have plans for setting up our services locally, one of possibilities could be providing tutorial sessions to hearing impaired students which is likely to start towards the end of 2018. We also aim for organizing new fundraising activities and forming a new group within Sowers Action to cater for the needs for the development of teens and youths, as well as recruitment of younger members, thus providing a sustainable development environment for the organization.

Conclusion

With unexpected incidents that occurred in 2017-18 term, we are also taking steps to look at our Corporate Governance as well as risks management of our various activities. In-house training for our staff and volunteers remains a critical issue. And we believe communication leads to better collaboration.

The report has made clear our commitment to becoming a stronger and more sustainable NGO remains as focused as ever, and that your continual support is crucial to our success.

Together we can do so much!



Brianna Hui
Chief Executive Officer

總幹事
許彬彬




Albert Ho
Chairperson

董事局主席
何毅良