What are the attributes of a good partnership?

These days, as Child Aid steadily grows and improves, I’m focused on the different ways we can support one another and how partnership, at all levels, moves us closer to our goal that every child in Guatemala have a good education.

As you read forward in our Annual Report 2017, you’ll see how partnerships, large and small, drive our growth and success. Whether we’re talking about the quiet work between a Child Aid Literacy Trainer and a teacher as they discover how to engage students in eager learning, or the four-year transformation of one school due to the kind support of a benefactor, partnership is powerful.
And I’ve also given much thought to you, our faithful donors, who support our ultimate mission and our journey to it. It’s hard to say where Child Aid would be without our partnership with you. We certainly could not have reached the more than 50,000 children we have with books and comprehensive teacher training without your kind support.

In a precarious world, I am humbled by your steadfast belief that every child has the right to a good education and a voice of their own. Empowering children to weave their own world through the power of literacy is the fastest route I know out of poverty and unrest. Your giving has a ripple effect, building peace and prosperity from one generation to the next.

I believe a good partnership should build on the strengths of both parties: it should share trust and a common goal.

Thank you, partner, for throwing your lot in with Child Aid. We are encouraged by your steadfast support.

Sincerely,

Nancy Press, Ph.D.
Chief Executive Officer

FROM 2010 TO 2017 WE’VE BENEFITTED
50,737 CHILDREN
GOING TO SCHOOL IS NOT THE SAME AS LEARNING

In Guatemala, over 90 percent of children enter first grade, but many drop out before sixth grade.

Most will leave school without learning fundamental literacy skills such as reading and writing. Failing to learn how to read in primary school means these children will struggle to catch up their entire lives.

Walk into a typical Guatemalan classroom and it’s easy to see why children aren’t learning. Classroom resources are limited to a few textbooks which are neither suitable nor engaging for young readers. The classroom environment is chaotic, with little quality instructional time, and kids are often off task and bored.

70% OF KIDS IN GUATEMALA ARE IN SCHOOL & NOT LEARNING BASIC READING AND WRITING SKILLS

Grade Five-Six Teacher, Xesiguan
Tomás Bocel Quisquina

“Where we’ve seen real change in the children is with participation. When we use our imaginations in the classroom the kids don’t forget those experiences.”

“When are we going to travel again?” The children in Mr. Tomás Bocel Quisquina’s class ask him. These students are pleading for another reading hour, which, for them, is a chance to time travel.
WE CREATE CLASSROOMS THAT WORK

With your support, Child Aid transforms barren, broken classrooms into vibrant learning environments.

In Child Aid classrooms colorful reading corners are filled with books. Teachers lead read-aloud sessions, ask questions and use techniques that help all students be successful. Kids are reading, participating in activities, sharing ideas and becoming independent and confident learners.

By working together to improve the quality of education for some of the world’s most underprivileged children, your gifts provide every child with the opportunity they deserve.

CHILD AID STUDENTS IMPROVED 65%
MORE THAN THEIR PEERS IN READING COMPREHENSION

“¡Croac! ¡Croac!” Tomás impersonates a toad, using a deep, throaty voice and hopping around the classroom. He’s reading one of the students’ favorite books and the children fall out of their desks, giggling.

These kids are becoming literacy buffs thanks to their teacher and Child Aid Literacy Trainer Rosenda Ajpacaja, who works one-on-one with 50 primary school teachers.

At first, Tomás resisted learning techniques from Rosenda. He would welcome her to his classroom, but leave her alone to read to the children instead of learning the teaching techniques himself.

“These strategies don’t work for me,” Tomás told Rosenda. “What is visualization about? I don’t understand.”

But Rosenda persisted. She demonstrated how to involve the students in the reading experience, and how to ask questions that made his students laugh. She taught Tomás how to set up a reading corner with titles tied to science, geography and history. Slowly, Tomás ditched the rote, lecture-based learning techniques standard in Guatemalan elementary classrooms.

“In past years, the Guatemalan Ministry of Education has sent us books and told us what to do with the kids, but no one actually came to support us in the classroom,” says Bocel. “We need someone who teaches us strategies and techniques to teach reading well.”

Child Aid fills that gap by working with teachers to transform floundering classrooms into places where learning happens and children are eager for the next lesson.
## 2017 Achievements

### Reaching More Children

<table>
<thead>
<tr>
<th>in 2017</th>
<th>since 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Children Benefitted</td>
<td>14,875</td>
</tr>
<tr>
<td>Partner Schools</td>
<td>69</td>
</tr>
<tr>
<td>Teachers Trained</td>
<td>627</td>
</tr>
<tr>
<td>Books Provided</td>
<td>27,465</td>
</tr>
<tr>
<td>Coaching Sessions Completed</td>
<td>2,166</td>
</tr>
</tbody>
</table>

### Improving Access to Books

Child Aid works with schools to make books we donate to classrooms more accessible and increase student reading time.

**In Child Aid Schools:**

- **98%** Organize and label school book collections
- **95%** Make books available to students at recess
- **92%** Have reading corners or book displays in classrooms
- **89%** Actively lend books to students to take home
- **68%** Established a school library

### Children Benefitted

- **14,875** in 2017
- **50,737** since 2010

### Partner Schools

- **69** in 2017
- **114** since 2010

### Teachers Trained

- **627** in 2017
- **1,079** since 2010

### Books Provided

- **27,465** in 2017
- **548,049** since 2010

### Coaching Sessions Completed

- **2,166** in 2017
- **10,809** since 2010

### Average Number of Days

- **130** Literacy Trainers spent in Schools

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**Grade Five Student, Chacaya Pedro Martín**

“I feel happy that we now have good books to read. It makes me want to go to school every day because I like it there.”

Of all the books in his school’s library, 9-year-old Pedro Martín loves the ones about wolves the best. “I like their ears,” he says. When they grow up they form their own packs. They hunt together and run really fast.”
Pedro’s school set up its library with the help of books and support provided by Child Aid. Every day, Pedro brings books home from school so he can keep reading and learning new animal facts. “I like the pictures in the books because I can see animals that I’ve never seen before.”

Pedro’s father Felipe watches his son’s growing enthusiasm for reading with pride. For Felipe, school was wasted time in his life. “I didn’t get any education in school,” he says. “Back then, there wasn’t any support in the schools. We didn’t even have pencils or notebooks, and there weren’t many good teachers.”

Poor-quality education is a major reason why Felipe dropped out of school as a youngster, and it continues to be a major reason why many children in his community today drop out of school early.

Pedro’s experience is very different from his father’s. Now school is a place where Pedro can learn and grow, and where he can imagine a brighter future for himself.

“The new training guide not only gives us ideas for activities but also examples and a plan for how to use them with students. It’s a great resource.”

Jose Luciando Perez Yac
Teacher, Chuisajcap

Received accreditation and certification from Guatemalan Ministry of Education.

Only a few organizations have achieved recognition as a high-quality educational program. Accreditation gives Child Aid permission to work in all primary schools in the states of Sololá and Chimaltenango and enhances our ability to become preferred partners with district and state education leaders working on literacy development and teacher training initiatives.

Hired five new Literacy Trainers.

Our team grew to 20 staffers, significantly increasing the capacity of our program. As a result of this growth, we added 32 additional schools and 313 new teachers, benefitting more than 6,500 additional students each year.

Opened a new program office in Patzún, Chimaltenango.

The office creates a new hub for our operations, greatly reducing travel times for our staff and increasing our capacity to reach small, isolated rural schools in the region.

Published a redesigned and updated training manual for teachers.

The new manual updates, clarifies and streamlines our curriculum, making the training experience more consistent and practical. Teachers love that the activities are aligned to national curriculum standards, and there are lots of planning worksheets and step-by-step instructions for use in classrooms.

2017 PROGRAM HIGHLIGHTS
IMPROVING OUR PROGRAM

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“The new training guide not only gives us ideas for activities but also examples and a plan for how to use them with students. It’s a great resource.”

Jose Luciando Perez Yac
Teacher, Chuisajcap
When teachers use the tools and techniques we give them, [students] want to speak. Everyone wants to answer the questions; it’s a much more active class. I feel proud because I know these students are someday going to be able to express their ideas. I feel proud because I am doing what I love, and I’m contributing to the change in education in our country. That makes me feel really good.
NEW WAYS YOU CAN MAKE A DIFFERENCE TODAY

FUNDRAISE FOR BOOKS

Put a book in the hands of a child, and help her take the first step toward literacy. Start your own campaign to bring books to Guatemalan kids, and invite your friends and family to help you reach your goal. Whether you fill a shelf, a classroom or an entire school, you’ll launch lifetime readers and learners.

Get started at child-aid.org/fundraise

GIVE MONTHLY

Our program works because we make a long-term commitment to students, teachers and schools. When you become a monthly supporter of Child Aid, you help make that commitment possible and sustainable. Just $30 a month sponsors a teacher for a year with training, support and books for her classroom. It’s a quick and easy way to invest in quality education for the kids who need it most.

Make your pledge at child-aid.org/donate

BECOME A CHILD AID AMBASSADOR

Sponsor a Child Aid school for one or more years and become a real hero. That kind of significant support provides students and teachers the resources they need to learn and thrive and has a lasting impact, benefitting children for years to come. As a Child Aid Ambassador you will receive insider CEO updates, photos from your school, a signed book from students, and special recognition as a lead donor.

JOIN THE CHILD AID LEGACY SOCIETY

By leaving a legacy gift, you ensure that children, not just today, but tomorrow, are served by Child Aid programs. Members of our Legacy Society are among our most important supporters because they help secure our future as an organization, enabling us to continue our vital work. Legacy Donors make a lasting difference by providing children with the skills and resources they need to lift themselves and their families out of poverty.

For more information contact Dr. John Gravley, Chief Advancement and Business Development Officer, at john.gravley@child-aid.org
ORGANIZATIONAL PARTNERS

Foundation Support

C.G. Charitable Fund  Lake Atitlan Libraries  Swinmurn Family Foundation
Crabby Beach Foundation  Project Redwood  The Melsness Foundation
Fredy Rosenbaum Foundation  Spurlino Foundation  Zimmer Family Foundation, Inc.

Business and Organization Support

Capstone Publishing  Microsoft Matching Gifts Program  Rotary Club of Milwaukie
Ethical Bean Coffee Company  Moreland Presbyterian Church  Rotunda Software
Human Service Charity of America  Neighbor to Nation  Salesforce Foundation
Jim’s Organic Coffee  Rally Health, Inc.  Scholastic Inc.

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Founder, Jim’s Organic Coffee
Jim Cannell

“Working with a small charity like Child Aid allows us to see direct results. I’m thrilled our organizations found each other.”

All our partnerships are special, but when Jim’s Organic Coffee offered to sponsor one school through all four years of our literacy intervention, we were floored. The school sponsorship commitment is one of several meaningful partnerships which allows Child Aid to focus on what we do best: deliver educational resources.
Child Aid is an efficient, cost-effective organization. We focus our work where we can make a significant and lasting difference in children’s lives. We take our responsibility to donors very seriously, ensuring that their support makes a difference.

### REVENUE:

<table>
<thead>
<tr>
<th>Description</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted Cash &amp; Security Contributions</td>
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<td>In-kind Donations</td>
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<td>Investment &amp; Other Income</td>
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<td>Management &amp; General</td>
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<td>Fundraising</td>
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<td><strong>Total Expenses</strong></td>
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### ASSETS:

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<tbody>
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<td>Other Assets</td>
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<td><strong>Total Assets</strong></td>
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### LIABILITIES:

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<tr>
<th>Description</th>
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<tbody>
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### NET ASSETS:

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### TOTAL LIABILITIES & NET ASSETS:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td><strong>$2,193,144</strong></td>
</tr>
</tbody>
</table>

The partnership with Child Aid also serves the ethos of Jim’s Organic, a company founded on the ideals of sustainability and giving back.

“‘When we first started working in that area, there weren’t books anywhere,’ Jim recalls. ‘Now, you see books everywhere and cool reading programs. Child Aid’s literacy work really involves the whole community.’

And the partnership with Child Aid is there to support the literacy work is great.”