



A New Chapter for Education

Annual Report 2017
child-aid.org



A photograph of three children in a classroom. A girl in the foreground is lying on her back, smiling with her eyes closed. Behind her, a boy and a girl are sitting and looking towards the camera. The boy is wearing a grey t-shirt and red shorts, and the girl is wearing a light blue jacket. The background shows blue classroom furniture.

PROVIDING QUALITY EDUCATION FOR THE CHILDREN WHO NEED IT MOST

2010

“We look toward a future where every child in Guatemala has access to a quality education.”

Nancy Press, Ph.D.
Chief Executive Officer

Dear Friends,

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.

2017

FROM 2010 TO 2017 WE'VE BENEFITTED

50,737

CHILDREN

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

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

in 2017

since 2010

Children Benefitted

14,875

50,737

Partner Schools

69

114

Teachers Trained

627

1,079

Books Provided

27,465

548,049

Coaching Sessions Completed

2,166

10,809

Average Number of Days
Literacy Trainers spent in Schools

130

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:



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.”

2017 PROGRAM HIGHLIGHTS

IMPROVING OUR PROGRAM

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.

“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

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.

“There are a lot of things I want to be when I grow up - a doctor, a policeman, or a teacher - so I can teach others.”

A SPECIAL THANKS TO OUR SUPPORTERS

Top Individual Contributors

\$20,000 or more

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\$5,000 to \$19,999

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Child Aid Literacy Trainer

Brenda Marleny Jocholá Cocón

“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

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Crabby Beach Foundation	Project Redwood	The Melsness Foundation
Fredy Rosenbaum Foundation	Spurlino Foundation	Zimmer Family Foundation, 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

FINANCIAL HIGHLIGHTS

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:	
Unrestricted Cash & Security Contributions	\$669,730
Restricted Contributions & Grants	\$342,804
In-kind Donations	\$89,745
Investment & Other Income	\$472,443
Total Revenue	\$1,574,722
EXPENSES:	
Program Services	\$1,005,161
Management & General	\$83,322
Fundraising	\$98,664
Total Expenses	\$1,187,147
Revenue Over Expenses	\$387,575

ASSETS:	
Cash	\$546,463
Securities	\$1,366,640
Pledges	\$269,045
Other Assets	\$10,996
Total Assets:	\$2,193,144

LIABILITIES:	
Accounts Payable & Current Liabilities	\$149,048

NET ASSETS:	
Unrestricted	\$1,628,105
Temporarily Restricted	\$415,991
Total Net Assets:	\$2,044,096

TOTAL LIABILITIES & NET ASSETS:	\$2,193,144
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to at-risk children. Jim's Organic Coffee is our partner in the journey of a school. We couldn't be prouder.

For nearly a decade, Jim Cannell and his company supported our work. But last year, Jim's Organic made a larger commitment by partnering with a primary school located in Panabaj, Guatemala, a community in the area where his coffee company sources its beans.

In 2005, a horrific mudslide decimated the town of Panabaj, burying half of the townspeople and killing nearly 200 students at the school. After the disaster, parents in Panabaj rallied to rebuild, but the school still lacked important resources.

When Jim's Organic partnered with Child Aid to work in the Panabaj school, we delivered books, a tailored curriculum and well-trained teachers to help students

learn to read and advocate for themselves and their families. And Child Aid works in each school for four years, helping to transform teachers and classrooms.

"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 also serves the ethos of Jim's Organic, a company founded on the ideals of sustainability and giving back.

"This is just the way we act as a company," explains Jim. "We can't do everything, but there are some things for which we feel a responsibility. "Knowing Child Aid is there to support the literacy work is great."



CHILD AID

A New Chapter for Education

child-aid.org

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