

LIN Center for Community Development

2009 Annual Report

Helping Local People to Meet Local Needs

Contents

A. We Are Just Getting Started_____	p.2
B. About LIN_____	p.4
C. Filling A Gap, Part I: NPO Support Services_____	p.5
D. Filling A Gap, Part II: Philanthropic Support Services_____	p.13
• Skilled Volunteer Services	
• Donor Services	
E. Filling A Gap, Part III: Research & Communication Services_____	p.19
F. Financial Statements_____	p.22
G. Our Sponsors Make It Happen_____	p.24
H. The People: Governance & Management of LIN_____	p.27

A. We are just getting started...

The LIN Center for Community Development was launched in the middle of 2009, on the heels of Vietnam's integration into the global economy. And, while the fundamental growth story for Vietnam has remained compelling, not all segments of the population are reaping the benefits of reform, growth and development.

As noted by H.E. Cao Viet Sinh, Deputy Minister of Planning and Investment, when interviewed about the Government's 2011 to 2020 socio-economic development plan, currently in draft, the strategy will need to focus on providing for, "a more prosperous, democratic, equitable and civilized society for all Vietnamese people..."

Like the Deputy Minister, LIN supports a world in which globalization's benefits are more widely shared and social, economic, health, and environmental challenges are more easily weathered. LIN supports work that enables individuals, communities, and organizations to access new tools, practices, resources, services, and products. By doing this, we seek to enable better access to the promise of growth and progress. This annual report, illustrates how we are doing this and how we plan to continue this work in 2010 and beyond...

Highlights: In 2009, despite our late start, LIN made progress in several key areas:

- **A License To Operate** - After a tireless effort by the founding members, we were thrilled when the Vietnam Union of Science and Technology Associations welcomed LIN as a member organization on 26 May and, along with the Ministry of Science and Technology, approved our establishment on 29 June.
- **HCMC Meets LIN** - LIN held a successful launch event and announced our establishment in the local media and development networks. Meanwhile, our Outreach Committee helped to design a new logo, brochure and other marketing and communication materials.
- **Building the Team** - LIN welcomed two new staff to the team in September: Mr. Pham Truong Son as Community Liaison and Ms. Nguyen Thi Cam Tu as Executive Assistant. Son and Tu will help to drive the day-to-day operations of LIN as envisioned by our committed board of directors and advisors.
- **NPO Capacity Building** - LIN held two workshops, each with about 60 representatives of local not-for-profit organizations (NPO), two technical trainings for ten participants each and we directly allocated eight grants for a combined value of over USD \$7,000. Meanwhile, LIN supported the due diligence and allocation of another six grants worth over USD \$10,200 and published a handbook for our NPO partners.
- **Database of Skilled Volunteers** - Anticipating the challenge of introducing a new kind of volunteer program, LIN focused its efforts in 2009 on building awareness and understanding about what it means to be a skilled volunteer through an online volunteer orientation and regular meetings with prospective volunteers. By the end of the year, we received over 100 applications and engaged 43 volunteers to LIN and/or one of our NPO partners.
- **Donor Support Services** - In November, LIN launched two donors clubs to promote and support thoughtful giving. To date, the 38 members of these clubs, include both experienced and first time donors representing varied professional backgrounds, have each met three times and raised a combined total of VND 14.6 million, so far, which will go towards a community initiative of their choosing.
- **New Research** - In December, LIN disseminated a report on Corporate Philanthropy in HCMC, which was based on findings from primary and secondary research. The report identifies giving trends and best practices to fill a growing information void.

- **Fundraising for LIN** – Thanks to a solid group of forward thinking, generous individuals, companies and international organizations, LIN raised nearly USD 45,000 to support our programs.
- **Communicating with Stakeholders** – LIN introduced our website, a monthly newsletter and engaged in social media networks to raise awareness to our cause and to promote open communication with our stakeholders. Meanwhile, we updated and improved our website and recently received a license to host a blog, which is coming soon...

This annual report includes details about these and other accomplishments, it recognizes the people that contribute to our work, and it provides important details such as our financial statements to ensure accountability of our operations.¹

In addition, this report provides a sneak preview of LIN programs and services, which you can expect to see in the near future. For example, in 2010 LIN plans to: launch a new and improved website; continue offering targeted quarterly workshops for our NPO partners; focus our donor advisory services to address the demands of the market; organize a forum for exchange among area grantmakers; and publish more volunteer stories that reveal some of the amazing things people are doing to make the community a better place for us all.

Thank you for your interest and your continued commitment to LIN. Our work is only possible because you, and others like you, choose to make a difference.

Sincerely,



Dana R.H. Doan
Consultant - Strategic Advisor
Acting Chair, LIN Board of Management

¹ LIN's financial statements have not yet been audited. We are looking for a *pro bono* service provider who can help us conduct such an audit for 2009 and in the future. We would welcome any referrals and/or introductions.

B. About LIN

The LIN Center for Community Development (LIN) is a Vietnamese, non-governmental and not-for-profit organization, which was established (pursuant to Decision Number 741/QD-LHH, 26 May 2009 by the Vietnam Union of Science and Technology Associations and Registration Number A-840, 29 June 2009, by the Ministry of Science & Technology) with the following mission and vision:

Mission

To foster a culture of philanthropy and social responsibility in Vietnam while supporting local not-for-profits by providing technical, management and financial support to help in their efforts to promote equal access to opportunities.

Vision

LIN was formed with a vision to make a difference by promoting equal opportunities for all members of Vietnamese society

Note: While most attention to charitable work and poverty alleviation in Vietnam has focused on rural poverty, the goal of LIN is to tackle increasing urban poverty and inequality. Our model is based on local not-for-profit organizations and philanthropists being able to meet regularly to address local needs. For this reason, we decided to launch the model in Ho Chi Minh City. In the near future, we hope to replicate this model, or an improved version of this model, in other urban areas of Vietnam.

C. Filling A Gap, Part I: NPO Support Services

Prior to its launch, LIN identified at least two hundred NPOs addressing community challenges in and around Ho Chi Minh City. We believe there are many more to be discovered and others that will be formed in the near future. These organizations provide much needed services to the community by meeting basic needs, providing education, access to healthcare, life skills and vocational training, counseling, promoting the arts & culture, raising awareness and/or cleaning up the environment, conducting groundbreaking research and much, much more...

The role of NPOs and the space now given for them to play a part in Vietnam's development is increasing. However, the capacity of these NPOs to take up expanding roles and new responsibilities is a major concern. For this reason, LIN offers technical, financial and/or human resource support to local NPOs that wish to improve and/or expand their program and service offerings. The result of our activities in 2009, which were specifically designed for NPOs are detailed below:

NPO Partnerships

LIN seeks to build strategic partnerships with local not-for-profit organizations. We look for partners that have the passion, capacity and commitment to achieve common goals and objectives. To become a partner, NPOs are asked to complete a partner application, which helps determine whether the organization may be eligible for one or more of LIN's support services. LIN provides a variety of services to our NPO partners, including: one-on-one consultations, targeted group trainings, grantmaking and skilled volunteer matching. To support our efforts to attract NPO partners

- 1. Database of NPO Partners** - In 2009, starting with a database of over 200 NPOs located in and around HCMC, LIN initiated the partnership process with sixty-three NPOs and formalized partnerships with the following thirty-four:

<i>5AM</i>	<i>Khanh Hoi Orphanage</i>
<i>Anh Linh School</i>	<i>Light Shelter in District 3</i>
<i>Anh Minh Special Education School</i>	<i>Little Rose Warm Shelter</i>
<i>Audio Library for the Blind</i>	<i>Mai Lien Shelter</i>
<i>Ba Chieu Shelter</i>	<i>Minh Anh Project</i>
<i>Binh Loi Social Services</i>	<i>Ms. Do's Class for Street Children</i>
<i>Blue Dreams</i>	<i>Nam Hoa Shelter</i>
<i>Center for Pedagogy College</i>	<i>Nhat Hong Shelter & Center for the Blind</i>
<i>Community Song & Calligraphy Group</i>	<i>Phu My Orphanage - Thi Nghe Center</i>
<i>Cycling for the Environment</i>	<i>Phuoc Lam Health Volunteer Group</i>
<i>Disability Resource and Development</i>	<i>Saigon Railway Station Shelter</i>
<i>Friends for Street Children</i>	<i>SESAME</i>
<i>Future Project</i>	<i>Social Development Resource Center</i>
<i>HCMC Child Welfare Foundation</i>	<i>Tam Binh Orphanage</i>
<i>Hoa Mau Don</i>	<i>Te Phan House</i>
<i>Hoang Mai Special School</i>	<i>Thang Long School</i>
<i>Hope Center for Disabled Children in D3</i>	<i>Thao Dan Social Center for Street Children</i>

- 2. NPO Handbook:** To date, LIN representatives have met with over sixty NPOs to learn about their work and introduce them to LIN, our programs and services. In an effort to improve in our on-going efforts to communicate what we do to both current and prospective NPO partners, LIN created a leave-behind handbook, which uses text and pictures to describe the rationale, the criteria and the process for forming a partnership with LIN. The handbook was made possible thank to a grant from the Global Fund for Community Foundations and with a great deal of time and professional services donated to the project by several LIN volunteers.

Workshops

1. Legal Framework for Establishing a Not-for-Profit Organization in Vietnam

- Date/Time: 15 September 2009 (8:30am to 11:30 am)
- Number of Participants: 67
- Guest Speakers/Sub-Topics:
 - Ms. Nguyen Thi Bich Diep – Executive Manager, VUSTA-UNDP Project, Attorney and Member of the Hanoi Bar Association
Overview of the legal framework for establishing a local NPO (relevant laws and the similarities and differences between them)
Challenges and opportunities of registering as a NPO
 - Ms. Do Thi Van – Director of Personnel and Organization, VUSTA
Process for establishing a not-for-profit organization under the Vietnam Union of Science and Technology Associations
 - Dr. Trần Triệu Nga Huyền – Advisor, Centre for Promotion of Quality of Life
Case Study: Establishment of the Life Centre under VUSTA
- Goal: To provide practical and legal advice to volunteer and not-for-profit groups about the various options that are currently available to them for setting up a not-for-profit organization with legal status in Vietnam. The workshop addressed the pros and cons of each option and provided guidance as to the steps required in order to apply.
- Outcomes:
 - All participants received copies of the relevant laws (soft copies were made available for download from LIN's website)
 - Attendance by local NPOs doubled expectations
 - Encouraging and constructive feedback from participants through structured and informal evaluations (in terms of content, speakers, relevance to their work and ideas for future workshop topics)
 - Built awareness about LIN and our programs
 - Strengthened the relationship with our parent organization.
- Total Cost: VND 16,077,0002
- Main Sponsors: Xu Corporation, Horizon Capital Advisers

2. Recruiting, Managing and Motivating Skilled Volunteers

- Date/Time: 26 November 2009 (8:30am to 11:30 am)
- Participants: 57
- Guest Speakers:
 - Mr. Pham Truong Son – LIN's Community Liaison
The Rationale for Skilled Volunteers
Working with LIN Centre to Recruit Skilled Volunteers

² Note: This figure does not incorporate associated staff costs. Also, LIN collected VND 50,000 in voluntary contributions from one participant.

Setting Up a Volunteer Management System

- Ms. Nguyen Thu Ha - HR and Office Manager, Horizon Capital Group
Tips for Motivating Skilled Volunteers (Understanding one's motivations, appreciating and acknowledging volunteers, inspiring volunteers through the NPO's mission)
- Case Studies / Storytelling:
 - Ms. Chinh, Saigon Children's Charity
 - Ms. Trang, formerly with Operation Smile
 - Ms. Huong Duong, Audio Library for the Blind
 - Ms. Phuong, AEISEC
- Goal: Exchange ideas, best practices and lessons learned when it comes to recruiting, managing and motivating volunteers. To support NPOs in their efforts to engage volunteers to support their mission.
- Outcomes:
 - Exchange of best practices for human resource management among NPOs, INGOs and business sector
 - Volunteer management templates available for download from LIN's website
 - Healthy networking session among NPOs
 - Enrollment of "new" prospective LIN partners
 - LIN collected approximately VND 520,000 in voluntary contributions from workshop participants to help cover costs.
 - Positive feedback on evaluation and practical suggestions
- Expenses: VND 4,860,0003
- Main Sponsors: Xu Corporation, Horizon Capital Group

Technical Trainings**3. Financial Management Training for NPOs (1 of 2)⁴**

- Date/Time: 21 November 2009 (8:30am to 11:30 am)
- Number of Participants: 9
- Trainer: Ms. Nghiem Thi Hai LY – Senior Consultant, Transaction Advisory Services, Ernst & Young Vietnam
- Goal: Provide advice and training to NPO staff responsible for financial management. Introduce financial management systems, useful tools and best practices.
- Sub-Topics:
 - Orientation and introduction to financial reporting
 - Identification of relevant stakeholders
 - Recommended financial reporting practices and tools for NPOs
- Outcomes:
 - Participants shared their personal experiences, which helped the trainer to deliver relevant information.
 - LIN recognized the need to ensure that the professional experience of the staff meets the level of training to be provided (e.g., at this event, we mixed trainee accountants and more experienced accountants).
 - Constructive advice provided for the second session.

³ Note: This figure does not incorporate associated staff costs.

⁴ This training was offered twice, each time to a different group of participants, due to the high level of interest in the topic and the trainer's desire to limit the number of participants to approximately ten.

- Expenses: Approximately VND 1,000,000⁵

4. Financial Management Training for NPOs (2 of 2) ⁶

- Date/Time: 5 December 2009 (8:30am to 11:30 am)
- Number of Participants: 11
- Trainers:
 - Ms. Nghiem Thi Hai LY – Senior Consultant, Transaction Advisory Services, Ernst & Young Vietnam
Orientation and introduction to financial reporting and relevant stakeholders
Recommended financial reporting practices for NPOs
 - Mr. Hoang Quang Huy – Deloitte Vietnam Company Ltd.
Experience sharing about financial reporting by NPOs
- Goal: Provide targeted advice and training to NPO staff responsible for financial management. Introduce financial management systems, useful tools and best practices.
- Outcomes:
 - Even more positive feedback, compared to the first go around, due to the trainer's incorporation of feedback and lessons learned from the first training
 - Meaningful examples, provided by a guest speaker, helped participants to relate the knowledge to their own unique situations.
- Expenses: Approximately VND 1,000,000⁷

Small Grants

1. Phuoc Lam Health Volunteer Group

- *Vietnamese Name:* Nhom TNV suc khoe xa Phuoc Lam
- *Location:* Can Giuoc District, Long An Province
- *Mission:* To promote good health through nutritional education and microcredit in Can Giuoc District, Long An Province.
- *Background:* The group began as a health communication project of AusAid in 2001. After AusAid withdrew in 2005, the group managed to sustain its activities through the help of volunteers and a revolving line of credit.
- *Grant Details:* In August 2009, the group received a grant of VND 27,000,000 to be applied to their programs as follows:
 - VND 25,000,000 was added to the available line of credit for dissemination to eligible borrowers. Targeted borrows include poor women with young children.
 - VND 2,000,000 to make new uniforms for the volunteer group. It is hoped that the uniforms will motivate the volunteers and strengthen the organization's reputation among clients and community members.

⁵ Ibid #3.

⁶ This training was offered twice, each time to a different group of participants, due to the high level of interest in the topic and the trainer's desire to limit the number of participants to approximately ten.

⁷ Ibid #3.

2. **Future Project, a project of the HCMC Child Welfare Foundation**

- *Vietnamese Name:* Du an Tuong Lai, thuoc Hoi bao tro tre em TP. HCM
- *Location:* District 3, Ho Chi Minh City
- *Mission:* To provide disadvantaged children with an opportunity to build positive futures for themselves.
- *Background:* Future Project currently offers support services to ninety disadvantaged children living in HCMC. Support includes help to cover the cost of school tuition fees and other school related expenses (e.g., uniforms, school supplies, fees for English and computer classes) for poor students who are unable to provide the papers necessary to receive available government subsidies or school tuition fee waivers. Keeping these children in school is critical and at the core of the organization's mission. The risk of dropping out of school is higher now, as the school fee carries a heavier burden on the families of disadvantaged children.
- *Grant Details:* In September 2009, LIN awarded a grant of VND 18,900,000 to cover the cost of supporting thirty (30) students/clients of Future Project (VND 630,000 per student for the 2009-2010 academic school year). The grant also covers the costs that Future Project incurs to supervise the students' progress. [Note: This is a renewal of the previous year's grant. LIN continues to support 26 of the original 28 students supported during the 2008-2009 academic school year (2 students moved away from HCMC) and added 4 new scholars).

3. **Sai Gon Young People for Development (Saigon YPD)**

- *Vietnamese Name:* Nhom Thanh Nien Phat Trien SG
- *Location:* District 1, Ho Chi Minh City
- *Mission:* To enable young people to play a role in development.
- *Background:* Saigon YPD was set-up, informally, back in 2006, in an effort to organize social activities around the topic of development and to raise funds to help underprivileged children in Vietnam. Saigon YPD also organizes activities to develop the skills of its members, such as "How to fund raise for projects" and "How to organize social activities." The 2009 YPD International Conference was the first to be organized in Vietnam. The chosen focus for the conference is to formalize the vision for International YPD and help each local chapter to develop their 5-year strategic plan. Since 2003, YPD has organized an international training workshop each year for member chapters in Asia and Europe to build links between youth from different cultures around a topic that is linked to development.
- *Grant Details:* In August 2009, LIN provided VND 26,476,000 to support Saigon YPDs effort to organize a conference in HCMC. The money supported the following activities:
 - VND 12,348,000 helped cover the cost of 17 Saigon YPD members in the International YPD Conference. (This amount covered the cost of meals and materials for the 17 members over the course of the six-day program.)
 - VND 14,128,000 went towards purchasing school supplies for disadvantaged youth in Vietnam. The Saigon YPD organized a field trip for all conference participants to the Tan Thanh Church, outside of HCMC, where they distributed school supplies (notebooks, pens, pencils, rulers) to disadvantaged youth in the community, including: 180 elementary schools students, 150 secondary school students and 50 high school students.

4. **Ms. Do's Class for Street Children**

- *Vietnamese Name:* Lớp tình thương của cô Đò
- *Location:* District 7, Ho Chi Minh City

- *Mission:* To promote literacy for disadvantaged children who do not attend public schools.
- *Background:* The founder/"teacher" is a tailor who started working with street children, and other children that do not go to school, three years ago. She teaches between 20 to 30 children basic math and reading, providing them with books and stationary and trying to help them get in the public school system. Most of the kids are children of migrant workers and/or wandering vendors.
- *Grant Details:* Ms. Do requested in-kind support in lieu of funds. She provided LIN with a list of suggested items that are needed. LIN purchased storybooks and school supplies in the amount of USD \$100.

5. Disability Resource and Development (DRD)

- *Vietnamese Name:* Chương Trình Khuyết Tật và Phát Triển
- *Location:* District 1, Ho Chi Minh City
- *Mission:* To promote the full participation of, and equal opportunities for, people with disabilities (PWDs) in all spheres of society.
- *Background:* DRD (www.drdvietnam.com) works to provide accurate, timely and appropriate information on all aspects of disability to increase awareness of rights, strengthen the capacity of groups and organizations of PWDs to assert those rights and improve the skills of PWDs to build confidence and encourage active participation in society. For this reason, DRD took the lead in organizing an event, One World For All, to celebrate International Disability Day (November 28th), to create opportunities for people with and without disabilities to come together and enjoy themselves, meanwhile raising awareness within the community to the range of creative talents among people with disabilities.
- *Grant Details:* LIN sponsored the printing 500 T-shirts for IDD day (at a total cost of VND 22,500,000) LIN Center & Thai Tuan Company co-sponsored the printing of 1,000 T-shirts for the IDD event. The purpose of printing these t-shirts was to bring people closer together and to continue to raise awareness about the needs of PWDs during and long after IDD day. T-shirts were allocated, for free, to all participants at the event and the remaining T-shirts would be made available for purchase (VND 60,000/shirt). Funds raised from the purchase of these remaining t-shirts (367 shirts) will be invested into DRD's scholarship fund for students with disabilities. As of December, DRD sold 160 T-shirts and collected VNĐ 11,100,000 (Eleven million one hundred thousand dong. Note: 38 shirts were purchased at the price of VNĐ 100,000.)

6. The Nguyen Thi Oanh Scholarship Fund

- *Vietnamese Name:* Quy Nguyen Thi Oanh
- *Location:* Hoc Mon, Ho Chi Minh City
- *Mission:* To promote the development and education of social workers in Vietnam
- *Background:* To commemorate the life and work of one of Vietnam's most prominent and admired social workers, a fund was established to support social work students in Vietnam.
- *Grant Details:* LIN donated VND 5 million to the Nguyen Thi Oanh Fund, which was established shortly after the passing of Mdm. Oanh in early May 2009.

Matching Grants

Working With Others (WWO) was developed by Saigon Children's Charity to help disabled children build a better life through education and rehabilitation. WWO seeks to achieve this goal by providing financial and technical support for projects run by small, local Vietnamese organizations that are working directly with children with disabilities. Through this funding scheme, WWO makes grants of between \$1,500 and \$3,000 per project to qualifying organizations. LIN joined the WWO program in 2009 as a strategic partner, serving on the grant allocation committee, offering matching grants and support services to the NPO applicants. In 2009, over USD \$11,000 was allocated to six different NPOs through this program. LIN provided matching grants to the following two WWO applicants:

7. Nhat Hong Social Center for the Blind

- *Vietnamese Name:* Trung Tâm Khiếm Thị Nhật Hồng
- *Location:* Thủ Đức District, Ho Chi Minh City
- *Mission:* To support blind and sight-impaired children so they can receive an education and learn how to live independently.
- *Background:* Nhat Hong Social Center provides shelter and helps the children to continue their education when they have no money and/or family support. While some of the children have parents and do not require shelter, most are orphans or abandoned children who live in the Center full-time. Some of the children struggle with other disabilities, in addition to vision impairment. In September 2008, the children visited a nearby kindergarten, which had many outdoor games and toys. After their visit, several children commented that they wished they could have a ball house like the one at the other school. The Center has a sizable yard for playing outdoors but they did not have any facilities that the children could use to play games together and incorporate more physical activity.
- *Grant Details:* In collaboration with the Saigon Children's Charity Working With Others program, LIN co-sponsored the purchase of a swing and ball house for the children at Nhat Hong Social Center for the Blind. The total cost was VND 21 million with:
 - LIN contributing VND 10,500,000 (50%), and
 - SCC contributing VND 10,500,000 (50%).

8. Te-Phan House

- *Vietnamese Name:* Nha Te Phan
- *Location:* District 3, Ho Chi Minh City
- *Mission:* To provide shelter, care and support for disabled and orphaned children.
- *Background:* Te Phan House is a volunteer initiative managed by two individuals who saw an urgent need to care for abandoned children with disabilities. They found a home, which they could rent at a reasonable price, where they live with the children. Meanwhile, they work to provide care and support for these children meanwhile raising funds from the community to try and meet their needs. After several years living in this house, the founder sought funds to help cover the costs of improving the condition of the house in an effort provide a safe and decent environment that would meet the needs and rights of the children living there.
- *Beneficiaries:* 34 disabled and orphaned children living in Te Phan House
- *Grant Details:* In collaboration with the Saigon Children's Charity Working With Others program, LIN co-sponsored much needed renovations to Te-Phan House. there was a need to raise the foundation of the house by 40cm in order to prevent water from flooding into the house when it rains. In addition, the house required kitchen and

bathroom repairs, which would meet the daily needs and safety standards for the children. The total cost for repairs was VND 39,240,000 with:

- LIN contributing VND 13,320,000 (34%), and
- SCC contributing VND 25,920,000 (66%).

The other four recipients of WWO project support in 2009 include: Hy Vong Binh Thanh Special School for Hearing Impaired Children (USD \$2,697), General Sciences Library (USD \$1,621), Thien An Social Center for the Blind (USD \$2,802), and the Tay Ninh School for the Deaf (USD \$826).⁸

Stay tuned...

Looking at 2010 and beyond, in terms of our NPO support services, the LIN Center plans to focus its resources and increase efforts to:

- Build partnerships with more NPOs working to address a variety of community needs;
- Host more targeted, high-quality workshops and trainings that address both the needs and demands of our partners;
- Allocate more small grants to our NPO partners; and
- Improve in our ability to facilitate the matching of local resources to the needs of our NPO partners.

⁸ The amount noted parenthetically is the USD value of the grant awarded by WWO.

D. Filling A Gap, Part II: Philanthropic Support Services

As Vietnam transitions to a middle-income country, traditional donors (e.g., government, bilateral and multilateral agencies and international organizations) are no longer able to satisfy the needs of the community. In this scenario, local philanthropy becomes more important as a player helping to address community challenges. While in the past local financial resources were scarce, today there are more financially secure individuals and organizations, which are capable of lending their support (time, talents and resources) to their communities.

A common dilemma for area donors is how and where to invest their resources most effectively. We hear donors ask, "Is it responsible to make a cash contribution? Should I lend out my professional services? Does anyone need an in-kind donation?" As individuals and companies are increasingly asked for donations to community causes and charitable events, most say that they lack the information and resources necessary to give effectively. Even among the more experienced philanthropists, giving decisions are often made without a clear plan and sometimes without a full appreciation for community issues and needs. People that are more hesitant to make a donation point to a lack of information, transparency and accountability while others cite practical issues that prevent them from giving (e.g., the inability to contribute by credit card or bank transfer).

LIN believes that donor education and donor support services will help to empower people in the community to meet local needs. We also believe that the more informed donors are, the more likely we all are to effect lasting and positive changes in the community. And because we work closely with local not-for-profit organizations, we have an understanding about needs that are not currently being met and are therefore able to pass this knowledge along to prospective donors.

Over the past year, LIN Center developed relationships with many individuals and companies that sought to make a meaningful contribution to the community.

Skilled Volunteers for NPOs

NPOs, deeply committed though they are, gratefully rely on the help of interested citizens, who believe in their missions, who care about their community and who are willing to volunteer their time and skills in a spirit of cooperation. Often understaffed and under funded, NPOs often have one or two staff doing the work four or more. In this scenario, professionals in the community have an opportunity to make a difference by sharing their skills and talents with staff at local not-for-profit organizations.

Skilled volunteers offer benefits that funding alone simply cannot provide. The transfer of skills and direct involvement in an organization gives the donor a deeper feeling of ownership, celebrating its successes and working harder to address challenges. Also, by taking part in the organization's operations, donors can better tailor future contributions to address the need. Whether in the short term or over the long run, what volunteers do, really matters.

In an effort to reconnect people in the community that want to make an impact, LIN is filling a new space in Vietnam by facilitating skilled volunteer-NPO matching services. In order to do this, we realized there were certain steps we would need to take early on...

1. **Raising Awareness** - Anticipating the challenge of introducing a new kind of volunteer program, LIN focused its efforts in 2009 on developing messages and materials to help build awareness and understanding among local professionals on “what it means to be a skilled volunteer”
 - **Online Volunteer Orientation** - Many professionals express an interest in donating their time and skills to nonprofits but few understand what the role implies. LIN believes it is essential to provide these professionals with this information by setting expectations, sharing past experiences and offering best practices. Given that professionals tend to be short on time, we felt it was necessary to offer a stimulating and concise orientation program, that individuals could take on their own time, which would help them determine whether or not they want to be a skilled volunteer. We accomplished this, in two stages:
 - **Pilot Program** - With help from The Supply Chain Lab, LIN created a volunteer orientation that individuals could take online, going at their own pace. Unfortunately, feedback during our pilot phase indicated a need to improve the program to make it more concise and more stimulating.
 - **Final Program** - Thanks to a grant from the Global Fund for Community Foundations, LIN was able to hire a local consulting firm to help us create a new and improved online volunteer orientation. After several focus groups, one-on-one meetings and test-runs, the new program was uploaded and has already been sent to all LIN volunteer applicants. Those that complete the orientation become eligible to apply for postings with LIN’s NPO partners.
 - **Prospective Volunteer Meetings:** As we learned from meetings and conversations with target volunteers (people with professional skill sets in demand by local NPOs), people that volunteer appreciate opportunities to meet face-to-face with other prospective and experienced volunteers to exchange ideas and experiences. For this reason, LIN hosts gatherings on a bi-monthly basis, each with a unique topic and format.
 - **Volunteer Workshop**
 - Date/Time: 8 October 2009 (6:30 to 9pm)
 - Number of Participants: 19
 - Goal: To introduce skilled volunteering to prospective LIN volunteer
 - Outcomes:
 1. Positive feedback from participants
 2. 2 people completed the online application following the event
 3. A few people realized they might prefer an “unskilled” volunteer position and two are now supporting the LIN Centre with registration and translation for our events.
 - **Volunteer Meeting**
 - Date/Time: 5 November 2009 (6:30 to 8pm)
 - Number of Participants: 6
 - Goal: To demonstrate the process of applying and getting matched with an NPO as a LIN volunteer
 - Outcomes:
 1. Positive feedback from participants
 2. 1 person completed the online application following the event

3. A few people realized they might prefer an “unskilled” volunteer position and two signed up to support the LIN Centre with logistics during our regular meetings and workshops.

- **International Volunteer Day**

- Date/Time: 5 December 2009 (2:30 to 5pm)
- Number of Participants: 14
- Goal: To celebrate and appreciate LIN volunteers’ contributions
- Outcomes:
 1. LIN received positive feedback from participants who enjoyed the opportunity to share volunteer experiences and join in some thematic games.
 2. Three LIN volunteers took the lead in organizing the event.
- Sponsor, In-Kind: The International School of HCMC

2. **Skilled Volunteer-NPO Matching** – Effective volunteer matching requires good preparation and coordination between the NPOs that request volunteers and the volunteers offering the skill sets desired.

- **NPO Requests for Volunteers** - LIN worked with NPO partners requesting volunteers to help them craft skilled volunteer job descriptions. By the end of the year, LIN received 7 JDs requesting volunteers that could advise NPO staff on such topics as HR management, fundraising and strategic planning.
- **Skilled Volunteer Database** - Meanwhile, by the end of 2009, LIN had received 127 volunteer applications and engaged 43 volunteers, as individuals or in teams, to support LIN or a local NPO partner. We would like to recognize and express our sincere thanks and deep appreciation to the forty-three individuals listed below who contributed their time and their talents to support local not-for-profit organizations:

Ms. Doan Thi Thanh Xuan

Ms. Luong Thuy Tram

Ms. Barbara Dong

Mr. Vo Le Hong Phuc

Mr. Vo Hoang Viet

Ms. Nguyen Ngoc

Ms. Nguyen Ho Ngan

Ms. Nghiem Thi Hai Ly

Mr. Hoang Quang Huy

Ms. Bui Hong

Mr. Pham Thanh Van

Ms. Tran Thi Thanh Huong

Ms. Nguyen Thu Ha

Mr. Do Quang Vu

Mr. Tran Vu Nguyen

Ms. Tracy Le

Ms. Nguyen Huyen Trang

Ms. Nguyen Tuyet Lan

Ms. Lam Quynh Anh

Ms. Nguyen Tran Lan Anh

Mr. Ken Truong

Mr. Dong Sy Minh

Ms. Le Thi Viet Hoai

Ms. Trinh Thi Hoàng Anh

Mr. Lam Binh Thanh

Ms. Elyse VyVy Trinh

Ms. Nguyễn Đỗ Huyền Trang

Ms. Nguyễn Thanh Phương Thảo

Ms. Phạm Thị Hoàng Oanh

Ms. Phan Cam Ly

Mr. Ms. Chung Thi Minh Thai

Ms. Dinh Le Tuy Vy

Ms. Tran Ngoc Tran

Mr. Pham Khoi

Mr. Marc Djandji

Ms. Ta Thi Chau

Mr. Mic Smith

Ms. Dang Thi Hong Anh

Ms. Julie Fitzpatrick

Ms. Katherine Weatherburn

Mr. Michael G. Lee

Ms. Nguyen Tran Hoang Anh

Mr. Ngo Quoc Dung

Stay tuned...

Looking at 2010 and beyond, in terms of our volunteer services, the LIN Center plans to focus its resources and increase efforts to:

- Raise the number and quality of skilled volunteer-NPO matches;
- Launch a blog for LIN volunteers to share their questions and experiences; and
- Share more volunteer stories to raise greater awareness about the important work that is being done by Vietnam-based volunteers, representing a variety of personal and professional backgrounds.

Donor Support Services

LIN Center understands that philanthropists aspire to be responsible stewards of their wealth for the common good. However, we also know that, as Mr. David Rockefeller often said, "It is easy to give money away but it is not easy to give it well."

LIN Center seeks to help donors that want to do "good philanthropy". We work with individuals and organizations that want to engage in thoughtful and effective philanthropy in Vietnam. To do this, we are currently hosting donor clubs, offering *pro bono* advisory services and publishing research and best practices on topics of particular interest to current and prospective donors.

1. **Donor Clubs** – In November, LIN launched two donors clubs (one conducted in English, the other in Vietnamese) to promote and support thoughtful giving. To date, 38 individuals have signed-up, including both experienced and first time donors from various professional backgrounds.
 - **Meetings** – In 2009, LIN hosted two information sessions and two meetings with each club:
 - *Info Meeting – Why Join a Donors Club?* On October 20th and 22nd, LIN hosted open information sessions to describe the benefits, responsibilities and functions of a Donor Club.

What is a Donors Club?

A Donors Club is a form of philanthropy consisting of groups of individuals who pool their funds and sometimes other resources and decide, together, where to allocate their combined resources. Different from traditional philanthropy, which many people see as the exclusive realm of the wealthy, donor clubs are more flexible and accessible.

- *Meeting 1 - Community Needs:* On November 18th and 20th, LIN invited two community development experts, Mr. Pham Thanh Van and Ms. Hong Bui, to facilitate a discussion with club members about community issues and community needs. After the discussion, members identified priority causes they would like to address as a group. They also assessed the group's available resources in terms of volunteer time, special skills or talents and funds committed.

- *Meeting 2 – Plan of Action:* On December 15th and 22nd, LIN hosted a second meeting where the two clubs designed their action plans for giving – the process they will use to go about selecting a beneficiary, based on the club’s interest and available resources.
 - **Upcoming Meetings** – LIN will host two additional meetings with each donor club:
 - *Meeting 3 – Due Diligence / Selection of Grantee:* In January, the members will meet a third time to review a list of prospective NPOs, which meet their initial criteria. Some club members may participate in a site visit to one or more of these NPOs to collect information.
 - *Meeting 4 – Grant Evaluation:* After allocating the grant, and after some time has passed, LIN will host a final meeting with club members to evaluate the impact of the grant and to suggest ideas for improving their grantmaking activities in the future (along with feedback for LIN on the donor club experience).
 - **Funds Raised** – As of 31 December, the two clubs had raised a combined total of VND 14.1 million (Club Empower raised VND 6.1 million while Club North Star raised VND 8 million).⁹ Both clubs plan to allocate their grants shortly after the Lunar New Year holiday.
2. **Customized Donor Advisory Services** – The LIN Center is committed to helping donors design and implement thoughtful, effective philanthropy in Vietnam. As actual and potential resources for philanthropy have been growing in Vietnam so too are the stories and news reports of misuse or ineffective use of charitable funds. In this environment, donors can benefit from the guidance and support of experts to ensure that their philanthropic endeavors will be both positive and meaningful. With this in mind, LIN sought to test the market by offering, *pro bono*, donor advisory services to interested individuals, corporations and grantmaking organizations.
- **Services** - To date, the services LIN has offered to donors include:
 - *Introductions* to not-for-profit organizations and facilitation of site visits;
 - *Design of philanthropic initiatives* that reflect the values of the donor and/or incorporate strategic opportunities;
 - Support the *implementation* of philanthropic grantmaking programs (e.g., development of guidelines and requests for proposals; screening and conducting due diligence on potential grantees; drafting of sponsorship agreements and communications; tracking and monitoring grants; reporting on progress); and
 - Donor *briefings* on issue-specific topics (i.e., community development, civil society, tax incentives for philanthropy, disaster relief).
 - LIN’s work focuses entirely on community development and philanthropy, which means we are well versed in both potential opportunities and problems. Our role is to identify both, maximize the former and manage the latter so that donors can focus on those aspects of philanthropy that they find most rewarding.

⁹ At the time of printing this annual report, leading up to Tet, the two clubs had raised a combined total of VND 17.6 million (Club Empower raised VND 8.1 million while Club North Star raised VND 9.5 million).

- **Clients** – LIN is grateful to have had the opportunity to pilot test our customized donor advisory services with the following group of enthusiastic donors:

Companies

Axcela Vietnam
 Flaunt
 Hamon Investment Group
 Horizon Capital Advisers
 Megastar Media
 Nike Inc. Vietnam
 Theodore Alexandre
 Tractus Asia
 Viet Thai International Jt. Stock Company
 VinaCapital

Not-for-Profit Organizations

Canadian Chamber of Commerce
 EMpower
 Irish Aid
 LGT Venture Philanthropy
 US Consulate General, Public Affairs Office
 Viet Moi

Individuals

Anonymous

The team at LIN looks forward to serving many more donors who also believe that obligation and opportunity are linked as we all work towards improving the common good.

Stay tuned...

As we move forward, in terms of donor advisory services, LIN will focus its resources to:

- Design and launch a core set of donor advisory services by late 2010, a project we hope will help to sustain LIN's programs over the long-run;
- Conduct further research on topics and issues of interest to donors and disseminate that information broadly;
- Identify sponsors & local partners to organize a forum for grantmakers in Vietnam;

As we continue our current programs and introduce new programs, of equal importance will be our commitment to: strengthening the governance and accountability of our work and our clients' work; nurturing and facilitating meaningful giving; and building deeper and more collaborative donor learning experiences.

E. Filling A Gap, Part III: Research & Communication Services

LIN strives to conduct new research, collect relevant information, and to disseminate and share this information with all of our stakeholders. We do this because we believe that it is the responsibility of not-for-profit organizations to share information and help others working towards the common good. We also believe that our stakeholders will stick with us so long as they can readily see the value and effectiveness of our initiatives.

Through our research and information services, we seek to demonstrate the impact and benefits of good community development and philanthropy thereby empowering individuals and organizations with tips, best practices and resources that can help them in their quest to help others.

Research

LIN conducts research on work that is being done by organizations and individuals to improve the social condition and quality of life for us all.

- **Report on Corporate Philanthropy** – In December 2009, after months of research and analysis, LIN disseminated its first report, “Corporate Philanthropy in Ho Chi Minh City: An Update on the Status of Giving in Vietnam”, which examines giving patterns, trends, best practices and perspectives from forty-four companies perceived to be leaders or innovators in corporate philanthropy in Ho Chi Minh City. Prior to our report, the only analysis conducted in Vietnam on this subject was a 1996 essay on what was then referred to as “the new corporate giving in Vietnam”.
 - *Our Findings:* Some of the key findings from our report are detailed below:
 - Companies engaged in philanthropy are committed and aspire to become more strategic.
 - Most companies formed strategic partnerships when they give (e.g., with government agencies, NPOs and/or other businesses)
 - Larger, more established organizations have separate departments (a few have even set up their own foundations) to design and execute the company’s philanthropic initiatives.
 - Employee volunteer programs appear to be growing in popularity, particularly among foreign companies.
 - Most corporate giving tends to be done on an *ad hoc* basis, without set budgets or clear plans other than, perhaps, the personal beliefs and/or values of one or more senior executives or the desire to generate goodwill among the company’s stakeholders.
 - While the Government has introduced modest measures to provide a nurturing environment for corporate giving in Vietnam, the impact of these policies is not yet clear.
 - *Our Sponsors:* While many people contributed to this research, the report would not have been possible without the support of our Sponsors: the VinaCapital Foundation, the Global Fund for Community Foundations and Horizon Capital Group.

WHAT PEOPLE ARE SAYING ABOUT OUR REPORT

"This report offers useful insights for any company, both big and small, that seeks to engage in corporate philanthropy to improve the quality of life or to promote sustainable development in Ho Chi Minh City."

Robin King-Austin, CEO and Executive Director, VinaCapital Foundation (Sponsor)

"This is very interesting report particularly the section about 'in kind' support. CSR can mean many things but often the direct practical support can be more valuable to those seeking it. In terms of this, I am sure that some of these companies could be persuaded to support our employment / internship program for people with disabilities at DRD as it is a minimal outlay / high impact project!"

Caroline Mayger, Disability Resource and Development (DRD)

"Thanks for the report! I have shared it with our Global Office in helping to educate them about corporate philanthropy in VN. This is really invaluable...thank you LIN [sic] for taking the lead on this needed research."

Thuy Pham, Former Country Director, Room to Read Vietnam

"It's a very valuable material for us and... for most NPOs operating in HCMC and also those who want to understand this practice here."

Vo Thanh Ha, Saigon Times Foundation

"Your report is terrific and shows in detail how far corporate giving has come in Vietnam and how quickly it's changing."

Professor Mark Sidel, Prof. of Law & Faculty Scholar, University of Iowa
Author, "The New Corporate Philanthropy in Vietnam" Alliance: The Journal of Corporate Philanthropy (1996)

"... congratulations to [sic] the LIN team on completion of your very professional and valuable survey of corporate philanthropy centered in HCMC."

David Brown, VietNamNet Bridge

Communication

1. **On the Web** – One advantage of having some waiting time before getting our license, was that LIN's website was ready to go and launched just days after receiving our license. By October 2009, LIN stepped up our online presence by launching a page on Facebook (a social networking site with over 1 million users in Vietnam)¹⁰. By 31 December, LIN had 560 "fans" of our page (www.facebook.com/LINCenter). Visitors came looking for everything from basic information about LIN to information about past and upcoming events and they found all that along with other interesting tidbits on LIN activities, philanthropy and community development in general. Meanwhile, in December, LIN received approval to operate a blog on our website. Since then, LIN has stepped up efforts, with support from *ViiVue* - a HCMC based web development company, to revamp and re-launch our website with a lot more information, a much more user-friendly format and some very exciting new online functionalities.
2. **Monthly Newsletter** – Since September, LIN has disseminated a monthly newsletter, in Vietnamese, to all our stakeholders, including: NPO partners, volunteers, clients, sponsors and friends of LIN. The newsletter provides a snapshot of past programs and announcements regarding upcoming programs by LIN and by others in the community, which may also be of interest. Since December, we began disseminating our newsletter via *Vertical Response*, a professional email marketing service, to make it more user-friendly.

¹⁰ "Vietnam Internet users fear Facebook blackout," by Ben Stocking, AP (17/11/09).

3. **Articles** – Even before we were granted a license, LIN developed a strategic partnership with The Word HCMC, an English language publication, whereby LIN's strategic advisor agreed to write a monthly column on a topic relating to community development, philanthropy and/or volunteerism. Below is a list of column topics in 2009:

- January: Celebrating Volunteerism (International Volunteer Day in HCMC)
- February: (Brief) History of Corporate Philanthropy in Vietnam
- March: Keeping Donors Happy (Tips from Donors for NPOs)
- April: Tax Incentives (An update on Tax incentives for philanthropy in Vietnam)
- May: A Volunteer's Story (Ken Truong, a long-time volunteer with Binh Loi, a local NPO providing free education to disadvantaged children)
- June: The Sky Is the Limit (An NGO's effort to celebrate National Day for the Care and Protection of Disabled People)
- July: Microfinance for Development (How the Center for Employment of the Poor supports entrepreneurs)
- August: LIN: A Resource Center for Philanthropy (Announcing the launch of LIN)
- September: Staying in School (Future Project, an NGO supporting disadvantaged children in HCMC)
- October: MATA's Welcome (NGO supporting children with visual impairments – a recipient of SCC's Working With Others small grant scheme)
- December: NGO Intern Accepts the Challenge (Yuka Yokota's experience working with Mekong Quilts)

Stay Tuned:

For 2010, in terms of research and communication services, LIN will focus its efforts to:

- Collect and share stories about philanthropists that are working to make a difference in Vietnam.
- Launch a new and improved website, which will offer a user-friendly format, a lot more information and resources and new functionalities such as a dynamic posting board for NPOs with needs to meet donors with resources.
- Host a blog on our website so that LIN volunteers can find and exchange information about the benefits and challenges of volunteering.
- Broaden and better target our communications with stakeholders, for example, by creating specific sections in our newsletter for core groups and/or by developing strategic partnerships with organizations that are in a better position to pass along information to stakeholders.

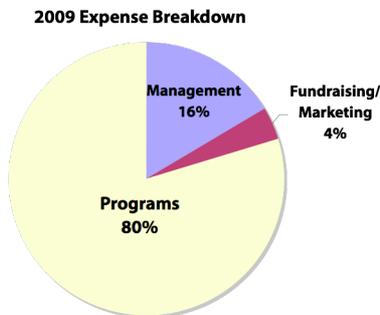
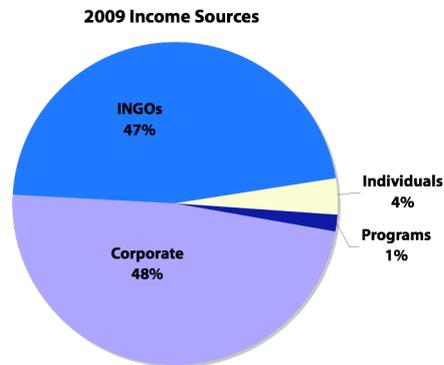
F. Financial Statements

After receiving our license and registration in late June 2009, the LIN Center for Community Development officially launched on 1 August. Leading up to that point, in 2008 and part of 2009, the founding members of LIN worked to set-up the foundation for the organization and to pilot test some of its core programs, with the support of our founding sponsor. As such, in the income statement below, the revenues and expenses for 2008 are also included.

Income Statement	2008	2009
Support and Revenues	\$11,166	\$44,514
Grant and Donation	11,166	44,459
<i>Grant</i>	0	17,967
<i>Donation</i>	11,166	26,492
Financial Income	0	55
<i>Interest Income</i>	0	55
<i>Investment Income</i>	0	0
Expenses	(11,166)	(31,744)
<i>Program (Including grants made to NPO partners)</i>	(5,444)	(25,423)
<i>Administration</i>	(5,722)	(5,193)
<i>Fundraising</i>	0	(1,128)
Change to net assets	0	12,770
Net Assets, beginning of year	0	0
Net Assets, Ending of year	0	12,770

Notes:

2009 Income Source	Amount
Horizon Capital Group	\$ 18,232
WINGS Global Fund for Community Foundations	\$ 17,967
Vinausteel LTD	\$ 2,498
SSE LTD	\$ 2,497
Individual Donors	\$ 1,808
Donor Club (Pass Through)	\$ 705
Jardine Matheson LTD HCM	\$ 500
Sanofi Synthelabo VN	\$ 224
Bank Account Interest	\$ 55
NPO Workshop Fees	\$ 28
TOTAL	\$ 44,514



Program Expenses Breakdown	
NPO Services	30%
Grants	28%
Volunteer Services	24%
Research Services	11%
Donor Services	8%

Balance Sheet	2009
Current Assets	\$18,383
Cash and Cash Equivalent	12,668
Cash	12,668
Cash Equivalent	0
INVESTMENTS	0
Short Term Investment	0
ACCOUNTS RECEIVABLE	5,715
Grant Receivable, current portion	0
Donation Receivable	5,715
Other Receivable	0
Prepaid Expenses	0
Grant Receivable (long term)	0
Grant Receivable (long term)	0
Deposits	0
Deposits	0
Property & equipment	0
Cost	0
Accumulated Depreciation	0
TOTAL ASSETS	\$18,383
LIABILITIES	5,613
Current Liabilities	5,613
Grants payable	0
Accounts payable and accrued liabilities	0
Related-party payable	0
Note payable to related party	5,613
Long Term Liabilities	0
Long Term Liabilities	0
NET ASSETS - Unrestricted	12,770
Unrestricted	12,770
Temporarily restricted	0
TOTAL LIABILITIES AND NET ASSETS	18,383

Cash Flow Statement	2009
Cash Flow from Operating Activities	\$12,668
Change to Net Assets	12,770
Adjustment For	0
Depreciation	0
Change in Assets and Liabilities	(102)
(Increase) Decrease in Accounts Receivable	(5,715)
(Increase) Decrease in Grants Receivable (long term)	0
(Increase) Decrease in Deposit	0
Increase (Decrease) in A/P, Current Liabilities	5,613
Cash Flow from Investing Activities	0
Purchase of office equipment	0
Investment	0
Net Increase in Cash and Cash Equivalent	12,668
Cash & Cash Equivalent, Beginning of Year	0
Cash & Cash Equivalent, Ending of Year	12,668

G. Our Sponsors Make It Happen

LIN would like to recognize local and international philanthropic leaders and volunteer champions, who generously sponsored our programs, donated their time, lent their professional services and/or made contributions in-kind to help LIN in our effort to help others address community needs. We are honored to thank the following:

Institutional Sponsors - Corporations

- **Horizon Capital Group** – Founding Partner & Major Financial Sponsor

Horizon Capital Group is made up of three companies: Horizon Capital Advisers –providing investment banking advisory services in alliance with N M Rothschild & Son Limited; Horizon Capital Assets Management - a Cayman-domiciled fund manager; and Horizon Securities Inc. – offering stock brokerage services and corporate finance advisory focused on the listed market.

- **Vinausteel** (www.vinausteel.com.vn) – Key Financial Sponsor

Vinausteel began its Vietnam operation in 1994 and now owns and operates a rolling mill located in Hai Phong, one of the largest port cities in Vietnam. The mill's current production capacity is 180,000 tons per annum of hot rolled steel reinforcement bars, which conform to both International and Vietnamese standards. Vinausteel is the first steel rolling mill in Vietnam to receive ISO 9002 certification, the international standard of quality production.

- **SSE Steel / THEP UC** (www.thepuc.com.vn) – Key Financial Sponsor

THEP UC Ltd. is a 100% foreign invested company from Australia, a member of Vietnam Industrial Investments Ltd. (Australia Stock Exchange Code: "VII"). In 2001, the Company established a state-of-the art automated rolling mill in Haiphong to produce high quality steel wire rod and, later, expanded to high yield strength rebar. THEP UC is the first company to bring the latest generation of rolling mill technology to Vietnam.

- **Sanofi-Aventis Group** (www.en.sanofi-aventis.com) – Financial Sponsor

Sanofi-aventis is a global healthcare company. Focused on patients' needs, sanofi-aventis offers a range of essential healthcare assets, including a broad-based product portfolio and a presence worldwide.

- **Jardine Matheson Ltd.** (www.jardines.com) – Financial Sponsor

Founded as a trading company in China in 1832, Jardine Matheson is today a diversified business group focused principally on Asia. Its businesses comprise a combination of cash generating activities and long-term property assets. The Group's interests include Jardine Pacific, Jardine Motors, Jardine Lloyd Thompson, Hongkong Land, Dairy Farm, Mandarin Oriental, Jardine Cycle & Carriage and Astra International.

Institutional Sponsors - Individuals

- Anonymous
- Ms. Margaret Fisher
- Mr. and Mrs. Lam Van Hung
- Ms. Hoa Hoang

Project Sponsors

- **The Global Fund for Community Foundations** (www.globalfundcf.org) - One of the few organizations that support institution building, LIN's early progress is largely the result of

The Global Fund for Community Foundations seeks to strengthen and promote institutions of local philanthropy around the world so that they can realize their potential as key players in the development process. The Fund plays a unique role in facilitating debate and creative thinking about how philanthropy, at the community level, fits with other development processes.

- **The VinaCapital Foundation** (www.vinacapitalfoundation.org) - From the very beginning, the VinaCapital Foundation supported LIN's research on Corporate Philanthropy in HCMC, providing financial support, introductions and referrals, regular input and ideas along with moral support to the research team.

The VinaCapital Foundation is a U.S. registered 501(c)(3) not-for-profit organization, which helps to alleviate poverty and improve the status of the poor in Vietnam by increasing access to quality healthcare for children, improving medical institutions, and supporting high-level programs that build business knowledge and executive leadership.

Sponsors, In-Kind

- **Xu Corporation** (www.xusaigon.com) - Thanks to Xu Corporation for providing a shared space for LIN's office work, a beautiful venue for our NPO workshops and events and human resources support as needed. We are so grateful for all that you share with us and cherish the lasting friendships we have built with the Xu team.

Xu Corporation is comprised of Xu Restaurant & Lounge (opened in 2006), Xu Café and Xu Catering (both launched in 2008). Both restaurants are located in downtown HCMC, in the heart of Saigon's fashion, food & entertainment district.

- **Who Digital Inc.** (www.whodigital.com) – You've shared your conference room with us on a weekly basis, allowing us to meet with our stakeholders and provided much needed technical support when it comes to our website and IT, in general. And, we are truly impressed and thankful for the amazing Tiger e-Tet cards, which you designed, and thus allowed us to save paper while still expressing our best wishes to our LIN partners and friends.

Who Digital Inc. is an interactive agency producing innovative and insightful online communications that connect consumers with brands.

- **Nguyen Du Park Villas** (www.ndparkvillas.com) – When our newly launched Donor Clubs needed a meeting space, we were fortunate to have received the support of Nguyen Du Park Villas, which opened the door to a gorgeous apartment not just once, but four times for us!

Relaxed serenity in the heart of the city, Nguyen Du Park Villas is Ho Chi Minh City's finest serviced apartments. Offering both short and long-term rentals, this five star locale caters to every need with international standards of service, design and amenities.

- **Jodric Group** (www.jodric.com) – Jodric Group’s Anna Creative Shop helped LIN produce a high-quality NPO handbook by eliminating all the service fees that often go along with such projects. Understanding our desire to produce a final product that would best reflect the quality of our services, while sympathetic to our mission, Jodric ensured that LIN would receive the most competitive rate for an impressive final product.

Jodric Group / Anna Creative Shop established itself as one of the eminent creative service providers in Vietnam with clever solutions from packaging design to ambient development as well as communication, direct marketing and advertising.

- **The Supply Chain Lab** (www.thesupplychainlab.com) – The Supply Chain Lab is a group of supply chain improvement specialists with a focus on emerging and frontier markets. Even before our launch, the team provided LIN with invaluable advice and contributed both time and technical expertise to help us create the first iteration of our online volunteer orientation.
- **VP Design Co., Ltd.** (*CTTNHH TM DV Thiet Ke Vu Phuong*) – After working many months conducting research, drafting and finalizing our report on Corporate Philanthropy in Ho Chi Minh City, LIN was all the more appreciative when the team at VP Design offered complimentary design services, thus ensuring that the layout and design of our final report would compliment its contents.
- **ViiVue** (www.viivue.com) – Thanks to a LIN Board Member, the team at ViiVue – a HCMC based web design company, offered to help LIN create a new and improved version of our website. It is truly amazing what the team has done to improve the look and feel of our website, adding some exciting new bells and whistles and making the current website more user friendly. Stay tuned, the new site will launch in early 2010.
- **International School of Ho Chi Minh City** (www.ishcmc.com) - We are grateful to the International School of HCMC for letting us hold our International Volunteer Day event at their District 2 campus, a great venue for the day’s activities.
- **Vertical Response** (www.verticalresponse.com) - Under their *Non-Profit Program*, qualifying organizations, like LIN, can use their service to send up to 10,000 free emails per month, while giving us the tools to create professional looking emails and to analyze the impact of our communication and fundraising campaigns.

H. The People: Governance & Management of LIN

The Management Board, comprised of a Board of Directors and Board of Advisors, deals with and takes decisions upon all issues relating to the proper and responsible management of the LIN Center for Community Development. Board Members are key to the success of LIN. Board Members ask the difficult questions, participate in regular planning and policy making, ensure a sound financial footing, and help to monitor and evaluate the management and governance of the organization. Simultaneously, Board Members serve as ambassadors, advocates and fundraisers in the community. Four sub-committees assist the Management Board in its deliberations and decision-making:

- **Administration Committee** - The Administration Committee oversees all official business of LIN. This includes such activities as registration, human resource policies, oversight of relations with the government, local media and parent organization, and all related activities.
- **Fund Allocation Committee** - The Fund Allocation Committee assists the accountant in overseeing accounting and financial reporting. In addition, the Fund Control Board has the responsibility to inspect and supervise LIN Center's operation in strict compliance with its Charter and legal provisions and to report and propose to the full board on the results LIN Center's financial situation.
- **Outreach Committee** - The Outreach Committee is responsible for setting goals, planning and overseeing marketing and fundraising activities for the organization. In addition, it is responsible for reporting to the Management Board on the status and impact of LIN's outreach activities and proposals.
- **Program Committee** - The Program Committee is responsible for overseeing program activities of the organization. In addition, it is responsible for reporting to the Management Board on the status of the organization's activities and proposals for the introduction of new activities and/or events.

Members of the Board of Directors

- **Mdm. Lê Thị Băng TÂM** - Member, Board of Directors
Former Founder & Chairperson - State Capital Investment Corp.
Former Vice Minister of Finance (1995-2006)
Member - National Committee for International Economics Coop.
Member - National Committee of Monetary & Finance Policy
- **Ms. Lâm Bảo QUANG** - Member, Board of Directors
Investment Officer - International Finance Corporation, World Bank
- **Ms. Ngô Quỳnh NHƯ** - Member, Board of Directors / Administration Committee
Chief Legal Counsel - Horizon Capital Group
- **Ms. Trần Ngọc TRẦN** - Member, Board of Directors / Fund Allocation Committee
Accountant - Horizon Capital Advisors
- **Ms. Nguyễn THU HÀ** - Member, Board of Directors / Administration Committee
Human Resources and Office Manager - Horizon Capital Group
- **Ms. Trần Thị Thanh HƯƠNG** - Member, Board of Directors / Fund Allocation Committee
Projects Manager - Disability Resource and Development (DRD)
- **Ms. Đỗ Thị Như TÂM** - Member, Board of Advisors / Administration Committee
Deputy Director - World Wide Orphans
- **Ms. Tạ Thùy CHÂU** - Member, Board of Advisors / Program Committee
Assistant Vice President, Corporate-Treasury Svcs Indochina - JPMorgan Chase Bank
- **Ms. Nguyễn Trần HOÀNG ANH** - Member, Board of Advisors / Outreach Committee
Public Relations Manager - MegaStar Cinemas

Members of the Board of Advisors

- **Mr. Hà Xuân TRƯỜNG** - Member, Board of Advisors, Program & Administration Sub-Committees
Managing Partner, Stellar Management
Senior Advisor, University of Hawaii at Manoa - Executive MBA Program in HCMC
Advisor for Policy and Business Development, The OPV Group
Senior Advisor, Center for Global Management
Lecturer, Maastricht Executive MBA Program at the University of Technology in HCMC
- **Ms. SARA Jewett Nieuwoudt** - Member, Board of Advisors, Co-Chair – Program Sub-Committee
Technical Management, Field Liaison; CAP/New Partners Initiative - Academy for Education Development (AED)
- **Ms. DANA R. H. Doan** - Acting Chair & Member, Board of Advisors
Consultant, LIN
Board Member, Working With Others Small Grant Scheme (Saigon Children's Charity)
Member, AmCham-United Way Allocation Committee
Grant Evaluator, Centre for Social Initiatives Promotion (CSIP)
- **Mr. Đoàn Mạnh KHÂM** - Member, Board of Advisors and Co-Chair – Outreach Sub-Committee
Managing Director - Horizon Capital Group
- **Mr. P. ELI Angell Mazur** - Member, Board of Advisors
Associate Corporate and Finance and Head of Antitrust and Competition Law Practice Group - Freshfields, Brukhaus and Derringer LLP
- **Mr. Don Tuan PHUONG¹¹** – Member, Board of Advisors
Country Coordinator, Volunteers For Peace

Management & Staff Members

- **Ms. Ngô Quỳnh NHƯ** - Executive Director
- **Ms. Trần Ngọc TRẦN** - Chief Accountant
- **Ms. Nguyễn THU HÀ** – Human Resources Adviser
- **Ms. DANA R.H. Doan** - Strategy Consultant, Advisory Board, Acting Chair
- **Mr. Phạm Trường SƠN** - Community Liaison
- **Ms. Nguyen Thi CAM TU** – Executive Assistant

¹¹ *Please note:* Due to increasing professional obligations, Mr. Phuong resigned from LIN's Board of Advisors in December 2009. We are sorry to lose him as a Board Member but grateful that he and his organization remain both a friend and strategic partner to LIN.

LIN

Center for Community Development

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