# Sunflower Mission

2018 Annual Report

Education: Hope for the Future

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### Board of Directors

Chairman Mr. Tuan Dao

President Ms. Kim Oanh Nguyen

Treasurer Mr. Hoa Ta

Secretary Mr. Thanh Bui

**Director of Capacity Development** Mr. Dinh Ngo

**Director of Communications** Ms. Quyen Ma

Annual Report Design Quyen Ma Cover Art Rendering Ken

### Values

We are a non-governmental, non-religious, and non-political organization. We support students only on the basis of potential and financial need. We comply with U.S. and Vietnam laws and regulations. We treat people with respect.

### Vision

We aspire for our students in Vietnam to become successful teachers, engineers, and professionals; and for our volunteers to learn the skill sets required of effective leaders, including compassion, gratitude, confidence, and global perspectives.

### Purpose

Sunflower Mission is a 501(c)3 organization committed to improving the lives of the people in Vietnam, mainly through educational assistance programs. We bring school facilities, teaching and learning materials, and scholarships to teachers and students in the most remote areas of the country.

## Board of Advisors

Dr. Tito Phuc Nguyen Mr. Quynh Bui Dr. Hoang Phi Dr. Nam Hoang Ms. Kim Smith Ms. Duy-Loan Le Ms. Elena Tran Mr. Khiem Ngo Dr. Thuan Tran Dr. Thai Dinh Nguyen IUONG KAU LUUI 840

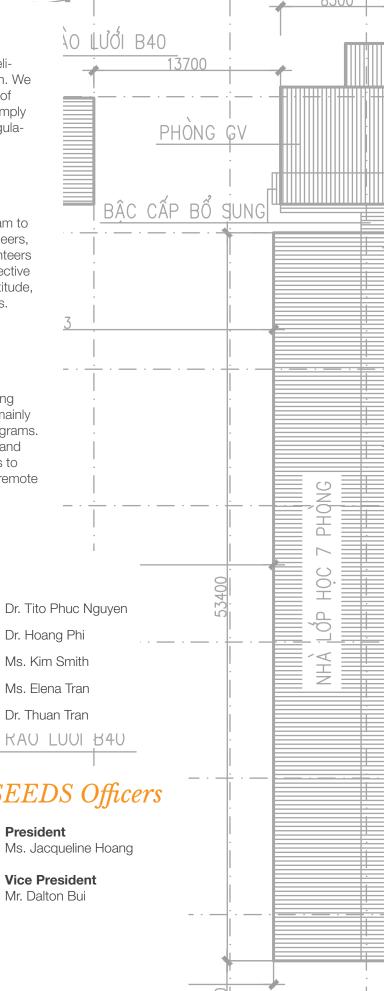
### Volunteer Staff SEEDS Officers

**Book Keeper** Ms. Amina Tang

**Donation Tracker** Ms. Hau Hoang

**Annual Tax Filing** Ms. Tram Mai

Historian Ms. Mai Huong Bui



### Dear Friends of Sunflower Mission,

#### 2018 was an eventful year!

We kept to our mission but adjusted our strategies and created new programs to best meet the needs of our students and help them be more effective. We repaired and renovated classrooms in Ben Tre and Phu Yen and began construction in the Pang Tieng School in Lam Dong Province, which will be the site of our 2019 work camp. We awarded 1,350 K-12 and 164 college scholarships and have had 55 of our scholarship students graduate from college. With the support of additional donors, we extended the Le So Memorial Scholarship of Excellence to students as young as 3rd grade who demonstrate excellent academic performance and exhibit upstanding moral character. This scholarship was previously awarded only to college students but we believe that this early assistance will help increase the student's chance to succeed not only academically but also with proper leadership character.

#### 2018 was a year of youth empowerment!

While it's widely known that Sunflower Mission was founded to provide educational assistance to students in Vietnam, most do not realize our organization has a another purpose; it is also our goal to provide leadership opportunities to students outside of Vietnam. Our young volunteers practice leadership through engaging in activities with SM's youth group SEEDS (Students Expanding Education by Devoting Services), which was founded in 2008 by 3 high school students who had been volunteers with SM since elementary school.

2018 marks an inflection point for our SEEDS as they take on significant leadership roles within SM: They are the ambassadors of our cause at their schools, among their friends, and on social media platforms; they launched "English Initiative" to help our students in Vietnam be better prepared for the workforce; they led very successful big and small fundraising events; and last but not least, SEEDS leaders actively attend SM board meetings to both learn and contribute!

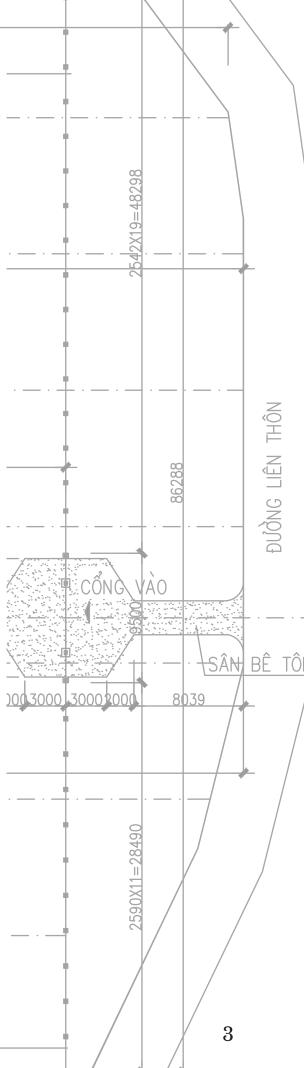
2018 also marked the 20th birthday for one of our largest donors and partner, Mona Foundation. For over 10 years, Mona Foundation has provided SM with not only financial resources but also valuable insight and guidance. We congratulate our partner on this major milestone!

I look back at 2018 with immense gratitude for all of our volunteers and supporters. Because of your commitment and hard work, our average G&A cost over the last 16 years, since inception, is incredibly under 1% (0.69%). We will continue to work hard to honor your trust and hope that you will continue on this journey with us-to bring education and hope to those who need it most.

Together, we have and will continue to impact lives.

Kim Oanh Nguyen Sunflower Mission President

## JÒNG RÀO GACH +B40





### Mona Foundation: A Note of Gratitude

Duy-Loan Le Sunflower Mission Board of There is more than one way to translate Advisors

Mona Foundation (MF), celebrates its 20th birthday. Founded in 1999, MF is a 501(c)3 organization focused on universal education, gender equality, and grass roots community development.

'Universal education' is the belief that education is the birthright of every child-regardless of how they are born, where they greet life, or what religious background they come from. With a proper education, people will come to understand not only 'the need for' and 'the impact' of gender equality, but also the responsibility the welfare of a family unit, a community, a nation.

Education is not only about imparting intellectual knowledge-it must also include character building. This is the reason why the front of every elementary school that SM has completed is engraved with the words 'Tiên Học Lễ, Hậu Học Văn'. These six words emphasize 'moral character first, academics second,' or 'humanity first, science second.'

these six words, but the essence of the meaning is unchanged: the belief that a This year, one of our earliest supporters, person with great knowledge but lacking moral character has little chance of becoming a useful citizen, a civic leader, or a responsible family member. This belief is at the very core of the work MF does all over the world, and it is the glue that bonds the enduring partnership between MF and SM for over a decade.

The generous grants from MF since 2007 have enabled SM to do our work in Vietnam over the years. In 2018, MF's support allowed 520 children to advance their schooling to middle school and 29 students to receive college scholarships. In that each educated person must bear on 2019, SM will complete another 'model' school in Pang Tieng, Lam Dong with the help of MF's grant and other donations. While the grants enable SM to do the work, the trust from MF empowers SM to uphold our shared values. At a personal level (and for complete transparency), it is a relationship I cherish for I have been with both organizations from the beginning.

> On behalf of Sunflower Mission, Happy 20th Birthday to Mona Foundation and thank you for the incredible partnership.



### Why I Engage: Echoes of Identity

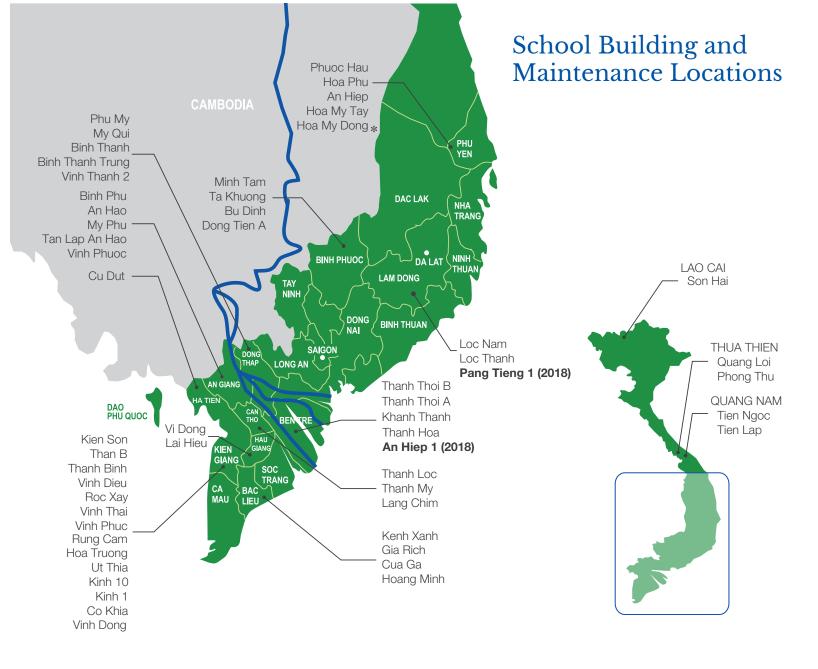
Dr. Thai Dinh Nguyen Head of LSMSE, I need to learn about life and culture in Sunflower Mission Board of Advisors

#### "I don't belong here!"

The realization came suddenly as I crossed a crowded street in Vietnam, by myself, for the first time. Motorcyclists riding without regard to lanes laced around me-barely avoid hitting each other and me at the last minute. This is routine to them but scary and unsettling to me. This stark contrast made me feel disconnected and isolated from my surroundings. There is much

Vietnam, after being gone for 30 years. For this reason, working with Sunflower Mission has meant a great deal to me. Through the scholarship programs, I have met many people in Vietnam, from students born into poverty to the successful engineers who have risen out of poverty.

Each gives me a peek into different aspects of life in Vietnam. Interviewing students about their hardships and plans for the future, I can see their maturity, ambition, and determination. I am amazed at how fluent some of the students are in



### total classrooms built: 165 total classrooms maintained: 130 total classrooms renovated: 18

\*major restoration work of 4 classrooms completed in Lac Chi, Hoa My Dong, Phu Yen (2018)

English. As commerce blurs our national borders, these students are already preparing themselves to join not only the Vietnamese workforce but also the international one. As I look at the dedication of my fellow volunteers in Vietnam, I see more than just the drive for a better life but also the desire to lift those around them. These people are now my connection to Vietnam, "quê hương của tôi".

The most touching to me was a letter from an 18 year old scholarship recipient with insightful criticism of her generation. Her insight did not come without a cost. I cannot imagine the hardship she must have endured to be so aware and analytical.

that future.

Through her and other students like her, through their dreams and determination, I see a better future of Vietnam. It is a privilege for me to play a small role in





### The Impact of Scholarships

Le Ba Trong Scholarship administrator in Vietnam

Working with Sunflower Mission brings me to students who are excellent, energetic, and filled with dreams but don't necessarily have the means to pursue an education. Some have stories I will never forget-Chieu-Anh, Phu Sinh, and Vuong are three of those students.

#### Vuong's Story

"Hi anh, I will drop out of school next semester. My grandmother is very ill; we won't have money for school anymore."

The above message was from Vuong, an eleven-year-old orphan. Vuong lives with his 75 year-old grandmother. After school everyday, Vuong and his grandmother go to the sea to search for shells and fish. If it's their lucky day they would earn 30,000

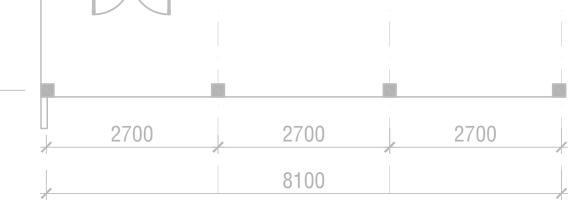
VND a day (less than \$1.50). If it's not, they will go without food. Despite the hungry stomach he comes to school with, Vuong is an excellent student. He always works hard to earn knowledge. Another day in school is precious to him since he can never be sure about being able to afford the next school day. Now that his grandmother is sick, his dream just ended.

Upon receiving this message, I could not sleep.

#### Chieu-Anh's Story

"My father died when I was born. I only knew of him from his portrait on the altar. My mother was a teacher for children with blindness. Because her salary was so low we usually had to abstain from food. Despite the challenges, my mother and I were happy because we had each other.

Above: Mr. Le Ba Trong (center), scholarship recipients, and their parents



Our happiness was disrupted when my mother got diagnosed with cancer two years ago. We didn't have money for medicine and had to borrow from evervone we knew. When her condition got really bad, we had to go to the Oncology Hospital in Saigon every month."

Chieu-Anh is a high-achieving student of Nguyen Du High School for the Gifted in Dak-Lak Province. Her scores are always above 9 out of 10. When speaking to me, Chieu-Anh didn't cry but I couldn't hold back my tears.

She continued, "I will learn to become a doctor so that I can help my mother and other poor people. I will work hard for my dream but first need to have a chance to go school."

Besides going to school and pursuing her dream to become a doctor, she also has to find food and take care of her mother.



Bottom left: Dr. Le Kim Hung, Dr. AnhThu Nguyen, Ms. Duy-Loan Le, Mr. Andrew Latham, Mr. Jack Harding: holding a Q&A session with students at the E&T Scholarship Award Ceremony in Da Nang

Bottom right: Ms. Duy-Loan Le speaks at the award ceremony in Da Nang

3400

3760

#### Phu Sinh's Story

in school.

"Sometimes, I want to drop out of school so that I can find a job to help my mother and sister. I know deep down, however, that won't help them in the long run... Without a good education...I won't be able to take care of my family and help other poor people. I must go to school to become a doctor, so I can help them and the people in my hometown. I don't know how I can do that and pray everyday for a chance to go to school."



Similar to Chieu-Anh, Phu-Sinh only knows his father from a portrait after his passing. His brother has to live in a pagoda to be able to keep up with school because his mother and sister have been diagnosed with mental illness. As their primary care-giver, Phu-Sinh is no stranger to their sound and activities. These things don't keep him from performing well I know I can't help everyone. I was very happy when Ms. Duy-Loan and Sunflower Mission approved the scholarships to help Vuong, Chieu-Anh, Phu-Sinh, and other students who are in similar circumstances. Upon hearing they received the scholarships they cried and their eyes sparkled with hope and gratefulness for the gift. Sunflower Mission has given them the "light," "shoulder," and "family" so that they can continue their lives.

This is the reason why I think SM is an important part of my life. This is why my path has led me back to help lead the scholarship program from Vietnam. This is why I am a strong believer in education: it forever changes the trajectory of one's life. I should know, I am a former SM scholarship recipient.

Sunflower Mission is deeply grateful to Mr. & Mrs. Tri La and the Kim Son family who generously underwrote this event and all of the supporters and volunteers who made it possible.



**EVENT UNDERWRITERS** Hargrove Engineers & Constructors Kim Son Family Dr. Sy Q. Le & IVFMD National Instruments Dao-Le Family & Friends of DTL

**EVENT TABLE SPONSORS** Anonymous Dr. Arnau Aparicio Thanh & Mai Huong Bui Houston Kidney Consulting Khai Tri Academy Trinh La Attorney at Law Le Hoang Nguyen Hoai Anh Nguyen & Khiem Ngo Quynh & Dinh Ngo Nguyen-Phi Family Nguyen-Tang Family Nouslogic Healthcare Dr. & Mrs. Hoang Phi TBK CPA PLLC Hoa Ta Amina Tang Luu Tran Huyen Thanh Vietnamese Stanford Alums Association in Houston Dang & My Le Vo You Got I.T.

### 2018 Fundraiser: Where Dreams Begin

Cindy Au and Vincent Tran Co-chairs

Conceived as a fundraiser to facilitate 2 leaning on one another through the nuadditional classrooms for a Sunflower Mission school in Phu Yen, Vietnam, "Where Dreams Begin: Noi Uoc Mo Bat Dau" (WDB) was held on November 10, 2018, in Houston. Texas and raised \$104.029!

and place to the 'last day of the school year' in Vietnam, the evening culminated in a lively Quiz Bowl with the students (telecast) from that school in Phu Yen.

#### Co-chairs' Reflection

When we first met, we had little in common.

Vincent was a charismatic, lively sales professional at an Energy company in Texas; Cindy was a reserved, systematic design engineer at a high-tech company in the middle of Silicon Valley. When we stepped up to co-lead the fundraising program in July, we had spent less than three hours together. The things binding us: our mutual commitment to help the children and a mutual irreverence for the impossible. The months planning the event were some of the most rewarding.





During this time, we became good friends, learning to celebrate our differences and merous challenges encountered in our personal lives during this period.

We woke up each day invigorated by a profound sense of respect and admiration for Sunflower Mission's "Wiser Transporting almost 300 guests in time Adults" - members of the Board of Directors, Board of Advisors, and core team. These individuals worked tirelessly and selflessly behind the scenes to deliver on their promise to support, coach, inspire, and empower us.

> Our hearts were filled with joy watching our SEEDS President and Vice President. Jacqueline Hoang and Dalton Bui, confidently lead the audience through the night's Quiz Bowl. Once a vague vision to showcase the potential of the children at Lac Chi School, this part of the program crystallized all that we found beautiful about the organization: children whose eyes glimmered with potential; young leaders confident, committed, convincing; and selfless volunteers who helped make the most difficult tasks possible.

We felt beyond blessed with friends and volunteers who, despite the event being their first exposure to Sunflower Mission,

> Left: Ms. Paloma Nguyen wows the audience with her amazing vocals

Bottom left: Beautifully decorated tables greet the almost 300 guests

Bottom right: Emcee Mr. Dinh Ngo keeps the event program moving along and the audience energized

were so willing to give it their all. They helped us arrange flowers, hang banners, greet guests, serve drinks and snacks, take photos, collect donations, and convincingly role-play as street food vendors in our Vietnamese school-yard scene. Some even felt compelled to donate their own money, something they have yet to have a lot of, as college students.

At its conclusion, WDB raised \$104,029 far exceeding our initial goal of \$60,000.

We are so thankful for the generosity of our donors, supporters, and volunteers who made this all possible!

In July, when the two of us raised our hands to organize the event, we hoped to help enable the dreams of others. Little did we know, this is also where many of our own dreams would begin.

Right (top - bottom): 'Teacher' Mr. Thanh Bui and his 'students' on the 'last day of school'

Guests show off their smarts and answers during the evening's Quiz Bowl

Mr. Dalton Bui and Ms. Jacqueline Hoang host the Quiz Bowl

Below: Co-chairs Mr. Vincent Tran and Ms. Cindy Au go over details before the event



I was in awe...not only was the event entertaining, it also inspired me. -Nhu-Y Hoang





-Lily Lam





...it was a well-organized event with a lot of heart. The narrative of education was well implemented throughout...testimonials and speakers highlighted both the quantitative and emotional impact Sunflower Mission has. - Alexander Le



I love how the event connected with everyone and gave us a glimpse of a real classroom in Vietnam.





### Pulling Back the Curtain: Highlighting Our Devoted Volunteers

Sunflower Mission is 100% operated by Why have you engaged with SM for so volunteers and that is why our average long? SM is a very effective and efficient G&A (overhead expenses) is less than non-profit where all involved are volun-1%, **0.69%** to be exact. We are excited teers without pay. I really like the fact that to feature a few of our long-time volun- more than 99 cents out of every dollar we teers; individuals who keep our finances receive go to students who need our help. running smoothly.

#### Book Keeping Amina Tang

What is your occupation? Cook, book keeper, staff training, tax auditor, acting COO for various small businesses, and many other roles.

What would you like to see SM accomplish in the future? Prepare new leaders to take over SM when the current leaders are no longer capable of running the organization due to age.

What outcome would you like to see for the children in Vietnam? Students studying to be engineers, doctors, and entrepreneurs who will go on to help others.

#### Annual Tax Filing Tram Mai

How long have you been supporting SM? Mai CPA has engaged with SM

#### **Donation Tracking Hau Hoang**

How long have you been volunteering for SM? For over a decade.

What do you do for SM? I volunteer at all of the fundraising events-big and small. I also help to ensure all checks mailed in are deposited properly and receipts are issued accordingly.

Why do you volunteer and invest so much time for SM? SM is an organization made up of very committed volunteers. This is how SM minimizes overhead expenses compared to other non-profits. I really like this and know my time is appreciated.

What would you like SM to be 10 years from now? I would like to see the younger generation in both countries continue

### Journey to the Classroom: Tau Kappa Omega (TKO)

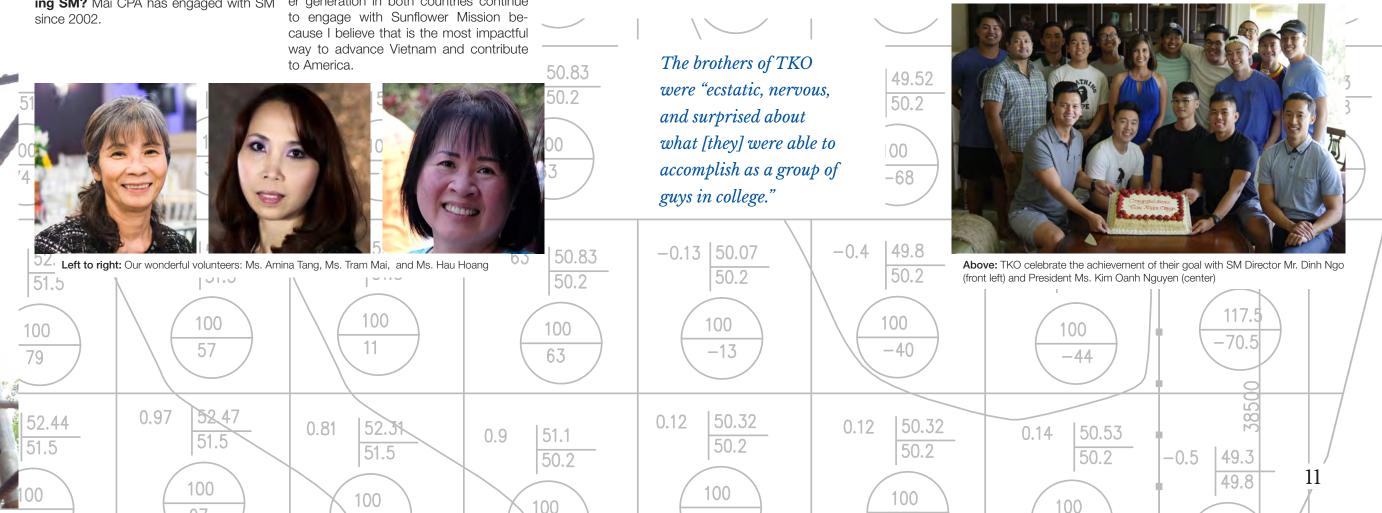
Michael Lee and other contributors: Ty Pfeiffer, Sandro Gormateli, Daechul Heo, John Cao, Alex Vo, Vincent Dieu, of 2015, Sandro Gormateli, spoke highly Damon Truong, Richard Yang Jr., Rich- of the morale and support from the frater-Zhang, and John B. Nguyen

The brothers of Tau Kappa Omega (TKO) Fraternity had a vision to give one of the most life-changing gifts to children in Vietnam: an education. In partnership with Sunflower Mission, TKO set a goal, to fund the construction of a classroom, which would cost \$10,000.

The seeds for a classroom were planted in 2013. TKO's Director of Philanthropy (DoP), Ty Pfeiffer, worked closely with Sunflower Mission to host a successful "Philanthropy Week" that raised over \$1,000. Ty decided he wanted TKO "to work towards a solid and measurable goal" thus establishing the classroom project as one that would handed down.

Seeds germinated into sprouts in 2015, when TKO hosted "benefit night" fund-

50.2



ganized a date/haircut auction. The DoP towards a tangible goal.

Sprouts grew into seedlings as 2016 saw two of our brothers: John Cao and Daechul Heo, work close together to produce a prosperous Philanthropy Week that reached over \$3,000 in donations.

By 2017, the seedlings had matured into young sunflowers. Under the direction of DoP Alex Vo, TKO again raised over \$3000 from Philanthropy Week, but not without the help of supporters from Sunflower Mission, such as Kim Oanh, Dr. Hoang, and Duy-Loan, who matched a to today. portion of the funds raised.

At the beginning of 2018, the sunflower had achieved full bloom. TKO raised \$8K out of the \$10K needed to complete a classroom. Under the leadership of DoP Vincent Dieu, TKO made a powerful push

raisers, sold t-shirts, held raffles, and or- to the end. The bloom of 2018 was magnificent and illustrated the limitless potential of our dedication. In 2018, we raised \$4.5K! That summer we proudly presentard Yang Sr., Kevin Ly, Chris See, Alex nity, now that the brothers were working ed Sunflower Mission with the final check that marked our ultimate goal.

> This classroom is more than a place of learning, it is a source of ambition, a pillar of hope, a place that embodied the principles of TKO and SM. Most importantly, this classroom will be the first step for a bright young child to a happier future.

> Behind our triumph there was nostalgia. We thought about the difficulties, unforeseen mishaps, and the pride we felt when we met our goals. We thought about our journey and the story that brought us

> Thanks to the hard work that each brother dedicated over the past five years and the continuous support of Sunflower Mission, a classroom now stands tall in a small village in Vietnam. To the world, our classroom may mean little, but to those children, it may mean the world.



### English Initiative (EI)

Jacqueline Hoang SEEDS President **Dalton Bui** SEEDS Vice President

Building classrooms and awarding scholarships has been Sunflower Mission's primary goal. Now, SM prepares students for success in their professional lives.

In the summer of 2018, we launched a pilot program to help Vietnamese college students and young professionals practice their English skills.

Working with SM's scholarship leaders in ent circumstances, but we were still able Vietnam: Nguyen Huu Quoc and Nguyen to connect at the most basic level: our H. Phuoc (Zenda), SM's Sponsor A Student (SAS) scholarship leaders in the U.S.: Khanh Pham and Vincent Tran-we built the English Initiative from the ground up.

For 30 minutes each week, mentors Mentors found it rewarding to see stuvideo-chat with mentees about their daily lives, schooling, ambitions, hobbies, travels, and even food. El is successful where it matters the most: connecting young people from two different worlds and giving them an opportunity to learn in Vietnam. By sharing our culture and exfrom each other.

The more we shared with each other, the education and the opportunities that we more we realized that we had a lot in com- have in the United States.

Vietnamese heritage. The individuals, in Vietnam, desire to im-

> prove their English was admirable. Their stories of perseverance were inspiring. dents in Vietnam gain confidence with each session.

> mon. We may have grown up in very differ-

"It did not take long be-

fore we considered each

other as friends and not

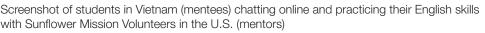
just mentor or mentee."

Those of us in the U.S. guickly learned that we had benefited greatly from our friends periences, we not only formed friendships, but we also gained an appreciation for our

"Today is specially [sic] because we talked together about 1 hour with happyness [sic]. Although this week is the last session, but I really want to practice with my mentor once again. I feel lucky because I was a member of this program."







### A Year In Fundraising: 4 Stories, 1 Goal

#### Affinity Program *Lê Hoàng* Nguyên

Mr. Lê Hoàng Nguyên is an insurance agent who provides training seminars to aspiring agents. In return for these seminars, in lieu of payment, he kindly suggests a modest donation to an organization near and dear to his heart, Sunflower Mission. Since starting this push with his initial donation, Mr. Le has raised \$10,731.94 for Sunflower Mission! Not only are the funds going to serve their purpose, it is wonderful to introduce SM to a whole new audience.

#### Maximize Your Donation Cindy Au

In my professional life, I work as a Mechanical Design Engineer at Verily Life Sciences, a company committed to tackling significant problems impacting global health within Alphabet's portfolio of forward-looking bets. In addition to corporate gifts directed to healthcare organizations we participated in Google Giving Week. Hosting an internal contest, in order to select 5 high-impact non-profits to feature through company-wide postings, one for each day of the week.

I was honored to be selected and beyond proud to have received this opportunity to advocate for Sunflower Mission, highlighting the organization's far-reaching impact and commitment to operational excellence before co-workers I deeply respect.

As a pleasant surprise, the technology platform also allowed our campaign to find its way into the mailbox of many Googlers around the world. The outpouring of kindness is one I will never forget.

Within just a couple of days, our Giving Week campaign raised \$23,101 from 66 Alphabet supporters.

All proceeds will be directed to Sunflower Mission's K-12 Scholarship Program to enable hundreds of children in the most remote parts of Vietnam, not unlike my younger self, to stay in school and shape a brighter future for both themselves and our country.



Mr. Lê Hoàng Nguyên and other guests attend Where Dreams Begin in support of Sunflower Mission

My brother, mom, and I have been volunteering with Sunflower Mission for 4 years and have attended work camp 3 times.

We are always looking for ways to give back, my mom suggested a concert fundraiser. My brother and I were so excited at the prospect of putting together something that would introduce local musicians and a new audience to Sunflower Mission.

We came up with the name, created a Facebook event, and created a promotional video. With a line-up of 11 artists from a variety of genres!



Our family, friends, performers, and SEEDS all donated food, drinks, and sweets. Supporters from all corners of Houston showed up to listen to good music and learn about SM. Fundraiser Fiesta connected everyone to the global community Sunflower Mission fosters. Our shared experience of dancing and hearing stories from the SEEDS members made for a uniquely fun evening.

In March 2018, Sunflower Mission's SEEDS showcased their musical and artistic talents to raise money for our K-12 scholarship program. High school musicians Zoe and Zak Pham held a Fundraiser Fiesta concert in their home while artist Liliane Pham designed and sold T-Shirts online. Together they raised a total of \$4,900 enabling 100 students in rural Vietnam to attend elementary school.

#### Fundraiser Fiesta Zoe Pham



#### T-Shirt Sales *Liliane Pham*

Sunflower Mission is a wonderful organization that aims to help people attain one of the most important tools for life: education. Not every individual is provided with certain necessities and opportunities, and therefore, are limited to how much they can learn and succeed.

I really love how SM works to help people embark on their academic endeavors. Targeting areas of the beautiful country that is Vietnam, SM's focus on providing schools, supplies, and scholarships to students of all ages is something that really touches my heart. It is what drives me to be a supporter of the organization.

I am grateful and excited to be part of an organization that shares my values. I look forward to many more years of supporting Sunflower Mission.





### Health and Hygiene Education Initiative

Dr. Ho Thi Kim Thoa (Trung Vuong 6P1) Mr. Nguyen Dang Hoang (Thien Tam Red Head of HHEI program, Vietnam

Sunflower Mission (SM) started the Hy- Phuoc Province, every month for the past giene and Health Education Initiative 2 years. Seeing students successfully (HHEI) in September of 2016 at Minh Tam memorize the 6 steps of hand washing, Elementary School in Hon Quan District, receive their breakfasts, and proudly ac-Binh Phuoc Province. Since then, we have cept their awards for classroom-cleaning added Tien Ngoc Elementary and Thon 4 competitions fills him with joy. Kindergarten from Tien Lap Commune, Tien Phuoc District, Quang Nam Province. Mr. Doan Quoc Hoc and Mrs. Vo Thi Hoai All schools were built by SM.

Vuong school together in 1973 started to Elementary and Thon 4 Kindergarten as if engage with SM through the medical clinic they were family. as a part of SM's annual work camp. We reflected upon the prevalence of malnu- The bright smiles of the students and trition and poor health conditions among teachers at Minh Tam, Tien Naoc, and children in areas where SM has been Tien Lap Schools welcome our team each conducting work camps. Many of the stu-month; the measurable improvements dents also carry respiratory and digestive in hygiene; and the students' conviction diseases. Through several exchanges, the have all served as strong motivators for idea of HHEI took shape and the first pro- our team. gram was officially launched in 2016.

sonal hygiene and a well-balanced diet. Hanh, Ngoc Ha, Huyen Tran, Cung Thong, the core tenets of our program.

To achieve our goals, HHEI requires the our country. support from many collaborators, donors, and most importantly, the school and local authorities. SM and donors provide the supplies, instructions, and free breakfast once a month. Members of our team visit the school every month to assess progress, facilitate teacher training, serve breakfast, and recognize the class who wins the cleanliness competition that month.

The school board, teachers, school staff, and local Red Cross organizations are responsible for daily implementation of the program which consists of training students, enforcing best personal hygiene practices, conducting monthly competitions among classes on classroom cleanliness, and reporting the results to SM and our collaborators.

HHEI would not have been possible without any of the aforementioned groups; success of the program depends heavily on the schools, community, and local authorities joining hands in the endeavor.

Cross, Saigon) has been visiting Minh Tam Elementary in Hon Quan District, Binh

Phuong, a couple from Tam Ky, look forward to visiting Tien Phuoc every month; A small group of us who attended Trung being welcomed by students at Tien Ngoc

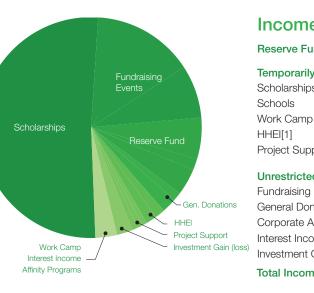
Phien, Thoa, Tao, Kim Loan, Dang Ho-Simple but effective methods for prevent- ang, Hoai Phuong, Quoc Hoc, Thanh ing illness outbreaks includes good per- Dung, Hong Van, Tran Tuyet Dung, Hieu The teaching of proper hand washing and and many others have been part of this serving of monthly breakfast have become program and all look forward to continuing this journey with SM: bringing HHEI to students in the most remote areas of

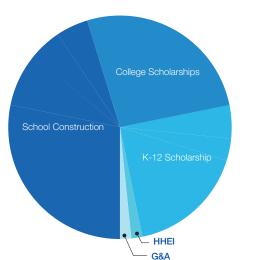


Above: A young student enjoys a milk and breakfast, a component of HHEI

### Statement of Operations

For the year ending December 31, 2018 (unaudited)





Interest Income Investment Gain (loss) **Total Income Expense** Schools School Construction Maintenance

Supplies Scholarships Dao-Le (K-12) College Work Camp[4] HHEI[1] G&A **Total Expense** 

Sunflower Mission's operating principle requires funds on hand in year "n" for year"n+1" operation [1] HHEI = Health and Hygiene Education Initiative

[2]Fundraising amount is net, including both public events & individual pro-bono affinity programs [3] Amazon and Discount Power programs

[4] 100% of work camp expenses are covered by work camp participants



#### Income Reserve Fund \$70,750.00 \$326,505.53 Temporarily Restricted Funds Scholarships \$295,200.00 \$0.00 \$4,000.00 \$15,000.00 Project Support \$12,305.53 **Unrestricted Funds** \$160,699.15 Fundraising Events[2] \$117,668.83 \$26,040.10 General Donations Corporate Affinity Program[3] \$4,808.31 \$540.49 \$11,641.42 \$557,954.68 990 are consistent \$117,481.00 \$117,481.00 \$0.00 \$0.00 \$135,940.00

\$70.020.00

\$65,920.00

\$0.00

	φ0.00
	\$8,500.00
	\$936.17
s	\$262,857.17

Left: Ms. Hoai Phuong, member of the HHEI team in Vietnam, poses with proud students after going through a hand washing exercise at Tien Ngoc, Quang Nam

#### Public Disclosure

Sunflower Mission complies with all applicable state and federal laws regulating taxexempt organizations and fundraising practices. The annual report is available online at: www.sunflowermission.org.

Annual financial statements conform to generally accepted accounting principles required by state and federal law.

The annual report provides specific, objective information about accomplishments related to Sunflower Mission's stated mission, including information about our organizational structure, geographic areas served and the cost of major programs. Program names, activities and financial information listed in the annual report and IRS Form

#### Financial Operating Principles

At least 97 percent of annual expenses are for program activity and not more than three percent for general and administrative (G&A) cost. All U.S. volunteers pay all of their own travel expenses. SM commits to projects only when funding is available.

#### Fundraising

Our solicitations and information materials clearly describe the purpose or programs for which the contributed funds will be used. The donor is provided with the address or phone number of Sunflower Mission. All information provided in connection with solicitations is accurate.

#### Leadership Donor Circle

In honor of Patron & Benefactor donors of 5 years+ since 2012

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**Special Acknowledgments** Sunflower Mission expresses heartfelt gratitude for multi-year support from the following:

- Danh Quang Le & Huyen Thanh Luu annual report printing
- Drs. AnhThu & Hoi Nguyen of FabLab 3D Printing workshop administration
- eSilicon Corporation E&T Scholarship program administration
- Kim Son Restaurant Fundraiser underwriting
- National Instruments Inc. LEGO©Robotics workshop

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In honor of a lifetime of contribution & invaluable guidance

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