

**Sub-Title:** Income-Generating Project for Rural Tibetan Women by Preserving Textile Handicrafts Culture, Qinghai, China

# Social Enterprise

*In*

## Triple Social Benefits:

Community Development, Cultural Preservation, and NGO Sustainability

## START UP FUNDING PROPOSAL

By

Friendship Charity Association



| SECTOR   | CONTACT INFORMATION             |  |
|--|---------------------------------|--|
| <input type="checkbox"/> Community Development<br><input type="checkbox"/> Education<br><input type="checkbox"/> Cultural Preservation<br><input type="checkbox"/> Environment Protection<br><input type="checkbox"/> Social Enterprise<br><input type="checkbox"/> Healthcare | IMPLEMENTING ORGANIZATION       |  |
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## **1. EXECUTIVE SUMMARY**

This social enterprise addresses the problems of cultural loss, uncertain sustainability of a local NGO, and low income generation in Tibetan communities in Guinan County, where people live in clusters, engaged in agriculture, semi-agricultural, herding, and semi-herding activities as their ways of life. Currently, in the area of Guinan County, many traditional arts are at risk of dying out as artisans with the skill to perform and create traditional Tibetan crafts are forced by economic and social pressure to give up traditional crafts and instead create simpler items. As a result, skills such as the creation of the traditional black tents that Tibet is famous for, may be lost within one or two generations. We therefore propose a project to encourage the continuation of these traditional Tibetan arts, plus create new designs of items in combination of tradition and modern based on current time's fashion, act as a locally sustainable economic stimulant for Tibetan craftsmen and especially women, and sustain a local NGO by managing this enterprise.

## **2. OBJECTIVE**

This social enterprise is, with a start up funding, to equip local textile craftsmen with the necessary items, who would then be hired to create traditional Tibetan textile crafts, to be sold to the community and outsiders (tourists). Local people, especially elderly women are skilled at making traditional and textile items such as robes, hats, tents, bags, and so on. Ninety-one percent of locals are illiterate and have no single knowledge of using their talent to do business and lack start-up funds to take initiatives. Certain local women make Tibetan robes and simple items at home and sell them in their local communities.

During our two years' market research, we have found that there is a demand for these crafts, such as the robes, and providing a place to organize these people would act as an incentive to craftspeople to provide traditional crafts, rather than lower quality crafts that are simple and cheap to produce. As a test and this business promotion, from late August 2010, FCA organized three local people to open a small shop in Gomang Town in Guinan, where a local woman hired to sell and make clothes, while six other locals were encouraged to make clothes and tents at their homes and consequently bring them to the shop to sell. It has showed a very positive result by generating 20,000RMB profit in two months. Meantime, FCA was also able to register the enterprise at local Industrial and Commercial Bureau and approved legal entity.

There are relatively few Tibetan traditional goods outside the Tibetan Plateau and available markets on the Plateau. As soon as we receive a start-up funding, FCA would develop training, designing, organizing, producing, cooperating, exhibiting, and marketing. FCA targets two general markets for this enterprise: First one is to local Tibetans, whom the items would be very practical and used on daily basis among both farmers and nomads. Designers and resources of such items would be coming from local communities. Shops will later be expanded in different towns, counties, and prefectures across Tibetan areas. Second, the items would be produced for tourists or outsiders, thus the quality and designs of products would be different—mostly tradition and modern combined designs and /or items for the purpose of presents or anything of tourists favour. And this target can include modern Tibetans in urban areas too. E.g., university students, such clothes as T-shirt with new designs with Tibetan tradition thus comfortable for students to wear among classmates and adjustable with weather rather than wearing a pure traditional heavy robe with no other options. As soon as the number of such products are increased, FCA will set up a website exclusively for the enterprise and advertise or link with other sites for tourists and outsiders.

In sum, this would be a cultural, NGO, and economic stimulant project. FCA's feasibility study of this enterprise over the last one and half year shows it positive. Furthermore, as the craft quality improves over time, FCA/ artisans can advertise to a wider audience across Tibetan areas and possibly even consider export, thereby creating a self-sustaining source of income for the entire local community and creating a business model for outsiders.

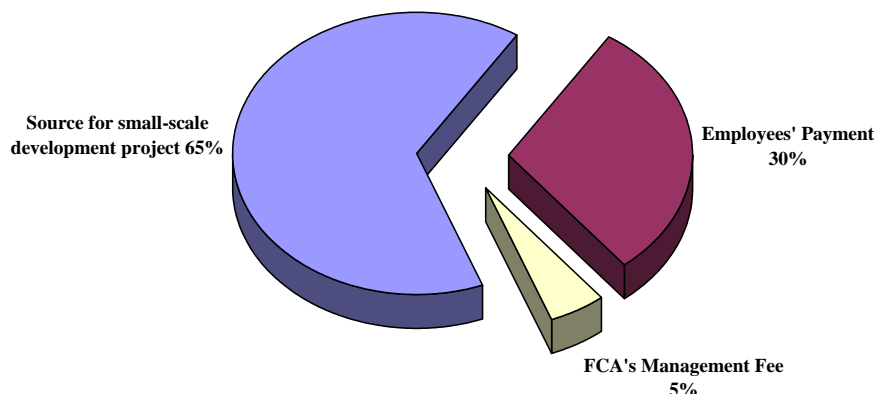
### 3. ENTERPRISE START UP BUDGET SUMMARY:

A) TOTAL REQUESTED START UP FUNDING = 22,711USD

B) TOTAL LOCAL CONTRIBUTION = 15,564USD

C) TOTAL BUSINESS START UP BUDGET = 38,275USD

### 4. REVENUE DIVISION



- **65%** of income will be used for creating small-scale development project in the local region that falls into the following five FCA's targeted areas:
  - Basic Education
  - Rural Development
  - Health
  - Cultural Preservation
  - Environment Protection

For the first two years, the project will start this small-scale development project two times a year. Based on the revenue availability, FCA will manage projects in local impoverished communities. Every project will have transparent financial records and reports will be publicized on FCA website and other internet archival sites. Final reports will be stored for at least 10 years at the FCA office.

- **30%** of income will be used for employees' payment. Employees are especially local women, who are relatively more skilled than men in crafts and play a pivotal role in generating family income. Further, disabled people will be positioned as employees since they are also skilled at craftwork; they stay at home where they sew and design clothing.

The enterprise will be structured with the FCA as an organizer, a financial manager, project general manager, who mostly monitors the quality and also the financial manager. Further than this, eight local women will be recruited as employees. Twice a year, the enterprise will be audited evaluated by FCA.

- **5%** of the income will be used for FCA's administrative fee that would go for its operational costs since FCA doesn't have any personal funds.

## **5. COMMUNITY BACKGROUND**

### **1) General Background**

Herding and farming are key economic activities in 73 administrative villages in three herding and three farming townships and towns of Guinan, best known as Mangra in local language. This county is home to 65,474 people, of which Tibetans comprise 72.3%. The average elevation is 3,100 meters above sea level. Most communities herd sheep, goats, yaks, and cattle. Farmers cultivate barley, wheat, and potatoes. The county also has a large desert that is increasing in size. Many herding communities lack basic education and convenient water supplies.

Locals live by herding and farming. They sell livestock, sheep wool, and caterpillar fungus. They seldom go outside to find work to earn money because they are hampered by very limited Chinese language skills.

Guinan County has one of the lowest levels of education in Qinghai. Education has a low priority among herding communities. A recent local Education Bureau policy states that locals must send their children to school, however, 90% of children do not continue education after primary school. Parents prefer to keep them at home to work. Parents also point to many college graduates who are 'waiting for work' in questioning the value of education. Consequently, students stay at home, herd, farm, get married, stay within the community, and repeat the cycle of poverty, poor health, and environmental destruction.

Guinan used to be famous for its diverse culture and especially such textile crafts as embroideries and locals' talent and skills in craft-making. Currently, many traditional arts are at risk of dying out as artisans with the skill to perform and create traditional Tibetan crafts are forced by economic and social pressure to give up traditional crafts and instead create simpler items.

Local women play a pivotal role in family economics by fetching water, farming, herding, childrearing, and so on. Generally, women are more serious at work than men. In their spare time, women sew and do other crafts. Over time, they accumulate many skills that are practiced in their daily life. However, with limited Chinese language skills and lack of business knowledge, their skills are only used at home. Traditionally women do not leave the community to look for outside work. This social enterprise in the communities with associated training about project benefits will raise awareness of the value of local women's craft skills and apply it in local and outside markets. It will provide a chance for every local woman to earn income for their families and sharpen their talents. Consequently, the benefits are substantial in terms of gender equality, cultural preservation, and poverty alleviation.

### **2) Highlights: Pressing Issues**

#### **Education**

Guinan County is a mountainous area where people make a living by farming and herding. Households and settlements are scattered far from each other. Education systems have been slow in forming. Local government provides free education to all children until they complete primary and junior middle school. Parents do not understand the value of sending their kids to school. Even though the number of local school enrollment is growing, many parents still think that keeping their children at home doing housework, farm, and herd is important. Furthermore, parents arrange marriage for children when they are sixteen to twenty-four.

Highly qualified professional teachers do not wish to work in these remote and underdeveloped areas. Local teachers are unqualified and not teaching to the best of their abilities. For example, a teacher who majored in math at university may be teaching Chinese. This low-quality teaching leaves students unmotivated to learn and more likely to drop out. Few village students have received a college-level education.

Furthermore, very few primary school students speak Chinese well because teachers do not speak Chinese in class. When students graduate, they have a hard time understanding Chinese in junior middle school. Later, many students tire of studying Chinese as they have become

accustomed to putting more energy into Tibetan, which jeopardizes their future because employment opportunities for Tibetans with poor Chinese language skills are scant.

Ninety-eight percent of residents from these targeted communities are illiterate. Many parents find it difficult to afford schooling fees when their children begin attending senior middle school (1,300RMB to 1,900RMB annually in 2009), and college (4,000RMB to 5,000RMB annually in 2009). During busy times of year, parents often keep their children at home to plow, seed, weed, harvest, and herd yaks and sheep. Sometimes children never return to school. Traditionally, people believe that girls are of more assistance to their parents than boys. Consequently, many children are kept at home to do housework and parents arrange their marriage.

## **Health**

The average elevation is 3,300 meters above sea level. The local highland climate changes unpredictably, which contribute to many herders suffering from colds and flu. During rainstorm days, windy days, and snowy days, locals still must herd in the mountains. Plus, locals have poor knowledge of hygiene. With limited knowledge about health, they focus on herding and other housework, i.e., fetching water, collecting fuel, and milking yaks.

For a number of reasons, there are many infectious diseases in the village - hepatitis, Hepatomegaly, diabetes, STDs, and many more. It is a common belief in the village that people frequently catch colds because of poor sanitation levels in the village. It is local people's habit to disregard basic sanitation and health. Also the villagers are used to having unprotected sex, especially teenage boys and girls. Because of this, they easily get STDs. Girls and younger women are generally very shy about seeing doctors and their diseases become dangerously worse.

## **Water**

A lack of water is the biggest problem in many of the local communities. On average, each household spends four to six hours daily to obtain water by carrying water containers and pulling carts. Men sometimes fetch water using motorcycles and tractor-trailers. However, the water fetching responsibility falls most squarely on the shoulders of women. The long distance and inconvenient transportation jeopardizes locals' safety. Schoolgirls have had frozen feet and later have become disabled. Motorcycle accidents happen because of the poor dirt track.

During the rainy seasons, muddy tracks make it difficult for women to walk and pull carts to the water source. As a result, villagers drink rainwater caught in plastic sheeting above a hole in the ground. Moreover, villagers rarely wash clothes and shower because of the acute water shortage. Consequently, villagers are vulnerable to illnesses caused by poor personal hygiene.

## **Environment**

Locals in lacking water communities drive their livestock 5 km to 7 km roundtrip to water sources. The route to water is through pastureland and a huge area of grassland was damaged contributing to a shortage of forage and because of grassland degradation, livestock face lack of food and locals thus reduce the number of livestock, which directly causes family income generation.

Heavy summer rains cause increasing erosion on the treeless mountains and additional corrosion and severe flooding in many villages. Lack of precipitation at other times of the year has led to the drying up of water sources and a rapidly increasing rate of desertification.

Large amounts of forested land and black soil leave little land available for cultivation. Worse still, locals are uneducated in the value of caring for and maintaining the environment. Waste is carelessly thrown on the ground instead of being disposed of in designated areas. Lack of proper toilets and sanitation facilities has resulted in fecal matter littering the ground and contaminating the area.

FCA has found through recent surveys that locals have very limited awareness of the need for environmental protection. Importantly, Guinan County has the largest desert in Hainan Prefecture, which is rapidly increasing in size despite official annual tree-planting activities. Increased stocking



rates caused by land reallocation and decreased pasture availability from creation of a large reservoir have led to erosion and increased desertification.

Local communities use such organic fuels to cook as yak dung, sheep dung, and wood which emit poisonous fumes and produce heavy smoke. Fetching wood and dung is local women's burden, for which they travel 2-5 km to collect and carry back home. Local girls drop out of school to do this chore. Cutting trees has caused and is causing extreme deforestation resulting in the local desert increasing in size and leading to increased land erosion in other areas. As a result of collecting wood near communities, extreme erosion is occurring and associated flooding is jeopardizing local people's safety, thus many communities must be resettled. Furthermore, as women cook in smoky and poorly ventilated kitchens, poor hygiene and smoke bring eye and lung illnesses.

### **Cultural Preservation**

The death of crafts-making culture accelerates when it is not regularly practiced and other forms of modernization snowballed in local Tibetan communities. As times passes, weddings in East-central Qinghai become increasingly abbreviated because people are 'too busy' and no longer very interested. In many areas of Qinghai, for example, no wedding clothes are worn--instead wear formal clothes like Chinese and Western's. Each year that crafts heritage increases its chances to never be shown again. Crafts need to be preserved and to be remembered, but they are not sung unless there is an audience. Each time an aged villager dies who knew traditional knowledge--craftsmanship, skills and knowledge for the crafts, and so on--this irretrievable cultural heritage passed down over countless centuries also vanishes. And a modernization is essential at this vantage point of time in which only tradition has no all-way to make this through, thus timely fashion and style with the combined value of tradition is vital. However, such initiatives are hard to see in local areas. It is this threat that this proposal is painfully aware of and has developed in response to.

Local women play a key role in the family by fetching water, farming, herding, childrearing, and so on. Women also sew and do other crafts. Over time, they accumulate many skills that are practiced in their daily life. However, with limited Chinese language skills and lack of business knowledge, their skills are very locally applied. Traditionally women do not leave the community to look for outside work. A social enterprise in the communities with associated training about project benefits will raise awareness of the value of local women's craft skills and apply it to local and outside markets, offering opportunity for local women to earn income for their families and enhance their skills.

## **6. SOCIAL IMPACT**

Benefits in implementing social enterprises in local communities are substantial in terms of the highlighted pressing issues aforementioned and especially local community income generation, cultural preservation, and FCA's sustainability in continue attacking these issues.

FCA had 5 years experience in local communities and the fact that all its members are from local communities, a closely and participatory approach is practiced with locals. Learning the pressing issues in locals' daily life, FCA was highly motivated to tackle as many of such issues as its capacity can afford.

With the enterprise initiative, FCA will leverage the earned profit into communities by creating projects that is locally identified for its urgent needs and long-term change.

## 7. INTRODUCTION TO FRIENDSHIP CHARITY ASSOCIATION

Association (FCA) is a non-governmental, non-profit, non-religious organization with 50 members that bridges between donors and local Tibetan communities. FCA registered with the Guinan County Civil Affairs Bureau in Qinghai Province in 2008 with the goal of promoting impoverished and disadvantaged communities by assisting locally identified needs in basic education, rural development, health, environmental protection, and cultural preservation. It is a pioneered NGO in the local region working closely with local communities. Prior to registration, Nangchukja, founder of FCA had done dozen projects including running water, clinic, irrigation, sanitation and hygiene, solar energy, toilet, libraries, scholarship, teaching and training programs (A summary of FCA to-date projects is in Appendix 4).

This proposal is written based of these years of experience, which is a vital part of driving its vision forward. FCA believes this will bring a new change to the communities, strengthen its capacity, and create a model for others. We believe that out goals are best achieved by:

- A participatory approach to researching local conditions;
- Strengthening communication between organization, donors, and volunteers to conduct project planning;
- Building local capacity;
- An entrepreneurial approach to tackle the five targeted issues; and
- Sharing results and experiences with other local organizations.

Our core activities include establishing social entrepreneurship program with FCA legal sponsorship. Establishing social enterprises in local communities empowers impoverished communities to overcome poverty, and solve social problems in a self-guided sustainable way. Securing resources locally would empower FCA to further implement projects in the five-targeted fields (education, rural development, cultural preservation, healthcare, and environmental protection). In order to better comprehend related programs and successes, FCA staff have attended numbers of such programmes as Global Young Leadership Programme, Social Enterprise Summit and CSR Training Programs across China.

FCA has various partners and donors in both organizations and individuals:

- HuaQiao Foundation
- German Embassy in Beijing
- The Canada Fund in Beijing
- ERM Foundation
- Misereor
- Rotary Club of Shanghai
- Global Institute For Tomorrow, Hong Kong
- Social Enterprise Summit, Hong Kong
- Sow Asia Foundation
- China Association for NGO Cooperation
- Cherished Dream Foundation
- Lillian Kirby Tuttle Fund
- Gesang Solar Company, Ltd.
- Qinghai Shuantong Pipeline Company Ltd.
- Shelter Box
- Plateau Culture Initiatives
- Chandra Mia
- One Global Village
- 100Friends Project
- Mr. Jones Philips

FCA current focused area is acute need areas in Qinghai, especially in Guinan County, Hainan Tibetan Autonomous Prefecture.



### **FCA Guiding Principles**

- identify community needs using a participatory approach.
- deliver assistance when asked and when possible, to bring positive change to lives of locals.
- select and implement projects closely with local communities in a culturally appropriate manner.
- prioritize sustainability and effectiveness of each project and program.
- maintain professional integrity.
- harmonize relationships between organizations, donors, volunteers, and locals.
- advocate in our areas of focus.
- respect and treat all those engaged in our work.
- be humble in our words and actions and listen to opinions regardless of what they are.
- follow, truly but responsibly, our vision and mission.

### **Advisory Committee:**

FCA was registered in accordance with Chinese law and is governed by a Board of Directors consisting fifty members, two board directors, seven standing board members and four local government advisors.

### **FCA Founder, Managing Director**

Nangchukja, a Tibetan native of Guinan, is a graduate of Qinghai Normal University. While a student, he implemented several projects focused on poor Guinan areas thus gaining experience and better understanding local conditions.

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### **FCA Deputy Director**

Kawa Namgyal, is also a Tibetan native of Guinan County and currently lectures in English to Tibetan students at Qinghai Normal University. With support from the United Board for Christian Higher Education in Asia, he received his MA in Applied Sociology and Anthropology from the Ateneo de Manila University and has a rich background in development work.

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### **FCA Project Manager**

Namjay Tsering, a Tibetan native of Hualong County, graduated from Qinghai Normal University. During college, he has been a volunteer for FCA and involved in number of development projects.

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### **FCA Executive Assistant**

Sangjee Dondrub, a Tibetan native of Hualong County, graduated from Dalian Maritime University. Before working for FCA, he had worked for the China Shipping Container Lines for two yeas and gained in-depth social experience from traveling to more than fifteen countries.

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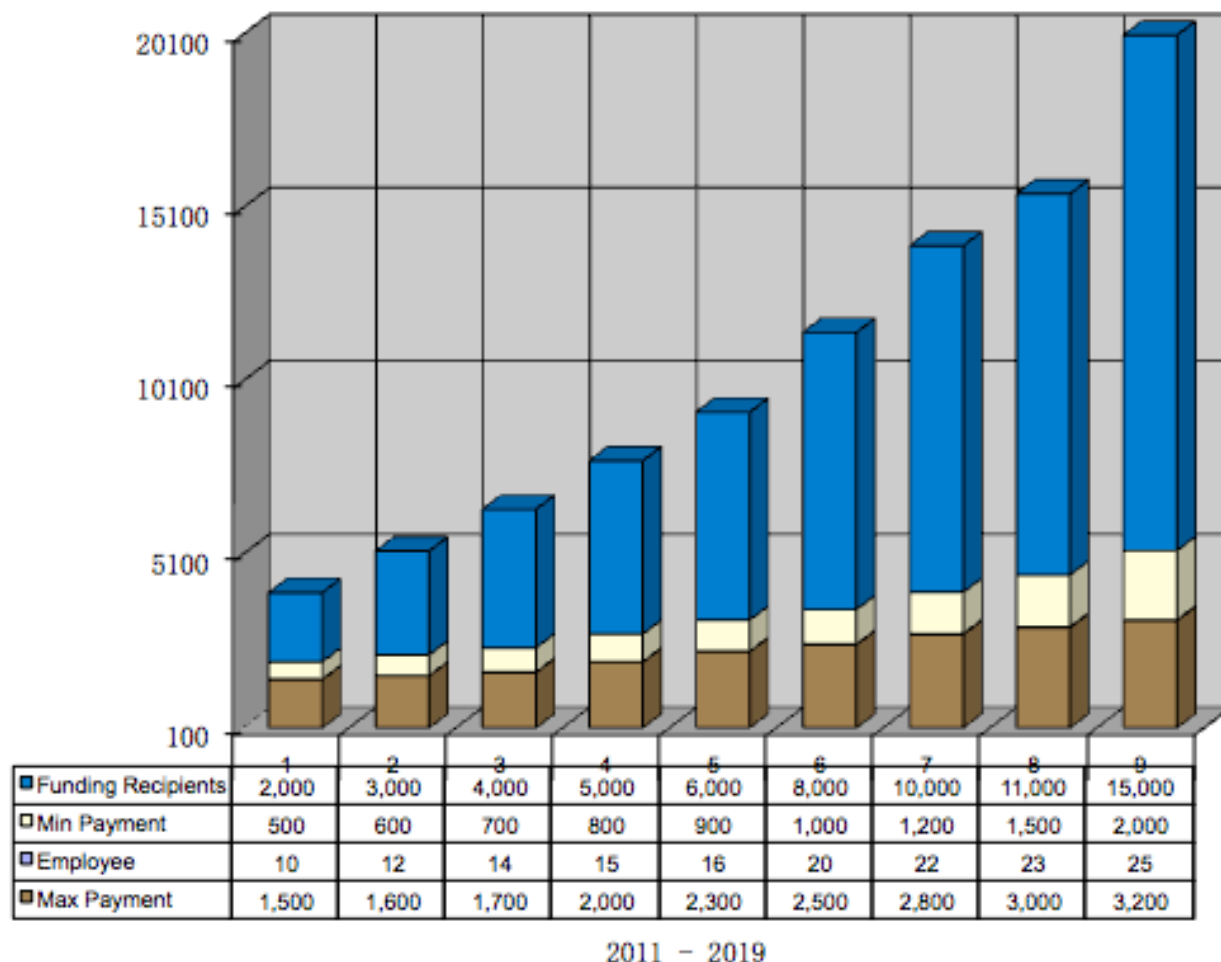
Phone: (+86) 15009715526

Further details may be viewed at: [www.friendshipcharity.org](http://www.friendshipcharity.org)

## 8. BENEFICIARIES

This project will raise awareness the value of local women's craft skills and apply it to local and outside market, offering opportunity for local women to earn income for their families and enhance their skills. Local women will be the major participants (90%), they will improve and use their talents and skills at a market based level. In producing more textile handicrafts, local women will have income to take back to their communities. FCA estimate that there will be at least 8 - 10 local women will be able to take full time job in this project in the first year and 2,000 people will benefit from the projects that the profit create from the project. FCA also believes that the number of local women beneficiaries will increase up to 8,000 in 2016 (see details made in 2010 below).

Direct Number of Beneficiaries:



Due to the demand of traditional textile items in local regions, we plan to spread the stores into neighboring Tibetan regions thus the number of women beneficiaries will increase over the next years. Consequently, the benefit of this project is substantial in terms of culture and gender equality.

## 9. IMPLICATIONS FOR WOMEN

This project has a potential impact on local women. Local women are mostly kept at home doing various family chores such as cooking and cleaning. Their major part of work is sewing clothes and making textile crafts. Over time, they accumulate many skills that are practiced in their daily life. However, few of the young women know how to make traditional textile crafts. And they make such textiles at home and sell in small amount, most locals can't afford the materials to make it, plus, with limited Chinese language skills and lack of business knowledge, their skills are very locally applied. Traditionally women do not leave the community to look for outside work.

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## 10. IMPLICATIONS FOR THE ENVIRONMENT

All the textile items will be environmentally friendly. For example, tents and bags have a very positive impact on environment. Locals, especially nomads who live in summer places don't have to build adobe houses or do any construction works for their housing, instead tent is a potential housing to live in and especially those made of yak hairs are warm and sustainable. Textile bags have another potential positive impact on environment. Due to decreased number of making such bags, many people recently use plastic bags from local markets and throw them in grassland when they have used stuff inside. In contrary, textile bags have a recycle system that people keep them most of time.

## 11. IMPLEMENTATION PLAN

Upon receiving the funds, FCA will create a brand and logo, and hold meetings with local villagers at which the history of the project will be reviewed, the donor introduced, and concerns replied to. Craftsmen and women will be selected and roles and goals explained followed by the set up of this enterprise. Employees will be trained; Items for the store will be purchased in Xining and other neighboring cities such as Lanzhou. Project managers will be recruited to monitor the entire process of the project. Any unforeseen problems will be discussed by the project committee, craftswomen and men, and FCA members. Any significant changes will be discussed with the donor. FCA will appoint a reliable manager and report the business weekly.

| Project Month | Objective  | Activity  | Output  | Expected Outcome                                       |
|---------------|--|---|---|--|
| 1 – 2 Month   | Improve local Tibetan craft-making skills                            | Train 8 – 10 local women  | Skilled craftswomen                                   | Textile crafts productivity                            |
| 3 – 4 Month   | Promote community income and eliminate poverty by using local talent | Job creation for 8 – 10 local women in the first year. And 18 – 20 in the second year. By 30 % of enterprise profit | 2,000 ~ 3,000RMB payment per person                   | Family income uplift                                   |
| 5 Month       | Jointly promote Tibetan cultural preservation and income generation  | Market cultural items made by local women and development projects in communities. By 65 % of the enterprise profit | Cultural preservation and local community development | Co-existence of culture and local economy development. |
| 6 Month       | Sustain local NGO capacity through social enterprise                 | Resource to sustain FCA by 5 % of the enterprise profit   | Do further community projects                         | FCA sustainability                                     |

## 12. IMPACT ASSESSMENT

FCA will look at the following questions to see if the project has been a success:

1. How many items could sell each month and year.
2. How many local women can be secured to have jobs.
3. How much money they can earn for home.
4. How many development projects can create in the communities by the profit of this enterprise.
5. What kind of further demands are there in the market.
6. The feasibility of multiplying the stores in other markets, outside of current location.
7. Benefits of setting up website for the enterprise.

8. How long FCA can sustain by this enterprise.
9. How do the consumers talk about the products.
10. And, how do people think of the local cultural items spreading in the modern market, etc.

**13. PROJECT DURATION:** Number of Months: 6 months

#### **14. LOCAL CONTRIBUTION AND PARTICIPATION**

This enterprise will be based on local communities and locals' talents and skills. Most local women will be involved in this project. FCA will hold trainings to improve craft-making skills, provide job positions for local villagers, and take their inputs in this project since the markets will be firstly based in local towns, and prefecture seats.

The local government will not provide any financial support, but will support in terms of the enterprise registration and provide relevant policies and statement.

The project management committee will be selected from various local communities. Generally members who have adequate talent and skills in making textile items and understand basic maths and Chinese and Tibetan writing, and plus have basic business thinking. Their roles will be organizing and overseeing the employees to ensure the quality of products. Marketing the products and looking for further markets in other regions. And as well as holding workshops for making textile crafts and raising awareness of cultural preservation, through medias such as local radio, newspapers, and TV channels.

Making and disseminating textile items will have triple benefits in terms of social and commercial: a) produce more textile items thus the local traditional textile craft is preserved. This brings cash income for local women, improve their skills, and major percentage of the profit will be used to b) create small-scale development project or students' scholarship in the local communities, and c) will sustain FCA by 5% of the revenue that would go for operation and managing the enterprise.

#### **15. MONITORING & EVALUATION**

FCA will recruit the management committee and employees who will work for full time. A general manager from the project will report FCA weekly and its directors will visit the project once a month before and after its completion. During this visiting, FCA will prepare evaluation questionnaires to interview the employees, managers and even the consumers to see the results of this project.

|                |  |
|----------------|--|
| 1 – 2<br>Month | Receive funds.                                 |
|                | Create brand and logo.                         |
|                | Hold project meetings.                         |
|                | Rent room.                                     |
|                | Recruit employees and select committee members |
|                | Train the employees.                           |
| 3 – 4<br>Month | Purchased project-related materials.           |
|                | Start operating.                               |
|                | Market products.                               |
| 5 - 6<br>Month | Oversee the operation.                         |
|                | Evaluate project.                              |
|                | Complete the project.                          |
|                | Final report.                                  |

FCA will know the project success by assessing the data we will collect and comparing that to the original goals and objectives. FCA will collect the following baseline data:

| No. | Baseline Data   |
|-----|---|
| 1   | current textile market.                               |
| 2   | local women's current daily time management.          |
| 3   | locals' for perceiving traditional textile items.     |
| 4   | local women's altitude for getting craft-making jobs. |

|     |   |
|-----|---|
| 5   | feasibility of multiplying the market in further regions.         |
| 6   | creating a website for the enterprise.                            |
| 7   | average income rates and assessment of local financial resources. |
| 8   | work opportunities for locals.                                    |
| 9   | assessment on local women's impact by this enterprise.            |
| 10  | assessment on textile cultural preservation.                      |
| 11  | assessment on local residents' income generation.                 |
| 12  | enterprise revenue in the first year.                             |
| 13  | assessment on creating small-scale development projects.          |
| 14. | assessment on FCA's operation sustainability.                     |

## 16. PROJECT SUSTAINABILITY

FCA has experiences of handling maintenance costs, personnel changes, and so on. FCA will resolve any problems that arise with locals, government officials. FCA maintains a good relationship with the local government and local communities and has high credibility in its work.

The management committee will be responsible for organizing the operation of this enterprise on daily basis and any problems they face will be reported to FCA. All the members will be trained. Local women possess potential skills but the management team will ensure and oversee the quality of the production upon each of their completion and process.

This project is a kick-starter that would motivate locals to enhance handicraft production and increase their income by selling cultural textile items. It will improve local women's skills in craft-making and their skills will be further passed to other locals over time. FCA will guide and organize this initiative as a social enterprise and follow the completion of the project with a final report and progress reports in subsequent years. Based on locals' craftsmanship, FCA will find potential corporates and partners and bring their business expertise to train the employees and mentor managers in the new craft enterprise. Over time, FCA will improve the quality of production, system of management, and so on. Meanwhile, FCA will create various marketing strategies as advocate for the locals through the media while advertising handicraft productions. Consequently, more marketing spaces and even exportation is sought.

## 17. RISK MANAGEMENT

| Identified Risk  | Risk Management Strategy   |
|--|--|
| <b>1. Economic</b> ( <i>price change</i> )   | FCA has good contacts with local companies and vendors with its long term relationship. Prices will seek suggestions from related agencies.  |
| <b>2. Social</b> ( <i>beneficiaries' response to project</i> )   | FCA has been working in the field since 2005 and is very credible by locals. Through meetings and discussions, FCA will encourage locals and answer any questions they may have about the project. And FCA will raise awareness of what it is doing and its importance, etc. |
| <b>3. Political</b> ( <i>existing/future government policy</i> )   | Given the nature of the project, such risks are not foreseen, but further supportive policies in such enterprises is seemingly created.  |
| <b>4. Logistical &amp; Technical</b> ( <i>supplies and transport; worker skill level, appropriateness of technology &amp; training needs</i> ) | FCA has rich human resources in the local area since most of its members are from local communities, government, and other various institutions. Training needs can be met with local human resources.   |

## 18. COMMUNICATIONS STRATEGY

Project results and learned results will be shared through reports, website, in discussions with local partners, NGOs, foundations, members, and volunteers simply at gatherings, phone calls, and meetings.

## **19. PROPOSAL PROCESS**

In earlier 2009, FCA conducted a survey in the East-central Qinghai in almost 25 Tibetan communities. During the survey assessment, FCA found that this area has a rich culture of making textile craft, but due to local economic and social pressure, local artisans with potential skills give up traditional crafts and instead create simpler items. As a result, many local textile items and local people's skills are dying. Furthermore, most of locals are illiterate and almost no single idea of doing business even though they have lots of talents and skills. We therefore propose a project to encourage the continuation of these traditional Tibetan arts, act as a locally sustainable economic stimulant for Tibetan craftsmen and especially women, and sustain a local NGO by managing this enterprise.

## **20. TRANSPARENCY GUIDELINES**

FCA staff and local leaders will monitor and the project committee members will purchase the items. FCA has contacts with many local markets and companies. FCA financial manager will keep a transparent record of every single project payment and balance.



## 21. BUDGET DETAIL

A) TOTAL REQUESTED START UP FUNDING = 22,711USD

B) TOTAL LOCAL CONTRIBUTION = 15,564USD

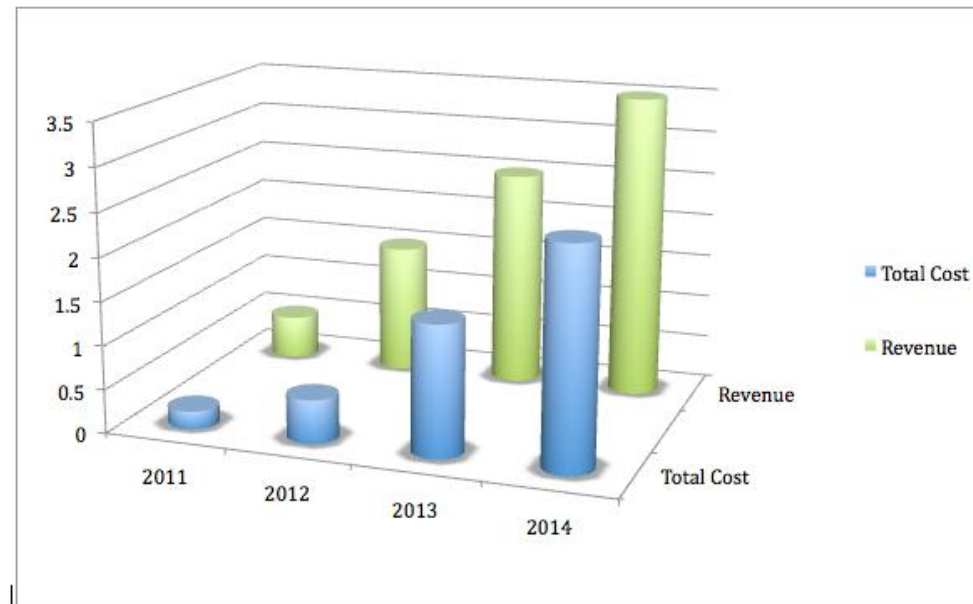
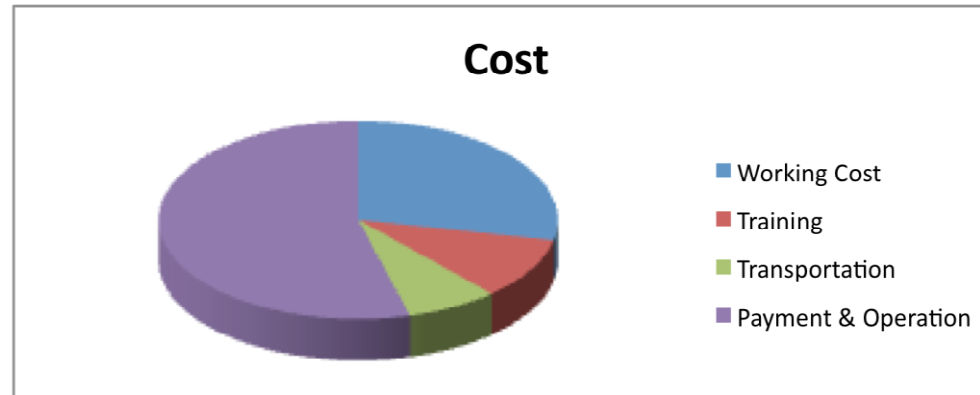
C) TOTAL BUSINESS START UP BUDGET = 38,275USD

| ENTERPRISE START-UP BUDGET                   | Details                                  | Total (USD)        |
|--|--|--------------------|
| Training                                     | 225USD/month* 3 people* 3 month          | 2,025              |
|  |  |                    |
| Transportation                               | Designers and trainers across Tibet      | 800                |
|  |  |                    |
| Rental                                       | 255USD* 6 month                          | 1,530              |
| Sewing Machine (big)                         | 4 machines* 452USD                       | 1808               |
| Sewing Machine (small)                       | 4 machines* 225USD                       | 900                |
| Overhand Machine                             | 4 machine* 85USD                         | 340                |
| Symbolizing Machine                          | 4 machine* 752                           | 3,008              |
| Textile                                      | Tent, robe, felt, all clothing materials | 12,050             |
| Iron   | 5 Irons* 30USD                           | 150                |
| Scissors                                     | 10* 10USD                                | 100                |
|  |  |                    |
| <b>TOTAL (DONOR) BUSINESS START UP COSTS</b> |  | <b>= 22,711USD</b> |

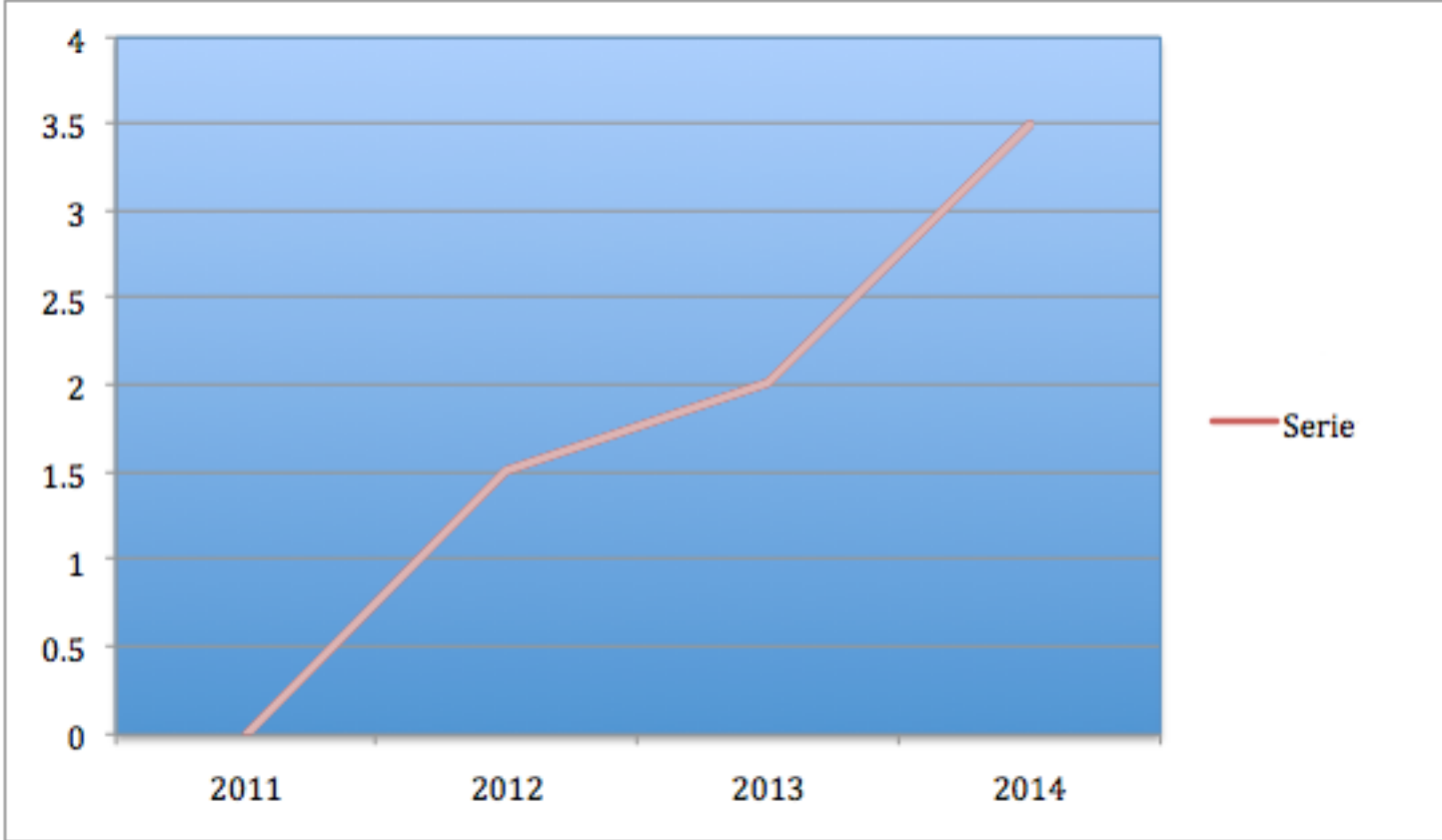
| FUNDS FROM LOCAL SOURCES                 | Details                       | Total (RMB)                     |
|--|-------------------------------|---------------------------------|
| Incident Cost                            | 2,000RMB                      | 2,000                           |
| Rental                                   | 300RMB* month                 | 3,600                           |
| Payment                                  | 5 people X 12 month* 1,000RMB | 60,000                          |
| Management                               | 1,000RMB* month               | 12,000                          |
| Water                                    | 50RMB* month                  | 600                             |
| Electricity                              | 70RMB* month                  | 840                             |
| Paper work                               | 1,000RMB* month               | 12,000                          |
| Documentary film (traditional technique) | 1,000RMB* month               | 12,000                          |
|  |                               | <b>= 103,500RMB (15,564USD)</b> |

## 22. CURRENT REVENUE AND COST

- 2011 – 2014 REVENUE AND COST



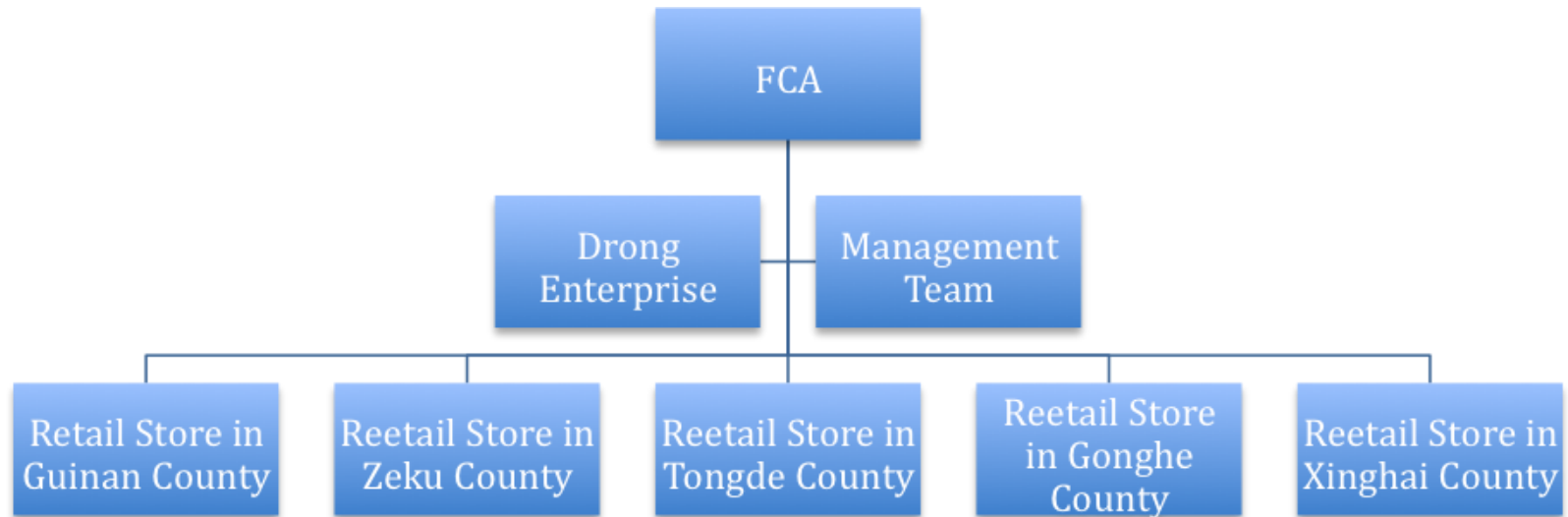
- PROFIT MARGIN



## 23. BUSINESS MODEL

### - The Proposed Business Structure

- Mission: To provide textile services to improve and sustain impoverished communities.



\* *Drong* is given as an suggested brand for the enterprise under FCA. *Drong* is a sound translation of Tibetan word, literally means 'Wild Yak', here propose to tell the textile materials and its resource, such as Yak hair on the plateau.

\* Five potential small areas to start up in the first year by establishing one store at a county town.

\* 2012 – 2017 to extend five stores per Tibetan Autonomous Prefecture and four store in non-autonomous prefectures/Cities in Qinghai Province:



**- Rationale and Benefits: (Social Profitable and Profitably Social)**

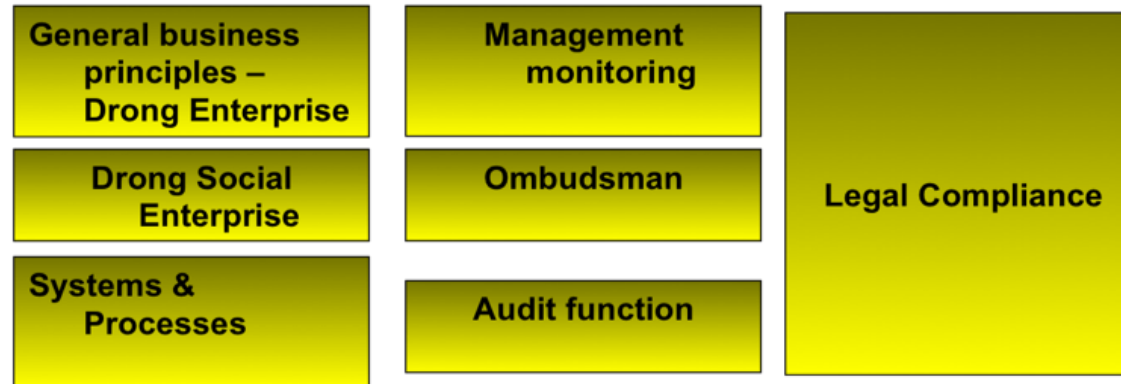
- The new enterprise structure allows FCA continue and strengthen its social benefits while leveraging the social story embedded new brand and high-quality services to generate a profitable return.
- FCA provides the first well recognized and differently ever formed enterprise with its 5 years' experience and stories.
- With a socially profitable and profitably social approach to generate income to communities, provide cultural material services, reinvest in communities, and self-sustain.



- **Enterprise Governance:**

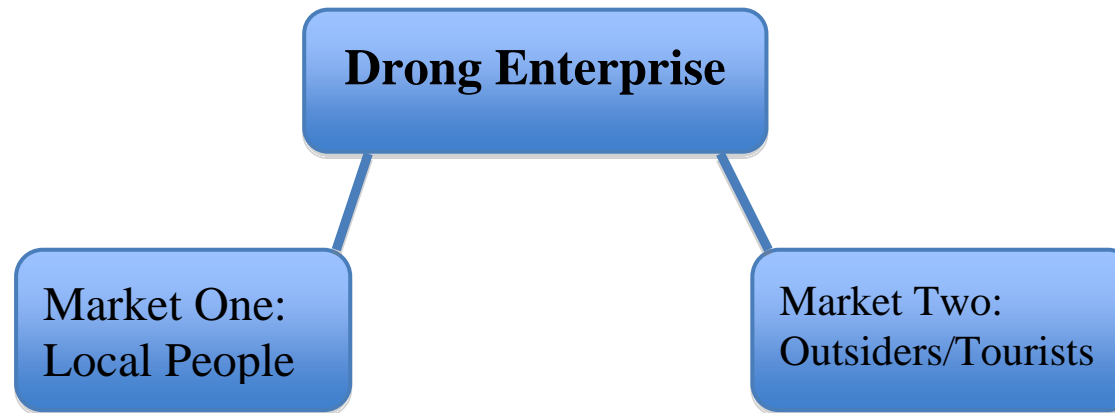
- To provide structure to manage/ monitor/ guide/ review the business to ensure that it is running/ being managed in a sustainable professional manner
- The below areas were highlighted to be crucial for FCA to address

**7 critical areas**





## 24. SALES & MARKETING

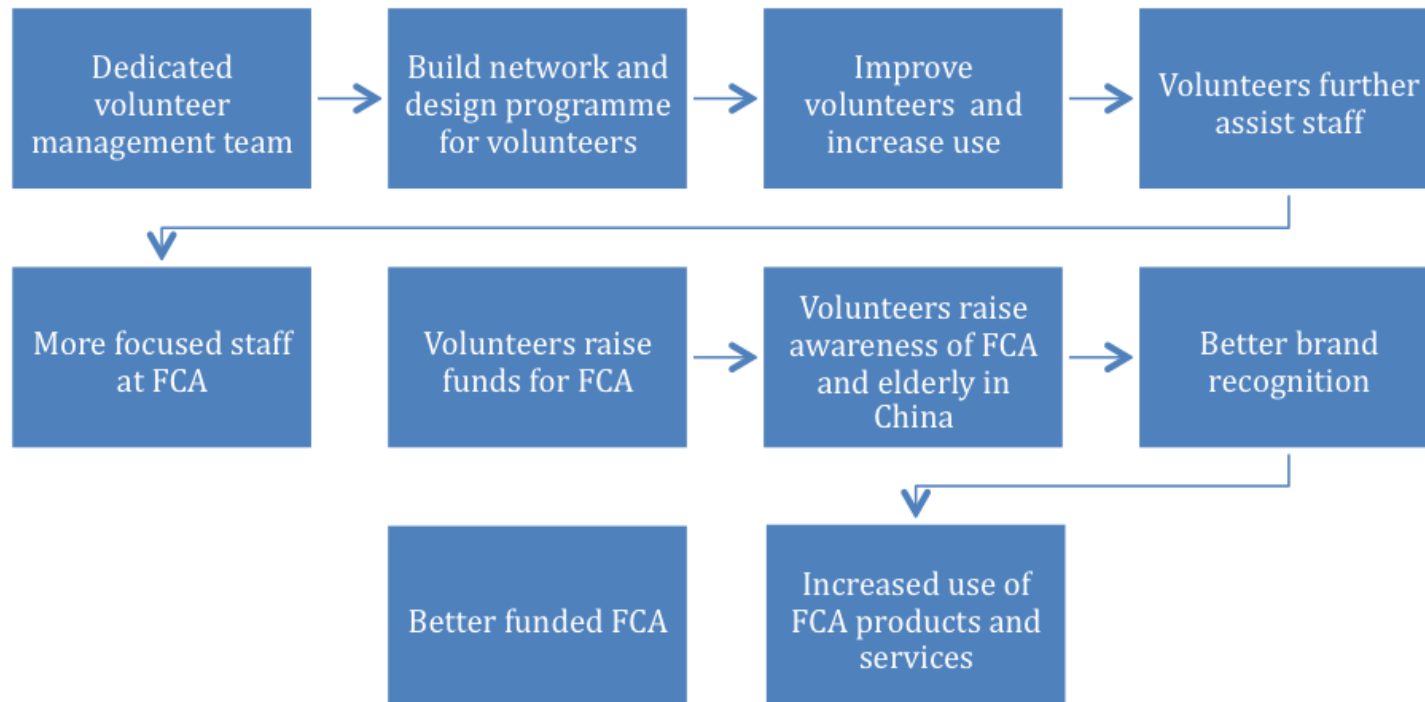


- **Market one focuses on local people. Products fit and practical to locals that they use in daily life.**
  - Traditional textile designs (e.g., traditional Tibetan robes, bags, horse saddles, etc)
  - Tradition and modern combined designs (e.g., T-shirt with local language or symbols embroidered, robes in tradition and modern fashion)
  - Designers from both in and outside communities. (e.g., outside likely to be from Nepal, Lhasa, etc)
- **Market two focuses on different designs than locals in the favour of outsiders.**
  - Modern designs (e.g., with Tibetan identities or symbols on bags, T-shirt, and various souvenirs)
  - Designs combining foreign and inland China fashions

### - Marketing & Tools

- Retail shops with trained local women on management in extended locations
- On-line stores (the enterprise website and others, e.g., Taobao, Ebay)
- Media coverage on local and national radio and TVs for public awareness.
- On-line multimedia
- Combination of FCA logo and enterprise creation
- Print Collateral—Poster, Signage, Brochure in local and other languages

## - ROLE OF FCA VOLUNTEERS

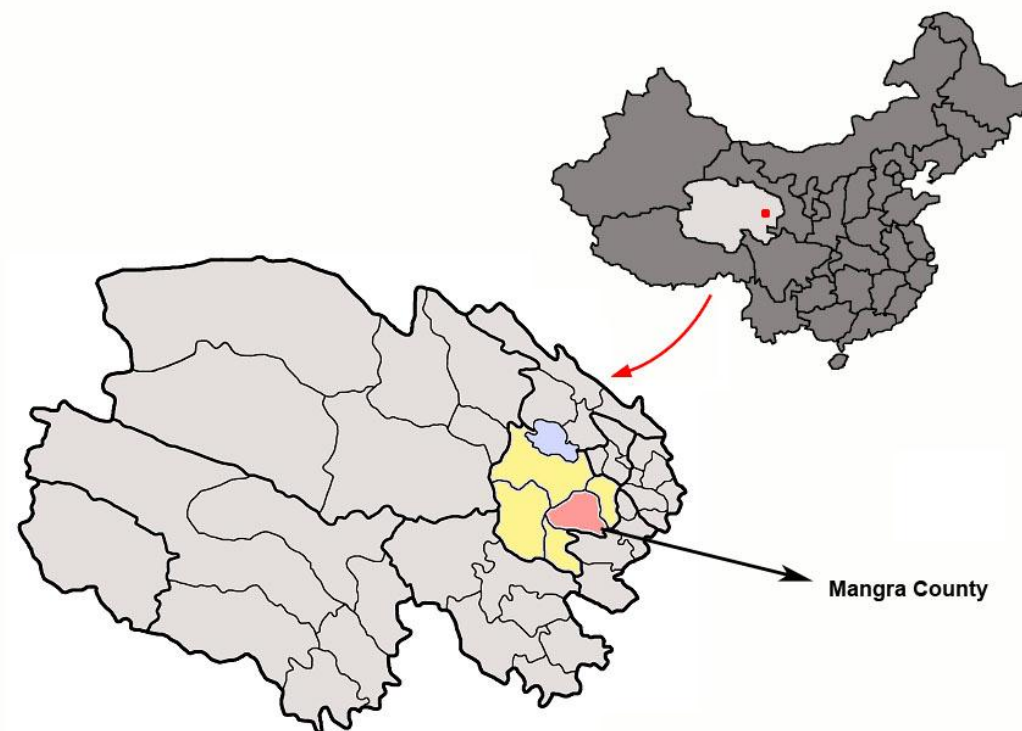


○

## 25. APPENDIX:

### 1. FIRST YEAR ENTERPRISE LOCATION

| Province or Autonomous Region | Prefecture | County             | Township            | Village                          |
|-------------------------------|------------|--------------------|---------------------|----------------------------------|
| □ 青海省 Qinghai                 | Hainan 海南  | Mangra (Guinan) 贵南 | 6 Towns / Townships | 30 Tibetan Villages <sup>1</sup> |



Project Site

<sup>1</sup> 30 targeted villages in 6 townships:

茫曲镇: 沙拉、塔哇

过马营镇: 切扎、沙加、麻什干

茫拉乡: 土鲁、郭拉、拉干、麻格塘、却旦塘、上洛哇、下洛哇

塔秀乡: 塔秀、贡哇、子哈、加斯

森多乡: 贡哇、加当、赛羊、塔哇

沙沟乡: 郭仁多、石乃亥、德芒、汪什科、石崖、尕巴、居乎拉、东吾羊、拉扎、关塘

## 2. INTERVIEWS & PHOTOGRAPHS

By Lumo Skyid (FCA volunteer)



Local women make beautiful embroideries.

19 February 2010

This afternoon, I went to interview Yum mtsho, 42 year-old woman, one of the three embroidery experts in Demang Community:

*"I have embroidered hair ornaments since I was 21 years old. There are 4 people in my family: my husband, two sons and me. My youngest son is studying in the local junior middle school and older son is at home doing housework. We don't have any livestock, and little land to grow crops on. All of my family income depends on my embroidering. I embroider everyday after I have done all the house chores from 9 am. to 11 pm. During summer I begin earlier in the morning. As a result, my whole body become sore, especially my neck and knees. During the winter time, the weather is so cold and there are a lots of splits on my hands. Since I have no daughter, there is no one I can teach what I know about handicrafts. Some local women come to me and learn the skills. However, they need some more experts' directions. The price of my embroidering and the others are not the same. For example, one of my embroidered 'Ra zhis' needs 250RMB, and embroidered by others need 200RMB. Those who have not done this work for long sells their items at cheaper price due to their quality. And many of them face difficulties with their embroidering. I hope there will be a warmer room for all of our women in the village to embroider together, thus we could learn from each other and earn more money."*

23 February 2010

Today I went to interview another embroidering expert in Demang community. She is 43 years old.

*"When I was 15 years old, I tried to imitate her mother's embroidering. Since then my embroidery skill has gotten better. At the age of 39 I began to sell my embroidered hair ornaments. During this time, I worked very hard. Every day I embroidered from around 10 am. to 12 pm. As a result, I got a good reputation on embroidery in my community. During*



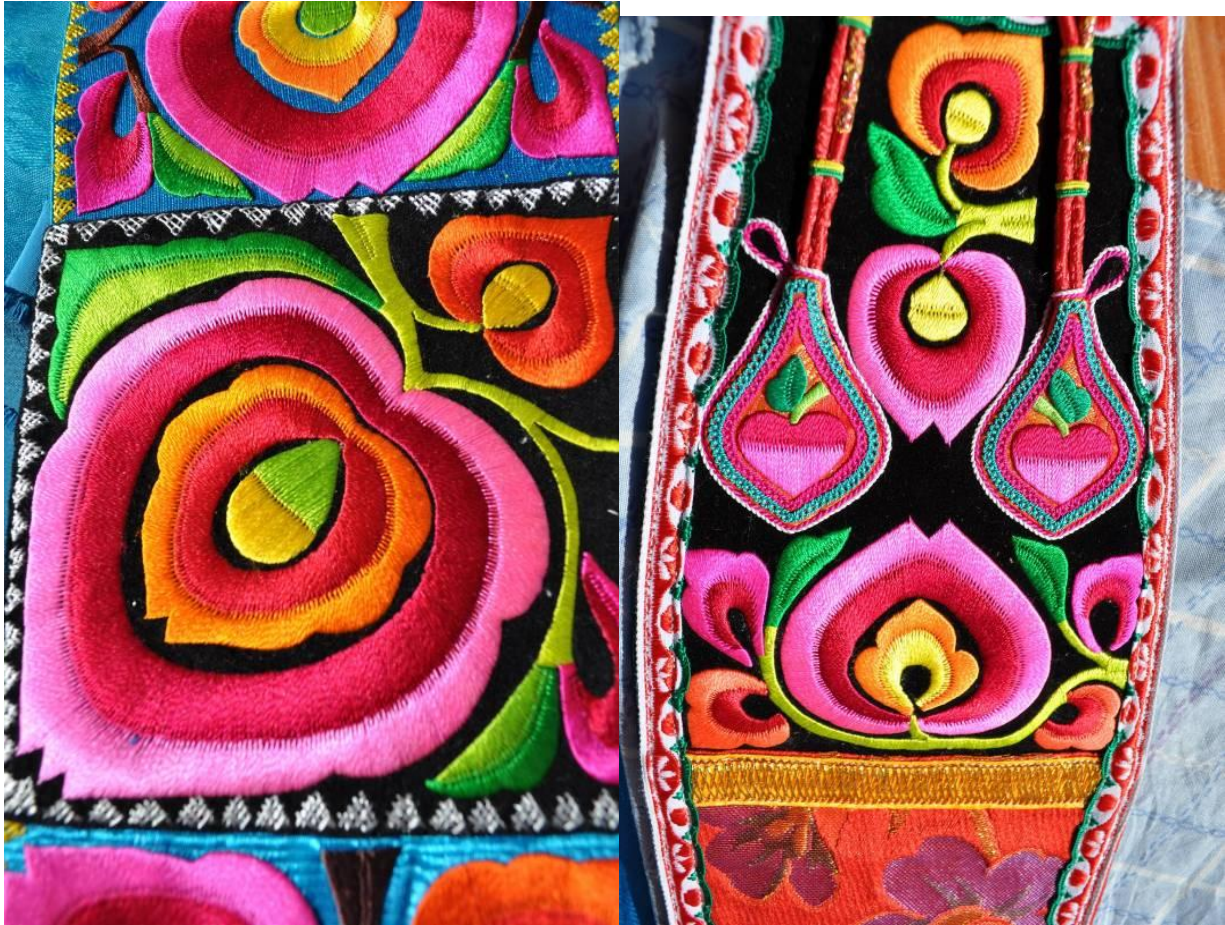
*the 'August first' festival, I also got the first prize for three times for having this skill. Some of my embroideries are:*



*The left one is a special style that I embroidered during the festival time. There was no body to teach me the style. The right one is a traditional one.*

*I think that it is quite important to have a responsible and knowledgeable person to give instruction about this. Otherwise, we don't know many examples and symbols."*





Detailed embroideries.



Embroideries and Tibetan robes are worn for special events, such as local festivals, ceremonies, and dances.





Local elderly craftsmen come up with different traditional Tibetan textile items during FCA's research finding locals' talents and skills in traditional crafts. Only four to five out of one community (on average 2,000 people) can create very traditional crafts. These crafts need unique skill and talent that passed from generations, but there are almost no young men and woman can make this today.



Local women made traditional fabric that almost used in all Tibetan textile crafts, such as robes, tents, and clothes. These are made by a very traditional tool called *'thag*. Some elders can make this tool, but rarely can find today.



Local Tibetan resettlement site (Many local Tibetan residents from grassland now resettle nearby local towns and county town seats).



### **3) QUESTIONS & ANSWERS**

**1) The proposal mentions that 8 -10 women would be trained to create products, but the number of direct beneficiaries is listed as 2,010, who are all these people and how would they directly benefit?**

We estimated that, after running this enterprise for half a year, a portion of profit could go to create small-scale development projects (chosen based on our surveys in communities), we believe that at least 2,000 people will benefit from it. 8 – 10 women (employees) will immediately benefit after the enterprise is established.

**2) How would the 8-10 women be chosen?**

The 8 – 10 women will be chosen from local communities based on their skills, interest in attending such an enterprise program, looking for such work (we found many local women are looking for such work, and we believe this is the best and highest salaried work for them locally), and whose family has people at home to do chores (most locals have many people at home although one or two people go outside, not like many Han Chinese families that are much affected by the One Child Policy and thus have few people at home to care for the elderly, do housework, and so on).

**3) What are these 8-10 women currently doing now? Would training them in these skills cause problems in their families since they wouldn't be working at home at that time?**

These women currently stay at home looking for work to earn income. This training would bring them into work and generate income back to their families, rather than staying at home with many of their siblings and accomplishing almost nothing.

**4) Who would train them?**

Trainers would be combined—one local expert (many years experience in handicrafts) and two from outside who have innovative ideas in designing textile items in a bit modernized way rather than purely traditional design to encourage more people to accept the products in today's market.

**5) The proposal mentions 'stores' to sell the goods -- but where would the products be sold? Do these stores already exist? What kind of guarantees are there that these products could be sold and that there is a market for them?**

The products would be sold in two different target markets. They are local Tibetans and outsiders or tourists. One shop opened by FCA for a test or promotion of the business since August 2010 in Gomang Town, Guinan County. And we had done market research in the last two years, which all proved that producing quality, cultural items (robes, bags, tents, and Tibetan textiles). With start up funding, the shops will be expanded under one brand and eventually exported and sold online.

**6) Who would buy the products? Locals? Why would locals buy something that they could potentially make themselves and could they afford to purchase things? Or would the market be foreign tourists?**

The quality and skill of making traditional textile items are dying in local communities. There are few people who know how to make crafts and sell them. People are now accustomed to go to stores directly and buy clothes and textile items. But there is a big demand for what I've described above. This enterprise will make quality products based on such demand and sell to locals (many do not make at home due to lack of skills) at a price locals can afford. Items would also be available to tourists.

**7) Why couldn't the activities happen under FCA? Why would a new organization need to**

**be registered -- to sell the goods? Even with government assurances this could still take a long time.**

This enterprise will be under FCA, but it still needs to be registered since it will be selling and getting profit, although the profit will be going back to the communities, which we call non-profit social enterprise. And in order to have sustainable brand and organizational status, registration is best. The registration for the enterprise has recently been completed with the promotion shop.

**8) How will project inputs be purchased?**

FCA will monitor and evaluate the project process. The project committee members will purchase the items. FCA has contacts with many local markets and companies. The enterprise financial manager will keep a transparent record of every project payment and balance under the supervision of the FCA general financial manager. Transparency is FCA's priority.

**9) By what method will contractors, trainers, equipment and other materials be selected?**

Except locally available resources, many items will be purchased in Xining and in other cities such as Lanzhou, Hangzhou, and Lhasa in future where most fabric is authentically made. Prices and quality of goods will be compared in order to make an informed decision.

**10) What documentation will be gathered to substantiate purchase decisions?**

FCA will compare prices and quality from stores in the provincial capital. FCA has members with expertise in examining the quality of such items. The best quality materials will be chosen. Relevant contract and quality warranties will be assured.

#### 4) FCA Project List and Summary (2005 - 2010):

1

|  |   |                 |                            |
|--|---|-----------------|----------------------------|
| Project Number   | FCAPN01   | Report Date     | 27/12/2005                 |
| Donor Value RMB  | 3,800.00  | Local Value RMB | 813.20                     |
| Total Amt (inc. in-kind) = 4,613.20RMB   |   | Beneficiaries   | 300 students<br>9 teachers |
| Project Title  | Bon skor Tibetan Primary School Library   |                 |                            |
| Donor  | Lillian Kirby Tuttle Fund   |                 |                            |
| Author   | Friendship Charity Association  |                 |                            |
| Project Location   | Bon skor Tibetan Village, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                            |
| Final Report <a href="http://old.thdl.org/community/pdfs/guinanlibrary.pdf">http://old.thdl.org/community/pdfs/guinanlibrary.pdf</a>   |   |                 |                            |
| <b>Summary:</b> A grant of 3,800RMB from the Lillian Kirby Tuttle Fund, plus a local contribution of 813.20RMB, financed the purchase of 487 books and the establishment of a school library that immediately benefited 300 Tibetan primary school students and 9 Tibetan teachers. Prior to the project, the school had no library and few books, consequently students access to information was limited. Moreover, teachers lacked essential references for class preparation and resources to expand their range of knowledge. Mr. 'brug lha, the 31 year old headmaster, confided, "The teachers and students in our school are all nomads and of course this is a remote, nomad area. Our school is 200 km from the county town and because of this, there is no regular communication between the school and the outside. Nomads do not understand the benefits of education as much as outside people do. However, their ideas are changing now. Two years ago when I became the headmaster of this school, all the students believed study was useless. There were around 50 students in the school. They knew little about the outside world. Now the library has given teachers and students the opportunity to read about the outside world. We are grateful and want to say thanks for your support." Tshe dpa' rgyal, a 26 year old Tibetan teacher at the school, said, "I have taught Tibetan for more than 5 years in this primary school. During this time, we were unable to get a library like the present one for students and teachers. Now, we have access to much knowledge, and it is easier for our teachers to teach the students, especially the young students because we have books with pictures. The library books have really improved our poor conditions, and I truly appreciate support for this project." |   |                 |                            |

2

|   |   |                 |                          |
|---|---|-----------------|--------------------------|
| Project Number  | FCAPN02   | Report Date     | 12/1/2006                |
| Donor Value RMB   | 1,500   | Local Value RMB | 1,500                    |
| Total Amt (inc. in-kind) = 3,000RMB   |   | Beneficiaries   | 108 students; 3 teachers |
| Project Title   | Winter Teaching Program   |                 |                          |
| Donor   | Bon skor Community Committee  |                 |                          |
| Author  | Friendship Charity Association  |                 |                          |
| Project Location  | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                          |
| Summary: This teaching program was initiated in 2004 by the local primary school, FCA has managed it since 2006. With a contribution of 1,500RMB from the school and 1,500RMB from the Bon skor Community Committee, the teaching program continued. Three teachers used student-centered teaching methodology to teach English as a third language to 108 students for a month. Consequently, students enthusiastically learned basic English. |   |                 |                          |

## 3

|   |   |                        |             |
|---|---|------------------------|-------------|
| <b>Project Number</b>   | FCAPN03   | <b>Report Date</b>     | 2/4/2006    |
| <b>Donor Value RMB</b>  | 53 items  | <b>Local Value RMB</b> | 100         |
| <b>Total</b> 53 items + 100   |   | <b>Beneficiaries</b>   | 23 Tibetans |
| <b>Project Title</b>  | Secondhand Clothes for a Rural Tibetan Community  |                        |             |
| <b>Donor</b>  | Various   |                        |             |
| <b>Author</b>   | Friendship Charity Association  |                        |             |
| <b>Project Location</b>   | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                        |             |
| <b>Summary:</b> Beneficiaries included 18 girls and women and 5 boys and men who received 53 items (toys, shoes, socks, pants). Recipients were chosen when villagers and leaders met to choose the poorest families in the village. Recipients saved money they would have spent buying clothes. |   |                        |             |

## 4

|   |   |                        |                            |
|---|---|------------------------|----------------------------|
| <b>Project Number</b>   | FCAPN04   | <b>Report Date</b>     | 3/5/2006                   |
| <b>Donor Value RMB</b>  | 10,400  | <b>Local Value RMB</b> | 719.42                     |
| <b>Total Amount (inc. in-kind) RMB</b> 11,119.42  |   | <b>Beneficiaries</b>   | 300 students<br>9 teachers |
| <b>Project Title</b>  | Tibetan Primary School Library Books  |                        |                            |
| <b>Donor</b>  | German Embassy in Beijing   |                        |                            |
| <b>Author</b>   | Friendship Charity Association  |                        |                            |
| <b>Project Location</b>   | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                        |                            |
| <b>Final Report</b><br><a href="http://www.friendshipcharity.org/wp-content/uploads/2009/01/tibetan-primary-school-library-books2.pdf">http://www.friendshipcharity.org/wp-content/uploads/2009/01/tibetan-primary-school-library-books2.pdf</a>  |   |                        |                            |
| <b>Summary:</b> 862 books and teaching materials are benefiting 300 Tibetan students and 9 teachers with the German Embassy's contribution of 10,400RMB and a local contribution of 719.42RMB. Teachers and students have essential references for class preparation and are able to expand their range of knowledge. The school was built in 1989 and has 6 grades, 237 students, and 7 teachers. All students are local Tibetans. Except for the Chinese and English languages, all subjects are taught in Tibetan. Most students' homes are in a herding area 20 kilometers from the school consequently, students board at the school. 'khar mo 'tsho, a 14 year old in grade 5, said, "Now I can read in the library and learn new words by using books with pictures. I am really interested in looking at pictures to learn new words, because my hobby is drawing and it is very easy to learn the words while looking at the pictures. I am eager to visit the library. I go there to read and look at pictures whenever I have finished my homework." |   |                        |                            |



## 5

|  |   |                 |              |
|--|---|-----------------|--------------|
| Project Number   | FCAPN05   | Report Date     | 5/5/2006     |
| Donor Value RMB  | 7,300   | Local Value RMB | 2,500        |
| Total Amount (inc. in-kind) 9,800RMB   |   | Beneficiaries   | 350 Tibetans |
| Project Title  | Solar Cookers for Bon skor Tibetan Community  |                 |              |
| Donor  | German Embassy  |                 |              |
| Author   | Friendship Charity Association  |                 |              |
| Project Location   | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |              |
| Final Report <a href="http://old.thdl.org/community/pdfs/germansolarcooker4.pdf">http://old.thdl.org/community/pdfs/germansolarcooker4.pdf</a>   |   |                 |              |
| Summary: The German Embassy contributed 7,300RMB and recipients contributed 2,500RMB that purchased 50 solar cookers benefitting 350 local Tibetans. Recipients each contributed 50RMB toward the cost of a solar cooker, which cost 150RMB each. The solar cookers save local people's money by reducing coal purchase; significantly reduce the difficulties associated with and the time-consuming task of collecting fuel; before the project, wood from a forest 2-3 km from the village was collected as well as much dung. This is traditionally women and girls' work; local women have more time to spend on housework and rest; the number of students (especially girls) attending school and literacy rates will increase over time; health risks associated with cooking in smoky kitchens are reduced; and villagers will drink less unboiled water. |   |                 |              |

## 6

|  |   |                 |              |
|--|---|-----------------|--------------|
| Project Number   | FCAPN06   | Report Date     | 3/5/2006     |
| Donor Value RMB  | 30,160  | Local Value RMB | 4,040        |
| Total Amount (inc. in-kind) 34,200RMB  |   | Beneficiaries   | 300 Tibetans |
| Project Title  | Solar Electricity Generating Panels for Bon skor Tibetan Community  |                 |              |
| Donor  | German Embassy  |                 |              |
| Author   | Friendship Charity Association  |                 |              |
| Project Location   | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |              |
| Summary: The German Embassy contributed 30,160RMB. Each recipient contributed 101RMB toward the cost of each solar panel, which cost 850RMB per unit. A total of 40 solar electricity generating panels were purchased that benefited 300 villagers in the Bon skor Tibetan Community. The German Embassy's contribution is significant because it helps local people save money by reducing expenses for candles and oil; reduces eye diseases from smoke; helps local women when they cook at night; and provides lighting for students doing homework at night. |   |                 |              |

## 7

|   |   |                 |                         |
|---|---|-----------------|-------------------------|
| Project Number  | FCAPN07   | Report Date     | 9/7/2006                |
| Donor Amount/Value  | 1,500   | Local Value RMB | 2,500                   |
| Total Amount (inc. in-kind) 4,000RMB  |   | Beneficiaries   | 130 students 3 teachers |
| Project Title   | Summer Teaching Program   |                 |                         |
| Donor   | Bon skor Community Committee  |                 |                         |
| Author  | Friendship Charity Association  |                 |                         |
| Project Location  | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                         |
| Summary: A cash contribution of 1,500RMB from the school and 2,500RMB from the Bon skor Community Committee financed the project. Three teachers from Mtsho sngon Normal University taught 130 students Englishfor 25 days. |   |                 |                         |

## 8

|   |   |                 |                            |
|---|---|-----------------|----------------------------|
| Project Number  | FCAPN08   | Report Date     | 15/1/2007                  |
| Donor Value RMB   | 1,500   | Local Value RMB | 2,500                      |
| Total Amount (inc. in-kind) 4,000RMB  |   | Beneficiaries   | 121 students<br>3 teachers |
| Project Title   | Winter Teaching Program   |                 |                            |
| Donor   | Bon skor Community Committee  |                 |                            |
| Author  | Friendship Charity Association  |                 |                            |
| Project Location  | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                            |
| Summary: FCA met young villagers to discuss the importance of the local annual teaching program and encouraged locals to continue the program. The Bon skor Community Committee contributed 1,500RMB and the local school contributed 2,500RMB (from the teachers) to finance the program. FCA invited English maiors from Mtsho sngon Normal University to teach 121 students. |   |                 |                            |

## 9

|   |   |                 |                            |
|---|---|-----------------|----------------------------|
| Project Number  | FCAPN09   | Report Date     | 10/7/2007                  |
| Donor Value RMB   | 1,500   | Local Value RMB | 3,000                      |
| Total Amount (inc. in-kind) 4,500RMB  |   | Beneficiaries   | 132 students<br>3 teachers |
| Project Title   | Summer Teaching Program   |                 |                            |
| Donor   | Bon skor Community Committee  |                 |                            |
| Author  | Friendship Charity Association  |                 |                            |
| Project Location  | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                            |
| Summary: This program benefitted 132 local Tibetans in primary and junior middle schools. Bon skor Community Committee contributed 1,500RMB and the local village school contributed 3,000RMB for the teaching program. The program emphasized student-centered teaching activities, enhancing students' interest in education. |   |                 |                            |

## 10

|   |   |                 |                                  |
|---|---|-----------------|----------------------------------|
| Project Number  | FCAPN10   | Report Date     | 23/7/2007                        |
| Donor Value RMB   | 16,000  | Local Value RMB | 2,500                            |
| Total Amount (inc. in-kind) 18,500RMB   |   | Beneficiaries   | 5 students;<br>20 family members |
| Project Title   | Scholarship for Five Students   |                 |                                  |
| Donor   | Mr. Richard Harlan  |                 |                                  |
| Author  | Friendship Charity Association  |                 |                                  |
| Project Location  | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                                  |
| Summary: This project allowed 5 students to continue their education. Mr. Harlan provided 16,000RMB a year and the students families provided 500RMB per student. Poverty and parents' traditional negative attitudes toward education, would have resulted in students being kept at home after primary school graduation to do housework, herd, farm, and marry. This scholarship allowed the students to continue their education. |   |                 |                                  |

## 11

|   |   |                        |                |
|---|---|------------------------|----------------|
| <b>Project Number</b>                         | FCAPN11   | <b>Report Date</b>     | 15/8/2007      |
| <b>Donor Value RMB</b>                        | 79,000  | <b>Local Value RMB</b> | 22,000         |
| <b>Total Amount (inc. in-kind) 101,000RMB</b> |   | <b>Beneficiaries</b>   | 1,800 Tibetans |
| <b>Project Title</b>                          | Tibetan Health Clinic for Bon skor Tibetan Community  |                        |                |
| <b>Donor</b>                                  | German Embassy  |                        |                |
| <b>Author</b>                                 | Friendship Charity Association  |                        |                |
| <b>Project Location</b>                       | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                        |                |

**Final Report**

[www.friendshipcharity.org/wp-content/uploads/2009/01/tibetan-health- clinic-for- bon-skor-tibetan-village2.pdf](http://www.friendshipcharity.org/wp-content/uploads/2009/01/tibetan-health- clinic-for- bon-skor-tibetan-village2.pdf)

**Summary:** The German Embassy provided 79,000RMB, local residents gave 20,000RMB, and local government contributed 22,000RMB that built a local clinic benefitting 1,800 Tibetans (360 households). Local government provides salaries for a doctor of Traditional Tibetan Medicine and a nurse to work in the clinic. Both are local people, speak the local Tibetan dialect, are versed in local culture, and sympathetic to local people. Ms. Sodnam skyid, 49, said, "I've been sick for about 3 years. For 2 years I was getting much worse when I took Chinese medicines in the local county town. Later, I took Tibetan medicine and now I'm much better, although I still take Tibetan medicines as I am not completely recovered. When I went to the county town for treatment, I spent another amount equal to the cost of the medicine for travel and food in the town. The Tibetan clinic is here and it's very helpful for women to take Tibetan medicine, which are also much cheaper." The doctor instructs local people how to prevent and treat hepatitis, diabetes, and STDs; the importance of sanitation; the dangers of unprotected sex; encourages the use of condoms, etc., and treats local people in the clinic, which is located in the community. Zon thar rgyal, the local Tibetan doctor, said, "Women suffer from disease associated with unprotected sex, poor sanitation, childbirth without seeing a doctor, and so on. Tibetan medicines are significantly helpful for women's diseases and can usually solve these problems in a year or so. It's been about 1 month since the new local Tibetan clinic opened. Many local villagers are coming. Tibetan medicines are helpful and cheap. I also talk with teenagers about the dangers of unprotected sex."

## 12

|   |  |                        |             |
|---|--|------------------------|-------------|
| <b>Project Number</b>                         | FCAPN12  | <b>Report Date</b>     | 24/11/2007  |
| <b>Donor Value RMB</b>                        | 5,600  | <b>Local Value RMB</b> | 700         |
| <b>Total Amount (inc. in-kind) = 6,300RMB</b> |  | <b>Beneficiaries</b>   | 43 Tibetans |
| <b>Project Title</b>                          | Solar Electricity Generating Panels for Ho spyor Tibetan Village                                     |                        |             |
| <b>Donor</b>                                  | The Canada Fund  |                        |             |
| <b>Author</b>                                 | Friendship Charity Association   |                        |             |
| <b>Project Location</b>                       | Ho spyor Village, Nyin phyug Township, Rtse khog County, Huangnan Prefecture, Mtsho sngon Pro- vince |                        |             |

**Final Report** [www.friendshipcharity.org/wp-content/uploads/2009/01/solar-electricity- generating-panels-for-hojor-tibetan-village2.pdf](http://www.friendshipcharity.org/wp-content/uploads/2009/01/solar-electricity- generating-panels-for-hojor-tibetan-village2.pdf)

**Summary:** The Canada Fund provided 5,600RMB, and local recipients contributed 100RMB to purchase 7 solar panels, which cost 800RMB each. Local women now spend more time on other housework and enjoy more leisure time; villagers live and work in a less smoky environment and no longer suffer the accompanying health risks; and the local environment benefits from less destruction to local forests.

## 13

|  |   |                 |                         |
|--|---|-----------------|-------------------------|
| Project Number   | FCAPN13   | Report Date     | 10/7/2008               |
| Donor Value RMB  | 1,500RMB  | Local Value RMB | 3,000                   |
| Total Amount (inc. in-kind) 4,500RMB   |   | Beneficiaries   | 161 students 3 teachers |
| Project Title  | Summer Teaching Program   |                 |                         |
| Donor  | Bon skor Community Committee  |                 |                         |
| Author   | Friendship Charity Association  |                 |                         |
| Project Location   | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                         |
| Summary: Bon skor Community Committee contributed 1,500RMB and the local primary school and its headmaster contributed 3,000RMB to continue the teaching program benefitting 161 local Tibetan students and 3 local teachers who audited the classes to learn teaching methods. Results of this program are apparent from local junior middle school students' official exam scores. More than 10 Bon skor students gained top scores in English at the local county junior middle school. |   |                 |                         |

## 14

14

|   |   |                 |              |
|---|---|-----------------|--------------|
| Project Number  | FCAPN14   | Report Date     | 10/9/2008    |
| Donor Value RMB   | 80,000  | Local Value RMB | 121,738.50   |
| Total Amount (inc. in-kind) 201,738.50RMB   |   | Beneficiaries   | 457 Tibetans |
| Project Title   | Running Water for a Rural Tibetan Community   |                 |              |
| Donor   | German Embassy  |                 |              |
| Author  | Friendship Charity Association  |                 |              |
| Project Location  | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Au- tonomous Prefecture, Mtsho sngon Province |                 |              |
| Final Report  |   |                 |              |
| <a href="http://www.archive.org/details/RunningWaterProjectForBon-skorTibetanVillageGuinanCountyQinghai">http://www.archive.org/details/RunningWaterProjectForBon-skor TibetanVillageGuinanCountyQinghai</a>  |   |                 |              |
| Summary: The project benefited 457 villagers in Bon skor Tibetan Community with a contribution of 80,000RMB from the German Embassy plus 121,738.50RMB from the local community. The project brought clean water much closer to local homes, the time spent on collecting water has been reduced, women and girls have more time to do other things, children have more time to study because the time spent on fetching water has been greatly reduced, bickering over fetching water has been eliminated, disagreements caused by livestock traveling over pasturelands to water sources has been reduced, and environmental degradation has been lessened by fewer livestock making paths through the grassland on the long trek to the former water source. |   |                 |              |

## 15

|  |   |                 |                           |
|--|---|-----------------|---------------------------|
| Project Number   | FCAPN15   | Report Date     | 10/9/2008                 |
| Donor Value RMB  | 48,000  | Local Value RMB | 3,800                     |
| Total Amount (inc. in-kind)<br>51,800RMB   |   | Beneficiaries   | 455 students and teachers |
| Project Title  | Tibetan Library Book for Rmar skams and Ban shul Village Primary Schools  |                 |                           |
| Donor  | German Embassy  |                 |                           |
| Author   | Friendship Charity Association  |                 |                           |
| Project Location   | Ban shul Village Primary School, Sum mdo Township & Rmar skams Village Primary School, Mgo mang Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                           |
| Final Report<br><a href="http://www.friendshipcharity.org/report-library.pdf">http://www.friendshipcharity.org/report-library.pdf</a>  |   |                 |                           |
| Summary: 4,880 books and teaching materials benefit 455 Tibetan students and teachers with the German Embassy's contribution of 48,000RMB and a local contribution of 3,800RMB. The students now can read various materials, better understand by looking at illustrative pictures and finding difficult words in dictionaries; and teachers have more teaching references and thus improve their teaching. Students may read what they like in their spare time. Teachers' teaching and students' limited view of the outside are changing. |   |                 |                           |

## 16

|   |   |                        |              |
|---|---|------------------------|--------------|
| <b>Project Number</b>   | FCAPN16   | <b>Report Date</b>     | 10/11/2008   |
| <b>Donor Value RMB</b>  | 8,450   | <b>Local Value RMB</b> | 3,250        |
| <b>Total Amount (inc. in-kind)</b> 11,700RMB  |   | <b>Beneficiaries</b>   | 248 Tibetans |
| <b>Project Title</b>  | Solar Cookers for Two Communities   |                        |              |
| <b>Donor</b>  | Sebastian and Stefan  |                        |              |
| <b>Author</b>   | Friendship Charity Association  |                        |              |
| <b>Project Location</b>   | Tsha rnga Monastery and Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                        |              |
| <b>Summary:</b> This project benefits 248 local people. It was made possible by Sebastian and Stefan's generous assistance and 50RMB from each recipient household. Project recipients historically collected large amounts of dung and wood for fuel. The solar cookers reduced the time spent collecting fuel and the amount of fuel collected.   |   |                        |              |
| Blo gros (b.1968), a monk from Tsha rnga Monastery, said, "Our monks and our relatives now have less work in providing us with fuel. Monks don't go out and collect fuel, instead, each monk's relatives transport wood, dung, and straw to the monastery. Now we have received solar cookers and our relatives spend less time in collecting fuel for us and transporting it by cart and tractor." |   |                        |              |
| Nangchukja: How much fuel did you usually burn everyday before you got this solar cooker?   |   |                        |              |
| Blo gros: In summer, a half-sack of cow dung that weighs about 6 kilos and about 5 kilos of wood. In winter, we used twice that much since it is cold and we must have a fire to warm the room, especially at night when we chant and read.   |   |                        |              |
| N: How much fuel do you use daily now that you have the solar cooker?   |   |                        |              |
| B: About 3.5 kilos of cow dung, and 3 kilos of wood. Now, we never burn fuel during the day, especially when it is very sunny. This cooker is really useful, for example, we use it to boil several thermos bottles of water and use that at night and early in the morning, so we burn less fuel.  |   |                        |              |

## 17

|  |   |                 |                            |
|--|---|-----------------|----------------------------|
| Project Number   | FCAPN17   | Report Date     | 25/12/2008                 |
| Donor Value RMB  | 3,000   | Local Value RMB | 4,214.50                   |
| Total Amount (inc. in-kind) 7,214.50RMB  |   | Beneficiaries   | 210 students<br>4 teachers |
| Project Title  | Winter Teaching Program   |                 |                            |
| Donor  | HuaQiao Foundation  |                 |                            |
| Author   | Friendship Charity Association  |                 |                            |
| Project Location   | Bon skor Tibetan Community, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                            |
| Final Report<br><a href="http://www.friendshipcharity.org/wp-content/uploads/2009/01/english-and-tibetan-training-program-for-primary-school-students2.pdf">www.friendshipcharity.org/wp-content/uploads/2009/01/english-and-tibetan-training-program-for-primary-school-students2.pdf</a>   |   |                 |                            |
| Summary: This program benefited 210 students and 4 teachers. The HuaQiao Foundation provided 3,000RMB and the local primary school contributed 4,214.50RMB. The project included a Tibetan language teaching component, a first for the program. The program attracted 76% of local elementary-age children who studied Tibetan and English; putting free time to good use and further developed an interest in reading and writing. |   |                 |                            |

## 18

|   |   |                 |                               |
|---|---|-----------------|-------------------------------|
| Project Number  | FCAPN18   | Report Date     | 5/2/2009                      |
| Donor Value RMB   | 12,000  | Local Value RMB | 17,960                        |
| Total Amount (inc. in-kind) 29,960RMB   |   | Beneficiaries   | 4 students; 18 family members |
| Project Title   | Scholarship for Four College Students   |                 |                               |
| Donor   | 100Friends Project  |                 |                               |
| Author  | Friendship Charity Association  |                 |                               |
| Project Location  | Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                               |
| Summary: This project benefits 4 poor students in colleges. 100Friends Project provided 12,000RMB a year, plus these students' families contributed 17,960RMB a year to allow the students to finish their college education. Prior to the students' attending college, they planned to stay at home, farming, herding, and doing housework for the rest of their lives. The 100Friends Project allows these students to attend college. They will more easily find a good job and change their lives for the better. |   |                 |                               |

## 19

|   |   |                 |          |
|---|---|-----------------|----------|
| Project Number  | FCAPN19   | Report Date     | 6/2/2009 |
| Donor Value RMB   | 26,590  | Local Value RMB | 5,000    |
| Total Amount (inc. in-kind) 31,590RMB   |   | Beneficiaries   | 1 NGO    |
| Project Title   | Facility Project for Friendship Charity Association   |                 |          |
| Donor   | HuaQiao Foundation  |                 |          |
| Author  | Friendship Charity Association  |                 |          |
| Project Location  | Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |          |
| Summary: A contribution of 26,590RMB from the HuaQiao Foundation and 5,000RMB from Nangchukja, provided a shared field office room and equipment for FCA and HQF in Xining, the capital of Mtsho sngon Province. This allows FCA to work jointly with HuaQiao Foundation, helps FCA become a more formal organization with creation of a base; provides work space for 2 full-time staff members to fulfill the organization's mission by being in charge of administration work; strengthens the solidarity of FCA staff with HQF; improves organizational work skills; builds capacity with meetings and discussions in the same place; and creates a recognized FCA and HQF workplace. |   |                 |          |

## 20

|  |   |                        |             |
|--|---|------------------------|-------------|
| <b>Project Number</b>  | FCAPN20   | <b>Report Date</b>     | 25/09/2009  |
| <b>Donor Amount/Value</b>  | 11,360  | <b>Local Value RMB</b> | 200         |
| <b>Total Amount (inc. in-kind)</b>   | 11,560RMB   | <b>Beneficiaries</b>   | 28 Tibetans |
| <b>Project Title</b>   | Impoverished Household Assistance   |                        |             |
| <b>Donor</b>   | 100Friends Project  |                        |             |
| <b>Author</b>  | Friendship Charity Association  |                        |             |
| <b>Project Location</b>  | Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                        |             |
| <b>Summary:</b> 100Friends Project visited Skar ma thang, Ho spyor, Bon skor communities in East-Central Mtsho sngon and contributed 11,360RMB for the poorest households' medical care, student tuition, food subsidies, and school sports equipment. This directly benefited about 25 people and 3 primary schools in these rural communities. |   |                        |             |

## 21

|  |  |                 |             |
|--|--|-----------------|-------------|
| Project Number   | FCAPN21  | Report Date     | 7/10/2009   |
| Donor Value RMB  | 71 clothes items   | Local Value RMB | 200         |
| Total 71 items + 200RMB  |  | Beneficiaries   | 69 Tibetans |
| Project Title  | Clothing for Three Tibetan Communities   |                 |             |
| Donor  | Mr. Zhang Hangui   |                 |             |
| Author   | Friendship Charity Association   |                 |             |
| Project Location   | Ban shul, Tsha nag, Bon skor Communities, Mang ra County, Mtsho lho Prefecture, Mtsho sngon Province |                 |             |
| Summary: This project directly benefited 69 Tibetans in Ban shul, Tsha nag, Bon skor Communities. Mr. Zhang Hangui collected new and secondhand clothes from Korea and transported them to the FCA office. FCA then distributed the clothes to the poorest local people, who will be warmer in winter. |  |                 |             |



## 22

|  |  |                 |                |
|--|--|-----------------|----------------|
| Project Number   | FCAPN22  | Report Date     | 30/10/2009     |
| Donor Value RMB  | 79,931.74  | Local Value RMB | 148,800        |
| Total Amount (inc. in-kind) 228,731.74RMB  |  | Beneficiaries   | 1,746 Tibetans |
| Project Title  | Water Project for Tsha nag Tibetan Community   |                 |                |
| Donor  | ERM Foundation   |                 |                |
| Author   | Friendship Charity Association   |                 |                |
| Project Location   | Tsha nag Tibetan Community, Mgo mang Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province |                 |                |
| <p><b>Summary:</b> ERM Foundation provided 79,931.74RMB and the local community and government provided 148,800RMB, which realized a running water project benefitting 1,746 Tibetans in Tsha nag Villag. Funds bought pipes, cement, and bricks, and paid for transportation; 95 locals contributed 30 days of labor to dig ditches, bury pipes, and transport sand, stones, and so on. Tsha nag is a large herding grassland community. Local residents live across a broad area. Many must travel at least 1.5 kilometers to reach the next home. For generations, locals got water from sources that required travel of 12 to 18 kilometers roundtrip from their households. This sometimes required a day or a night. About 152 households (912 people) with 21,000 head of livestock got water from a salty spring and 2 water sources that locals believed caused abdominal illnesses. The water sources are muddy when it rains, icy in winter, and run dry for 1-2 days, at which time locals had to drive their livestock 18 kilometers (roundtrip) to another village. This tired the livestock, especially, the sheep. There was also significant grassland degradation from livestock walking across the grassland and conflict because livestock graze on others' pastures to and from the watering places. Water was fetched by people carrying plastic containers on their backs and by using motorcycles. This project has solved all the aforementioned problems. Thirteen water taps now greatly reduce the distance and time locals invest in obtaining water, as well as reduced grassland degradation and conflict over grazing.</p> |  |                 |                |

## 23

|  |  |                 |                          |
|--|--|-----------------|--------------------------|
| Project Number   | FCAPN23  | Report Date     | 9/9/2009                 |
| Donor Value RMB  | 8,000  | Local Value RMB | 2,500                    |
| Total Amount (inc. in-kind) RMB  | 10,500   | Beneficiaries   | 410 students 10 teachers |
| Project Title  | Summer Go West Program for Five Primary Schools  |                 |                          |
| Donor  | HuaQiao Foundation   |                 |                          |
| Author   | Friendship Charity Association   |                 |                          |
| Project Location   | Rab rgan, Thu to, Stong skor, Lo ba gong ma, and Lo ba zhol ma Village Primary Schools, Mang ra County, Mtsho lho Prefecture, Mtsho sngon Province |                 |                          |
| Summary: HuaQiao Foundation and FCA have established Children of Hope pioneered in East-Central Mtsho sngon Province under the Go West Program supported by HQF. HQF contributed 8,000RMB and local schools provided 2,500RMB. The program began 12 July 2009 and has brought change to the targeted areas by teaching and in identifying local problems. 410 students in 5 village primary schools benefitted. The program brought new teaching methods, games, activities, and ideas to local schools. Local teaching approaches have remained traditional due to unqualified teachers. Modern, second language acquisition teaching methods elicited much enthusiasm. |  |                 |                          |

## 24

|  |   |                            |                            |
|--|---|----------------------------|----------------------------|
| <b>Project Number</b>  | FCAPN24   | <b>Report Date</b>         | 12/9/2009                  |
| <b>Donor Amt/Value RMB</b>   | 9,980   | <b>Local Amt/Value RMB</b> | 4,754                      |
| <b>Total Amt (inc. in-kind) = 14,734 RMB</b>   |   | <b>Beneficiaries</b>       | 423 students<br>6 teachers |
| <b>Project Title</b>   | Summer Teaching Program   |                            |                            |
| <b>Donor</b>   | HuaQiao Foundation  |                            |                            |
| <b>Author</b>  | Friendship Charity Association  |                            |                            |
| <b>Project Location</b>  | Ban shul and Bon skor Communities, Mang ra County, Mtsho lho Prefecture, Mtsho sngon Province |                            |                            |
| <b>Summary:</b> A contribution of 9,980RMB from HQF and 4,754RMB provided by local schools funded a project that benefited 423 students in Bon skor and Ban shul Tibetan village primary schools and eight teachers.   |   |                            |                            |
| Mr. 'brug lha, Bon skor Primary School headmaster, said, "We have held this program for 6 years with the assistance of the local village and external assistance from FCA (twice by HQF). Program results exceeded our expectations. Students were encouraged to attend school and to continue their education after primary school. Lately (after exam results were known) we learned that most local graduates are top students in Tibetan and English in middle schools in local towns in the county. We added a Chinese language class to the other 2. I believe that in a few years, these students will be the top students at all 3 of these languages in middle school." |   |                            |                            |
| Mr. Bsod nams rgyal, headmaster of Ban shul Primary School, said: "We heard of this program. A Tibetan teacher-of-English was recruiting students to teach English in the local town last year. However, that was 1 class and the tuition was high. From this year, after discussion with FCA, we received HQF assistance and started this program. It is cost-effective since it is held in the community. Students can easily attend, are excited to learn in this program, and are especially interested in English, because it's a new language for them and they are full of curiosity. I hope we can continue this program."   |   |                            |                            |

## 25

|  |   |               |            |
|--|---|---------------|------------|
| Project Number   | FCAPN25   | Report Date   | 27/11/2009 |
| Donor Amt RMB  | 203,800   | Local Amount  | 253,800    |
| Total Amt (inc. in-kind) 457,600 RMB   |   | Beneficiaries | 1 NGO      |
| Project Title  | FCA Facility Project  |               |            |
| Donor  | Misereor  |               |            |
| Author   | Friendship Charity Association  |               |            |
| Project Location   | Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Pro- vince |               |            |
| Summary: Misereor's 203,800RMB, plus in-kind contribution of 253,800RMB from FCA, provided FCA's operational cost for 2 years. This project strengthens FCA's capacity building by recruiting 2 staff members; helping FCA become a more formal organization; identifying local community needs; raising funds to find answers for local needs; implementing projects to build a better future for local communities; and doing further training and projects. |   |               |            |

|   |   |                     |                          |
|---|---|---------------------|--------------------------|
| Project Number  | FCAPN26   | Report Date         | 14/12/2009               |
| Donor Amt/Value RMB   | 20,583.03   | Local Amt/Value RMB | 5,848                    |
| Total Amt (inc. in-kind) RMB<br>26,431.03   |   | Beneficiaries       | 279 students 13 teachers |
| Project Title   | Library Book Project for Makehe Primary School  |                     |                          |
| Donor   | 100Friends Project, Mr. Mark LF Nicholson   |                     |                          |
| Author  | Friendship Charity Association  |                     |                          |
| Project Location  | Dmar khog Primary Boarding School and Rtse mda' Orphanage School Pad ma County Goluk Tibetan Autonomous Prefecture Mtsho sngon Province |                     |                          |
| <b>Summary:</b> This project benefits 279 students and 13 teachers with a contribution of 16,962.29RMB from 100Friends Project, and 3,620.74RMB from Mr. Mark LF Nicholson, and a local 5,848RMB contribution. Prior to the project, a severe problem for schools was students' lack of learning resources. They only had textbooks to read, which are dry and tiring, and lead to a lack of interest in schooling. Local students are enthusiastic to learn new things and find the new books interesting. A library is essential in order to improve students' reading, interest in acquiring knowledge, and in improving teachers' teaching methodologies. Now, students and teachers maintain a supportive and nurturing environment in the school libraries with the new books; windows to the outside world open rapidly as students and teachers turn the pages of new library materials. Students easily access new knowledge based on self-interest at school. A broad range of materials, e.g., illustrated storybooks, picture vocabulary cards, basic national law books, and teachers' reference materials, etc. are now available. Students develop transferable skills for sustaining knowledge beyond the classroom and become independent learners as they read in the library alone, which encourage them to be lifelong readers. Students' knowledge and interest in different subjects dramatically improves over time. |   |                     |                          |

|   |   |                 |                  |
|---|---|-----------------|------------------|
| Project Number  | FCAPN27   | Report Date     | 15/12/2009       |
| Donor Value RMB   | 241,458   | Local Value RMB | 284,120          |
| Total Amount (inc. in-kind) 525,578 RMB   |   | Beneficiaries   | 10,602 villagers |
| Project Title   | Comprehensive Environment and Health Initiative for Five Tibetan Communities  |                 |                  |
| Donor   | The Canada Fund   |                 |                  |
| Author  | Friendship Charity Association  |                 |                  |
| Project Location  | Rmar skams, Tha ba, Ban shul, Stong skor, Bon skor, Tsha rnga Village, Bya mdo and Mgo mang Townships, Mang ra County, Mtsho lho Prefecture, Mtsho sngon Province   |                 |                  |
| Final Report  | <a href="http://tibetanplateau.wikischolars.columbia.edu/Toilets,+Running+Water,+and+Solar+Cookers+for+Rural+Qinghai+Communities+%28Canada+Fund+and+Friendship+Charity+Association%29">http://tibetanplateau.wikischolars.columbia.edu/Toilets,+Running+Water,+and+Solar+Cookers+for+Rural+Qinghai+Communities+%28Canada+Fund+and+Friendship+Charity+Association%29</a> |                 |                  |
| <b>Summary:</b> The Canada Fund's 241,458RMB and a local contribution of 284,120RMB funded this project benefiting 10,602 local villagers: A reliable fully functioning water system for 2,875 villagers' homes throughout the year; basic health training, including hygiene and women's reproductive health, provided to villagers to complement access to water and building of toilets; each household in Bon skor and Tsha rnga villages plants 50 fast growing trees to supplement fuel supply and reduce erosion; 120 solar cookers are installed and used (30 per village in 4 villages), reducing environmental degradation from tree cutting; and 60 toilets built across 5 Tibetan villages (5 per village), improving village sanitation.<br>The project will have wide-ranging and profoundly positive impact upon the local community: household income is expected to rise as a result of the time saved collecting water that will be reinvested in agriculture, animal care, and potentially paid labour activities. Health will improve as people drink and bathe using safe water throughout the year. Similarly, households will wash clothes, and dishes, and provide water to livestock, vegetable gardens, and trees. Currently, clothes are only washed every few months in winter and bathing in winter occurs sporadically. The work burden on children, notably girls, will be reduced, and school attendance rates will increase, as children are no longer obliged to stay at home to collect water for their families. The elderly benefit from easy access to fresh water for tea and cooking. |   |                 |                  |

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| <b>Project Number</b>  | FCAPN28   | <b>Report Date</b>             | 10 May 2010              |
| <b>Donor Amt/Value RMB</b>   | 5,114.55  | <b>Local Amt/Value RMB</b>     | 6,714.55                 |
| <b>Total Amt (inc. in-kind) =1,600.00RMB</b>   |   | <b>Number of Beneficiaries</b> | 163 students; 3 teachers |
| <b>Project Title</b>   | Winter Teaching Programs Ko'u sde Community   |                                |                          |
| <b>Donor</b>   | Ms. Ramona Johnson  |                                |                          |
| <b>Author</b>  | Friendship Charity Association  |                                |                          |
| <b>Project Location</b>  | Ko'u sde Community, Chu khog Township; Rong bo Community, Nyin phyug Township, Rtse khog County, Rma lho (Huangnan) Prefecture, Mtsho sngon Province  |                                |                          |
| <b>Final Report</b>  | <a href="http://www.scribd.com/doc/31298374/Holiday-Teaching-Program-in-Guday-Tibetan-Community-2010">http://www.scribd.com/doc/31298374/Holiday-Teaching-Program-in-Guday-Tibetan-Community-2010</a> |                                |                          |
| <p><b>Summary:</b> With a contribution of 5,114.55RMB (750USD) from Ms. Ramona, plus a local contribution of (1,600RMB that covered teachers' payment, food, transportation, and books), this teaching program came into action. The 30-day program (January-February 2010) consisted of three classes in English, Tibetan, and Chinese taught by three instructors. 163 students attended classes.</p> <p>On the first day of the program, 163 students attended the classes. Teachers firstly divided the students according to their grade. Class One was for primary school students, Class Two was for junior middle school students, and Class Three was for senior middle school students. On the second day, another adjustment was made. Some students from primary school had better English than some junior middle school students and they were moved to another class. Each class had about 50 – 54 students and their ages ranged from 9 – 18. Teachers used a student-centered teaching approach as much as possible.</p> <p>Each teacher received 600RMB as a stipend, 300RMB for food, and 100RMB for transportation. Locals also provided a food subsidy for 30 days.</p> |   |                                |                          |

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| <b>Project Number</b>   | FCAPN29   | <b>Report Date</b>             | 15 February 2010         |
| <b>Donor Amt/Value RMB</b>  | 10,000  | <b>Local Amt/Value RMB</b>     | 4,300                    |
| <b>Total Amt (inc. in-kind) =14,300RMB</b>  |   | <b>Number of Beneficiaries</b> | 354 students; 9 teachers |
| <b>Project Title</b>  | Teaching Programs in Bon skor and Sde mang Tibetan Communities  |                                |                          |
| <b>Donor</b>  | Mr. Philip Jones  |                                |                          |
| <b>Author</b>   | Friendship Charity Association  |                                |                          |
| <b>Project Location</b>   | Bon skor and Sde mang Tibetan Communities, Bya mdo Township, Mang ra County, Mtsho lho Prefecture, Mtsho sngon Province |                                |                          |
| <b>Final Report</b>   | <a href="http://www.calameo.com/accounts/346741">http://www.calameo.com/accounts/346741</a>                             |                                |                          |
| <b>Summary:</b> Mr. Philip’s contribution of 10,000RMB, plus 4,300RMB provided by local schools, allowed 354 students to have a positive learning experience in January-February 2010. A total of 354 students learned English, Tibetan, and Chinese from nine instructors.<br>Each school had teachers from Shanghai International Studies University and Mtsho sngon Normal University who used a student-centered teaching approach. In addition to the courses mentioned above, teachers also taught math and science after regular class hours.<br>Each teacher received 700RMB as a stipend and an honorary certificate for recognizing their teaching input in the school. The program also covered teachers’ accommodation, food, and transportation thus the teaching program was successfully held in these two communities.<br>The program concluded with a day of final exams, which students were given half a day to prepare for. The teachers then graded the exams. The three highest-scoring students in each of the three classes received an award certificate and prizes such as notebooks, stuffed animals, and dictionaries. Two boxes of second-hand clothing and two boxes of school supplies donated from an organization were also distributed. |   |                                |                          |

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| <b>Project Number</b>                          | FCAPN30  | <b>Report Date</b>         | 25 August 2010             |
| <b>Donor Amt/Value RMB</b>                     | 20,010   | <b>Local Amt/Value RMB</b> | 5,500                      |
| <b>Total Amt (inc. in-kind)<br/>=25,510RMB</b> | <b>Number of Beneficiaries</b>   |                            | 305 students; 27 teachers. |
| <b>Project Title</b>                           | English Teaching Program in Five Tibetan Communities   |                            |                            |
| <b>Donor</b>                                   | HuaQiao Foundation   |                            |                            |
| <b>Author</b>                                  | Friendship Charity Association   |                            |                            |
| <b>Project Location</b>                        | Bon skor, Bsde mang, Rab rgan Ban shul, and Ske ba Tibetan Village Primary Schools, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtso sngon Province, PR China |                            |                            |
| <b>Final Report</b>                            | <a href="http://www.calameo.com/books/0003467410700838d6a42">http://www.calameo.com/books/ 0003467410700838d6a42</a>   |                            |                            |

**Summary:** This teaching had twenty-seven teachers, all of whom expressed enthusiasm in teaching in local primary schools.

305 students attended the teaching programs. They were selected based on their level established by entrance examinations. Historically, all students were allowed to attend the program, however, in order to improve the quality of the experiences, we implemented selection criteria. On average, the classes ranged from 30 – 40 students and were placed in classes for beginners, intermediate level, and advanced level. Two teachers were with each class. One teacher taught, while the other observed and assisted.

Textbooks for the teaching program were selected and organized by FCA based on students' level and in discussion with local teachers. Lessons were created from different textbooks were collated and printed cheaply in Xining (0.075RMB per page). Lessons were selected from *American Cutting Edge*, *New Concept English*, *Folktale Reader* and *ABC English*. The first two were for advanced classes, and the last two were prepared for medium and beginner level learners.

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| <b>Project Number</b>  | FCAPN31  | <b>Report Date</b>             | 10 October 2010 |
| <b>Donor Amt/Value RMB</b>   | 70,132   | <b>Local Amt/Value RMB</b>     | 95,000          |
| <b>Total Amt (inc. in-kind)</b><br>=165,132RMB   |  | <b>Number of Beneficiaries</b> | 1,021 Tibetans  |
| <b>Project Title</b>   | Water Project in Stong skor Tibetan Community  |                                |                 |
| <b>Donor</b>   | The German Embassy   |                                |                 |
| <b>Author</b>  | Friendship Charity Association   |                                |                 |
| <b>Project Location</b>  | Stong skor Village, Mgo mang Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province, PR China |                                |                 |
| <b>Final Report</b>  | betanplateau.wikischolars.columbia.edu/<br>Final+Report+for+Dongkor+Water+Project  |                                |                 |
| <b>Summary:</b> This running water project that provides ample and clean water to 1,021 Tibetan residents (271 households: 621 males and 400 females) and 53,200 head of livestock (50,000 sheep and 3,200 yaks) in Stong skor Tibetan Community.<br>With 74,640RMB contributed by the German Embassy on 27 May 2010 and 95,000RMB provided by the local community, FCA has successfully completed this running water project. The local Water Bureau and government offered technical support and advice throughout project implementation.<br>Stong skor is a Tibetan herding community thirty kilometers south of Gomang Township. For generations, locals living on the grassland traveled seven to eight kilometers per roundtrip from their households to the nearest water sources.<br>Fetching water was the biggest problem in Stong skor Community. Before the project, locals carried plastic water containers and used donkeys to pull carts to fetch water using old tractors inner tubes as water containers or old oil barrels. During the rainy season, locals rarely utilized the carts. Instead, women had to carry water (10 – 25 kg), while men herded livestock. When there were storms, locals collected rainwater to drink. This project brought running water to Stong skor Community and the aforementioned problems no longer exist. |  |                                |                 |



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| <b>Project Number</b>  | FCAPN32   | <b>Report Date</b>             | 10 October 2010 |
| <b>Donor Amt/Value RMB</b>   | 79,000  | <b>Local Amt/Value RMB</b>     | 77,400          |
| <b>Total Amt (inc. in-kind) = 156,400RMB</b>   |   | <b>Number of Beneficiaries</b> | 1,047 Tibetans  |
| <b>Project Title</b>   | Irrigation Ditch and Reservoir Repair Project for Sde mang Tibetan Community  |                                |                 |
| <b>Donor</b>   | The German Embassy  |                                |                 |
| <b>Author</b>  | Friendship Charity Association  |                                |                 |
| <b>Project Location</b>  | Sde mang Village, Bya mdo Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province, PR China   |                                |                 |
| <b>Final Report</b>  | <a href="http://tibetanplateau.wikischolars.columbia.edu/Final+Report+for+Demang+Reservoir+Project">http://tibetanplateau.wikischolars.columbia.edu/ Final+Report+for+ Demang+Reservoir+Project</a> |                                |                 |
| <b>Summary:</b> We are pleased to report on the satisfactory completion of the Irrigation Ditch and Reservoir Repair Project for Sde mang Tibetan Village. On 13 August 2010, 79,000RMB granted by the German Embassy, plus 77,400RMB provided by Sde mang Village, ensured the successful completion of this project.   |   |                                |                 |
| Local Tibetans cultivate wheat, barley, and rapeseed on 1,300 mu (86.71 hectares) of cropland, which is the main source of local income. A local earthen-reservoir and irrigation ditch were built twenty-six years ago and are of poor quality. The reservoir is small and cannot store the volume of water needed. A government-supported concrete irrigation ditch was severely damaged in 2008 due to flooding. Consequently, locals were unable to irrigate their crops and could only depend on summer rains. The result was poor harvests, which seriously impacted local income and food supply. |   |                                |                 |
| With funds from the German Embassy, FCA bought 500 meters of metal tubes and 500 meters of concrete canal that provided irrigation water from the river to the three-meter deep reservoir. Adding one meter of stone and concrete increased reservoir capacity. The reservoir walls were strengthened with stones and concrete. Consequently, the irrigation canal is safe and the reservoir holds adequate water. Local farmers no longer worry about having enough irrigation water for croplands and local income will increase.  |   |                                |                 |

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| <b>Project Number</b>  | FCAPN33   | <b>Report Date</b>             | 9 December 2010                    |
| <b>Donor Amt/Value RMB</b>   | 33,900  | <b>Local Amt/Value RMB</b>     | 83,000<br>+43,000                  |
| <b>Total Amt (inc. in-kind) = 159,900RMB</b>   |   | <b>Number of Beneficiaries</b> | 1,300 Tibetans<br>39,438 livestock |
| <b>Project Title</b>   | Water Project for Shaja Community   |                                |                                    |
| <b>Donor</b>   | Ms. Elsie Wu and HQF  |                                |                                    |
| <b>Author</b>  | Friendship Charity Association  |                                |                                    |
| <b>Project Location</b>  | Shaja Village, Gomang Township, Mang ra County, Mtsho lho Tibetan Autonomous Prefecture, Mtsho sngon Province, PR China   |                                |                                    |
| <b>Final Report</b>  | <a href="http://tibetanplateau.wikischolars.columbia.edu/Shaja+Tibetan+Community+Water+Project">http://tibetanplateau.wikischolars.columbia.edu/Shaja+Tibetan+Community+Water+Project</a> |                                |                                    |
| With 33,900RMB contributed by Ms. Elsie Wu, plus 126,000RMB provided by the government and Shaja Community, running water has been brought to the community  |   |                                |                                    |
| Shaja is a Tibetan herding community located eighteen kilometers northwest of Gomang Township Town. For generations, locals have been living on the grassland, and seeking a perennial water source. Water was the most critical problem in Shaja Community. Before this project, there was no water tap within the community. The two nearest water sources (seven km single trip) were used by seven communities. The limited number of taps created serious disputes. Donkey carts, motorcycles, and old inner tubes were used to fetch and contain water. Those who lived farthest from the taps spent much time traveling to the source. Furthermore, many poor families lacked motorcycles and tractors and their donkey carts could haul only fifty to seventy-five kilograms of water—enough for two days worth of tea and nothing else. Furthermore, grassland degradation worsened with livestock being driven once every two days to the water source. Consequently, grass was damaged, depriving livestock of a food source. |   |                                |                                    |
| This water project brought three water taps to Shaja Community, which greatly decreased the distance and time previously spent on accessing and hauling water; reduced grassland degradation; and has resulted in less friction between local communities and families.  |   |                                |                                    |