



GLOBAL STUDENT OUTREACH · CAMBODIA

Annual Report 2011

For the year ended December 31, 2011

Local registration: Recognized by the Royal Government of Cambodia as a locally registered Non-Governmental Organization since 2009. NGO Registration #1388.

Reporting basis: Management-prepared, cash basis. See Note 1 below.

Note 1 — Reporting basis. These financial statements are management-prepared by GSO's leadership team using the organization's operational records, financial accounts, and institutional memory. They have not been audited by an independent auditor. The statements present our work on a cash basis — income is recorded when received, expenses when paid. Where we have identified errors in our historical records during the preparation of these reports, we have corrected them and noted the correction. If you have questions about any specific figure, contact us at info@gsocambodia.org.

A note on the early years. During the 2011-2014 period, GSO was operationally managed by its two co-founders, Dustin Javorsky and Ho Nhean. Volunteers were hosted in homestays — primarily at Ho Nhean's home — with the co-founders personally coordinating all in-country logistics, from airport pickup to project delivery. This lean operational model is the foundation of the organization's low-overhead structure that continues today, and the reason every dollar reported in our financials went directly to programs.

Year in review

2011 was a year of steady program delivery and preparation for a more self-sustaining operating model. GSO continued to use volunteer trips and participation fees as a core source of income while expanding free English-language instruction for children who could not afford private language schools.

During the year, the organization hosted approximately 50-70 volunteers. Volunteers did not serve simultaneously; their visits were arranged throughout the year and together provided approximately 365 days of program coverage. Volunteers stayed with local families through homestay arrangements. The 2011 accounts mention Sarah and Blair from Durango, Colorado, and Julie Miles from Melbourne, Australia, among the volunteer teachers and participants.

The year also included school facility work, including the replacement of the roof at Baydamram School, construction of water-storage tanks at schools, classroom support, and the development of a self-sustaining equipment strategy. At year-end, a major private gift was received to support the planned purchase of an excavator in early 2012.

Highlights

Measure	2011 result
Volunteers hosted (approximate, varying year to year)	50-70
Approximate volunteer coverage	~365 days in aggregate
Schools and communities supported	Battambang area and partner villages
Baydamram School	Roof replacement completed
School water infrastructure	Water-storage tanks constructed
Lodging expense	\$0 — homestays
Largest single donation	\$20,000 from Joanna Jacobson
Year-end restricted reserve (excavator)	\$20,000
Total operating support (unrestricted)	\$53,200
Total support and contributions (incl. restricted)	\$73,200

The Joanna Jacobson gift

"Hope this Helps" — the gift that built our self-funded model

In December 2011, Global Student Outreach received a private check for \$20,000 from **Joanna Jacobson** in a Christmas card containing a short note: *"Hope this Helps."* The contribution was made in response to the experience of Joanna's son as a volunteer with the organization. It was the largest single donation received by GSO at that time.

The gift was designated for the planned purchase of an excavator, with the intention that the equipment would help the organization carry out future construction and livelihood projects at lower cost. (Joanna later recorded this gift retrospectively on her Candid/GuideStar profile as a contribution from the **One8 Foundation**.)

This gift is the seed of the self-funded model that has since generated over \$250,000 in project income for GSO's programs.

Family Sponsorship Program

Throughout 2011, GSO's family sponsorship program connected private individual donors with rural families. Sponsors contributed \$35 per month through recurring PayPal donations. The program supported approximately 50 families in 2011, generating approximately \$20,000 in recurring contributions.

Statement of Activities

Item	Amount (USD)
Private operating contributions	\$11,600
Restricted private contribution — Joanna Jacobson (excavator reserve)	\$20,000
Volunteer trips and participation fees	\$13,300
Founder contributions	\$8,300
Other private and community support (Family Sponsorship Program)	\$20,000
Total support and contributions	\$73,200
Program services	\$40,200
Management and general	\$12,750
Communications and outreach	\$250
Total operating expenses	\$53,200
Change in unrestricted net assets	\$0

Program-spending ratio: 75.6%.

Statement of Financial Position — December 31, 2011

Item	Amount (USD)
Cash and cash equivalents — excavator reserve (restricted)	\$20,000
Net assets with donor restrictions (excavator reserve)	\$20,000
Net assets without donor restrictions	\$0
Total net assets	\$20,000

The \$20,000 Joanna Jacobson restricted gift flows from financing activities to year-end cash, held as restricted net assets for the planned excavator purchase in early 2012.