



# Annual Report

**2017**

## Director's Welcome

Dearest Supporters,

This year is all about the number 8: eight years of programming and eight students about to be the first in their families to apply to university.

Below you'll notice two pictures. The first is of a 10-year old student named Olisar. He joined our program in 2010, and I snapped this picture in 2011 during one of my visits. He was one of those kids whose infectious love for learning caught my attention and who became one of the first I'd check in on during a trip back.

The second picture was taken just a few months ago during my visit. Here, it was hard to hold back tears as Olisar, now a young man, hugged me and said goodbye. This was likely the last time I'd see Olisar, and many of his classmates, as they were rounding out their time with Victor's Vision, heading toward secondary graduation and preparing for their university entrance exams. In a conversation with Olisar earlier that day, he thanked me for bringing Victor's Vision into his life. He said that he considers himself not only a better student but also a better person because of the support he's gotten through Victor's Vision.

So, as we head into 2018, I am overwhelmed with pride and gratitude. Our eight founders are defying expectation and graduating secondary school. Those founders will be the first in their families to apply to university this spring: a goal they have been working for and you have supported them in for eight years. So whether this is your first time hearing about Victor's Vision or you've been with us since the beginning, I thank you for your support and hope you'll stick with us as wish our eldest students best wishes and welcome in yet another new class of hopeful 10-year olds pursuing their dreams through education.

Sincerely,

Emily Felsenthal  
Executive Director



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# Victor's Vision At-A-Glance

## Our Vision

Our vision is to empower Latin American youth to dream of a brighter future and to pursue such a dream through higher education.

## Our Mission

Our mission is to empower underprivileged Latin American youth to dream and to achieve their dreams. The key to this is college graduation, so Victor's Vision provides its students with the supplemental academic support, personal and academic guidance, and university scholarships necessary to attain a university degree.

## Our Values

We believe all children have the right to dream and to pursue their dreams.

We believe in equal access to all levels of education, regardless of race, class, gender, religion, age or family status.

We believe that when provided with the necessary support and guidance, all children can achieve and succeed.

## Fast Facts 2017

Student enrollment	70
Local staff employed	14
Local community partnerships	3
Grade levels served	4 <sup>th</sup> - 11 <sup>th</sup>
Average student: teacher ratio	9:1
Student attendance rate	96%
Annual operating expenses	\$37,700
Average cost per student	\$538
Year of program establishment	2009
Year of US 501 (c) (3) status	2010

# Core Programming

## Academics

Victor's Vision (VV) starts working with students who are in the fourth grade. All students receive three extra hours of schooling, five days a week. Since inception in 2009, VV has offered classes in 4 core subject areas: math, language arts, science, and character development. In 2012, Victor's Vision began offering a fifth subject to all of its students: computer classes. In addition to the 15 hours of core subject work, students also engage in a monthly 2-hour computer class taught by VV staff. In 2014, Victor's Vision also began offering English classes to all of its students. Through our English program, all students receive one hour/week of English language instruction. VV's average class size in 2017 ranged from 6-11 students, which enabled the program's university-certified teachers to focus on the individual needs of every child. By supplementing the students' regular school day with a personalized learning atmosphere, VV ensures that every student is prepared with the skills and confidence necessary to pursue higher education and to ultimately overcome poverty.

### Why focus on academics?

Although the Peruvian government mandates the right for every child to attend a public school, the average Peruvian school day is often much shorter and of much poorer quality than those in the U.S. While the school day typically lasts 6-7 hours, instructional time may only take up a total of 3 hours of this time due to breaks between classes, recesses, and other unpredictable interruptions. The current public education system, providing 15-20 hours at best of instruction per week, simply isn't sufficient to prepare students that aim to pursue higher education. Additionally, many public schools, while free, still require registration fees, uniforms, books, school supplies, transportation fares, and other barriers that make it difficult for children from disadvantaged backgrounds to be fully prepared to learn.



Average student attendance for Victor's Vision classes in 2017 was **96%**.



## Nutrition

In order to ensure that students receive the nutrients necessary to learn and grow, VV implemented a nutrition program in January 2011. Through a partnership with a local restaurant owner, VV provides every student with one additional balanced meal every day of programming; this amounts to five additional meals per week, per student. Additionally, in 2013 Victor's Vision began providing additional medicine and meals for families in situations of extreme need, and continued these efforts through 2017. Thanks to the support of local restaurant owners, VV was able to ensure that all students and families are healthy, well-nourished, and ready to learn and develop.

### Why focus on nutrition?

According to UNICEF (2016), 52% of children between the ages of 6-9 living in the Piura region of Peru are malnourished. Research has shown that without the proper nutrition, it is highly unlikely that children reach their full academic potential. Malnourished students are unable to develop physically and mentally at a normal rate, and their academic growth suffers as a direct result. All VV students live in poverty. As a result of this, many children join the program in a malnourished state. Ensuring the proper developmental ability of every student is essential to our programs' success.

In 2017, **100%** of students received one extra balanced meal every day they attended Victor's Vision's programs. All meals include **milk, fruit, protein, and bread.**





## Social Emotional Learning

Along with Academics and Nutrition, Victor's Vision supplements our students' achievement through social emotional support, which instills in our students strong values and a desire to succeed. Since 2012, Victor's Vision students have met monthly with a psychologist who evaluates their mental and social health. Additionally, our students participate in monthly social emotional learning workshops on topics such as bullying, sex education, and character values. Our psychologist also conducts one-on-one meetings with students who may be particularly struggling with a difficult experience, such as puberty, bullying, or the divorce of parents.

During the 2017 school year, VV students also had the opportunity to participate in out of town excursions and several in-community day trips. Through these experiences, students broadened their horizons by exploring new areas and giving back to their community. These experiences included day trips to Catacaos, a city about 50 miles southwest of Chulucanas, and to Chiclayo, the capital city of the Lambayeque region. In addition to these exploratory trips, students spent several afternoons volunteering in a local orphanage & elderly home. Through these experiences, students had the opportunity to explore new cities as well as understand their own community in a new light.

### Why social emotional learning?

Victor's Vision recognizes the importance of ensuring that our students are mentally, socially and emotionally prepared to enter university. We believe monthly workshops, psychological support, and excursions can enhance this growth. VV's cultural experiences offer students the opportunity to see and experience different cultures and lifestyles, as well as develop an understanding of the value of service. As a result, our students are more driven in their pursuit of higher education and are more confident in their desire to give back to their own community.



**90%** of Victor's Vision students had never traveled outside of Chulucanas when they joined the program.  
**75%** of students had the opportunity to participate in at least one Victor's Vision out of town field trip,  
 and **100%** of students participated in in-community service trips in 2017.

## Parental Involvement

VV recognizes parental involvement as a necessary factor for the long-term success of our students. While most VV's parents dropped out of school prior to achieving a secondary education, VV actively works with parents to help them understand and value academic success. As a result, parents are empowered to encourage and establish high standards for their children's academic performance.

In addition to signing a commitment contract to invest in their child's education, VV parents attend monthly parent workshops. At these workshops, Victor's Vision staff and families address topics such as education, domestic abuse, and child labor. Through these workshops and bi-monthly home visits that are conducted by Victor's Vision teachers, we hope to provide parents with a safe space to share, grow and support their family's future.

### Why focus on parents?

In Chulucanas, many students drop out of school by the 6<sup>th</sup> grade in order to start working and earning money for their families. With such limited education, almost all of these individuals end up in one of four professions: moto-taxi driver (more than 50%), factory worker (about 10%), cleaning homes (about 15%) or selling goods in the market (about 25%). None of these professions allows individuals to earn sufficient income to escape poverty.

VV empowers parents to understand the benefits of higher education for their entire family. By communicating regularly with VV teachers and participating in monthly workshops, parents take on a larger role in their child's education and consequently their family's future. Under this approach, all VV children have the family support needed to succeed in the classroom.

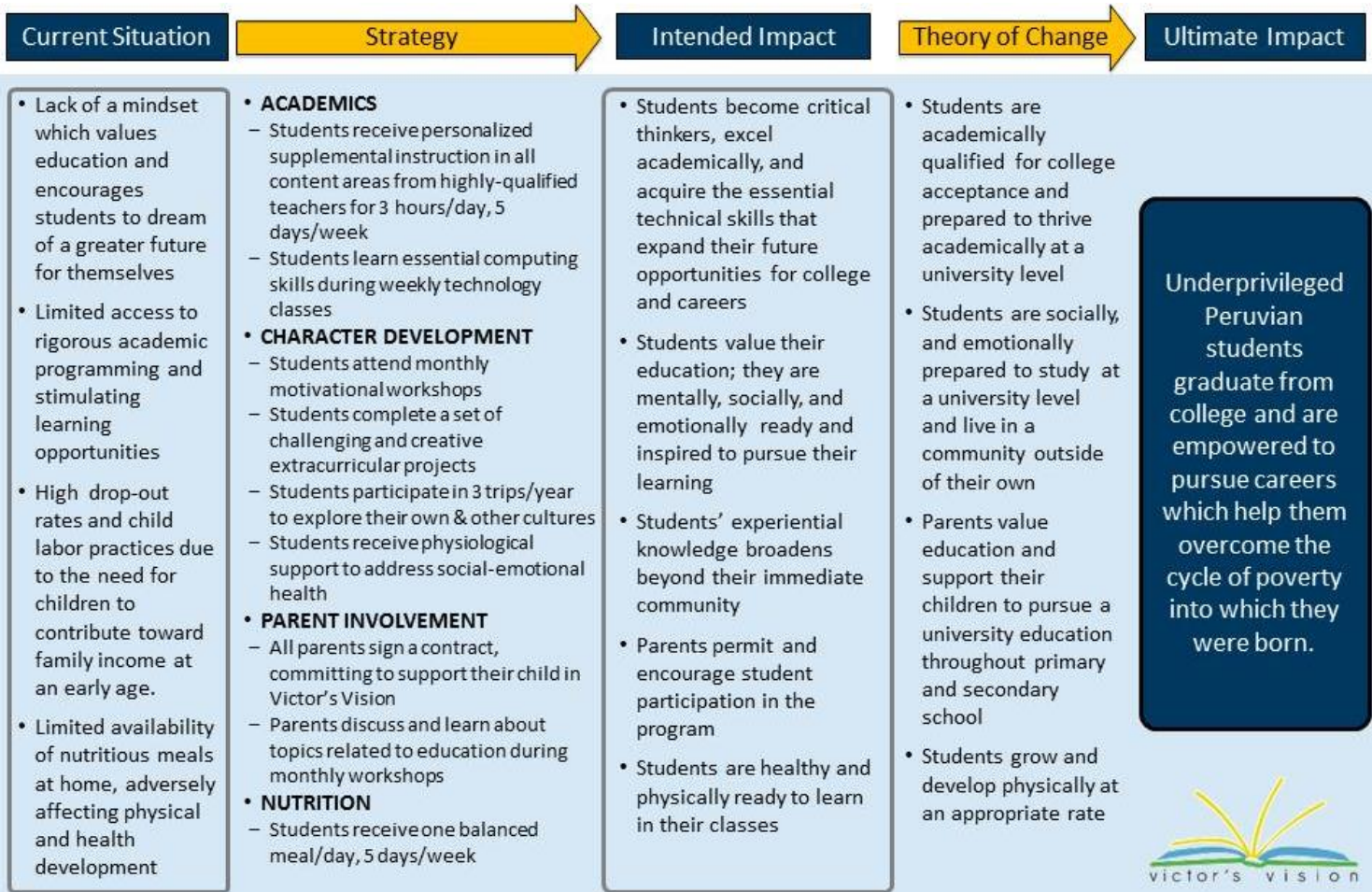
**100%** of Victor's Vision parents say they feel more confident in their family's future as a result of Victor's Vision's programs.

On average, **90%** of Victor's Vision parents attended monthly workshops to discuss important topics and issues in 2017.





# Theory of Change



# Where We Work

Peru is a developing country in western South America with a poverty rate of 21.7% and a population of 32 million. Its economy is largely based on agriculture, fishing, mining, and manufacturing of products such as textiles.

Victor's Vision operates in Chulucanas, a small town with approximately 57,400 inhabitants located in the northwestern Piura region of the country. This area is most well-known for its ceramic tradition, an important aspect of Peruvian heritage that dates back to ancient civilizations.

Fast Facts: Rural Piura	
Malnutrition Rate (students aged 6-9)	52%
Students completing primary education (6th grade)	88%
Students completing secondary school (12 <sup>th</sup> grade)	47%
Students attaining a university degree	11%

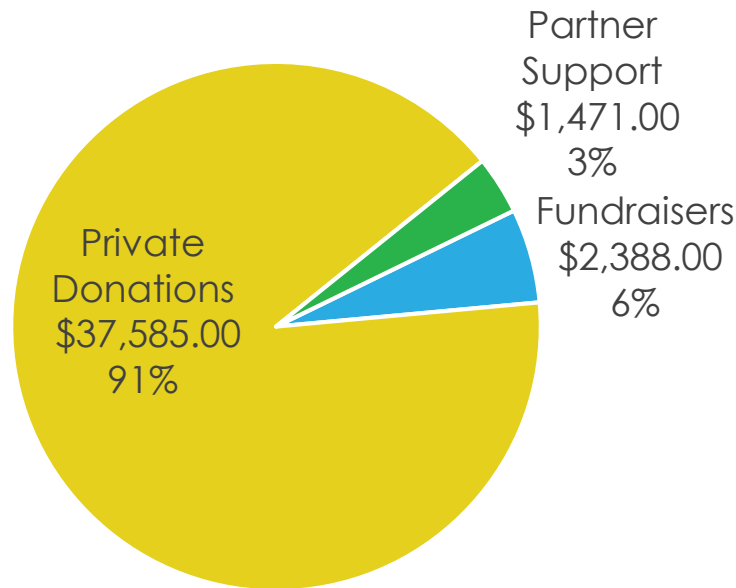


Fast Facts: Victor's Vision Families	
Poverty Rate	100%
Households with running water	92%
Single-parent households	25%
Average parent education attainment level	6 <sup>th</sup> Grade
Number of families in professional careers	0



## 2017 Revenue Summary

**Total Revenue: \$41,638**



In 2017, Victor's Vision secured a total of nearly \$42,000 in funding through three primary sources of income: private donations, partnership support, and fundraisers. Total revenue increased by 8.3% from 2016.

### Organization Fundraisers

In 2017, Victor's Vision raised almost \$2,500 through various fundraisers held throughout the year by organization volunteers. This is a 41% increase from 2016.

### Private Donations

The most important source of income for Victor's Vision continues to be donations from private sources, and Victor's Vision is very grateful for the generosity of these loyal individuals. In 2017, private donors funded more than 90% of the organization's revenue, consistent with 2016's revenue trends. Of these donors, nearly all had provided support for the organization previously, demonstrating a long-term commitment to Victor's Vision mission and work.

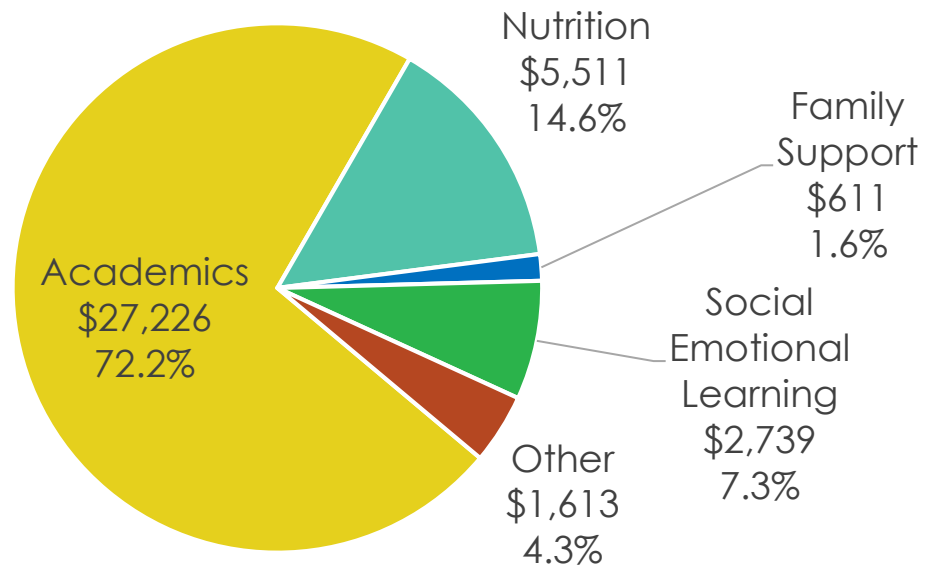
### Partner Support

Victor's Vision continued to enjoy an additional nearly \$1,500 in financial support from generous partners including AmazonSmile, Network for Good, PayPal Charitable Fund and Warberg Asset Management LLC. Total partner support in 2017 increased by 32% from 2016.

## 2017 Expense Summary

**Total Expense: \$37,700**

**Cost per Student: \$538**



In 2017, programming expenses totaled \$37,000 with an average cost of \$538 per student. Victor's Vision's expenses in 2017 increased by 7.7% from 2016 and average cost per student increased by \$31 (6.1%) from 2016.

Total academic spending increased by 8.8% from 2016, but remained at 72% of overall expenses. Academic spending includes the cost of school supplies, teacher salaries, and the salary of our Country Director.

Victor's Vision managed to reduce its nutrition costs by 10.5%, lowering the cost of our nutrition program to slightly above \$5500. The nutrition program as a percent of overall spending reduced slightly from 17% to 15%. Total spending on social emotional learning (character development) increased by \$429 (18.6%). Social emotional learning as a percentage of overall spending remained at 7%.

Spending on Family Support also increased by 34.2% or \$156. Family Support as a percentage of overall programming increased from 1.3% in 2016 to 1.6% in 2017. The category also includes emergency expenses for families. For example, in 2017 the Piura region was struck with serious flooding that caused a humanitarian crisis. Several Victor's Vision families received medicine or extra meals for their families during times of extreme need in 2017.

Victor's Vision has 4 part-time staff based in the United States who are 100% volunteer-based. We are proud to say that 100% of donations go directly towards funding our programming and empowering our students.

## Testimonials

"I know this is a good program because we get help with our school work and learn more here. When I grow up I want to be a psychologist; I want to help other kids that are having hard times."

**Yahaira**  
6<sup>th</sup> Grade Student



"I want to be a doctor when I grow up so I can help people. If I come every day to Victor's Vision, I can achieve my goals!"

**Jashure**  
4<sup>th</sup> Grade Student

"I really appreciate this program because it helps me a lot. I learn more and do better here. This is an incredible opportunity for me."

**Jorge Luis**  
8<sup>th</sup> Grade Student

"Victor's Vision is a big help for parents. When my children go to school, the schools tell me that they are great students. The parent workshops are lovely and the psychologist gives good advice- such as the duty of each of our children and their values. I've learned many things through the workshops."

**Mariela**  
Victor's Vision Parent



