

Annual Report

2018

Director's Welcome

Dearest Supporters,

First and foremost, thank you for your continued support of Victor's Vision. Nine years ago, I sat in the Villanova University library and set the goal of supporting students in Chulucanas, Peru to achieve their dreams. The following summer, I met a 10-year old girl in the community named Yakori. She was in fourth grade and was so excited to be part of our program. Every year that I've returned to Chulucanas since, Yakori has been one of the first students to find me and hug me. It has been amazing to see her grow into the kind, thoughtful, and driven young woman she is today.

Back in 2010, Yakori chose to join our program because she wanted a say in her future. She knew that education was the key, so she decided to put in three extra hours a day, five days a week for eight years with Victor's Vision to ensure that she'd be the first in her family to go to university. In March of 2018, Yakori, along with several of her classmates, accomplished that goal.

For so long, the goal of our students gaining university admittance seemed so far away. Now it is here and we are so proud and filled with joy to see the commitment of our team, our donors and our students paying off.

As I write this, a new class of 10-year old's is just getting started with Victor's Vision and a group of 17-year old's are vigorously studying as they round out their commitment with our program and prepare for their university entrance exams. Your continued support has allowed these students, and everyone in between, to continue to dream and pursue those dreams through education. Thank you for supporting Yakori and our many other students who are changing the education landscape in Chulucanas, Peru.

On behalf of the entire Victor's Vision family, we are so grateful for you.

Sincerely,

Emily Felsenthal
Executive Director



Yakori during her first year of Victor's Vision, 2011



Yakori & Emily during her last year of Victor's Vision, 2017

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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 preparation 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 resources, support and guidance, all children can achieve and succeed.

Fast Facts 2018

| | |
|--------------------------------|------------------------------------|
| Student enrollment | 70 |
| Local staff employed | 14 |
| Local community partnerships | 3 |
| Grade levels served | 4 th - 11 th |
| Average student: teacher ratio | 8:1 |
| Annual operating expenses | \$45,356 |
| Average cost per student | \$648 |
| Year of program establishment | 2009 |
| Year of US 501(c)(3) status | 2010 |

Core Programming



Academics

Victor's Vision (VV) starts working with students when they 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 2018 ranged from 6-13 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.



Over 60% of 6th grade students in the Piura region are at least one grade level behind in communication arts in school.

88% of 11th graders in Piura are performing below the basic level for their grade level in mathematics.

(UNICEF 2016)

Nutrition

In order to ensure that students receive the nutrients necessary to learn and grow, VV implemented a nutrition program in January 2011. A local certified nutritionist assists Victor's Vision by preparing and ensuring that every VV 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 2018. In 2018, our secondary-level students were also provided with an additional evening snack, as the older students typically work at Victor's Vision past 8pm. Thanks to the support of our on-site nutritionist, 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 2018, **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, domestic violence, 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, social conflicts, or the divorce of parents.

During the 2018 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 Piura, the capital city of the 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.



91% of Victor's Vision students had never traveled outside of Chulucanas when they joined the program.

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.

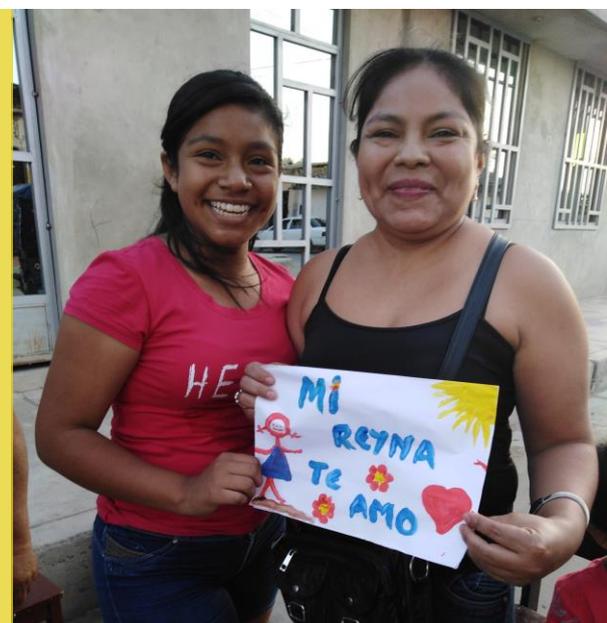
Why focus on parents?

In Chulucanas, many students drop out of school by the 6th 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.

24% of Victor's Vision families are single-parent households.

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.



University Achievement

In Peru, students graduate high school after 11th grade. With our first class of graduating students in at the end of 2017, 2018 marked the first year that VV graduates applied to university. In order to prepare students for their entrance exams, VV hosted its first “Academia”, a university exam prep-course, in January and February. All seven of the graduating students from the 2017 graduating class participated in the prep-course, as well as selected students from the 2018 graduating class in order to prepare one-year in advance of their graduation.

Three of our students were admitted to university on their first attempt and enrolled in university-level courses in March 2018:

- Josefa is studying accounting at the Universidad Nacional de Piura
- Yakori is studying nutrition at the Universidad Católica Chulucanas
- Thais is studying business administration at the Universidad Católica Chulucanas

Some of the remaining graduates plan to take the entrance exam again, while others are pursuing other career opportunities. One challenge that our students face is that due to the costs of university being out of reach, many of our students choose to only apply to the Universidad Nacional de Piura – a public university with no tuition fees, but also one of the most competitive universities in the country, with just a 9.7% acceptance rate in 2018.

In 2018, Victor's Vision started working with a local Peruvian organization, Ikigai Laboratorio Social, to investigate scholarship and other post-secondary school options to support our students in achieving their goals. At the end of 2018, 4 students of the 2018 graduating 11th grade class qualified to sit for the pre-qualification exam for Beca18, a national, full-tuition merit scholarship for low-income students.

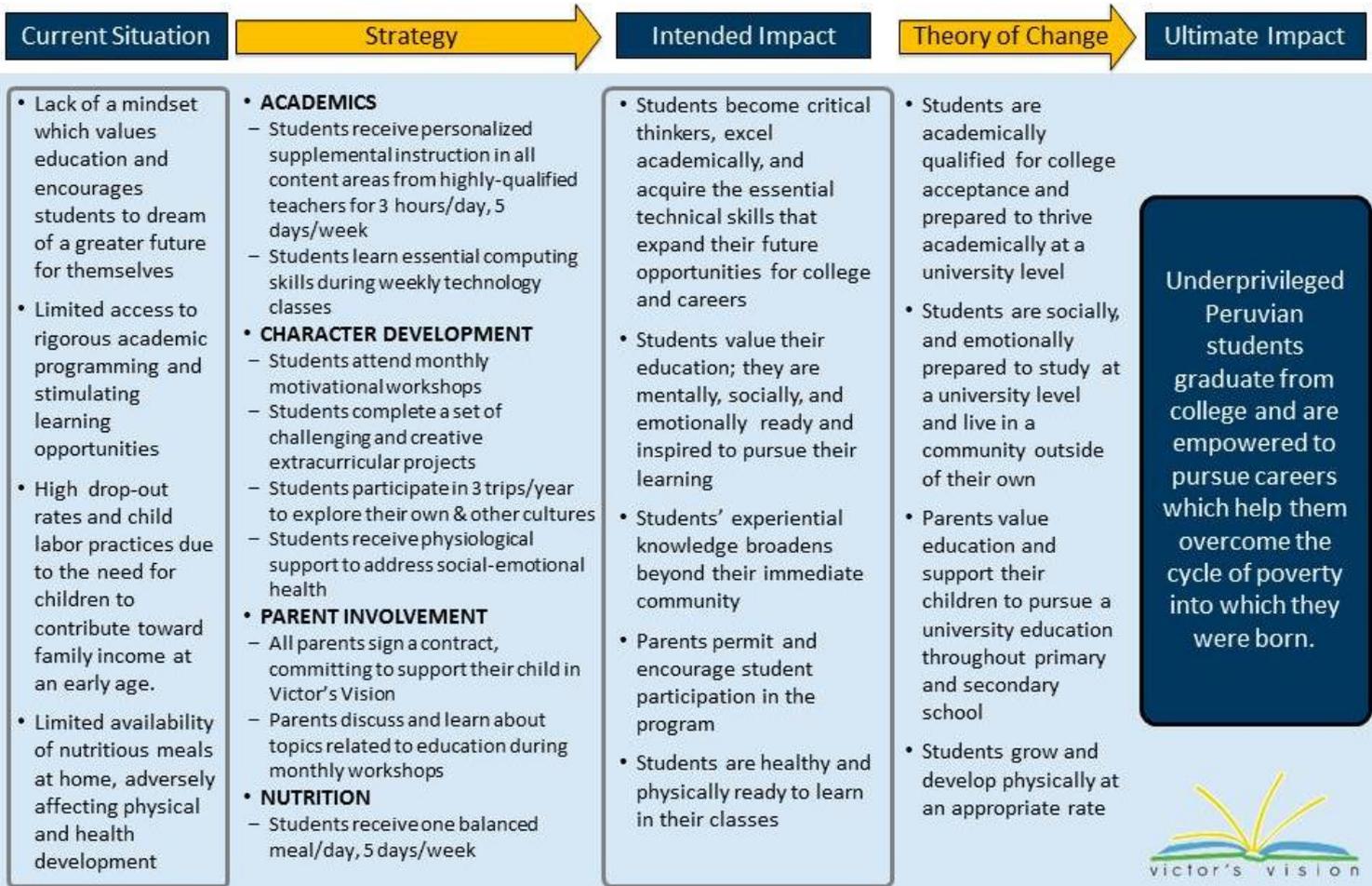
In rural parts of Piura, like Chulucanas, the university attendance rate stands at just **11%**.

(Unesco.com, 2016)

42% of Victor's Vision 2017 graduates were admitted to university on their first attempt.



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 th grade) | 63% |
| Students attaining a university degree | 11% |

Fast Facts:

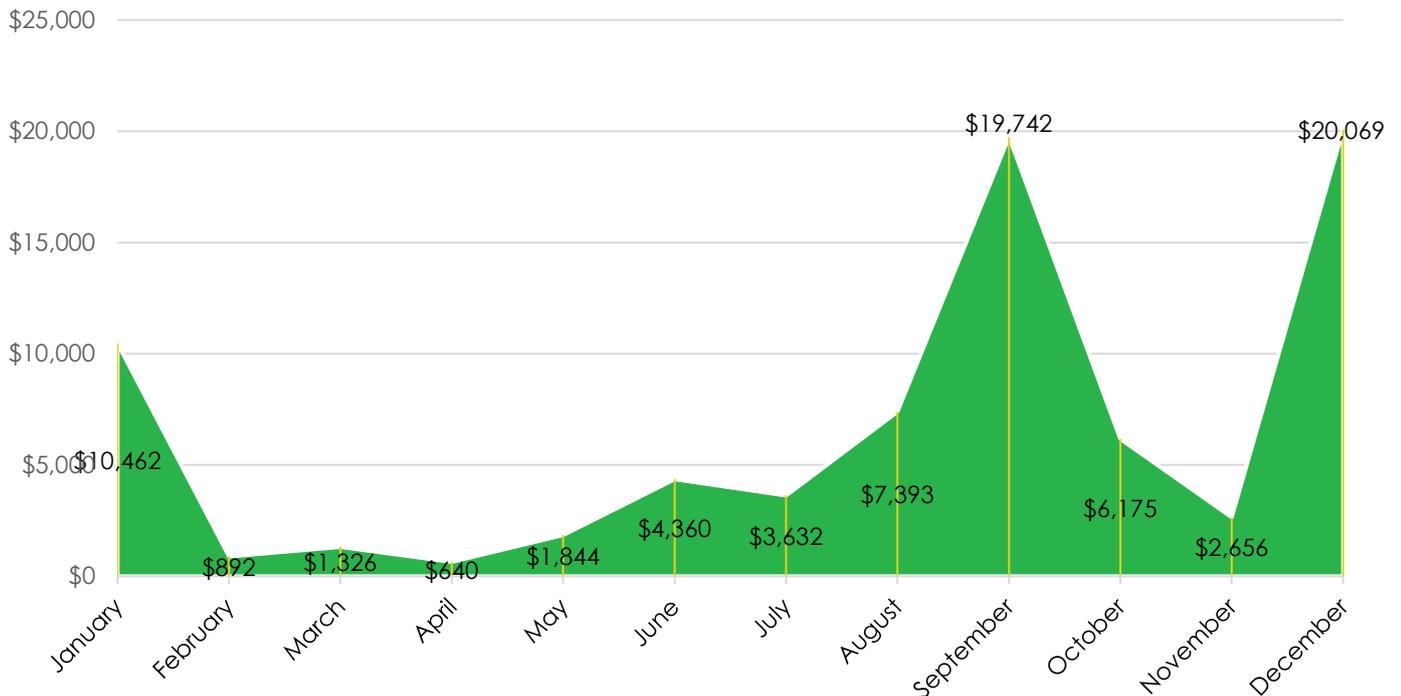
Victor's Vision Families

| | |
|---|------|
| Poverty Rate | 100% |
| Households with running water | 96% |
| Single-parent households | 24% |
| Number of families in professional careers | 6 |
| Percent of students with only one working parent | 71% |



2018 Revenue Summary

Total Revenue: \$79,191



In 2018, Victor's Vision secured a total of nearly \$80,000 in funding through three primary sources of income: private donations, partnership support, and fundraisers. Total revenue increased by 90.1% from 2017.

Organization Fundraisers

In 2018, Victor's Vision raised more than \$19,000 through our three annual fundraisers. Our inaugural Viva La Vision fundraiser raised over \$15,000 and donations earned from our College Decision Day and Giving Tuesday fundraisers raised nearly \$4,000 - nearly doubling what was raised in 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 2018, private donors funded 54% of the organization's revenue, which was about 37% less than 2017's revenue trends. This aligns with Victor's Vision's fundraising strategy to achieve more diversity in income streams.

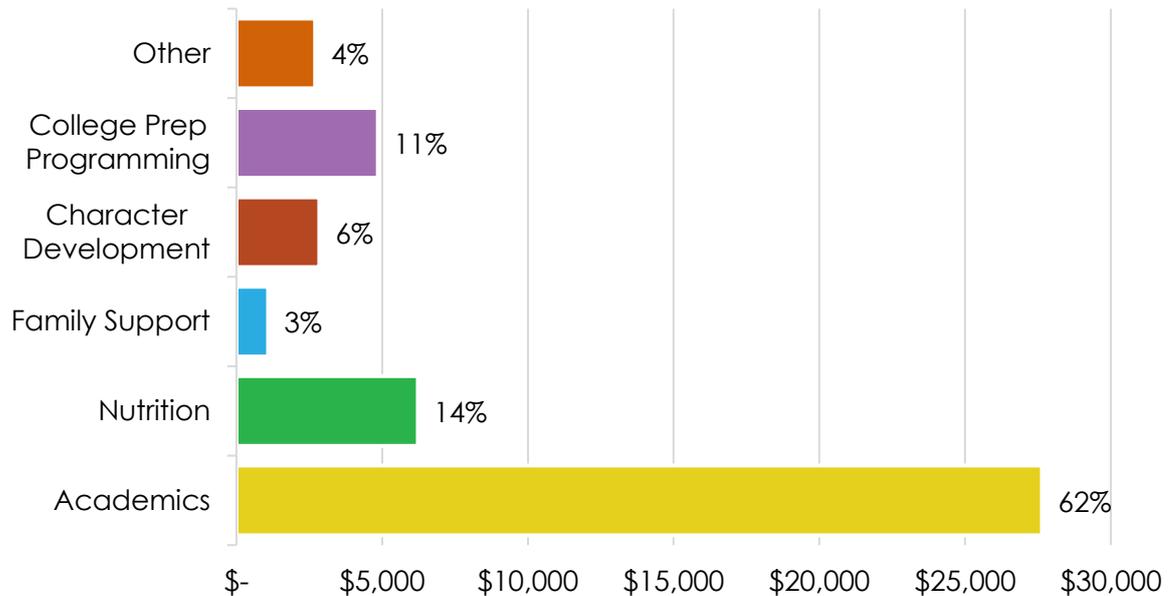
Partner Support

Victor's Vision earned \$5,200 in support from generous financial and matching partners including AmazonSmile, Network for Good, PayPal Charitable Fund, JP Morgan, McDonalds, AirProducts, and Warber Asset Management LLC. Total partner support in 2018 increased by 300% from 2017.

2018 Expense Summary

Total Expense: \$45,356

Cost per Student: \$648



In 2018, programming expenses totaled \$45,356 with an average cost of \$648 per student. Victor's Vision's expenses in 2018 increased by 20% from 2017 and average cost per student increased by \$110 from 2017.

Total academic spending increased by just 1.5% from 2017, but decreased to 62% of overall expenses (from 72% in 2017). Academic spending includes the cost of school supplies, teacher salaries, and the salary of our Country Director.

Victor's Vision increased its nutrition costs by 13%, spending over \$6000 on nutrition this year. Total spending on social emotional learning (character development) increased by just \$106. Social emotional learning as a percentage of overall spending represented 6% of total spending.

Spending on Family Support increased to just over \$1000 this year for the first time, up from \$611 in 2017. This funding allows our program to provide monthly parent workshops, celebrations and emergency support to Victor's Vision families.

Victor's Vision has 5 part-time staff based in the United States who are 100% volunteer-based. We are proud to say that nearly 100% of donations go directly towards funding our programming and empowering our students.

Testimonials

"I am grateful to Victor's Vision for supporting us every day and for giving us the motivation to move ahead. There are problems, yes, but every time there is a solution. We all have problems and we all have solutions."

Ariana

11th Grade Student
Student Council President 2018



"I feel divided about only having one year left of secondary school. On one side, I am nervous about my path and continuing this next part of my studies. On the other, I am very proud of what I have done and my parents are proud that I have accomplished this goal. They are very proud of what I have accomplished already, but they will be even more proud when I go to university and graduate. They want the same thing for my siblings."

Jhair

10th Grade Student
Student Council President 2019

"I like math and art in math, you can design new things and learn about numbers; – in art, you can create and do something more than you are. I come to Victor's Vision because it's an opportunity for me to improve my studies and qualifications and to learn new things. Victor's Vision is the best than that has happened in my life."

Estrellita

5th Grade Student

"The program is something beautiful that helps children and strengthens their studies. Our sons have changed emotionally, too – I see a difference because they are being taught a lot of things in addition to schoolwork, including working with the psychologist. I hope Victor's Vision continues forward for many years, it's a really beautiful program and on my part, I am very grateful."

Julio

Victor's Vision Parent



