



ANNUAL YEAR REPORT 2012

STICHTING WHY NOT



Kim van Nuenen

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Marloes Herber		Secretary
Catherine Karimi Murithi		Kenyan NGO-official

Preface

Another successful year has flown by and we now proudly present you the annual report of 2012. A report that displays the results and numbers that reflect the third year of work of foundation (stichting) Why Not in the field.

Again this year we were happily surprised to see all the support from so many people and organizations. We started the year with nearly €11,000,-, aiming to assist over a hundred children and their families in the Kisauni region. While assisting the children we also needed to focus on our different projects. We now have defined 6 successful and sustainable projects to help the children, parents and schools. Since Why Not was growing a lot, we also needed the manpower to keep the projects running. We had to invest in employees. Why Not's goal has been from the start to be an NGO for Kenyans and by Kenyans. And we're excited to share that since May 2012 all the fieldwork is independently done by our 7 Kenyan employees and volunteers!

This report will give insight in numbers and figures, but will also show you in a nutshell what Why Not has been doing when it comes to community work. Because besides assisting children in schools, Why Not has also managed to assist the needy children and families with physiotherapy, mobility aids, monthly medication, different empowerment projects, saving groups, improving schools and creating jobs.

Kim van Nuenen
Treasurer and program manager Netherlands

Contents

Organization details:	2
Preface.....	3
WHY NOT's target area	5
WHY NOT's passport	6
Name:	6
Objectives	6
Location:	6
Date of foundation:	6
Distinguishing features:.....	6
Mission	6
Vision	6
Strategy	6
Core Values.....	6
Description of the projects.....	7
Income and expenditure account for January - December 2012.....	8
1.1. Income and expenditure account	8
1.2. Explanation of the income and expenditure	10
Balance sheet as at 31 st December 2012	12
Goals.....	13
Goals per project for 2013:	13
Goals from 2012:	14

WHY NOT's target area

Why Not works in Kenya, a third world country in East Africa. The country had around 40 million inhabitants in 2011, of which approximately 4% is disabled.

The organization targets an area of several villages in the Kisauni district, in the Coast Province of Kenya. The area runs from Shanzu up to Bamburi, including the villages of Bamburi, Kiembeni, Maji Machafu, Majaoni, Mkoroshoni, Keroport, Mwembelegeza, Kidarajani, Shanzu en Utange. The area counts about 350.000 inhabitants. Living standards are considered semi primitive, the average income is under the poverty line (less than \$1,- per day).

Why Not has identified over 150 youngsters living with disabilities. The age group Why Not is directly assisting are children age 5-21 years. Others are being referred to partner organizations, governmental institutions and hospitals.



WHY NOT's passport

Objectives

- Offer assistance to children living with disabilities and their families
- Empower the families financially
- Create awareness

Mission

To integrate children into the communities they live in through education

Vision

Improving the self-efficacy of children with disabilities and their families by handing them skills and opportunities

Strategy

- Using the existing facilities in the area like schools and health facilities
- Working together with local NGO's and institutions
- Growth in assistance

Core Values

- Transparency
- Personal contact
- Empowerment
- Collaboration
- Enthusiasm

Name:

Foundation (Stichting) Why Not

Location:

Kapel-Avezaath, The Netherlands

Date of foundation:

13th July 2010

Distinguishing features:

- *Targeting 5-21 year old children living with disabilities*
- *Individual aid*

Description of the projects

Why Not has started the following projects for children with disabilities in the age of 5-21 years and their families:

WHY NOT... sponsor a child?

This program helps children with disabilities from the area of Kisauni district, Mombasa, go to a suitable school or training. At the end of 2011 Why Not is sponsoring 72 children in schools according to their abilities and wishes. This means some children are in a day school, others are in a boarding school or vocational facility. Some are in schools for children with special needs and others go to regular schools. 47 of these children have a sponsor parent. On the website (www.whynotkenya.org) people can choose a child to sponsor for 15 euro per month. With this money school fees are paid as well as uniforms, schools, school supplies, boarding requirements, diapers etc.

WHY NOT... get it tailor made?

This project is a shop run by older children with disabilities and with sewing skills and some of the parents. They sew the uniforms for all the children in the sponsor program and make other gifts and bags for sales. They are also providing their services of fixing/repairing and designing clothes to the community. Why Not provides the space and equipment. The accessories for sales are bought by Why Not and sold in Holland. The profit goes back to the foundation.

WHY NOT... give medical care?

Why Not assists the children when they have been hospitalized or need medication that is disability related. If there is a need for a mobility aid or an operation, Why Not assists in funds up to €250.-. Whenever the cost is much higher, Why Not does a specific fundraising for it. A Kenyan pediatrician has been assisting Why Not. Why Not works together with Medicare Clinic and provides monthly epilepsy medication for 35 children.

WHY NOT... support the family?

This is a project which will help the parents and older disabled children starting their own business and create a better financial situation at home by joining one of our 5 saving groups. A lot of mothers in these groups now make baskets and bags by hand out of old plastic bags. They sell these locally, but Why Not also buys them and sells them in The Netherlands. Again the profit of this green project goes back to the foundation.

WHY NOT... give guidance?

Every Thursday all the parents can come to Why Not's office for guidance and support. Why Not also provides speech therapy, weekly physio-/ occupational therapy, home visits, follow-ups at schools or doctors, basic school packages, assistance and advice in other matters like identity card or National Health Insurance Fund registration. For children under 5 years old Why Not registers them and offers them physiotherapy. They get a referral to different health institutions or partner organizations if needed and there is the possibility for parents of joining the microfinance program and other educational events.

Why Not... help out a school?

A lot of the schools that Why Not is working with need help. Some schools don't even have their own class room for the special needs children, others want to start an income generating activity but don't have the funds to start. Why Not tries to assist the schools.

Income and expenditure account for January - December 2012

1.1. Income and expenditure account

Income:	2012	2011
Donations by organisations	€ 12.556,02	€ 8.175,00
Expendable donations private individuals	€ 3.004,03	€ 4.131,43
Structural donations private individuals	€ 4.610,00	€ 2.000,00
Sales from Tailoring and Family project	€ 187,50	
Child sponsorships	€ 5.105,00	€ 3.380,00
<ul style="list-style-type: none"> • <i>Fund raising event Why Not Footgolf</i> • <i>Fund raising New York Marathon</i> • <i>Fund raising Boek voor Boek</i> 	<ul style="list-style-type: none"> € 770,00 € 100,00 € 3,66 	
Total Donations of events and activities	€ 873,66	€ 4.136,81
Refund of a deposit in 2011	€ 1.996,76	
Interest		€ 6,00
TOTAL:	€ 28.332,97	€ 21.829,24

Expenditures:	2012	2011
<u>Project costs</u>		
Fund raising event WHY NOT PARTY?!		-€ 64,80
Fieldworkers expenses	-€ 1.963,38	-€ 802,01
Fieldworkers salaries	-€ 6.055,56	
KRA, NSSF, NHIF	-€ 124,58	
Fieldtrips children Kenya	-€ 1.020,14	-€ 896,25
• <i>School fees</i>	-€ 5.553,48	
• <i>Medical costs</i>	-€ 2.402,23	
• <i>Epilepsy medication</i>	-€ 1.022,07	
• <i>Diapers</i>	-€ 1.109,99	
• <i>School packages</i>	-€ 1.645,02	
• <i>Special transport</i>	-€ 910,64	
Total childcosts (operations, medicines, school fees, etc)	-€ 12.643,43	-€ 7.181,02
Tailoring project	-€ 191,75	
Microfinance project (Group support and basket project)	-€ 439,07	-€ 41,98
Help out a school project (Kadziandani and Utange SU)	-€ 473,67	
Build of Why Not Office	-€ 33,52	-€ 1.221,66
<u>Managements costs</u>		
Website costs	-€ 85,68	-€ 561,71
Bank charges, transfer commissions and ATM charges	-€ 698,47	-€ 462,83
Administration costs	-€ 714,87	-€ 1.046,48
Postage and cargoes	-€ 159,38	-€ 21,65
Office supplies KE and NL	-€ 1.341,75	-€ 317,75
Management expenses (travel costs KE and NL, phone costs etc)	-€ 2.292,30	-€ 2.400,90
Accommodation expenses KE		-€ 2.029,33
Advertisement expenses	-€ 200,97	-€ 483,44
Staff training	-€ 20,95	-€ 31,08
Business gifts for other NGO's and sponsors	-€ 128,76	
Other		-€ 74,41
TOTAL:	-€ 28.588,23	-€ 17.637,30

Surplus for the Year 2012:

EUR -255,26

1.2. Explanation of the income and expenditure

1.2.1. Income explanation

Donations by organisations	<p>The organisations that have sponsored us in 2012 are:</p> <ul style="list-style-type: none"> • The foundation gets structural support through regular collections from the <u>church community of Kapel-Avezaath</u>. • The <u>Cambier van Nootenschool</u> sold a lot of things at their wintermarket. • Why Not received a donation from the reunion at the <u>Bohoeffer College</u>. • <u>SVT</u> organized a 'play jass-night' to raise funds. • <u>HTV Assumburg</u> raised funds for WHY NOT during a tennis tournament. • <u>Augustinus</u> donated an amount • <u>Calvijn College</u> had an action-day for the foundation. • <u>INHolland University</u> rewarded Why Not for teaching. • <u>Meijering Van Kleef Fiqc en van der Werf lawyers</u> sent us a big donation. <p>We are very grateful for all donations, big and small raised by the organisations that support WHY NOT.</p>
Expandable donations private individuals	<p>These are the many well-wishers that sent us one (or more) singular donation(s). This can be done by a single click on our website, or the old fashioned way through the bank. Thank you sponsors!</p>
Structural donations private individuals	<p>We have several well-wishers that send us a specific amount every month. We are happy with this commitment and support and hope you will stay with us in 2013.</p>
Sales from Tailoring and Microfinance project	<p>The older children and parents sew beautiful accessories for the foundation which are sold in the Netherlands. Also the parents in the microfinance groups make bags and baskets from plastic bags that the sell to the locals and to the foundation, so they can be bought in The Netherlands.</p>
Child sponsorships	<p>It is possible to sponsor a specific child into school and assist him/ her with the necessary medical attention and for example mobility aids. 'Sponsorparents' commit to pay an amount of money every month and receive a report with pictures and have contact moments twice a year. The sponsorparent is able to send his/her sponsor child mail or packages. This works as a valuable exchange for both parties. WHY NOT is delighted with these special relationships between sponsor and child.</p>
Donations of events and activities	<p>Why Not held several fundraising events in 2012. The rest is written under gifts from organisations.</p>
<ul style="list-style-type: none"> • Fund raising event WHY NOT FOOTGOLF 	<p><i>WHY NOT organised a soccer/golf event. It was a fun day of sports and meeting people.</i></p>
<ul style="list-style-type: none"> • Fund raising New York Marathon 	<p><i>With the walking challenge of Nijmegen still in the legs, founder Annemiek decided to take on an even bigger adventure training running the marathon of New York, together with Ernst-Jan. Doing this raised funds for WHY NOT.</i></p>
<ul style="list-style-type: none"> • Fund raising boek voor boek 	<p><i>People can give their old books to WHY NOT. We sell them online and the profit goes to the organisation. This is a new event that will hopefully keep on going for many years.</i></p>

1.2.2. Expenditure explanation

<u>Project costs</u>	
Fieldworkers expenses	<p>Fieldworkers are the Kenyan volunteers and employees that have been working for Why Not over the year. The travel expenses, phone costs etc they have had to make for the organization have been refunded.</p>
Fieldworkers salaries	<p>Since the beginning of 2012 we hired 4 people. 3 have a full-time contract and one works part-time.</p>
KRA, NSSF, NHIF	<p>These are the costs for the employees. Taxes, social security and hospital insurance.</p>

Fieldtrips children Kenya	Every school holiday Why Not takes all children and caretakers out on an educational and fun field trip. In 2012 we have organized a beach-outing in April and held an end-of-the-year-party in December.
Childcosts (operations, school fees, etc)	
• School fees	School fees for over 70 children at 19 different schools.
• Medical costs	Costs for medication, mobility aids, operations, hospital admissions, medications etc.
• Epilepsy medication	Monthly epilepsy medication for 35 children.
• Diapers	Monthly diapers for 19 children for them to be accepted in school.
• School packages	Books, pens, uniforms, shoes, backpacks, sheets, metal boxes. Alle the requirements for a child to be able to go to (boarding) school.
• Special transport	The Tom Mboya school for children with cerebral palsy asked a lot of extra money for the bus transport even though it hardly ever really picked up the kids. Why Not decided to pay for its own trustworthy transport. We rented a matatu.
Tailoring project	All the equipment needed in order to make the uniforms and the accessories. Like fabric, sewing utilities, etc.
Microfinance project	Why Not paid for the registration of the groups, bonuses and training/workshops.
Help out a school project	In 2012 Why Not helped two schools and with this an additional 50 kids. We helped the Utange primary school's special unit by giving each child a school package. Uniforms, shoes, books etc. We also assisted the Kadziandani school. We renewed the floor and door of the special unit, gave them new furniture and school packages for all the children.
Build of Why Not Office	After meeting in a local shelter in the community Why Not needed her own space and roof for privacy, effective meetings and document storage. We helped finishing an office and shop for one of the beneficiaries and are rent-free until March 2013. We had our logo and name painted on in 2012.
<u>Managements costs</u>	<i>Costs made by the management of WHY NOT that are necessary to run the project and make it more sustainable for the future.</i>
Website and internet costs	Domain registration www.whynotkenya.org
Bank charges, transfer commissions and ATM charges	Structural bank charges.
Administration costs	Costs necessary for registration as an NGO in Kenya, notary costs, hiring a lawyer etc.
Postage and cargoes	Costs of sending official documents by courier between the Netherlands and Kenya.
Office supplies KE and NL	Costs of our Kenyan postal address, sending letters, drinking water, printing, internet etc.
Management expenses	Total amount of expenses by the 3 board members/managers. Phone costs, travelling costs within The Netherlands and Kenya and one flight ticket for board member Kim to teach the fieldworkers about administration and computers before they could be independent.
Advertisement expenses	These are costs for publicity creators such as: T-shirts for sport events, folders, flyers, letters to sponsors and business cards.
Staff training	Why Not strives for better quality in both our management tasks and the project tasks. Kim bought a book on accounting.
Business gifts for other NGO's and sponsors	Gifts/cards for sponsors and money we gave to another good cause such as the foundation for spinal and hydro functions in Kenya.

Balance sheet as at 31st December 2012

#	Assets (activa)	31st December 2012	31st December 2011
	<u>Current assets (vlottende activa)</u>		
	Inventory		
	Balance at bank account NL	€ 3.214,49	€ 2.911,89
	Balance at savings account	€ 7.000,00	€ 8.000,00
	Interest		€ 6,00
	Balance at bank account KE	€ 105,42	
	Cash in hand KE	€ 336,72	
	<u>Total assets:</u>	<u>€ 10.656,63</u>	<u>€ 10.917,89</u>

#	Reserves and liabilities (passiva)	31st December 2012	31st December 2011
	<u>Capital and reserves (eigen vermogen)</u>		
	Accumulated fund	€ 10.656,63	€ 10.917,89
	<u>Current liabilities (overige passiva)</u>		
	<u>Total Reserves and Liabilities:</u>	<u>€ 10.656,63</u>	<u>€ 10.917,89</u>

Goals

As a young organization it is very important to look into the near future and be ambitious and focused without overshooting your mark. After a good start in 2011 and a successful 2012, we are looking forward to the near future in which we are planning to accomplish the following goals:

Goals per project for 2013:

Why Not... Sponsor a child?

- In 2013 at least 100 children will be enrolled in school.
- In 2013 at least 50% of the school going children will be sponsored by sponsor parents.

Why Not... Give medical care?

- In 2013 all children get the medical care they need. This would be in the form of medication, therapy, surgery, walking aids etc. With this medical care we intend help to (partially) reduce/remove the handicap and to make daily life easier for the child. For medical care with costs over 250 euro, we find a sponsor.

Why Not... Help out a school?

- In 2013 Why Not helps 2 schools that Why Not collaborates with to improve the facilities and/or the quality of education.

Why Not... Support the family?

- In 2013 50% of the people within the 6 saving groups have an income and they are saving as agreed upon.
- Children who will be over 21 in 2013 are placed in one of the saving groups.

Why Not... Get it tailor-made?

- In 2013 accessories are made and sent to Holland on a regular bases.
- In 2013 Why Not will have a working online web shop to sell the accessories.

Why Not... Give guidance?

- 90% of the parents are showing their commitment to Why Not as agreed and recorded in the Why Not –parent-contract.
- Why Not buys a piece of land where Why Not can build a bigger office and an activity hall.

Goals from 2012:

These are the goals we stated for 2012. The status is written and explained under every goal.

- **Buy a piece of land where Why Not can build a bigger office and activity hall**

Status: **Partially achieved.**

Because of the crisis and the high land prices, we decided to keep looking but not to buy anything just yet. Instead we found a church hall that we could use for free for our gathering Thursdays. We also now have parent meetings spread over a couple of days, so the office doesn't get too crowded.

- **Work with a hundred families on a personal but professional level**

Status: **Achieved.**

We've managed to help over a hundred families last year. All the children got help in the form of education and/or medical care. Every child has an individual education plan where the situation, the next steps and the development are written and followed up on. All the children and parents are getting structural help.

- **Improve education/facilities in cooperation with the schools**

Status: **Achieved.**

We've helped two schools (Utange primary school and Kadziandani school) with school packages for all the children in the special units. At Kadziandani school we renovated and refurbished the building.

- **Get the registration as a Kenyan NGO done**

Status: **Achieved.**

In April 2012 we were officially registered as a Kenyan NGO.

- **Employ the fieldworkers**

Status: **Achieved.**

Since we were a Kenyan NGO, we were finally able to officially employ 4 of our fieldworkers.

- **Hand over the project to the local community, with only funding and coordination from the board.**

Status: **Achieved.**

Also since May 2012 the Kenyan fieldworkers have been doing all the fieldwork and the administration themselves. The board members are now mostly coordinating and supporting whenever needed.