



## **Financial Summary 2017**

Updated: January 23, 2018

## Financial Summary

### Management Team

Benjamin Honeycutt, **Executive Director**  
Connor Janzen, **Chief of Operations**  
Prof. Melissa Collum, **Director of**

### Humanitarian Projects

Abigail Schletzbaum, **Director of Relief Initiatives**

Garrett Wilkinson, **Director of Special Projects**

Natalie Chabot, **Director of Foreign Language Instruction**

Devin Canfield, **Director of University Projects**

**Industry - Non-Profit** (Global Education)

### Funds Raised:

2011: \$5,700  
2012: \$6,600  
2013: \$6,300  
2014: \$11,000  
2015: \$24,150  
2016: \$14,300  
2017: \$18,400

### Partner NGO Contributions:

\$28,000

### Total funds raised for Open World Cause projects:

\$114,450

### Projects Completed

#### Water filter distributions:

SAV School (Nepal)  
TriKA School (Nepal)  
HIP Academy (Kenya)  
NGN/Umbrella (Nepal)  
Vineland (Haiti)  
CPCS International (Nepal)

#### Internet access & laptop computers:

SAV School (Nepal)  
TriKA School (Nepal)  
HIP Academy (Kenya)

#### School construction funding:

TriKA School (Nepal)  
HIP Academy (Kenya)

#### School nutrition programs:

TriKA School (Nepal)  
HIP Academy (Kenya)

## Business Description

Today, education remains an inaccessible right for 72 million children around the world, while 783 million people also lack access to clean drinking water. Open World Cause is a non-profit organization that takes a curriculum-based approach to conferring these human rights. Supported financially by dozens of classrooms and schools representing thousands of students nationwide, Open World Cause finances the opening and initial sustenance of schools along with the distribution of water filtration systems in the nations of Nepal and Kenya. Recognizing the demand for both project-based learning and international exposure within primary and secondary schools, Open World Cause includes American classrooms in its development projects overseas in a way that is beneficial to the schools' curriculums, tapping into significant areas of funding that most of the non-profit industry has yet to attempt to access.

Since 2011, the Open World Cause has supported schools in three communities, aiding in providing access to education and technology for hundreds of students in Nepal and Kenya, and has led water filter distribution projects that have provided purified water access to approximately 1,000 people. In 2011, Open World Cause was sponsored by the Foundation of Leadership and Learning, a non-profit 501(c)3 in Hutchinson, Kansas, and in September 2015, the Open World Cause organized itself as an independent 501(c)3 nonprofit organization.

The Open World Cause operations as they relate to beneficiaries and donors can be described in the following steps:

1. Establish a partnership with an independently verified set of educators working to open a school in a less affluent setting overseas.
2. Finance laptops and internet access for the nascent school.
3. Establish partnerships with schools or individual classrooms in the United States interested in adding to their geography, history, or human rights curriculums.
4. Facilitate cross-cultural learning projects between the school abroad and schools in the United States, exposing the needs of the foreign school and its students.
5. Allow American schools and classrooms to participate in collaborative fundraising efforts to support these needs, i.e. school lunches, water filters, classroom supplies, etc.

This method, in conjunction with other fundraising activities (keynote and lecture engagements, private and corporate sponsorships, and professional partnerships), has successfully sustained the Open World Cause and its efforts since the organization's inception in 2011. Please see the sidebar for Open World Cause's completed projects, previous classroom partners, and other financial contributors within the education/nonprofit community.

## Project Details

SAV School (Bhaktapur, Nepal): Two laptops and 3 years of internet access

SAV School (Bhaktapur, Nepal): 33 .1 micron water filter kits

SAV School (Bhaktapur, Nepal): Classroom supplies

Next Generation Nepal Child-care Center (Kathmandu, Nepal): 6 .1 micron water filter kits

Umbrella Foundation Child-care Center (Kathmandu, Nepal): 7 .1 micron water filter kits

Child Protection Services International (Kathmandu, Nepal): 10 .1 micron water filter kits

Tripur Kinder Academy (Narayanpur, Nepal): Construction of a six classroom pre-school

Tripur Kinder Academy (Narayanpur, Nepal): 40 .1 micron water filter kits

Tripur Kinder Academy (Narayanpur, Nepal): Two laptops and two years of internet access

Tripur Kinder Academy (Narayanpur, Nepal): Permanent school lunch program—2,000 meals/month

HIP Academy (Mukuyuni, Kenya): Community water filter (.02 micron)

HIP Academy (Mukuyuni, Kenya): Sustainable gardens/architecture planning fees for new school

HIP Academy (Mukuyuni, Kenya): Sustainable gardens/architecture planning fees for new school

HIP Academy (Mukuyuni, Kenya): New washrooms with water collection and septic system for better sanitation and hygiene

**Total Cost of Projects Listed:**  
\$91,418

## Market

The past decade has seen a tremendous increase in the public's interest in global interconnectedness. As a result, there have been a variety of developments in the educational community within this area. Now more than ever, educational conferences like ISTE (International Society for Technology in Education) across the United States are incorporating pieces on international cross-cultural partnerships established through digital mediums (Doering and Veletsianos, 2008). These efforts are defined by the combination of technology with "adventure learning" and their standards for integration.

Meeting this demand, the Open World Cause has been hired by several conferences and schools around the nation. Interest in international partnerships has led to projects such as Skype Classroom, the Global Classroom Project, and many more collaborative efforts within primary and secondary education. Notably, Microsoft is now an active sponsor in bi-directional global educational partnerships. Although there isn't yet much research on the growing trend of interest in the internationalization of learning and philanthropy within primary and secondary education, the trend of this interest is evidenced by research on rates of international volunteering. Globally, the youth travel and tourism industry is growing, and higher education and volunteering represent the largest growth sectors (Ortega, 2012). Within sub-Saharan Africa, the youth travel market, including volunteer tourism (or voluntourism), is one of the fastest-growing tourism niches and offers potential for continued development. Estimates indicate more than 1.6 million annual volunteer tourists spend upwards of two billion dollars (\$USD) globally (Richards, 2015). The values American culture holds in regards to international philanthropy are of course now existent within the field of education. "Doing good" internationally is trendy, and the Open World Cause is one of the only organizations dedicated to involving their partnered classrooms in the decision-making, partnership-seeking and curriculum-developing capacities they sustain.

## References

- Doering, Aaron, and George Veletsianos. "Hybrid Online Education Identifying Integration Models Using Adventure Learning.." *Journal of Research on Technology in Education*, vol. 41, no. 1, 2008, pp. 23–41., doi:10.1080/15391523.2008.10782521.
- Ortega, Ulises. *Safe Travel Accommodation for Youth*. Staywyse Annual Report 2011-2012. 2012, Staywyse Annual Report 2011-2012, [issuu.com/ldaly/docs/2012\\_annual\\_report](http://issuu.com/ldaly/docs/2012_annual_report).
- Richards, Greg. *ATLAS cultural tourism research project: research report 2008-2013*. ATLAS Association for Tourism and Leisure Education and Research, 2015.

### **Organizational Partners:**

- ESSDACK (contractual, phased out)
- Symbaloo (non-contractual)
- Powerful Learning Practice (non-contractual)
- Edukado (non-contractual)
- Namri (non-contractual)
- Microsoft Education (non-contractual)

### **Total Funds Contributed from Educational/Non-profit Organizations:**

\$31,250

### **Speaking Engagements:**

DigitalLeaders Conference (Madison, IN)

eRevolution Conference (Evansville, IN)

Kansas State University Lecture (Manhattan, KS)

Podstock Conference: '12, '13, '14, '15 (Wichita, KS)

Ness City Professional Development Day - '17

Clinton Global Initiative Conference (Boston, MA) '17

NCSS Conference (San Francisco, CA) '17

### **Total Funds Raised Through Educational Community: \$60,100**

**\*\*Other funds raised came from private and corporate sponsorships.**

## **Financial Report - Fiscal Year 2017**

As a young organization, our financial disposition presents new challenges each year. Whether through partnerships or the direct support of our network, we always strive to seek and discover new channels for funding. 2017 was our first year as an organization seeking to expand both our financial means and ability to organize for the future - usually one comes ahead of the other.

To recap our goals at the start of this year, we transitioned from 2016 with \$4,600 to allocate excluding our emergency reserve fund of about \$500. With these numbers, we projected that we would end our year with about \$20,000 in total income.

In November of 2016, after learning that the HIP Academy was facing closure, we [agreed on a plan of action](#) with HIP Director Livingstone Kegode to raise funds that would keep HIP in operation. Based on the income levels of past years, partnerships and our expenses, we made a commitment to directly funding at least \$6,000 of the \$14,000 necessary to save HIP, while serving as a tax-deductible partner that could forward the remaining \$8,000 in designated donations from Livingstone's partners. This funding would be used to cover both new washrooms and classrooms for the HIP Academy, which many will recognize as our focus in 2017. In line with that focus, we made a similar goal to continue our relationship with Tripur Kinder Academy in Nepal, where we would still work to provide funding for its school lunch program. Speaking in loose terms, we not only met those goals, but have entered the next fiscal period with confidence about the future.

The following information will help you understand our income, expenses, donations and the breakdown of our funding distribution. This basic summary will demonstrate the course of our funding throughout the year, where we land for 2018, and what our goals will entail.

Please note that \* marked items will feature an explainer for clarification at the end of the section it falls within.

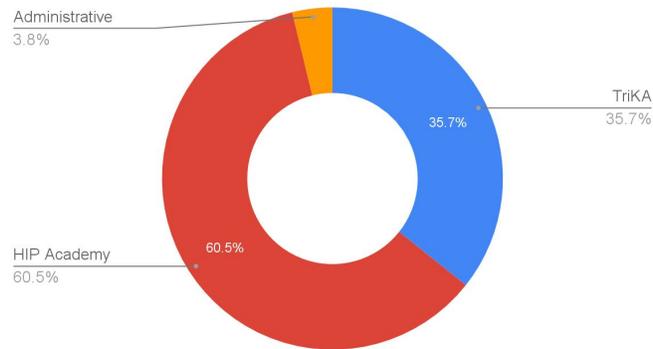
All amounts are written as USD (i.e. - \$0.00) currency data for the Open World Cause unless otherwise noted.

### **At a Glance**

Throughout the course of the year, we did tremendous work to create a higher influx of recurring individual donors to reduce our reliance on larger contributions. This follows our mission to establish grant funding and capacitive allowances for future expenses associated with overhead, travel coverage and staffing, though the latter is part of a long-term proposal.

In 2017, we were able to deliver nearly two-thirds of our available funds to HIP Academy in Kimilili, Kenya, in line with objectives for new construction at the school.

#### Available Funding Breakdown



An additional, smaller amount, was directed at providing technology and water filters during our trip to the school in May. The remainder of our funding went to sustaining our commitment to the school lunch program at TriKA in Nepal, in addition to helping with the delivery of new devices for use in the classroom during Kennedy Hackerott's stay on location in Nepal. We incurred small expenses as overhead in the form of our banking services, website framework and promotional items (t-shirts, pamphlets) that support our organization.

*The overall percentage of funds donated to causes was: 96.2% (\$19,212.28).*

#### Recurring Donations

We began pushing our recurring donations model more vigorously than before, where we sought consistency in our donations for reliable student sponsorship at our partnered schools. This program helped to create much of the success we saw in our funding trends for the end of the year, which contributed a sizeable percentage of monies to our programs.

*The percentage of donations which were recurring was: 14.3% (\$2,642)\*.*

*\*This total reflects only the flat donations, not the processing fees.*

#### HIP Academy, Kenya

HIP Academy ended 2016 with a goal to meet its ministry's new standards for educational facilities, both in the built environment and its own resources. After traveling to Kenya, Connor Janzen, Frederick Manzugu (HIP's administrator) and Albert Aluvisia (a Kimillili architect) discovered that more technically advanced washrooms would be necessary to meet Kenya's updated schoolgrounds standards. After getting confirmation and approval from Livingstone Kegode, Open World Cause transferred \$3,816 this July so that safe, sanitary washrooms could be constructed with a water collection and distribution system. The washrooms were built on flat ground and with equal accommodations for both boys and girls.

Individual water filtration systems, new technologies and school supplies were also delivered to the school physically by our travel team in May of 2017.

All told, the Open World Cause worked to raise over \$12,000 in funding for the school, which will begin construction following confirmation of the first wire transfer of \$7,160, initiated on December 27, 2017.

By February of 2018, thanks to donations from several partners, Open World Cause will transfer the final \$4,300 necessary to finish the new classroom construction and keep the HIP Academy open for the Kimilili community. In the end, we estimate that a total \$16,854.90 will have been raised and transferred to HIP in the campaign to save their school, with \$8,000 of direct funding coming from Open World Cause's fundraising efforts at home and through our campaign with Microsoft in Education.

*The total amount raised for and donated to HIP Academy was: **\$12,554.90.***

*The total amount that came from designated funds was: **\$6,154.50\***, making up **49%** of their total funding.*

*\*Designated funds account for donations that were made explicitly for this campaign, either through donation form comment on our website, or a direct memo.*

#### **(TriKA) Tripur Kinder Academy, Nepal**

We have sustained our school lunch programs in Nepal by maintaining a regular flow of funds dedicated to this purpose, in addition to what became possible through our student sponsorship program. In 2017, we exceeded \$7,000 in funding for TriKA while strategizing for our next initiatives with their school.

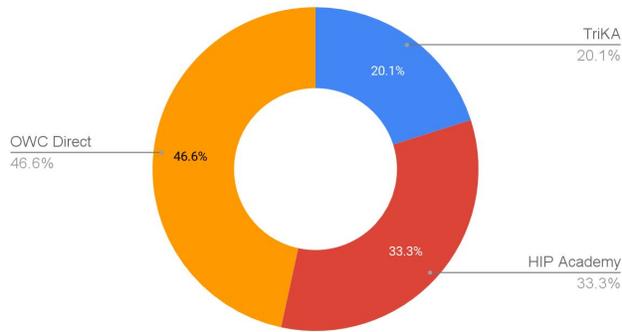
During the summer of 2017, Kennedy Hackerott (an associate of Open World Cause and colleague of Garrett Wilkinson) traveled to the Dang region with new interactive devices for use by both teachers and students at TriKA. Her travel did not incur expenses for the Open World Cause.

To further develop our program in Nepal, we will continue to pursue grant funding that covers future expenses involving larger, team-oriented trips similar to our most recent efforts in Kenya. Though we will pursue constant refinement in this area, we cannot currently guarantee zero-expense field work.

*The total amount raised for and donated to Tripur Kinder Academy was: **\$7,416.80.***

*The total amount that came from designated funds was: **\$3710.00\***, making up **50%** of their total funding.*

### Designated Funds



\*Designated funds account for donations that were made explicitly for this campaign, either through donation form comment on our website, or a direct memo.

### Totals and Closing Remarks

In 2016, we concluded the year with about \$4,600 to carry over into our efforts for 2017. While our total available income can be listed just north of \$23,000 because of the remaining 2016 funds, actual monies available to us in 2017 kept us just short of \$20,000 in new money for the organization at \$18,486.79. This total helps us eclipse 2016 by over \$4,000, while our recurring contributions and business partnerships will help carry 2018 to new heights. In 2018, our closing balance comes in at \$2,347.74 following a \$7,160 wire transfer for new classroom construction at HIP Academy.

### Financial Breakdown

Q1 (01/01-03/31) Income/Expense	Q2 (03/31-06/30) Income/Expense	Q3 (06/30-09/30) Income/Expense	Q4 (09/30-12/31) Income/Expense
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+\$3,511.80	+\$4,575.54	\$5,366.14	\$5,033.31
-\$2,706.28	-\$4,727.69	-\$4,057.57	-\$9,277.31

Administrative Expenses	Operating Expenses	Operating Income	End-of-Year Balance
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\$797.66	\$19,971.19	\$23,116.59*	\$2,347.74
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\*Total new monies for 2017 comes in at **\$18,486.79**, which excludes a carry-over balance from FY16 of \$4,629.80. The amount reflected as **\$23,116.59** includes that balance.

% of Income Donated	% of Income as Expense
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96.2%	3.8%
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% of Income to TriKA	% of Income to HIP
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35.7%	60.5%
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## **Emergency Funding Totals**

Since becoming established as a 501(c)3, the Open World Cause has kept funding in its savings account. This funding is separate from the checking account we operate from and is intended to be used in emergencies only. The savings account requires authorization from Open World Cause Board of Directors in order to proceed with use of the funds outside of the account. In May of 2017, our banking provider began charging a \$5 monthly service fee for us to maintain the account. Those fees and negligible interest payments served as the only transactions from that account during FY2017.

The closing total of our savings account for 2016 was \$545.10, while the closing amount following new service charges in 2017 is \$505.21.

This will be required to reflect our growth as an organization in 2018, and will require additional funding contributed to match our estimate of requiring at least \$1,500 for emergency purposes. Our intention is to increase this amount each year following 2018 by at least \$500, provided that we are not required to use the funds.

## **Goals for 2018**

Following our goals to continue both supporting our partners in Nepal and pursuing new construction in Kenya, our position for 2018 involves recentering our focus on expanding more opportunities to each community, respectively. As previously noted, we plan to begin this year by wiring the \$4,300 necessary to complete construction on the new classrooms for the HIP Academy. Once we have completed our cycle of funding for that project, we are ready to take on new, and perhaps unfamiliar, goals. 2018 will see us build on our financial and organizational capabilities by creating a more refined business model and manner of operating within our communities in a more balanced approach financially. While our team continues to grow and make that possibility more distinct, we are determined to ensure that our commitments and goals are seen through during that progression.

To start the year, we have a smaller carryover amount than the year previous at \$2,347.74, but have created more sustainable connections with individuals in our support network. Though we cannot single out specific donors, we want to note that each person who has donated is as crucial to this organization and its success as our own team's involvement. While we had over \$24,000 in donations in 2015, much of this came from one time partners and companies who were looking to provide assistance to Nepal after their devastating earthquake. We are now building back up to these numbers with more sustainability and consistency. We will now also seek new assistance from renewable grants and capacitive expense coverages to maintain our growth and ability to thrive in our market.

Thank you for your dedication to learning more about us, our means and channels of funding allocation. We hope that this package proves useful in answering your questions, but please feel free to reach us with additional inquiries at: [admin@openworldcause.org](mailto:admin@openworldcause.org).

A handwritten signature in black ink, appearing to read "Benjamin Honeycutt". The signature is fluid and cursive, with a prominent loop at the end.

Benjamin Honeycutt, Executive Director

A handwritten signature in black ink, appearing to read "Connor Janzen". The signature is cursive and somewhat stylized, with a large initial 'C'.

Connor Janzen, Chief of Operations