

# ANNUAL REPORT 2022



**ONE SKY**

for all children

*Seeing the potential in every child*



# OUR MISSION

*OneSky teaches communities and caregivers to provide nurturing responsive care and early education that unlocks the vast hidden potential in our world's vulnerable children.*



*With quality early care,  
all children can thrive,  
no matter the circumstances  
they are born to.*

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# LETTER FROM ONESKY

Dear OneSky Friends,

We are grateful to share with you stories of the young lives transformed by OneSky-trained caregivers in 2022. And we are grateful to you, our partners and supporters, for being as passionate as we are about serving vulnerable children in low-resourced communities in Asia.

Numbers tell an important story of growth and sustainability, and we highlight some of those figures in this report. In 2022 alone, we reached 54,500 children and trained more than 19,000 caregivers in mainland China, Vietnam, Mongolia and Hong Kong SAR. Since our founding in 1998, OneSky has benefited more than 286,000 orphaned, abandoned or displaced young children through our responsive care programs.

But even more important than numbers, are the stories and images of thriving children and engaged caregivers that we hear and see every day from the OneSky program teams. We share some of those in this report too, giving you a glimpse of the lives that have been touched by the generosity of OneSky supporters around the world.

We are also always thinking of the children we haven't yet reached. Urban migration, climate change, pandemics and other adversities hit them the hardest, not only because they lack resources, but because

many parents with young children have been forced to leave behind supportive communities to search for jobs in unfamiliar cities. We know that very young children who have access to well trained, responsive adult caregivers and safe and stimulating learning environments have a far better chance to weather some of these big world challenges than those who do not. We need to reach them, and with your continued support, we can.

In 2022, OneSky deepened our partnerships with governments, other nonprofits and funders. All, in different ways, bringing us closer to replicating the systems change that we've been able to support in mainland China, to Vietnam, Mongolia and Hong Kong SAR as well. We showcase several of those collaborations, each made possible through your generosity.

With gratitude,



**Stephen Chipman**  
*Interim Chairman*



**Morgan Lance**  
*CEO*



# OUR REACH

1998-2022

75,489 Caregivers Trained  
286,545 Children Reached

To attain our vision of a world where all young children have the opportunity to reach their full potential, we first demonstrate the power of our programs and build evidence that our work transforms young lives. With that foundation, we can move forward to support governments in creating quality systems of care in all of the geographies where we work.



In 2022

	Caregivers Trained	Children Reached
Mainland China	16,251	26,451
Vietnam	991	25,350
Hong Kong SAR	910	1,361
Mongolia	850	1,356



# DEMONSTRATING OUR WORK

Mainland China



We train caregivers in child welfare institutions to provide family-like care for vulnerable children.

Mongolia



We conduct family skills training at our Family Center and at local kindergartens to support young children and their families living in migrant communities.



The P. C. Lee OneSky Global Centre for Early Childhood Development provides family caregiver training and professional development opportunities, as well as a model safe space for children to learn and play.

Hong Kong SAR



We support families in industrial zones by training family caregivers and independent childcare providers at our Early Learning Center in Da Nang and in four other provinces.

Vietnam



# FORGING PARTNERSHIPS



AT ONESKY FOR ALL CHILDREN, FORMING COLLABORATIVE PARTNERSHIPS ON BEHALF OF VULNERABLE CHILDREN IN ASIA IS AT THE CORE OF EVERYTHING WE DO.

At the request of the **Chinese government**, we led national and provincial-level discussions on special needs education for orphaned children. We assessed children in welfare institutions to determine the best placement option for each child: adoption, foster care through our Family Village Program, or family-like care with the institutions in cases of children with severe medical needs.

In partnership with the **Ministry of Education and Training (MOET)** in Vietnam, OneSky co-led a working group of early childhood development experts across research, academia and government sectors to develop the national guidance and curriculum for early childhood education in independent childcare centers. Having completed that process, we are pleased to note that more than half of Vietnam's national curriculum for childcare providers is now based on OneSky's Approach. We also reached 80 childcare providers in Ho Chi Minh City through our first collaboration in Vietnam with another non-governmental organization (NGO), Planète Enfants & Développement, by conducting trainings for our NGO partner and providing technical support, monitoring and coaching of their training staff.

The **Minister of Education and Science in Mongolia** visited the OneSky Family Center for the first time, allowing our team to showcase OneSky's Approach and discuss the need for our Family Skills Training across Ulaanbaatar's sprawling ger districts. Following that visit, we agreed with the Ministry of Labor and Social Protection to support the creating of new national guidance on childcare.

**The P. C. Lee OneSky Global Centre for Early Childhood Development in Hong Kong** further established itself as a safe space for local children and families in need of a place to play and learn. With the support of the Chow Tai Fook Charity Foundation, we launched a Community Hub within the Centre to provide learning activities, parent training, outreach services, child health seminars and more. Going forward, we plan to expand our geographic reach through partnerships to benefit more families with young children in need of our services.



# BUILDING COMMUNITY



ONESKY'S TEAMS IN ASIA BECOME A VITAL PART OF THE COMMUNITIES WHERE WE WORK.

**In China**, OneSky supported the government in implementing the Family First initiative by training and supporting welfare institution staff to more swiftly evaluate and place children into adoptive or foster families. Since its launch, 164 children from 43 institutions have been moved into families whose adult caregivers have been trained by OneSky.

At our **Early Learning Center in Vietnam**, our team supports the entire community during times of crisis. In October, a severe storm and landslide displaced many families and children in our area. The Early Learning Center, itself, flooded, causing damage and the center's closure. Thankfully, the generosity of local volunteers and our global supporters allowed us to restore operations within a few days, enabling us to provide shelter, food, clothing and school materials to those in need.

**In Mongolia**, we completed six parent training cohorts at the OneSky Family Center. We also launched cooperative play care groups with parents and children to help build community among migrant families. And, to support play and learning at home, we provided educational kits with toys and books to 169 families.

In conjunction with the Yew Chung College of Early Childhood Education, the **OneSky Hong Kong team** organized a parent-child STEAM Carnival. More than 300 families joined the event, which was designed to teach adults responsive care through play.



# THRIVING CHILDREN



CONNECTION



TEAMWORK



PLAY



NURTURE



CREATIVITY



“

*Looking back on my life, I'm proud that I've achieved many ordinary things in which I find great meaning. And, I'm enormously indebted to OneSky for helping me to become a better and more loving caregiver.”*

*Zhang, a former child caregiver at a welfare institution in China*

## Mainland China



Zhang was just a teenager when she began working at a children's welfare institution in China in the late 1960s. Despite being so young, she longed to support the children who lived there and was warmly welcomed by the staff. They were impressed by her passion to care for the children. Zhang recently retired from working at the institution — and later, directly for OneSky — after an incredible 56 years!



## Hong Kong SAR

“

*Through our interactive training and workshops, we have built a platform for caregivers to support each other. Parents feel safe here and empowered to express themselves and, most importantly, they know that they are not alone.”*

*Ceci, a trainer at the P. C. Lee OneSky Global Centre for Early Childhood Development in Hong Kong*

At our Centre, parents receive training and gain skills to better communicate and respond to the needs of their children. They are also making connections with other parents who has similar challenges and stories. Our trainers play an active role in facilitating community building in our Centre.



Purevjav and her children are living in one of the poorest ger communities in Mongolia. But, thanks to OneSky's Family Center, our Trainers and Family Mentors are teaching parents like Purevjav how to provide loving responsive care so crucial to the development of vulnerable young children.

“

*Based on my learning, communication with my children has improved as well as my understanding of how to respond to their needs.”*

*Purevjav, a graduate of OneSky's Family Skills Training course in Mongolia*

## Mongolia



Purevjav (in teal) graduated from the 18-week training



## Vietnam

“

*Without the support of the wonderful community that you've built, I don't know how I could have overcome the toughest years of my life or what would have become of my son.”*

*Thao, mother of a little boy who attends the Early Learning Center in Vietnam*

Thao is a single mother who works long shifts at a local factory to care for her son and ailing father. She could barely make ends meet and was unable to afford quality daycare before getting into the Center. Now, her son is thriving and she can relax, knowing he is safe and being cared for while she works.



*We would like to extend heartfelt thanks to all of our corporate and foundation partners for providing significant financial and in-kind contributions. This crucial support is invaluable in our work to improve opportunities for vulnerable young children.*

Ardian	Grand Challenges Canada
Asia Alternatives Management LLC	Half the Sky Canada
Asia Miles Limited	Hawk Rock Foundation
Avery Dennison Asia Pacific	Help For Children
Bainum Family Foundation	Hong Kong Indian Women's Club
Barclays Capital Asia Limited	Hongkong Land Limited
Bill and Melinda Gates Employee Match Program	Impact Products Ltd.
Capital International, Inc.	The Kwok Foundation
The Capital Group Companies Charitable Foundation	Local Independent Charities of America
Chen Yang Foo Oi Foundation Limited	Lorinet Foundation
Chow Tai Fook Charity Foundation	MacArthur Foundation
Como Foundation	Marstine Family Foundation
Dalio Foundation, Inc.	New Zealand Embassy Fund
The D. H. Chen Foundation	Nomura
Dovetail Impact Foundation	One Voice Charitable Fund
DZ Trading Ltd.	Skymax Garment Limited
Freshfields Bruckhaus Deringer Hong Kong	SophiaGrace Foundation
Generali	Storehouse Foundation
Girls Rights Project	Tan Chin Tuan Foundation
Global Embassy	Skoll Foundation
Golden Burger (Macau) Food Company Limited	The Space Art Gallery
	Tony and Kyra Rogers Foundation
	Weyerhaeuser Family Foundation, Inc.



## Nomura : A Funder and Community Partner

In Vietnam, more than one million young children of migrant workers lack access to quality childcare and early education. It's a sobering statistic that Nomura, a global financial services group with offices in over 30 countries and regions (including Vietnam), wants to help change.

In Asia ex-Japan, Nomura's corporate giving strategy focuses on supporting disadvantaged preschool children to develop a solid and broad foundation for lifelong learning and social and emotional well-being. In October 2022, Nomura made a generous grant to the OneSky program in Vietnam.

"When we asked expert funders to recommend organizations focused on quality early childhood education and care, OneSky's name kept coming up. As one of the few international non-profits working exclusively in this space, its strong track record shone through," said Nomura's Head of Corporate Citizenship, Asia ex-Japan, Joanne Braithwaite. "We hope to encourage more corporate funders to support organizations like OneSky across the region."

Through our Independent Childcare Provider Training Program, OneSky trains hundreds of childcare providers, impacting thousands of children. Going forward, by working with the government, we plan to scale our reach across Vietnam.

The OneSky Early Learning Center (ELC) in Da Nang's Hoa Khanh Industrial Park serves as a national training and demonstration center for quality early childhood education and provides daily care to more than 250 children of migrant factory workers. The Center also hosts government officials interested in learning about our approach.

Now, with Nomura's funding, our pioneering efforts in training Vietnam's independent childcare providers as well as the services offered at our ELC can continue to grow. "Partnerships like Nomura's offer OneSky the long-term support that helps us to plan with vision and scale at pace," said Natalie Campion, OneSky's Head of Global Partnerships.

Along with corporate grant-making, Nomura also provides employees with opportunities to volunteer their time, experience, and skills in support of charitable causes they are passionate about. With that culture of giving back, Nomura volunteers were able to visit the children at the ELC in Vietnam. And, to benefit the children we serve in the Sham Shui Po district of Hong Kong, Nomura employees volunteered at OneSky Hong Kong's annual family hike, Christmas party, and STEAM fun fair.

For more information about Nomura, go to [nomura.com](https://nomura.com).



## STEPHEN CHIPMAN

*Interim Chairman of the Board*

Former CEO  
Grant Thornton

## RANDY C. BELCHER

Co-Founder, Partner  
Disability Impact Fund

## DEANNE BEVAN

Former CEO  
Half the Sky Australia

## JENNY BOWEN

*Secretary of the Board*

Founder  
OneSky for all children

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*Chair of the Board Audit Committee*

Chairman  
Mandarin Shipping Limited

## DANA JOHNSON, MD, PHD

*Chair of the Board Programs Committee*

Professor Department of Pediatrics  
University of Minnesota

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*Chair of the Board Development Committee*

Co-Founder and Managing Partner  
Asia Alternatives

## LISA NORTON

*Chair of Board Governance Committee*

Law office of Lisa Norton LLC

## MELVYN PUN

CEO  
Yoma Strategic

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Senior Advisor  
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## RASHEED SHROFF

Founder and Owner  
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## F. CHAPMAN TAYLOR

*Chair of the Board Finance Committee*

Senior Vice President  
Capital Research International

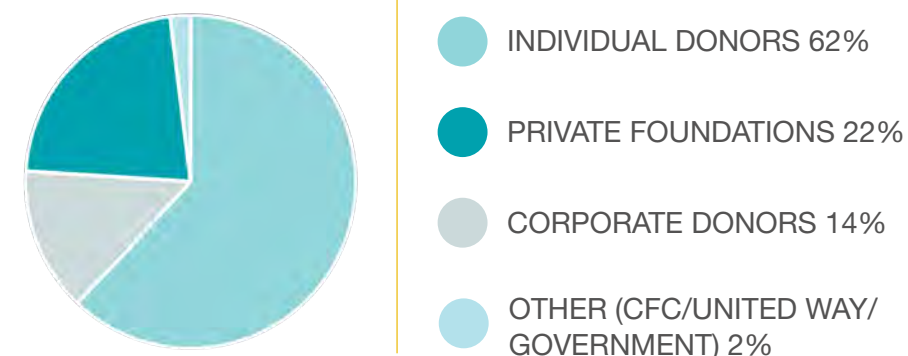
## RACHEL XING

CEO  
Chunhui Children's Foundation

## ZILI ZHANG

Founder and Managing Director  
Summitview Capital Management Ltd.

## INCOME BY SOURCE (FY2022)



## EXPENDITURE BY SOURCE (FY2022)



*OneSky has consistently been recognized for exceptional fiscal responsibility and transparency.*



In 2022, thanks to the ongoing support of our individual donors, foundations and corporate funders, we received a total revenue of \$5.9 million: \$3.7 million from individuals, \$1.3 million from foundations, and \$0.9 million from corporations. OneSky's revenue was negatively impacted by the Covid pandemic and its effects on corporate, foundation and individual donors. Faced with a challenging economy, corporations and foundations were reshaping their philanthropic plans, and major donors were shifting their giving strategies, resulting in a 37 percent decrease in revenue from the previous year.

We continue to ensure that the funds we raise are used most effectively aligned with our mission. Our total expenditure in 2022 was \$7.8 million, a decrease of 9 percent from 2021. We are pleased to report that \$6 million was spent on program services—78 percent of our total expenditure.

At the close of 2022, we held \$4.9 million in net assets, which allowed us to accommodate the temporary fluctuations in donation income and continue to invest in our programs.

## Income and Expenditure

	2022	2021
Revenues, gains and other support:		
Contributions	\$ 5,652,623	\$ 8,871,739
Contributed services and materials	205,934	178,703
Merchandise sales	3,325	100
Other income	78,999	320,156
Total revenues, gains and other support	5,940,881	9,370,698
Expenses:		
Program services	6,022,160	6,647,820
Fundraising	887,478	916,792
Merchandise costs	1,440	-
Management and general	850,702	972,039
Total expenses	7,761,780	8,536,651
Change in net assets	(1,820,899)	834,047
Net assets, beginning of year	6,710,606	5,876,559
Net assets, end of year	\$ 4,889,707	\$ 6,710,606

## Financial Position

	2022	2021
<b>ASSETS:</b>		
Cash and cash equivalents	\$ 3,768,993	\$ 4,894,271
Pledges receivable, net	228,286	265,417
Other receivables	3,026	4,085
Prepaid program expenses	86,755	107,947
Inventory	7,617	8,107
Property and equipment, net	1,184,125	1,777,353
Right of use asset	930,414	-
Deposits	143,503	145,203
Total assets	\$ 6,352,719	\$ 7,202,383
<b>LIABILITIES AND NET ASSETS</b>		
Liabilities:		
Accounts payable	\$329,736	\$349,355
Accrued expenses	134,674	142,422
Lease liability	979,922	-
Deferred income	18,680	-
Total liabilities	\$ 1,463,012	\$ 491,777
Net assets:		
Without donor restrictions:	3,447,018	4,793,000
With donor restrictions	1,442,689	1,917,606
Total net assets	4,889,707	6,710,606
Total liabilities and net assets	\$ 6,352,719	\$ 7,202,383

These financial highlights are based on OneSky Foundation and Subsidiaries' financial accounts for the years ending December 31, 2022 and 2021.

The full audited financial statements by Crowe LLP are available [on our website](#).





*Seeing the potential in every child*

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[www.onesky.org](http://www.onesky.org)