



LORETO VIETNAM AUSTRALIA PROGRAM (LVAP)

CORPORATE ENGAGEMENT GUIDELINES

1. LVAP's Vision and Mission

Our Vision and Mission is to be a children-oriented future builder by providing sustainable means of educating and empowering underprivileged and disabled children, particularly those in the poorest, most remote regions in various provinces in Vietnam.

We set out to achieve this by providing self-sustainable infrastructure and programs to foster intellectual and social development in children. Our projects empower local communities and allow these communities to grow in a sustainable manner, without the need for ongoing assistance from LVAP.

2. What we do

We strive to achieve our Vision and Mission by focusing on two broad areas: Capital Projects and Educational/Access Support. Due to our limited resources, we rely on the hard work and dedication of our 'skeleton staff' to achieve LVAP's strategic objectives, namely, to provide access to education for the poorest children of Vietnam. We specifically work in Phu Yen, Tra Vinh, Tien Giang, An Giang, Ca Mau and Ho Chi Minh City.

2.1. Capital Projects

We undertake a range of capital projects in some of the most remote and disadvantaged areas of Vietnam by working with various community organisations. Following the completion of a project, it is handed over to a local partner to operate and maintain. These projects include the following:

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P.O. Box 715 Ho Chi Minh City, Vietnam - Phone: (84-8) 3910 6364 - Fax: (84-8) 3910 6811

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- 2.1.1. Construction and Equipping: Facilitating the building of schools and kindergartens, through funding and project management support, to provide a means for education from an early age.
- 2.1.2. Renovation/Resourcing/Embellishing: Taking dilapidated, dysfunctional and disadvantaged learning environments and transforming these into higher capacity, stimulating, motivating and equitable educational settings.
- 2.1.3. Friendly Libraries/Computer Rooms: Building libraries and computer rooms to complement deprived educational environments in order to promote development. Our libraries and computer rooms are then able to provide relevant and much needed curriculums and greater access to information and resources.
- 2.1.4. Hygienic Water/Sewerage Toilet Blocks: Building sewerage systems and toilet blocks at educational facilities to ensure the children's and the communities' health whilst providing a basis for the promotion of Health Education.

2.2. Educational / Access Support

Our educational and access support programs aim to provide access to educational facilities and the tools/resources necessary for children and teachers to derive the maximum benefit from the facilities. These projects include the following:

- 2.2.1. School Packs/Scholarships/Bikes & Helmets: Providing various means for better access to education. Donations are pooled into programs as 'Wheels for Education' where bikes and helmets are provided for children to travel to school. 'School Packs' provides children with school supplies and there are also various study scholarships. These programs help children and families to maintain a strong commitment towards education and regular attendance.
- 2.2.2. English Language Learning/Swimming Program for Vision-Impaired: Providing English classes and swimming lessons to help disadvantaged children achieve equal opportunities to maximise their potential in the form of ongoing educational and employment opportunities.
- 2.2.3. Vocational Training for Intellectually Challenged: Provision of training resources to support disadvantaged children by enhancing their grasp of life skills along with preparing them for job opportunities.

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3. **Beneficiaries and impact of LVAP's work**

Since 1997, LVAP and our partners have provided access to education for over 25,000 children who may not otherwise have had such opportunities due to extreme poverty.

By renovating and constructing educational facilities and providing the relevant tools and expertise, the LVAP has achieved:

- high levels of education in rural areas;
- increased engagement in education programs for children and families alike;
- significant reduction in the number of girls dropping out of school to support the household at home; and
- reduced migration to larger cities for educational and other purposes, thereby increasing the knowledge base and skill-set in rural communities.

By working with our partners in providing educational facilities throughout poor communities in Vietnam, there is a clear multiplier effect for community development. Individual families, hamlets, villages, towns and provinces have benefitted from the increased knowledge and engagement within their own communities with these new facilities and through our support and interaction. This is allowing these areas to grow sustainably and slowly rise above current poverty levels.

4. **Corporate Social Responsibility**

LVAP provides a reputable avenue for corporate partners to live the values outlined within their own Corporate Social Responsibility policies. Without such generous support, LVAP would not have been able to touch the lives of over 25,000 children, and counting.

Before partnering with a corporate group, there are a number of obstacles that LVAP faces, including:

- ensuring that LVAP and the corporate partners' goals of providing educational opportunities to the poorest children in Vietnam are mutually aligned;
- obtaining permission for field visits by corporate partners from the local authorities and the recipient body of LVAP's assistance; and
- the inability to schedule activities with children during weekdays, as is often requested by corporate partners, due to the overarching desire to ensure that the daily lives and routines of the children and communities remain constant and without major disruption from visiting delegations.

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5. **Partnering with LVAP**

5.1. *Why Choose Us?*

LVAP has a long standing history in Vietnam since 1997 and have worked with various corporate and community partners. We are committed to the development of Vietnamese children by providing self-sustainable educational and empowerment opportunities. Within a framework of community engagement, we aim to provide such opportunities to the poorest of the poor so that they too may become the future of Vietnam.

5.2. *Benefits to you*

Partnering with LVAP provides corporate groups the opportunity to engage with communities in need and invest in the future of Vietnam. Corporate partners are able to leverage the partnership to build an identity and reputation as a responsible and caring corporate citizen in this increasingly competitive and globalised market. We also provide opportunities for employees to contribute to the giving process as well as limited volunteering opportunities.

5.3. *Benefits to LVAP*

As the receiver of philanthropic funds, LVAP is able to fulfill its Vision and Mission.

6. **What LVAP seeks in a corporate partner**

LVAP sincerely values the expressions and desire by corporate groups to contribute to our programs. To ensure a successful partnership, we seek:

- support for and commitment to our Vision and Mission via a strategic alliance with LVAP; and
- genuine desire to support change by empowering disadvantaged children and local communities to promote long term growth and development.

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7. LVAP's expectations of corporate partners

- Respect for local customs, protocols, LVAP team's and partners' limited time and resources when it comes to engaging with LVAP's local partners including requirements for site visits.
- Respect for LVAP's overarching desire to ensure children who have been assisted by LVAP maintain an uninterrupted learning schedule.
- Compliance with all relevant Vietnamese laws and regulations for example as it pertains to official visits by foreigners and provision of professional expertise as in-kind support.

8. Corporate partners' expectations of Loreto

- Identification of projects suitable for the corporate partner.
- Delivery/completion of the agreed projects.
- Reports and communications as to the progress of the project and the outcomes following successful implementation.
- Formal recognition at the project site with an acknowledgement plaque of the corporate partner.
- Recognition by LVAP, including on LVAP's website and in bi-annual reviews.
- Representation and photo opportunities at the opening of the project including unveiling of the plaque at the opening ceremony. Please note local community regulations and the children's education schedule *can* restrict the availability of photo and marketing opportunities from time to time.

9. Considerations for corporate partners

We recommend that corporate partners consider our Vision and Mission statement to ensure mutually aligned strategic objectives (in particular, sections 4 to 8 above). Corporate partners should be aware of, and agree to respect the logistical and at times, human resource difficulties that arise when arranging site visits. Generally, only a small delegation can be accommodated at the 'Ground Breaking Ceremony' and the 'Opening

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Ceremony'. These ceremonies and other site visits are structured to cause minimal disruption to the children's education schedule and must be strictly adhered to.

10. **Opportunities for corporate engagement**

There are several key opportunities for corporate partners to engage with LVAP where LVAP needs to the most assistance.

10.1. Financial Support: This is the key to enabling LVAP to continue to change the lives of underprivileged children and communities as we have done since 1997. Financial support can be provided in the form of sponsoring or part sponsoring a specific capital project or, alternatively, supporting a cause or fund such as 'School Packs' or 'Wheels for Education'.

10.2. Volunteering: Given the nature of LVAP's projects, volunteer opportunities are very limited. Where these opportunities arise, they are ad hoc in nature and generally not recurring. Furthermore, they are most effective with volunteer individuals and not large groups. Due to strict adherence to local education provider policies, these ad hoc volunteering opportunities are generally restricted to weekend excursion assistance with children.

10.3. Pro Bono Services / Expertise: LVAP is constantly in need of expertise in a range of areas, including:

- marketing, fundraising and networking assistance;
- support and advice related to construction including engineering and architectural services as well as information seminars as to best practice and local compliance for capital works projects in education; and
- professional legal and accounting services to assist LVAP meet any related compliance requirements.

10.4. Gifts and in-kind donations: Whilst we appreciate in-kind donations, these donations can cause unviable logistical complications and we therefore request that these donations first be discussed with LVAP to determine the suitability of the gifts.

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11. **Corporate engagement request**

If you are interested in forming a strategic alliance with LVAP or providing support so that we can continue to educate the children of the future, please contact LVAP at info@loretovietnam.org with the subject heading *Corporate Partner Engagement Request*.

LVAP and over 25,000 children that we have assisted since 1997, sincerely thank you for your support.

“Lifting learners into the future”

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