



ANNUAL REPORT 2017

KKO – Khmer for Khmer Organisation



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Welcome!

A message from our founders Phary & Markus...

2017 was another busy year at KKO as we continued with our mission to provide education and training to those who need in most in the local area of Siem Reap in Cambodia. We faced fresh challenges to find suitable premises for our various projects as our property contracts came to an end, by the end of the year it was great to see that we'd settled in well to our new project home, for the OFF TRACK Tours and our Accessories Shop.

A highlight of the year was our staff retreat away trip. A chance to bring our whole team together, to reflect on our achievements and plan the future of KKO so that we can help even more young Cambodian's to help themselves to a better future.

We'd also like to take this opportunity to thank everybody that has supported the organisation over the past year; the dedication and determination of both the staff and volunteers along with the generosity of our donors, partners and customers are what enables us to improve the prospects of each person that we teach.

We look forward to another inspirational year in 2018.

Best Wishes,

Phary & Markus

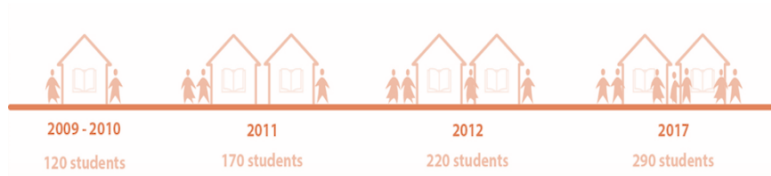
Executive Director & Co-Founders of KKO

About us

Founded in 2009 Khmer for Khmer Organisation is an NGO located in Siem Reap, Cambodia committed to providing children and young adults with free English education and vocational training.

The organisation was born as a result of co-founder Phary Moeun witnessing countless children eager to attend English classes at her school KTC, but were unable to afford the school fees. Without the facilities to offer free classes to so many students, she sought to find a way to provide these students with a free education that will provide a foundation for a more secure future. After discussing her idea with Markus Tigges, who fully supported the vision, Phary and Markus together founded KKO. A school that provides free education and vocational training to students who otherwise wouldn't have access to such opportunities.

Once the school was built in Chreav village around 4km outside of Siem Reap, the educational projects started in October 2010, and after the first year KKO enabled 120 students to attend free English lessons.



KKO has since expanded and adapted its range of education programs according to the needs of the local community and the available resources. Before the state schools offered them we provided computer training program and a kindergarten. Keen to also support older students who may have poor job prospects we set up a sewing and motorbike mechanic vocational training program.

OUR VISION

For all people in Cambodia gain the power to create opportunities for themselves and others to enable them to participate and contribute in all aspects of society.



OUR MISSION

To provide free and sustainable education and knowledge exchange, funded by our social enterprises.

"Our goal is to help Cambodia return to more prosperous times. High quality education, jobs which provide a living wage and communities where people participate in development are all essential stepping stones to a better future."

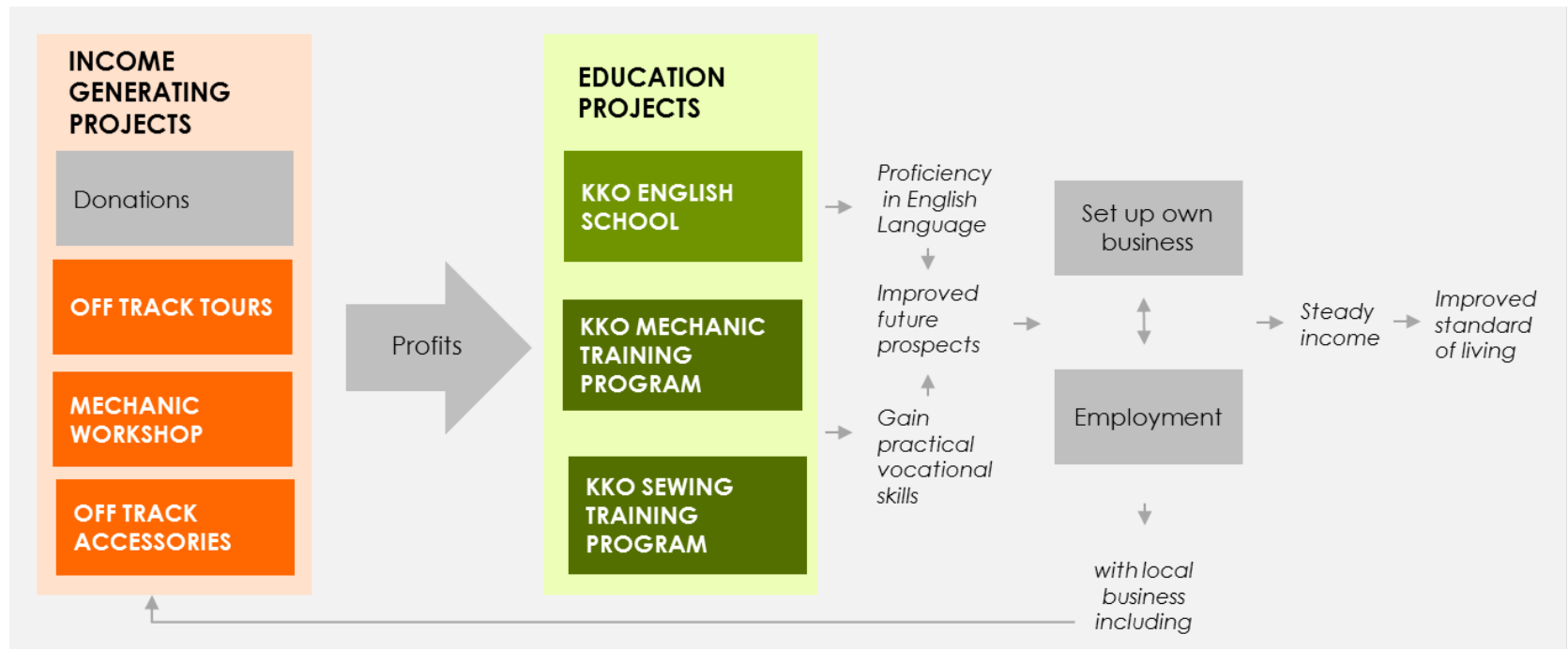
About us

Initially funded by grants and donations we wanted to find a way to generate our own income in order to guarantee the long term sustainability of our organisation. As a result the social enterprise KKO Tours was set up in 2011, providing guided bicycle tours of the world famous Angkor complex. 2016 the fair fashion Label OFF TRACK Accessories started. This has since developed into our OFF TRACK Label which comprises of :

OFF TRACK Tours – specialising in off the beaten track tours of Siem Reap
 OFF TRACK Accessories – a fashion label that produces accessories made from upcycled tires and tubes. The Accessories business has the added benefit of providing employment and training opportunities for graduates of the sewing school students.

100% of the profits from our OFF TRACK Social Enterprises are used to fund our KKO education programs and currently (2017) they cover 60% of our costs, with the remainder coming from donations.

Our long term goal is to become fully self funding by 2021. KKO stands for Khmer for Khmer Organisation because we believe in helping Cambodians to help themselves. Therefore our Social Enterprise model truly encompasses this ethos as our businesses provide employment and income to local Cambodian's whilst the profits are reinvested in the education of the future Cambodian generation.



Highlights from the year

This year we relocated a number of our projects to new locations as the places that we were using in town were no longer available to us.

- We renovated a property close to the volunteer's house to create a custom-built workshop for Off Track Accessories production. The seamstress's and volunteers have all settled in well and are enjoying the new bright and airy space to hand make plenty more of our products.
- We have also moved our OFF TRACK Tours office to combine it with the Accessories shop, allowing our tour customers to purchase our products during their tours.
- The mechanic workshop relocated from town to a new building on KKO's school's premises after our 5 year agreement in town came to an end.
- The sewing training has moved temporarily to a room in the KTC school (next door to Phary's home!) whilst we look for a more suitable permanent teaching space.



We were delighted to welcome our new long term volunteers from Germany who joined in July 2017: Franz, Solveig, Nora and Miguel providing wide ranging support for our organisation with skills in design, marketing and tourism.

A highlight of the year was our staff retreat and seminar in June. We travelled to the Monduliri province for four days to step away from our day to day roles in order to focus on the future plans of KKO and celebrate the hard work of the KKO team. It was a very productive and enjoyable few days of workshops, team building activities and meetings.

Highlights from the year

As always another key event of the year was the school's celebrations for the Khmer New Year. The school children put on a wonderful show of dancing and there was an awards ceremony to congratulate all our students that graduated from our English and training schools.

We continued to train and develop our staff in order to improve the quality of our teaching through a mix of formal and internal training. Our teachers attended CCC training about teaching methodologies and strategies. Richard, an experienced US qualified teacher trainer ran a teaching workshop.

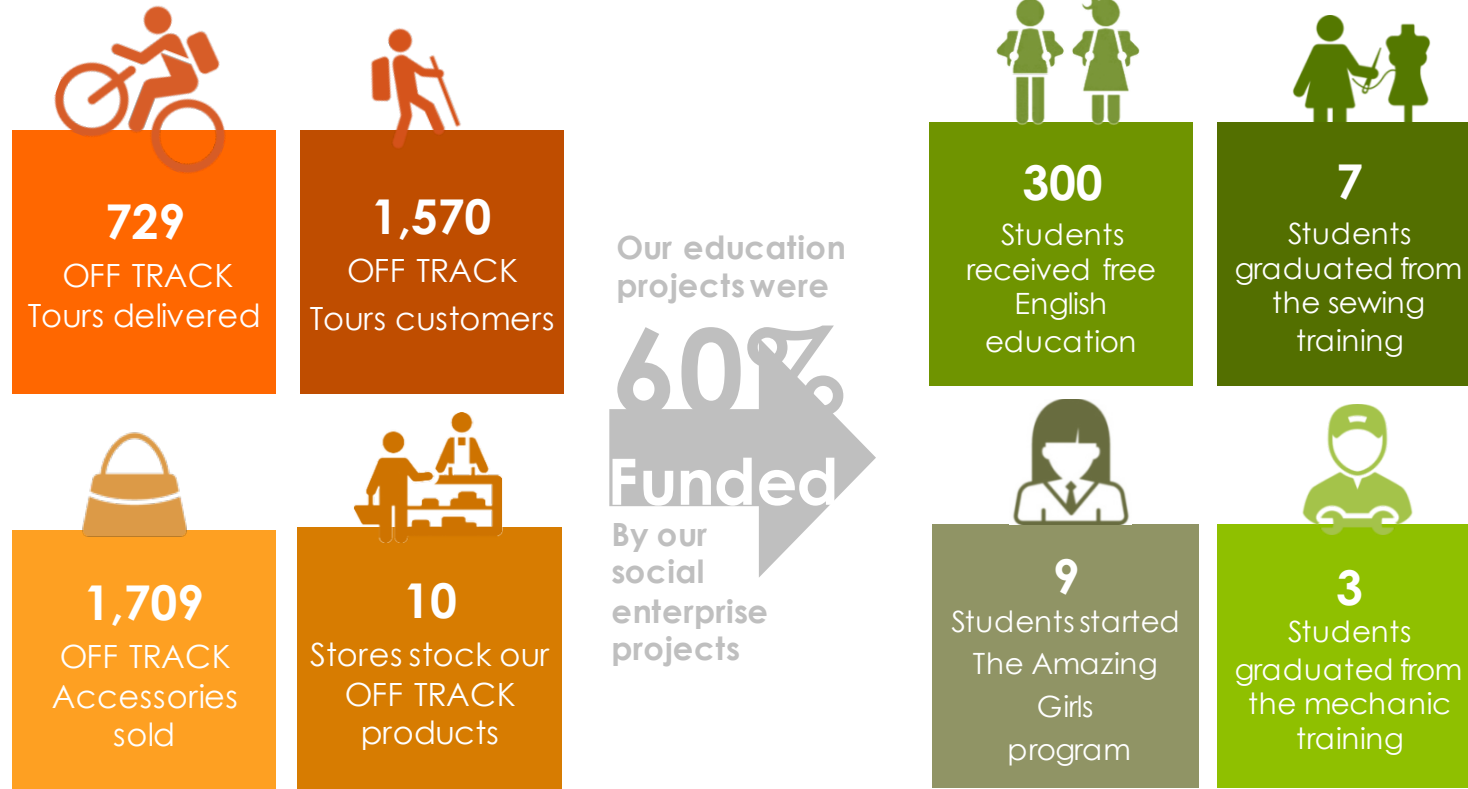
This year also saw us make great progress with our OFF TRACK Accessories business with our first full year of production and sales with the upcycled tyre and tube design range. By the end of 2017 we had sold 1,709 items and our products were being sold in 10 stores across Siem Reap.



We also showcased our accessories at Fair Friends exhibition in Germany and received excellent positive feedback, making way for potential export markets in the future.

We are proud to announce that we also introduced a new teaching programme at the end of 2017. The Amazing Girl programme run by the Successful School for Girls in the US is a coaching course for young girls to empower young females with the skills to take ownership of their future. Phary is currently delivering the course to the first cohort of 9 girls.

Impact in 2017



Personal Stories

Kimsey Saum – from sewing student to OFF TRACK Accessories production manager...

Kimsey was one of our first students who joined our sewing training programme in 2010. As a hard working student with an eye for detail, she successfully graduated from the sewing school with top marks, whilst also attending our English classes. Over the following two years Kimsey continued to gain further practical experience as she became the teaching assistant for the following new courses.

In 2014 she started together with a volunteer on the first recycling products as a seamstress making many of our products as the business was just in its early stages. As she continued to develop her skills and showcase her talents Kimsey was promoted to OFF TRACK Accessories Production Manager in 2016. She now leads our team of seamstresses and manages the whole production process from sourcing materials to supplying our stockists.



We are so proud to see how far Kimsey has come since her very first day at the sewing training class. Her confidence was grown immensely and she now benefits from a stable income as a result of employment with us. We hope she will continue to develop her role as our Social Enterprise expands.

Ta – from English Student to Mechanic Teacher

Before KKO was founded our co-founder Markus was sponsoring Ta to learn English at AEC and to attend a short course in mechanic training. Naturally once KKO was up and running Ta became one of the first students to join our Mechanic Training Program in 2011. After graduating from the program Ta continued to gain practical experience as our teaching assistant for the new training courses. Ta was then promoted to become our full time Mechanic Teacher in 2015.

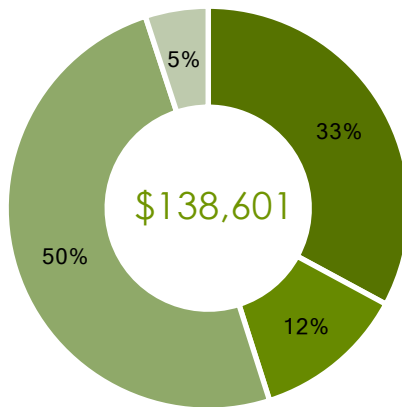


Kong Polin – English Student

Polin is 17 years old and started English classes at KKO 6 years ago. She is a very friendly and funny student. She is committed to learning and comes to school regularly. Now Polin is in the class of Pre-intermediate level and is quite good in speaking and writing. Polin wants to be an English teacher at state school in the future. She said she enjoys coming to KKO because she is able to study English and she has found new friends at KKO.

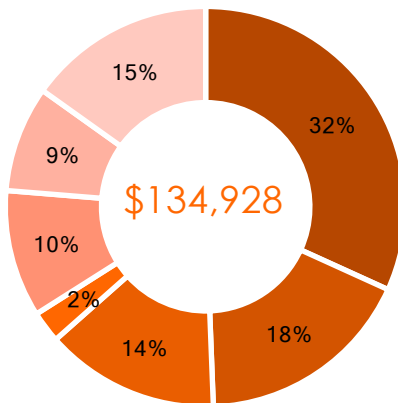
Financial Review

2017 Income



- Donations: \$45,577
- Off Track Accessories: \$16,908
- Off Track Tours: \$69,129
- Mechanic Workshop: \$6,987

2017 Expenditure

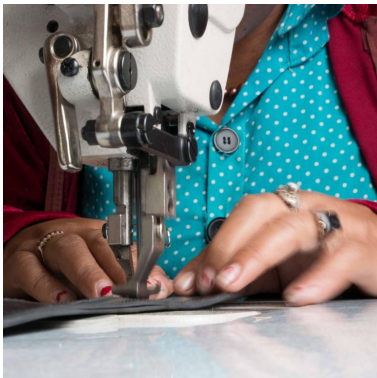


- Off Track Tours: \$42,886
- Off Track Accessories: \$23,751
- Mechanic Workshop & Training: \$18,999
- Sewing Training: \$3,439
- School: \$13,874
- School renovation cost: \$11,556
- Office: \$20,424

- Off Track Tours continued to be the main source of income in 2017 and after taking into account expenses, generated a profit of \$26,243 that was spent on our education programs.
- Off Track Accessories incurred significant costs this year as the fashion label was in the final stages of its transformation into an upcycled tyre and tube accessories business, and substantial investments were made to relaunch the brand.
- Off Track Accessories made a profit at the end of 2017 for the first time since its inception in 2016, proving the success of the new collection paving the way for a profitable year in 2018.
- Costs from the mechanic workshop and training programme continue to exceed the income generated from the mechanic workshop. Material costs are particularly high for this project and difficult to reduce. Therefore the future running of this project will be put on hold so that we can find a more sustainable way of funding it.
- It should be noted that other income items includes a substantial loan provided to KKO in order to bridge the income and expenditure gap in 2017.

Our priorities for 2018

- Our overall priority for 2018 is to become more financially stable so that we have sufficient long term funds to deliver our education projects.
- Due to gaps in our 2017 finances and to avoid further strain, we have made the difficult decision to temporarily stop our vocational training in the sewing and mechanic school.
- This year we will focus on our income generating projects ie Off Track Tours and Accessories as we aim to increase the profits of these social enterprises. This will enable us to reach our long term goal for our businesses to generate sufficient profits to fully fund our education projects.
- A key priority is to generate a profit for our Off Track Accessories business by putting into action our business plan. This includes increasing the number of stores stocking our products in Siem Reap and beyond whilst also improving productivity.
- We aim to accelerate the the number of customers joining our OFF TRACK Tours by introducing a new tour and significantly increasing our online and social media presence.
- Whilst we make steps to reach our self funding goal, in the short run we will also seek additional support from corporate donors in order to restart our vocational sewing training as soon as possible.
- The long term aim is for Off Track Accessories to fully fund the sewing school programme.
- We aim to restart the mechanic training in 3 years by 2021 as this is the most costly training programme.
- We will continue to provide the best possible English teaching to our students and welcome a new cohort of children to our school.
- We aim to improve the quality of the teaching through the regular training of our teachers and the provision of teaching materials.
- Our first cohort of girls will complete the first Level of the Amazing Girls Programme and the plan is for the best students to take over the running of the programme to next group of girls.



Partnerships & Supporters



Thank you to all our partner organisations and supporters that have so generously donated their time and funds to support KKO. We could not have done it without you.

Partner Organisations:

Globalteer
ConCERT Cambodia
Cambodia Volunteer Foundation
CCC
Siem Reap NGO Network
GIZ
VJF
Friedenskinder
AAC

Board Members:

Ly Monirath
Orm Sovannavuth
Uong Chanrathana
Kristin Davies

Volunteers:

2016/2017
Anna-Maria Wittmann
Daniela Schmitz
Julius Quirin
Uta Buschmann

2017/2018
Solveig Maria Lawitzke
Franz Schmidt
Migue Colbert
Nora Alice Kortling

Off Track Accessories stocklist:

Phare Circus Siem Reap
Genevieve's Fair Trade
Very Berry
New Leaf
Peace Café
Saboo Sabay

