

Annual report 2010



- Ideas put to practice -

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1 Welcome

Welcome to the Viafrica annual report 2010. This year we have further explored our identity as an organisation. We knew we did want to combine charity and business as we believe in the strength of this approach. However, how does this work in reality and how fast can we make the transition? 2010 at least proved that we are on the right track. We were in the finals of the “Business in Development” challenge and worked out on paper how the new organisation should function.

The report year and the coming years will be used to further fine-tune and up-scale our model. Right now both the social and economic activities are well established as a concept and have proven their value, the next challenge is to expand our activities. With the more businesslike thinking of the development sector we expect to become one of the ICT providers for them in East-Africa.

Another important change we have made in 2010 is to set-up PC-Donation as a source of income for our social activities. Donated computers are sold in The Netherlands and from the revenues our ICT-for-education activities are financed. We expect that this new model can replace the funding model in 2012 completely. This would mean that from 2012 on, we will only apply for funding to develop new products. Once proven, the expansion will be financed through PC-Donation.

This year we have chosen to integrate our activity report into our annual report, which resulted in a slightly larger report.

Sincerely yours,

A handwritten signature in black ink, appearing to be 'J. Dam', written over a light grey horizontal line.

Joost Dam
director



dubois & co

REGISTERACCOUNTANTS

To: the Board of Viafrica Foundation, Amsterdam, The Netherlands.

COMPILATION REPORT

On the basis of information provided by the organization's management we have compiled the financial statements of Viafrica Foundation, Amsterdam, for the year 2010 which comprise the balance sheet as at 31 December 2010, the Statement of Income and Expenditure for the year then ended and the explanatory notes.

Management's responsibility

The distinctive feature of a compilation engagement is that we compile financial information based on information provided by management of the foundation. Management is responsible for the accuracy and completeness of the information provided and the financial statements based thereon.

Accountant's responsibility

Our responsibility as accountant is to perform our engagement in accordance with Dutch law, including professional and ethical requirements issued by the professional institute, the Dutch Royal NIVRA.

In accordance with the professional standard applicable to compilation engagements, our procedures were limited primarily to gathering, processing, classifying and summarizing financial information. Furthermore we have evaluated the appropriateness of the accounting policies which are used to compile the financial statements, based on the information provided by management. The nature of our procedures does not enable us to express any assurance on the true and fair view of the financial statements.

Confirmation

Based on the information provided to us, we have compiled the financial statements in accordance with Guideline 650 "Fundraising Institutions".

Amsterdam, 19 October 2010

Dubois & Co. Registeraccountants

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SENIOR ORGANISATIEADVISEUR
drs. P.W.A. Kastelen, RC



2 Proposition

2.1 What is Viafrica?

Viafrica started from the idea to use ICT as a tool to strengthen the middle class and stimulate development through this target group. This resulted in the CLASSworks programmes through which secondary schools in Africa can realise a computer lab. Included in the set up of this programme was that the schools were responsible for all operational costs to ensure the sustainability of the projects.

In 2003 this was quite a new approach. Both among NGO's as well as for the schools who were (and are) used to gifts without any further strings attached.

Although integrated from the start in 2005 we seriously started to deliver maintenance and support to the schools as part of CLASSworks. This was possible through the founding of our local office in Tanzania. Again we added something to our programme that was not delivered by other NGOs. As one of the headmaster phrased it: "we work with Viafrica because they care."

In 2006 we opened a branch in Kenya to deliver the programme also to Kenyan schools.

2007 and 2008 were marked by a further expansion of the CLASSworks concept both in scale as content.

In 2009 Sierra Leone saw its first implementations of CLASSworks. This time through a franchise with a local organisation; Sierra e-Riders. Again a new concept in which a development programme was set in the market as a franchise product.

In 2009 we realised that all the services we delivered to the schools could put to value in the market as well. By delivering similar services to private companies, NGOs and individuals an income generating mechanism was established to sustain Viafrica as an organisation.

In 2010 these commercial activities were scaled up by the establishment of the biggest hardware shop in Moshi on a central location.

This brought us to a point on which the relevant question was raised: what is Viafrica? An NGO or a business?

Our vision

To answer this question we have to go back to our mission: "Stimulating development through the use of ICT". So far this mission statement was given substance through our ICT projects in the educational sector. The idea behind it being clear. New teaching methods, access to information and computer skills give an impulse to education and educational levels.

However, using ICT as a tool for development has more sides to it. For instance the private sector and Small- and Medium Enterprises (SME's) in particular. They make increasing use of ICT but are depending on suppliers that do not have much experience. This results in very expensive and in general poorly executed ICT "solutions".

The Viafrica solutions offered are not only a source of income for Viafrica but do also serve a development goal. First of all by providing real solutions and proper service the efficiency of our clients improve. Less time is spend on ICT failures and the solutions offered suits their needs. Whereas normally they are offered a standard product whether that is what they need or not. Secondly Viafrica can offer the products much cheaper through direct import from Europe, resulting in a lower price. A third angle is that by integrating more, cheaper and better solutions for the SME's there is a better fit between secondary education where students learn how to use the computer and the labour market.

In short offering ICT services fits our vision as:

1. we stimulate the SME sector which is seen as crucial in the further development of countries;
2. we establish a better fit between the educational sector and the labour market;
3. we stimulate the maturing of the ICT service sector.

To come back to the question whether Viafrica should be NGO or business, the answer is (as expected) both. Viafrica is an organisation which combines social and commercial goals; a so-called social enterprise.

That being said, the question was how to shape



Viafrica to fit in this new role as a social enterprise.

2.2 Viafrica as a social enterprise

One of the first things to determine is that within a social enterprise the social activities are equally important as the commercial activities. This sound logical but has to be guarded.

Sources of income

We felt that being a social enterprise grows in meaning once a proper and understandable financial model has been worked out.

Traditionally Viafrica was funded by private and public development money. This money was used for investments in social ICT-for-education projects. Although we only used this source for investments in new computer labs and were not depending on the development funds for operational costs, we would like to be less depending on them. This means new strategies. This is how we see it.

- Organisational costs should be covered by generated income from social and commercial activities.
- Investments in proven social concepts like CLASSworks should be covered by campaigns like PC-Donatie (PC-Donation).
- New and programmes in development should be covered by traditional funding.
- Commercial investments should be covered by loans or investors.

This meant that Viafrica had to develop new markets to ensure the further up-scaling of our activities.

2.3 Services

PC-Donation

One of the main activities was the introduction of PC-Donation (www.pc-donatie.nl). This is a partnership with SiSo, an end-of-life recycler. The idea of PC-Donation is that organisations donate their depreciated hardware to Viafrica. In return we take care of all data wiping and transport. Hardware that is working and has a value is sold in The Netherlands. The yields go to the social projects of Viafrica.

For organisations this is an excellent Corporate

Social Responsibility programme which at the same time solves the problem of what to do with the obsolete hardware. One of our unique selling points within PC-Donation is that we establish a direct connection between a donation and a project in Africa.

The targeted income from PC-Donation in 2011 should add up to € 100.000 or 3000 donated complete computers (CPU and TFT-screen).

Partners

- SiSo
- TNO
- Nestlé
- Logica
- Limburgs Museum
- TOPdesk
- UMCG
- Ziekenhuis Bernhoven

CLASSworks as a product

CLASSworks activities were already the basis for our commercial services. In 2010 we added the CLASSworks as a concept to our portfolio.

Quite some organisations (mainly NGOs) are working with or within education on different subjects and with different goals. More and more organisations have a demand for ICT integration within the schools they are working with.

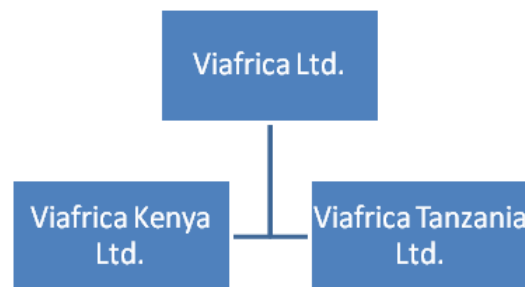
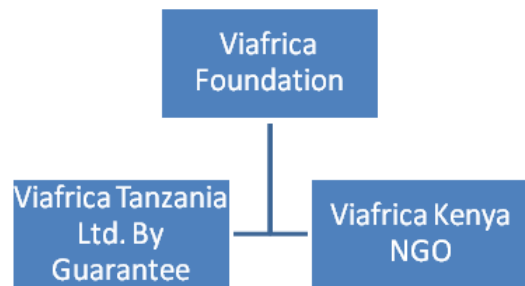


Illustration 1: Viafrica organisation



CLASSworks is the answer for them. The concept is proven, it is much cheaper than trying to do it yourself and the quality is high.

What we demand is that the organisations working with schools take over the investment costs that was traditionally covered by funds. In return we implement CLASSworks at schools of their choice.

The target for 2011 is to have 12 additional schools joining the CLASSworks programme within this concept.

ICT products and services

We continue to deliver and develop our ICT product and service catalogue. Our main focus is on the SME sector, the educational sector and students. In 2010 we have developed some specialised client-server solutions and successfully implemented. New products, mainly new hardware, are added to our product catalogue as well.

In 2010 our main turnover came from the sales of used hardware, but we believe that the coming years an increasing market for new low-budget laptops and netbooks will develop.

Training

In 2010 we trained system administrators from Jimma University in Ethiopia. During the first training four teachers visited Tanzania, the second training was given to 31 staff members of the Jimma University in Ethiopia. The training topic was Linux deployment of large distributed networks.

This training was on special request of two Belgium Universities. These trainings are part of strategy to offer our knowledge and experience to third parties.

This training will be given at Mekelle University, also in Ethiopia, in 2011 as well.



Illustration 2: Proud students from Ethiopia

The Ethiopian students have also seen and experienced our support to CLASSworks schools and were very impressed by how well it all technically runs on second-hand machines. *“In Ethiopia we have for every student a new computer. Then they install Windows and all are infected with viruses and spy ware. After a very short time, only a few computers are still working.”*

2.4 Social activities

Our social activities are further explained in chapter 4. A brief overview of activities:

- further expansion of CLASSworks
- introduction of the CLASSworks box to new schools and with new contents
- new round of the Viafrica award
- massive expansion of the CLASSworks Academy
- pilot and change of direction of KIDSworks
- development of new strategy for E-Waste disposal

2.5 Organisation

Legal

In order to function as a social enterprise we had to split the organisation into a foundation for the social activities and a limited for the commercial activities (see illustration 1). In 2010 this cut was made and we have now:

Social organisations:

- Viafrica Foundation (Stichting Viafrica)
- Viafrica Tanzania Limited by Guarantee
- Viafrica Kenya NGO (in formation)

Viafrica 2.0 Roadmap



Viafrica 2.0

- Independent model
- Blended finance
- Social and economic focus
- 100% sustainable
- Wide impact

- >10 locations in Tanzania
- Expand to new countries
- Franchise model

- 3 new locations in Tanzania
- Up-scaling activities
- Enhance knowledge
- Marketing of model

- Legal division
- Administrative division
- Social and economic activities at 1 location
- Development new products

Viafrica 1.0

- Dependent model
- 100% funded
- Social focus only
- Limited sustainability



Transition process



Illustration 3: Viafrica Roadmap

Commercial organisations:

- Viafrica BV (Viafrica Ltd.)
- Viafrica Tanzania Ltd.
- Viafrica Kenya Limited

The board of the Viafrica Foundation is also board of advisors for the Viafrica BV to make sure that both organisations follow the strategy agreed. The African organisations are led by local directors and governed by the Dutch director of Viafrica (Foundation and Ltd.).

New branches

Part of our strategy is to open new branches in Tanzania from 2011 on. This can either be full Viafrica owned sites, partnerships or franchises. Through these new branches we will be able to up-scale our activities, both on the social as commercial site. The target is to open new branches in regional capitals.

The business plan for the up-scaling of Viafrica made it to the finals of “ondernemen zonder grenzen¹”, prove that our ideas and approach is recognised.

2.6 Roadmap

The illustration above shows the roadmap for Viafrica for the coming years. Coming from a dependent model we make a transition to an independent model with a social and economic focus. In 2012 we should have reached the point that we are totally independent of funds for the up-scaling of our activities. From there on we will only apply for funds for special and new projects.

1 <http://www.ondernemenzondergrenzen.nl/>



3 About Viafrica

3.1 *Viafrica Foundation*

staff

- Joost Dam, founder and general director
- Laura Hinder, project manager
- Emmy Voltman, director external relations

volunteers

- Joris Arts, project management
- Fleur Bergamin, PC-Donation
- Eric Jan Bijl, web development
- Oscar Buse, technical management
- Annechien Cosijn, communication
- Stella DeCunha, project management
- Erik van Gameren, design
- Marieke Hebinck, communication
- Marijn Heitkamp, interface design
- Vincent Hoogendijk, communication
- Jeroen van Ingen, web development
- Karima Khazzani, partnerships
- Abel Koopman, logistics
- Margriet Korteweg, translations
- Jan Kwakkel, web development
- Natasja Middelhoven, project management
- Bert Mosterd, book keeping
- Romyana Hristova, partnerships
- Chantal Rosmuller, server administration
- Margreet Simons, PC-Donation
- Muriël Sival, communication
- Michiel Teengs, PC-Donation
- Philip Todd, PC-Donation
- Inez in 't Veld, content management
- Myrna Waaldijk, office assistant
- Erik van Zwol, KIDSworks

Viafrica Foundation Board

- Sharon Asser-Ribbert, chairman
- Arie Jaap Warnaar, secretary, treasurer
- Marenne Mei Jansen, board member
- André Varma, board member

3.2 *Viafrica Kenya*

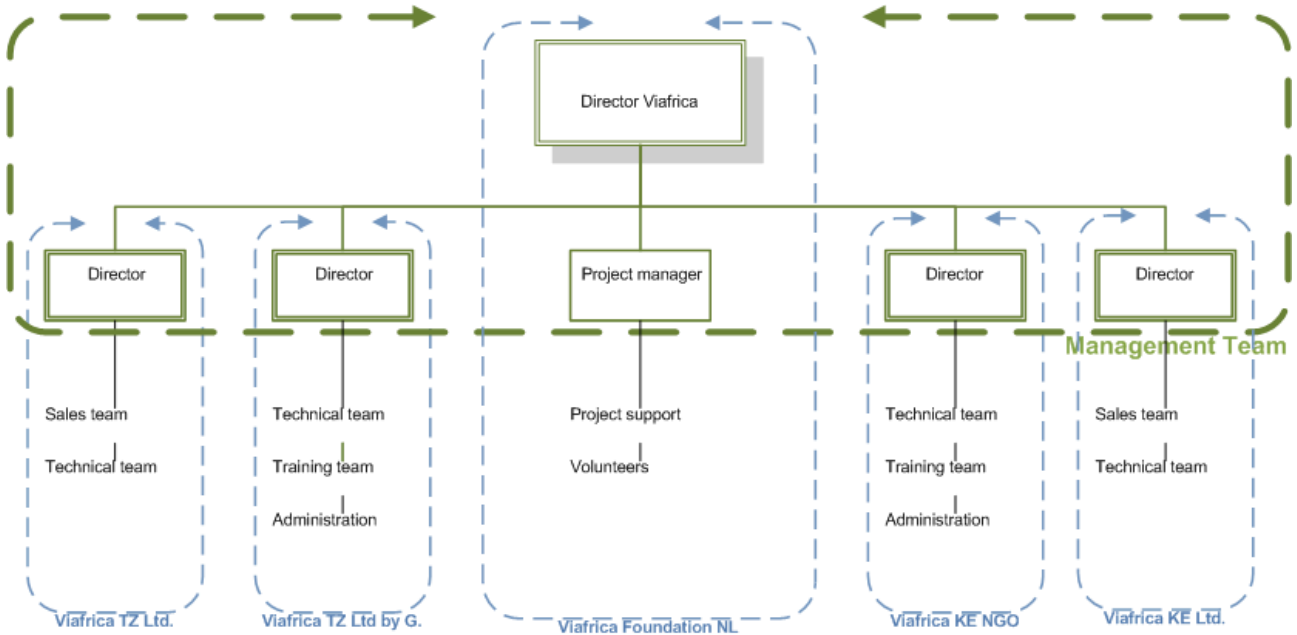
- Kennedy Chege Njuguna, technical manager
- Peter Gitau Kinoo, director
- Agnes Kamene Ndung'u, office keeper and messenger
- Benson Macharia Kariuki, trainer
- Samuel Maina Waithera, driver
- Davie Mwangi Kamau, trainer
- Bernard Mwangi Nyambura, technician
- Nancy Nyambura Njeri, bookkeeper and office manager
- Hildah Wamaitha Wanjiku, technician

3.3 *Viafrica Tanzania*

- Majid Ali, watchman
- Joshua Fanuel, technician
- Erwin Groeneveld, quality manager
- Ramla Hussein, office keeper
- Rashid Ndauka, watchman
- Fredrick Lugora, technician
- Catharine Morio, trainer
- Thomas Munuo, director
- Maria Mwenda, office keeper
- Idd Omari, watchman
- Alfani Ramadhani, watchman
- Lina Swai, operational manager



3.4 The organisation



Viafrica Foundation (Stichting Viafrica)

Viafrica Foundation is the parent organisation. It is based and registered in Amsterdam, The Netherlands and the head office of Viafrica. The main activities are project management, strategy development, fund-raising and public relations. In 2010 Viafrica Foundation had three paid staff members and roughly 25 volunteers. The board of Viafrica has four members and meets three times per year. The board members do not receive any financial contribution.

Where possible Viafrica works with volunteers in The Netherlands. Most volunteers are working professionals which we target through specific website and volunteer organisations. We expect an availability of eight hours per week from the volunteers. The volunteers do not receive any financial contribution, travelling expenses are paid for and there is an umbrella liability insurance.

Website: www.viafrica.org

Viafrica Tanzania Limited by Guarantee

In 2004 Viafrica Tanzania was registered in Moshi, Tanzania. Viafrica Tanzania is the local operational unit for the project activities of Viafrica in Tanzania. At the end of 2010 Viafrica Tanzania had fourteen employees. Viafrica Tanzania has two departments: a technical

department and a training department. Viafrica Tanzania currently supports approximately 75 CLASSworks schools.

Website: tanzania.viafrica.org

Viafrica Kenya Limited

In 2005 Viafrica Kenya was established for the operational activities in Kenya. Started in Kisii, west Kenya, Viafrica Kenya had to move in 2008 to Nairobi as a result of the post-election violence. At the end of 2010 Viafrica Kenya had four employees, also divided over a technical and training department. Viafrica Kenya currently supports 60 CLASSworks schools and seven youth centers. In 2011 Viafrica Kenya will move to Thika, nearby Nairobi.

Website: kenya.viafrica.org

Viafrica Business Solutions Limited

Early 2009 the idea of a separate Viafrica entity was born: Viafrica Business Solutions. Viafrica Business Solutions provides professional ICT products and services in Kenya and Tanzania. The aim of Viafrica Business Solutions is to establish an income generating entity that will co-finance the projects and activities of the Viafrica Foundation.

Website: www.viafricasolutions.com

4 Social activity report

MBONI GAZETTE

Monday March 15, 2010

WELCOME FORM ONE 2010

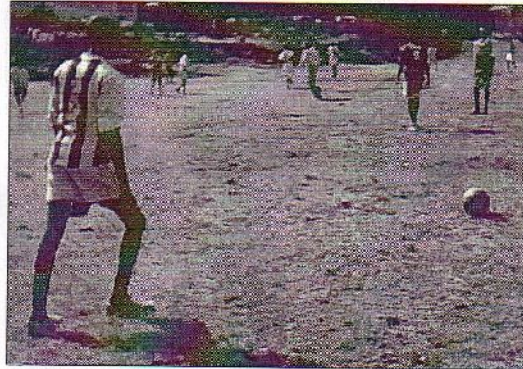
By Pray Silayo, Co-Editor

On Friday 05.03.2010 there was welcoming party for this year's form one class. Students enjoyed music, dancing, food and drinks. The guest of honour was J.J.Mganga, the headmaster of Mboni Secondary School who gave gifts to the winners of the school leagues in terms of football and netball. The winner was form four in both football and netball. Also there was best score players who were Tumaini Massawe and Abdicl Tarimo from form four (football), Siah Mangowi from form four (netball). The best players were Violeth Makyao (form 4 netball) and Gift Kowero (form 1 football).

New School Newspaper for Mboni Secondary

Students in Form IV ICT class have been learning desktop publishing as part of the national ICT syllabus. Desktop publishing is the creation of printed materials such as newspapers, advertisements, brochures, business cards and other items using a computer. The newspaper will be published periodically and will cover issues important to the school. It is an opportunity to learn more about computers, media, English, desktop publishing, and other topics. Please see the ICT department with any questions or ideas you may have.

Mboni Football Club Draws with Kokirie



Defender Jimmy Mmbando takes a direct kick against Kokirie during last week's match between the two schools.

By Given Moshi, Co-Editor

Last week the Mboni football squad welcomed Kokirie to the Mboni pitch for a friendly and drew with the guests by a score of 1-1. The home team scored the first goal midway through the second half; however, Kokirie evened the score at one goal apiece just before the end of regulation to force the draw. There were many students from both schools in attendance to enjoy a nice afternoon of sport and friendship.

Form 3 Students Participate in Environmental Clean-Up

In student government news, Form 3 students have been participating in environmental cleanup, but all students need to be certain to participate fully. The student government encourages all to take pride in our school and make it as clean as it can be.



In this chapter the results of our social activities are reported.

4.1 CLASSworks

CLASSworks is Viafrica's major programme and exists since 2003. Since then more than 150 schools have received a computer lab. Before we present the results 2010 a short explanation of CLASSworks is included for those not familiar with the programme.

CLASSworks is the umbrella programme for individual computer lab implementations at schools. The majority of those schools are secondary schools but since 2010 we have also included primary schools. CLASSworks has the point of departure that the schools are owner of the project and should show this ownership. After an application to a local Viafrica office, a contract is signed. This contract states the amount of computers the school needs and the costs for the school. The costs consists of a price per computer for which Viafrica delivers training, maintenance and support for three years.

After the signing of the contract the school prepares a computer room which is burglar proof, dust free (as much as possible) and has proper electricity. Viafrica guides in this process and has manuals and examples available. After a successful check by Viafrica the school picks the hardware at the nearest Viafrica office and Viafrica technicians implement the network at the school. Within the same period two teachers are trained to be able to teach computer science according to the national curriculum.

Each year Viafrica pays two visits to the school. During these visits the software is updated, hardware is repaired and maintained and the e-learning library on the server is updated. The school is also entitled to send two teachers for further ICT training to the Viafrica training centre. The schoolmanagement will be invited at Viafrica's regulat headmaster seminars. Besides schools are also entitled to participate in all CLASSworks additional activities like the CLASSworks Box and the Viafrica Award.

**THE UNITED REPUBLIC OF TANZANIA .
MINISTRY OF EDUCATION AND VOCATION TRAINING.**

REGION: KILIMANJARO



SCHOOL INSPECTORATE OFFICE,
MOSHI MUNICIPALITY,
P.O. BOX 8049,
MOSHI.

22nd September 2010.

Phone: 027 2750476

REF:NO.UKW/MOS/R.I/6

To Whom It May Concern;

I have taken notice of the ICT for education programmers of Viafrica and can recommend these programmers as they are of excellent quality.

I have come to know Viafrica as a trustable and professional organization, active in Tanzania since 2003. The Viafrica programmers stand out through the completeness of the concept. Not only does Viafrica provide first class hardware. They also provide a network and server with educational software that is adopted to the Tanzanian National Curriculum. Combined with professional trainings for the teachers and a service and maintenance programmer this ensures a seamless integration in the educational system of Tanzanian schools.

In my function as a Municipal Chief Inspector of schools, I fully underline the importance of the work of Viafrica and the quality of their programmers.

Sincerely Yours,

P.P.

.....
ANGELINA SHILLA
CHIEF INSPECTOR OF SCHOOLS
MOSHI MUNICIPAL

*Kny. MKAGUZI MKUU WA SHUMU
MANISPAA YA MOSEI*

Illustration 5: Recommendation by Ministry of Education

Activities and results

Teacher trainings

All schools are entitled and obligated to send two teachers to the Viafrica teacher trainings of two weeks.

The challenge is to actually have the teachers attend the trainings. There are a few difficulties:

- during the school year it is difficult to make two teachers available for two weeks
- during holidays the teachers are not willing to participate in their own time
- the schools should pay for the transport to the training facility, if they don't the teachers do not show up
- the principals fear that after training the teachers will either ask for a higher salary or try to find another job.



Illustration 6: New classroom implementation

Currently we are experimenting with morning, afternoon and weekend classes. Another option would be to train at the school, which is a solution for the transport issue, but not for the availability. As some schools are able to send their teachers and some are not, we have not found out exactly how we can solve this issue.

Seminars

In 2010 eight principal or headmaster seminars were organised. The idea behind these seminars is to learn from the schools, present new developments and products and improve CLASSworks together.

One of the goals of the seminars is to provide the decision makers with enough information to be able to communicate with the computer teachers. Very often the principals are not computer literate resulting in inefficient communication and wrong decision making.

Implementations

Implementations run smooth. Our technician have ample experience. A few challenges remain.

- Electricity is quite often not correctly installed through lack of knowledge by the electricians. Manuals provided are not read (or not understood). We have plans to provide a good electrician to the schools to prevent these kind of problems.
- Power cuts during implementations are worrisome. Without power the connections can not be tested. We check the power availability with schools before we leave for the implementation, but this is no guarantee

the powers stays the whole day. An alternative power source which we can carry could be a solution. Especially as the distances to the schools grow and wasted time increases.

Technical development

Each six months we update and upgrade the server software. Once per year the client software.

When we compare our technical environment to others providing similar services to schools it is safe to state that we stand out. The CLASSworks concept is much more complete, safe and geared towards education than any of the other environments we have seen. We might make the CLASSworks environment available for other organisations to use under an Open Source License.

The only difficulty faced is the slow and unreliable internet connection in Tanzania where the software is developed. We expect this to improve now that the backbone is connected and providers are slowly making progress. In the meantime part of the development is supported by Dutch volunteers from The Netherlands.

Maintenance and support

The maintenance and support visits to the schools were an issue until we included the maintenance and support in the purchase price of a computer for the schools. Knowing that we have to service all schools makes our planning much more effective.

The students will have the knowledge of ICT which will enable them to move with the changing world. (Sombetini secondary)

Every student will have access to the computer and develop the skills. (agape secondary)

ICT education is important because every working place is revolutionised by ICT. Without ICT is like you don't know how to write and read. (Kibosho girls)

Illustration 7: Remarks by schools on the implementation reports

Interesting to notice is that on average not many computers break down. The majority of our work is maintenance and upgrading of software. The hardware provided is of excellent quality and



**THE CATHOLIC DIOCESE OF SAME: THE GRAIL TANZANIA
ST. TERESA OF AVILA GIRLS SECONDARY SCHOOL.**

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Ref. No. ST/T/AV/G.SS/ FR/01

15-03-2010.

VIAFRICA TANZANIA
P. O. BOX 7809
MOSHI

RE: THANKS AND GRATITUDE

The above heading is concerned.

The School staffs and students have a great honor to express our thanks and gratitude to your organization for supporting our School by donating us full 25 computers, one server, one printer and training our two teachers.

The computers and all are very beneficially to our student especially to these days where education focused to Science and technology.
Your donation will be always remembered to our School.

May our good Lord bless you all.

Maria Goretti Semvua
Maria Goretti Semvua

The School Manager



Illustration 8: Gratitude from St. Teresa of Avila Girls Secondary School

proves very reliable.

An continuous issue is that schools and computer labs are not available during the planned service visits, despite announcements to the principals in the week before every visit. When this occurs and our technicians are already at the school, we consider that a service visit. When the school needs additional service before the next service visit they have to pay for it. This seems to work quite well and appointments are now much more punctual.

Also power cuts do spoil service visits. Another reason to have an autonomous power source available for the technical teams.

Logistics

The last container sent to Kenya was troubled with an extra tax of 25% on used hardware. This tax endangers our complete operation in Kenya as we depend for the greater part on refurbished high quality hardware. However, in order to prevent hardware dumping in Kenya the government imposes this 25% tax indifferent of the quality of the goods.

A solution could be to qualify for a tax

exemption, we started this process, but what the outcome will be is very unsure. The process is slow and not transparent. In the meantime we ship all goods through Tanzania and hold our stock there. Viafrica Kenya receives the hardware they request over land.

2011

For 2011 a few adaptations to the CLASSworks programme will be effectuated. The first is that we open CLASSworks to any educational organisation, formal or informal, public or private. We believe that by doing this we can serve more organisations that fall within the Viafrica mission to improve education through ICT.

The second change is that CLASSworks will be made available as a product. International organisations working with educational institutes can acquire CLASSworks for their educational partners. In paragraph 2.3 this was further explained.

The third change is that schools can choose how many computers they want to receive (with a minimum of ten). This does justice to the fact that larger schools have the facilities and needs for more computers. This is possible because the schools pay a contribution per computer, as explained, and because Viafrica sets its goals not in the number of schools any more but in the amount of computers used within education.

Partners

- AB Software Consulting (Ltd.)
- Allin Logistics (Ltd.)
- Close the Gap (Foundation)
- Heijmerink Reith Stichting (Foundation)
- Lewiszong (Ltd.)
- Moneyview (Ltd.)
- NCDO (Foundation)
- Stichting Cura II (Foundation)
- Stichting 't Arm Kinderhuys (Foundation)
- Stichting Van Veen (Foundation)
- TU Delft (University)
- Turing Foundation (Foundation)
- Weeshuis der Doopsgezinden (Foundation)

4.2 CLASSworks Box

“CLASSworks Box” is a project run by Viafrica. CLASSworks Boxes contain educational material (digital and physical) and assignments related to a certain topic. The box can be used inside and outside the classroom, the focus lies on competence-based learning. Through CLASSworks Boxes, schools are supported with the realisation and implementation of a digital learning environment by using ICT equipments.

The general aims and objectives of the the CLASSworks Box are:

- To help and support schools with the realization and implementation of a digital learning environment.
- To improve education though creating awareness, knowledge and stimulate competence based learning and show how



Illustration 9: students which participated in the box activities at St. Teresa of Avila

ICT can be used within the school curriculum.

- To spread knowledge about and create awareness of biodiversity. Particularly the TanBIF portal will serve as a source of information for the students and teachers.

HIV / Aids Box

As HIV/Aids is such a delicate subject, the HIV/Aids box is not just delivered at a school to use, but part of an outreach programme with selected partners. The programme as it is executed now includes teacher orientation and training sessions in which the teachers familiarize with the programme and the HIV /Aids box.

After this training a group of trainers went to two schools, Mkalema and Faraja in Tanzania, to

support the teachers. This support is offered four times during the period that the boxes are at the schools. The idea behind this is to make sure that the teachers are comfortable with the subject and offer them support and guidance, not only at the beginning, but throughout.

The contents of the HIV/AIDS box are:

- Condoms
- Love Check (www.lovecheck.org)
- Story of Bobo (animations)
- Different lessons, assignments and discussion games
- Movies

Biodiversity

The first CLASSworks Box relates to the topic of biodiversity. There are digital and physical educational materials in the box. Lessonplans, CDs, newspaper articles, digital cameras and movies; as well as educational activities, for instance, suggestions on inviting a guest speaker (expert talking on a subject), educational trips etc. In addition, the box is equipped with access to the TanBIF portal (<http://www.tanbif.or.tz/>).

Development



Illustration 10: Contents of the Bio Diversity Box

The development phase was done from June 2009 till May 2010. In this phase the teacher manual was finalised resulting in a 34 page booklet on the use of the box. The manual contains lesson plans and student assignments

which require the use of the materials included in the box.

“Two hundred and sixty students of form one and form two were present at the school and they all wanted to join the seminar, the school meeting hall was still under construction, it was agreed by the teachers and the biodiversity presenting team that then the seminar would be given to a sample group of eighty students in a class room.”

Headmaster Faraja Seminary

After the teacher manual, a one-day training for teachers on the use of the box was developed. This training introduces the concept and contents of the box and new teaching methods are introduced.

As an addition to the activities that can be done in and around the schools, external organisations were contacted to offer their activities for these schools. Among them were:

- Maajabu – film shows
- TANAPA (Tanzania National Parks Authority) – visits to national parks in TZ
- Jane Goodall Institute – visits to education centre in Kibosho
- Jane Goodall Institute – Mr. Sekievu (Roots & Shoots programme) visits schools for guest lecture
- Wildlife Conservation Society Tanzania – Mr. Nguya visits schools for guest lecture and film show
- Nature Kenya – Youth Committee
- Nature Kenya – Nairobi Arboretum
- Kenya Wildlife Service – Nairobi Safarivalk
- Kenya Wildlife Service – Nairobi Education Centre, Animal Orphanage

Technical preparations

Due to emerging technical problems regarding the use of the USB-modem and the mini beamer at the schools, Viafrica Tanzania had to perform several tests before a technician could visit the pilot schools to complete all technical preparations there. As a result of the technical tests, it was decided to install Microsoft Windows on one of the computers at the pilot schools, and to upgrade the computer to be used with the modem to Ubuntu 10.4.

Implementation (October 2010 – April 2011)



Illustration 11: Students working with the magnifying lens

The two pilot schools, St. Theresa of Avila Girls Secondary School and Faraja Seminary have received the CW Box Biodiversity and started to implement and integrate it. In October/November 2010 both schools were visited by Viafrica together with partner organisations to introduce the topic of biodiversity to students on a one-day seminar.

Viafrica and partner organisation, in this case Roots & Shoots and Wildlife Conservation Society had arranged that once the box was implemented they would pay a visit to the schools and offer seminars to the students and teachers on biodiversity. This visit was arranged both by the schools and the institution in search a way that it would not interfere with examinations in schools, it was agreed that the 12th of October 2010 would be the best date to have a joint seminar on biodiversity at St. Theresa of Avila where Viafrica Tanzania, Roots & Shoots and Wild Life Conservation society would work hand in hand to make the seminar a success.

Media box

The third box developed is a media box. This box is developed following the example of QLICT in The Netherlands. The media box contains multimedia tools that can be applied to different subjects. So instead of distributing these tools in all the different subject boxes, we take the media box as a point of departure and use its media contents for the different subjects. The first version of the media box contains a digital microscope, flip camera's and digital camera's.



Illustration 12: Flip camera

Using these tools, thirty assignments for different subjects have been developed. These assignments are printed and plastified so they can be re-used. The first boxes will be distributed in Tanzania from September 2011 on. In the meantime we will develop more assignment cards. The big advantage of the media box is that the assignments can be performed without continuous use of a computer and thus offer bigger flexibility. There is also no limit to the amount of assignment cards and subjects developed. Having one media box at a school offers huge possibilities to expand the scope of ICT use within education.

Each card is based on the national curriculum of Tanzania or Kenya. On each card the corresponding paragraphs from the official national curriculum are mentioned. It is very important for the success that these cards do offer extra possibilities within the existing curriculum and do not expect extra-curricular activities as the support and enthusiasm among the teachers will be less.

Results

In Kenya the pilot of the CLASSworks box has ended, followed by a positive evaluation and a new application for the next round of schools. In December 2010 the teachers of the two pilot schools, God With Us Girls School and Riabai High School, received a one day training about how to use the Box. They also got the normal getting started teacher training. In January 2011 they received the CLASSworks boxes.

The students were very excited to have the boxes in their schools because it brought opportunities to do outdoor activities and use multimedia gadgets they wouldn't have had a chance to use. The things that they found most interesting were: the beamer, speakers and Wikipedia for Schools. They also used them for other lessons and leisure.

The teachers thought the materials in the box excited the students. The teachers also used them for teaching other subjects besides what was written in the teachers manual of the box. At both schools the teachers in charge thought the three months period was long enough to be able to effectively use the box.

Schools

- God With Us Girls Centre
- Riabai Secondary School
- St. Theresa of Avila Girls Secondary School
- Faraja Seminary
- Mkalema
-

Partners

- ASN Foundation (Foundation)
- Avenu Autogroep (Ltd.)
- Dr. Hofstee Stichting (Foundation)
- ETI Biodiversity
- Heijmerink Reith Stichting (Foundation)
- Janivo Stichting (Foundation)
- NCDO (Stichting)
- Stichting Vincentrum (Foundation)
- QLICHT (Ltd.)
- SBNO (Ltd.)
- White Orange Youth (NGO)
- Maajabu (NGO)
- TANAPA (NGO)
- Jane Goodall Institute (NGO)
- Wildlife Conservation Society Tanzania (Government)
- Nature Kenya (Government)
- Kenya Wildlife Service (Government)
- WEB. Foundation (Foundation)

4.3 Viafrica Awards

Like last year, we had the event of Viafrica Award, which aims at stimulating schools in the use of ICT within education through a competition. We distinguished three categories:

1. Best idea for the use of ICT in education

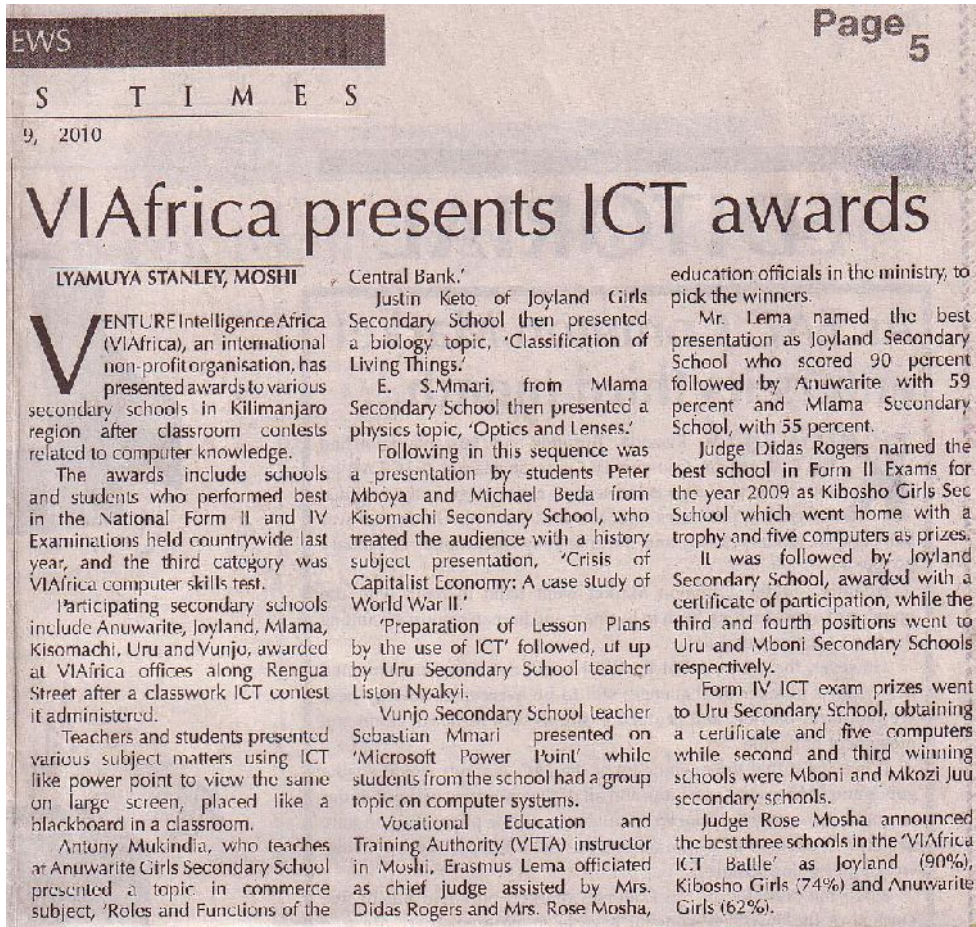


Illustration 13: Business Times Tanzania, 03-09-2010

2. Best score in the Viafrica ICT battle
3. Best score in the national IT exam (CSEE)

The first category is done by presentations of schools during which they show their ideas to the audience and jury. This category is to stimulate schools to come up with ideas to strengthen CLASSworks.

The second category is a battle between students. They receive tasks which they have to perform on the computer. This category is to stimulate the practical use of ICT by students.

The third category is the national IT examination listing as published by the government. This category is to stimulate schools to participate in this national examination.

Partners

- Ministry of Education of Tanzania (Government)
- Ministry of Education of Kenya (Government)
- Tanzania Commission for Science and

- Technology (Government)
- TU Delft (University)

4.4 CLASSworks Academy

What distinguishes CLASSworks from “providing computers to schools” is the CLASSworks Academy. The CLASSworks Academy is a collection of digital teaching materials. Currently consisting of several thousands of items. These digital materials are available through a local web server, no internet connection is needed but the users have the same experience as online. The materials are gathered from educational sources all over the world and distributed with approval of the owners. An online version is available at www.classworksacademy.net. Please note that the offline version includes the materials from all websites mentioned in the acknowledgements and “more material” sections as well.

Currently the CLASSworks Academy can be seen as a digital library with thousands of entries. These entries can be used by students and teachers to enhance their teaching and



Illustration 15: The Guardian Tanzania, 05-09-2010

learning. It basically provides access to background materials, games, assignments and so on.

What it does not provide is lessons. The use of the materials depends fully on the capacity and willingness of the teachers. They have to include it in existing lessons or develop new ones. As we have learned from the Dutch situation through interviews with teachers and educators it would be an added value to provide complete lessons based on the national curriculum. Although we are exploring the possibilities we are careful as even in The Netherlands there is little done in this respect. The CLASSworks Box provides a first step and if the results are good we might be able to expand.

Development

The CLASSworks Academy is developed and maintained by a team of dedicated volunteers in The Netherlands. Each quarter a new version is distributed to the CLASSworks schools during service visits and new implementations.

Partners

- Wikipedia for Schools
- Science World
- Tessa Open educational resources
- MS Nucleus
- Kids Geography / Kids Biology
- Kulachi Hansraj Model School India (School)
- Sheppard Software
- Education World
- Amazing biology

4.5 KIDSworks

At the beginning of 2010 KIDSworks was supposed to become CLASSworks for primary schools. Based on solar energy and with a fixed set-up of computers KIDSworks would bring ICT into primary education. Although based upon interviews with headmasters from primary schools, this principle proved to difficult in reality.



Illustration 14: Screenshot of the CLASSworksAcademy website



The main obstacles were lack of financial means among the primary schools to afford the running costs and lack of security at the schools. During the preparations with the first schools these obstacles could not be overcome. Continuation with KIDSworks in this form would not be wise as it would never result in a sustainable project.

We discovered that primary schools are targeted by different organisations for additional classes with different subjects. Most of these subjects have something to do with life-skills; friendship, love, HIV/Aids, hygiene, abuse, the environment, money and so on. The organisations expressed that it would enhance their classes if they had access to movies, assignments, games, etc.. This demand forms the basis of the new KIDSworks programme.

KIDSworks 2.0

KIDSworks 2.0 is a mobile set-up which can be put to practice at different locations and for different audiences. The mobile set up consists of:

- a beamer
- laptops
- photo and video camera's
- e-learning software
- a technician for installation and support

With this package programmes of organisations targeting primary schools can be strengthened whereby Viafrica delivers the technology and the partner organisation the content and actual carries out the programme. The first pilots are being developed and executed in Kenya and Tanzania. In these pilots educational materials are gathered and several primary schools will be visited with life-skill programmes carried out by professional social workers and technically supported by Viafrica staff.

The mobile set-up consists of netbooks with a long battery time which lasts for a full day at a school without an external power source. During the pilot phase the laptops will be charged at our office during the night. In the meantime we are working on set-up with solar energy.

The advantage of this new set-up fits very well into Viafrica's new proposition. On the one hand KIDSworks serves a very social goal by focussing on life-skills for primary school children. On the other hand can the same infrastructure be used for income generating

activities and rented to NGO's and companies for on-site training or presentations.

KIDSworks 1.0 becomes CLASSworks

Does this all mean that it is impossible for primary schools to integrate ICT into their schools? No, it does not. We have decided to broaden CLASSworks for all types of educational institutes, this also includes primary education. Clearly, only if the school fits the conditions of CLASSworks

Partners

- 1% Club (Foundation)
- ASML Foundation (Foundation)
- Atos Origin Derde Wereld Fonds (Foundation)
- De Kootje Fundatien (Foundation)
- Fred Foundation (Foundation)
- Macheo (NGO)
- Reeders Stichting (Foundation)
- SK Foundation (Foundation)
- Stichting Alle Beetjes (Foundation)
- Stichting Janssensfonds (Foundation)
- Stichting Protestants Steunfonds (Foundation)
- Stichting Recycling Westland (Foundation)
- Stichting Winters van den Speulhof (Foundation)
- TU Delft (University)
- Watoto Wenye Nguvu (NGO)
- White Orange (NGO)

4.6 E-Waste

Electronic Waste (E-waste) remains a continuing challenge. We have been close to a solution, although temporary, in 2009 but due to political reasons within one of the key partner organisations they had to withdraw. In 2010 we put the problem again on the agenda and have formed a core group with Rabobank and SiSo to once again work towards a solution.

The idea is still to have a short-term solution in which we ship the waste back to Europe while working on a more sustainable and long-term solution. This long-term solution includes local treatment of the waste and local recycling where possible. Only the parts that can not be recycled in Africa, mainly PCB's (Printed Circuit Boards) will be sent to Europe for recycling.

The role of Viafrica in this process is that we can



Illustration 16: *The East African*, week 37

do the collection and simple dismantling of the e-waste in Africa. Other partners have to take care of the actual recycling and transport process to Europe. One of the difficulties in the process is that there are initiatives announced (or executed) in this field, but as much as we would like to cooperate with them we have to constantly review what they are doing. Very often an initiative proves to be not much or at least not something in which we (Viafrica, SiSo, Rabobank) believe.

The current status is that we wait for answers from and about an initiative in Kenya. If that does what it says, there may be possibilities to deliver the e-waste to them for further treatment. In the meantime we collect and store our e-waste at our African offices.

In 2011 a group of four students from the TU Delft start a research on the best method on how to collect e-waste in Tanzania as well as on the composition of the collected e-waste.

Partners

- Close the Gap (Foundation)
- Rabobank (Cooperation)
- SiSo (Ltd.)
- TU Delft (University)



5 Economic activity report

This year we have made important steps.

5.1 Office Viafrica Tanzania

In May 2010 Viafrica Tanzania moved from a residential area to down town Moshi. We found a nice new location which offered the advantage of having all our activities under one roof.



Illustration 17: building in progress

The location offered visibility for the commercial activities, something that was lacking in our former office as this was situated off the main roads. Additionally we had the opportunity to combine office space, shop, storage and guest rooms at one location. Not only practical but also cheaper. In April 2010 we redecorated the existing building and early 2011 we built a separate storage.

Commercial activities

The opening of the shop, the largest in Moshi, is a big boost to our commercial activities due to the visibility and location. We have expanded our assortment from used hardware to new hardware as well, both systems and parts.

Our audiences are individual customers and Small – and Medium Enterprises (SME's). The former mostly buying hardware, the latter looking for office solutions including networking, training, support and server solutions. Especially for this group there is hardly any place to go as most “competitors” just sell hardware.

Our complete concept combined with our competitive price levels make that we are successful. We are opening new markets by



Illustration 19: building of storage

making hardware affordable and offering real solutions.

Assortment and suppliers

This year we choose to work with one preferred supplier of new hardware and one preferred supplier of used hardware. That proved more economic than to “shop around” for the cheapest option per product. We also adopted a shop concept for spare parts, having nice show materials and sharing in worldwide trends in the sales of these parts.



Illustration 18: the finished office

In the new segment netbooks and affordable laptops are the fastest sellers. Our largest turnover is still generated by refurbished hardware where we can offer complete workstations under € 100.

5.2 Office Viafrica Kenya

The sales in Kenya are more difficult. The main



reason is that there is an additional 25% tax imposed for used hardware to prevent e-waste dumping. This tax accounts for all used hardware, indifferent of the quality. Combined with side imports from Somalia the market for used hardware is gone from the official market to the grey market and prices dropped dramatically as the Somalians sell very cheap.

Another difficulty for Viafrica Kenya was its backward location near a slum in Nairobi. Potential customers were hesitating to visit our office. Therefore the decision was made to move our office to Thika, a nearby town. It is our expectation that our added value is larger there.



Illustration 20: Viafrica Kenya staff in front of the new office

In 2010 Viafrica Kenya faced a difficult year. The hardware sales remained low as we were not able to import a full container to Kenya due to the tax. Some stock came from Tanzania, but not enough to build a successful business. In the meantime we are busy acquiring a tax exemption as an NGO, but the process is long and slow and we are still waiting for things to happen.

Diversification

To make ends meet we had to adopt a different strategy in Kenya than in Tanzania. As we can not depend on the hardware sales, we developed networking services, more trainings and added web development to our port folio. Especially the web development has great potential as we are able to deliver affordable and fully maintainable websites at a professional level.

These website services are also offered to all CLASSworks schools as part of the CLASSworks package and the first operational

websites will be launched in 2011.

5.3 Viafrica port folio

Products

- Refurbished hardware
- New netbooks and laptops
- New parts and peripherals
- Server solutions
- Ncomputing

Services

- User training
- Administrator training
- Maintenance and support
- Networking
- Web development

5.4 Viafrica Foundation

Viafrica in The Netherlands has been busy working out the concept of having a foundation and commercial activities. We have been talking and discussing with people who have experience in this field. Nevertheless it seems that this concept is rather new in The Netherlands and we have to find our own way.

Finals “Entrepreneurs without borders”

One of the exercises done was to develop a business plan in which all activities come together. This plan was submitted to a competition for the best business plan for “business in development”. The first price was € 100.000. The Viafrica plan made it to the finals, but was not chosen as the best plan.

Nevertheless it was a nice encouragement that we are on the right track and that this is recognised by a board of business leaders.



Illustration 21: finalist BID challenge

Investment

In order to realise the intended growth Viafrica needs an investment. This investment is needed to finance stock and the set-up of new offices. We have been talking to Dutch banks, without any results. Their main objection was that they could not judge the situation in Tanzania and therefore could not invest.

As our preference is a loan and not an

investment at this point, we have not researched the possibilities of private investors.

Early 2011 Viafrica BV acquired a loan for new stock. For the intended up-scaling to new offices we are partner of NICE International in a European Union financed project. Once approved we will set-up new branches in cooperation with NICE in Tanzania.

Acquisition

In addition to the commercial activities in Kenya and Tanzania, we are targeting organisations working in Tanzania and Kenya with our services. We are convinced that we can bring better and cheaper ICT solutions to them than the existing market. The implementation of four schools for Close the Gap is a good example as well as the training of system administrators at Mekelle University in Ethiopia.

Viafrica has not done much marketing in the past and we need to improve this in the coming years. A new team of volunteers has been created for execution and support.



6 Finances

6.1 Balance sheet per 31 December 2010

Assets	Ref.	31 December 2010	31 December 2009
Tangible fixed assets			
Furniture and fixtures	4	3.070	7.753
Inventory			
Inventory	5	20.072	54.000
Current Assets			
Other receivables	6	72.505	45.673
Cash at bank and in hand	7	87.130	95.959
		182.777	203.385

Reserves and Liabilities	Ref.	31 December 2010	31 December 2009
Reserves			
Other reserves	8	13.974	78.551
Allocated funds			
CLASSworks 2009	9	71.802	89.192
CLASSworks 2008	10	-	-
Tanbif project	11	1.761	3.023
KIDSworks	12	50.105	-
IT-Staffing	13	7.529	-
		145.171	170.766
Short-term liabilities			
Accounts payable	14	6.643	8.737
Taxes and social securities		-	3.156
Other liabilities	15	30.963	20.726
		37.606	32.619
		182.777	203.385



6.2 Income and expenditure statement 2010

	Ref	2010	2009
Income			
Income own fundraising	16	398.646	342.425
Other income		156	5.102
Financial income		931	1.428
Total Income		399.733	348.955
Expenditure			
Spending to achieve the objectives	17	379.933	337.364
Expenses own fundraising	17	22.286	21.271
Expenses third party activities	17	23109	-
Management and administration	17		26.614
Total expenditure		425.328	385.294
Result		-25.595	-36.294
Result allocation or deduction			
Mutation freely disposable reserve		-64.577	17.913
Mutation allocated fund CW 2010		71.802	14.694
Mutation allocated fund CW 2009		-89.192	71.924
Mutation allocated fund Tanbif		-1.262	3.023
Mutation allocated fund CW 2008		-	-
Mutation allocated fund KIDSworks		50.105	
Mutation allocated fund IT-Staffing		7.529	
Result		-25.595	-36.294



6.3 Explanatory notes

Explanatory notes to the balance sheet and the income and expenditure statement.

1 **General notes**

1.1 *Activities*

The objective of the Viafrica Foundation is to stimulate the use of ICT equipment in sub-Saharan Africa. The foundation tries to achieve this objective by advising and informing organisations in the Netherlands and Africa about the possibilities of ICT use, the realisation of sustainable ICT projects in collaboration with local partners and training and supporting future users.

2 **Accounting policies for the valuation of assets and liabilities**

2.1 *General*

The annual accounts have been prepared in accordance to the guideline RJ650 fundraising institutions. The purpose of this guideline is to provide insight into the costs of the organisation and the spending of its funds in relation to the objective for which the funds have been raised. The annual accounts have been drawn up on the basis of historic costs. The annual accounts are presented in Euros. Assets and liabilities are stated at nominal value. In the balance sheet and the income and expenditure statement references have been included, that refer to the explanatory notes.

2.2 *Foreign currency*

Transactions in foreign currency during the reporting period are incorporated into the annual accounts against the exchange rate on the transaction date. Monetary assets and liabilities in foreign currency are converted against the exchange rate on the balance date. The differences of exchange resulting from the completion and conversion are recorded in the income and expenditure statement.

2.3 *Tangible fixed assets*

Tangible fixed assets are valued at acquisition price including directly attributable costs after deducting straight-line amortisation during the estimated economic life.

2.4 *Inventory*

Inventory hardware is valued against purchase prices or lower market value.

2.5 *Accounts receivable*

Accounts receivable are included at nominal value.

2.6 *Cash at bank and in hand*

Cash at bank and in hand consists of bank balances and deposits with a term of less than twelve months.

2.7 *Reserves*

The reserves of the foundation is used within the scope of its objective. In so far as this reserve has not been presented as a allocated fund, it is freely disposable.

The part of the reserve that has been earmarked by third parties for a specific goal within the scope of the objective is included in the allocated funds.



3 Accounting policies for the determination of the result

3.1 General

The balance (result) is determined as the difference between the total of the income and the total of the expenses. Income is accounted for in the year they have been realised; expenses as soon as they are foreseeable.

3.2 Income from own fundraising activities

Income from own fundraising is accounted for in the year to which the contribution relates.

3.3 Income from joint activities

Income is accounted for in the year to which the contribution relates.

3.4 Sponsorship in kind

In accordance with the guidelines for fundraising institutions any sponsorship must be capitalized in kind. This means that the value of the sponsorship in kind is included as expenses and as revenues. Expenses will depend on expenses type and will be included in the corresponding ledger account. Revenues will be included in the account 'sponsorship in kind'.

3.5 Expenses

Expenses are determined at a historic basis and allocated to the year to which they relate.

3.6 Depreciation on the tangible fixed results

The depreciation on tangible fixed assets is calculated based on the acquisition price. Depreciations take place according to the straight-line method based on the estimated economic life. Gains and losses on the sale of material fixed assets are included in the depreciations.



4 Tangible fixed assets

The tangible fixed assets comprise office furniture. The movements in the tangible fixed assets are as follows.

Balance per 1 January 2010		
Cost		13.744
Cumulative depreciation		-5.991
Book value		7.753
Movements 2010		
Additions		-
Depreciation		-4.683
Total		-4.683
Balance per 31 December 2010		
Cost		13.744
Cumulative depreciation		-10.674
Book value		3.070
Depreciation percentage		33

5 Inventory

Inventory	31 December 2010	31 December 2009
Book value per 1 January	54.000	19.959
Purchase of hardware	56.573	74.679
Transport and entering expenses	5.836	12.851
	116.409	107.489
Allocated to cost of sales	96.337	53.489
Book value per 31 December	20.072	54.000



6 Other receivables

Other receivables	31 December 2010	31 December 2009
Stichting NCDO	25.000	-
Receivables Tanzania	15.350	6.536
Doubtful debtors Tanzania	-7.717	-
Fred Foundation	13.667	-
Prepaid Kenya	13.274	2.820
A.B. Consultancy	8.000	-
Turing Foundation	4.000	-
Interest from savings account	931	1.428
Impulsis	-	34.289
Other	-	600
	0	0
	72.505	45.673

7 Cash at bank and in hand

Cash at bank and in hand	31 December 2010	31 December 2009
Rabobank savings account 1022.556.584	62.746	67.318
Rabobank current account 3246.95.543	2.313	4.545
Rabobank current account 1255.57.809	-	52
Bank accounts SCB Tanzania	8.386	2.348
Bank account Kenya	13.685	21.696
	87.130	95.959

Viafrica can freely dispose of cash at bank and in hand.



8 Reserves

Freely disposable reserve	2010	2009
Balance per 1 January	78.551	60.638
Withdrawals/additions from result	-64.577	17.913
Balance per 31 december	13.974	78.551

9 Allocated fund CLASSworks 2010

	2010	2009
Balance per 1 January	-	71.924
Additions from fund CLASSworks 2009	232.667	-
	232.667	71.924
Withdrawals	160.865	71924
Balance per 31 December	71.802	-

10 Allocated fund CLASSworks 2009

	2010	2009
Balance per 1 January	89.192	74.500
Additions	-	243.538
	89.192	318.038
Withdrawals	89.192	228.846
Balance per 31 December	-	89.192



11 Allocated fund Tanbif project

	2010	2009
Balance per 1 January	3023	-
Additions	8.533	12.085
	<hr/> 11.556	<hr/> 12.085
Withdrawals	9.795	9.062
Balance per 31 December	1.761	3.023

12 Allocated fund KIDSworks

	2010	2009
Balance per 1 January	-	-
Additions	60.098	-
	<hr/> 60.098	<hr/> -
Withdrawals	9.993	-
Balance per 31 December	50.105	-

13 Allocated fund for missions IT-Staffing

	2010	2009
Balance per 1 January	-	-
Additions	21.335	-
	<hr/> 21.335	<hr/> -
Withdrawals	13.806	-
Balance per 31 December	7.529	-



14 Accounts payable

These concern debts to suppliers which have all been settled before the end of February 2010.

15 Other liabilities

Other liabilities	31 December 2010	31 December 2009
Costs to be paid	5.500	19.019
Holiday allowance to be paid	-	1.707
Costs to be paid Viafrica Tanzania	5.414	-
Costs to be paid Viafrica Kenya	11.179	-
Obligations service contracts	8.825	-
Banking costs	45	-
	30.963	20.726

Liabilities not included in the balance sheet

The annual amount of rent obligations for property is € 17.540. The lease has been entered into for a term of one year.



16 Income from own fundraising

Income own fund-raising can be divided in the following components:

		2010	2009
Income from own fund-raising for objectives	16a	256.353	212.521
Sponsorship in kind	16b	67.595	80.400
Sale of hardware	16c	74.698	49.504
		398.646	342.425

16a Income from own fund-raising		2010	2009
Turing Foundation		40.000	40.000
Stichting NCDO		25.000	-
Domino Automatisering BV		20.000	25.000
Close the Gap		20.000	-
Stichting Weeshuis der Doopsgezinden		16.480	12.688
Heijmerink Reith Stichting		15.000	5.000
Fred Foundation		13.667	-
ASML Foundation		12.000	-
Janivo Stichting		10.000	-
Stichting JC van Veen		10.000	-
Tanbif Biodiversity Project		8.533	12.085
SK Foundation		8.382	5.000
ATOS Origin		8.000	-
Stichting Cura II		8.000	-
A.B.Software&Consultancy		8.000	-
dr. Hofsteestichting		7.000	7.500
Stichting Janssensfonds		4.000	2.500
Stichting de Kootje Fundatiën		4.000	-
Stichting Alle Beetjes		4.000	-
Stichting Winters van den Speulhof		2.000	2.000
Het Vincentrum		2.000	-
Reeders Stichting		2.000	-
Stichting Protestants Steunfonds		1.500	2.200
Stichting 't Arm Kinderhuys		1.000	1.000
Lewisong		1.000	1.000
MoneyView		1.000	-
ASN Bank		1.000	-
Mitopics		600	4.500
Stichting Recycling Westland		500	-
Impulsis		-	60.061
Recruitment Charity		-	6.700



Accenture Foundation	-	5.000
SBNO	-	4.500
Rabo Share4more	-	3.500
Stichting Du Gardijn	-	3.000
Synopsis	-	2.500
Centrum voor Wiskunde en Informatica	-	938
Siso	-	687
Individual donations	1.691	4.962
Other	-	-
	256.353	212.321

16B Sponsorship in kind	2010	2009
TU Delft	44.050	56.750
TOPdesk	11.292	11.292
Digital Warehouse	9.000	9.000
Leonardo	1.195	800
Exact	1.578	1.578
Lasaulec	-	500
Site4U	480	480
	67.595	80.400

16C Sales of hardware and services	2010	2009
Income from sales and services	171.037	108.972
Purchase and transport for hardware for sales	-96.339	-59.468
	74.698	49.504

Sales of hardware is recognised when the goods are accepted by the end customer.



17 Explanatory notes to the expenditure

	A	B	C	Total 2010	Total 2009
Purchases and acquisitions	72.990	-	-	72.990	80.161
Oursourced activities	166.764	-	634	167.398	134.402
Publicity and communication	410	-	-	410	1.561
Staff costs	110.335	20.459	12.162	142.956	122.092
Housing costs	7.100	1.000	1.639	9.739	10.129
Office and general costs	22.334	827	3.990	27.151	31.928
Depreciation and interest	-	-	4.684	4.684	4.976
Total	379.933	22.286	23.109	425.328	385.249

- A: Spent to achieve the objective
 B: Own fundraising
 C: Management and administration

Costs for own fundraising divided by the income from own fundraising is 5,59% (2009: 6,21%).

Total spent to achieve the objective divided by total income is 95% (2009: 69%).

Costs administration and management divided by total costs is 5,43% (2009: 5,52%).

The division of the costs spent to achieve the objective is as follows:

Completion of CLASSworks 2009	89.192
CLASSworks 2010	156.988
Viafrica Awards	6.622
CLASSworks Box	11.060
Tanbif biodiversity	9.795
KIDSworks	9.994
Service Centra	95.872
Publicity and education	410
	379.933



7 The future

7.1 Financial independence

Our main for 2011 and 2012 is to become

financially independent whereby our income comes from PC-Donation, CLASSworks and commercial turnover.

7.2 Financial forecast

	Ref.	2011	2010
Income			
Income fundraising		75.000	450.000
PC-Donation		100.000	-
Sponsorship in kind		50.000	60.000
Income from sales and services	1	225.000	175.000
Other income	2	100.000	75.000
Total Income		550.000	810.000
Expenditure			
Spending to achieve the objectives		400.000	560.000
Expenses own fundraising		34.500	25.000
Cost of hardware sales		100.000	70.000
Depreciation tangible fixed assets		2.500	2.500
Other expenses		30.000	40.000
Total expenditure		567.000	697.500
Result		-17.000	112.500

References

1 *Income from sales and services*

This entails income from hardware sales, maintenance, training and local consultancy.

2 *Other income*

Other income comes from advice to international organisations, income from joint projects and international consultancy.



8 Appendices

8.1 List of 2010 CLASSworks schools

<i>School name</i>	<i>Girls</i>	<i>Boys</i>	<i>Teachers</i>
Kenya			
1. Riabai Secondary School	40	310	17
2. Gatero Girls Secondary School	540	-	47
3. God With Us Girls Centre	86	-	7
4. Rwegetha Secondary School	159	173	16
5. The Philips Academy	45	40	8
6. St. Paul's Gatwanyaga Boys Secondary School	-	365	9
7. Diwopa Primary School	318	381	25
8. St. Louis Nyagithuci Secondary School	34	60	7
9. Muruka Secondary School	178	251	19
10. Ngumo Boys Secondary School	-	319	20
11. Agape Academy	20	25	15
Tanzania			
12. Ilboru Boys Secondary School	-	840	43
13. Precious Blood Girls Secondary School	208	-	12
14. Sekei Secondary School	115	115	15
15. Njjiro Secondary School	353	364	15
16. Elerai Secondary School	956	871	47
17. Sombetini Secondary School	556	554	16
18. Felix Mrema Secondary School	523	507	39
19. Renea Secondary School	48	42	10
20. Vunjo Secondary School	150	218	10
21. Kolila Secondary School	167	293	25
22. Kindoroko Girls Secondary School	165	-	15
23. Kibosho Girls Secondary School	800	-	40
24. Moshi Boys Secondary School	-	850	50
25. Natiro Secondary School	161	139	18
26. High Scores Secondary School	45	36	15
Total	5667	6753	560